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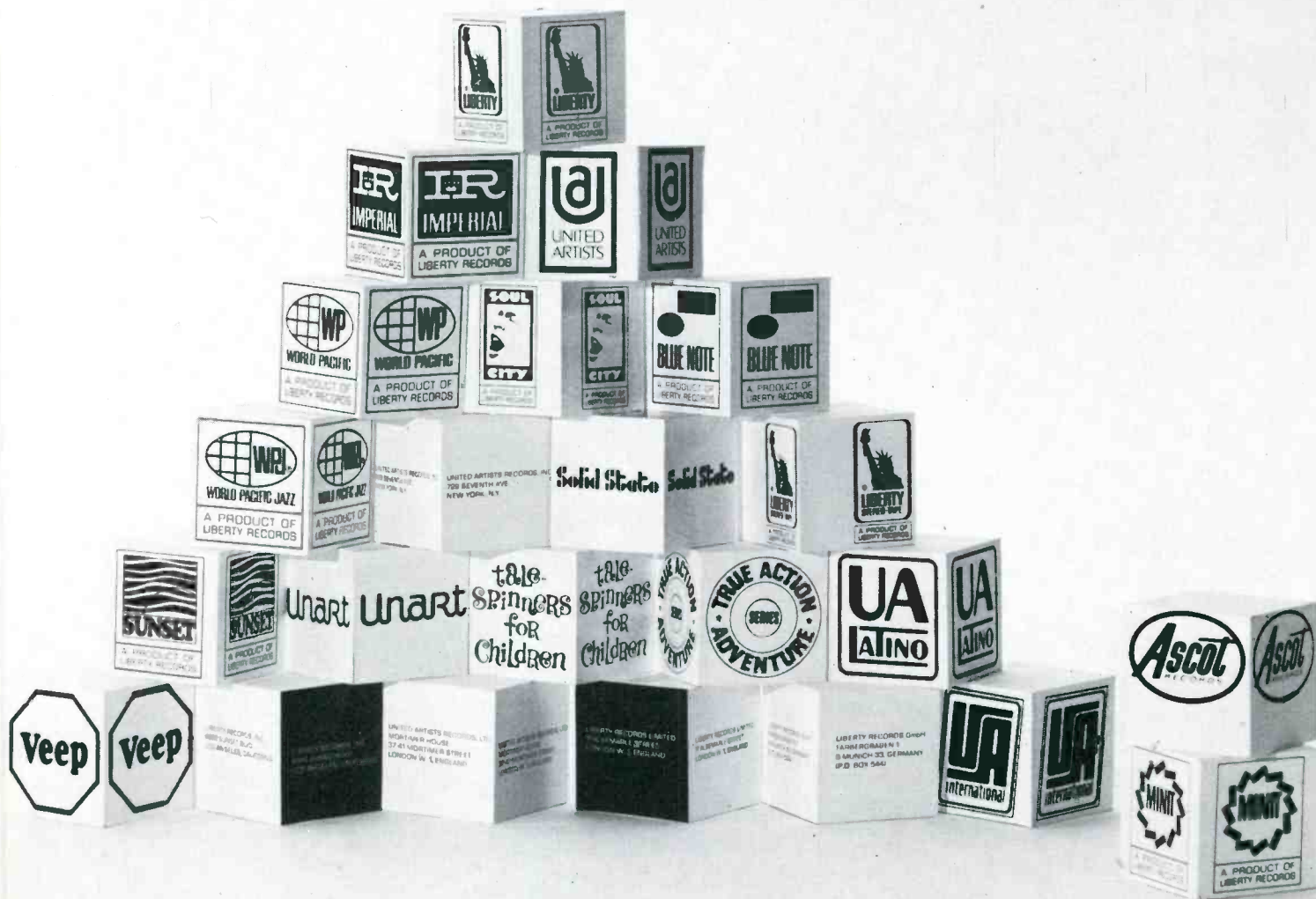
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**Entertaining The Entire World.**

# BUILDING FOR THE FUTURE





# Billboard BUYER'S GUIDE

9TH ANNUAL EDITION

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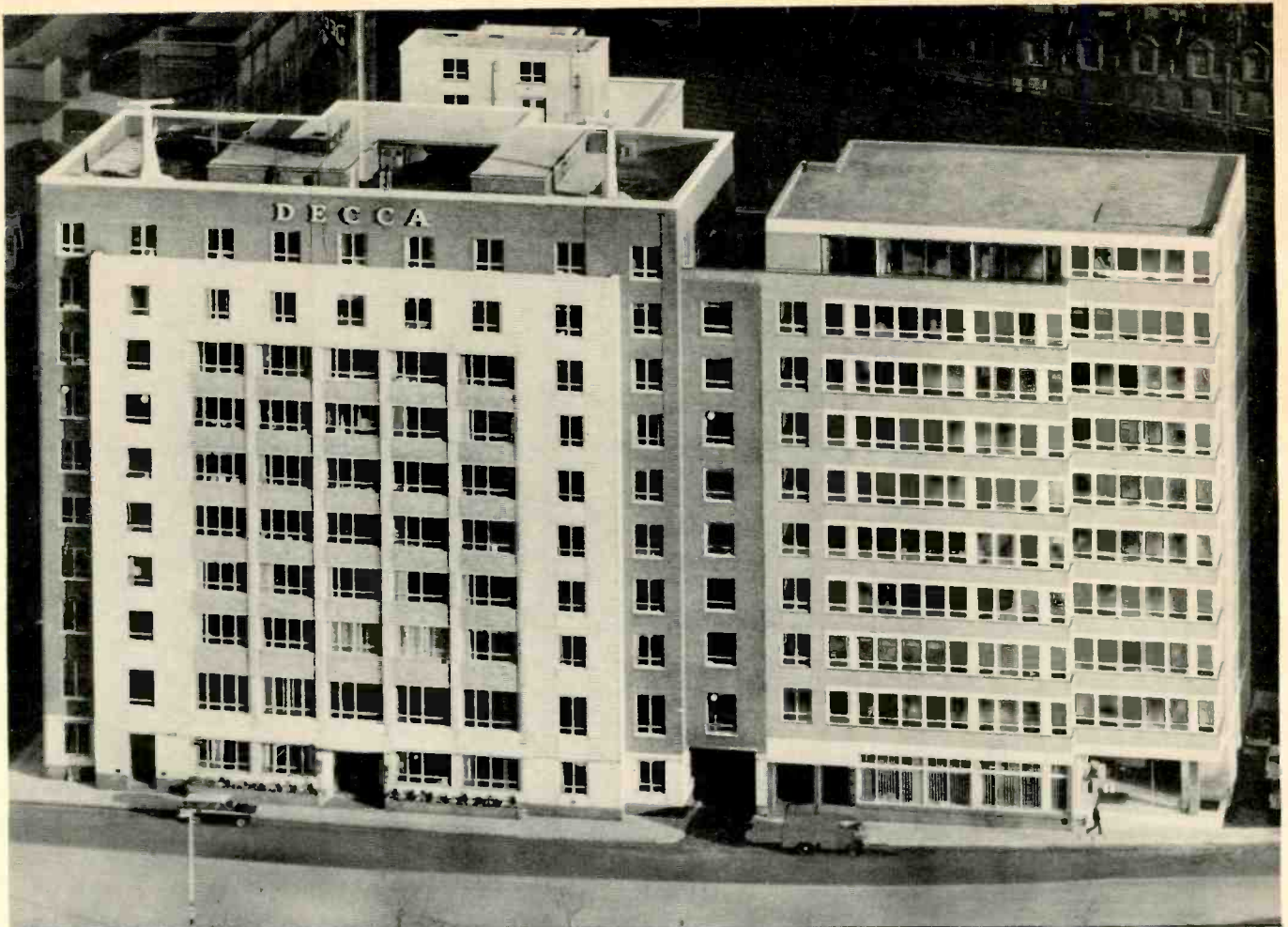
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*Decca offices: 2 Albert Embankment London SE1 England*

The  
**Decca Record**  
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# U.S. RECORD SURVEY

## Record Sales Hit New Highs

By any yardstick, 1967 was a big year for the U.S. record industry. Total sales at retail (\$1,051,000,000) represented an increase of 9.6 per cent over the previous year and broke the \$1 billion mark for the first time.

On the distribution level, racks continued their spectacular climb, with sales of \$463 million, up 17.8 per cent over the previous year. Racks now account for more than 44 per cent of all sales volume—including sales to jukebox operators, clubs and mail operations. The only other type outlet that showed any appreciable increase during last year was the club-and-mail-order category—up 8.5 per cent.

Sales of singles were virtually the same, while album

sales rose 16.2 per cent. On dollar volume, albums now account for more than 82 per cent of the market.

For the first time, the majority of album sales (through non-racked outlets only) were stereo (54.1 per cent). Last year, of course, marked the move to price equalization between monaural and stereo and the discontinuance of monaural production by several labels. Some 53.2 per cent of the popular records were pressed in stereo, and in classical the figure jumps to 68.8 per cent.

These increases were reflected in the number of record releases during the year—7,231 singles and 4,328 albums. Singles release activity was up 20 per cent over the previous year, while album release activity rose by 15.4 per cent.

NOTE: All figures in the U.S. Record Survey from 1950 on have been updated, based on data from Billboard's RMR, R.I.A.A., Excise Tax payments through 1964, and various other record industry sources, and represent a composite of all sources.

## RECORDS RELEASED—1955 THRU 1967

### 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%
6,503	1964	-0.6%
7,116	1965	+9%
7,086	1966	-0.4%
7,231	1967	+2.0%

### 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%
2,939	1961	-6%
3,655	1962	+25%
3,686	1963	+1%
3,543	1964	-4%
3,548	1965	+0.1%
3,752	1966	+5.8%
4,328	1967	+15.4%

## TOTAL DOLLAR SALES—by Type of Outlet

(reported in millions of dollars at list price)

Type of Outlet	1966	1967	1967 Change vs. 1966	1967 Share of Market
NON-RACKS .....	\$303	\$ 306	+ 1.0%	29.1%
RACKS .....	393	463	+17.8%	44.1%
JUKE BOXES .....	52	53	+ 1.9%	5.0%
CLUBS AND MAIL ORDER ..	211	229	+ 8.5%	21.8%
<b>TOTAL INDUSTRY .....</b>	<b>\$959</b>	<b>\$1,051</b>	<b>+ 9.6%</b>	<b>100.0%</b>

## TOTAL UNIT SALES—by Type of Outlet

(reported in millions of units)

Type of Outlet	1966	1967	1967 Change vs. 1966	1967 Share of Market
NON-RACKS .....	107	102	- 4.7%	26.9%
RACKS .....	155	171	+10.3%	45.1%
JUKE BOXES .....	54	57	+ 5.6%	15.1%
CLUBS AND MAIL ORDER ..	47	49	+ 4.3%	12.9%
<b>TOTAL INDUSTRY .....</b>	<b>363</b>	<b>379</b>	<b>+ 4.4%</b>	<b>100.0%</b>

## UNIT SALES OF LP'S—by Type of Outlet

(reported in millions of units)

Type of Outlet	1966	1967	1967 Change vs. 1966	1967 Share of Market
NON-RACKS .....	56	56	same	29.2%
RACKS .....	77	87	+13.0%	45.3%
CLUBS AND MAIL ORDER ..	47	49	+ 4.3%	25.5%
<b>TOTAL INDUSTRY .....</b>	<b>180</b>	<b>192</b>	<b>+ 6.7%</b>	<b>100.0%</b>



## UNIT SALES OF SINGLES—by Type of Outlet

(reported in millions of units)

Type of Outlet	1966	1967	1967 Change vs. 1966	1967 Share of Market
NON-RACKS .....	51	46	- 9.8%	24.6%
RACKS .....	78	84	+ 7.7%	44.9%
JUKE BOXES .....	54	57	+ 5.6%	30.5%
TOTAL INDUSTRY .....	183	187	+ 2.2%	100.0%

## DOLLAR SALES—by Type of Record

(reported in millions of dollars at list price)

Type of Record	1966	1967	1967 Change vs. 1966	1967 Share of Market
LP's .....	\$783	\$ 874	+ 16.2%	83.2%
SINGLES .....	176	177	+ 0.6%	16.8%
TOTAL INDUSTRY .....	\$959	\$1,051	+ 9.6%	100.0%

## UNIT SALES—by Type of Record

Type of Record	Total Industry 1966 vs. 1967		Non-Racks 1966 vs. 1967		Racks 1966 vs. 1967	
LP's .....	49.6%	50.7%	52.3%	54.9%	49.7%	50.8%
SINGLES .....	50.4%	49.3%	47.7%	45.1%	50.3%	49.2%
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

**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.

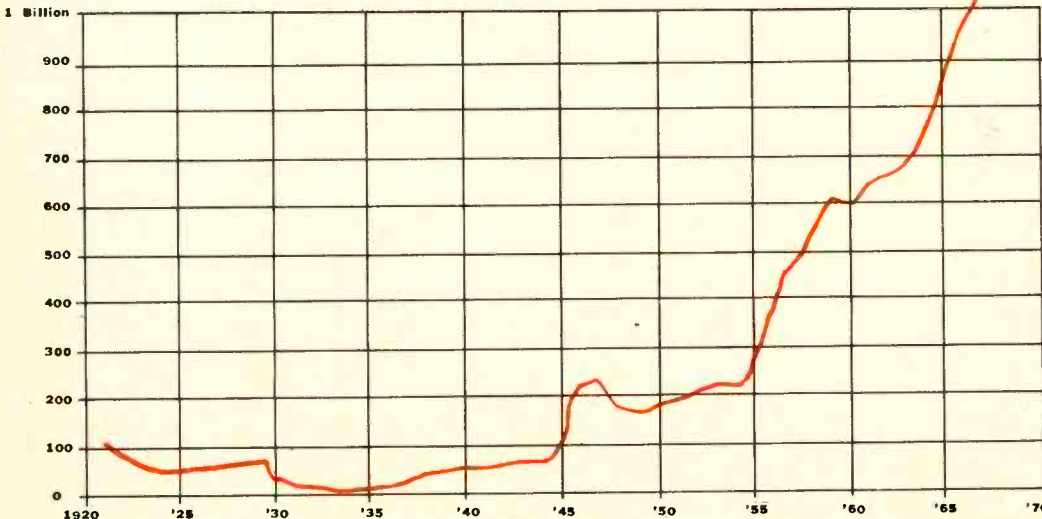
1952—Record Industry Assoc. of America organized.  
 1954—Rock & Roll becomes popular.  
 1955—Columbia Record Club established.  
 1958—Stereophonic LP recordings introduced in fall of this year.  
 1959—Rock & Roll declines somewhat—LP's on rise.  
 1960—Stereo has advantageous effect, increasing LP 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.  
 1967—Manufacturers raise monaural prices to stereo level as major step in creation of all-stereo industry.  
 1968—The introduction of the Pocketdisk single and the attempt to achieve standardization on the 3 7/8-inch record.

**U. S. RECORD SALES 1921-1967**

(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	199	+ 5.3%
1952	214	+ 7.5%
1953	219	+ 2.3%
1954	213	- 2.7%
1955	277	+30.0%
1956	377	+36.1%
1957	460	+22.0%
1958	511	+11.1%
1959	603	+18.0%
1960	600	- 0.5%
1961	640	+ 6.7%
1962	687	+ 7.3%
1963	698	+ 1.6%
1964	758	+ 8.6%
1965	862	+13.7%
1966	959	+11.3%
1967	1051	+ 9.6%

(Dollars)





**STEREO VS.  
MONAURAL  
PERCENTAGE OF  
LP SALES  
1961-1967**

Sales Through Non-Racked  
Retail Outlets Only

(All Figures Are Percentages)

		1961	1962	1963	1964	1965	1966	1967
<b>TOTAL</b>	Stereo Dollars	29.7	30.6	34.1	35.7	39.4	44.7	59.0
	Mono Dollars	70.3	69.4	65.9	64.3	60.6	55.3	41.0
<b>LP SALES</b>	Stereo Units	25.6	25.7	28.8	30.1	33.3	38.6	54.1
	Mono Units	74.4	74.3	71.2	69.9	66.7	61.4	45.9
<b>POPULAR LP</b>	Stereo Dollars	28.9	29.3	32.7	34.1	37.4	43.5	58.1
	Mono Dollars	71.1	70.7	67.3	65.9	62.6	56.5	41.9
<b>SALES</b>	Stereo Units	24.8	24.7	27.8	28.9	32.0	37.4	53.2
	Mono Units	75.2	75.3	72.2	71.1	68.0	62.6	46.8
<b>CLASSICAL LP</b>	Stereo Dollars	37.6	40.4	44.0	47.8	55.8	57.0	70.1
	Mono Dollars	62.4	59.6	56.0	52.2	44.2	43.0	29.9
<b>SALES</b>	Stereo Units	35.4	35.7	40.1	43.5	49.4	55.4	68.6
	Mono Units	64.6	64.3	59.9	56.5	50.6	44.6	31.4

**HOME ENTERTAINMENT UNITS**

(In Millions of Units)

YEAR	AUTO RADIO	HOME RADIO	TOTAL RADIO	TELEVISION RECEIVERS		PHONOGRAPHS
				MONOCHROME	COLOR	
1950	18	81	99	10.6		16.8
1951	21	84	105	15.8		18.0
1952	23	87	110	21.2		19.5
1953	25	88	113	27.3		20.8
1954	27	89	116	31.8		22.4
1955	29	91	120	37.4		24.0
1956	32	93	125	42.8		25.6
1957	35	95	130	46.7		27.1
1958	37	97	134	49.6		29.9
1959	39	107	146	52.1		32.0
1960	40	116	156	55.5	.2	34.0
1961	41	127	168	57.6	.4	35.7
1962	43	140	183	60.8	.8	37.0
1963	45	151	196	65.0	1.6	39.0
1964	47	161	208	70.0	3.0	42.0
1965	55	172	227	75.0	5.0	45.0
1966	64	188	262	78.5	9.7	48.0
1967	73	195	268	81.5	12.7	51.0

SOURCE: Radio Advertising Bureau, Inc., Bureau of the Census, and EIA Marketing Services Department.

**OPERATING  
COMMERCIAL  
RADIO STATIONS  
IN THE U. S.  
(1950-1967)**

MIDYEAR	AM	FM	FM-STEREO**	TOTAL	MIDYEAR	AM	FM	FM-STEREO**	TOTAL
1950	2,114	691		2,805	1959	3,377	622		3,999
1951	2,281	649		2,930	1960	3,483	741		4,224
1952	2,355	629		2,984	1961	3,602	889	57	4,491
1953	2,458	580		3,038	1962	3,745	1,012	181	4,757
1954	2,583	553		3,136	1963	3,860	1,120	203	4,980
1955	2,732	540		3,272	1964	3,976	1,181	308	5,157
1956	2,896	530		3,426	1965*	4,049	1,446	390	5,495
1957	3,079	530		3,609	1966*	4,117	1,631	502	5,748
1958	3,253	548		3,801	1967*	4,180	1,804	567	5,984

\* All figures are midyear, with the exception of 1965 and 1966, which are year-end, and 1967 which is as of February 28, 1968.

\*\*FM-Stereo totals are included in the FM totals.

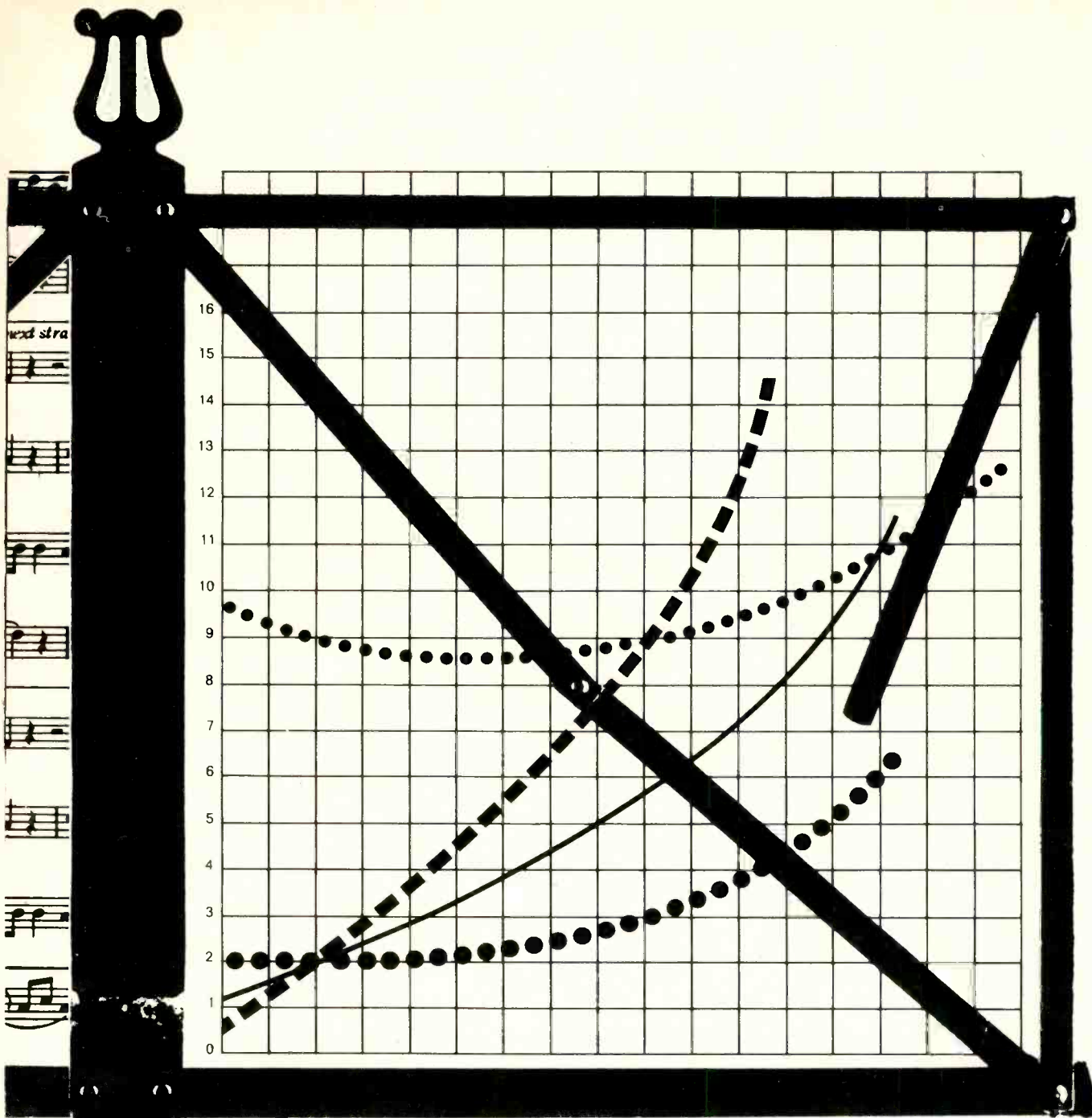
Source: Federal Communications Commission and Electronics Industries Association.



# MUSIC- MELODY OR MARKETING?

*A publication of Philips' Phonographic Industries, Central Offices: Baarn - The Netherlands.*





To some, music is melody and nothing else. To others, music is marketing as well. International marketing. To Philips, for instance. Philips are represented in over 60 countries. With recording companies of their own. With marketing specialists of their own. With a distribution network of their own. If you want to go international, go it with Philips.

*If you want to go international - go it with* **PHILIPS**

# U.S. RECORD MANUFACTURERS

**A**

- A**, 6290 Sunset Blvd., Suite 616, Hollywood, Calif. 90028. Tel: (213) HO 9-5591. Pres.: George Jay; Pub. & Adv.: Unique Features, Sunset-Vine Tower, Hollywood, Calif.
- A A** (Double A), Md. (see Hot Line).
- A A**, 250 W. 57 St., New York, N. Y. 10019. Tel: (212) 765-3350. Pres.: A. J. Massler; Exec. VP: Bernard Pearlman; Sales Mgr.: Shy Raiken.
- Labels: AA, Dorado, Golden, Golden Wonderland.
- A B C**, 1330 Ave. of the Americas, New York, N. Y. 10019. Tel: (212) LT 1-7777. Cable: ABPAREC. Pres.: Larry Newton; VP ABC Div.: Howard Stark; VP Dunhill Div.: Jay Lasker; A&R Dir.: Bob Thiele; VP Mktg.: Bud Katzell; Pub. & Adv. Dir.: Rick Ward; Promo. Dir.: Mickey Wallfich, Moe Preskell; VP & Int'l: David Berger.
- Branches: Beverly Hills, Calif., 449 S. Beverly Dr. Tel: (213) CR 8-1130. VP ABC Div.: Irwin Garr; VP Dunhill Div.: Jay Lasker.—Chicago, Ill., 1700 S. Michigan Ave. Tel: (312) 427-3035. Midwest A&R Dir.: Johnny Pate.—Nashville, Tenn., 804 16 Ave. S. Tel: (615) 256-5694. South A&R Dir.: Paul Cohen.
- Labels: (owned) ABC, Bluesway, Dunhill, Impulse, Command, Grand Award, Westminster, Music Guild, Whitehall; (distributed) Senate, Simon Says, Tangerine, 20th Century-Fox, Riverside, Equinox, Movietone, LHI.
- Tap: 4-tr. cartridge licensed to Ampex, GRT, ITCC, Muntz; 8-tr. cartridge licensed to Ampex, GRT, ITCC; cassette & open reel licensed to Ampex.
- Int'l reps.: Argentina (Prosida), Australia (Festival), Belgium (Anvers Radio), Bolivia (Philips), Canada (Sparton), Costa Rica (INDICA), Denmark (EMI), France (Pathe-Marconi), Germany (Phonogram), Greece (Georgios Orphanidis), Hong Kong (Jardine Matheson), Israel (Hed Arzi), Italy (EMI), Jamaica (Paradis), Japan (King, Mr. Jack Shinohara), Lebanon (Philips), Mexico (Gamma), Netherlands (Bovema), New Zealand (Festival), Peru (El Virrey), Philippines (Mareco), South Africa (Teal), Spain (Hispavox), Sweden (EMI), Switzerland (EMI), United Kingdom (EMI), Uruguay (Philips), Venezuela (Palacio de la Musica), Yugoslavia (Radio Television Belgrade). (SEE ADVERTISEMENT)
- A B S** (see Dover, La.).
- A L A** Ents., 663 Fifth Ave., New York, N. Y. 10022. Tel: (212) EL 5-5633. Gen. Mgr.: David Goldberg; Talent Co-ord. & Exec. Prod'r: John M. Ashley.
- Labels: Alacor, Harvest Time, Perri.
- A & M**, 1416 N. La Brea Ave., Hollywood, Calif. 90028. Tel: (213) 461-9931. Cable: ALPER-MOSS. Owners: Jerry Moss, Herb Alpert; Gen. Mgr.: Gil Friesen; Sales Mgr.: Bob Fead; A&R Dir.: Allen Stanton; Promo. Mgr.: Don Graham; Pub.: Paul Cooper; Int'l: Dave Hubert; Controllers: Jolene Burton; Publ'g: Chuck Kaye; Adv.: Adams, Dana & Silverstein, 8560 Sunset Blvd., Los Angeles, Calif. 90069.
- Branch: New York, N. Y., 1855 Broadway, 10023. Tel: (212) 581-0144. East Coast Dir.: Bill Mulhern.
- Tap: 4 & 8-tr. cartridge, cassette & open reel licensed to Ampex, ITCC.
- Int'l reps.: Argentina (EMI), Australia (Festival), Belgium (Polydor), Bolivia (EMI), Canada (Quality), Chile (EMI), Denmark (Nordisk Polyphon), Finland (Oy Finnlevy), France (Polydor), Germany (Deutsche Grammophon), Italy (CGD), Jamaica (Federal), Japan (King), Mexico, Central America, Colombia, Ecuador, Peru (RCA Mexicana), Netherlands (Polydor), New Zealand (Festival), Paraguay (EMI), Philippines (Dyna Prods.), South Africa (Teal), Spain (Hispavox), Sweden (Karusell), Switzerland (Siemens), United Kingdom (Pye), Venezuela (Palacio de la Musica), Uruguay (EMI). (SEE ADVERTISEMENT)
- A M E** (see Associated Music Ent.).
- A M G**, 16401 W. Eight Mile Rd., Detroit, Mich. 48235. Tel: (313) 272-6320. Pres.: Arnold Geller.
- A P I** (see Associated Prod'ns Int'l).
- A R A** (see Audio Recorders of Arizona).
- A R I** (see Academic Rec'g Institute).
- A R I A** (see BilBo).
- A R P A** (see BilBo).
- A R V** (see Falcon).
- A S A** (see Met Richmond Latin Rec. Sales).
- A V P**-Cosmopolitan, 15183 Broadway, Baton Rouge, La. 70815. Tel: (504) 775-9851. Pres.: R. J. Morgan Jr.; VP: W. L. Temple Sr.
- Aardvark Ents., 609 Fifth Ave., Suite 300, New York, N.Y. 10017. Tel: (212) PL 9-5324. Pres., Sales & Mktg.: Ramona Crehan; VP: Joan Roberts; Pub., Adv. & Promo. Mgr.: David Gould.
- Labels: Aardvark, Piccolo.
- Tap: 4-tr. cartridge, PlayTape & open reel.
- Labels: Allandale, Pleasure Time, Sounds of Memphis.
- Allegro (see Pickwick Int'l).
- Alley, 213 E. Monroe, Jonesboro, Ark. Pres.: Joe Lee.
- Labels: Alley, Jon-Ark.
- Alma, 18108 Parthenia St., Northridge, Calif. 91324. Tel: (213) DI 5-2400. Pres.: Hugh H. Edwards.
- Labels: (owned) Alma; (distributed) Paul Carson.
- Alma, N. Y. (see Met Richmond Latin Rec. Sales).
- Almanac, PO Box 7532, Houston, Tex. 77007. Sales Dir.: J. D. Horn; Talent Dir.: Mack McCormick.
- Aloha (see Anzac).
- Alon (see Seven B Prod'g).
- Alpha (see Don-El).
- Alshire Presents (see Budget Sound).
- Das Alte Werke (see London Imports).
- Altz (see Genuine).
- Alvera, PO Box 9304, Tulsa, Okla. 74107. Tel: (918) 747-4910. Pres. & Gen. Mgr.: Al Clauser; VP: Vera Clauser; A&R: Henry Clauser; Sales: Walter Clark; Pub., Adv. & Promo: Vera Longan.
- Labels: Alvera, Target.
- Amadeo (see Apon).
- Amadeo Literature Series (see Import/Export section: Playette, New York, N. Y.).
- Ambassador, 2990 W. Pico, Los Angeles, Calif. 90006. Owner: Abe Diamond.
- Ambassador, 145 Komorn St., Newark, N. J. 07105. Tel: (201) MA 3-4214. Pres.: Martin Kasem; Sales Mgr.: Mark Friedman; A&R: Al Goodman; Pub.: Sid Asher Assoc.
- Branch: Los Angeles, Calif., 742 E. 61 St. Tel: (213) 231-2144. Contact: Fred Levi.
- Labels: Ambassador, Apple Honey, Cabot, Compose, Current, Diplomat, Guest Star, Look & Listen, Newark, Peter Pan, Playmates, Rocking Horse, Scripture, Sunshine, Tifton.
- Tap: Arc: 4-tr. cartridge.
- Amcan (see Canadian American).
- America (see Discos America).
- The American Gramophone Label, 10513 Santa Monica Blvd., Los Angeles, Calif. 90025. Tel: (213) 474-3565. Pres.: Randy Sparks; Prod'r: Kin Vassy; Co-ord: Mitzi Trumbo.
- Labels: The American Gramophone Label, The Country Music Label.
- American Metropolitan Ents., 135 W. 50 St., New York, N. Y. 10019. Tel: (212) PL 7-7178, CO 5-5767. Pres.: Edward Kassner.
- Home Office: Canada.
- Labels: President (distributed by Laurie); Seville (distributed by London).
- Amex (see Met Richmond Latin Rec. Sales).
- Amherst, 153 Walton Dr., Buffalo, N. Y. 14226. Tel: (716) 77-91482. Pres.: John H. Warfel.
- Amphion (see Nugget).
- Amphora Music, 1727 Division St., Davenport, Iowa 52804. Tel: (319) 322-7674. Pres., Sales & Mktg.: Frank L. Engel; A&R: Freddie Joy.
- Labels: Amphora, Decora.
- Amy (see Bell).
- Ancath (see Motivestor Org.).
- Andes (see Trend, Nev.).
- Angel, 1750 N. Vine St., Los Angeles, Calif. 90028. Tel: (213) 462-6252. Cable: CAPRECORDS. Pres.: Alan W. Livingston; A&R Dir.: Robert Myers; VP Nat'l Sales: John Jossey; Classical Nat'l Prod. Mgr.: Brad Engel.
- Branch: New York, N. Y., 1290 Ave. of the Americas. Zip: 10019. Tel: (212) PL 7-7470.
- Artist Relations Mgr.: John Coveney; Press & Info. Mgr.: Christie Barter; VP Int'l (Classics): Brown Meggs.
- Labels: Angel, Melodiya/Angel, Seraphim.
- Tap: 4 & 8-tr. cartridge & open reel.
- Int'l reps.: The classical material released in the U.S. on the Angel label is released abroad on the following EMI labels: France (Voix de son Maitre, Pathe-Marconi), Germany (Electrola), Italy (Voce del Padrone), United Kingdom (British Columbia, HMV, Parlophone). (see Capitol).
- Angelicum (see Apon).
- Angeltone (see Robbins).
- Ann (see Golden Recs. of La.).
- Ansonia, 992 Columbus Ave., New York, N. Y. 10025. Tel: (212) UN 5-2121. Pres.: Ralph Perez.
- Int'l reps.: Colombia (Philips), Ecuador (Fabrica de Discos), Japan (Nippon Grammophon), Nicaragua (Discos), Peru (El Virrey), Spain (His-pavox).
- Anthem (see Texas Sound Studios).
- Anthology (see International Rec. Inds.).
- Antilano (see Met Richmond Latin Rec. Sales).
- 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: Gold Bee, Mark X, Music World.
- continued on page 18*
- Abbey, 160 Passaic Ave., Kearny, N. J. Tel: (201) 998-8181. NYC Tel: (212) 944-5148. Gen. Mgr.: Henry S. Rosenberg; Controller: Stanley E. Bogest.
- Label: Connoisseur.
- Abel (see Laurie).
- Abet (see Nashboro).
- ABNAK MUSIC ENTS., 825 Olive at Ross, Dallas, Tex. 75201. Tel: (214) RI 2-6111. Pres.: John Abdor Jr.; Sec'y: B. Dunigan.
- Labels: Abnak, Britania, Jetstar, Startime. (SEE ADVERTISEMENT).
- Abundant Sounds (see Fred Miles Presents).
- Academic Rec'g Institute (ARI), 4727 Oakshire, No. 1, Houston, Tex. 77027. Tel: (713) 621-5266. Pres.: Mack G. Reed.
- Label: ARI.
- Accent, 6533 Hollywood Blvd., Hollywood, Calif. 90028. Tel: (213) 469-1621. Pres.: Scott Seely; VP: Buddy Merrill; Pub. & Promo.: David Garvin. (distributed by GNP Crescendo).
- Tap: 4-tr. cartridge licensed to Muntz; 8-tr. cartridge licensed to GRT, ITCC, Music Tapes, RCA; cassette licensed to Stereodyne.
- Int'l reps.: Australia (Festival), Canada (Compo), France (Vogue), Philippines (Cosdel).
- Achillean (see Lotta Music Ent.).
- Acid (see Tyner).
- Acta, 6565 Sunset Blvd., Hollywood, Calif. 90028. Gen. Mgr.: Kenny Myers. (see Oot).
- Action (see Action 25).
- Action! PO Box 9035, Ft. Worth, Tex. 76107. Owner: Marvin Moore. Prod'r: Lew Gillis.
- Action 25, 9030 Harrett St., No. 16, Los Angeles, Calif. 90069. Pres.: Larry R. Herbst.
- Labels: Action, Best-Way, Cola, Herbst, Sound.
- Acuarela (see Epstein Ent.).
- Adaire, 1036 Red Bird Rd., Augusta, Ga. 30904. Tel: (404) 736-3154. Owner & A&R: Blanche C. Carter; Sales Mgr.: Ronnie Blackwood; Pub., Adv. & Promo.: Cliff Carlye.
- Labels: Adaire, Cantor, Margo.
- Adco, 7527 Juler Ave., Cincinnati, Ohio 45243. Tel: (513) 561-7818. Pres.: Jack Adkins.
- Adelphi, PO Box 288, Silver Spring, Md. 20907. Tel: (301) 585-0417. Pres.: Gene Rosenthal.
- Ades (see Import/Export section: Playette, New York, N. Y.).
- Adria (see Puchito).
- Advance, 6376 Yuca St., Hollywood, Calif. 90028. Tel: (213) HO 3-2151. Owner: Tim Gayle.
- Labels: Advance, Mullenix, Sharpshooter.
- Aeolian-Skinner, 549 E. Fourth St., Boston, Mass. 02127. Tel: (617) AN 8-2332. Contact: John Kellner.
- Tap: 4-tr. cartridge & open reel licensed to Ampex.
- Aero Space, 9000 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 274-5473. Gen. Mgr.: Leo Anthony.
- Aetna (div. of Shreve-Nash Ent.), 754 Dalzell St., Shreveport, La. 71102. Tel: (318) 422-7376. Gen. Mgr.: Dick Martin.
- Agar, 416 Sheridan Ave. S., Minneapolis, Minn. Pres., Gen. Mgr. & A&R Dir.: Ronald A. Gjerde; VP: Helen M. Gjerde; VP Mktg.: Daniel J. Sitter.
- Labels: Agar, Lejac, Rise.
- Agate (see Anzac).
- Agula (see Trend, Nev.).
- Air, PO Box 833, Riverside Sta., Miami, Fla. 33135. Pres.: Jack A. Curry.
- Airtown, PO Box 973, 723 N. 10 St., Richmond, Ind. 47374. Tel: (317) 962-9600, 957-0605. Owner: Tommy Wills; Sales Mgr.: John Rettig; Mgr.: Ken Lane.
- Labels: Airtown, Gregory, Terry, 3T.
- Akron (see Anzac).
- Al-Teen, 8208 Stony Island Ave., Chicago, Ill. 60611. Tel: (312) 721-7300. Pres. & Gen. Mgr.: W. A. Meeks; Exec. VP: Frederick West; A&R Mgr.: William McGregor; VP Sales & Mktg.: Bill Mitchell.
- Labels: Al-Teen, Fahrenheit, Winner.
- Alacor (see ALA Ent.).
- Alameda (see Anzac).
- Albee Stereo (see Rene Albi Prod'ns listed under "R").
- Rene Albi Prod'ns (see listing under "R").
- Aldex, PO Box 71, Denton, Tex. 76201. Tel: (817) 497-2406. Pres.: Al Dexter.
- Alector, 367 W. 34 St., New York, N. Y. 10001. Tel: (212) LO 3-2831. Pres.: Ted Starke.
- Tap: 8-tr. cartridge.
- Alegre (see Roulette).
- Alert (see Ato).
- Alkon Int'l, PO Box 107, Seattle Hgts., Wash. 98063. Tel: (206) 363-6168. Pres., Sales & Mktg.: Gary E. Seibert; Pop A&R: Bill Frederick.
- Int'l branch: Canada, Klondike Recs.
- Labels: Alkon, Klondike.
- All Church (see Triode).
- All Nations (see Stereo-Disc & 49th State Hawaii).
- Allandale Prod'ns, 3635 Allandale Rd., Memphis, Tenn. 38111. Tel: (901) 324-4640/6786. Pres. & A&R: Style Wooten.



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Anton, 6710 40 Ave. S., Seattle, Wash. 98118. Tel: (206) PA 5-2454. Owner: Rose Satterly.  
Anvick (see Lynn's Prod'ns).  
Anzac, PO Box 38669, 719 Gower St., Hollywood, Calif. 90038. Tel: (213) 466-0143. Mng. Dir.: A. Hyde-Smith; US Rep.: Gordon Burdge.  
Home office: Sydney, Australia.  
Labels: Anzac, Agate, Akron, Alameda, Aloha, Arizona, Arriba, Asia.  
Apco, Ky. (see BillBo).  
Apco, 1902 Gregg Rd., Bellevue, Neb. 68005. Tel: (402) 733-1140. Pres.: Robert L. Jones; VP: Michael A. Jones; Ass't Gen. Mgr.: Roger West.  
Branch: Chicago, Ill., PO Box 4396. Zip: 60680.  
Labels: Apco, Chicago, Gates, Ralston, Caltex.  
Apollo (see Dover, La.).  
Apon, PO Box 131, Grand Central Sta., 1541 First Ave., New York, N. Y. 10017. Tel: (212) YU 8-0450. Pres.: Andrej Poncic.  
Labels: Amadeo, Angelicum, Apon, Discapon, Harmonia Mundi.  
Tape: Amadeo, Apon, Discapon, Harmonia Mundi: 4 & 8-tr. cartridge, cassette & open reel.  
Applause (see CBC Ent's).  
Apple (see Capitol).  
Apple Honey (see Ambassador, N.J.).  
Apt-2, c/o L. Miller, Rt 2, Box 46, Barlow Rd., Clinton, Tenn. 37716. Tel: (615) 457-2431.  
Owner & Prod'r: Lou Miller; Sales & Promo: D. Farmer.  
Ara (see Atlantic).  
Arbe, 3768 Webb Ln., Tucson, Ariz. 85716. Tel: (602) 793-8830. Pres.: Rex Bingham.  
Arbet (see Dover, La.).  
Arbor (see Forte).  
Arcade, 2733 Kensington Ave., Philadelphia, Pa. Tel: (215) NE 4-8487. Pres.: Jack Howard.  
Archive (see Int'l Music Consultants).  
Archive of Folk Music (see Everest).  
Archive of Piano Music (see Everest).  
Arco (see Stereophonics Corp.).  
Arctic (see Jamie/Guyden Dist. Corp.).  
Ardent, 1457 National, Memphis, Tenn. 38122. Tel: (901) 324-5368. Mgr.: John Fry.  
Argee Ent's., PO Box 633, North Miami, Fla. 33161. Tel: (305) 757-1592. Cable: SANDREE. Pres.: Ronald G. Deeb.  
Label: Argee.  
Argo (see London Imports).  
Arhoolie, Box 9195, Berkeley, Calif. 94719. Tel: (415) 841-8624. Pres.: Chris Strachwitz.  
Labels: Arhoolie, Blues Classics, Changes, Old Timey, Raglan.  
Aria Senza Voce (see Budget Sound).  
Aris Prod'ns, PO Box 248, Northridge, Calif. 91324. Tel: (213) 349-4394. Pres. & Pub.: August Valrey; Adv.: Cheryl Valrey.  
Labels: Aris, Island, Mara, Realm.  
Arizona (see Anzac).  
Ariay, Box 46462, Los Angeles, Calif. 90046. Tel: (213) OL 6-3000. Owner: Rick Jones.  
Arlen, 1836 Bertram Rd., Huntingdon Valley, Pa. 19006. Tel: (215) WI 7-3879. Pres.: Harry Finfer.  
Arrawak (see Garrawak Music-Cash Prod'ns).  
Arriba (see Anzac).  
Arrow (see St. Clair Prod'ns).

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Labels: Art, Citadelle, Souvenir, Unity.  
Tape: 4-tr. cartridge & cassette licensed to Muntz.  
Int'l reps: Colombia (Bambuco), Costa Rica (INDICA), Italy (Italdisc). (SEE ADVERTISE-  
MENT).  
Art Sound (see Stereodiddies).  
Artcraft, 1640 Poe Ave., Orlando, Fla. 32806. Tel: (305) 424-7746. Mng. Dir.: William G. Woods.  
Artia (see Connoisseur).  
Artist (see JCD).  
Artist of Fame (see Musicode).

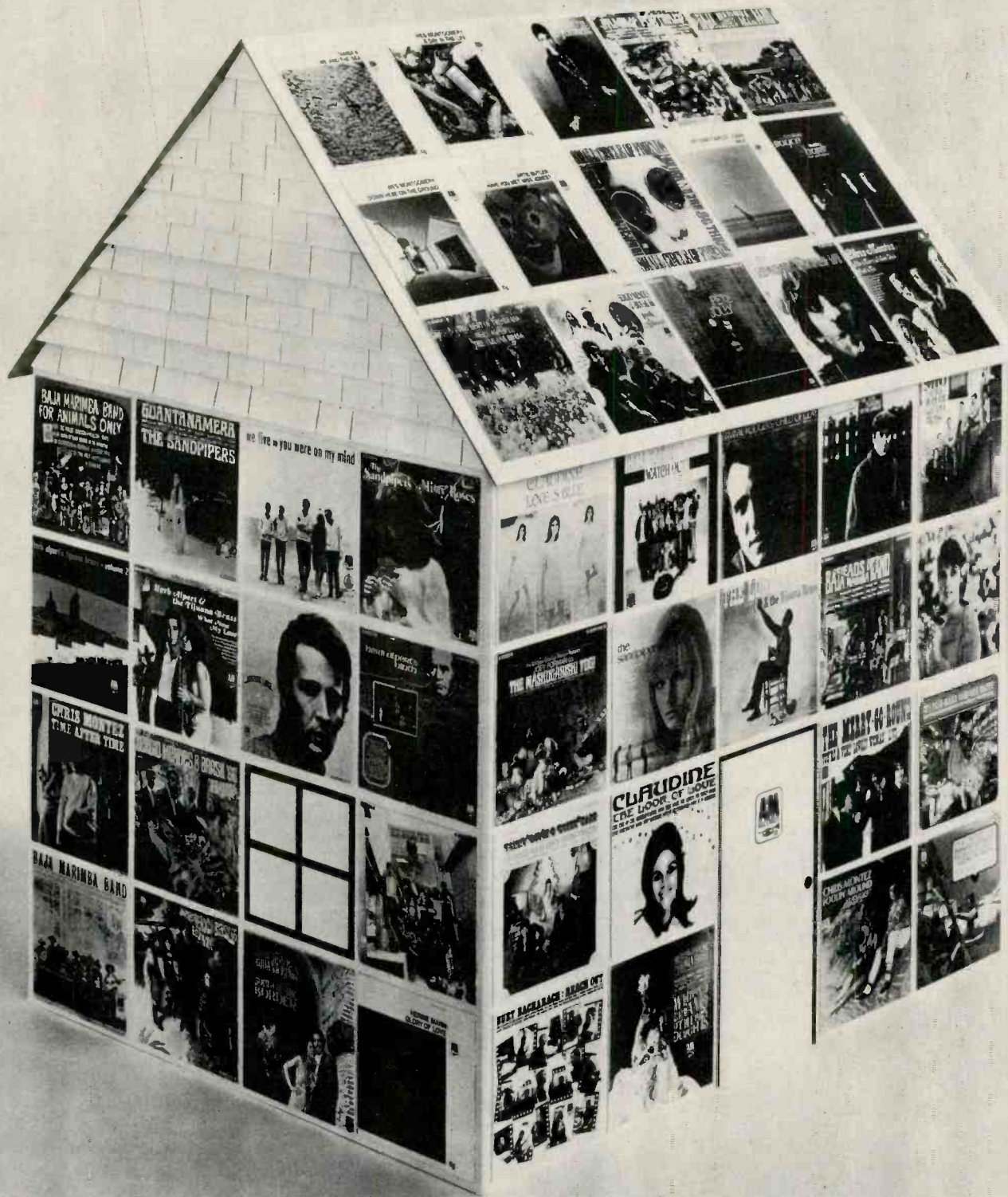
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# BUDGET LINE RECORD MANUFACTURERS

Where parent company name differs from that of the label, the company name follows in parentheses. For complete listing, see Record Manufacturers Section.

A A, N.Y.  
A S A (see Met Richmond Latin Rec. Sales).  
Adria (see Puchito).  
Allegro (see Pickwick Int'l).  
Alma (see Met Richmond Latin Rec. Sales).  
Alshire Presents (see Budget Sound).  
Amex (see Met Richmond Latin Rec. Sales).  
Antilano (see Met Richmond Latin Rec. Sales).  
Apple Honey (see Ambassador, N.J.).  
Aria Senza Voce (see Budget Sound).  
Astro (see Parnaso).  
Audio-Lab (see King).  
Audio-Spectrum (see Budget Sound).  
Azteca (see Budget Sound).  
B A I Econ (see BAI).  
B B M (see Met Richmond Latin Rec. Sales).  
B R C (see Met Richmond Latin Rec. Sales).  
Baronet (see Premier Albums).  
Baroneza (see Met Richmond Latin Rec. Sales).  
Blue Ribbon (see Premier Albums).  
Bocar (see Met Richmond Latin Rec. Sales).  
Bonnie Bee.  
Bronco (see Falcon).  
Bronjo (see Seeco).  
Caltex (see Apco).  
Camden (see RCA).  
Cardinal (see Vanguard).  
Carvier (see Met Richmond Latin Rec. Sales).  
Cetra Opera Series (see Everest).  
Chance (see Casa Prod'ns).  
Checkmate (see Elektra).  
Clark (see Nugget).  
Colbert (see Tide).  
Colonial (see Met Richmond Latin Rec. Sales).  
Columbia (see Met Richmond Latin Rec. Sales).  
Concert (see Heart Warming).  
Coronet (see Premier Albums).  
Country Caravan (see Muff).  
Cricket (see Pickwick Int'l).  
Crossroads (see Columbia).  
Crown (see Modern-Kent).  
Custom (see Modern-Kent).  
D L V (see Falcon).  
Danny (see Met Richmond Latin Rec. Sales).  
Dardo (see Puchito).  
Design (see Pickwick Int'l).  
Diplomat (see Ambassador, N.J.).  
Directional Sound (see Premier Albums).  
Discos Corona (see Modern-Kent).  
Disneyland.  
Don-Mar (see Casa Grande).  
Dora (see Fink).  
Dover (see Dover, N.Y.).  
Economy (see Met Richmond Latin Rec. Sales).  
Ecdissa (see Met Richmond Latin Rec. Sales).  
Encanto (see Met Richmond Latin Rec. Sales).  
Everyman (see Vanguard).  
Explorer (see Met Richmond Latin Rec. Sales).  
Family (see Request).  
Filtro (see Met Richmond Latin Rec. Sales).  
Fink.  
Gates (see Apco).  
Gem (see Marvel).  
Golden (see AA, N.Y.).  
Grand Prix (see Pickwick Int'l).  
Guest Star (see Ambassador, N.J.).  
Happy Time (see Pickwick Int'l).  
Harmony (see Columbia).  
Heliodor (see MGM).  
Hilltop (see Pickwick Int'l).  
Hurricane (see Tornado).  
Iberia (see Met Richmond Latin Rec. Sales).  
Island Artists (see Caribbean Folk Music).  
Jardin (see Met Richmond Latin Rec. Sales).  
Jay-Jean (see Golden Triangle Music).  
Jim-Joy.  
Jody (see Vantage).  
Jott (see Silver Falcon Group).  
Kasin (see Met Richmond Latin Rec. Sales).  
Kay Bar Dane (see Golden Triangle Music).  
Kristal (see Kubaney).  
Ladd (see White Rock).  
Laitini.  
Leda (see Met Richmond Latin Rec. Sales).  
Leo The Lion (see MGM).  
Lerks.  
Little World (see Cameo-Parkway).  
Look & Listen (see Ambassador, N.J.).  
M F R (see Met Richmond Latin Rec. Sales).  
M M O (600 Series) (see Music Minus One).  
M-R (see Met Richmond Latin Rec. Sales).  
Mace (see Scepter).  
Majorette (see Cameo-Parkway).  
Marvelltone (see Marvel).  
Mastersound (see Laitini).  
Mercury Wing (see Mercury).  
Metro (see MGM).  
Miro (see Monitor).  
Mona (see Met Richmond Latin Rec. Sales).  
Monitor (2000 Series) (see Monitor).  
Movietone (see 20th Century-Fox).  
Music Guild (see Westminster).  
Music Minus One (600 Series) (see Music Minus One).  
Musical Heritage Society.  
Nashville (see Starday).  
Nonesuch (see Elektra).  
Norca (see Met Richmond Latin Rec. Sales).  
Odessa (see Met Richmond Latin Rec. Sales).  
Odyssey (see Columbia).  
Okeh (see Columbia).  
Paloma (see Budget Sound).  
Panda (see Connoisseur).  
Parliament (see Connoisseur).  
Pentagon (see Del-Val).  
Pergasso (see Met Richmond Latin Rec. Sales).  
Perspective (see Hot Line).  
Peter Rabbit (see Budget Sound).  
Phillips World Series (see Philips).  
Pickwick/33 (see Pickwick Int'l).  
Pirouette (see Everest).  
Planet (see Lasalle).  
Playmates (see Ambassador, N.J.).  
Ponce (see Met Richmond Latin Rec. Sales).  
Premier (see Premier Albums).  
Progresso (see Met Richmond Latin Rec. Sales).  
Prominent (see Met Richmond Latin Rec. Sales).  
Prospect (see Met Richmond Latin Rec. Sales).  
Puchito.  
Puzzle (see Cameo-Parkway).  
Que Rio (see Met Richmond Latin Rec. Sales).  
Quicka (see Met Richmond Latin Rec. Sales).  
R C A Camden (see RCA).  
R C A Victrola (see RCA).  
Reli (see Met Richmond Latin Rec. Sales).  
Revancha (see Met Richmond Latin Rec. Sales).  
Rhumba (see Met Richmond Latin Rec. Sales).  
Richmond (see London).  
Rise (see Agar).  
Robin Hood (see Modern-Kent).  
Rocking Horse (see Ambassador, N.J.).  
Romper Room (see Cameo-Parkway).  
San Miguel (see Epstein Ent's).  
Seraphim (see Angel).  
Serenata (see Met Richmond Latin Rec. Sales).  
Shawmut (see Casa Grande).  
Skipper (see Met Richmond Latin Rec. Sales).  
Smoke (see Ron).  
Somar (see Met Richmond Latin Rec. Sales).  
Somerset (see Budget Sound).  
Sono Mex (see Met Richmond Latin Rec. Sales).  
Spin-O-Rama (see Premier Albums).  
Starday Economy (see Starday).  
Stereo-Fidelity (see Budget Sound).  
Stereo Treasury (see London).  
Sunset, Calif. (see Liberty).  
Sunset, N.Y. (see Met Richmond Latin Rec. Sales).  
SunShine, Fla.  
Sunshine, N.J. (see Ambassador, N.J.).  
Surrey (see Mira).  
Sword (see Word).  
Time.  
Tropical (see Met Richmond Latin Rec. Sales).  
Turnabout (see Vox).  
Twinkle (see Premier Albums).  
United (see Modern-Kent).  
V S P (see MGM).  
Victrola (see RCA).  
Vocalion (see Decca).  
Wertz (see Lebby).  
Whitehall (see Westminster).  
Wing (see Mercury).  
Wonder (see Cameo-Parkway).  
World Series (see Philips).  
Xpreshun (see Crosswinds).  
Zap (see Rebel).





# SOUND CONSTRUCTION





*continued*

Artists Life, PO Box 634, 1211 E. Mayfair Ave., Orange, Calif. 92669. Tel: (714) 538-4484. Pres.: Howard L. Reynolds.  
Labels: (owned) Artists Life, Jamboree; (distributed) Nebraska, Pleasant Peasant, Polkaland, Rave, Bowery, Balkan Int'l.  
Arvee (see Everest).  
Arwin, 250 N. Canon Dr., Beverly Hills, Calif. Tel: (213) 271-7121. Pres.: Martin Melcher; VP: Don Genson.  
Arzee, 1739 N. Third St., Philadelphia, Pa. 19122. Tel: (215) CE 2-5729. Owner: Rex Zario; Gen. Mgr.: Patti Vincent.  
Asch (see Pioneer Rec. Sales).  
Ascot (see United Artists).  
Asia (see Anzac).  
Associated Artists, 6367 Selma Ave., Hollywood, Calif. 90028. Tel: (213) HO 5-6121. Pres.: Keith W. Clark; A&R: Jesse Hodges.  
Associated Music Ent's. (div. of Smith Associates), PO Box 4122, Dallas, Tex. 75208. Tel: (214) 337-8176. Pres. & Gen. Mgr.: Paul Vaggar; Owner: W. K. Smith Jr.  
Label: A&E.  
Associated Prod'ns Int'l, 3884 Franklin Ave., Los Angeles, Calif. 90027. Tel: (213) 662-3121. Owner: Brian Ross.  
Label: API.  
Asteroid Prod'ns, 6671 Sunset Blvd., Suite 1574, Los Angeles, Calif. 90028. Tel: (213) 466-8575. Pres. & A&R: Jay Paul Kane; VP: Dana Grae; VP Sales & Mktg.: Harry Maraldo; Pub.: Patrick O'Bryant; Adv.: Garry Cannon; Promo.: Danny Bobbitt.  
Labels: Asteroid, Ballon, Glory, Pal, UJO Int'l.  
Astoria (see Rene Albi Prod'ns listed under "R").  
Astro, N. Y. (see Parnaso).  
Astro, Pa. (see Paramount).  
Atco, 1841 Broadway, New York, N. Y. 10023. Tel: (212) PL 7-6306. Cable: ATCOMUSIC. Pres. & A&R: Ahmet Ertegun; VP: A&R & Int'l: Nesuhi Ertegun; VP & A&R: J. Wexler; Sales: Bob Kornheiser, Len Sachs; Pub. & Adv.: Bob Rolontz.  
Labels: Alert, Atco, Brit, Brook-lyn, Carla, Cee-Jam, Fame, Four Brothers, Heidi, Karen, Lemco, Redda, Triumph, Vortex.  
Tape: Atco, Vortex: 4 & 8-tr. cartridge licensed to Ampex; cassette & open reel licensed to Ampex, GRT.  
Int'l reps.: (see Atlantic).  
Athena, PO Box 68, Brentwood, Tenn. 37027. Tel: (615) 832-9638. Pres.: W. D. Kilpatrick; VP: Rick Powell.  
ATLANTIC, 1841 Broadway, New York, N. Y. 10023. Tel: (212) PL 7-6306. Cable: ATCOMUSIC. Pres. & A&R: Ahmet Ertegun; VP: A&R & Int'l: Nesuhi Ertegun; VP & A&R: Jerry Wexler; Sales: Bob Kornheiser, Len Sachs; Pub. & Adv.: Bob Rolontz.  
Branch: Hollywood, Calif., 7033 Sunset Blvd. Tel: (213) 463-3229. Mgr.: George Furness.  
Labels: Ara, Atco, Atlantic, Dade, Dial, Focus, Keetch, LeMonde, Lost-Nite, LuPine, Rosemart, Safice, Shirley, Sound of Soul.  
Tape: Atlantic: 4 & 8-tr. cartridge licensed to Ampex; cassette & open reel licensed to Ampex, GRT. Focus: 4 & 8-tr. cartridge licensed to Ampex; cassette licensed to Ampex, GRT.  
Int'l reps.: Argentina (Surco), Australia (Festival), Belgium (Barclay), Brazil (Companhia Brasileira de Discos), Canada (Quality), Chile (Philips), Colombia (Philips), Costa Rica (INDICA), Denmark (Metronome), France (Barclay), Germany (Metronome), Greece (Dionysos), Hong Kong (Cosdel) Japan (Nippon Gramophone), Mexico (Discos Universales), Netherlands (Polydor) Peru (El Virrey), Philippines (Mareco), Singapore (Cosdel), South Africa (Teal), Spain (Hispanvox), Sweden (Metronome), Turkey (Melodi), United Kingdom (Polydor), Switzerland (Barclay), Venezuela (Siemens). (SEE ADVERTISE-MENT)  
Atlas (see Robbins).  
Atom (see Royce).  
Attack (see Calla Ent's.).  
Atwell, PO Box 42, Lafayette, Tenn. 37083. Tel: (615) 666-2400. Owner: Loryn Atwell.  
Audicon (see Laurie).  
Audio Arts, 2552 W. Pico Blvd., Los Angeles, Calif. 90006. Tel: (213) 386-6094. Pres.: Madelon Baker.  
Labels: Audio Arts, Audio Blues, Audio Forty, Audio Gospel, Whirlybird.  
Audio Bible Studies (see Kingsway).  
Audio Blues (see Audio Arts).  
Audio Book, 4220 W. Jefferson Blvd., Los Angeles, Calif. 90016. Tel: (213) 731-8880. VP & Gen. Mgr.: E. M. Rush; VP Eng'g: C. C. McDonald. Tape: cassette & open reel.  
Audio Fidelity, 221 W. 57 St., New York, N.Y. 10019. Tel: (212) PL 7-7111. Cable: AUDIOFIDEL. Pres.: Herman D. Gimbel; VP Sales & Mktg.: Harold Drayson; VP A&R: Carl Shaw; PR Dir.: Diane Terman; VP Int'l: Carl Greenberg.  
Labels: Audio Fidelity, Audio Masterworks, Audio Rarities, Dauntless, First Component Series, Karate, Kinor, Mr. G. Parallax.  
Tape: Audio Fidelity: 4 & 8-tr. cartridge licensed to ITCC; cassette licensed to Mercury; open reel licensed to Ampex.  
Int'l reps.: Aden (Bhicajee Cowasjee), Argentina (Microfon), Australia (Electronic Inds.), Bel-

gium (Anvers Radio), Brazil (Som/Maior), Canada (Phonodisc), Colombia (Daro), Costa Rica (INDICA), Denmark (Tono), Hong Kong (Jardine Matheson), Israel (Isralectra), Italy (CGD), Japan (Nippon Columbia), Mexico (Aguia y Discos), Netherlands (CNR), Philippines (Pacific Promos.), Singapore (William Jacks), South Africa (Gallo), Sweden (Sonet), Thailand (Ching Thai), United Kingdom (Transatlantic), Venezuela (Distribuidora Nacional de Discos).  
Audio Forty (see Audio Arts).  
Audio Gospel (see Audio Arts).  
Audio Guild (see Record Guild of America).  
Audio Masterworks (see Audio Fidelity).  
Audio Precision (see Jazzology).  
Audio Publishers (see Bible Voice).  
Audio Rarities (see Audio Fidelity).  
Audio Recorders of Arizona (ARA), 3830 N. Seventh St., Phoenix, Ariz. 85014. Tel: (602) 277-4723. Pres.: Floyd M. Ramsey; A&R: Floyd Ramsey, Howard Bowman.  
Label: Ramco.  
Audio Village, 1550 Market St., San Francisco, Calif. 94102. Tel: (415) UN 3-9665. Owner & A&R: James Seagrave; Mgr.: M. E. Wolf; PR: Linda Seagrave.  
Branch: New York, N. Y. 83-34 Lefferts Blvd., Kew Gardens. Tel: (212) VI 9-2652. Ass't A&R & PR: Dick Zabe.  
Labels: Drumfire, Seagrave, Suzanne.  
Audio-Lab (see King).  
Audio-Spectrum (see Budget Sound).  
Audiodax, 821 19 Ave. S., Nashville, Tenn. 37203. Tel: (615) 242-5585. Pres. & Gen. Mgr.: Bill Connor; VP & A&R: Scotty Moore.  
Labels: Button, Circus, Format, Patio, Sir.  
Aurora Int'l, 25 W. 56 St., New York, N. Y. 10019. Tel: (212) JU 2-8810. Pres.: Aaron Schroeder; VP: Abby Schroeder.  
Branch: Los Angeles, Calif., 9000 Sunset Blvd. Zip: 90069. Tel: (213) 274-7351. Pop A&R: David Mook.  
Label: Aurora.  
Auto-Cybernetics, 1011 Timor St., Orlando, Fla. 32804. Tel: (305) 647-3611. Dir.: Amelia Eiben.  
Avant Garde, 250 W. 57 St., New York, N. Y. 10019. Tel: (212) 246-1343/4. Pres.: William Sandberg; VP: Franklin Seigfried; Music Dir.: Rene Wiegert; Sales Mgr.: George Gold.  
Int'l branches: England, Germany.  
Avoca, PO Box 393, Westbury, N. Y. 11590. Tel: (516) 433-2910. Pres.: Francis X. Cashin.  
Int'l rep.: Eire (Dolphin Whse. Disc).  
Award (see United States).  
Axe (see Dover, La.).  
Azteca (see Budget Sound).

**B**

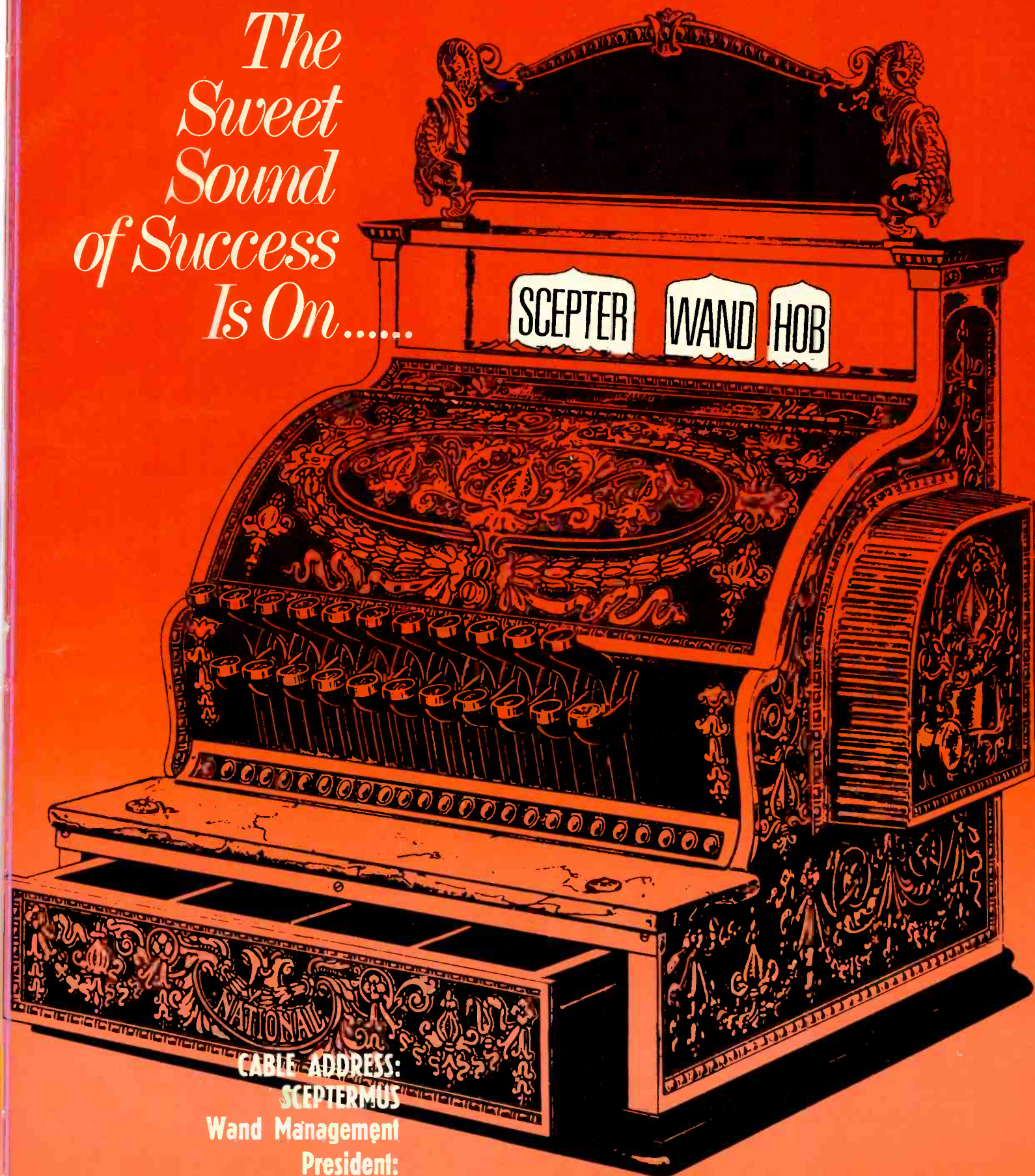
B A I (British American Int'l), 1511 Franklin Rd., Marietta, Ga. Tel: (404) 422-8125. Pres.: Jerry Guy; VP Adv. & Promo.: Gene Guy; A&R: Albert Coleman.  
Labels: BAI, BAI Econ.  
B A I Econ (see B A I).  
B C C, PO Box 9687, Atlanta, Ga. 30319. Tel: (404) 261-8889, 233-6703. Owners: Bill Lowery, Paul Cochran, Buddy Buie; Mgr.: Bobby Langford.  
B B M (see Met Richmond Latin Rec. Sales).  
B C S, 1519 Washington Ave., Miami Beach, Fla. 33139. Tel: (305) 538-4388. Pres.: Bernice C. Sager.  
B & F, 11705 Buckeye Rd., Cleveland, Ohio 44120. Tel: (216) LO 1-5524. Pres.: Frank Szappanos.  
B & K, 600 Madison Ave., New York, N. Y. 10022. Tel: (212) 421-8415. Pres.: Ben Barton.  
B R C (see Met Richmond Latin Rec. Sales).  
B T Puppy (see Jay-Gee).  
B-W Music, PO Box 337, Wooster, Ohio 44691. Tel: (216) 262-3571. Pres. & Gen. Mgr.: Quentin Reed Wealty; A&R Dir.: Chet Good.  
Labels: B-W, Welburn.  
B-ATLAS, 2226 McDonald Ave., Brooklyn, N.Y. 11223. Tel: (212) 372-9336, ES 3-0202. Pres. & A&R Dir.: Vince Vallis; Exec. VP & Sales Mgr.: Tony Amoroso; Adv. Dir.: Eddie Fabros; Promo. & Pub.: Vincent Lepore.  
Labels: B-Atlas, Jody. (SEE ADVERTISEMENT)  
Baby-Luv (see MRM).  
Bachanaliam, PO Box 3201, Oak Ridge, Tenn. 37830. Tel: (615) 483-0701. Pres.: Kit Haaland.  
Bach Guild (see Vanguard).  
Backbeat (see Peacock).  
Bacone, 2600 N. Corlies St., Philadelphia, Pa. 19132. Tel: (215) BA 5-0661/9949. Pres., Sales, Mktg., Pub., Adv. & Promo.: Liz Bacone; VP: Robert Bacone; A&R: Jimmy Steward.  
Branch: West Chester, Pa., 1513 Woodland Rd. Labels: Bacone, Jerrel.  
Baja, 4 Broad St. S.W., Atlanta, Ga. 30303. Tel: (404) 525-3726. Pres.: Jan Cox.  
Labels: Baja, New Grass.  
Bakton, PO Box 249, Cooper Sta., New York, N.Y. 10003. Tel: (212) 777-0698 (evenings). Pres.: Randy Weston.  
Balboa, 16027 Sunburst St., Sepulveda, Calif. 91343. Tel: (213) 892-0044. Pres.: Larry Fotine.  
Tape: 4-tr. cartridge, cassette & open reel licensed to Star Recorded Tape (Tape-Mates).  
Baldwin, 804 18 Ave. S., Nashville, Tenn. Tel: (615) 244-5081. Contacts: Aubrey Rayhew, Donald Lytle.  
Balkan Int'l, 6917-19 W. Cermak Rd., Berwyn, Ill. Tel: (312) GU 4-6436. Owner: Slavco A. V. Hlad. (distributed by Artists Life).

Balkanton, Bulgaria (see Import/Export section: Folk Music Int'l, New York, N. Y.).  
Ballad, 3903 Olive St., St. Louis, Mo. 63108. Tel: (314) FR 1-4449. Pres.: O. D. Washington; A&R: O. Saine; Sales & Mktg.: Bernard La-tisca; Pub. & Promo.: JoAnn Foggie.  
Labels: Ballad, Sainimo.  
Int'l reps.: Canada (Robert J. Stone Assocs.), all other (EMI).  
Ballon (see Asteroid Prod'ns).  
Band Box, 5136 W. 41 Ave., Denver, Colo. 80212. Tel: (303) 455-4118. Pres.: Vicky Morosan.  
Labels: Band Box, Keyboard, Rustique, Spicy, Valerie.  
Int'l reps.: Australia (Festival), Israel (Hataklit), Italy (Durium), Japan (Cosdel), New Zealand (Allied Int'l), South Africa (Trutone), Sweden (Joker), all others (Transglobal, NYC).  
Bandstand (see Goldwax).  
Bang, 1650 Broadway, New York, N.Y. 10019. Tel: (212) LT 1-3740. Gen. Mgr., Sales & Mktg.: Bill Darnell; A&R: Ilene Berns; Sales & Promo. Shout Div.: Effie Smith; Int'l Pub. & Prod'n; Joan Maslin.  
Labels: Bang, Shout.  
Tape: 4 & 8-tr. cartridge & open reel licensed to Ampex, GRT.  
Int'l reps.: Argentina (Microfon), Australia (Transglobal in NYC), Canada (Allied), France (Barclay), Germany (Metronome in Sweden), Greece (General Publ'g), Italy (Dischi), Japan (Transglobal in NYC), Mexico (Gamma), Netherlands (Transglobal in NYC), New Zealand (Transglobal in NYC), Philippines (Mareco), Scandinavia (Metronome in Sweden), South Africa (Transglobal in NYC), Spain (Hispanvox), Turkey (Transglobal in NYC), United Kingdom (Decca).  
Banner, 1290 Ave. of the Americas, New York, N.Y. 10019. Tel: (212) 265-7760. Pres.: Manny Wells.  
Banshee (see Jo-Park).  
Bar-Bare (see Lynn's Prod'ns & Tommy Bee Prod'ns).  
Barclay (see Import/Export section: Playette, New York, N.Y.; Record & Tape Sales (Barclay-France) New York, N.Y.).  
Barcola (see Trend, Nev.).  
Barenreiter (see Import/Export section: Record & Tape Sales, New York, N.Y.).  
Barenreiter UNESCO Collection (see International Rec. Inds.).  
Barnaby (see Columbia).  
Baronet (see Premier Albums).  
Baroneza (see Met Richmond Latin Rec. Sales).  
Baroque (see Everest).  
Barry (see Deb-Mor Sales).  
Bartok, 200 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 6-2896. Pres.: Peter Bartok.  
Int'l reps.: Canada (Erpol), Switzerland (EMIA).  
Base, 1930 Woodside Rd., Augusta, Ga. 30906. Tel: (404) 798-4341. Mgr.: Carlin S. Robinson.  
Bat (see Dawn Prod'ns).  
Bay Sound (div. of Caravelle), 400 York Rd., Baltimore, Md. 21204. Tel: (301) 828-7844. Pres.: Milton A. Dugger Jr.  
Bay Tone (see LaVal).  
Beacon, 515 W. 50 St., New York, N. Y. 10019. Tel: (212) 245-7658. Owner: Joe Davis.  
Labels: Beacon, Davis.  
Beam (see Paramount).  
Bear, Rt. 1, Box 104, Groveland, Fla. Tel: (904) 429-2098. Owner: Lucile B. Paddy.  
Beatrice, 6290 Sunset Blvd., Suite 616, Hollywood, Calif. 90028. Tel: (213) 469-5838. Pres.: Ben Oakland.  
Beckingham (see Epstein Ent's.).  
Bee, 664 Schuykill Ave., Reading, Pa. 19601. Tel: (215) 374-2750. Pres.: Grover A. Barbour.  
Branch: Texas City, Tex., 7314 Carver St.  
Bee Jay, Box T, Winter Park, Fla. Tel: (305) 423-0318. Pres.: Eric Schabacker; VP: Bill Vermillion.  
Labels: Hype, Tener.  
Tommy Bee Prod'ns (see listing under "T").  
Beech (see Groove).  
Beechwood, c/o Wallen Music, 312 Harkleroad Ave., Kingsport, Tenn. 37660. Tel: (615) 288-2173.  
Bel-Aire, 1740 W. 47 St., Chicago, Ill. 60609. Tel: (312) 847-0658. Pres.: Edward Blazonczyk.  
Labels: Bel-Aire, Versa.  
Belholly, 18856 Connecticut St., Roseville, Mich. 48066. Tel: (313) PR 6-1455. Pres., A&R & Promo.: William Henry Bryan; Pub.: Mrs. Eleanor Adkins; Adv.: William Cozad.  
Labels: Belholly, Kingdom, Michelle, Ming, Shelly, Yorkshire.  
Bell, 1776 Broadway, New York, N. Y. 10019. Tel: (212) 757-6081. Pres.: Larry Uttal; VP Sales: Irv Biegel; Promo. Mgrs.: David Carrico, Gordon Bossin, Oscar Fields.  
Branch: Hollywood, Calif., 6515 Sunset Blvd. Tel: (213) 461-3366. Sales: Stan Bly.  
Labels: Amy, Mala, Bell, Big Top, Brookmont, Chariot, Elf, Flashback, Goldwax, Hot Line, JED, Luv. Mona Lee, New Voice, Our, Pacemaker, Philly Groove, Sansu, Sphere Sound, Sport, Sunburst, Taurus, Timmy, Tou-Sea, Twin Stacks, York.  
Tape: Amy, Mala, Bell: 4 & 8-tr. cartridge, self mfd.; cassette licensed to Ampex, GRT; open reel licensed to GRT, ITCC.  
Int'l reps.: Asia (EMI), Australia (EMI), Canada (Quality), France (EMI), United Kingdom (EMI).

*continued on page 22*



*The  
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**CABLE ADDRESS:  
SCEPTERMUS**

**Wand Management**

**President:**

**Florence Greenberg**

**SCEPTER RECORDS, INC.** 254 West 54th Street, New York, New York 10019 (212) CI 5-2170



continued

Bella, 28 King St., Old Saybrook, Conn. Tel: (203) EV 8-3007. Owner & Prod'r: Johnny Di Bella.  
Labels: Bella, Spectrum.  
Int'l rep.: Germany (Karl L. Schneider).  
Bellaire, 5008 Bissonnet, Bellaire, Tex. 77401. Tel: (713) MO 7-5701. Owner: Donald Janicek; A&R: D. Howard.  
Labels: Bellaire, Betty, Bonanza, Fun-E, Gadget, Heidi.  
Belle (see La Louisianne).  
Belter (see Kubaney).  
Berlitz, 866 Third Ave., New York, N. Y. 10022. Tel: (212) 935-7985. Sales Dir.: G. Kaufmann.  
Tape: cartridge licensed to Decca; cassette & open reel.  
Bert & I (see Columbus).  
Best-Way (see Action 25).  
Bethlehem (see King).  
Betty (see Bellaire).  
Beulah (see McKinnon).  
Bi-Ru (see Bill Rucker Ent. listed under "B").  
Bible Voice, PO Box 3521, Van Nuys, Calif. 91407. Tel: (213) 985-5600. Pres.: George Otis; VP & Gen. Mgr.: Dave Keklikian; Adv. Dir.: Jerry Jensen.  
Labels: Audio Publishers, Bible Voice.  
Int'l branch: New Zealand.  
Tape: 8-tr. cartridge, cassette & open reel self-mfd.; 4-tr. cartridge licensed to Muntz.  
Int'l reps.: Australia (Sacred Prod'ns), Canada (Stereodyne, tapes only).  
Bibletone (see Jay-Cher Ent.).  
Big, 1650 Broadway, New York, N. Y. 10019. Tel: (212) 478-5590. Pres.: Sidney Prossen.  
Big A (see Little Darlin').  
Big Beat (see Lynn's Prod'ns & Tommy Bee Prod'ns).  
Big Bunny, 1650 Broadway, New York, N. Y. Tel: (212) 246-4982. Pres.: Bunny Jones; VP: Chris Jones.  
Big D (see Diamond Jim).  
Big Daddy (see Silver Falcon Group).  
Big Deal, Rt. 1, Box 60A, Cheneyville, La. 71325. (distributed by Dover, La.).  
Big Memphis Sound (see Style Rec. Prod'ns).  
Big Scott, 1819 E. 31 Ave., Denver, Colo. 80205. Tel: (303) 222-8062. Pres.: James C. Scott Sr.; VP A&R: Louis M. Dean; VP Sales & Mktg.: S. Johnson; VP Pub.: Jim Scott; Gen. Mgr.: Charles James.  
Labels: Big Scott, Denver.  
Big Three (see Hawk).  
Big Top (see Bell).  
BillBo, 53 Public Sq., Leitchfield, Ky. 42754. Tel: (502) 259-4442. Pres.: Bill Springer.  
Branch: Jeffersonville, Ind., 2009 Poppy Pl. Mgr.: George Stone.  
Labels: ARIA ARPA, Apco, BillBo.  
Bill Rucker Ent., 4923 University Ave., Indianapolis, Ind. 46201. Tel: (317) 359-0462. Pres., A&R, Pub. & Promo.: Bill Rucker; VP, Pub. & Promo.: R. J. Fisher.  
Labels: (owned) Bi-Ru, Rufish; (distributed) Jet. Biograph, 550 Fifth Ave., New York, N. Y. 10036. Tel: (212) 252-0252, PL 7-3638. Pres.: Arnold S. Caplin.  
Affiliate: Historical.  
Bird-song (see Cornell Lab. of Ornithology).  
Biscayne, 711 W. 60 St., Chicago, Ill. 60621. Tel: (312) 225-8787 Pres. & Pub.: William C. Tyson.  
Labels: Biscayne, Southtown, Ty-Do.  
Bismark, PO Box 313, 214 W. Hickory St., Denton, Tex. 76202. Tel: (817) 387-5335. Pres.: George C. Rickrich; VP, Sales & Mktg.: Thomas P. Sims; VP, Promo. & Adv.: Charles Hatchett.  
Branch: Dallas, Tex., 1411 Round Table. Tel: (214) 637-1920.  
Labels: Bismark, Heavy, Purple Sage.  
Bitoa (see Stereoditties).  
Black Gold, 605 Chelsea, Memphis, Tenn. 38107. Tel: (901) 523-1190. Owners: Judd F. Wood, Tom Phillips.  
Labels: Black Gold, Philwood.  
Black Pearl (see Shelby Singleton Prod'ns).  
Black Sheep (see Epstein Ent.).  
Blackbird (see Lakko).  
Blaine (see Jay-Gee).  
Blooper, c/o Kermit Schafer Prod'ns, 905 Fairway Dr., Miami Beach, Fla. 33141. Tel: (305) 865-3781. Pres.: Kermit Schafer; Pub. & Promo. Dir.: Vicki Speaks.  
Blu-J (see Blue Ribbon, Ill.).  
Blue, 37 W. 57 St., Suite 1203, New York, N. Y. 10019. Tel: (212) PL 3-8441. Pres.: Robert Colby.  
Blue Angel, 4914 Wellsworth Ave., Louisville, Ky. 40216. Tel: (502) 447-0670. Pres.: Wesley Daugherty; Mgr.: Patricia Daugherty; Sales Mgr.: Violet Daugherty; Adv.: Darrel Daugherty.  
Blue Hen (see Three Star).  
Blue Hill (see Kanawha).  
Blue Horizon (see Blue Horizon Int'l).  
Blue Horizon Int'l, PO Box 4096, 716 N. Rentz Ave., Warrington, Fla. 32507. Tel: (904) 455-2263. Pres. & A&R Prod'r: Larry L. Stevens; VP: Donald Haugen; Promo. Mgr.: Gale Cooney; Sales Mgr.: Ronnie Smith.  
Int'l branch: Oxelosund, Sweden.  
Labels: Blue Horizon, Blue Horizon Int'l, Sea-gull.  
Blue Note (see Liberty).  
Blue Onion, 17914 Brazil Rd., Cleveland, Ohio 44119. Tel: (216) 486-1817. Pres. & A&R: Dale L.

Davis; VP: Paul R. Misley; Sales Mgr.: R. J. Kuhar.  
Labels: Blue Onion, Dale Davis Prod'ns, Purple Tiger.  
Blue Ribbon, PO Drawer 30, Staunton, Ill. 62088. Tel: (618) NE 5-2510. Pres.: Chaw Mank.  
Labels: Blu-J, Blue Ribbon.  
Blue Ribbon, N. Y. (see Premier Albums).  
Blue River, 6223 Selma Ave., Hollywood, Calif. 90028. Tel: (213) 463-7661. Pres.: Harry Bluestone.  
Blue Rock, 110 W. 57 St., New York, N. Y. 10019. Tel: (212) 245-7300. Prod. Mgr.: Abe Chavet; Nat'l Promo Mgr.: Boo Frazier. (see Mercury).  
Blue Seal (see PKC).  
Blue Valley (see MGM).  
Blueberry (see Stardom).  
Bluebonnet (see Jim Hall Prod'ns listed under "H").  
Blues Classics (see Arhoolie).  
Bluestown (see Stop).  
Bluesway (see ABC).  
Bo-Bo (see Lynn's Prod'ns).  
Bocar (see Met Richmond Latin Rec. Sales).  
Boddie, 12202 Union Ave., Cleveland, Ohio 44105. Tel: (216) 752-3440. Contact: Mr. Boddie.  
Labels: Bounty, Luau, Plaid, Royal, Soul Kitchen.  
Boite a Musique (see Import/Export section: Record & Tape Sales, New York, N.Y.).  
Bomba Roia (see Record Guild of America).  
Bonanza (see Bellaire).  
Boney (see Jim Hall Prod'ns listed under "H").  
Bonfire (see Jay Jay).  
Bonnie (see Jim Hall Prod'ns listed under "H").  
Bonnie Bee, 62 Hillside Ave., Somerville, N.J. 08876. Tel: (609) RA 5-9460. Pres.: Bonnie B. King.  
Boo (see Rebel).  
Boogaloo (see Music Ent.).  
Booker (see Dover, La.).  
Boone, 119 Two Mile Pike, Goodlettsville, Tenn. 37072. Tel: (615) 859-1310. Pres.: Bobby Bobo; Mgr.: Gabe Tucker; Promo. Dir.: Mike Murray.  
Bornand Music Box, 139 Fourth Ave., Pelham, N.Y. 10803. Tel: (914) PE 8-1506. Pres.: R. C. Bornand; Sec'y: M. Swazey.  
Label: Old Music Box Melodies.  
Boss, Fla. (see Fuller).  
Boss, 9912 Taylorsville Rd., Louisville, Ky. 40299. Tel: (502) 267-5466. Contact: Ray Allen.  
Boss, La. (see Dover, La.).  
Boss, Mich. (see Super Sonic Sound Prod'ns).  
Bosstown (see Marvel).  
Botanic, 1650 Broadway, Suite 1211, New York, N. Y. 10019. Tel: (212) 757-6921/2/3. Pres.: Lonnie Stanley; A&R Prod'r: Jerry Williams Jr.  
Bounty, N.Y. (see Elektra).  
Bounty, Ohio (see Boddie).  
Bowery, PO Box 713, Del Mar, Calif. Tel: (714) 755-2156. Owner: Oliver H. Williamson. (distributed by Artists Life).  
Bowie (see Tyner).  
Box (see Glenn).  
Boyd, 2609 N.W. 36 St., Oklahoma City, Okla. 73112. Contact: Bobby Boyd.  
Brandes (see Mayhams Collegiate).  
Branding Iron (see Jacklin Ent.).  
Bravo (see Viva).  
Brazos (see Safin).  
Break-Away, 411 W. State, Sedro Wolley, Wash. 98284. Tel: (206) 599-8297. Pres.: Jim Zender.  
Break-Out, 1619 Cherokee, Los Angeles, Calif. Pres. & A&R: Lee Stone; Promo. & Adv.: Rich Alvarez; PR: Jimmy Williams.  
Bright Star, 3234 W. Roosevelt, Chicago, Ill., 60624. Tel: (312) 826-2490. Pres.: W. J. Barney.  
Brit (see Atco).  
Britania (see Abnak Music Ent.).  
Brite-Star, PO Box 56, Downtown, Newbury, Ohio 44065. Tel: (216) JO 4-2211. Mgr.: Tex Clark; Pub. Dir.: Judy Parker; Promo. Mgr.: Joey Sasso; Int'l: Jack Greene.  
Branches: Holland, Mich., 124 Clover. Mgr.: Bill Laakson.—New York, N. Y., 525 Lexington Ave., Suite 427. Tel: (212) PL 3-4951. Promo.: Joey Sasso.—Nashville, Tenn., 209 Stahlman Bldg. Tel: (615) 244-4064.  
Labels: Brite-Star, Bryte, Elgin, Roy.  
Tape: Bryte: 8-tr. cartridge.  
Britesstar, PO Box 825, Bloomington, Ind. 47401. Pres.: Red Wiseman; Gen. Mgr. & A&R: Ray Guyce.  
Int'l rep.: United Kingdom (Greenbuck Dist.).  
British American Int'l (see BAI).  
Broadcast (see Tornado, N.C.).  
Broadmoor (see Dover, La.).  
Broadside (see Pioneer Rec. Sales).  
Broadway (see Sue).  
Frank Brock Prod'ns (see listing under "F").  
Bronco (see Falcon).  
Bronjo (see Seeco).  
Bronx (see Impala-Delsey).  
Bronze (see Lynn's Prod'ns).  
Brook-lyn (see Atco).  
Brookmont (see Bell).  
Brother, 1654 N. Ivar, Hollywood, Calif. 90028. Tel: (213) 461-3661.  
Bruno Hi-Fi, PO Box 365, Wilton, Conn. 06897. Tel: (203) 847-2311. NYC Tel: (212) CY 5-2272. Pres.: Bruno G. Ronty.  
Brunswick, 445 Park Ave., New York, N. Y. Tel: (212) 759-7500. Pres.: Leonard W. Schneider; Exec. VP: Nat Tarnopol; VPs: Martin Salkin, Sydney Goldberg, Dick Jacobs; Adv. Dir.: Murray Lorber; Promo. & Pub. Dir.: Leonard Salidor; Ass't Pub. Dir.: Paul Jaulus.  
Tape: see Decca.  
Int'l reps.: see Coral.

Bryte (see Brite-Star).  
Buckeye (see Super Cities Rec. Serv.).  
Buddah (see Kama Sutra).  
Buddy, 500 Locust St., Marshall, Tex. 75670. Tel: (214) WE 5-2582. Pres., Sales & Mktg.: A. T. Young; VP A&R: Bobby Young; VP & Pub.: Buddy Young.  
Budget Sound, 222 W. Orange Grove Ave., Burbank, Calif. 91502. Tel: (213) 849-4671. Cable: BUD. SOUND. Pres., Adv. & Int'l: Al Sherman; Gen. Mgr., Sales, Mktg., Pub. & Promo.: Ricardo Ceja; A&R: David L. Miller.  
Labels: Alshire Presents, Aria Senza Voce, Audio-Spectrum, Azteca, Paloma, Peter Rabbit, Somerset, Stereo-Fidelity.  
Tape: Audio-Spectrum: 4 & 8-tr. cartridge, cassette & open reel licensed to Ampex.  
Int'l reps.: Angola (Gallo), Argentina (Kofrona), Australia (Astor), Austria (Miller Int'l), Belgium (Vogue), Burma (Pye), Canada (Arc Sound), Central Africa (Gallo), Chile (Goluboff), China (Nippon Columbia), Costa Rica (Orfeon-Videovox), El Salvador (Orfeon-Videovox), Finland (Pye), France (Vogue), Germany (Miller Int'l), Greenland (Pye), Guatemala (Orfeon-Videovox), Honduras (Orfeon-Videovox), Iceland (Pye), India (Pye), Ireland (Pye), Israel (Pye), Italy (Bluebell), Japan (Nippon Columbia), Kenya (Gallo), Mexico (Orfeon-Videovox), Mozambique (Gallo), Netherlands (Pye), Norway (Pye), Okinawa (Nippon Columbia), Pakistan (Pye), South Africa (Gallo), South Korea (Nippon Columbia), Spain (Sonoplay), Switzerland (Vogue), Tanzania (Gallo), Uganda (Gallo), United Kingdom (Pye).  
Buena Vista (see Disneyland).  
Buff, Delevan, N.Y. 14042. Tel: (716) 492-2623. Pres.: Art Derrick.  
Bullet, 520 Main St., Suite 4, Waltham, Mass. 02154. Tel: (617) 894-0226. Mgr.: John E. McDonald.  
Bunky (see Stepler).  
Burchten (see Style Rec. Prod'ns).  
Burdette (see Jerden Music).  
Burland, 975 Prospect Ave., Bronx, N. Y. 10459. Tel: (212) KI 2-4646. Gen. Mgr.: Camille E. Hodge (see Cab).  
Burt (see Magic City).  
Button (see Audiofax).  
Bynum Music Prod'ns, 238 Penn Ave., Rocky Mount, N. C. 27801. Tel: (919) 446-7238. Pres. & A&R: William B. Bynum; VP: Christine Bynum; A&R: James Bridgers.  
Labels: Cargo, Rush.  
Byron, PO Box 261, San Marcos, Tex. 78666. Pres.: Byron E. Barber.

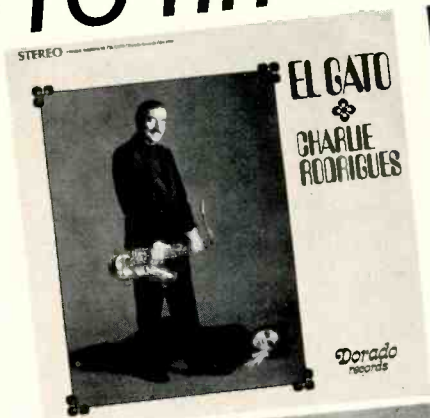
**C**

C A V U (see Gun).  
C B C Ent's., 4106 Commercial Ave., Omaha, Neb. 68110. Tel: (402) 455-6404. Pres.: Scott A. Cameron; VP: Charles N. Canuso; Sales, Mktg. & Adv.: Thomas C. Marfisi; Pub. & Promo.: Jean M. Vipond.  
Labels: Applause, J&T, MMC, Sea Mist.  
C B G, PO Box 666, Montebello, Calif. Tel: (213) 728-7553. Pres.: Charles B. Gallegos.  
C B S (see Columbia).  
C B S Imports (see Import/Export section: Dance Rec., McLean, Va.).  
C F P (see Fuller).  
C J, 5407 Indiana Ave., Chicago, Ill. 60615. Tel: (312) AT 5-1616. Pres.: Carl Jones.  
Labels: CJ, Colt, Firma.  
C M S, 14 Warren St., New York, N. Y. 10007. Tel: (212) WO 4-3380. Pres.: Irving Pepper; Sec'y-Treas.: Leon Golovner.  
C O R I (see Continental Rec'gs Inc.).  
C-R-Co. (see Jay-Cher Ent.).  
C R I (see Composers Rec'gs Inc.).  
C Y E, 13248 Linwood Ave., Detroit, Mich. 48238. Tel: (313) TO 5-8669. Pres.: Richard Dunkel; VP: Elma Hedricks; Sec'y & Spirituals A&R: Rev. Columbus Mann.  
Cab, PO Box 620, New York, N.Y. 10027. Tel: (212) KI 2-4646. Mgr.: Camille E. Hodge.  
Labels: Burland, Cab, Camille.  
Cabot (see Ambassador, N.J.).  
Cactus, 1894 Linton Rd., Lexington, Ky. 40505. Tel: (606) 299-2346. Pres.: Noland Puckett.  
Labels: Cactus, Stripe.  
Cactus, Neb. (see Jim Hall Prod'ns listed under "H").  
Cadet, 320 E. 21 St., Chicago, Ill. 60616. Tel: (312) 225-8802. Cable: CHESREC. Pres.: Philip T. Chess; VP: Marshall Chess; VP, Adv. & Mktg. Dir.: Dick LaPalm; A&R Mgr.: Richard Evans; LP Sales Mgr.: Bert Loob; Singles Sales Mgr.: Max Cooperstein; Adv.: Mar-Ken Adv.; Promo.: Ed Braddock; Art Dir.: Jerry Griffith. (see Chess & Checker).  
Branch: Los Angeles, Calif., 1607 El Centro. Zip: 90028. Tel: (213) 462-4950. Sales & Promo.: Paul Gayten.  
Labels: Cadet, Cadet/Concept.  
Tape: 8-tr. cartridge, cassette, PlayTape & open reel licensed to GRT.  
Cadet, PO Box 36, Burnett, Wis. Tel: (414) 689-2215. Pres.: Don Peachey.  
Cadet/Concept (see Cadet).  
Cadillac, 5966 Lakeview, Detroit, Mich., 48213. Tel: (313) 824-3432. Mgr.: Graham Prince.

continued on page 24

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Cafe (see Garrawak Music-Cash Prod'ns).  
Caldwell (see Jamie/Guyden Dist. Corp.).  
Calendar (see RCA).  
Calico (see Laurie).  
California (see Contemporary).  
California Artists, PO Box 3374, Fresno, Calif. Tel: (209) 266-9570, 251-4918. Pres.: Ray Camacho. Branch: El Paso, Tex., 520 Ben Swain Dr. Contact: B. R. Reyes.  
Call Me (see Malynn Ent's.).  
Calla Ent's., 1631 Broadway, New York, N.Y. 10019. Tel: (212) PL 7-9880. Pres.: Nate McCalla; Promo.: Ronnie Proctor. Labels: Attack, Calla, Moonshot. Int'l reps.: Canada (Allied), France (Disques Vogue), Germany (Stigwood-Yaskiel), Italy (Carousel), Mexico (Discus Tico), Netherlands (Basart), Portugal & Spain (Fonografica), United Kingdom (Major-Minor).  
Calten (see Style Rec. Prod'ns).  
Caltex (see Apco).  
Camaro, PO Box 11522, East Memphis Sta., Memphis, Tenn. 38111. Tel: (901) 324-6786. Mgr.: Mrs. Bobbie Davis; A&R: Style Wooten. Labels: Camaro, Montego, Torino.  
Cambridge, 473 Washington St., Wellesley, Mass. 02181. Tel: (617) 235-3557. Pres.: Charles P. Fisher.  
Camden (see RCA).  
Cameo-Parkway, 309 S. Broad St., Philadelphia, Pa. 19107. Tel: (215) KI 5-1140. Cable: CAMPARK. Pres.: Allen Klein; VP: Harold Seider; Promo. Mgr.: Pete Bennet. Branch: New York, N. Y., 250 W. 57 St. Zip: 10019. Tel: (212) JU 6-3120. Labels: Cameo, Fairmount, Little World, Majorette, Parkway, Puzzle, Romper Room, Wonder. (distributed by MGM).  
Camille (see Cab).  
Campei (see Parnaso).  
Campus (see Kaydan).  
Canaan (see Word).  
Canadian American, Box 1755, Grand Forks, N.D. 58201. Pres.: Leonard Zimmer. Labels: Amcan, Canadian American.  
Canaltown, 239 E. Main, Palmyra, N. Y. 14522. Tel: (315) 597-5003. Owner & Pub.: Gerald L. Griffin; Pop A&R: Dick Adams, Roy Hollingsworth; C&W A&R: Allen White; Sales & Mktg: Connie Griffin; Adv.: Mark Woodruff; Promo.: Gregg Hollis. Labels: Canaltown, Circa, Unicycle.  
Canary, PO Box 1336, Zip: 94064; 1021 Woodside Rd., Redwood City, Calif. Tel: (415) EM 9-0728. Owner, Gen. Mgr. & Promo.: Earl Miles; Adv.: Muriel Less; A&R: Jim Hall, E. Miles; Sales, Mktg. & Int'l: E. Miles, M. Less. Branch: San Francisco, Calif., 142 Ninth Ave. Zip: 94118. Tel: (415) 386-8100. Exec. Sec'y: Muriel Less. Int'l reps.: Ireland (Emerald), United Kingdom (Emerald).  
Canary, N.C. (see Elvitruel).  
Canary, 439 Brewer Dr., Nashville, Tenn. 37211. Tel: (615) 832-5600. Exec. Prod'r: J. C. Rhoton Jr. Labels: Canary, PRC.  
Candy Floss Prod'ns, 9358 James Ave. S., Minneapolis, Minn. 55431. Tel: (612) 888-4459. Pres.: Peter Steinberg; VP: Dale Menten. Label: Candy Floss.  
Cantagallo Int'l, c/o Zissu, Marcus & Stein, 292 Madison Ave., New York, N.Y. Tel: (212) MU 3-0966. Pres.: Dr. K. H. Busse; Int'l Mgr.: Leif Kraul.  
Canterbury, 9000 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 274-0754. Pres.: Ken Handler; VP & Sales: Bobby Crawford.  
Cantor (see Adaire).  
Capa, 803-R Government St., Mobile, Ala. 36602. Tel: (205) HE 3-3941. Pres.: James A. Whiting.  
CapCity, La Salle Bldg., Suite 707, 1028 Connecticut Ave. N.W., Washington, D. C. 20036. Tel: (202) 296-5585. Pres.: Foster Johnson Jr. (distributed by Scepter). Labels: CapCity, Part III.  
Capitol, 1750 N. Vine St., Hollywood, Calif. 90028. Tel: (213) 462-6252. Cable: CAPRECORDS. Bd. Chm.: Alan Livingston; Pres.: Stanley M. Gortikov; VP Foreign Subsidiaries: William B. Tallant; VP Int'l: Brown Meggs.  
Capitol Recs. Int'l: VP & Gen. Mgr.: Richard J. Rising; Sales Dir.: J. Teixeira Jr.  
Branch: New York, N. Y.: 1290 Ave. of the Americas. Zip: 10019. Tel: (212) PL 7-7470. Press & Info. Mgr.: Christie Barter. Labels: Capitol, Anael, Melodiya/Angel, Seraphim, Tower, Crazy Horse, Hot Biscuit Disc Co., We Make Rock 'n Roll, Apple. Tape: Capitol, Angel: 4-tr. cartridge licensed to Muntz; 8-tr. cartridge, cassette & open reel self-mfd.; PlayTape. Int'l Reps.: Argentina (EMI Odeon), Australia

(EMI), Austria (Columbia Graphophon), Belgium (Gramophone), Brazil (EMI Odeon), Chile (EMI Odeon), Colombia (Codiscos), Denmark (EMI Finland (EMI), France (LIME Pathe-Marconi), Germany (Electrola), Greece (Columbia Graphophone), Hong Kong (EMI), India (Gramophone), Ireland (EMI), Israel (Palestine Orient), Italy (EMI), Japan (Toshiba), Lebanon (EMI), Netherlands (Bovema), New Zealand (HMV), Nicaragua (Sonido Industrial), Nigeria (EMI), Norway (Iversen), Pakistan (Gramophone), Peru (EMI), Philippines (Mareco), Portugal (Valentim de Carvalho), Singapore (EMI), South Africa (EMI), Spain (Gramofono-Odeon), Sweden (EMI), Switzerland (EMI), Turkey (Gramofon Limitet Sirketi), United Kingdom (EMI), Uruguay (Ricardo y Rodolfo Gioscia), Venezuela (Siemens).  
Capitol Recs. Int'l (see Capitol).  
Capri, 4057 S. Prairie Ave., Chicago, Ill. 60653. Tel: (312) 624-3716. Pres.: Howard Scott. Labels: Capri, Shi-Lush.  
Caprice, 1619 Broadway, Suite 615, New York, N. Y. 10019. Tel: (212) CI 5-1249. Contacts: Frank Stanton, Andy Badale.  
Caprice, Tex. (see Vandan/Creole).  
Capricorn (see Rhythms Prod'ns).  
Captain (see Golden State Rec'rs).  
Cardinal, N. Y. (see Vanguard).  
Cardinal, 11240 N. Oak, Kansas City, Mo. 64155. Tel: (816) 734-4033. Pres.: Frank E. Blasco.  
Cargo (see Bynam Music Prod'ns).  
Carib (see Caribbean Folk Music).  
Caribbean Folk Music, PO Box 748, Miami Springs, Fla. 33166. Tel: (305) 885-3738. Home office: Bahamas. Labels: Carib, Island Artists.  
Carillon, 520 Fifth Ave., New York, N. Y. 10036. Tel: (212) MU 2-5844. Pres.: Jack Meyerson.  
Carl (see Jake's Music Shop).  
Carla (see Atco).  
Carnival, 24 Branford Pl., Newark, N. J. 07102. Tel: (201) 623-3328. Pres.: Joseph J. Evans; Sales & Mktg.: Louise E. Fleming. Labels: Carnival, Chadwick.  
Carole (see Sidewalk & GNP Crescendo).  
Carriage, 2702 Fairfield Ave., Fort Wayne, Ind. 46807. Tel: (219) 456-1903. Mgr.: R. A. Steinke.  
Carsan, PO Box 19024, Houston, Tex. 77024. Tel: (713) MO 7-2362. Pres.: Edward C. Benjamin. Paul Carson (see Alma).  
Carvier (see Met Richmond Latin Rec. Sales).  
Casa Grande, PO 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.  
Casa Prod'ns, 119 Somerset, Trenton, N. J. 08638. Tel: (609) TU 3-2931. Partners: Jerry Billups, Frank Bendinelli, Keith Bowers. Labels: Chance, Jerry, Saint-Trop.  
Casark (see Georden Rec. Prod'ns).  
Cass (see Double U Sound Rec'g).  
Casual (see Lotassco).  
Cathay, PO Box 4212, Flint, Mich. 48504. Tel: (313) 239-9564. Pres.: Kathy Whitney; Co-owner: Rose Maddox.  
Cathedral (see Smoke).  
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Celest, 855 Majestic Ave., Norfolk, Va. 23504. Tel: (703) 627-4037. Owners, Sales & Mktg.: Ralph B. Brickers Jr., Nettie C. Brickers; Pop A&R: Ralph Marteen; Classical A&R: Phillip Butts; Pub.: Ricardo Brickers; Adv.: Tomas T. Brickers.  
Celestial, PO Box 1563, Hollywood, Calif. 90028. Tel: (213) 876-2403. Pres., Pub & Promo.: Arthur H. Benson; VP: Tommy Cooper; Pop A&R: Jimmie Haskell; Classical A&R: John F. Kraus. Int'l Reps.: Belgium (Artone), Canada (Allied), Finland (Marvin-Musiikki), Netherlands (Artone), Norway (Manu), Sweden (Svenska Manu).  
Centaur, 82 Aldine St., Rochester, N.Y. 14619. Tel: (716) 328-4649. Pres.: Martha B. Pitoni; Gen. Mgr. & Pop A&R Prod'r: Ven Pitoni; Sales, Mktg., Pub. & Promo. Mgr.: Marv Steffey; Adv.: Dennis Majzak. Labels: Centaur, Jingles, Sea-King, Twinkie. Int'l Reps.: New Zealand (Peak).  
Center City (see McKinnon).  
Century 21, Nev. (see Trend, Nev.).  
Century 21, PO Box 10795, Charlotte, N.C. 28201. Tel: (704) 333-0431. Pres.: Curtis Horthy. Labels: Century 21, Centour.  
Cetra (see Import/Export section: Playette, New York, N.Y.).  
Cetra Opera Series (see Everest).  
Chadwick (see Carnival).  
Challenge, 9220 Sunset Blvd., Suite 312, Los Angeles, Calif. 90069. Tel: (213) 273-6860. Pres., A&R & Int'l: Joe E. Johnson; VP: Dave Burgess. Labels: Challenge, LJ. Int'l reps.: Australia (EMI), Belgium (Decca), Canada (Compo), Denmark (Nordisk Polyphon), France (Societe Francaise du Son), Germany (Teldec), Italy (Decca), Jamaica (Island), Japan (King), Malaysia (Decca Orient), Mexico (Tizoc), Netherlands (Decca), New Zealand (HMV), Philippines (Federal), South Africa (Gallo), Sweden (Telefunken), Switzerland (Musikvertrieb), Yugoslavia (Jugoton).  
Champ, 51B Fifth Ave., Los Angeles, Calif. 90043. Tel: (213) 295-6071. Contact: Ann Lacoste.  
Chance (see Casa Prod'ns).  
Chancellor, 116 Central Park South, New York, N.Y. 10019. Tel: (212) CI 6-3811. Mgr.: Stanley Polley.

Changes (see Arhoolie).  
Channel Prod'ns, 6018 Henderson St., Chicago, Ill. 60634. Tel: (312) 283-0318. Pres.: R. N. Anderson. Label: Channel.  
Chanson, 410 N First, Pulaski, Tenn. 38478. Tel: (615) 363-1780. Pres. & A&R: James Brown. Labels: Chanson, JBP, Tee Vee.  
Chant du Monde (see Import/Export section: Playette, New York, N.Y.).  
Chante, 10 W. Camden Ave., Moorestown, N.J. 08057. Tel: (609) BE 5-9699. Pres.: Louis Alfieri; Pop A&R: Charles Pinto.  
Chaparral (see Laddie's Rec'g Ent's).  
Chapter 1 (see London).  
Chariot (see Bell).  
The Chariots (see Gospel Prod'ns).  
Charles (see Genuire).  
Chart, Box 425, Louisville, Ga. Tel: (912) 625-7248. Pres. & A&R: Ottis G. Stephens; VP, Sales, Mktg. & Adv.: B. L. Williamson; A&R: Slim Williamson; Pub.: Roger Schutt; Promo.: Bob Cardan. Branch: Nashville, Tenn., 806 16 Ave. S. Zip: 37203. Tel: (615) 254-7708. Labels: Chart (distributed by RCA), Great, Music Town. Int'l reps.: Canada (Quality), Germany (Cornet), Ireland (Emerald).  
Chartbuster, 1203 28 St. N.W., Washington, D.C. Tel: (202) 296-5740. Pres., Sales, Mktg. & Int'l: Bobby Poe; VP, Pub. & Adv.: Mitch Corday; A&R: Bobby Poe, Vernon Sandusky; Promo.: Jack Dabney. Labels: Chartbuster, Kansoma, Manchester, Soulltime, Top Forty.  
Chase (see Rainbow).  
Chattahoochee, 9165 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 275-5021. Pres.: Ruth Conte.  
Checker (see Chess & Checker).  
Checkmate, N. Y. (see Elektra).  
Checkmate Prod'ns, Box 1493, Amarillo, Tex. 79105. Tel: (806) 372-7641. Pres. & A&R: Ray Ruff; A&R: Marty Cooper. Branch: Hollywood, Calif., 943 N. LaCienega Blvd. Tel: (213) 695-0115. Label: Ruff.  
Chelsea, 289 Third Ave., New York, N.Y. 10010. Tel: (212) OR 9-5089. Pres.: Frank Allen.  
Chelton (see Rainbow).  
Cherokeeland (see Jay-Cher Ent's.).  
Chess & Checker, 320 E. 21 St., Chicago, Ill. 60616. Tel: (312) 225-8802. Cable: CHESS&C. Pres.: Leonard Chess; VP: Phil Chess; VP & A&R Dir.: Marshall Chess; A&R: Gene Barge, Ralph Bass; VP Sales: Max Cooperstein; LP Sales & Mktg. Dir.: Bert Loob; Adv. & LP Prod'n: Dick LaPalm; Promo.: Richard Salvador, Chester Simmons. Branch: Los Angeles, Calif., 1607 El Centro. Zip: 90028. Tel: (213) HO 2-4950. Promo.: Paul Gayten. Labels: Cadet, Checker, Chess. Tape: 8-tr. cartridge, cassettes, PlayTape & open reel licensed to GRT. Int'l reps.: Argentina (Microfon), Australia (Australian Rec.), Belgium (Artone), Canada (Phonodisc), Denmark (I. S. Dansk), Finland (Scandia-Musiikki), France (Barclay), Germany (Deutsche Vogue), Greece (Georgios Orphanidis), Hong Kong (Cosdel), Italy (Durium), Jamaica (West Indies), Japan (Cosdel), Mexico (Gamma), Netherlands (Artone), Philippines (MICO), Singapore (Cosdel), South Africa (Teal), Spain (His-pavox), Sweden (Sonet), United Kingdom (Pye).  
Chesterfield, 448 S. Hill St., Los Angeles, Calif. 90015. Tel: (213) MA 8-7062. Pres.: Virginia Richmond. Labels: Chesterfield, Vegas.  
Chestnut (see Don-EI).  
Chevell (see Sound Track).  
Chi Ro (see Sound, Mich.).  
Chicago (see Apco).  
Chick, 4239 Lee Ave., St. Louis, Mo. 63115. Tel: (314) JE 1-1323, EV 9-1712. Pres.: Chick Finney.  
Chico (see Rio Grande Music).  
Chicory (see Claridge Music).  
Children's Rec. Guild (see The Francon Corp.).  
Chili (see MRM).  
Chime, 223 Jerusalem Ave., Hempstead, L. I., N. Y. 11550. Tel: (516) IV 6-4767. Pres.: Vaughn Wheeler.  
Christian Faith (see Sing).  
Chroma, 7-11 E. Genesee St., Auburn, N.Y. Tel: (315) 253-5380. Owners: Frank Mucedola, Fred G. Mammoliti.  
Chuckie, PO Box 3, Belen, N.M. 87002. Tel: (505) 864-7172. Pres. & A&R: Richie Johnson.  
Church (see Eternity).  
Chytowns (see Jerma).  
Cinema, 3204 Broadway, Houston, Tex. 77017. Tel: (713) 644-3894. Pres.: Walter M. Andrus; Mgr.: Lelan Rogers.  
Circa (see Canaltown).  
Circle (see Jazzology).  
Circo (see Stereophonics Corp.).  
Circus (see Auditorax).  
Citadelle (see Art).  
Claridge Music, 6362 Hollywood Blvd., Suite 306, Hollywood, Calif. 90028. Tel: (213) HO 9-8149. Pres.: Frank C. Slay Jr.; Promo. Mgr.: Steve Topley.

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**Labels:** Chicory, Claridge, Southern Sound, XYZ.  
**Int'l rep.:** United Kingdom (Polydor).  
 Clarion, 1021 Ridge Ave., Philadelphia, Pa. 19123. Tel: (215) CE 6-5252. Pres.: N. Niederman.  
 Clark (see Nugget).  
 Class (see Trend, Nev.).  
 Classic Editions (see Music Minus One).  
 Clements Ent's., 728 16 Ave. S., Nashville, Tenn. 37203. Tel: (615) 244-6679. Pres.: Zeke Clements.  
**Branch:** Lansing, Ill., 3656 Madison St.  
 Label: Gold Standard.  
 George Clements Prod'ns (see listing under "G").  
 Click (see Stardom).  
 Climax, PO Box 771, Mill Valley, Calif. 94941. Tel: (415) 383-3947. Pres.: Steven Laine; VP: Kenneth M. Cox.  
**Int'l branch:** England.  
 Climax, 31 Fieldstone Dr., Livingston, N.J. 07039. Tel: (201) 992-4540. Chm. & Sec'y: Hal Kanner.  
**Branch:** New York, N.Y., 200 W. 57 St. Zip: 10019.  
 Clive, c/o ABH Prod'ns, PO Box 127, Florian, La. 71429. Tel: (318) 586-3865. Owner & Gen. Mgr.: K. W. Hopkins.  
 Clow, 1329 Pacific St., Brooklyn, N. Y. 11216. Tel: (212) HI 3-0697. Pres.: C. A. Pruitt; A&R: Neal Tate; Sales, Mktg & Promo.: Sam Pruitt; Pub. & Adv.: Barbara Scher.  
**Int'l rep.:** Canada (Quality).  
 Clown, Tex. (see Epstein Ent's.).  
 Co & Ce, 1623 Blvd. of the Allies, Pittsburgh, Pa. 15219. Tel: (412) 391-3973. Pres.: Herbert S. Cohen; VP: Nick Cenci.  
 Cobblestone (see Kama Sutra).  
 Cobra (see Epstein Ent's.).  
 Coda (see Spanish Music Ctr.).  
 Cola (see Action 25).  
 Colbert (see Tide).  
 Colgems, 711 Fifth Ave., New York, N.Y. Tel: (212) PL 1-4400. VPs: Emil La Viola, Lloyd Leipzig; Bus. Affairs Dir.: Irwin Z. Robinson; Exploitation Dir.: Danny Davis. (distributed by RCA).  
**Branch:** Hollywood, Calif., 7033 Sunset Blvd. Tel: (213) 469-8371. VP: Lester Still.  
**Label:** 8-tr. cartridge & open reel licensed to RCA.  
 Coliseum (see London).  
 College, 94 State St., Northampton, Mass. Tel: (413) 584-4431. Pres.: Raymond J. Perry.  
 College, Tex. (see Eternity).  
 Colonial, Calif. (see S&R).  
 Colonial, Mass. (see Columbus).  
 Colonial, N.Y. (see Met Richmond Latin Rec. Sales).  
 Colonial, 503 W. Franklin St., Chapel Hill, N.C. Tel: (919) 967-7040. Mgr.: Orville B. Campbell.  
 Colonial Latin, 124 W. 157 St., Gardena, Calif. 90247. Tel: (213) FA 1-2475. Owner: Manuel S. Acuna.  
**Int'l rep.:** Mexico (Discos Musart).  
 Colorful (see Robbins).  
 Colosseum, PC Box 365, Wilton, Conn. 06897. Tel: (203) 847-2311. Pres.: Bruno Ronty. NYC Tel: (212) CY 5-2272.  
 Colt (see CJ).  
**COLUMBIA**, 51 W. 52 St., New York, N. Y. 10019. Tel: (212) 765-4321. Cable: COLRECORD. Pres.: CBS Recs. Div.: Clive J. Davis; Admin. VP: Walter L. Dean; VP Columbia A&R: Jack Gold; VP Mktg.: Wornall F. Farr; VP Sales & Dist.: Donald England; VP Creative Servs.: Robert Cato; VP Opns.: Albert B. Earl; Masterworks A&R Dir.: John T. McClure; Pop A&R Dir.: John N. Hammond; C&W A&R Prod'r: Don W. Johnston; Mds'g Dir.: Bruce G. Lundvall; Nat'l Promo. Dir.: Thomas J. Noonan; Audio Prods. & Accessories Dir.: J. J. Harris.  
**Branches:** Los Angeles, Calif., (Sales) 6922 Hollywood Blvd., Suite 702, Hollywood, Zip: 90028. Tel: (213) HO 6-2481. Sales Mgr.: Robert Murphy; (A&R) 6121 Sunset Blvd., Hollywood, Zip: 90028. Tel: (213) HO 6-2481—Chicago, Ill., 5404 W. Touhy Ave., Skokie, Zip: 60078. Tel: (312) 463-0900. Mgr.: Mert Paul—Nashville, Tenn., 804 16 Ave. S. Tel: (615) 255-0373. C&W Nat'l Promo. Mgr.: Gene Ferguson.  
**Labels:** (owned) CBS, Columbia, Date, Epic, Harmony, Odyssey, Okeh, Crossroads; (distributed) Ode, Immediate, Barnaby.  
**Label:** Columbia, Epic: 4 & 8-tr. cartridge & open reel; Date, Ode, Immediate, Okeh: 4 & 8-tr. cartridge.  
**Int'l reps.:** Argentina (CBS), Australia (Australian Recs.), Austria (CBS), Belgium (CBS), Bolivia ("Discolandia") Dueri, Brazil (CBS), Canada (Columbia), Central America: British Honduras, Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua, Panama (INDICA, Costa Rica), Chile (Goluboff), Colombia (CBS), Denmark (Nordisk Polyphon), Ecuador (Emporio Musical), Finland (Oy Finnlevy), France (CBS), Germany (CBS), Greece (Music-Box), Hong Kong (Colonial Trading), Israel (CBS), Italy (CBS), Japan (Nippon Columbia), Malaysia (Hup Hup, Malaya), Mexico (CBS), Netherlands (CBS), New Zealand (Philips), Norway (Norsk Phonogram), Peru (Sono-Radio), Philippines (Mareco), Portugal (Radio Triunfo), Singapore (Hup Hup), South Africa (Gramophone), Sweden (Philips-Sonora), Switzerland (CBS), United Kingdom (CBS), Uruguay (Sondor), Venezuela (La Discoteca). (SEE ADVERTISEMENT)

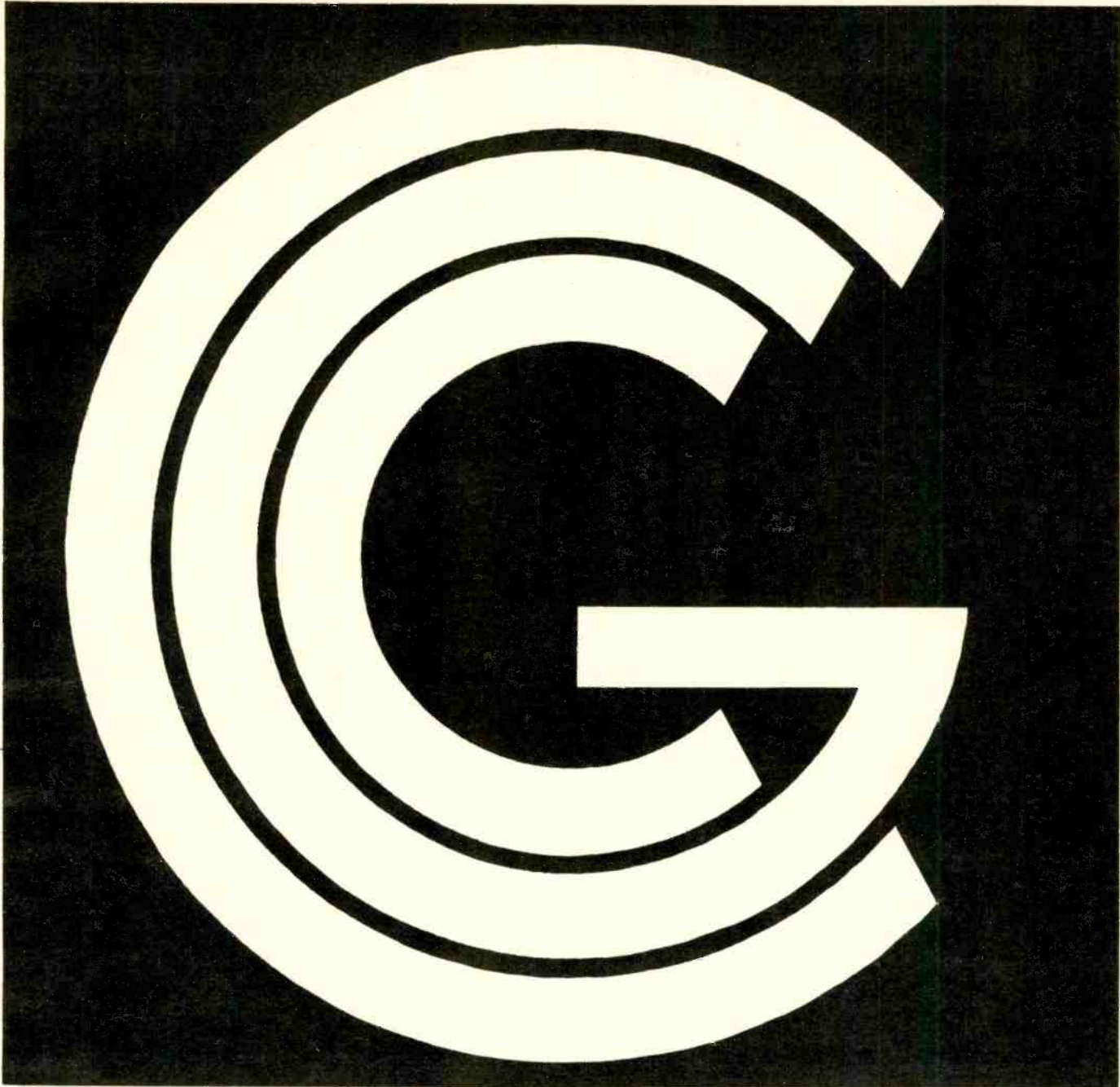
Columbia (see Met Richmond Latin Rec. Sales).  
 Columbus, 30 Nashua St., Woburn, Mass. 01801. Tel: (617) 935-4700. Pres.: Robert D. Levinson; A&R: William L. Walsh.  
**Labels:** Columbus, Colonial, Bert & I, Gold Star, Melanie, Minute-Man, Standard.  
**Label:** Standard, Colonial: 8-tr. cartridge.  
 Combo (see Goldmont).  
 Comedie Francaise (see Everest).  
 Comet (see Goldmont).  
 Command, 1330 Ave. of the Americas, New York, N. Y. 10019. Tel: (212) LT 1-7777. Pres.: Larry Newton; VP & Gen. Mgr.: Loren Becker; A&R Dir.: Robert Byrne; Sales Mgr.: Charles Trepel; Promo. & Pub. Dir.: Peter Katims; Adv.: Victor & Richards Agency; VP Int'l: Dave Berger. (see ABC).  
**Labels:** Command, Command Classics, Grand Award.  
**Label:** 4-tr. cartridge licensed to Ampex, GRT, ITCC, Muntz; 8-tr. cartridge licensed to Ampex, GRT, ITCC; cassette licensed to Ampex, Mercury; open reel licensed to Ampex, GRT; PlayTape. (Festival), Argentina (Prodisa), Australia (Festival), Belgium (Anvers Radio), Canada (Sparton), Costa Rica (INDICA), Dominican Republic (Dominicana De Discos), France (Pathe-Marconi), Israel (Hed Arzi), Italy (EMI), Japan (King, Mr. Jack Shinohara), Mexico (Gamma, Stereo Jet), Philippines (Mareco), South Africa (Teal), Spain (Hislavox), United Kingdom (EMI), Venezuela (Palacio de la Musica).  
 Command Classics (see Command).  
 Como, 1619 Broadway, Rm. 411, New York, N. Y. 10019. Tel: (212) JU 1-0055. Contact: Mike Cassone.  
 Compass, 200 W. 57 St., New York, N. Y. 10019. Tel: (212) 581-0210. Cable: COMPDISC. Pres.: Michael Kapp; Nat'l Promo Dir.: Buzz Willis.  
**Int'l reps.:** Canada (Allied), France (Compagnie Phonographique Francaise), South Africa (Gallo), United Kingdom (London, N. Y. for Decca).  
 Compose, Mich. (see Double U Sound Rec'g).  
 Compose, N. J. (see Ambassador, N. J.).  
 Composers Rec'gs Inc. (CRI), 170 W. 74 St., New York, N. Y. 10023. Tel: (212) TR 3-1250. Pres.: Otto Luenig; Gen. Mgr.: Carter Harman.  
 Concert, PO Box 531, 3318 Platt Ave., Lynwood, Calif. 90262. Tel: (213) 639-1341. Owner: William G. Johnson.  
**Int'l Branches:** Australia & United Kingdom.  
 Concert, Tenn. (see Heart Warming).  
 Concert-Disc (see Everest).  
 Concertapes (see Everest).  
 Congaree, 1517 Double Branch Rd., West Columbia, S. C. 29169. Pres.: Mrs. Enola Mae Stevens; VP & A&R: James Steward. (see Lebby).  
 Congress (see Kapp).  
 Conn, 1619 Broadway, New York, N.Y. 10019. Tel: (212) CI 7-7626. Pres.: Walter Cohen.  
**Labels:** Conn, Conrose.  
 Connoisseur (sub. of Abbey Rec. Mfg.), 160 Passaic Ave., Kearny, N. J. Tel: (201) 998-8181. NYC Tel: (212) 944-5148. Gen. Mgr.: Henry S. Rosenberg.  
**Labels:** Artia, Connoisseur, Gloryland, MK, Panda, Parliament, Recital Hall, Urania.  
 Conquest (see Repeat).  
 Conrose (see Conn).  
 Console (see Supreme).  
 Contemporary, 8481 Melrose Pl., Los Angeles, Calif. 90069. Tel: (213) OL 3-1560. Pres.: Lester Koeng.  
**Labels:** California, Contemporary, Good Time Jazz, Society for Forgotten Music, Star, Stereo.  
**Label:** Contemporary, Good Time Jazz: 4-tr. cartridge licensed to Muntz; 8-tr. cartridge, cassette & open reel licensed to Ampex.  
 Continental Rec'g Inc., 12 Irving St., Framingham, Mass. 01701. Tel: (617) 879-2430. Pres.: Leo Daniel Flynn; Sales Mgr.: Roland J. Boucher Jr.; PR Mgr.: John F. Flynn; Adv. Mgr.: Douglas Ashworth; Promo.: Walter C. Verney.  
**Label:** CORL.  
**Label:** CORL.  
**Label:** 4-tr. cartridge & open reel licensed to Ampex; cassette.  
 Contour (see Century 21, N.C.).  
 Conversaphone Institute, 225 W. 34 St., New York, N.Y. 10001. Tel: (212) 695-5386. Pres.: Alfred Z. Owen.  
 Cook Labs, 351 Courtland Ave., Stamford, Conn. 06906. Tel: (203) 348-7578. Pres.: Emory G. Cook.  
 Cookin' 1136 Columbus Ave., Boston, Mass. 02120. Tel: (617) 445-3550. Pres.: Jack Sager.  
 Cool As A Moose (see Fuller).  
 Cool School (see LaBeat).  
 Co-operative, 819 Chapel St., New Haven, Conn. Tel: (203) 624-1700. Owners: Rudolph Pasqualoni, Merle Shaw.  
 Copper State, 815 E. Broadway, Tucson, Ariz. 85719. Tel: (602) 623-0318. Owner: Forster S. Cayce.  
 Copyright (see Music Ent's.).  
 Coral, 445 Park Ave., New York, N.Y. 10022. Tel: (212) 759-7500. Cable: CORALDISCS. Pres.: Milton R. Rackmil; Exec. VP: Leonard W. Schneider; VP: Martin P. Salkin; A&R: Dick Jacobs, Charles B. Dant; Sales: Sydney N. Goldberg; Int'l: Hubert J. Stone; Promo. & Pub. Dir.: Leonard Salidor; Ass't. Pub. Dir.: Paul Jaulus; Adv. Dir.: Murray Lorber.  
**Labels:** Coral, Brunswick. (see Decca).  
**Label:** see Decca.  
**Int'l reps.:** Argentina (Microfon), Australia (Festival), Belgium (Fonior), Canada (Apex in Toronto, Compo in Montreal), Chile (EMI Odeon),

Colombia (Discos Orbe), Denmark (Nordisk Polyphon), Finland (Oy Finnlevy), France (Societe Francaise du Son), Germany (Teldec), Hong Kong (Festival), Italy (Decca), Japan (Teichiku), Mexico (Orfeon Videovox), Netherlands (Phonogram), New Zealand (Festival), Norway (Nor-Disc), Philippines (Home Industries), Portugal (Valentim de Carvalho), Puerto Rico (Leroy Gallo), South Africa (Gallo), Spain (Columbia), Sweden (Telefunken), Switzerland (Musikvertrieb), United Kingdom (MCA), Venezuela (Fabrica Venezolana), West Indies (West Indies).  
 Corby Rec. Prod'ns, 146 W. Live Oak, Arcadia, Calif. 91006. Tel: (213) 446-0363. Pres.: Steve Waltner; VP: Dennis Hardesty; A&R: Steve Waltner.  
**Labels:** Corby, Emanon.  
 Cornell Lab. of Ornithology, 159 Sapsucker Woods Rd., Ithaca, N.Y. 14850. Tel: (607) 275-5056. Dir.: O. S. Pettingill Jr.  
**Label:** Bird-song.  
 Cornerstone (see Supreme).  
 Cornuto (see Protone).  
 Corona (see Rangel Music).  
 Coronado, 434 49 St., Oakland, Calif. 94609. Tel: (415) 652-5308. Pres.: Norman Hauge.  
 Coronet (see Premier Albums).  
 Corridor (see Hall).  
 Cortina, 136 W. 52 St., New York, N.Y. 10019. Tel: (212) 582-3845. Pres.: Robert E. Livesey.  
**Labels:** Cortina, Cortinaphone.  
 Cortinaphone (see Cortina).  
 Cotique, 477 Park Ave., East Hartford, Conn. 06108. Tel: (203) 289-4349. Contact: George Goldner.  
 Counterpoint (see Everest).  
 Country Beat (see Metrobeat Prod'ns).  
 Country Caravan (see Mufft).  
 The Country Music Label (see The American Gramophone Label).  
 Country Music Nashville, PO Box 701, Nashville, Tenn. 37202. Tel: (615) 297-4967. Owner: R. Murray Nash.  
 Country/Politan, PO Box 403, Dunellen, N. J. Tel: (201) 968-5892. Pres.: Bob May.  
 Country Star (see Process).  
 County, 307 E. 37 St., New York, N.Y. Tel: (212) MU 6-2659. Pres.: David Freeman; A&R: Charles Faurot.  
 Court-n (see Laddie's Rec'g Ent's.).  
 Cowboy (see Discotape Int'l).  
 Cowntown, Avery, Tex. 75555. Owner: J. W. Stephenson.  
 Cracked (see Town & Country).  
 Crazy Horse (see Capitol).  
 Creative Rec. Serv., 989 S. Madison Ave., Pasadena, Calif. 91106. Tel: (213) 681-5566. Pres.: Ned R. Herzstam; VP: Mary L. Herzstam.  
**Labels:** Creative, Literary, Merri.  
 Creative Sound Prod'ns, 9000 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 271-4843. Pres.: Bob C. Cottrell; A&R Mgr.: Howard L. Parsons; Adv. Mgr.: Paul Webb.  
**Labels:** Creative Sound, Custom Sound, Surfari.  
 Credo (see Pathways of Sound).  
 Creed (see Nashboro).  
 Creole (see Vandan/Creole).



Crescendo, Calif. (see GNP Crescendo).  
 Crescendo, 3725 Crescent St., Long Island City, N.Y. 11101. Tel: (212) RA 9-2390. Pres.: Guido Sgambellone; A&R Dir.: Louis Cerruti; Sales & Mktg. Mgr.: William Neal.  
 Crescent (see Nashboro).  
 Cricket (see Pickwick Int'l).  
 Criterion, 6124 Selma Ave., Hollywood, Calif. 90028. Tel: (213) 469-2296. Pres.: Michael H. Goldsen; Sec'y-Treas.: E. A. Hillery.  
**Labels:** Criterion, Palm, Prince, Reo Tahiti, Tahiti, Tiare Tahiti.  
 Critique, 15 Center St., Suite 800, Bath, Me., 04530. Tel: (207) 443-3437. Mgr.: Carl Strube; Promo. Mgr.: Lee Taylor; A&R Dir.: Conrad Noddin.  
 Cross Country (see Hot Line).  
 Crossfire (see Oakridge).  
 Crossroads (see Epic & Columbia).  
 Crossroads, PO Box 398, Wildomar, Calif. 92395. Tel: (714) 674-2412. Pres. & Gen. Mgr.: Anna Mae Zumbach; A&R: Bill Cox.  
**Labels:** Crossroads, Xpresshoun.  
 Crown (see Modern-Kent).  
 Crown V (see Singcord).  
 Croydon, 49 Croydon Rd., Framingham, Mass. 01701. Tel: (617) 872-0450. A&R: Gene Kilham.  
 Crusader (see Era Int'l Development).  
 Cub (see MGM).  
 Cuca, 123 Walter St., Sauk City, Wis. Tel: (608) 643-3304. Pres.: Jim Kirchstein; A&R: Bruce Beale; Sales & Mktg.: Gloria Bohannon; Adv.: Cindy Sprecher.  
**Labels:** Cuca, Lucky Leprechaun, Night Owl, Polka Dot, Sara, Shamrock, Sounds of Wisconsin, Top Gun.

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Cupid (see Sound, Mich.).  
 Current (see Ambassador, N.J.).  
 Curtis Bros., 6000 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) 657-7331.  
 Curtom, 8543 Stoney Island, Chicago, Ill. 60617. Tel: (213) 731-4576. Pres.: Eddie Thomas.  
 Labels: Curtom, Thomas.  
 Custom, Calif. (see Modern-Kent).  
 Custom, PO Box 231, Tyler, Tex. 75701. Tel: (214) LY 4-2961. Contact: Curtis Kirk.  
 Labels: Custom, Flash.  
 Custom Fidelity, 222 E. Glenmar, Pasadena, Calif. Tel: (213) 441-1114. Pres.: David W. Berkus; Chief Eng.: Wes Dooley.  
 Custom Sound (see Creative Sound Prod'ns).  
 Cuff-Rite (see Franz Schubert Music).  
 Cycle (see Marcel).  
 Cyclone (see Thunder).

**D**

D C (see Gama).  
 D G G (see International Music Consultants & MGM).  
 D G G Literature Series (see Import/Export section: Playette, New York, N.Y.).  
 D H W (see Varmint).  
 D J Star, 100-102 Texas at Oregon, El Paso, Tex. 79946. Tel: (915) 533-7282. Owner, Pres., Pub. & Promo.: Joe Gillman; VP: Dora P. Gillman; Adv. Sales, Mktg. & Int'l.: Conrad Jamrowski. Label: D. J. Star, Educational Associates of Texas.  
 D L V (see Falcon).  
 Dade (see Atlantic).  
 Dad's, 2202 S. 88 St., Omaha, Neb. 68124. Tel: (402) 391-3653. Owner & Adv.: Eddy Haddad; Talent Co-Ord. & Promo.: Gabby George.  
 Dakota (Nat'l, Int'l Sales & Promo. office), 719 Gower St., Hollywood, Calif. 90038. Tel: (213) 466-0143. Pres.: J. H. Cord.  
 Home office: Sioux Falls, S. D.  
 Dale Davis Prod'ns (see Blue Onion).  
 Dana (see Jay-Gee).  
 Danbar, 136 W. 46 St., New York, N.Y. 10036. Tel: (212) LT 1-0791. Pres.: Sal Salvador.  
 Danco (see Elvtrue).  
 Dani, 5417 Fleet Ave., Cleveland, Ohio 44105. Tel: (216) 441-3392. Pres.: Danielle Catalan.  
 Branch: Franklin Square, L.I., N.Y., 643 Sobo Ave.  
 Danny (see Met Richmond Latin Rec. Sales).  
 Danrite, 124 N. Peak St., Dallas, Tex. 75226. Tel: (214) TA 7-5023. Owner & Mgr.: C. D. Wright.  
 Dapper, 200 Essen Dr., Lafayette, La. 70501. Tel: (318) CE 4-8232. Owner: Roy J. Prejean.  
 Daran, 4148 S. Parkway, Chicago, Ill. 60653. Tel: (312) 624-8060. Pres.: J. Shelton Jr.  
 Labels: Daran, Ja-Wes, O'Retta.  
 D'Arcy, 417 W. 21 St., Norfolk, Va. 23517. Tel: (703) 622-2111. Pres.: Warren M. Miller; Prod'n Dir.: Wayne N. Butler.  
 Labels: D'Arcy, Nottingham Disc, Sounds Int'l, Top Cat.  
 Dardo (see Puchito).  
 Dare, PO Box 2055, Bell Gardens, Calif. 90201. Tel: (213) 773-3546. Pres.: Darvin D. Schlepitz; VP: Wanda Schlepitz.  
 Darn-L (see Darnell Sound Prod'ns).  
 Darnell Sound Prod'ns, 13076 Northline, Southgate, Mich. 48192. Tel: (313) 284-7272. Pres.: Randy Darnell.  
 Label: Darn-L.  
 Darris Ents., 5825 S. Morris Blvd., Tucson, Ariz. 85706. Tel: (602) AX 4-1860. Owner: Al Darris; Mgr. & Promo.: F. Darris.  
 Label: Entelechy.  
 Das Alte Werke (see London Imports).  
 Dasca, 16 Ridgewood Ave., Keene, N.H. 03431. Tel: (603) 352-7131. Pres.: David S. Calef.  
 Date (see Columbia).  
 Dauntless (see Audio Fidelity).  
 David (see Soul Boulevard).  
 Davila (see Spanish World).  
 Davis (see Beacon).  
 Dale Davis Prod'ns (see Blue Onion).  
 Dawn, N. Y. (see Seeco).  
 Dawn Prod'ns, Box 522, Salisbury, Md. 21801. Pres., A&R Dir.: Joey Welz; A&R: Dave Smith; Promo. & Pub.: Southern Orchestras.  
 Labels: Bat, LeFevre.  
 Day (see Marcel).  
 De-Lite, 363 Metropolitan Ave., Brooklyn, N. Y. 11220. Tel: (212) EV 4-6182. Pres.: Fred Fioto.  
 Dearborn (see MSK Prod'ns).  
 Deb-Mor Sales, 200 W. 57 St., New York, N.Y. 10019. Tel: (212) CI 7-2436. Pres.: Hy Weiss; VP: Sam Weiss.  
 Labels: Barry, Lotus.  
 Debbie (see Montel).  
 Debut, 7501 Buist Ave., Philadelphia, Pa. 19153. Tel: (215) SA 9-3872/2111.  
 Decca (div. of MCA), 445 Park Ave., New York, N. Y. 10022. Tel: (212) 759-7500. Cable: DECCORD. Pres.: Milton R. Rackmil; Exec. VP: Leonard W. Schneider; VP: Martin P. Salkin; A&R: Milton Gabler, Harry Meyerson, Dick Jacobs, Is Horowitz, Owen Bradley, Charles B. Dant; Sales: Sydney N. Goldberg; Promo & Pub. Dir.: Leonard Salidor; Ass't Pub. Dir.: Paul Jaulus; Adv. Dir.: Murray Lorber; Int'l: Hubert J. Stone.  
 Labels: Brunswick, Coral, Decca, Vocalion.

**Tape:** 4 & 8-tr. cartridge, cassette & open reel.  
**Int'l reps.:** Argentina (EMI-Odeon), Australia (Festival), Belgium (Fonior), Brazil (Cassio Muniz), Canada (Apex in Toronto, Compo in Montreal), Chile (EMI-Odeon), Colombia (Discos Orbe), Denmark (Nordisk Polyphon), Finland (Oy Finnlevy), France (Societe Francaise du Son), Germany (Teldec), Hong Kong (Life), Israel (Hed Arzi), Italy (Decca), Japan (Teichiku), Malaysia (Life), Mexico (Orfeon Videovox), Netherlands (Phonogram), New Zealand (Festival), Nicaragua (Discos), Norway (Nor-Disc), Peru (El Virrey), Philippines (Home Inds. Development), Portugal (Valentim de Carvalho), Puerto Rico (Leroy Loubriel), Singapore (Life), South Africa (Gallo), Spain (Columbia), Sweden (Telefunken), Switzerland (Musikvertrieb), United Kingdom (MCA), Uruguay (Palacio de la Musica), Venezuela (Venezolana de Discos), West Indies (West Indies).  
 Decora (see Amphora Music).  
 Dee, 7703 Rugby St., Philadelphia, Pa. 19150. Tel: (215) HA 4-0424. Cable: DEEPRODNS. Pres.: Dick De Marco; VP: Marty Dipolito.  
 Labels: Dee, Inside, Rugby.  
 Dee-Bee, S. Camp St. Ext., Windsor, Pa. Tel: (717) 244-5411. Owner: Stan Deppen Jr.  
 Labels: Dee-Bee, Eventide, Delphia.  
 Deenart (see Music Plus).  
 Deesu, 1211 St. Philip St., New Orleans, La. 70116. Tel: (504) 524-3262. Pres.: Marshall E. Sehorn; VP: Allen Toussaint.  
 Labels: Deesu, Sansu (distributed by Bell).  
 Del Norte (see Falcon).  
 Del-Val, 447 N. 60 St., Philadelphia, Pa. 19151. Tel: (215) 474-3388. Pres.: W. L. Lucas.  
 Labels: Del-Val, Pentagon.  
 Delco (see Murco).  
 Della (see Lynn's Prod'ns).  
 Dellwood, 160 S. Leswing Ave., Saddle Brook, N. J. 07662. Tel: (201) 342-0026, 843-3239. Pres.: Woodrow C. Gardella; VP: M. Gardella; A&R: R. Cotharin; Sales & Mktg.: R. F. Gardella; Pub., Adv. & Promo.: Nelson Cornell.  
 Int'l rep.: Transglobal, N. Y.  
 Delmark, 7 W. Grand Ave., Chicago, Ill. 60610. Tel: (312) 222-1467. Pres.: Robert G. Koester.  
**Tape:** 8-tr. cartridge licensed to Muntz.  
 Int'l reps.: Canada (H&H), Japan (Shinsei), Netherlands (Iramac), United Kingdom (Talent).  
 Delphia (see Dee-Bee).  
 Delsey (see Impala-Delsey).  
 Delta Int'l, 1584 E. 31 St., Cleveland, Ohio 44114. Tel: (216) 861-7286. Pres.: John R. Gayer.  
 Deltron, 812 N. Euclid, Bay City, Mich. 48706. Tel: (517) 686-0620. Pres.: Willard E. Kehoe.  
 DeLuxe (see King).  
 Delyse (see Import/Export section: Gaelic Imports, Chicago, Ill. & Cleveland, Ohio).  
 De Marco, 3004 Beachwood Dr., Los Angeles, Calif. 90028. Owner: Antonio De Marco.  
 Demo (see Music Plus).  
 Denver (see Big Scott).  
 Deram (see London).  
 Derby Town, 154 Spring St., Charlestown, Ind. 47111. Tel: (812) 256-5238. Pres.: Kenneth Sowder; VP: Robert Jones; Sec'y-Treas.: Beulah Sowder.  
 Labels: Derby Town, Janet, Sowder.  
 Desert Gospel, 815 E. Broadway, Tucson, Ariz. 85719. Tel: (602) 623-0318. Owner: Ray Watts.  
 Design (see Pickwick Int'l).  
 Designer (see Pretty Girl Corp.).  
 Desiree (see Mutt).  
 Destination (see USA).  
 Destiny, PO Box 2094, Sheffield Lake, Ohio. Tel: (216) AT 8-6397. Owner: Robert W. Sellers.  
 Desto, Loch Rd., Franklin Lakes, N. J. 07417. Tel: (201) 891-1540. NYC Tel: (212) 582-5560. Pres.: Catherine M. Blackburn; VP: Rob E. Grenell; A&R: Horace W. Grenell.  
 Detroit Sound, 12730 E. Warren, Detroit, Mich. 48215. Tel: (313) 823-2233. Pres.: E. A. Steiner Jr.  
 Detroit Sounds (see Little Nashville).  
 Deutsche Grammophon Gesellschaft (DGG) (see International Music Consultants).  
 De Ville, 1607 E. Centro Ave., Hollywood, Calif. Tel: (213) HO 2-0261. Pres.: Erma N. Cabot; VP: L. Thomas Wilde; A&R: Charles W. Cabot; Sales Mgr.: Art Bryan.  
 Deville, 420 20 St., West Point, Va. 23181. Tel: (703) 843-1336. Pres.: Dean Greer.  
 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.  
**Tape:** 4-tr. cartridge licensed to Muntz; 8-tr. cartridge licensed to RCA.  
 Int'l reps.: Canada (Compo), all other (EMI).  
 Diamond Jim, 12318 Dexter, Detroit, Mich. 48206. Tel: (313) 883-7688. Pres.: Diamond Jim Riley.  
 Branch: Los Angeles, Calif., 4040 Nicolet.  
 Labels: Diamond Jim, Riley's, Big D.  
 Dianne, 3423 Broadview, Montgomery, Ala. 36110. Tel: (215) 262-8610. Pres.: Mitchell C. Bush.  
 Dice, 575 Cherokee Rd., Smyrna, Ga. 30080. Tel: (404) 436-1552. Partners: Martin & Howard.  
 Labels: Dice, Music Mart.  
 Dick-Hike (see Kiderian).  
 Dickerman Music Prod'ns, 2 Crawford Ln., New Hartford, N. Y. 13413. Tel: (315) 797-1515. Pres., Pub., Adv. & Promo.: Kenneth S. (Ken) Hurd; VP Southern U.S. Sales & Mktg.: Barney Conway Jr.; VP Central U.S.: Dale Wright; Mobile Rec'g: Ken Hurd, Barney Conway Jr.

**Branches: Chocowinity, N. C.,** Box 207. Zip: 27817. Tel: (919) 946-2307. VP: Barney Conway Jr.—Middletown, Ohio, 3002 Manchester Rd. Zip: 45042. Tel: (513) 422-1839. VP: Dale Wright.  
**Labels:** Hurd, Precise, Prince, Revere.  
**Tape:** 4-tr. cartridge licensed to Ampex, GRT, Music Tapes, Stereo Tape; 8-tr. cartridge licensed to Ampex, Music Tapes, Stereo Tape.  
 Dictation Disc, 240 Madison Ave., New York, N. Y. 10016. Tel: (212) 683-9028. Pres.: John Visaggi; Mktg. Dir.: Alan Sarfaty.  
**Labels:** Dictation Disc, Educational, Shorthand.  
 Dionn (see Jamie/Guyden Dist. Corp.).  
 Diplomat (see Ambassador, N.J.).  
 Directional Sound (see Premier Albums).  
 Discapon (see Apon).  
 Discobol, 30 W. 60 St., New York, N.Y. Tel: (212) 582-5705. Mng. Dir.: G. de La Chapelle.  
 Discomoda (see Panart Int'l).  
 Discos, Yugoslavia (see Import/Export section: Folk Musi Int'l, New York, N. Y.).  
 Discos America, 1910 Mission St., San Francisco, Calif. 94103. Contact: M. Castillo Rivera.  
 Label: America.  
 Discos Columbia (see Miami).  
 Discos Corona (see Modern-Kent).  
 Discos Fuentes (see Miami).  
 Discos TBP (see Tommy Bee Prod'ns).  
 Discotape Int'l, PO Box 38669, 719 Gower St., Hollywood, Calif. 90038. Tel: (213) 466-0143. Sales & Promo. Rep.: Gordon Burdge.  
**Home Office:** Zurich, Switzerland, Mng. Dir.: Emil Bechet.  
**Labels:** Discotape, Cowboy, Omaha, Omega, Orbis, Ozark, Round-Up, Ultima, Watts, Western.  
 Discuba (see Musical Recs.).  
 DISNEYLAND, 800 Sonora Ave., Glendale, Calif. 91201. Tel: (213) 845-3141. Pres.: James A. Johnson; A&R: Tutti Camarata; Sales & Mktg.: Bob Elliott; Pub., Adv. & Promo.: Larry Graburn; Int'l Prod'n Control Mgr.: Andy Anderson.  
**Labels:** Disneyland, Vista.  
 Int'l reps.: Argentina (Phonogram), Australia (EMI), Brazil (RCA), Canada (Walt Disney Music of Canada), Chile (Radio de Chile), Colombia (Discos Orbe), Denmark (EMI Dansk), Finland (EMI Suomen), France (Walt Disney Prod'ns), Germany (Walt Disney Micky Maus), Israel (Hafaklit), Italy (Carosello), Japan (Nippon Columbia), Mexico (RCA), Netherlands (Bovema), New Zealand (EMI), Norway (Carl M. Iversen), Peru (El Virrey), Philippines (Sweeney), South Africa (Gallo), Spain (Hispanovox), Sweden (EMI), United Kingdom (Walt Disney Prod'ns), Venezuela (Venevox), Yugoslavia (Radio Television Belgrade). (SEE ADVERTISEMENT)  
 Distinct, c/o Kay-May Prod'ns, 231 Myrtle Ave., Irvington, N.J. 07111. Tel: (201) 374-5940. Pres. & A&R: Vic Kaply; VP, Sales & Mktg.: Helen Woloch; Pub.: Jerry Giltiniak; Adv.: Jimmy Riccio; Promo: Teddy Bovae.  
 Dit Dot, PO Box 8722, 201 N.W. 33 Terr., Fort Lauderdale, Fla. 33300. Tel: (305) 581-9280. Pres.: Willie A. Brown.  
 Di Venus, 1122 Rhinelander Ave., Bronx, N.Y. 10461. Tel: (212) TY 2-8290. Pres.: Richard DeFelicce; Sec'y: Joseph Dio Guardi; VP Pop A&R: Tony Sansone; VP Classical A&R: Bob Calilli; Sales Mgr.: Carl D'Amato; Pub. & Promo. Mgr.: Howie Cohen; Adv. Dir.: Tony Calandra; VP Int'l: Alfredo Volpe.  
**Branch: New Rochelle, N. Y.,** PO Box 1231.  
**Labels:** Di Venus, Domino.  
 Dixieland Jubilee (see GNP Crescendo).  
 Do-Ray (see Stereophonics Corp.).  
 Dome, 242 S. Broad St., Woodbury, N. J. 08096. Tel: (609) 848-2444. Pres.: Ralph Johnson; Sales & Mktg.: M. D. Johnson; Promo. Mgr.: J. Smallwood.  
**Labels:** Dome, Fleet, Wedge.  
 Dominion (see Import/Export section: Gaelic Imports, Chicago, Ill. & Cleveland, Ohio).  
 Domino (see Di Venus).  
 Don-El, 2020 Ridge Ave., Philadelphia, Pa. 19121. Tel: (215) PO 5-4889. Pres.: P. Donald White; Promo.: Miss Marty Surprise.  
**Labels:** Alpha, Chestnut, Don-El.  
 Don-Mar (see Casa Grande).  
 Dooto, 13440 S. Central Ave., Los Angeles, Calif. 90059. Tel: (213) 774-0743. Pres.: Dootsie Williams.  
**Tape:** 4 & 8-tr. cartridge & cassette.  
 Dora (see Fink).  
 DORADO (see AA, N.Y.). (SEE ADVERTISEMENT.)  
 Dorset (see Mira).  
 Dot, 1507 N. Vine St., Hollywood, Calif. 90028. Tel: (213) 462-3141. Cable: DOTRECORDS. Pres.: Arnold D. Burk; VP & Gen. Mgr.: Richard H. Peirce; VP A&R: Tom Mack; A&R: Gerry Granahan, Milt Rogers, Billy Vaughn; Nat'l Sales & Dist. Dir.: Kenneth D. Revercomb; Nat'l Sales Mgr.: Richard O. Bowman; Press & Info. Dir.: Norman Winter; Adv. & Mds'g Dir.: Jack L. Levy; Nat'l Promo. Dir.: Pete Garris; Artist Relations Dir.: Dottie Vance; Int'l & Tape Admin.: Judy Hicks.  
**Branches:** see Rec. Dist. section: Los Angeles, San Francisco, Calif.; Miami, Fla.; Atlanta, Ga.; Chicago, Ill.; New Orleans, La.; Everett, Mass.; New York, N. Y.; Cleveland, Ohio; Nashville, Tenn.; Dallas, Tex.  
**Labels:** Dot, Acta DynoVoice, Steed, Viva.  
**Tape:** Dot, Acta, Steed: 4-tr. cartridge licensed

continued on page 32

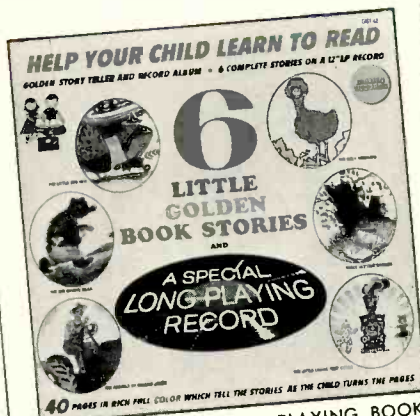


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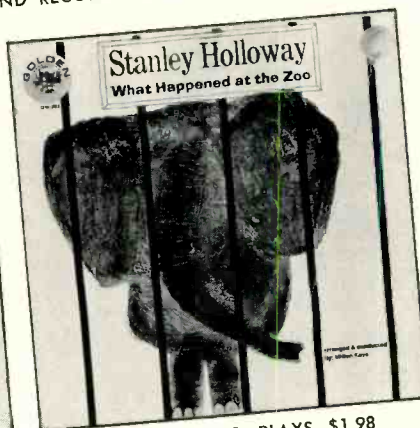
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*continued*

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**Int'l reps.:** Argentina (Sicamericana), Australia (Festival), Belgium (Artone), Brazil (RGE), Canada (Quality), Central America (INDICA in Costa Rica), Chile (Corporacion de Radio de Chile), Colombia (CBS), Denmark (EMI), Dominican Republic (Gonzarens), Finland (EMI), France (EMI Pathe-Marconi), Germany (Electrola), Greece (Greek Phonograph Rec. House), Hong Kong (Cosdel), India (Gramophone), Israel (Electronics), Italy (Ricordi), Japan (Cosdel), Lebanon (EMI), Luxembourg (Artone in Belgium), Mexico (RCA), Netherlands (Negram-Delta), New Zealand (Festival), Nigeria (EMI), Norway (Carl M. Iversen), Pakistan (Gramophone in India), Peru (Talia), Philippines (Mico), Singapore (Cosdel), South Africa (Trutrone), Sweden (EMI), Switzerland (Emiag), Spain (Hispanvox), United Kingdom (EMI), Uruguay (Sicamericana in Argentina), West Indies (Record Specialists in Jamaica).  
**Double A (see Hot Line).**  
**Double F Ents.,** 1042 S. Cochran Ave., Los Angeles, Calif. 90019. Tel: (213) 939-5929, 938-0711. Pres.: Richard Froeber; Sec'y: Irene Mayer Holt.  
**Double Shot, 6565 Sunset Blvd., Hollywood, Calif. 90028.** Tel: (213) 461-3471. Pres. & A&R: Joseph Hooven; VP, A&R & Int'l: Hal Winn; VP Sales & Mktg., Pub., Adv., Promo.: Irwin Zucker.  
**Labels:** Double Shot, Whiz.  
**Tape:** Double Shot; 4 & 8-tr. cartridge, cassette, open reel.  
**Int'l reps.:** Australia (Festival), Austria (Liberty in Germany), Belgium (Palette), Canada (Compo), Denmark (EMI), Finland (EMI in Denmark), France (Disc'AZ), Germany (Liberty), Italy (Bellidisc), Jamaica (Federal), Mexico (Gamma), Netherlands (Negram-Delta), Norway (EMI in Denmark), Philippines (Dyna Prods.), South Africa (Teal), Spain (Hispanvox), Sweden (EMI in Denmark), Switzerland (Liberty in Germany).  
**Double U Sound Rec'g, PO Box 4557, 3973 18 St., Ecorse, Mich. 48229.** Tel: (313) 381-9216. Pres.: Felton W. Williams Jr.  
**Labels:** Cass, Compose, Revival, Solid Rock.  
**Doubloon (see Dover, La.).**  
**Dove (see Turtle).**  
**Dover, 748 Camp St., New Orleans, La. 70130.** Tel: (504) 523-7474. Pres., Pub. & Adv.: Cosimo V. Matassa; VP & Promo.: Bob Robin; Sales & Mktg.: Jody Pitassy.  
**Labels:** ABS, Apollo, Arbet, Axe, Big Deal, Booker, Boss, Broadmore, Doubloon, Eight Ball, El-Tee, Etah, Equator, Exchange, Frisco, Lodestone, Manhattan, Marathon, NOPI, Nola, Parlo, Pitter Pat, San, Sandy, Soul Sound, Tail Gate, Tonik, Trend, U-Doe, Whit, White Cliffs, Whurley Burley.  
**Dover, 180 Varick, New York, N.Y. 10014.** Tel: (212) AL 5-3755. Pres.: Hayward Cirker.  
**Downeast (see MB).**  
**Drum-Boy (see Jay Jay).**  
**Drumadoone (see Like Young).**  
**Drumfire (see Audio Village).**  
**Drummond, 13380 Capital Ave., Oak Park, Detroit, Mich. 48237.** Tel: (313) 548-3171. Pres.: Harry Levin; Sales Mgr.: Al Truax; Promo. Dir.: Leo Cheslak.  
**Duane, Calif. (see Hush).**  
**Duane, N. J. (see Edmar).**  
**dubayeweff (see Motivestor Org.).**  
**Duke, 2809 Erastus St., Houston, Tex. 77026.** Tel: (713) 673-2611/1225. Cable: PEADUKE. Pres.: Don D. Robey; A&R: Robert Evans, Harold Bennett, Henry Boozier.  
**Sales reps.:** Los Angeles, Calif., Andy Belvin, 1927 Clyde Ave. Zip: 10019. Tel: (213) 938-4050—Oakland, Calif., Dubose Stevens, 1925 E. 19 St. Zip: 94606. Tel: (415) 261-2436—Detroit, Mich., Dale Clark, 16523 Ward St. Zip: 48235. Tel: (313) 345-5922—Rockville Center, L. I., N. Y., James Crawford, 454 Lafayette Ave. Zip: 11570. Tel: (516) 764-5648—Cleveland, Ohio, Willie Morganfield, 1347 E. 112 St. Zip: 44106. Tel: (216) 229-3541—Memphis, Tenn., Bennie Mabone, PO Box 1165. Zip: 38101. Tel: (901) 947-6026/1136.  
**Labels:** Duke, Sureshot.  
**Affiliate:** Peacock.  
**Tape:** 4 & 8-tr. cartridge.  
**Int'l reps.:** Austria (CBS), Benelux (Vogue in France), Canada (London), France (Vogue), Germany (CBS), Portugal (Hispanvox), Spain (Hispanvox), Switzerland (Vogue in France), United Kingdom (Island). (SEE ADVERTISEMENT)  
**Dunhill (see ABC).**  
**Dunwich, 25 E. Chestnut St., Chicago, Ill. 60611.** Tel: (312) 944-0645. Pres.: Bill Traut.  
**Duo (see Stereodiddies).**  
**Duo Disc (see Jay-Gee).**  
**Duo, 2505 S. Central Ave., Los Angeles, Calif. 90011.** Tel: (213) 746-1949. Owner: J. H. Liggins; Mgr.: Lillie Liggins; Promo.: Jerry Hooks.  
**Branch:** Dallas, Tex., 3409 Roseland Ave. Zip: 75204. Tel: (214) TA 3-4062. Mgr. & Promo.: Jimmy Liggins.  
**Dyer-Bennet, PO Box 235, Woodside, L.I., N.Y. 11377.** Contact: Harvey Cort.  
**Dynamic, Pa. (see St. Clair Prod'ns).**

Dynamic, Tex. (see Epstein Ents.).  
 Dynamite (see Jim Hall Prod'ns listed under "H").  
 Dynamo (see Musicor).  
 Dynasty (see George Clements Prod'ns listed under "G").  
 Dyno (see Gateway-Dyno).  
 DynoVoice (see Genius & Dot).

**E**

**E (see George Clements Prod'ns listed under "G").**  
**E K C O, 135 E. Eighth Ave., Columbus, Ohio 43201.** Tel: (614) 291-5848. Contact: Vernon Stewart.  
**Labels:** (owned) EKCO; (distributed) Midtown, Souttown.  
**E L J, 1344 Waldron, University City, St. Louis, Mo. 63130.** Tel: (314) VO 3-3605. Pres.: Edwin L. Johnson; Music Dir.: Ora Lovings.  
**Tape:** 8-tr. cartridge.  
**E M S, PO Box 86, Becket, Mass. 01223.** Tel: (413) 623-8718. Pres.: Emanuel Levenson.  
**E S P-Disk, 156 Fifth Ave., New York, N. Y. 10010.** Tel: (212) 255-4800. Cable: ESPDISK. Pres., A&R, Sales & Pub.: Bernard Stollman; Gen. Mgr.: Larry Kessler; Int'l: Natasha Zapotoski.  
**Labels:** ESP-Disk, ORO.  
**Tape:** ESP-Disk; 4 & 8-tr. cartridge & cassette licensed to GRT.  
**Int'l reps.:** Benelux (Audio Prod'ns Laren), Canada (Gamma), France (Monestier, Polydor), Germany (Ariola), Italy (Bellidisc, Vedette), Japan (Shinsei, Victor), Scandinavia (Dansk in Denmark), Switzerland (Phonag), United Kingdom (ESP-Disk, Polydor).  
**Eagle, Nev. (see Trend, Nev.).**  
**Eagle, 1697 Broadway, New York, N. Y. 10019.** Tel: (212) IN 3-1145. Pres.: Ellis T. McNeill.  
**Early Bird (see Fantasy/Galaxy).**  
**Eastern (see Sue).**  
**Ebb-Tide II (see Golden Recs. of La.).**  
**Ebenezer's Gospel Recs. (see Golden Recs. of La.).**  
**Ebony, 2420 River Ave., Mishawaka, Ind. Tel: (219) 259-3215.** Owner: Juanita Henson.  
**Ecco (see Lynn's Prod'ns & Tommy Bee Prod'ns).**  
**Echoic, 9706 Cameron, Detroit, Mich. 48211.** Tel: (313) TW 3-3657. Pres. & Gen. Mgr.: Gabriel Leigh.  
**Labels:** Echoic, X-Tone.  
**Eco (see S&R).**  
**Economy (see Met Richmond Latin Rec. Sales).**  
**Eduissa (see Met Richmond Latin Rec. Sales).**  
**Edit (see Tide).**  
**Edmar, 81 Spring Valley Rd., Paramus, N.J. 07652.** Tel: (201) 845-8886. Owners: Nancy Weit, Eddy DeMello.  
**Branch:** Bermuda, Eddy DeMello, Harrington Hundreds.  
**Labels:** Edmar, N.Y. Skyline, Jeff, Duane, Thruway.  
**Edmark Prod'ns, PO Box 594, Ingleside, Tex. Tel: (512) 776-2431.** Pres.: Ed Evey; VP: William L. Ellis.  
**Branch:** Aransas Pass, Tex., PO Box 1147. Tel: (512) 758-3271.  
**Educational (see Dictation Disc).**  
**Educational Associates of Texas (see DJ Star).**  
**Educo, PO Box 3006, Ventura, Calif. 93003.** Tel: (805) 648-4381. Owner: Eric Squire.  
**Edward M. Miller & Assocs., 518 McKay Tower, Grand Rapids, Mich. 49502.** Tel: (616) GL 4-4483. Pres.: Edward M. Miller; VP: V. B. McCarthy.  
**Label:** Edward M. Miller.  
**Eight Ball (see Dover, La.).**  
**Eighteenth String (see Fuller).**  
**El-Tee (see Dover, La.).**  
**Electrola, Germany (see Import/Export section: Record & Tape Sales, New York, N. Y.).**  
**Elektra, 1855 Broadway, New York, N. Y. 10023.** Tel: (212) JU 2-7711. Pres.: Jac Holzman; VPs: W. S. Harvey, Larry Harris; A&R: Jac Holzman, Paul Rothchild; Sales: Mel Posner; Int'l: Jac Holzman, Larry Harris.  
**Branch:** Los Angeles, Calif., 962 N. La Cienega Blvd. Zip: 90069. Tel: (213) 655-8280. Contact: David Anderle.  
**Int'l branch:** England.  
**Labels:** Elektra, Nonesuch, Bounty, Checkmate.  
**Tape:** 4-tr. cartridge licensed to Ampex, Muntz; 8-tr. cartridge, cassette & open reel licensed to Ampex.  
**Int'l reps.:** Austria (Metronome), Australia (As-tor), Belgium (Vogue), Canada (Allied), France (Vogue), Germany (Metronome), Israel (Unitex), Italy (Vedette), Japan (Cosdel), Netherlands (Negram), New Zealand (La Gloria), Philippines (Cosdel), Scandinavia (Metronome), South Africa (Trutrone), United Kingdom (Polydor).  
**Elenco (see Import/Export section: Record & Tape Sales, New York, N. Y.).**  
**Elf (see Bell).**  
**Elgin (see Brite-Star).**  
**Elray, 1117 N. Main, Fremont, Neb. 68025.** Tel: (402) 721-4728. Pres.: Ray Keeler.  
**Elvitree, 306 S. 16 St., Wilmington, N. C. 28401.** Tel: (919) 763-1007/8116. Pres.: John Lewis Jones; A&R Prod'r: James L. Wheeler; Sales, Mktg. & Adv.: Joseph R. Frinks; Promo.: Janice C. Helms; Communications: Betty Scavella; Nat'l & Int'l Rep.: LaRain Matlocks.  
**Labels:** Elvitree, Canary, Danco, Myil, Poney.  
**Emanon (see Corby Rec. Prod'ns).**  
**Emarcy (see Mercury).**

Ember, c/o Louis Zinman, 135 E. 44 St., New York, N. Y. 10017. Tel: (212) YU 6-5414.  
**Home office:** London, England.  
**Emerald (see Philles).**  
**Empala (see Jaclin Ents.).**  
**Empire, PO Box 743, Plattsburg, N.Y. 12901.** Tel: (518) 563-3236. Pres.: Peter B. Guibord.  
**Emrroid (see Roosevelt Lee).**  
**Encanto (see Met Richmond Latin Rec. Sales).**  
**Encore, Calif. (see Specialty).**  
**Encore, Washington, D. C. (see Era Int'l Development).**  
**Endeavor, Ga. (see Jay-Cher Ents.).**  
**Endeavor, 30064 Annapolis Circle, Inkster, Mich. 48141.** Tel: (313) 721-6134. Pres.: Hardie W. Daniel.  
**Endura (see Jay-Gee).**  
**Enrica, 1674 Broadway, Suite 404, New York, N. Y. 10019.**  
**Enrichment, 246 Fifth Ave., New York, N.Y. 10001.** Tel: (212) MU 3-9600. Pres.: Martha Huddleston.  
**Entelchi (see Darris Ents.).**  
**Enterprise (see Stax).**  
**Epic, 51 W. 52 St., New York, N. Y. 10019.** Tel: (212) 765-4321. VP Epic, Date & custom labels Sales & Dist'g: Leonard S. Levy; Dir. Epic, Okeh Sales & Promo.: Maurice L. Hoffman; VP A&R: David Kapralick; A&R Development Mgr.: Martin Wekser; Exec. Prod'r: Manny Kellern; A&R Prod'r: Ted Cooper, Denny Randell, Sandy Linzer; Sales Mgr.: Nick Albarano; Pub. Mgr.: Barbara Christensen; Adv. Dir.: Saul Saget; Promo. Mgr.: Fred Frank; Int'l Serv. Mgr.: Ettore Straffa.  
**Branches:** Hollywood, Calif., 1777 Vine St. Zip: 90028. Tel: (213) HO 9-1212. West Coast A&R: Julio Dir.: Chuck Gregory; Regional Sales Mgr.: Julio Aiello—Nashville, Tenn., 812 16 Ave. S. Zip: 37203. Tel: (615) 255-7463. Exec. Prod'r: Billy Sherrill; Prod'r: Glenn Sutton.  
**Labels:** (owned) Epic, Crossroads, Okeh; (distributed) Go Go. (see Columbia.)  
**Tape:** Epic; 4 & 8-tr. cartridge & open reel; Okeh: 4 & 8-tr. cartridge.  
**Int'l reps.:** Chile (Patino & Ortiz), Denmark (L.S. Dansk), Eire (CBS), Finland (Sonet), India (Gramophone), Italy (Ricordi), New Zealand (Peak), Norway (Arne Bendiksen), Pakistan (Gramophone), Peru (Sica Peruana), Spain (Dis-cophon), Sweden (Sonet), United Kingdom (CBS).  
**Epstein Ents., PO Box 28123, 735 N. General McMullen Dr., San Antonio, Tex. 78228.** Tel: (512) GE 3-1461. Owner & A&R: Abraham Epstein; Music Dir.: Zola Levitt; Sales Mgr.: Dan Henderson.  
**Labels:** Acuarela, Beckingham, Black Sheep, Clown, Cobra, Dynamic, Good Samaritan, Groovy, Jester, Jox, Magda, Metrodome, San Miguel, Soulsville USA, Suzuki, Vallado.  
**Int'l reps.:** Canada (Robert J. Stone), Belgium (CBS), Mexico (Capitol, Peerless).  
**Equator, PO Box 1885, Zip: 35201; Rt. 10, Box 1648A, Birmingham, Ala. 35211.** Tel: (205) 788-1824. Pres.: Roosevelt Harvey. (distributed by Dover, La.).  
**Equinox (see ABC).**  
**Era, 7033 Sunset Blvd., Suite 308, Hollywood, Calif. 90028.** Tel: (213) HO 6-2161. Pres.: Herb Newman.  
**Labels:** Era, In-Sound, Newman.  
**Era Int'l Development, PO Box 2801, Zip: 20013; 1028 Connecticut Ave., N.W., Washington, D. C. 20036.** Tel: (202) 296-5550, Ext. 926. Cable: ERAUSA. Pres. Dr. Laurence Hammond; Film & Rec. Div. Exec. Prod'r: E. V. Rothkirch. Labels: Crusader, Encore, Galaxie, MUSA (Music USA), Timbre.  
**Eric, 1242 W. Girard Ave., Philadelphia, Pa. 19123.** Tel: (215) 769-3901. Pres.: Bill Buster.  
**Labels:** Eric, Terrific.  
**Erwin, 2674 Steele St., Memphis, Tenn. 38127.** Tel: (901) 357-2933. Pres.: Marshall E. Ellis.  
**Labels:** Erwin, Memphis, Zone.  
**Esoteric (see Everest).**  
**Etah (see Dover, La.).**  
**Eterna (see Lyricchord).**  
**Eternity, PO Box 12485, El Paso, Tex. 79912.** Tel: (915) 584-9084. Pres.: Dr. Charles H. Edwards.  
**Labels:** Eternity, Church, College, High School.  
**Euphonic Sound, 357 Leighton Dr., Ventura, Calif. 93001.** Pres.: Paul E. Affeldt.  
**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.  
**Tape:** 4-tr. cartridge licensed to Dubbings, Muntz, Tucker; 8-tr. cartridge licensed to Muntz, Music Tapes; cassettes licensed to Mercury.  
**Int'l reps.:** Austria (Carinia), Canada (Sparton).  
**Eventide, PO Box 51, Windsor, Pa. 17366.** Tel: (717) 244-5411. Owner: Wayne Thomas (distributed by Dee-Bee).  
**Everest, 10920 Wilshire Blvd., Los Angeles, Calif. 90024.** Tel: (213) BR 2-4391. Pres. & Int'l: Bernard C. Solomon; Exec. Sec'y: Joan Mesler; Pop A&R: Lee Palmer; Executive A&R: Jim Cornfield; Sales & Mktg.: Joe Behar.  
**Labels:** Archive of Folk Music, Archive of Piano Music, Arvee, Baroque, Cetra Opera Series, Concert-Disc, Concertos, Counterpoint Esoteric, HiFi, Janus, La Comedie Francaise, Life, Period, Pirouette, Renaissance, Scala, Stradivari, Summit Tradition.  
**Tape:** 4 & 8-tr. cartridge licensed to GRT & *continued on page 34*

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Muntz; cassette licensed to GRT & Music Tapes through Mercury; open reel licensed to Music Tapes  
**Int'l reps.:** Argentina (Microfon, Trova), Australia (Astor, Italsg.ooai in NYC, W&G), Canada (Almada, Compo, Spanton), Denmark (I. S. Dansk), France (Balciay, Societe Francaise du Son, Vogue), Germany (Deutsche Grammophon, Deutsche Vogue), Greece (Greek Phonograph House), Hong Kong (Cosdel), Israel (Hataklit, Israe Rec.), Italy (Ariston, LGD, Saar, Vedette), Japan (Cosdel), Nippon Grammophon, Mexico (Cisne, Gamma, Tizoc), Netherlands (Philips), New Zealand (Transglobal in NYC), Philippines (Cosdel), Singapore (Issacs), South Africa (Gallo, Troubadour), Spain (Beiter, Discophon, Vergara), Sweden (Harbor), Switzerland (Eitron), United Kingdom (Associated Rec's, Ember, London, Oriole), Venezuela (Discos).  
 Evergreen (see Little Nashville).  
 Everyman (see Vanguard).  
 Excello (see Nashboro).  
 Exchange (see Dover, La.).  
 Exitto (see Seeco).  
 Experiences Anonyms (see Lyricord).  
 Explorer (see Met Richmond Latin Rec. Sales).

**F**

**F B P** (see Frank Brock Prod'ns listed under "F").  
**F E L Church Pub'ns**, 1543 W. Olympic Blvd., Los Angeles, Calif. 90015. Tel: (213) 386-4383. Pres.: D. Fitzpatrick.  
**Branch:** Chicago, Ill., 22 E. Huron. Zip: 60611. Tel: (312) 943-9426.  
**Labels:** FEL, Flair.  
**F G S** (see Ranger).  
**F S R** (see Fidelity Sound Rec'gs).  
**Fabor**, PO Box 1487, Burbank, Calif. 91505. Tel: (213) 842-8260.  
**Fahrenheit** (see Al-Teen).  
**Fairmount** (see Cameo-rarkway).  
**Faith** (see Garrawak Music-Cash Prod'ns).  
**Falcon**, Calif. (see Silver Falcon Group).  
**Falcon**, 821 N. 23 St., McAllen, Tex. 78501. Tel: (512) MU 6-5851/5271. Pres. & Gen. Mgr.: A. Ramirez; VP & A&R: R. Ramirez; Sales Mgr.: Quitman Henley; Promo. Mgr.: J. M. Ramirez; Int'l Mgr.: V. Gutierrez; Bus. Mgr.: J. Codina Jr.  
**Labels:** (owned) ARV, Bronco, DLV, Del Norte, Falcon; (distributed) Musart, Peerless.  
**Tap:** Falcon: 4 & 8-tr. cartridge, cassette, PlayTape & open reel licensed to GRT.  
**Fame** (see Atco).  
**Family** (see Request).  
**Fanfare**, PO Box 26393, Houston, Tex. 77032. Tel: (713) CA 4-8078. Dir.: R. Ames.  
**Fantasy/Galaxy**, 1281 30 St., Oakland, Calif. 94608. Tel: (415) 451-1515. Pres. & Pop A&R: Saul Zaentz; R&B A&R: Ray Shanklin; Sales Mgr.: Karl Hauk; Pub. Dir.: Gregg Caine; Nat'l Promo. Dir.: Dubose Stephens.  
**Labels:** Fantasy, Galaxy, Early Bird.  
**Tap:** 4 & 8-tr. cartridge, cassette & open reel licensed to Ampex.  
**Faro**, 5004 Melrose Ave., Hollywood, Calif. 90038. Tel: (213) 469-4174. Owner: Edward L. Davis.  
**Labels:** (owned) Faro, Linda, Rampart; (distributed) Valhalla.  
**Tap:** Rampart: 4 & 8-tr. cartridge licensed to Muntz.  
**Fat**, PO Box 14773, 4633 North Blvd., Baton Rouge, La. 70808. Tel: (504) 927-0303. Gen. Mgr. & Prod'r: Lynwood R. Ourso Jr.; Prod'rs: John Fred, Andrew Bernard; Pub.: Sicilia Assocs.  
**Labels:** Fat, Heavy.  
**Fat Fish** (see Vault).  
**Fay** (see Lasalle).  
**Faygees** (see Motivestor Org.).  
**Federal** (see King).  
**Fedora** (see Toppa).  
**Fee Bee**, 4517 Wainwright Ave., Pittsburgh, Pa. 15227. Tel: (412) 884-4727/2381. Co-Owner & Mgr.: Joe Averbach; Co-Owner: A. Olivieri.  
**Felco** (see Jamaka).  
**Festival**, 242 W. 76th St., New York, N. Y. 10023. Tel: (212) CI 6-3594. Pres.: Herb Abramson.  
**Festival** (see Import/Export section: Playette, New York, N.Y.; Record & Tape Sales (Festival-France), New York, N.Y.).  
**Fidelity** (see Specialty).  
**Fidelity Sound Rec'gs**, 23 Don Ct., Redwood City, Calif. Tel: (415) EM 6-3173. Dir.: Reginald McGovern.  
**Labels:** FSR (Fidelity Sound Rec'gs), Five Star.  
**Int'l reps.:** Australia (W&G), New Zealand (Viking).  
**FIESTA**, 1619 Broadway, New York, N. Y. 10019. Tel: (212) PL 7-7760. Pres.: Jose Morand; East Coast Sales: Richard Kent; West Coast Sales: Arnold Thies.  
**Labels:** Fiesta, Grecophon.  
**Tap:** 8-tr. cartridge licensed to Stereo Tape.  
**Int'l reps.:** Australia (Carinia), Canada (Caravan, Trans World), France (Cie. Phonographique Francaise), Germany (DGG), Greece (Helladise, Minos Matsas Son), South Africa (Galla). (SEE ADVERTISEMENT)  
**Filtro** (see Met Richmond Latin Rec. Sales).

**Fine**, 1196 Calkins Rd., Rochester, N.Y., 14623. Tel: (716) 334-9290/3229.  
**Labels:** Fine, In, Tone.  
**Finer Arts**, 60 S. Glencoe, Denver, Colo. Tel: (303) 355-4535. Owner: Morey Bernstein; A&R: Allan & Richard Bernstein; Sales & Promo: Allan Bernstein.  
**Labels:** Finer Arts, Transworld.  
**Fink**, 2732 Beachmont Ave., Norfolk, Va. 23504. Tel: (703) 627-0957. Pres.: Bill Johnson; A&R & Music Dir.: Earl Long.  
**Labels:** Dora, Fink, Pinewood.  
**Firma** (see CJ).  
**First Component Series** (see Audio Fidelity).  
**502** (see Soul Boulevard).  
**Five Star** (see Fidelity Sound Rec'gs).  
**Flair** (see FEL Church Pub'ns).  
**Flambeaux** (see Jim-Joy).  
**Flash** (see Lustom).  
**Flashback** (see Bell).  
**Fleet** (see Dome).  
**Flick Disc** (see Sidewalk & MGM).  
**Flip**, 618 S. Ridgeley Dr., Los Angeles, Calif. 90036. Tel: (213) 934-4033. Pres.: Max Feirtag.  
**Flormik**, LaFollette, Tenn. 37766. Tel: (615) 562-5410. Pres. & Gen. Mgr.: Franklin D. Payne.  
**Focus** (see Atlantic).  
**Folk Promos** (see Kanawha).  
**Folklore** (see Prestige).  
**Folkraft** (div. of Apropos Corp.), 1159 Broad St., Newark, N. J. 07114. Tel: (201) 622-0024. Pres.: Jerry Shifrin; Dir.: Frank Kaltman.  
**Folkstar** (see Goldband).  
**Folkstyle** (see Trend, Nev.).  
**Folkways** (see Folkways/Scholastic).  
**Folkways/Scholastic**, 50 W. 44 St., New York, N.Y. 10036. Tel: (212) 867-7700. Sales Mgr.: Larry Aronoff; Ass't Sales Mgr.: Robin McBride; Int'l Mng. Dir.: Ernest Schwehr.  
**Labels:** Folkways, Folkways/Scholastic, Scholastic.  
**Int'l reps.:** Argentina (Trova), Australia (Peter Mann Rec'gs), Belgium (Schott-Freres), Denmark (Dansk), France (Chant du Monde), Germany (Electrola), Italy (SAAR), Japan (Shinko Tsusho, Shinsei), Netherlands (Basart), Norway (St. Olav Bokhandel), South Africa (Trutone), Sweden (Sonet), United Kingdom (Transatlantic).  
**Fona**, 333 N. Michigan Ave., Chicago, Ill. Tel: (312) 726-4088.  
**Fonseca** (see Met Richmond Latin Rec. Sales).  
**Fontana** (see Mercury, also see Int'l Music Consultants).  
**Forge** (see Wax).  
**Forma** (see Import/Export section: Record & Tape Sales, New York, N. Y.).  
**Format** (see Audiofax).  
**Fort Couch** (see St. Clair Prod'ns).  
**Forte**, 840 Kalamazoo S.E., Grand Rapids, Mich. 49507. Tel: (616) 452-2990. Pres.: Charles Bowbeer.  
**Labels:** Arbor, Forte.  
**Fortress**, 2900 Queen Ln., Philadelphia, Pa. 19129. Tel: (215) VI 8-6800. Cable: BOPULCA. Dir.: Roger B. Sifford.  
**Fortune**, 3942 Third Ave., Detroit, Mich. 48201. Tel: (313) TE 3-5383. Co-owner, Sales, Mktg. & Promo.: Jack Brown; Co-owner & A&R: Devora Brown.  
**Branch:** Glen Rock, N. J., 99 Cornwall Rd. Tel: (201) 445-7090. Sales Rep.: Mike Siegel.  
**Labels:** Fortune, Hi-Q.  
**Int'l reps.:** Austria, Germany, Switzerland, United Kingdom (Liberty in London).  
**49th State Hawaii**, 5810 S. Normandie Ave., Los Angeles, Calif. 90044. Tel: (213) 750-3310. Pres.: George K. Ching.  
**Branch:** Honolulu, Hawaii, 1218 Kaunualii St. Zip: 96817.  
**Labels:** 49th State Hawaii, All Nations, Keane, Steno-Disc.  
**Tap:** 49th State Hawaii: cartridge; Steno-Disc: open reel.  
**Four Brothers** (see Atco).  
**Four Corners of the World** (see Kapp).  
**Frame** (see Music Inds.).  
**Frank Brock Prod'ns**, 928 N. York, Muskogee, Okla. 74401. Tel: (918) 682-7500. Pres.: Frank Brock; A&R: Darrel Magee.  
**Labels:** FBP, Muskogee, Tokalon.  
**Frankie**, Luray, Va. 22835. Owner: Owen F. Silvious.  
**Frannie** (see Hi Ho Prod'ns).  
**The Franson Corp.**, 100 Ave. of the Americas, New York, N.Y. 10013. Tel: (212) WA 5-1200. Pres.: Herman R. Singerman.  
**Labels:** Children's Rec. Guild, Living Language Courses Young People's Recs.  
**Franz Schubert Music**, 425 W. Broadway, Fort Worth, Tex. 76104. Tel: (817) ED 2-5995. Owner & A&R: Franz Schubert.  
**Labels:** Cuff-Rite, Franz Schubert, Unidap.  
**Fred Miles Presents**, 4024 W. Cambridge St., Philadelphia, Pa. 19104. Tel: (215) EV 2-4444. Owner: Fred Miles.  
**Labels:** Abundant Sounds, Fred Miles Presents.  
**Fredlo**, 2224 E. 12 St., Davenport, Iowa 52803. Tel: (319) 326-2841. Pres.: Fred R. Mauck.  
**Freeway** (see Gateway, Calif.).  
**Frisco** (see Dover, La.).  
**Frontier**, 1007 Murfreesboro Rd., Suite 109, Nashville, Tenn. 37217. Tel: (615) 244-7692. Contact: A. M. Hambric.  
**Fuller**, PO Box 10513, 2722 S. MacDill Ave., Tampa, Fla. 33609. Tel: (813) 839-5471. Pres.: Charles F. Hunt; A&R Dir.: Ron Resler; Sales Mgr.:

Douglas F. Crutchfield; Pub. & Promo.: Carol Coviello; Int'l: Charles Fuller.  
**Branches:** Providence, R. I., 15 Kneeland St. Zip: 02905. Tel: (401) HO 1-6288. Mgr.: Mrs. E. D. Danek-Nashville, Tenn., 905 17 Ave. S. Zip: 37203. Prod'r: Charles F. Hunt.  
**Labels:** Fuller, Boss, CFP, Cool As a Moose, Eighteenth String, Living Library, Soul-Town, Tigertown.  
**Fun** (see Music Inds.).  
**Fun-E** (see Bellaire).  
**Funk** (see Hot Line).  
**Fuzzwart**, 675 Navahoe Ave., Detroit, Mich. 48215. Zip: (313) VA 1-5793. Pres.: Franz Booth.  
**Branch:** Saginaw, Mich., 1585 Avalon Ave. Tel: (517) 793-8573.

**G**

**G H B** (see Jazzology).  
**G M**, 6404 Hollywood Blvd., Suite 223, Hollywood, Calif. 90028. Tel: (213) 464-2145. Pres.: Walter Mullenix; A&R & PR: Tim Gayle; C&W A&R Dir.: Henry Marshall.  
**Branch:** East Chicago, Ind., 4830 Magoun Ave. Zip: 46312. Midwest Nat'l Rep.: Henry Marshall.  
**G M C** (see Go Go Music Corp.).  
**G M S-Disc** (see Playette).



**G N P CRESCENDO**, 9165 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 275-1108. Cable: CRESREC. Pres.: Gene Norman; A&R: Billy Strange; Sales: Robin Combs; Promo. Dir.: Jan Steinberg; Int'l: Gene Norman.  
**Labels:** (owned) Crescendo, Dixieland Jubilee, GNP Crescendo; (distributed) Accent, Carole.  
**Tap:** GNP Crescendo: 4-tr. cartridge licensed to GRT, Muntz; 8-tr. cartridge licensed to GRT, ITCC, RCA; cassette & open reel licensed to GRT.  
**Int'l reps.:** Argentina (Dial), Benelux (Vogue), Brazil (Fermata), Canada (Compo), France (Vogue), Germany (Vogue), Italy (CGD), Japan (King), Mexico (Tizoc), Peru (Distribuidora Peruana), Philippines (Mareco), Portugal (Tecla), Scandinavia (Sonet), South Africa (Teal), Spain (Vergara), Switzerland (Vogue), United Kingdom (Decca, Vocalion), Venezuela (Palacio de la Musica). (SEE ADVERTISEMENT)  
**G P I** (see Gospel Prod'ns).  
**G R C**, 4211 S. 252 St., Kent, Wash. 98031. Tel: (206) VE 9-1295. Pres.: Robert J. Wooten.  
**G W M**, 525 Busse Hwy., Park Ridge, Ill. 60068. Tel: (312) 825-2168. Dir.: Neil A. Kjos Jr.  
**Gadget** (see Bellaire).  
**Gaiety**, 6153 Lexington Ave., Suite 15, Hollywood, Calif. 90038. Tel: (213) 469-6719. Pres. & A&R Dir.: Don Grashey; VP & Mktg. Mgr.: Charles Williams.  
**Intl branch:** Canada.  
**Int'l reps.:** Australia (W&G), Belgium (Frankie), Canada (Quality, RCA).  
**Gail** (see Kiderian).  
**Galaxie** (see Era Int'l Development).  
**Galaxy** (see Fantasy/Galaxy).  
**Gallery**, 609 Fifth Ave., New York, N.Y. 10017. Tel: (212) PL 2-4300. Pres.: Louis Dreyfus; A&R: John Cacavas; Promo. Mgr.: Larry Gallagher.  
**Gama**, 930 F St. N.W., Suite 615, Washington, D. C. 20004. Tel: (202) 347-3944. Pres. & A&R Prod'r: Lillian N. Claiborne; Sales, Mktg. & Adv.: J. Burston, H. Belthea.  
**Labels:** Gama, Loop, DC.  
**Gamble**, 1650 Broadway, New York, N.Y. 10019. Tel: (212) CI 5-0620. Pres.: Kenny Gamble; Mng. Dir. & Exec. Sec'y: Sam Goldner.  
**Garden**, 116 Princeton Rd., Linden, N.J. 07036. Tel: (201) 486-6496. Pres.: Steve Sabatino.  
**Garland**, 565 Rose St., Salem, Ore. 97301. Tel: (503) 363-6371. Pres.: Gary Nieland.  
**Garrawak Music-Cash Prod'ns**, 1674 Broadway, New York, N.Y. 10019. Tel: (212) 265-9692. Pres.: Garfield Ricketts; Pop A&R Dir.: Ray Jones; Sales Mgr.: William Parker.  
**Labels:** Arrawak, Cafe, Faith.  
**Int'l reps.:** France (Disques Young), Germany (Hans Wewerka), Philippines (Playtex), Spain (Discos Session), Sweden (Cupol).  
**Garric** (see Varmint).  
**Gates** (see Apco).  
**Gateway**, PO Box 111, Simi, Calif. 93065. Tel: (805) 527-1326. Pres.: E. E. Carlton; Sales & Mktg. Mgr.: T. Burl Carlton.  
**Labels:** Gateway, Freeway.  
**Gateway, Pa.** (see Gateway-Dyno).  
**Gateway-Dyno**, PO Box 3089, 256 Fifth Ave., Pittsburgh, Pa. 15222. Tel: (412) 471-5875. Cable: GATECORD. Pres.: Robert W. Schachner; Pop

continued on page 36



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**BELL RECORDS, INC. / 1776 BROADWAY / NEW YORK, N. Y. 10019**



*continued*

A&R Dir.: John Golden III; Polka A&R Dir.: Joe Fiedor; Adv. & Promo.: Carlton Adv'g Agency; Studio Mgr.: Lary Ziembra.  
**Branch:** Chicago, Ill., 4795 Archer Ave. Tel: (312) LA 3-6696. Mgr.: Len Frankowiak.  
**Labels:** Gateway, Dyno, Hunch, Leo, Power-Pak, Scotty.  
**Tape:** Gateway, Dyno: 8-tr. cartridge & cassette licensed to GRT.  
**Gen** (see Marvel).  
**General** (see Paramount).  
**General American**, 7203 Marshall Rd., Upper Darby, Pa. 19082. Tel: (215) FL 2-2793. Contact: Al Kelly; Pop A&R: Harry Finfer.  
**Labels:** General American, Jor Dan, Kabe, Lantam.  
**General Guard** (see Kayden).  
**General Lee's Confederate Recs.** (see Three Star).  
**Genius**, 1841 Broadway, New York, N.Y. Tel: (212) CI 5-3535. Pres.: Robert S. Crewe Jr.  
**Labels:** DynoVoice (distributed by Dot), New Voice (distributed by Bell).  
**Genuine**, 1697 Broadway, Suite 203, New York, N.Y. Tel: (212) 245-3580. Pres.: Lula Avery; Treas.: Thomas Robinson.  
**Labels:** Alto, Charles, Genuine.  
**GEORDEN REC. PROD'NS**, 1201 Arkansas Ave., Apt. 3, Pittsburgh, Pa. 15216. Tel: (412) 563-1109. Pres.: George W. Annesley; VP: Dennis A. Sites.  
**Labels:** (owned) Casark, Kitten, Point, South Shore; (distributed) Fascination, Green Dolphin, Jeree, Recap, Whitemout. (SEE ADVERTISE-  
**MENT**)  
**George Clements Prod'ns**, 781 W. 20 St., San Bernardino, Calif. 92405. Tel: (714) 883-9209. Owner: George E. Clements.  
**Labels:** Dynasty, E. Lane.  
**Getit**, 87-85 Sutphin Blvd., Jamaica, N. Y. 11435. Tel: (212) 297-2237. Pres.: Preston Foster; A&R: Ott Pryer.  
**Labels:** Getit, Zerott.  
**Ghost**, 1905 Pesos Pl., Kalamazoo, Mich. 49001. Tel: (616) 382-2178. Pres.: Don Jobe; VP: Wayne Nelson.  
**Branch:** Coloma, Mich., RR 1, Box 182. Zip: 49038.  
**Gigi** (see St. Clair Prod'ns).  
**Gilbert** (see Southern City).  
**Gina** (see Paramount).  
**Ginger** (see Kiderian).  
**Giri** (see Motivator Org.).  
**Glad-Hamp**, 165 W. 46 St., New York, N.Y. Tel: (212) PL 7-8486. Gen. Mgr.: Bill Titone; Promo. Dir.: Leo Moore; PR: Harold Rand & Co.  
**Tape:** 4 & 8-tr. cartridge & open reel licensed to ITCC.  
**Tom Glazer's Happy Time** (see United Artists).  
**Glenn**, 1659 Sweetbrier St., Palmdale, Calif. 93550. Tel: (805) 947-4563. Pres. & Gen. Mgr.: Glen MacArthur.  
**Labels:** Glenn, Box, UPI.  
**Int'l reps.:** Austria, Benelux, France, Scandinavia, United Kingdom (Karl I. Schneider in Germany).  
**Glenvalley**, 1631 Glen Valley Dr., Irving, Tex. 75060. Tel: (214) BL 3-7868. Pres., Sales & Mktg.: W. E. Snellings; VP, Gen. Mgr. & A&R: Charles H. Snellings; Pub. Dir.: Wesley Horne; Adv. Mgr.: Jan Hergert; Promo. Mgr.: Dick Thornbury; Distribution: Terry Hall.  
**Labels:** Glenvalley, Texan.  
**Glo**, Box 326, Somers, Conn. 06071. Tel: (203) 749-9989. Owner: Al Soyka.  
**Global**, PO Box 207, Manistique, Mich. 49854. Tel: (906) 341-2654. Pres.: R. B. Christensen.  
**Labels:** Global, Stereotone.  
**Glory** (see Asteroid Prod'ns).  
**Gloryland** (see Connoisseur).  
**Go Go** (see Epic).  
**Go Go Music Corp.**, 19 Southland Dr., Glen Cove, L. I., N. Y. 11542. Tel: (516) OR 6-8150. Pres.: Gene L. Moretti.  
**Label:** GMC.  
**Go-T** (see Super Cities Rec. Serv.).  
**Goal** (see Laurie).  
**Gold Bee** (see Antiqua Prod'ns).  
**Gold Coin** (see Impala-Delsey).  
**Gold Leaf**, Hotel Newhouse, Salt Lake City, Utah 84101. Tel: (801) HU 5-0308. Pres.: Eugene Jelesnik.  
**Gold Standard** (see Clements Ent.).  
**Gold Star**, Mass. (see Columbus).  
**Gold Star**, Rt. 1, Evergreen, N.C. 28438. Tel: (919) 654-2938. Mgr.: Jimmy Williamson.  
**Goldband**, PO Box 1485, 313 Church St., Lake Charles, La. 70601. Tel: (318) 439-8839. Pres.: Eddie Shuler.  
**Labels:** Folkstar, Goldband, Luffcin, TEK, Tic Toc.  
**Tape:** 4 & 8-tr. cartridge.  
**Golden** (see AA, N. Y.).  
**Golden Beats** (div. of Vibrations Int'l), 9130 State Rd., Philadelphia, Pa. 19136. Tel: (215) DE 1-2121. Pres.: Alan O'Neill.  
**Golden City**, 1345 Third Ave., New York, N. Y. 10021. Tel: (212) 628-7003. Bd. Chm.: Ray Hirsch.  
**Golden Guinea** (see Import/Export section: Gaelic Imports, Chicago, Ill., Cleveland, Ohio; Dance Rec., McLean, Va).  
**Golden North**, PO Box 247, Juneau, Alaska 99801. Tel: 586-2866. Owner: J. Allan MacKinnon.

**Golden Recs. of La.**, PO Box 2544, Baton Rouge, La., 70802. Tel: (504) 665-8423. Pres.: Ebb K. Harrison Sr.; VP Ebb-Tide: Annie W. Bordelon.  
**Branches:** Manistique, Mich.; Houston, Fort Worth, Dallas, Tex.; Winchester, Va.  
**Labels:** Golden Recs. of La., Ebb-Tide II, Ebenezer's Gospel Recs., Ann.  
**Int'l rep.:** South Africa (Ster).  
**Golden State Rec's**, 665 Harrison St., San Francisco, Calif. 94107. Tel: (415) 781-6306. Pres., Classical A&R, Sales & Mktg.: Leo de Gar Kulka; Exec. VP, Pub., Adv. & Int'l: Herbert P. Haas; Pop A&R: Hank Levine, Marty Cooper, Larry Goldberg, Jim Marino.  
**Int'l branch:** Germany.  
**Labels:** Captain, Golden State.  
**Golden Triangle Music**, Box 1506, Orange, Tex. 77630. Tel: (713) RE 5-2172. Pres.: W. L. Thompson; VP: Jay R. Tomlin.  
**Branch:** Amarillo, Tex., 703 S. Manhattan.  
**Labels:** Kay Bar Dane, Jay-Jean, Star-Way.  
**Golden Voice**, 700 W. Main St., South Pekin, Ill. 61564. Tel: (309) 348-3112. Pres.: Jerry Milam.  
**Golden Wonderland** (see AA, N. Y.).  
**Goldmont**, 726 16 Ave. S., Nashville, Tenn. 37203. Tel: (615) 254-3725. Pres.: J. William McInturff; Sec'y-Treas.: Frank X. Finke.  
**Labels:** Combo, Comet, Goldmont, Hayloft.  
**Goldust**, Box 3234, University Park, Las Cruces, N. M. 88001. Tel: (505) 524-1889. Mgr.: Emmit Brooks.  
**Goldwax**, 2445 Chelsea Ave., Memphis, Tenn. 38108. Tel: (901) 275-1760. Owners: Quinton Claunch & Rudolph Russell.  
**Labels:** Goldwax, Timmy (distributed by Bell); Bandstand.  
**Good Samaritan** (see Epstein Ent.).  
**Good Time Jazz** (see Contemporary).  
**Gordon Street** (see McKinnon).  
**Gordy** (see Motown).  
**Gospel** (see Savoy).  
**Gospel Corner** (see Proverb/Gospel Corner).  
**Gospel Key**, 1223 N. Chester Ave., Bakersfield, Calif. 93308. Tel: (805) 399-1674. Pres.: Mack Wilson.  
**Labels:** Gospel Key, Wilco.  
**Gospel Prod'ns**, PO Box 11181, Charlotte, N. C. 28209. Tel: (704) 525-2385. Gen. Mgr.: Ben McCoy.  
**Labels:** GPI, Gospel Prod'ns, The Chariots.  
**Gospel Time** (see Spar).  
**Grand Award** (see Command).  
**Grand Prix** (see Pickwick Int'l).  
**Grand Staff**, PO Box 343, Pacoima, Calif. 91331. Tel: (213) 896-4411. Owner & Mgr.: Harry J. Jenkins.  
**Branch:** Brockton, Mass., 462 Summer St. Zip: 02402. Tel: (617) 587-7531. Contact: Roger F. Jenkins.  
**Tape:** open reel.  
**Int'l rep.:** United Kingdom (Global Prods.).  
**Granite** (see Surf Rec'g Prod'ns).  
**Great** (see Chart).  
**Grecoption** (see Fiesta).  
**Green** (see Jim Hall Prod'ns listed under "H").  
**Green Dolphin** (see Georden Rec. Prod'ns).  
**Green Grass**, 9220 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 273-8016. Pres.: Seymour Heller; VP: Ed Cobb.  
**Gregory** (see Airtown).  
**Gremlin** (see Sock It, N. Y.).  
**Groove**, 807 Westham Pkwy., Richmond, Va. 23229. Tel: (703) 282-1629. Pres. & A&R: Martin Gary; VP Sales & Mktg.: Robert Gary.  
**Branch:** Washington, D. C., Box 9711. Zip: 20016. Tel: (202) 332-0063.  
**Labels:** Groove, Beech.  
**Groovy** (see Epstein Ent.).  
**Guest Star** (see Ambassador, N.J.).  
**Guitar World** (see Music Minus One).  
**Gulfstream**, 5614 Taylor St., Hollywood, Fla. Tel: (305) YU 3-6082. Pres.: Vincent Fiorino.  
**Gun**, 1 Smith Ln., Shrewsbury, Mass. 01545. Tel: (617) 757-7194. Pres.: Kenneth W. Carlson.  
**Labels:** Gun, CAVU.  
**Guyden** (see Jamie/Guyden Dist. Corp.).  
**Gypsy**, 2218 Algonquin, Detroit, Mich. 48215. Tel: (313) 822-5960. Pres.: T. Hogan & R. Carr.  
**Labels:** Gypsy, Hide-Out.

**H**

**H U M C O**, 313 El Tejon Ave., Oildale, Calif. 93308. Tel: (805) 399-9028. Owner: Robert L. Horrtor.  
**Hal n' Jean** (see Southern City).  
**Halifax**, 4135 W. Armitage, Chicago, Ill. Tel: (312) CA 7-3722. Owner: Hal Faktor.  
**Hall**, 802 18 Ave. S., Nashville, Tenn. 37203. Tel: (615) 242-5685. Pres. & A&R: William G. Hall; Sales Mgr. & Promo. Dir.: Bob Webster.  
**Labels:** Corridor, Hall, Hall-Way, Tracie.  
**Int'l reps.:** Australia (W&G), Canada (Compo).  
**Jim Hall Prod'ns**, 706 S. First St., Norfolk, Neb. 68701. Tel: (402) 371-1064. Pres.: Jim Hall.  
**Labels:** Boney, Bonnie, Dynamite, Cactus, Blue-bonnet, Green.  
**Hall-Way** (see Hall).  
**Halo**, Ill. (see One-Derful Prod'ns).  
**Halo**, S. C. (see Halo/Klub).  
**Halo/Klub**, 10 Michael Dr., Greenville, S. C. 29610. Tel: (803) 269-3961. Pres.: Bob Edwards.  
**Labels:** Halo, Klub.

**Hanf Dance**, 1825 Sylvania Ave., Toledo, Ohio 43613. Tel: (419) 475-1616. Mgr.: Jim Thomson.  
**Happy Jazz**, 110 Oak Park Dr., San Antonio, Tex. 78209. Tel: (512) TA 2-9742. Pres., A&R, Adv. & Promo.: Jim Cullum Jr.; VP Sales & Mktg., Int'l: Jim Cullum Sr.; Pub.: Don Dailey.  
**Int'l rep.:** Canada (Morris).  
**Happy Time** (see Pickwick Int'l).  
**Harlequin**, PO Box 20201, San Diego, Calif. 92120. Tel: (714) HO 9-6352. Pres.: Richard William.  
**Harmonia Mundi** (see Apon).  
**Harmony** (see Columbia).  
**Harvest Time** (see ALA Ent.).  
**Hastings**, Willow Grove Rd., Stony Point, N. Y. 10980. Tel: (914) 947-9831/1445. Pres.: Ken Hastings.  
**Hatakliit**, Israel (see Import/Export section: Folk Music Int'l, New York, N. Y.).  
**Hawk**, PO Box 133, 3010 Nottingham Dr., Markham, Ill. 60426. Tel: (312) 333-7014/5. Pres. A&R: Robert Lee.  
**Labels:** Big Three, Hawk, Jerhart, Vick.  
**Haydn Society**, PO Box 321, East Hartford, Conn. 06108. Pres.: Richard Godlewski; Gen. Mgr.: Billy Gilbert.  
**Hayloft** (see Goldmont).  
**Headliner Stars** (see Robbins).  
**Heart Warming**, 136 Fourth Ave. N., Nashville, Tenn. 37219. Tel: (615) 254-6558. Pres.: John T. Benson Jr.; VP: Bob Benson; A&R: Bob MacKenzie; Sales Dir.: Joe Light.  
**Labels:** Concert, Heart Warming, Impact, Hymn-time.  
**Tape:** Heart Warming, Impact: 8-tr. cartridge.  
**Heartbreak**, 801 17 Ave. S., Suite B 100, Nashville, Tenn. 37203. Pres.: Don Cummings.  
**Branch:** Dallas, Tex., Continental Bldg., Suite 722.  
**Heavy**, La. (see Fat).  
**Heavy**, Tex. (see Bismark).  
**Heidi**, N. Y. (see Atco).  
**Heidi**, Tex. (see Bellaire).  
**Heigh-Ho**, 340 W. 57 St., New York, N. Y. 10019. Tel: (212) 765-5387/5944. Owners: Hy & Mary Lou Fenster.  
**Heliodor** (see MGM).  
**Heller** (see Touche, Ala.).  
**Hello-World** (see Magic City).  
**Henry** (see Touche, Ala.).  
**Hep**, 2551 Aldine St., N. St. Paul, Minn. 55113. Tel: (612) 633-5329. Pres.: Henry J. Auge Jr.; VP: Roger Zakrzewski; Sales & Serv. Admin'g: William J. Fischer; Pub. Dir.: W. U. Haglund; Adv. & PR Mgr.: George U. Buhl; Asst. Adv. Mgr.: Peter B. Buhl.  
**Herbst** (see Action 25).  
**Heritage** (see MGM).  
**Hi** (see London).  
**Hi Ho Prod'ns**, PO Box 8135, Chicago, Ill. 60680. Tel: (312) 643-2979. Pres., Pop A&R & Adv.: Frank Howard Jr.; Exec. VP, Classical A&R, Sales, Mktg. & Promo.: R. C. Hillsman; Pub. & Int'l: Ad-vertising Unltd.  
**Labels:** Franne, Hi Ho, Superbe.  
**Hi-Q** (see Fortune).  
**Hiback**, 6311 Yucca St., Hollywood, Calif. 90028. Tel: (213) 462-1133. Pres.: Gerry Hibbs; Exec. VP: Mike Hogan; A&R Dir.: William Marx.  
**Hickory**, 2510 Franklin Rd., Nashville, Tenn. 37204. Tel: (615) 297-8558. Cable: ACUFF-ROSE. Pres. & A&R: Wesley H. Rose; Gen. Mgr.: John R. Brown; Sales Mgr.: Lester Rose; Nat'l Promo. Mgr.: Gene Kennedy.  
**Labels:** Hickory, TRX.  
**Tape:** 4 & 8-tr. cartridge licensed to GRT, Muntz; cassette licensed to Mercury; open reel licensed to GRT.  
**Int'l reps.:** Australia & New Zealand (Australian Rec.), Canada (Quality), Denmark (Moerks), Italy (CGD), Netherlands (Artone), Philippines (Mareco), Scandinavia (Triola), South Africa (Teal), United Kingdom, Germany, Austria, Switzerland (London in New York).  
**Hide-Out** (see Gypsy).  
**HiFi** (see Everest).  
**High School** (see Eternity).  
**High-Up** (see Jake's Music Shop).  
**Highland** (see Malynn Ent.).  
**Hilco Music Ent's.**, 8307 Bronwood Rd., Richmond, Va. 23229. Tel: (703) 270-3810. Partners: Nick Collieran, Tom Hill; A&R: Nick Collieran; Sales & Mktg.: Tom Hill.  
**Branch:** Memphis, Tenn., 3140 Estes Ave. Zip 38118. Tel: (901) 363-8212.  
**Label:** Soulo.  
**Hillside** (see JCD).  
**Hilltop** (see Pickwick Int'l).  
**Hines** (see Lynn's Prod'ns).  
**Hip** (see Stax).  
**Hip-Pocket** (see Philco-Ford Hip-Pocket).  
**Hispavox** (see Import/Export section: Playette, New York, N. Y.).  
**Historical**, Box 4204, Bergen Sta., Jersey City, N. J. 07304. NYC Tel: (212) 252-0252. Pres.: Arnold S. Caplin.  
**Affiliate:** Biograph.  
**Hit**, 1743 Portsmouth Rd., Clearwater, Fla.  
**Hit**, Tenn. (see Record Serv.).  
**Hit Kingdom** (see McKinnon).  
**Hitsburgh** (see Southern City).  
**Ho-Ty** (see Tyner).  
**Hob** (see Scepter).  
**Hodge** (see Paramount).  
**Holiday**, 249 S. Spalding Dr., Beverly Hills, Calif.

*continued on page 38*

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Keetch (see Atlantic).  
 Kelit-Aurora, 241 W 18 St., New York, N.Y. 10011  
 Tel: (212) 989-7200. Contact: Ellen C. Connolly.  
 Kelmar, 1054 E. 71 St., Cleveland, Ohio 44103. Tel:  
 (216) 391-4518. Pres.: Joel Kischel.  
 Kendra Music, Rt. 3, Anoka, Minn. 55303. Tel: (612)  
 421-8073. Contacts: Alan & Joyce Holter.  
**Label:** Fendra  
 Kent (see Modern-Kent).  
 Kenwood (see Roulette).  
 Kerr, 15831 Simonds St., Granada Hills, Calif. 91344.  
 Tel: (213) 361-2334.  
**Int'l branch:** Canada.  
**Labels:** Kerr, Spotlight.  
 Key (see Varmint).  
 Keyboard (see Band Box).  
 Kick (see Jamaka).  
 Kiderian, 4926 W. Gunnison St., Chicago, Ill. 60630.  
 Tel: (312) 545-0861/7742. Pres. & Promo.:  
 Raymond G. Peck; VP & Adv.: Ginger Wadipian;  
 A&R: George Peck.  
**Labels:** Kiderian, Dick-Hike, St. Lewis, Orlon/  
 Kiderian, Gail, Ginger.  
 Kilgore, PO Box 641, Leesville, La. 71446. Tel: (318)  
 239-3215. Pres. & Owner: John Kilgore.  
 King, 1540 Brewster Ave., Cincinnati, Ohio 45207.  
 Tel: (513) 751-1910/2211. Exec. VP: Jack  
 Pearl; VP & Gen. Mgr.: Johnnie Miller; A&R  
 Dir.: Louis Innis; Int'l: Gladys Knochelman.  
**Labels:** King, Audio-Lab, Bethlehem, DeLuxe,  
 Federal.  
**Tap:** 4-tr. cartridge self mfd. & licensed to  
 GRT, open reel self-mfd.  
**Int'l rep.:** Canada (Phonodisc), France (Polydor),  
 Germany (Deutsche Grammophon), Italy (Durium),  
 New Zealand (Philips), South Africa (Gallo),  
 United Kingdom (Polydor).  
 King Leo (see MGM).  
 King Walk, 1815 Foucher St., New Orleans, La.  
 70115. Tel: (504) 891-7382. Pres.: Earl K. John-  
 son; VP: Elijah Walker.  
 Kingdom (see Belholly).  
 Kingsway, 9000 Sunset Blvd., Los Angeles, Calif.  
 90069. Tel: (213) CR 5-4191. Pres.: Earle  
 Williams.  
**Labels:** Audio Bible Studies, Kingsway.  
 Kinor (see Audio Fidelity).  
 Kip, 45 W. 39 St., New York, N. Y. 10018. Tel: (212)  
 BR 9-3482. Pres.: Lonnie Kaufman.  
**Labels:** Kip, Pik, Tar-gat.  
 Kippo (see Kashi).  
 Kismet, 227 E. 14 St., New York, N. Y. 10003. Tel:  
 (212) GR-7-2891. Pres.: A. D. Kornienko.  
**Int'l reps.:** Canada (Bouthillier Musique), France  
 (OSI).  
 Kitten (see Georden Rec. Prod'ns).  
 Klime (see KM).  
 Klondike (see Alkon Int'l).  
 Klub (see Halo/Klub).  
 Knight (see ThunDer).  
 Knight Education, 2406 W. Seventh St., Los Angeles,  
 Calif. 90057. Tel: (213) 385-2293. Pres.: Mario  
 Piraino.  
**Labels:** Knight Education, Learn While You  
 Sleep, Mind Power Education.  
 Kona (see Trend, Nev.).  
 Kondas, 1405 Allen Ave., Ashtabula, Ohio 44004.  
 Tel: 964-7862. Pres. Gus Kondas; Sec'y-Treas.:  
 Robert Kondas.  
 Koo-Koo (see Kangaroo).  
 Kool Kat (see MSK Prod'ns).  
 Krishna (see Tyner).  
 Kristal (see Kubaney).  
 Kubaney, PO Box 2067, Hialeah, Fla. Tel: (305)  
 888-7411/2365. Pres.: Mateo San Martin; VP:  
 Rose San Martin; Sales & Mktg. Mgr.: Frank  
 Garcia; Pub. & Adv.: Jose Calvo; Int'l: Arturo  
 Avendano.  
**Int'l branch:** Puerto Rico.  
**Labels:** (owned) Kubaney, Kristal, Regio; (dis-  
 tributed) Belter.

**L**

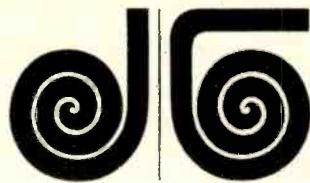
Liblick; VP: Maurice Liblick.  
**Labels:** Laitini, Mastersound.  
 Lakco, 607 W. Deming, Chicago, Ill. 60614. Tel:  
 (312) GR 2-8649. Owner: Leon A. Kelert.  
**Label:** Blackbird.  
 Lakeview (see Leppy & Lerks).  
 Landa (see Jamie/Guyden Dist. Corp.).  
 Landra (see Lynn's Prod'ns & Tommy Bee Prod'ns).  
 Lane (see George Clements Prod'ns listed under "G").  
 Lanes End, 5 Jacobs Ave., Beverly, Mass. 01915.  
 Tel: (617) 922-8259. Contact: Stephen Buckley.  
 Lano, 67 Sylvan Rd., Port Chester, N.Y. 10573.  
 Tel: (914) WE 9-6055. Pres.: R. F. Catalano.  
 Lanor, PO Box 233, 583 N. Louis St., Church Point,  
 La. Tel: (318) 684-2176. Pres.: Lee Lavergne.  
 Lantam (see General American).  
 Lantic Gold, 220 L St. N.E., Washington, D. C.  
 20002. Tel: (202) 543-7872. Pres.: Leon E.  
 Stewart; VP: Merton Firestone.  
 Larray, 8906 First Ave., Silver Spring, Md. 20910.  
 Tel: (301) JU 5-9696. Pres.: Larry Sealton;  
 VP: Ray Scott; A&R: Tom Guernsey.  
 Larric, 70-13 Caldwell Ave., Masspeth, N.Y. 11378.  
 Tel: (212) 672-6491. Pres.: Larry M. Palatta;  
 VP: Rocco Riccardi.  
**Labels:** Larric, Universe, Volcano.  
 Lasalle, 5727 S. La Salle St., Chicago, Ill. 60621.  
 Tel: (312) 667-4151. Pres., Sales & Mktg.:  
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 Armond Jump Jackson; Pub.: Robert Wainwright;  
 Adv.: Larry Wainwright.  
**Labels:** Fay, Lasalle, Planet.  
 Laurie, 165 W. 46 St., New York, N.Y. 10036. Tel:  
 (212) JU 2-2975. Pres. & Int'l: Robert M.  
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 Admin.: Gene Schwartz.  
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 (Ri-Fi), Japan (Toshiba), Mexico (Gamma),  
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 way (Iversen & Frogg), Pakistan (Pakistan),  
 Peru (EMI), Philippines (Mareco), Portugal  
 (Valentim de Carvalho), South Africa (EMI),  
 United Kingdom (EMI).  
 LaVal, 226 N. Burdick St., Kalamazoo, Mich. 49006.  
 Tel: (616) FI 4-1001, FI 2-1936. Pres.: Vic  
 LaVal; Promo. Mgr.: Hector Taylor.  
**Labels:** Bay Tone, LaVal, Vic.  
 Lavette, c/o Linden Prod'ns, 929 Larrabee, Suite  
 12, Los Angeles, Calif. 90069. Tel: (213)  
 766-3851. Pres.: Lindy Blaskey; Nat'l Promo.  
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 Le Monde (see Atlantic).  
 Learn While You Sleep (see Knight Education).  
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 Leppy, 1517 Double Branch Rd., West Columbia, S.C.  
 29169. Pres., A&R, Adv. & Promo.: James  
 Stewart; VP: Enola Mae Stevens; Gen. Mgr.,  
 Pub. & Promo.: Thomas Miller; A&R: Robert  
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 Lorenzo Wright; Sales & Mktg.: Byron Stewart;  
 Pub.: Cleveland Miller, Isaih Pye; Adv.: Eddie  
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**Branch:** Philadelphia, Pa., PO Box 3511, Zip:  
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**Labels:** Congaree, Lakeview, Leppy, Lerks, Wertz.  
 Leda (see Met Richmond Latin Rec. Sales).  
 Lee (see jib).  
 Roosevelt Lee (see listing under "R").  
 LeFevre (see Dawn Prod'ns).  
 Legrand, 177 Rt. 304, New City, N.Y. 10956. Tel:  
 (914) 634-5101. Pres.: Frank J. Guida.  
**Labels:** Legrand, SPQR, Peanut Country  
 Legrand, New York, N.Y. (see Laurie).  
 Tom Lehrer (see Reprise).  
 Lejac (see Agar).  
 L'Elegant, 110 W. 47 St., Suite 600, New York,  
 N.Y. 10036. Tel: (212) JU 6-0909.  
**Int'l rep.:** Switzerland (Johnny Simmen).  
 Lemco (see Atco).  
 Leno (see Lynn's Prod'ns).  
 Leo (see Gateway-Dyno).  
 Leo the Lion (see MGM).  
 Lerks, 1517 Double Branch Rd., West Columbia, S. C.  
 29169. Pres.: Mrs. Enola Mae Stevens; VP:  
 James Stewart; A&R: Joseph Thomas Jr.  
**Affiliated labels:** Wertz, Oldfield, Lakeview. (see  
 Leppy).  
 Lesley, PO Box 24, Zip: 40201; 3007-C Dixie Hwy.,  
 Louisville, Ky. 40216. Tel: (502) SP 5-6030.  
 Pres.: F. I. Brodie.  
 Lexington, Pleasantville, N.Y. 10570. Tel: (914)  
 769-6332. Pres.: S. P. Punter; Sales Dir.: Stuart  
 L. Wilcox.  
 LIBERTY, 6920 Sunset Blvd., Los Angeles, Calif.  
 90028. Tel: (213) 464-8101. Cable: LIBRECORD.  
 Pres.: Alvin S. Bennett; Exec. Ass't to Pres.:  
 Ron Bledsoe; VP A&R & Promo.: Bob Skaff;

Exec. A&R Co-ord.: Dave Pell; A&R: Tommy  
 Oliver, Joe Saraceno, Dallas Smith, Jack Tracy,  
 Scooty Turner; Mktg. Co-ord.: Allen LaVinger;  
 Adv. & Mds'g Mgr.: Derek/Church; Pub.: Litrov/  
 Levinson; Int'l Sales Dir.: Jerry Thomas; Over-  
 seas Opns. Dir.: Ron Kass.  
**Liberty Div.:** Gen. Mgr.: Bud Dain; Sales Mgr.:  
 Jack Bratel; Promo.: Dennis Ganim.  
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**Blue Note Div.:** Gen. Mgrs.: Francis Wolf, Mel  
 Fuhrman.  
**Liberty Stereo Tape Div.:** Sales Mgr. & Promo.:  
 Wally Peters.  
**Int'l branches:** England, Germany.  
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**Tap:** 4 & 8-tr. cartridge & cassette self-mfd.;  
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 mophon) Finland (R. E. Westerlund), France  
 (Pathe-Marconi, Philips), Germany (Liberty,  
 Philips), Greece (Music-Box), Guatemala (Discos  
 de Centro America), Hong Kong (Colonial Trad-  
 ing), Italy (Ricordi), Jamaica (Gloken), Japan  
 (Toshiba), Lebanon (EMI), Mexico (Gamma,  
 Discos Musart), Netherlands (Bovema), New  
 Zealand (Festival), Norway (Carl M. Iversen),  
 Peru (Distribuidora Peruana), Philippines (Dyna),  
 Portugal (Radio Triunfo), Singapore (Chiang  
 Huat), South Africa (Teal), Spain (Hispanvox),  
 Sweden (EMI), Switzerland (EMI, Jecklin),  
 Turkey (Melodi), United Kingdom (Liberty,  
 Philips). (SEE ADVERTISEMENT)  
 Library Editions (see Request).  
 Life (see Everest).  
 Lifetime, 133 North St., Rochester, N.Y. 14604.  
 Tel: (716) 454-1269.  
**Labels:** Joker, Lifetime, Lyndell.  
 Lightnin, 63J1 Gulf Freeway, Houston, Tex. 77023.  
 Contacts: E. L. Cole, Sam (Lightnin) Hopkins,  
 Charles H. Wilson.  
 Lightning (see ThunDer).  
 Like Young, PO Box 5305, Sherman Oaks, Calif.  
 91403. Tel: (213) 762-7042. Pres.: Noel S.  
 Young; VP: Irene B. Young; A&R: Del Kacher;  
 Int'l: Stan D. Tschopp.  
**Labels:** Drumadone, Like Young.  
**Int'l rep.:** Belgium (Frankie Music).  
 Limelight, 35 E. Wacker Dr., Chicago, Ill. 60601.  
 Tel: (312) DE 2-5788. Cable: MERREC. (see  
 Mercury for personnel).  
**Branches:** Hollywood, Calif., 6922 Hollywood  
 Blvd. Zip: 90028. Tel: (213) 469-3937. Regional  
 Dir.: Robert Sarenpa; A&R Dir.: Steve Douglas—  
 New York, N.Y., 110 W. 57 St. Zip: 10019.  
 Tel: (212) 245-7300. VP & Rec'd Prod. Dir.:  
 Charles Fach; Regional Dir.: Abe Chayot.  
**Tap & Int'l reps.:** (see Mercury).  
 Lin, PO Box 222, Gainesville, Tex. 76240. Tel:  
 (817) HO 5-4076. Pres.: Joe M. Leonard Jr.  
 Linda (see Faro).  
 Lindberg, 1445 Sunset Ridge Rd., Glenview, Ill.  
 60025. Tel: (312) 729-2047. Pres.: Sven Lind-  
 berg.  
**Tap:** 4 & 8-tr. cartridge & open reel self-mfd.  
 & licensed to DanskTape, NorskTape & Svensk-  
 tape.  
 LinJo, 5821 Normont Way, El Paso, Tex. 79912.  
 Tel: (915) 584-4047. Pres.: Lindy Cash; A&R,  
 Sales & Mktg.: Joey Cash; Pub.: Steve Rosen-  
 feld.  
**Branch:** Englewood, N.J., 260 Speer Ave. Tel:  
 (213) 567-2323. VP: Joan Granger.  
 Lisa, PO Box 18123, Houston, Tex. 77023. Tel:  
 (713) 644-6004. Pres.: D. Earl Sheffield; VP:  
 Peter Cusimano; A&R: Paul Butts, Mike Barton.  
 Literary (see Creative Rec. Serv.).  
 Little Cowboy (see Little Darlin').  
 Little Darlin', 101 W. 55 St., New York, N.Y. 10019.  
 Tel: (212) CI 6-3359. Music Dir.: A. Mayhew;  
 Admin. Dir.: C. King; Sales Mgr.: Tom McCon-  
 nell.  
**Branch:** Nashville, Tenn., 802 18 Ave. S.  
**Labels:** Big A, Little Darlin', Little Cowboy,  
 Sweet Lucy.  
**Tap:** Little Darlin': 4 & 8-tr. cartridge, cassette,  
 PlayTape, open reel licensed to ITCC.  
**Int'l rep.:** Canada (Phonodisc).  
 Little Nashville, 1610 Poinsettia Rd., Charleston,  
 S.C. 29407. Tel: (803) 766-9701. Pres.: Roger  
 Hopkins; VP: Faye S. Hopkins; A&R Dir.: David  
 Jobe; Sales Dir.: Don Strange; Pub. Dir.: Matt  
 Moser; Promo. Dir.: Boyd Cobb; Dist. Mgr.:  
 Frank Sutton.  
**Labels:** Detroit Sounds, Evergreen, Little Nash-  
 ville, Zion.  
 Little World (see Cameo-Parkway).  
 Live, PO Box 663, Waxahachie, Tex. 75165. Tel:  
 (214) WE 7-2248. Owners: L. W. Dollar, Way-  
 land Woodall.

Living Language Courses (see The Franson Corp.)  
 Living Legend, 6000 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) HO 4-0225. Pres.: Kim Fowley.  
 Living Library (see Fuller).  
 Living Rec. Library (see Stereodiddies).  
 Llama (see White Rock).  
 Lo-Lace (see Viscojon).  
 Lo Lyn Prod'ns (see Jay-Cher Ent's.).  
 Loadstone/Open, 163 Orizaba Ave., San Francisco, Calif. 94132. Tel: (415) 334-2247. Pres. & A&R Dir.: Walter C. Stone; Sales Mgr.: B. M. Stone; Pub. & Promo.: M. Muller; Adv.: L. King, G. G. Calob.  
 Labels: Loadstone, Open.  
 Lodestar, 11225 Ewing Circle, Minneapolis, Minn. 55431. Tel: (612) 888-2011. Owner: C. B. Brown.  
 Lodestone (see Dover, La.).  
 L'Oiseau Lyre (see London Imports).  
 Loma (see Warner Bros.-Seven Arts).  
 London, 539 W. 25 St., New York, N.Y. 10001. Tel: (212) OR 5-6060. Pres.: D. H. Toller-Bond; Admin.: Martin J. Wargo; Pop A&R: Walt Maguire; Classical A&R: Terry McEwen; Sales: Herb Goldfarb; Int'l: Mimi Trepel.  
 Labels: London, Chapter 1, Coliseum, Deram, Hi, Parrot, phase 4, Press, Richmond, Seville, Stereo Treasury, Telefunken (pop), Tribe.  
 Tape: 4 & 8-tr. cartridge, cassette & open reel licensed to Ampex.  
 Int'l reps.: Canada (London). All others Decca, Ltd., England.  
 London Imports, 539 W. 25 St., New York, N. Y. 10001. Tel: (212) OR 5-6060. Gen. Mgr.: Leo H. Hofberg. (see London).  
 Labels: Argo, Das Alte Werke, L'Oiseau Lyre, Societe Francaise du Son, Telefunken (classical).  
 Longhorn, PO Box 17014, Dallas, Tex. 75217. Tel: (214) AT 5-8734. Owner: Dewey Groom.  
 Look (see Starday).  
 Look & Listen (see Ambassador, N.J.).  
 Loop (see Gama).  
 Lorraine (see McKinnon).  
 Lost-Nite (see Atlantic).  
 Lotassco, 1634 Wakefield Dr., Houston, Tex. 77018. Tel: (713) OV 6-1155. Contact: "Ike" Eickenhorst.  
 Labels: Casual, Lotassco.  
 Lotta Music Ent's., 930 F St. N.W., Suite 415, Washington, D.C. 20004. Tel: (202) DI 7-3944. Pres.: Charles H. Barner Jr.; VP & Promo.: Anthony R. Tureaud; A&R: Lucious Bing; Gen. Mgr.: Keven Woods; Pub.: Patricia Denson; Adv.: Martha Hughes.  
 Labels: Achillean, Jonetta, INRI, TBN, Zaraks.  
 Lotus (see Deb-Mor Sales).  
 Lou-Neita, 3815 Main St., College Park, Ga. 30337. Tel: (404) 766-3641. Pres.: James F. Brannon Jr.  
 Loyal, 5112 Scenic View Dr., Birmingham, Ala. 35210. Tel: (205) 595-9602. Pres.: Walter Bailes; Gen. Mgr.: Frankie Bailes.  
 Loyal, Ga. (see Jay-Cher Ent's.).  
 Lu Von (see Stardom).  
 Luau (see Boddie).  
 Lucky Leprechaun (see Cuca).  
 Lucky Sounds (see Ron).  
 Ludukay, 2719 St. Peter St., New Orleans, La. 70119. Tel: (504) 482-6645. Pres.: Herbert J. Meyers; VP: Edgar L. Chase Jr.; Sec'y: Lou Welsch Jr.  
 Luffcin (see Goldband).  
 Lumen (see Import/Export section: Playette, New York, N.Y.).  
 Lummtone, PO Box 11121, Los Angeles, Calif. 90011. Tel: (213) RE 4-4459. Pres.: Lummie J. Fowler.  
 LuPine (see Atlantic).  
 Luv (see Bell).  
 Lyndell (see Lifetime).  
 Lynn's Prod'ns, 551 Muscadine St., Greenville, Miss. 38701. Tel: (601) 332-8665/5710. Pres.: Henry R. Hines; VP: Terri Lynn Hines; Ass't VP: Bessie Mae Williams; Gen. Mgr.: Vicki Williams; Chm.: Reginald Hines.  
 Labels: Anvick, Bar-Bare, Big Beat, Bo-Bo, Bronze, Della, Ecco, Hines, Landra, Leno, Lynn's, Odex, Reginald, Terrell, Yolanda.  
 Lyrichord, 141 Perry St., New York, N.Y. 10014. Tel: (212) WA 9-8234. Pres.: Peter Fritsch.  
 Labels: Eterna, Experiences Anonymes, Lyrichord.  
 Lyricon (see Trend, Nev.).

## M

M B, 8 E. 48 St., New York, N.Y. 10017. Tel: (212) MU 8-2847. Mng. Dir.: Richard Simon.  
 Labels: MB, Downeast.  
 M B S (see Paramount).  
 M F R (see Met Richmond Latin Rec. Sales).  
 M G M, 1350 Ave. of the Americas, New York, N.Y. 10019. Tel: (212) 262-3131. Cable: METROCORD. Pres.: Mort L. Nasatir; Bus. Affairs Dir.: Thomas F. White; Label Mgrs.: Lenny Scheer (Ventura, Blue Valley, MGM); Album Sales Mgr.: Joe Berger (Verve, Verve/Forecast), Irv Stimler (Metro Group); A&R Exec. Dir.: Robert  
*continued on page 42*



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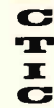
The Fantastic Johnny C ■ Flash Wilson

Cliff Nobles & Co. ■ Barbara Mason

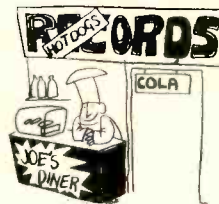
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- Morgan; Jazz A&R: Esmond Edwards; Pub.: Sol Handwerker; Adv.: Jack Maher; Promo.: Harold Berkman; Int'l: Eric Steinmeiz.
- Branches:** Los Angeles, Calif., 2053 Venice Blvd. Tel: (213) 733-2114. Mgr.: Mel Price—Chicago, Ill., 1112 S. Wabash Ave. Tel: (312) 341-0660. Mgr.: Irving Rothblatt—New York, N. Y., 547 W. 52 St. Tel: (212) CO 5-1872. Mgr.: Stan Drayson.
- Labels:** (owned) MGM, Heliodor, King Leo, Leo the Lion, Metro, VSP, Verve, Verve/Forecast, Venture, Blue Valley. (distributed) Cameo-Parkway, Cub, Deutsche Grammophon (DGG), Flick Disc, Heritage, Kama Sutra, Music Factory, Palette, Poppy, Spring, Way-Out.
- Tap:** Kama Sutra, MGM, Verve, Verve/Forecast: 4-tr. cartridge licensed to ITCC; 8-tr. cartridge, cassette & open reel licensed to Ampex; PlayTape, DGG: 8-tr. cartridge & open reel licensed to Ampex; cassette imported by MGM.
- Int'l reps.:** Argentina (Philips), Australia (Philips), Austria (Polyphong), Belgium (Polydor), Brazil (Companhia Brasileira de Discos), Canada (Quality), Chile (Philips), Colombia (Philips), Costa Rica (INDICA), Denmark (Nordisk Polyphong), Finland (Oy Finnlevy), France (Polydor), Germany (Deutsche Grammophon), Greece (Hellas), Hong Kong (Colonial), Israel (Hed Arzi), Italy (Ricordi), Jamaica (Federal), Japan (Nippon Grammophon), Mexico (Discos Universales), Netherlands (Polydor), New Zealand (Philips), Norway (Nor-Disc), Panama (Panama Radio), Peru (El Virrey), Philippines (Mareco), Singapore (Phonogram), South Africa (Trutone), Spain (Fonogram), Sweden (Karusell), Switzerland (Siemens), United Kingdom (MGM), Venezuela (Siemens).
- M I C (see Music Inds.).  
M K (see Connoisseur).  
M & M (see Music Mountain).  
M M C (see CBC Ents.).  
M M O (see Music Minus One).  
M O D, 18751 Ventura Blvd., Tarzana, Calif. 91356. Tel: (213) 345-3805. Pres.: Ronald Wasserman; Gen. Mgr.: Phyllis Schwartz; Exec. VP: Hal Dickinson.  
M O L, 6290 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) 469-5838. Owner: George Jay.  
M R (see Maseda).  
M-R (see Met Richmond Latin Rec. Sales).  
M R M, 156 W. Chanslor St., Richmond, Calif. Tel: (415) 235-8109. Pres. & A&R: Dell Randle; Mgr.: Eric Randle; Sales & Mktg.: Mark A. Randle; Promo. Mgr.: Lavell Willis.  
**Labels:** Baby-Luv, Chili, MRM, MoSound, Mustang, Shikari.  
M-S (see MSK Prod'ns).  
M S K Prod'ns, 13200 W. Warren, Dearborn, Mich. 48126. Tel: (313) LU 2-5850/2300. Pres.: Chet Kajeski; Exec. VP, Gen. Mgr. & A&R: Ed Kaplan.  
**Labels:** Dearborn, M-S, Kool Kat, Marquee.  
M S L (see Jamie/Guyden Dist. Corp.).  
M T A Prod'ns, 26 W. 58 St., New York, N.Y. 10019. Tel: (212) PL 3-5710. VP: Bob Thompson; Sales Mgr.: Howard Silvers; Prod'n Mgr.: Sheila Horn.  
**Label:** MTA.  
**Tap:** 4 & 8-tr. cartridge, cassette & open reel licensed to GRT.  
**Int'l reps.:** Australia (Astor), Canada (Sparton), Italy (Ricordi), United Kingdom (CBS).  
M T R (Music Town Rec'g), 7 S. Main St., West Hartford, Conn. Tel: (203) 236-4439.  
M T W, 2421 94 St. N.E., Bellevue, Wash. 98004. Tel: (206) GL 5-2290. Pres.: Michael T. Wing.  
M U S A—Music USA (see Era Int'l Development).  
M & W (see Style Rec. Prod'ns.).  
Mac Gregor, 729 S. Western Ave., Los Angeles, Calif. 90005. Tel: (213) 384-4191. Pres.: C. P. MacGregor.  
MacArthur (see SunShine).  
Mace (see Scepter).  
Mad, 6150 Kenmore Rd., Chicago, Ill. 60626. Tel: (312) 262-5300. Pres.: Joseph Sugarman.  
Mad Duck (see Marcel).  
M'Ada (see Trusty).  
Madre, PO Box 132, Cambridge, Mass. 02139. Tel: (617) 491-0131. Pres.: Helen M. Bragner.  
Maestro, 5235 Cleveland, Skokie, Ill. Tel: (312) OR 3-8632. Owner: Larry Taylor.  
Magda (see Epstein Ents.).  
Magic City, 8912 Grand River Ave., Detroit, Mich. 48204. Tel: (313) 896-6060. Pres., Sales & Mktg.: Ernest Burt; A&R Dir.: Leroy Duckett; Pub., Adv. & Promo. Dir.: Clinton E. Moon.  
**Labels:** Magic City, Burt, Hello-World, Mello, Sock-It.  
Mainstream (see Time).  
Major (see Thomas J. Valentino).  
Majorette, N.Y. (see Thomas J. Valentino).  
Majorette, Pa. (see Cameo-Parkway).  
Makaha, 1006 Waimanu, Honolulu, Hawaii 96814. Tel: 587-3711. Cable: KANAKA. Pres.: George J. D. Chun; Exec. VP: Toki Anzai.  
**Labels:** Makaha, Kanaka.  
Mala (see Bell).  
Malynn Ents., 2580 W. Pico Blvd., Los Angeles, Calif. 90006. Tel: (213) 385-9163.
- Labels:** (owned) Malynn, Highland; (distributed) Call Me, Money, Ten Star.  
Magnum (see Trident Mgmt.).  
Mama, 13817 Benwood Rd., Cleveland, Ohio. Tel: (216) 751-4259. Pres.: Isaac Perry; VP, A&R: Ike Perry; Pub.: Alfred Perry; Adv.: Eddie Banks.  
Manchester (see Chartbuster).  
Manhattan (see Dover, La.).  
Map (see Music Inds.).  
Mara (see Aris Prod'ns).  
Marathon (see Dover, La.).  
Marcel, 2338 W. Cholla St., Phoenix, Ariz. 85029. Tel: (602) 944-5030. Pres.: Daniel F. Marcella; VP: James S. Day; Gen. Mgr.: William R. Maddock.  
**Labels:** Marcel, Cycle, Day, Mad Duck.  
Mardi Gras (see Roulette).  
Margate (see Tioga).  
Margie (see McKinnon).  
Marion (see McKinnon).  
Margo (see Adaire).  
Maria, PO Box 3770 Grand Central Sta., New York, N.Y. 10017. Tel: (212) SE 3-0125. Contact: John Clark.  
Marion, 930 Woodview Pl., Sharon, Pa. 16146. Tel: (412) 347-4726. Owner, Sales & Mktg.: J. T. Krzancic; Pub. & Adv.: Martha Krzancic.  
**Labels:** Marion, Tamart.  
Mark X (see Aniqua Prod'ns).  
Marlo, PO Box 1122, Port Jervis, N.Y. Tel: (717) 296-6682. Owner: Mario Ketchum; A&R Mgr. & Promo.: Floyd Ketchum.  
Marquee (see MSK Prod'ns).  
Marsh (see Rollo-Marsh-Kammy).  
Marteen, 3116 Drexel St., Shreveport, La. 71108. Tel: (318) 635-6354. Co-owners: DeWitt C. & Maylon D. Humphries.  
Mar-V-Lus (see One-Derful Prod'ns).  
Marvel, 852 Elm St., Manchester, N.H. 03101. Tel: (603) 623-9749. Cable: W&G. Mng. Dir. & Int'l: James N. Parks; Exec. Dir.: Ron Gillespie; A&R Control Dir.: George Taylor; Pop A&R Dir.: Jack Varney; Country A&R Dir.: Dougal Trineer; Sales Mgr.: Sam Goldner.  
**Branch:** New York, N.Y., 1650 Broadway. Zip: 10019. Tel: (212) 757-2750. Sales Mgr.: Sam Goldner.  
**Int'l branches:** Australia, Canada.  
**Labels:** Marvel, Marveltone, Bossdown, Gem, In.  
**Tap:** 4 & 8-tr. cartridge & cassette licensed to Pickwick.  
Marveltone (see Marvel).  
Mary Jane (see LaBeat).  
Mascot (see Hull).  
Maseda, 442 E. 149 St., Bronx, N.Y. 10455. Tel: (212) MO 9-3500. Pres.: Angel Maseda, Raul Quintana; Sales Mgr.: Ruben Rodrigues.  
**Branch:** Puerto Rico, Cacicque Dist.  
**Label:** Maseda (MR).  
Mastersound (see Laitini).  
Maxim (see Holton).  
Maxwell-56, 2639 Chapline, Wheeling, W. Va. 26003. Tel: (304) 233-1723. Pres.: Don Teachout.  
Mayhams (see Mayhams Collegiate).  
Mayhams Collegiate, PO Box 46, Morningside Sta., 135 Hamilton Pl., Suite 6B, New York, N.Y. 10026. Tel: (212) 368-7275. Pres. & Gen. Mgr.: N. B. Mayhams Sr.; VP & Ass't Mgr.: Shirley A. Mayhams; Ass't VP & Mgr.: Smalls Mayhams Jr.  
**Labels:** Brandes, Mayhams.  
Jim McCoy Ents., PO Box 574, Winchester, Va. 22601. Tel: (703) 662-3520. Pres.: Jim McCoy.  
**Labels:** Real McCoy, Shenandoah, Winchester.  
McDowell, 828 S. Lawrence St., Montgomery, Ala. 36104. Tel: (205) 264-2155.  
**Labels:** McDowell, Rainstar.  
McKinnon, 411 Gordon St., Reading, Pa. 19601. Tel: (215) 374-6580. Pres.: Leonard McKinnon.  
**Labels:** Beulah, Center City, Gordon Street, Hit Kingdom, Holy Cross, Lorraine, Margie, Marion, McKinnon, Reading, Slide.  
**Tap:** Center City, McKinnon: open reel.  
Media (see Music Inds.).  
Megaphone, 16661 Ventura Blvd., Encino, Calif. 91316. Tel: (213) 981-4472. Pres.: Tony Sepe; Exec. VP: Marty Brooks.  
Mel-Par (see Mel-Tone).  
Mel-Tone, 2228 Milburn Ave., Maplewood, N. J. 07040. Tel: (201) 763-6866. Cable: MTCCO. Pres.: M. Parker; A&R: E. Lucas; Sales & Promo. Dir.: B. Rytko.  
**Branch:** New York, N. Y., 520 Fifth Ave. Zip: 10036. Tel: (212) MU 2-5844.  
**Labels:** Mel-Par, Mel-Tone.  
Melark, Heber Springs, Ark. 72543. Tel: (501) AL 1-3219. Pres.: Melvin Endsley.  
Melanie (see Columbus).  
Melbourne, 852 Elm St., Manchester, N.H. 03101. Tel: (603) 623-9749. Pres.: R. J. Gillespie; A&R: Jack Varney; Sales: George Taylor; VP Int'l: J. N. Parks.  
Mello (see Magic City).  
Melody/Angel (see Angel & Capitol).  
Melody, 1912 St. Clair St., Hamilton, Ohio 45011. Tel: (513) 895-0607. Pres.: William M. Jones; A&R: Clyde Tuttle; VP Sales & Mktg.: Julian P. Hoke.  
**Labels:** Melody, Sunrise.
- Melron, 5007 "F" St., Philadelphia, Pa. 19124. Tel: (215) JE 3-8799. Pres. & Sales Dir.: Leonard Stark; Pop A&R: Richard Bassett; Gospel A&R: Elder Robert Marshall.  
Memphis (see Erwin).  
Menorah, 52 E. Broadway, New York, N. Y. 10002. Tel: (212) WA 5-7573. Mgr.: Sol Tishler.  
Merben (see Kayden).  
Mercury, 35 E. Wacker Dr., Chicago, Ill. 60601. Tel: (312) DE 2-5788. Cable: MERREC. Pres.: Irving B. Green; Exec. VP: Irwin H. Steinberg; VP & Rec'd Prod. Dir.: Charles Fach; Classical Rec'g Dir.: Joe Bott; Prod. Mgr.: Alan Mink; Mds'g Dir.: George Balos; Pub. Dir.: John Sippel; Adv. & Art Dir.: Jim Ladwig; Nat'l Promo. Dir.: Marty Goldrod; Home Entertainment Prod. Mgr.: Lester Smith; Pre-recorded Tape Prod. Mgr.: Harry Kelly; Foreign Office Dir.: Lou Reizner.  
**Branches:** Los Angeles, Calif., 6922 Hollywood Blvd. Zip: 90028. Tel: (213) 469-3937. Regional Dir.: Robert H. Sarenpa; A&R Dir.: Steve Douglas—San Francisco, Calif., 665 A Harrison St. Zip: 94107. Tel: (415) 982-5916. A&R Dir.: Abe Kesh—New York, N.Y., 110 W. 57 St. Zip: 10019. Tel: (212) 245-7300. VP & Rec'd Prod. Dir.: Charles Fach; Regional Dir.: Abe Chayet; Classical Rec'g Dir.: Joe Bott—Nashville, Tenn., 817 16 Ave. S. Zip: 37202. Tel: (615) 242-1607. A&R Dir.: Jerry Kennedy.  
**Int'l branch:** England.  
**Labels:** Mercury, Philips, Smash, Fontana, Lime-light, Emarcy, Wing, Blue Rock.  
**Tap:** 4-tr. cartridge licensed to Muntz; 8-tr. cartridge & cassette self-mfd.; open reel licensed to Ampex.  
**Int'l reps.:** Argentina (Phonogram), Australia (Phonogram), Austria (Polyphong), Belgium (Polyphong), Bolivia (Philips), Brazil (Companhia Brasileira de Discos), Canada (London), Chile (Philips), Colombia (Philips), Costa Rica (INDICA), Denmark (Nordisk Polyphong), Ecuador (Philips), all labels; Industria Fonografica, Mercury, Wing, Emarcy only), Finland (Oy Finnlevy), France (Philips), Germany (Phonogram), Greece (Hellas), Israel (Hed-Arzi), Jamaica (Record Specialists), Japan (Victor, Philips), Lebanon (Philips), Mexico (Dusa Discos Universales), Netherlands (Philips, Phonogram), New Zealand (Philips), Nigeria (Philips), Norway (Norsk Phonogram), Peru (El Virrey), Philippines (Home Inds. Development), Portugal (Philips), Singapore (Phonogram), South Africa (Trutone), Spain (Phonogram), Sweden (Philips-Sonorla), Switzerland (Philips), Turkey (Grunberg Ticaret), United Kingdom (Philips), Uruguay (Philips), Venezuela (Siemens), West Indies (West Indies).  
Mercury Wing (see Mercury).  
Merlene, 2310 N. Mockingbird Ln., Abilene, Tex. 79603. Tel: (915) 672-7158. Pres.: Melvin Mazy.  
Merri (see Creative Rec. Serv.).  
Merritt, 550 Radnor Rd., Oakland, Calif. 94606. Tel: (415) 451-7787. Pres. & A&R: Tom Gericke; Pub. Dir.: Ben Fong-Torres.  
Mersey (see Process).  
MET RICHMOND LATIN REC. SALES, 1637 Utica Ave., Brooklyn, N.Y. 11234. Tel: (212) 253-4600. Pres.: David Last; Sec'y-Treas.: Beatrice Last; Adv. Dir.: Jay Chernow.  
**Labels:** ASA, Alma, Amex, Antilano, BBM, BRC Baroneza, Bocar, Carvier, Colonial, Colombina, Danny, Economy, Eddissa, Encanto, Explorer, Filtro, Fonseca, Iberia, Jardin, Kasin, Leda, MFR, M-R, Mona, Norca, Odessa, Pergasso, Ponce, Progresso, Prominent, Prospect, Que Rio, Quicka, Reli, Revancha, Rhumba, Serenata, Skipper, Somar, Sono Mex, Sunset, Tropical. (SEE ADVERTISEMENT).  
Metro (see MGM).  
Metrobeat Prod'ns, PO Box 755, Minneapolis, Minn. 55440. Tel: (612) 788-9122. Pres.: Michael Jann; Pop, C&W A&R: Tony Anderson; Promo. Dir.: Bruce Brant.  
**Labels:** Country Beat, Metrobeat, Peak, West Wind.  
**Int'l rep.:** Canada (Franklin).  
Metrodome (see Epstein Ents.).  
Metronome (rep. of European Metronome), 850 Seventh Ave., New York, N.Y. 10019. Tel: (212) 582-2934. Cable: ORIONCORP. Mgr.: Mrs. Brigitta Peschko.  
**Int'l firms represented:** Metronome (Denmark, Germany, Sweden).  
MIAMI, 2819 N.W. Seventh Ave., Miami, Fla. 33127. Tel: (305) 635-7925. Pres.: Carlos Diaz-Granados; PR: Eugenio Garrote.  
**Labels:** Discos Columbia, Discos Fuentes, Miami. (SEE ADVERTISEMENT).  
Michelle, La. (see Montel).  
Michelle, Mich. (see Beholly).  
Mickey, 26 Mountain Ave., Dover, N.J. 07801. Tel: (201) 361-2084. Pres.: Michael F. Matushin.  
Mickey Ricky (see RMS).  
Mico, Philippines (see Import/Export section: Folk Music Int'l, New York, N. Y.).  
Mid-South (see Style Rec. Prod'ns).  
Midas (see One-Derful Prod'ns).  
Midtown (see EKCO).  
Fred Miles Presents (see listing under "F").



Milestone, 22 W. 48 St., New York, N.Y. 10036.  
Tel: (212) 765-5590. VP & Gen. Mgr.: Orrin  
Keepnews.

Milky Way, Box 61, RR 1, W. Ross Ln., Danville,  
Ill. 61835. Tel: (217) 446-7280. Pres.: Arlyn  
Miller; VP: Arlie Neaville; Promo: Music  
Makers Promo.

Edward M. Miller & Assocs. (see listing under "E").  
Millie (see Pike).

Minaret, 103 Westview Ave., Valparaiso, Fla.  
32580. Tel: (904) 678-2164. Pres.: Finley B.  
Duncan.

Labels: Minaret (distributed by Shelby Single-  
ton Prod'ns), Turret.

Mind Power Education (see Knight Education).

Ming (see Belholly).

Minit (see Liberty).

Minute-Man (see Columbus).

Mir-A-Don, 5333 Astor Pl. S.E., Washington, D.C.  
20019. Tel: (202) 583-2862. Cable: MIRREC.  
Pres.: Donald Waldon.

Mira, 9028 Sunset Blvd., Los Angeles, Calif. 90069.  
Tel: (213) 278-1125. Cable: MIRAREC. Pres.:  
Randall Wood; Gen. Mgr. & Int'l Sales Dir.:  
George T. Steele.

Labels: Dorset, Mira, Mirwood, Surrey.  
Tape: 4 & 8 tr. cartridge, cassette & open  
reel licensed to ITCC.

Int'l reps: Austria (Decca), Canada (Sparton),  
France (Decca), Germany (Decca), Italy (Ricordi),  
Switzerland (Decca), United Kingdom (Decca),  
all others (Philips released under the Fon-  
tana label).

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. G (see Audio Fidelity).

Mr. Genius (see Impala-Delsey).

Mobie, PO Box 4902, Chicago, Ill. 60680. Tel: (312)  
267-7147. Pres.: James H. Manning Jr.

Mobile Fidelity, PO Box 336, Burbank, Calif. 91503.  
Tel: (213) 882-2870. Pres.: Brad S. Miller;  
Sales Mgr.: Richard Papke.

Tape: 4 & 8-tr. cartridge, cassette & open reel  
licensed to ITCC, Music Tapes & Mercury.  
Int'l reps.: Canada (London).

Modern (see Modern-Kent).

Modern-Kent, 5810 S. Normandie Ave., Los Angeles,  
Calif. 90044. Tel: (213) 753-2481. Pres.: Saul  
Bihari; VP & A&R: Fred DeMann; Sales Mgr.:  
George Panos.

Branch: New York, N.Y., Crown East, 6 W.  
Broadway. Tel: (212) DI 9-3900. Sales Mgr.:  
Robert K. Herrington.

Labels: Crown, Custom, Discos Corona, Kent,  
Modern, Robin Hood, United.

Tape: 4 & 8-tr. cartridge & cassette.

Int'l rep.: Paradiso, Connecticut.

Modern Sound (see Record Serv.).  
Modiner, c/o Ultra Recs., 1522 S.W. Eighth St.,  
Miami, Fla. 33135. Tel: (305) 373-1792. Pres.:  
J. M. Palmero.

Tape: 8-tr. cartridge.

Mohawk, 41 W. 86 St. 10024. Tel: (212) 247-6191;  
161 W. 54 St., New York, N. Y. 10019.  
Tel: (212) TR 3-4237.

Mona (see Met Richmond Latin Rec. Sales).

Mona Lee (see Bell).

Monarch, 4852-56 W. Jefferson Blvd., Los Angeles,  
Calif. Tel: (213) RE 2-6185.

Money, 1065 E. Vernon, Los Angeles, Calif. Tel:  
(213) 231-4223. Mgr.: Mrs. Ruth M. Dolphin.  
(distributed by Malynn Ent's.)

Money, 6232 Lynridge Ave., Columbus, Ga. 31904.  
Tel: (404) 323-0515. Pres.: Curley Money; VP:  
Preston Money.

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: Miro, Monitor.

Tape: Monitor: 4 & 8-tr. cartridge licensed  
to Ampex & Muntz; cassette licensed to Ampex;  
open reel licensed to Ampex & Music Tapes.

Int'l reps.: Australia (Carinia), Austria (Colum-  
bia), Belgium (Schott Freres), Canada (Almada),  
Germany (Electrola), Italy (CGD), Netherlands  
(Munnkendam Groothandel), United Kingdom  
(H. R. Taylor).

Monroe, 14 Crescent Rd., Muskegon Hgts., Mich.  
49444. Tel: (616) 733-4531. Owner: Jesse M.  
Duke.

Montego (see Camaro).

Montgomery, 7705 Georgia Ave. N.W., Washington,  
D.C. 20012. Tel: (301) 593-8606. Cable: LENS-  
PROD. Pres.: Leonard Schwab; A&R Dir.: Steve  
Spencer; Pub. & Adv. Dir.: Ron Shane.

Int'l branch: England.

Labels: Montgomery, LSP.

Montel, PO Box 2306, Baton Rouge, La. Tel: (504)  
344-0514. Pres.: Sam Montel; VP: Mickey

Montel; Pop, R&B A&R Dir.: Lynne Ourso,  
Andrew Bernard; C&W A&R Dir.: Joe Avants;  
Promo. Dir.: Irwin Shaab.

Labels: Michelle, Montel, Stephanie, Debbie.

Montilla (see Spanish World).

MONUMENT, 530 W. Main St., Hendersonville, Tenn.  
37075. Tel: (615) 824-6565. Pres. & A&R: Fred  
L. Foster; VP: Jack Kirby; VP Sales & Mktg.:

Steve Poncio; Pub. & Adv.: Mark Clark Bates,  
Cumberland Co. VP Pop. Promo.: Mike Shep-  
herd; C&W Promo. Dir.: "Tex" Davis; Sound  
Stage 7 R&B Promo. Dir.: Allen Orange.

Branch: Hollywood, Calif. (Int'l Div.), 9000  
Sunset Blvd., Suite 519. Zip: 90069. Tel: (213)  
CR 3-8855. Cable: MONUWORLD. VP, Int'l Dir.  
& Mgr.: Robert B. Weiss.

Labels: Monument, Rising Sons, Sound Stage 7.  
Tape: 4 & 8-tr. cartridge licensed to Ampex,  
GRT, Muntz; cassette licensed to Ampex, GRT;  
open reel licensed to Ampex.

Int'l reps.: Aden (Bhicajee Cowasjee), Argentina  
(Prodisa), Australia (Festival), Austria (Musica),  
Belgium (Barclay), Bermuda (Bermuda), Canada  
(London), Denmark (Hede Nielsens), Dominican  
Republic (Distribuidora Dominicana de Discos),  
Finland (Oy Sahkoliikkeiden), France (Barclay),  
Germany (Teldec), Greece (Columbia), Hong Kong  
(Jardine Matheson), Iceland (Disco in Norway),  
India (Gramophone), Israel (Gal Ron), Italy  
(Ri-Fi), Japan (Teichku), Lebanon (EMI), Luxem-  
bourg (Barclay in Belgium), Malaysia (Cosdel),  
Monaco (Barclay in France), Netherlands (Bo-  
vema), New Zealand (Festival), Norway (Disco),  
Philippines (Marco), Puerto Rico (Distribuidora  
Nacional de Discos, Antonio Contreras), Singa-  
pore (Cosdel), South Africa (Teal), Sweden  
(Electra), Switzerland (Musikvertrieb), Thailand  
(Black & White), United Kingdom (Decca),  
Uruguay (Tonodisc). (SEE ADVERTISEMENT).

Moonglow, 6357 Selma Ave., Hollywood, Calif.  
90028. Tel: (213) 469-3525. Cable: MOONNO-  
DISC. Pres.: Ray Maxwell; Gen. Mgr.: Jozef  
Van Hoogten.

Moonshot (see Calla Ent's.).

Mortonia, 254 New York Ave., Brooklyn, N.Y. 11216.  
Tel: (212) PR 8-1421.

Labels: Mortonia, Star Dust.

MoSound (see MRM).

Mosrite, 1424 P St., Bakersfield, Calif. Tel: (805)  
327-7281. Pres.: Semie Mosley.

Motivation (div. of Argosy Music), 631 Orienta Ave.,  
Mamaroneck, N. Y. 10543. Tel: (914) OW 8-0074.  
Pres.: Hy Zaret.

Motivestor Org., PO Box 1036, South Shore,  
Alameda, Calif. 94501. Tel: (415) 533-6299.  
Pres., Sales & Mktg.: W. F. Schmeltzer Jr.;  
A&R Prod'n Head: G. Boas; Pub. & Promo.:  
L. Ward.

Labels: Ancah, dubayeweff, Faygees, Giriv,  
Nalasta, Soul Salad.

MOTOWN, 2457 Woodward Ave., Detroit, Mich.  
48201. Tel: (313) 965-9270. Cable: MORECO.

continued on page 44

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*continued*

Pres.: Berry Gordy Jr.; VP, Sales & Int'l: Barney Ales; Mktg. & Adv. Dir.: Philip R. Jones; Album Sales Dir.: Mel Da Kroob; Single Sales Dir.: Al Kliken; Tape Sales Dir.: Ron Newman; Promo. Dir.: Gordon Prince, Larry Maxwell.

**Branches:** Los Angeles, Calif., 6290 Sunset Blvd., Suite 804. Tel: (213) 462-6814. Contact: Shelly Berger—New York, N.Y., 18 E. 48 St., Zip: 10017. Tel: (212) 759-6677. VP: Mike Rosh-kind—Dallas, Tex., 9517 Fieldcrest Ct. Tel: (214) DI 8-8210. Contact: Al Kliken.

**Labels:** (owned) Motown, Tamla, Gordy, Soul, VIP; (distributed) Inferno.

**Tape:** 4 & 8-tr. cartridge, self-mfd.; cassettes & open reel licensed to Ampex; PlayTape.

**Int'l reps.:** Argentina (RCA), Australia (EMI), Belgium (Artone), Brazil (Rozenblit), Canada (Phonodisc), Chile (Corp. Radio de Chile), Denmark (EMI), France (Pathe-Marconi), Germany (CBS), Italy (RCA), Japan (Cosdel), Mexico (Capitol), Netherlands (Artone), Norway (Carl M. Iversen), Philippines (Mico), Portugal (Comercio e Industria), Sweden (EMI), Spain (RCA), Turkey (Melodi), United Kingdom (EMI), Venezuela (Palacio de la Musica), West Indies (West Indies), Yugoslavia (Prodikcija Gramofonskih Ploca). (SEE ADVERTISEMENT)

Mountain (see Jay-Cher Ents.).  
Move (see Hot Line).  
Movierecord/Sonoplay, 437 Madison Ave., New York, N.Y. 10022. Tel: (212) PL 1-6233. Cable: MOVICENTRO. Exec. VP: Jaime Ibran; Gen. Mgr.: Manuel Sancho Labaria; A&R & Int'l: Carlos Guitart von Rein; Pub., Adv. & Promo.: Elizabeth B. Draper.  
**Int'l home office:** Spain, Sonoplay.  
**Label:** Sonoplay.

Movietone (see 20th Century-Fox).  
Movin, PO Box 26126, Dallas, Tex. 75226. Tel: (214) HA 1-9082. Pres.: Fats Washington.  
**Branch:** Los Angeles, Calif., PO Box 73282. Zip: 90003. Mgr.: Melvin Alexander.  
**Labels:** Movin, Ride.

M-Pac (see One-Derful Prod'ns).  
Mullenix (see Advance).  
Murbo, 136 W. 52 St., New York, N.Y. 10019. Tel: (212) CI 7-5500. Pres.: Mrs. B. Bourne.

Murco, PO Box 1832, 754 Dalzell St., Shreveport, La. Tel: (318) 422-7376. Gen. Mgr.: Dick Martin; A&R: Jimmy Johnson; Promo.: Dee Marais.  
**Labels:** Murco (distributed by Jewel), Delco.

Musart (see Musical Recs. & Falcon).  
Music City, 1866 Alcatraz Ave., Berkeley, Calif. 94703. Tel: (415) OL 8-5344. Pres.: Ray Dobard.

Music Ents., 2315 Portsmouth, Houston, Tex. 77006. Tel: (713) JA 4-3105. Pres.: Huey P. Meaux; Sec'y: Marilyn von Steiger.  
**Labels:** Boogaloo, Copyright, Pablo, Pacemaker.

Music Factory (see MGM).  
Music Guild (see Westminster).  
Music Inds., 821 19 Ave. S., Nashville, Tenn. 37203. Tel: (615) 242-5586. Pres. & Gen. Mgr.: Bill Connor; VP & A&R: Scotty Moore III.  
**Labels:** Frame, Fun, MIC, Map, Media, Racer.

Music Library (Estate of Earl Walker), Rt. 1, Box 545, Lakeport, Calif. 95453. Tel: (707) 263-6029. Executor: E. E. Bloch.

Music Mart (see Diced).  
Music Minus One, 43 W. 61 St., New York, N.Y. 10023. Tel: (212) CI 5-4861. Pres.: Irving Kraftka; Gen. Mgr.: James Gardner.  
**Labels:** Classic Editions, Guitar World, Music Minus One (MMO), Rockland.

**Int'l reps.:** Australia (G. Ricordi), Austria (Columbia), Belgium (Schott Freres), Canada (Canadian Music Sales), Denmark (Musikhuset), Finland (Pohjoismainen Shko-oskeyhtio), France (Maison du Disque), Germany (Electrola), Italy (Ricordi Dischi), Netherlands (Laurens De Koekkoek), New Zealand (Contemporary Music Supplies), Norway (Norsk Grammofon), Puerto Rico (Ponce de Leon), Spain (Prodisc), Sweden (Cupol), Switzerland (Alfred Sacher), United Kingdom (Bill Lewington).

Music Mountain Prod'ns, Lebanon Junction, Ky. 40150. Tel: (502) 833-2260. Owner: W. A. (Bill) Masden.  
**Labels:** M&M, Music Mountain.

Music of Polynesia, Ala Moana Bldg., Suite 1505, Honolulu, Hawaii 96814.

Music Plus, 129 St. Paul St., Brookline, Mass. 02146. Tel: (617) 566-3834. Pres. & Treas.: Deena Cohen; VP & Prod'n Exec.: Arthur Libman.  
**Labels:** Deenart, Demo.

Music Town, Ga. (see Chart).  
Music Town Rec'g, Conn. (see MTR).  
Music USA—MUSA (see Era Int'l Development).  
Music World (see Antiqua Prod'ns).

Music Sacra, Germany (see Import/Export section: Record & Tape Sales, New York, N.Y.).  
Musical Comedy Guild (see Trend, Nev.).  
Musical Heritage Society, 1991 Broadway, New York, N.Y. 10023. Tel: (212) TR 3-6130. Pres.: M. Naida.

Musical Recs., PO Box 75, Zip: 33011; 780 W. 27 St., Hialeah, Fla. 33010. Tel: (305) 887-2638. Gen. Mgr.: Angel Tamargo.

**Branches:** Los Angeles, Calif., 2854 W. Pico Blvd. Tel: (213) 733-0937—New York, N.Y., 502 W. 51 St. 10019—San Juan, P.R., GPO Box 3353. Zip: 00936.  
**Labels:** Musart, Discuba, Musidisc, Odeon, Nilser, Rex.

Musicland USA, 9 Fawnridge Ct., St. Louis, Mo. 63141. Tel: (314) WY 1-0383. Pres.: Mel Friedman.

Musicode, 206 E. Fawn, Caldwell, Tex. 77836. Tel: (713) 567-4539. Pres. & Pop A&R: Bennie Hess; Gen. Mgr., Adv. & Promo.: D. L. Collins; Classical A&R: Bob Sloan; Sales, Mktg. & Int'l: D. C. Lee.  
**Branch:** Houston, Tex., 11337 Monarch. Mgr.: Bob Sloan.  
**Labels:** Artist of Fame, Musicode, Space, Tap.

Musidor (div. of Talmadge Prod'ns), 240 W. 55 St., New York, N.Y. 10019. Tel: (212) LT 1-4680. Cable: ARTALMADGE. Pres.: Arthur Talmadge; VP, Sales & Mktg.: Chris Spinosa; Promo. Dir.: Mitch Manning; Int'l Dir.: Irwin Rawitz.  
**Labels:** (owned) Musidor, Dynamo; (distributed) Hurricane.  
**Tape:** Musidor, Dynamo: 4 & 8-tr. cartridge licensed to ITCC; cassette licensed to GRT; open reel licensed to GRT & ITCC.  
**Int'l reps.:** Italy (CGD), United Kingdom (EMI), Venezuela (Palacio de la Musica). All other (CBS).

Musidisc (see Musical Recs.).  
Muskoee (see Frank Brock Prod'ns listed under "F").  
Mustang (see MRM).

Mutt, 27316 Michigan Ave., Inkster, Mich. 48181. Tel: (313) LO 5-5001. Pres.: Nate J. V. Dore; Co-ord.: Bill Webb; A&R: Scott Bray, Aaron Neil.  
**Labels:** Mutt, Desiree, Pennie, Country Caravan.

Mutual, 1800 N. Highland, Hollywood, Calif. 90028. Pub.: J. Briggs.

Mutual, Pa. (see Paramount).  
Myl (see Elvitruel).

**N**

N E R, 9200 Buckeye Rd., Rm. 1, Cleveland, Ohio 44104. Tel: (216) 795-2725. Pres.: Bruce C. Marshall; VP: Fred McIntyre.

N O P I (see Dover, La.).  
N R C (see National Rec'g Co.).  
N Y Skyline (see Emdar).

Nada, RFD 1, Box 44, Lutesville, Mo. 63762. Exec.: Nellie A. Allen; Ass't Mgr.: Clarence Allen.

Nalasta (see Motivestor Org.).

NASHBORO, 1011 Woodland St., Nashville, Tenn. 37206. Tel: (615) 227-5081. Pres.: John R. Funk; Exec. VP: B. S. Howell Jr.  
**Labels:** Abet, Creed, Crescent, Excello, Nashboro, Sound City. (SEE ADVERTISEMENT)

Nashville (see Starday).  
Nation (see Saleh).

National, 209 Stahlman Bldg., Nashville, Tenn. 37201. Tel: (615) 244-4064. Contact: Tex Clark.

National Rec'g Co., 2871 E. Ponce de Leon Ave., Decatur, Ga. 30030. Tel: (404) 378-2379. Contact: James G. Currie.  
**Label:** NRC.

Natru (see Viscojon).

Natural Soul Prod'ns, 4530 Market St., Oakland, Calif. Tel: (415) 655-9238. Pres. & A&R: J. Mason; VP: R. LeGardy; Exec. VP: Z. Mason; Sales & PR: B. Smith; Promo. Dir.: F. LeGardy.

Natural Sound (see Wayside).

Neale, PO Box 3294, San Bernardino, Calif. 92404. Owner: Neale Wrightman.

Nebraska (see Artists Life).

Nett, Rt. 1, Box 135, Montgomery, La. 71454. Tel: (318) 646-2241. Pres.: Mrs. Bill Nettles.

Nevada-Nippon (see Trend, Nev.).  
New England, 12606 Carlsbad, Houston, Tex. 77045.  
New Grass (see Baja).  
New Hope (see Jay-Cher Ents.).  
New Voice (see Genius & Bell).  
New World (see Si'tan).

Newark (see Ambassador, N. J.).  
Newman (see Era).

Newtone, 1650 Broadway, New York, N.Y. 10019. Tel: (212) CI 6-3126. Contact: Evan Georgeoff.

Nico, 1735 N. Vine St., Hollywood, Calif. 90028. Tel: (213) 466-9542. Pres.: Nick Vanoff; VP: Boris Vanoff.

Night Owl (see Cuca).  
Nilser (see Musical Recs.).  
Nina, 614 Eighth Ave., New York, N.Y. 10018. Tel: (212) OX 5-7696. Pres.: George Valavanis; A&R & Promo: Jim Plaven; Sales Mgr.: Nicos Tseperis.  
**Int'l branch:** Greece.  
**Labels:** Nina, Olympic.

Nola (see Dover, La.).  
Nonesuch (see Elektra).  
Norca (see Met Richmond Latin Rec. Sales).  
Norco (see Rio Grande Music).  
Norman, 1902 Washington Ave., St. Louis, Mo. 63103. Tel: (314) MA 1-0470. Pres.: Norman Wienstroer.

North State, 605 E. Ash St., Goldsboro, N.C. 27530. Tel: (919) 734-1081. Pres.: Claude Whitfield.

Northland Sound Studios, 531 Third St., Wausau, Wis. 54401. Tel: (715) 845-4275. Gen. Mgr.: D. E. Wright.

**Labels:** Northland, Wisconsin.

Northwood (see Hot Line).  
Nottingham Disc (see D'Arcy).  
Now (see Original Sound).

Nugget, PO Box 400, Tinnin Rd., Goodlettsville, Tenn. 37072. Tel: (615) 859-5268. Pres.: Bobby Bobo; VP: Fred Carter Jr.  
**Labels:** Amphion, Clark, Nugget.

Nui Loa (see Trend, Nev.).  
Nutone, 1650 Broadway. Zip: 10019. Tel: (212) CI 6-3126. Contact: Evan Georgeoff.

**O**

O M, 7507 Sunset Blvd., Suite 1, Hollywood, Calif. Tel: (213) 876-2100. Pres.: Mark Roberts.

O R O (see ESP-Disk).  
O-T-O (see One Thousand and One).  
Oakridge, 2001 Elton Rd., Fort Worth, Tex. 76117. Tel: (817) TE 8-6608. Owner & A&R: Homer Lee Sewell; Sec'y: Eloise A. Sewell.  
**Labels:** Crossfire, Oakridge.

Oasis (see Request).

Ocono/Tri-Star, PO Box 701, Nashville, Tenn. 37202. Tel: (615) 833-5982. Pres. & Adv.: Ralph H. Compton; PR: John R. Songer; A&R: R. Murray Nash.  
**Branch:** Birmingham, Ala. PO Box 4131. Zip: 35206. Tel: (205) 252-5553. Rep: B. L. Manning.

Ocora (see Import/Export section: Record & Tape Sales, New York, N.Y.).  
Ode, 15300 Ventura Blvd., Sherman Oaks, Calif. Pres.: Lou Adler. (distributed by Columbia).  
Ode Fest, 2110 Hildarose Dr., Silver Spring, Md. 20902. Tel: (301) 589-2068. Pres.: John D. Lauferbach.  
**Labels:** Ode Fest, Jon-Da-Lau, Sound Core.

Odeon (see Musical Recs.).  
Odessa (see Met Richmond Latin Rec. Sales).  
Odex (see Lynn's Prod'ns & Tommy Bee Prod'ns).  
Odyssey (see Columbia).  
Ohio, PO Box 655, Hudson, Ohio 44236. Tel: (216) 653-8295. Pres.: E. P. Delaney.  
Ohn-J, 2011 Joliet St., Plainview, Tex. Tel: (806) CA 4-5435. Owner: John Sands.  
L'Oiseau Lyre (see London Imports).  
Okeh (see Epic & Columbia).  
Old Music Box Melodies (see Bornand Music Box).  
Old Sound (see Rendezvous).  
Old Timey (see Arhoolie).  
Oldfield (see Lerks).  
Olympic (see Nina).  
Olympus (see Import/Export section: Record & Tape Sales, New York, N.Y.).

Omaha (see Discotape Int'l).  
Omega (see Discotape Int'l).  
One-Derful Prod'ns, 1829 S. Michigan Ave., Chicago, Ill. 60616. Tel: (312) 255-0583. Pres.: George W. Leaner; Sales, Promo. Dir. & Pub.: Anne R. duConge.  
**Labels:** (owned) Halo, Mar-V-Lus, Midas, M-Pac, One-Derful, Toddlin Town.  
**Int'l reps:** Canada (President), United Kingdom (President).

One Thousand and One, 210 E. Main, Robstown, Tex. 78380. Tel: (512) 3030—no direct dial.  
Owner: C. H. Forsman.

Onyx (see Trident Mgmt.).  
Open (see Loadstone/Open).

Opossum, PO Box 46 Shamrock Ct., Alda, Neb. 68810. Tel: (308) 384-9142. Mgr.: Bob Petersen; Ass't Mgr.: Mrs. Bob Petersen.

Orbis (see Discotape Int'l).  
Orbit, 3809 Main, Houston, Tex. 77002. Pres.: Ray McGinnis; VP: Harry Husser.

O'Retta (see Daran).

Original Sound, 7120 Sunset Blvd., Hollywood, Calif. 90046. Tel: (213) 466-6255. Pres. & Int'l: Art Laboe.  
**Branch:** Palisades Park, N.J., 61 Bergen Blvd., Suite 7-A. Zip: 07650. Tel: (201) 941-2323. Rep.: Charlie Peters.  
**Labels:** Original Sound, Now, Starla.  
**Tape:** Original Sound: 4 & 8-tr. cartridge & cassette.  
**Int'l reps:** Australia (Festival), France (Vogue), Italy (Durium), Netherlands (Negram), Spain (Hisvapox).

Orlon/Kiderian (see Kiderian).  
Orpheum Prod'ns, 235 W. 46 St., New York, N.Y. 10036. Tel: (212) 765-1330. Pres.: Jesse Selter.  
Our (see Bell).  
Oxford (see Tioga).  
Ozark (see Discotape Int'l).

**P**

P I P (see Pickwick Int'l).  
P K C, 3240A N. Bartlett Ave., Milwaukee, Wis. 53211. Tel: (414) 332-5771. Pres.: Paul Carlson; VP: Phillip Klingler; Sales Dir.: Michael Jay Kabb.  
**Labels:** Blue Seal, PKC.

P R C (see Canarv, Tenn.).  
Pablo (see Music Ents.).  
Pacemaker, N. Y. (see Bell).  
Pacemaker, Tex. (see Music Ents.).  
Pacific Jazz (see Liberty).



Page, 345 Second St., Conemaugh, Pa. 15909. Tel: (814) 539-8117. Owner: Al Page.  
 Pal (see Asteroid Prod'ns).  
 Palette, 250 W 57 St., New York, N.Y. 10019. Tel: (212) JU 6-3087. Pres.: F. R. Faecq; VP: R. Kluger. (distributed by MGM).  
 Palm (see Criterion).  
 Palmer, 13401 Lyndon, Detroit, Mich. 48227. Tel: (313) BR 3-7000. Pres.: John S. Kaplan; Gen. Mgr.: Tom Schlesinger.  
 Paloma, Calif. (see Budget Sound).  
 Paloma, Pa. (see St. Clair Prod'ns).  
 Palomino, 6205 Santa Monica Blvd., Hollywood, Calif. 90028. Tel: (213) 465-2424. Pres.: Michael Parkhurst.  
 Panart Int'l, 477 W. 27 St., Hialeah, Fla. 33010. Tel: (305) 887-1391. Cable: PANARTREC. Pres.: J. R. Sabat.  
 Int'l branch: Caracas, Venezuela.  
 Labels: Panart, Discomoda.  
 Int'l reps.: Colombia (Discos Fuentes), Dominican Republic (Julio Tonos), Peru (Sica Peruana).  
 Panda (see Connoisseur).  
 Panoram (see Jerden Music).  
 Panther, 1124 Shelton Ave., Statesville, N.C. 28677. Tel: (704) 872-6086. Pres.: Joe Beaver.  
 Pantomime, PO Box 2902, 6720 Broad St., Philadelphia, Pa. 19126. Tel: (215) WA 7-0253. Pres.: Michael Adler; Album Co-ord: Joseph Brodsky; Sales Mgr.: Alan S. Cylinder; Pub.: Ronald Toll.  
 Branch: Atlantic City, N. J., 1004 Pacific Ave. Zip: 08401. Dir.: Bob Schilling.  
 Labels: Splatter, Infinite, Pantomime.  
 Parade (see Premier Albums).  
 Paragon Prod'ns, 1265 Broadway, New York, N.Y. 10001.  
 Labels: Paragon, Record Makers, Ronnie.  
 Parajoy (see Parasonic).  
 Parallax (see Audio Fidelity).  
 Paramount, 1314-24 S. Howard St., Philadelphia, Pa. 19147. Tel: (215) 336-7001. Cable: MRM. Pres., Adv., Promo. & Int'l: Samuel D. Hodges; A&R Pop Mgr.: Don Nichols; VP A&R Classical: Lou Decina; Sales & Mktg. Mgr.: A. Spatola; Pub.: Guy R. Hodges.  
 Branches: Hollywood, Calif., 6201 Santa Monica Blvd. Zip: 90038. Tel: (213) 466-1101. Sales Mgr.: Al Levine.—New York, N.Y., 1639 Broadway. Tel: (212) 246-5837. Gen. Mgr.: Carmine DeNoia.  
 Labels: Astro, Beam, General, Gina, Hodge, Joed, MBS, Mutual, Paramount, Wassel.  
 Tape: 4-tr. cartridge & open-reel licensed to London.  
 Parasonic, P. O. Box 412, Huntsville, Ala. 35804. Tel: (205) 828-4863. Gen. Mgr.: Melvin S. Draper; Ass't Gen. Mgr.: Ethel G. Draper.  
 Labels: Parajoy, Parasonic.  
 Park Grand (see Pretty Park Corp.).  
 Parkway (see Cameo-Parkway).  
 Parliament (see Connoisseur).  
 Parlo (see Dover, La.).  
 Parnaso, 275 S. Second St., Brooklyn, N.Y. 11211. Tel: (212) 387-1200/5139. Pres.: Roger Lopez.  
 Labels: Astro, Campe, Parnaso.  
 Int'l reps: Mexico (Parnaso), Puerto Rico (Allied Whse.), Venezuela (Favedica).  
 Parrot (see London).  
 Part III (see CapCity).  
 Parthenon, 815 16 Ave. S., Nashville, Tenn. 37203. Tel: (615) 255-6535. Pres.: Benny Joy.  
 Pat (see Smoke).  
 Patella (div. of Cinema Pictures), 3408 W. Victory Blvd., Burbank, Calif. 91505. Tel: (213) 848-9209. Pres.: Paul E. Wolfe.  
 Pathway, 508 Maus St., Ypsilanti, Mich. 48197. Tel: (313) 482-7317. Pres.: Marvin T. Ellis; VP: J. Everett Sanders.  
 Pathways of Sound, 102 Mt. Auburn St., Cambridge, Mass. 02138. Tel: (617) EL 4-6190. Pres.: Joe Berk.  
 Labels: Credo, Pathways of Sound.  
 Patio (see Audiofax).  
 Patmak, 320 W. 55 St., New York, N.Y. 10019. Tel: (212) 581-9251. Pres.: Edwin D. McMullen.  
 Patrice, 408 S. Spring St., Los Angeles, Calif. 90013. Tel: (213) 465-3008. Pres.: Dick Noel.  
 Patty (see Holton).  
 Paul Carson (see Alma).  
 Paula (see Jewel).  
 Payle (see Jay-Cher Ent.).  
 Peace (see Texas Sound Studios).  
 Peacock, 2809 Erastus St., Houston, Tex. 77026. Tel: (713) 673-2611/1225. Cable: PEADUKE.  
 Labels: Backbeat, Peacock, Song Bird. (see Duke).  
 Peak (see Metrobeat Prod'ns).  
 Peanut Country (see Legrand).  
 Pearce, 16400 E. Truman Rd., Independence, Mo. 64050. Tel: (816) CL 4-9100. Pres.: John J. Pearson.  
 Pee Gee (see Pretty Girl Corp.).  
 Peerless (see S&R & Falcon).  
 Penguin, 575-B Harding Rd., Zanesville, Ohio 43701. Tel: (614) 452-4663. Pres.: Benjamin Gilliotte; VP A&R: Terry Mace.  
 Pennant (see Rem).  
 Pennie (see Mutt).  
 Pentagon, Pa. (see Del-Val).  
 Pentagon, 1812 S. 24 St., Milwaukee, Wis. 53204. Tel: (414) 672-3041. Pres.: Clyde F. Lewin.  
 Pepper, PO Box 4006, Crossstown Sta., 47 S. Florence St., Memphis, Tenn. 38104. Tel: (901) 275-2517, 274-6674.  
 Pergasso (see Met Richmond Latin Rec. Sales).  
 Period (see Everest).

Periscope, 22 Francis Dr., Suite 11, Randolph, Mass. 02368. Tel: (617) 963-7370. Cable: PERI REC. Pres., Pub., Promo. & Int'l: Edward M. Hurvitz; Sales, Mktg. & Adv.: Linda S. Berman.  
 Labels: Periscope, Streke.  
 Perri (see ALA Ent.).  
 Perspective (see Hot Line).  
 Pete, 8451 Meirose Ave., Los Angeles, Calif. 90069. Tel: (213) 653-4231. Pres.: Chris Petersen; Gen. Mgr.: Robert Kirstein.  
 Peter Pan (see Ambassador, N.J.).  
 Peter Rabbit (see Budget Sound).  
 Pharaoh, PO Box 969, McAllen, Tex. Tel: (512) MU 6-0791. Pres.: James Nichols.  
 phase 4 (see London).  
 Phi-Dan (see Philles).  
 Phil-L.A. of Soul (see Jamie/Guyden Dist. Corp.).  
 Philco-Ford Hip-Pocket, "S" & Tioga Sts., Philadelphia, Pa. 19134. Tel: (215) 443-6000. New Prods. Sales Planning Mgr.: Vince Novak.  
 Philips, 35 E. Wacker Dr., Chicago, Ill. 60601. Tel: (312) DE 2-5788. Cable: MERREC. Pres.: Irving B. Green; Exec. VP: Irwin H. Steinberg; VP & Rec'd Prod. Dir.: Charles Fach; Classical Rec'g Dir.: Joe Bott; Prod. Mgr.: Lou Simon; Promo. Mgr.: John Doumanian; Pub. Dir.: John Sippel; Adv. & Art Dir.: Jim Ladwig; Mds'g Dir.: George Balos (see Mercury & Int'l Music Consultants).  
 Branches: Los Angeles, Calif., 6922 Hollywood Blvd. Zip: 90028. Tel: (213) 469-3937. Regional Dir.: Robert H. Sarenpa; A&R Dir.: Steve Douglas—San Francisco, Calif., 665 A Harrison St. Zip: 94107. Tel: (415) 982-5916. A&R Dir.: Abe Kash—New York, N.Y., 110 W. 57 St., Zip: 10019. Tel: (212) 245-7300. VP & Rec'd Prod. Dir.: Charles Fach; Regional Dir.: Abe Chayot; Classical Rec'g Dir.: Joe Bott.  
 Int'l branch: England.  
 Labels: Philips, World Series.  
 Tape: (see Mercury).  
 Int'l reps: (see Mercury).  
 Philips Imports (see Import/Export section: Dance Rec., McLean, Va.; Playette, New York, N.Y.; Record & Tape Sales (Philips-Brazil, France), New York, N.Y.).  
 Philles, 9130 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 273-8661. Pres.: Phil Spector; VP: Gloria DiMino.  
 Labels: Emerald, Phi-Dan, Philles.  
 Tape: cartridge & cassette licensed to Ampex, Muntz; open reel licensed to Ampex.  
 Int'l distributor: London Records, NYC.  
 Philly Groove (see Bell).  
 Philwood (see Black Gold).  
 Phoebe James Creative Rhythm, PO Box 286, Verdugo City, Calif. 91046. Tel: (213) 248-5472. Owner: Phoebe James.  
 Phoenix, PO Box 643, Hollywood, Calif. 90026. Tel: (213) NO 3-3417. Owner & Prod'r: Anne Upton.  
 Phoenix, N.Y. (see Sire).  
 Piccadilly (see Jerden Music).  
 Piccolo (see Aardvark Ent.).  
 Pickwick Int'l, Pickwick Bldg., 8-16 43 Ave., Long Island City, N.Y. 11101. Tel: (212) EM 1-8811. Cable: PICKSACOR. Pres.: Cy Leslie; Exec. VP: Ira L. Moss; VP Sales: Ralph Berson.  
 Branches: Los Angeles, Calif. & Atlanta, Ga.  
 Labels: Allegro, Cricket, Design, Grand Prix, Happy Time, Hilltop, Instant Learning Series, PIP, Pickwick/33, Showcase.  
 Tape: 4 & 8-tr. cartridge & cassette.  
 Int'l reps: Canada (Ajax), United Kingdom (London).  
 Pickwick/33 (see Pickwick Int'l).  
 Pieces of Eight, 3263 Oakdell Rd., Studio City, Calif. Tel: (213) PO 6-1525. Pres.: Linda Hughes; VP: Rebecca Adler; Promo: Irwin Zucker.  
 Pik (see Kip).  
 Pike, 3806 Pasadena St., Bakersfield, Calif. 93302. Tel: (805) 871-3278. Pres.: Leon Hart.  
 Labels: Millie, Pike, Windsor.  
 Pilgrim (see LaBeat).  
 Pinewood (see Fink).  
 Pinnacle, 5358 S. Wells St., Chicago, Ill. 60609. Tel: (312) WA 4-2974. Pres.: Franz Jackson.  
 The Pinpoint Org., PO Box 721, University Park, Zip: 88070; First National Tower 334, Las Cruces, N. M. 88001. Tel: (505) 524-1679.  
 Pioneer Rec. Sales, 701 Seventh Ave., New York, N.Y. Tel: (212) JU 6-7260. Dir.: Moses Asch.  
 Labels: Asch, Broadside, RBF.  
 Pirouette (see Everest).  
 Pitter Pat (see Dover, La.).  
 Plaid (see Boddie).  
 Plainsmen (see The Texas Plainsmen).  
 Planet (see Lasalle).  
 Platinum (div. of Artrec Prod'ns), 1688 Meridian Ave., Miami Beach, Fla. 33139. Tel: (305) 532-5474. Pres. & A&R: Bob Archibald; VP & Music Dir.: Eddie Jacobs.  
 Plato, 1028 Mason St., Milton, W. Va. 25541. Tel: (304) 736-7758. Pres.: Robert Ullom; VP & A&R: Patrick Wisman.  
 Playette, 585 Ninth Ave., New York, N.Y. 10036. Tel: (212) BR 9-5379. Pres.: Sidney A. Evans.  
 Labels: GMS-Disc, Playette.  
 Tape: 2-tr. open reel.  
 Playmates (see Ambassador, N.J.).  
 Pleasant Peasant (see Artists Life).  
 Pleasure Time (see Allandale).  
 Pleiade (see Import/Export section: Playette, New York, N.Y.).

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**THE BEST  
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—Essex

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—Chatton

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continued

Pliant (see Vantage).  
 Point (see Georden Rec. Prod'ns).  
 Politan (see Country/Politan).  
 Polka Dot (see Cucca).  
 Polka Towne, 23 Marian Ln., Jericho, L. I., N. Y. 11753. Tel: (516) 822-3198. Contact: T. Kalinowski.  
 Polkaland (see Artists Life).  
 Polly, 4542 Live Oak, Mesquite, Tex. 75149. Tel: (214) BR 9-0635. Pres.: J. A. Balthrop.  
 Polly Bee, 1022 Howard St., Bridgeport, Ohio 43912. Tel: (614) 635-9940.  
 Branch: Rockford, Ill., 1628 Kishwaukee 61108.  
 Tape: 4-tr. cartridge licensed to Ampex.  
 Pollyvox, 369 15 St., Norwood, N.J. 07648. Gen. Mgr.: John Vrolyk; Assoc.: John S. Lind.  
 Polydor (see International Music Consultants).  
 Polydor, Brazil, France (see Import/Export section: Record & Tape Sales, New York, N. Y.).  
 Pompeii, PO Box 7328, Zip: 75209; 3604 Mockingbird Ln., Dallas, Tex. 75205. Tel: (214) LA 2-1495. Pres.: Joe Perry; Chm.: Pat Morgan.  
 Ponce (see Met Richmond Latin Rec. Sales).  
 Poney (see Elvitruel).  
 Poppy (see MGM).  
 Port (see Jay-Gee).  
 Power-Pak (see Gateway-Dyno).  
 Praise, 15589 Freed St. S.E., Minerva, Ohio 44657. Tel: (216) 868-4840. Pres.: Dr. J. Maas; Mgr.: Keith Sheridan.  
 Branch: Stoneboro, Pa., PO Box 428. Zip: 16153. Mgr.: C. Carlson.  
 Labels: Praise, Joyous Melodies.  
 Int'l rep.: Bahamas (Don Winter).  
 Prancer (see Roulette).  
 Precise (see Dickerman Music Prod'ns).  
 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, Jay Jay, Parade, Premier, Spin-O-Rama, Twinkle.  
 Tape: 4 & 8-tr. cartridge licensed to Ampex & Muntz; open reel licensed to Ampex.  
 President (see American Metropolitan Ents. & Laurie).  
 Press (see London).  
 Presta, 29 E. Monterey Way, Phoenix, Ariz. 85012. Tel: (602) 264-9364. Pres. & A&R: Earl V. Perrin. Sales Mgr.: Gary Taylor; Adv. Dir.: Dan Kvaase; Promo. Mgr.: Johnny Salisbury.  
 Labels: Presta, Sound Gems.  
 Prestige, 203 S. Washington Ave., Bergenfield, N.J. 07621. Tel: (201) 384-6900. Pres., Sales & Mktg., Robert S. Weinstock; Pub. & Prom., Bob Porter; VP, Creative Activities, Don Schliffen.  
 Labels: Prestige, Prestige Folklore.  
 Tape: Prestige, 8-tr. cartridge licensed to RCA.  
 Int'l reps: Algeria (Pathe-Marconi), Angola (Gallo), Austria (SABA Schwarzwald), Bahamas (Record Specialists), Bermuda (Record Specialists), Brazzaville (Pathe-Marconi), British Honduras (Record Specialists), Burma (Cosdel), Burundi (Gallo), Cambodia (Cosdel), Camerons, (Pathe-Marconi), Central Africa (Pathe-Marconi), Comores (Pathe-Marconi), Dahomey (Pathe-Marconi), Denmark (Transatlantic), Dutch Guiana (Record Specialists), Eire (Transatlantic), Finland (Transatlantic), France (Pathe-Marconi), French Guiana (Pathe-Marconi), French Oceanic States (Pathe-Marconi), Gabon (Pathe-Marconi), Germany (SABA Schwarzwald), Guadeloupe (Pathe-Marconi), Guam (Cosdel), Guyana (Pathe-Marconi), Hong Kong (Cosdel), Iceland (Transatlantic), Indonesia (Cosdel), Italy (Durium), Ivory Coast (Pathe-Marconi), Japan (Cosdel), Kenya (Gallo), Laos (Cosdel), Luxembourg (Discobel), Macao (Cosdel), Madagascar (Pathe-Marconi), Malaya (Cosdel), Mali (Pathe-Marconi), Martinique (Pathe-Marconi), Mauritania (Pathe-Marconi), Miquelon zambique (Gallo), Netherlands (Artone), New Caledonia (Pathe-Marconi), New Hebrides (Pathe-Marconi), Nigeria (Pathe-Marconi), Northern Rhodesia (Galla), Norway (Transatlantic), Nyasaland (Gallo), Okinawa (Cosdel), Panama (Record Specialists), Philippines (Cosdel), Reunion Island (Pathe-Marconi), St. Pierre (Pathe-Marconi), Senegal (Pathe-Marconi), Singapore (Cosdel), South Africa (Gallo), South Korea (Cosdel), South Viet Nam (Cosdel), Southern Rhodesia (Gallo), Southwest Africa (Gallo), Sweden (Transatlantic), Switzerland (Pathe-Marconi), Taiwan (Cosdel), Tanzania (Gallo), Tchad (Pathe-Marconi), Thailand (Cosdel), Togo (Pathe-Marconi), Tunisia (Pathe-Marconi), United Kingdom (Transatlantic), Urundi (Gallo), Volta, (Pathe-Marconi), West Indies (Record Specialists).  
 Prestige Folklore (see Prestige).  
 Presto Hit, 109 N.W. 21 St., Gainesville, Fla. 32601. Tel: (904) 378-4318. Cable: PRESTOREC. Pres.: Preston Hicks; Exec. VP: Woody Wesley.  
 Branch: Pensacola, Fla., Preston Ents. Prod'ns, 3895 Winona Dr. Zip: 32504.  
 Pretty Girl Corp., 3373 Park Ave., Memphis, Tenn. 38111. Tel: (901) 324-6786. Pres.: Mrs. Bobbie Davis; VP: T. H. Williams; A&R: Style Wooten.  
 Labels: Pretty Girl, Designer, Park Grand, Pee Gee.  
 Preview, 604 Alta Dr., Beverly Hills, Calif. 90210. Tel: (213) 275-6768. Pres.: Joseph Moshay.

Prime (see Style Rec. Prod'ns).  
 Prince, Calif. (see Criterion).  
 Prince, N.Y. (see Dickerman Music Prod'ns).  
 Princeton, 1311 S. Front St., Marquette, Mich. 49855. Tel: (906) 226-9816. Gen. Mgr.: Fred L. Crook.  
 Pro (see Tide).  
 Process, 439 Wiley Ave., Franklin, Pa. 16323. Tel: (814) 432-4633. Mgr. & A&R: Norman Kelly.  
 Labels: Country Star, Mersey, Process.  
 Tape: 4-tr. cartridge & open reel.  
 Progresso (see Met Richmond Latin Rec. Sales).  
 Project 3, 1020 Ave. of the Americas, New York, N. Y. 10070. Tel: (212) 765-9760. Pres.: Enoch Light; Sales Mgr.: Andrew Miele; Promo. Mgr.: Tom Virzi; Sales & Promo: Robert Briody; A&R: Julie Klages, Lewis Davies; Adv.: John DeVries.  
 Tape: 4 & 8 tr. cartridge licensed to ITCC; cassette & open reel licensed to Ampex.  
 Int'l reps: Argentina (Prodisa), Australia (Festival), Belgium (Barclay), Canada (Compo), Central America (INDICA in Costa Rica), Denmark (Moerks), France (Barclay), Israel (Hataklit), Italy (CGD), Japan (King), Mexico (Gamma), Netherlands (Iramac), Peru (J. L. Salazar), Philippines (Mareco), Portugal (Radio Triunfo), South Africa (Gramophone), Spain (Hispanvox), Venezuela (Palacio de la Musica).  
 Prominent (see Met Richmond Latin Rec. Sales).  
 Prospect (see Met Richmond Latin Rec. Sales).  
 Protone Recs. & Tapes, 6114 Santa Monica Blvd., Hollywood, Calif. 90038. Tel: (213) 462-6058.  
 Partner & Pop A&R: James Welton; Partner & Classical A&R: Jane Courtland; Sales & Mktg.: Dorothy Wiser; Pub. & Promo.: Irwin Zucker (independent); Adv. Mgr.: Victoriâ Ellen.  
 Labels: Cornuto, Protone, Recotape.  
 Tape: Protone, Recotape; open reel.  
 Proverb/Gospel Corner, 5328 S. Central Ave., Los Angeles, Calif. 90011. Tel: (213) AD 1-9261.  
 Pres.: S. C. Henderson; A&R: Duke Henderson; Pub. Mgr.: Nick Henderson; Adv. Mgr.: A. L. Brown; Promo. Mgr.: Dot Henderson.  
 Labels: Gospel Corner, Proverb.  
 Tape: 4 & 8-tr. cartridge.  
 Providence (see Laurie).  
 Psychephonie (see Rendezvous).  
 Puchito, 288 W. 29 St., Hialeah, Fla. 33012. Tel: (305) 887-0831. Cable: ERSCOA. Pres.: Pucci Stornio; VP: Jesus Goris.  
 Labels: Puchito, Adria, Dardo, J&G.  
 B T Puppy (see Jay-Gee).  
 Purple Cow (see Springboard).  
 Purple Sage (see Bismark).  
 Purple Tiger (see Blue Onion).  
 Pussy Cat, PO Box 12281, Norfolk, Va. 23502.  
 Puzze (see Import-Parkway).  
 Pye (see Import/Export section: Gaelic Imports, Chicago, Ill., & Cleveland, Ohio; Dance Rec., McLean, Va.).

**Q**

Quality (see Thomas J. Valentino).  
 Que, 518 W. 50 St., New York, N.Y. 10019. Tel: (212) 245-7658. Owner: Hallique Foster Henry.  
 Que Rio (see Met Richmond Latin Rec. Sales).  
 Queen Vee (see Spivey).  
 Quicka (see Met Richmond Latin Rec. Sales).  
 Quinvy Music, Box 215, 104 E. Second St., Sheffield, Ala. 35660. Tel: (205) 381-1830. Pres.: Quinon R. Ivy; VP: William O. Jenkins.  
 Labels: Quinvy, South Camp.

**R**

R (see Jay-Gee).  
 R B F (see Pioneer Rec. Sales).  
 R C A, 155 E. 24 St., New York, N.Y. 10010. Tel: (212) MU 9-7200. VP & Gen. Mgr.: Norman Racusin; VP Rec. Opns.: Harry Jenkins; VP & Exec. Pop A&R Prod'rs: Ernie Altschuler; A&R Mgr. Red Seal Div.: Roger Hall; VP Mktg.: Irwin Tarr; Pub. Affairs Mgr.: Herb Helman; Adv. Mgr.: George Parkhill; VP Music Publ'g & Talent Servs.: Joseph D'Imperio; VP Int'l: Dario Soria; Int'l Mktg. Admin. Mgr.: Jim Bailey.  
 Branches: Hollywood, Calif., 6363 Sunset Blvd. Tel: (213) 461-9171. Pop A&R Mgr.: Neely Plumb-Nashville, Tenn., 800 17 St. Tel: (615) 255-5781. Pop A&R Mgr.: Chet Atkins.  
 Labels: (owned) RCA Camden, RCA Victor, Victrola, RCA Red Seal; (distributed) Calendar, Chart, Colgems.  
 Tape: RCA Camden, RCA Victor, RCA Red Seal: 8-tr. cartridge & open reel; also licensee for Buena Vista, Colgems, Crescendo, Diamond, Kapp, Prestige, Scepter & Wand.  
 Int'l reps: Argentina (RCA), Australia (RCA), Austria (Musica), Belgium (Inelco), Bolivia (Prodisco), Brazil (RCA), Canada (RCA), Central America (DICESA), Chile (Corp. de Radio de Chile), Colombia (Sonolux), Denmark (Hede Nielsens), Finland (Discophon), France (AREA), Germany (Teledec), Greece (Greek Phonograph Rec. House), Hong Kong (Cosdel), India (Gramophone), Israel (Eastronics), Italy (RCA), Jamaica (Federal), Japan (Victor), Mexico (RCA), Netherlands (Inelco), New Zealand (Radio Corp.), Norway (Nera), Peru (Fabricantes Tecnicos), Philippines (Filipinas), Portugal (Teleclra),

Puerto Rico (Kelvinator Sales), Singapore (Cosdel), South Africa (Teal), Spain (RCA), Sweden (Electra), Switzerland (Musikvertrieb), Trinidad (Int'l Rec'g), Turkey (Melodi), United Kingdom (RCA), Uruguay (APSA Prods), Venezuela (Antor).  
 R C A Camden (see RCA).  
 R C A Red Seal (see RCA).  
 R C A Victor (see RCA).  
 R C A Victrola (see RCA).  
 R D Truetone, 1835 Mound St., Springfield, Ohio 45505. Tel: (513) 325-1778. Owner: Richard D. Durrant.  
 R M P, 600 Ridgewood Ave., Brooklyn, N.Y. 11208. Tel: (212) MI 7-9745. Owner: Stephen Benjak.  
 R M S, 4327 S. Sacramento, Chicago, Ill. 60632. Tel: (312) LA 3-3914. Pres.: R. M. Semerak.  
 Labels: RMS, Mickey Ricky.  
 R R C (see Recordland).  
 R S V P, 1650 Broadway, New York, N.Y. Tel: (212) JU 6-6707. Pres.: Jerry Simon.  
 Ra-Sel, 1050 N. 46 St., Philadelphia, Pa. 19131. Tel: (215) 877-0169. Pres.: R. F. Selden.  
 Racer (see Music Inds.).  
 Radio (see Sound, Mich.).  
 Radio Television Belgrade, Yugoslavia (see Import/Export section: Folk Music Int'l, New York, N. Y.).  
 Rae-Ann, 6640 Gardenia Ave., Long Beach, Calif. 90805. Tel: (213) GA 2-4890. Co-owners: Ray & Sarah Ann Warner.  
 Raglan (see Arhoolie).  
 Rainbow, 5659 Heiskell St., Philadelphia, Pa. 19144. Tel: (215) GE 8-7605. Pres.: Phil Terry; A&R: Marty Lynn; Sales & Promo.: Joe Konowol.  
 Labels: Chase, Chelton, Rainbow.  
 Rainbow, Baker Hotel, Suite 249, 200 E. Hubbard St., Mineral Wells, Tex. 76067. Tel: (817) 325-7173. Pres.: Howard W. Denhofer; VP: A. Denhofer.  
 Branch: Closter, N. J., PO Box 294.  
 Raincoat, 1216 Cole Ave., Hollywood, Calif. 90038. Tel: (213) HO 5-9646. Owner: E. Marty.  
 Rainstar (see McDowell).  
 Rainy Day (see Jay-Gee).  
 Rabbar Prod'ns, 915 Queen St., Pottstown, Pa. 19464. Tel: (215) 323-3336. Cable: RALBAR. Pres. & Exec. Prod'rs: A. Alan Botto; Gen. Mgr.: Evadna Brosius; Mktg. Mgr.: F. Bellweather.  
 Ralston (see Apco).  
 Ramble, Box 28, Rt. 2, Leesville, S.C. Tel: (803) 532-4174. Pres.: William R. Watkins Jr.  
 Ramco (see Audio Recorders of Arizona).  
 Rampart (see Faro).  
 Rane/Supreme/Detroit, 677 Newbury St., Springfield, Mass. 01104. Tel: (413) RE 4-3376. Owner, Pres., Pub., Adv., Promo. & Int'l: Mark Lee Woods; A&R: Gil George.  
 Rangel Music, 505 W. Commerce St., San Antonio, Tex. 78205. Tel: (512) CA 6-1923. Pres., Sales, Mktg., Pub., Adv., Promo. & Int'l: Manuel E. Rangel; Sec'y-Treas.: Isabel H. Rangel.  
 Label: Corona.  
 Ranger, 5445 Hillier Dr., Clio, Mich. 48420. Tel: (313) 686-0189. Contact: Forrest Green.  
 Labels: FGS, Ranger.  
 Ranwood Int'l, 9034 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 278-7222. Pres.: Randolph C. Wood.  
 Rave (see Artists Life).  
 Razorback of Arkansas, 4917 W. 28 St., Little Rock, Ark. 72204. Tel: (501) MO 4-5163. Pres.: Bobby Crafford.  
 Reading (see McKinnon).  
 Real McCoy (see Jim McCoy Ents. listed under "M").  
 Realm, Calif. (see Aris Prod'ns).  
 Realm (see Import/Export section: Dance Rec., McLean, Va.).  
 Rebel, PO Box 246, Mt. Rainier, Md.; 5408 20 Ave., Hyattsville, Md. Tel: (301) 927-0010. Pres.: C. R. Freeland.  
 Int'l branch: Canada.  
 Labels: Rebel, Boo, Zap.  
 Re-Car, 3121 Nicollet Ave. S., Minneapolis, Minn. 55408. Tel: (612) TA 4-6484. Pres.: Russ Holland.  
 Recap (see Georden Rec. Prod'ns).  
 Recital, 4640 E. Lewis, Phoenix, Ariz. 85008. Tel: (602) 959-2076. Owner: L. John Twiford.  
 Recital Hall (see Connoisseur).  
 Reco-Flex (see Vantage).  
 Record Guild of America, 15 Bond St., Great Neck, L.I., N.Y. Tel: (516) HU 2-0900. Pres.: David Shichman.  
 Labels: Audio Guild, Bomba Roja, Simon Says. (Simon Says distributed by ABC).  
 Tape: 4-tr. cartridge licensed to GRT; 8-tr. cartridge licensed to Ampex, GRT, RCA; cassette licensed to Ampex; open reel licensed to Ampex, GRT, RCA, Stereo Tape.  
 Record Makers (see Paragon Prod'ns).  
 Record Serv., 1110 48 Ave. N., Nashville, Tenn. 37209. Tel: (615) 291-7883. Pres.: Alan Bubis; VP: William Beasley.  
 Labels: Hit, Modern Sound.

Recorded Treasures (The Welte Legacy), PO Box 1278, North Hollywood, Calif. Zip: 91604. Tel: (213) PO 3-3173. Pres.: Walter S. Heebner. Recordland, PO Box 375, Royal Oak, Mich. 48068. Tel: (313) LI 2-2338. Pres.: Wilbert Simkovitz; VP: Seymour Ribiat; VP Sales: Sy Kaplan; Pub. & Adv. Dir.: D. Schwartz. Branch: Brooklyn, N.Y., 1043 Rutland Rd. Zip: 11212. Tel: (212) PR 2-0898. Pres.: Dave Kimmel. Labels: RRC, Recordland.

Recotape (see Protone). Red Fox (see Skyway). Red Onion, 43 W. Apple St., Dayton, Ohio 45402. Tel: (513) 222-1411. Pres.: Gene Mayl. Redda (see Atco). Redondo (see Trend, Nev.).

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

Readco, 904 E. High St., Lexington, Ky. 40502. Tel: (606) 266-0374. Mgr.: David Mark Reed. Reed (see John J. Sullivan Theatrical Ent's. listed under "S").

Reena, 5642 Beck Ave., North Hollywood, Calif. 91601. Tel: (213) 877-7004. Pres.: E. S. Horton.

Regency (see Jay-Cher Ent's.).

Regent (see Savoy).

Reginald (see Lynn's Prod'ns).

Regio (see Kubaney).

Release, PO Box 234, St. Louis, Mo. 63166. Tel: (314) 837-7108. Dir.: 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, 3805 Whites Creek Pike, Nashville, Tenn. 37207. Tel: (615) 227-4494; Pres.: Sales, Mktg. & Promo.: Bob Mooney. Labels: Pennant, Rem, Trophy.

Renaissance (see Everest).

Rendezvous, 134 S. 20 St., Philadelphia, Pa., 19103. Tel: (215) LO 7-9424. Gen. Mgr.: Edward R. Marcus. Labels: Rendezvous, Old Sound, Psychepionic, Rockin' Richie.

Rene Albi Prod'ns, 12 Warren St., Norwalk, Conn. 06851. Tel: (203) 846-1038. Mgr.: Rene E. Jolel. Labels: Albee Stereo, Astoria, Imavox.

Reo Tahiti (see Criterion).

Reon, 932 N.W. 22 St., Moore, Okla. 73060. Tel: (405) SW 4-7633. Pres., A&R & Adv.: Dede Rawson; Exec. VP, Sales & Mktg.: B. F. Reece; VP Pub. & Promo.: Verlena Whitley.

Repeat, 5782 E. Second St., Long Beach, Calif. 90803. Tel: (213) 439-7785. Pres.: L. M. Barcus; Exec. VP: John Berry; VP Sales: B. Steidley. Labels: Conquest, Repeat.

Reprise, 4000 Warner Blvd., Burbank, Calif. 91503. Tel: (213) HO 9-1251. Cable: WANEWAR. Pres.: J. K. Maitland; Gen. Mgr.: Mo Ostin; A&R: Jimmy Bowen, Andy Wickham, Dave Hassinger, Richard Perry, Len Waronker, Jimmy Hilliard; Sales Mgr.: Dick Sherman; Mds'g: Joel M. Friedman; Int'l: Phil Rose. (see Warner Bros.-Seven Arts).

Branch: New York, N.Y. 321 W. 44 St. Tel: (212) CI 6-1700. Opns. Dir.: George Lee. Labels: Reprise, Tom Lehrer.

Tape: 4 & 8-tr. cartridge licensed to Ampex, Muntz, PlayTape; open reel licensed to Green-tree.

Int'l reps.: Argentina (Sicamericana), Australia (Astor Electronics), Austria (Musica), Belgium (Vogue), Brazil (EMI), Burma (Gramophone Co. of India), Cambodia (Gramophone Co. of India), Canada (Warner Bros.-Seven Arts), Ceylon (Gramophone Co. of India), Chile (Goluboff), Colombia (Colombia de Discos), Costa Rica (INDICA), Denmark (Hede Nielsens), Ecuador (Industria Fonografica), Finland (Sahkoliik-keiden), France (Vogue), Germany (Teldec), Greece (Greek Phonograph Rec. House), Hong Kong (Cosdel), India (Gramophone), Israel (Gal Ron), Italy (CGD), Japan (Cosdel), Luxembourg (Vogue in Belgium), Mexico (Gamma), Netherlands (Negram), New Zealand (La Gloria), Norway (Arne Bendixsen), Peru (EMI), Philippines (Cosdel), Portugal (Arnaldo Trindade), Puerto Rico (Juan Martinez Vela), Singapore (E. S. Isaac), South Africa (Teal), Spain (Hispanovox), Sweden (Telefunken), Turkey (Melodi), United Kingdom (Pye), Venezuela (Fabrica Venezolana), West Indies (West Indies).

Reprize (see Three Star).

Request, 66 Mechanic St., New Rochelle, N. Y. 10801. Tel: (914) NE 3-6055/9. Pres.: H. J. Lengsfelder; Gen. Mgr.: Ruth B. Gamba. (distributed by RCA).

Labels: Family, Library Editions, Oasis, Request. Tape: Family, Library Editions, Request: 4 & 8-tr. cartridge, cassette, PlayTape & open reel licensed to GRT.

Respond, PO Box 723, San Carlos, Calif. 94070. Owner & Mgr.: Ron Akin. Rev, 12044 Chandler Blvd., North Hollywood, Calif. 91607. Tel: (213) PO 6-9164. Owner: John Phillips.

Revancha (see Met Richmond Latin Rec. Sales). Reverse (see Dickerman Music Prod'ns).

Revert (see Soul Boulevard).

Revolot (see Solid Hitbound Prod'ns).

Revival (see Double U Sound Rec'g).

Revue (see Uni).

Rex (see Musical Rec's.).

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

Tape: 4-tr. cartridge licensed to Muntz. Reynaud, 7314 Carver Ave., Texas City, Tex. 77568. Tel: (713) WE 5-3728. Pres.: Lloyd W. Reynaud. Branch: Opelousas, La., 1180 E. Madison St. Zip: 70570.

Rhumba (see Met Richmond Latin Rec. Sales). Rhythms Prod'ns, PO Box 34485, Los Angeles, Calif. 90034. Tel: (213) 836-4678. Pres.: R. S. White.

Labels: Capricorn, Rhythms Prod'ns, Tom Thumb, Video-text. Ric-Tic, 4039 Buena Vista, Detroit, Mich. 48238. Tel: (313) WE 1-0048. Pres.: Joanne J. Bratton; Mgr.: Ed Wingate; Sales Mgr.: Kittie Lee; Pub. & Promo.: James Stanford.

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

Richie, PO Box 961, Wilmington, Del. Tel: (302) 998-9679. Pres.: Vince Rago.

Richmond (see London).

Ride (see Movin').

Rilev's (see Diamond Jim).

Rio Grande Music, PO Box 861, San Benito, Tex. 78586. Tel: (512) EX 9-1471. Owner, Pres., Sales, Mktg., Pub. & Adv.: Paco Betancourt; VP, A&R & Promo. Mgr.: John F. Phillips. Labels: Chico, Ideal, Norco.

Int'l rep.: Venezuela (Fabrica Venezolana).

Ripcord, 4009 E. 18 St., Vancouver, Wash. 98661. Tel: (206) 695-2112. Pres.: Bob Gibson; Mgr.: Rick Keefer.

Rise (see Agar).

Rising Sons (see Monument).

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 Riverside (see ABC).  
 Rivoli (see Tikva).  
 Roach, 8615 Crenshaw Blvd., Suite 203, Inglewood, Calif. 90301. Tel: (213) 678-7081.  
 Roadrunner, c/o Heath Prod'ns, 1122 Thatcher Blvd., Safford, Ariz. 85546. Tel: (602) 428-1313. Owner: C. H. Haralson.  
 Roar (see VV).  
 Robbins, PO Box 411, San Fernando, Calif. 91341. Tel: (213) DI 2-9109. Pres.: Virginia Scott; Nat'l Rep., Adv. & Promo.: Mark Raymer; A&R & Int'l: Sherree Scott; Pub.: Glen Scott.  
 Branch: **Mehama, Ore.**, PO Box 928—Canoga Park, Calif., PO Box 373. Tel: (213) 346-3333. Labels: (owned) Headliner Stars, Robbins, Sherree Heart; (distributed) Angeltone, Atlas, Colorful.  
 Roben, PO Box 215, Gallatin, Tenn. 37066. Pres.: Benny Williams; VP: Robert Garrett.  
 Robin Hood (see Modern-Kent).  
 Rock n' Jazz, 2315 W. Huron, Chicago, Ill. 60612. Tel: (312) 772-8500. Pres.: Herb Mertes; VP: Ray Smithers.  
 Rockin', 1733 Carmona Ave., Los Angeles, Calif. 90019. Tel: (213) 933-6521. Pres.: Willie H. Rocquemore; Promo.: Willie Smith; A&R Dir.: Bob Starr.  
 Labels: Rockin', Rockmore.  
 Rockin' Richie (see Rendezvous).  
 Rocking Horse (see Ambassador, N.J.)  
 Rockland (see Music Minus One).  
 Rockmore (see Rockin').  
 RoFran Ents., 5 Rainbow Ct., Urbana, Ill. 61801. Tel: (217) 367-9076. Pres.: Roger E. Francisco; Prod'n Mgr.: Howard A. Smith.  
 Rojac, 1274 Fifth Ave., New York, N.Y. 10029. Tel: (212) 348-0665. Pres.: Jack Taylor; VP: Claude Sterrett; A&R Dir.: Joseph Spencer; Sales Mgr.: Melvin Taylor; Pub. & Adv. Mgr.: E. J. Greene.  
 Labels: Rojac, Tay-Ster.  
 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.  
 Roman Ents., 903 Penn St., Reading, Pa. 19601. Tel: (215) 374-4929. Owner: Carlo Roman.  
 Label: Roman.  
 Romco, 305 1/2 W. Seventh St., Augusta, Kan. Tel: (316) SP 5-2531. Contact: Richard O. Miller.  
 Labels: Romco, Westar.  
 Romper Room (see Cameo-Parkway).  
 RoMur, 431 S. 62 St., Philadelphia, Pa. 19143. Tel: (215) SH 7-4721. Pres.: Rosco Murphy; VP: Robert Murphy.  
 Ron, PO Box 14602, 220 Oklahoma St., Suite 5116, Baton Rouge, La. 70802. Tel: (504) 348-6190, 342-8066, 343-2963. Mobile Tel: JL 5-3387. Owner & Pres.: Ron Shaab; Mgr.: John Foster; Sales & Mktg.: John Hemshaw; A&R: Morty Shaab; Pub.: Mary Evans; Adv. & Promo.: Sam Montle; Int'l: Fifi Mussali, Fuente del Parian 37, Tecamachalco, Edo. de Mexico, Mexico.  
 Branches: **Bradley Beach, N.J.**, 207 Third Ave. Tel: (201) 776-5867. VP: Morton C. Rance.—**Brooklyn, N.Y.**, 1853 E. Eighth St. Tel: (212) NI 5-2117.  
 Labels: Jazz, Lucky Sounds, Ron, Ron Int'l, Smoke, Sole.  
 Tape: Lucky Sounds, Ron, Sole: 4 & B-tr. cartridge, cassette, PlayTape.  
 Ron Int'l (see Ron).  
 Ronik Records, 5814 Leslie Dr., Flint, Mich. 48504. Tel: (313) 789-2559. Pres.: Johnny Nogaj.  
 Ronin (see Jewel).  
 Ronnie (see Paragon Prod'ns).  
 Roosevelt Lee, 1653 Jonathan Ave., Cincinnati, Ohio 45207. Tel: (513) 751-0820. Pres.: Roosevelt Lee.  
 Labels: Roosevelt Lee, Emrold.  
 ROPER, 43-48 48 St., Long Island City, N.Y. 11104. Tel: (212) HA 6-1190. VP: Franc Peri.  
 Tape: 4-tr. cartridge & open reel. (SEE ADVERTISEMENT)  
 Rosemart (see Atlantic).  
 Rostrum, 153 E. 57 St., New York, N.Y. 10022. Tel: (212) 751-2740. Cable: ROSTRECINC. Pres.: Louis M. Gersten.  
 Roulette, 1631 Broadway, New York, N.Y. 10019. Tel: (212) PL 7-9880. Pres.: Morris Levy; A&R Pop: Bo Gentry, Ritchie Cordel; A&R Latin: M. Pancho Cristal; Nat'l Sales & Promo. Mgr.: Pub. & Adv.: Red Schwartz; Int'l: Normand Kurtz.  
 Int'l branch: England.  
 Labels: Alegre, Kenwood, Mardi Gras, Prancer, Roulette, Swinger, Tico.  
 Int'l reps.: Argentina (Sicamericana), Belgium (Vogue), Canada (Allied), Colombia (Discos Fuentes), Denmark (I. S. Dansk), Ecuador (Industrial Fonografica Ecuatoriana), El Salvador (Discos Centroamericanos), Finland (Scandia-Musiikki), France (Vogue), Germany (Deutsche Vogue, Paul Siegel), Greece (Helladisc), Hong

Kong (Moutrie), Italy (Saar), Japan (Philips), Lebanon (Philips), Mexico (Orfeon-Video Vox), Netherlands (Negram, Radio Veronica), New Zealand (La Gloria), Panama (Panama Radio), Peru (Distribuidora Peruana), Singapore (Philips), South Africa (Trutone), Spain (American Music), Sweden (Scan-Disc), Switzerland (Finsterwald & Cantacuzene), United Kingdom (Roulette), Venezuela (Palacio de la Musica).  
 Round-Up (see Discotape Int'l).  
 Roy (see Brite-Star).  
 Royal, 397 S. Walter Ave., Newberry Park, Calif. 91320. Tel: (213) 474-6013. Owner & Adv.: Bill Doane; A&R Prod'r: Lee Harper; Sales & Mktg.: Pete Thorgren; Pub.: Ozzie Smith; Nat'l Promo.: George Jay; Local Promo.: Don Blocker.  
 Royal, Ohio (see Boddie).  
 Royal Blue (see International Rec'g Co.).  
 Royal Crest (see Jacin Ents.).  
 Royce, 206 E. Main, Robinson, Ill. Tel: (618) 544-7222. Mgr.: Keith Dorrough.  
 Labels: Atom, Royce.  
 Ru-Jac, 427 Lauren St., Baltimore, Md. 21217. Tel: (301) 523-2450. Owner: Rufus Mitchell.  
 Bill Rucker Ent (see listing under "B").  
 Ruff (see Checkmate Prod'ns).  
 Rufish (see Bill Rucker Ent. listed under "B").  
 Rugby (see Dee).  
 Rural Ents., Rt. 1, Caledonia, Ohio 43314. Tel: (419) 845-2278. Gen. Mgr.: C. M. Honaker.  
 Label: Rural.  
 Rural Rhythm, Box A, Arcadia, Calif. 91006. Tel: (213) 446-1624. Owner: Uncle Jim O'Neal.  
 Rush (see Bynum Music Prod'ns).  
 Russ & Paula, 3901 E. Broadway, North Little Rock, Ark. 72114. Tel: (501) WI 5-3312. Owners: Russ & Paula Thompson.  
 Russell, PO Box 3318, 1403 Callens Rd., Ventura, Calif. 93003. Tel: (805) 642-3555. Pres.: Ted Russell. Sec'y-Treas.: Doris Russell.  
 Rust (see Laurie).  
 Rustique (see Band Box).

**S**

S A C, 803 Briarcliff Rd., Suite 3F, Atlanta, Ga. 30306. Tel: (404) 373-8557. Pres.: Gerald Cox; VP: Ralph Witsell; Sec'y-Treas.: Jim Youmans.  
 S C R S (see Super Cities Rec. Serv.).  
 S C S (see Spectrum, Calif.).  
 S F M Prod'ns (see Star).  
 S J R, PO Box 181, Bellevue, Ohio 44811. Tel: (419) 483-5084. Pres.: Carl Navarro.  
 Labels: SJR, Stein.  
 S L R (see Sound Lab. Rec.).  
 S M E, 91-02 Sutphin Blvd., Jamaica, N. Y. 11434. Tel: (212) 739-9278. Pres.: William J. Evans; Prod'r: Frank English; Promo. & Pub.: Ernest Juniaus.  
 Labels: SME, Selma, Soul Sound, Sun Ray.  
 S M S (see Steel).  
 S P A (see Society of Participating Artists).  
 S P Q R (see Legrand).  
 S & R, 124 W. 157 St., Gardena, Calif. Tel: (213) 321-2475. Pres.: Anastacio Sapien.  
 Labels: Peerless, Eco, Colonial.  
 S S S Int'l (see Shelby Singleton Prod'ns).  
 Sabie, 2224 Belvedere Dr., Jackson, Miss. Tel: (601) 354-3062. Pres. & A&R: Johnny Angle; Sales & Promo. Dir.: James Farris.  
 Sacred (see Word).  
 Sacred Prod'ns, PO Box 7654, Waco, Tex. 76711. Tel: (817) PL 6-4101. Pres.: Jarrell McCracken.  
 Saddle (see Super Cities Rec. Serv.).  
 Safice (see Atlantic).  
 Sage, 1526 N. Wilcox, Hollywood, Calif. 90028. Tel: (213) HO 9-1527. Pres.: W. O. Fleener.  
 Labels: Sage, Sand.  
 Sahara (see Masters Releasing).  
 St. Clair Prod'ns, 485 Fort Couch Rd., Pittsburgh, Pa. 15228. Tel: (412) 835-4220, 892-2288. Owner: Julius Jules Kruspir.  
 Labels: Arrow, Dynamic, Fort Couch, Gigi, Jules-Tone, Paloma, St. Clair.  
 St. Lewis (see Kiderian).  
 Saint-Trop (see Casa Prod'ns).  
 Sainmto (see Ballad).  
 Salem, 5769 S. Wentworth Ave., Chicago, Ill. 60621. Tel: (312) 493-5042. Pres.: Seabon Foster.  
 Labels: Salem, Nation.  
 Salmar Ents., 1155 S. 11 St., Beaumont, Tex. 77701. Tel: (713) TE 8-3364. Owner: Sal Serio.  
 Label: Salmar.  
 Samter, 522 Lafayette St., Gretna, La. Tel: (504) 361-9168. Pres.: Samuel C. Territo.  
 San (see Dover, La.).  
 San Miguel (see Epstein Ents.).  
 Sand (see Sage).  
 Sandy (see Dover, La.).  
 Sandy-V (see Wesley).  
 Sanfrisk, 1674 Broadway, Suite 309, New York, N.Y. 10019. Tel: (212) JU 2-5799. Pres.: Santa Friscia.  
 Sansu (see Deesu & Bell).  
 Santa Cruz, 815 E. Broadway, Tucson, Ariz. 85719. Tel: (602) 623-0318. Owner: Nick Cutrules.  
 Sara (see Cucal).  
 Sashay, Box 7591, Zip: 43616; 49 N. Norden Rd.,

Oregon, Ohio 43618. Tel: (419) 836-8633. Mgr.: Robert F. Thomson; A&R: Jack May & Jim Wise; Promo. Dir.: Jim Thomson.  
 Branch: **Toledo, Ohio**, 1825 Sylvania Ave. 43613. Tel: (419) 475-8059. Mgr. & Rec'g Eng.: James R. Thomson.  
 Satin, 325 S.W. Military Dr., San Antonio, Tex. 78221. Tel: (512) 923-6241. Owner: E. J. Henke.  
 Labels: Satin, Brazos.  
 Saturn, 2707 W. Pico Blvd., Los Angeles, Calif. 90006. Tel: (213) 737-0616. Owner: Jack Douglas; Mgr.: Jack Frost.  
 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.  
 Tape: 4 & 8-tr. cartridge, cassette & open reel licensed to Livingston.  
 Saxony, PO Box 1771, Cincinnati, Ohio 45201. Tel: (513) 661-0660. Mgr.: Paul Tretzger; A&R: Bud Reneau; Pub.: Dawn Tobergta; Adv.: Jerry Humbert.  
 Labels: Saxony, TRIP.  
 Scala (see Everest).  
 Sceneville, 85-55 76 St., Queens, N.Y. 11421. Tel: (212) AX 6-8738. Pres.: A. Kleinfeldt; VP: R. Knudsen; A&R: Jim Knudsen.  
 SCEPTER, 254 W. 54 St., New York, N.Y. 10019. Tel: (212) CI 5-2170. Cable: SCEPTERMUS. Pres.: Florence Greenberg; VP: Marvin Schclacter; Mgr. Hob Div.: Johnny Bowden; A&R: Stanley Greenberg; Sales & Mktg.: Sam Goff; Pub. & Adv.: Murry Ross; Promo.: Steve Tyrell; Int'l: Joe Zerga.  
 Labels: Bunky, CapCity, Hob, Mace, Scepter, Wand.  
 Tape: Scepter, Wand, Hob: 4 & 8-tr. cartridge & open reel licensed to Ampex, GRT, ITCC, RCA; cassette licensed to GRT.  
 Int'l reps.: Argentina (Trova), Australia (Festival), Austria (Deutsche Vogue), Belgium (Vogue), Brazil (Rozenblit), Canada (Compo), Denmark (Tono), France (Vogue), Germany (Deutsche Vogue), Italy (CGD), Jamaica (Federal), Japan (Teichiku), Lebanon (Haddad), Netherlands (Hollandsche Decca), Portugal (Tecla), South Africa (Troubador), Spain (Vergara), Sweden (Sonet), Switzerland (Deutsche Vogue), United Kinadom (Pye), Venezuela (Musitron). (SEE ADVERTISEMENTS)  
 Scholastic (see Folkways/Scholastic).  
 Franz Schubert Music (see listing under "F").  
 Scolaron, Box 441, Northridge, Calif. 91324. Tel: (213) 886-0707. Pres.: David M. Seiden.  
 Scooby (see Stereophonics Corp.).  
 Scotte, 4834 Bissell Ave., Richmond, Calif. Tel: (415) 233-7487. Owner: W. S. Newcomb.  
 Scotty (see Gateway-Dyno).  
 Scratch, c/o Earl Barton Music, 1121 S. Glenstone Ave., Springfield, Mo. 65804. Tel: (417) UN 2-4422. Pres.: Si Siman.  
 Scripture (see Ambassador, N.J.).  
 Sea Ell, PO Box 362, Pasadena, Tex. 77501. Tel: (715) GR 3-2935. Owner: C. L. Milburn.  
 Sea-King (see Centaur).  
 Sea-Mist (see CBC Ents.).  
 Seagrave (see Audio Village).  
 Seagull (see Blue Horizon Int'l).  
 Seascape, 323 W. Johnson Rd., La Porte, Ind. 46350. Tel: (219) 362-2683. Pres.: Russ Sanders.  
 Security (see Holton).  
 Seeco, 1650 Broadway, New York, N.Y. 10019. Tel: (212) 586-3620. Cable: SEECODISC. Pres. Sidney Siegel; Pub., Adv., Promo.: Lee Myles.  
 Labels: Bronjo, Dawn, Exito, Seeco, Tropical (distributed by Met Richmond Latin Rec. Sales).  
 Tape: 4 & 8-tr. cartridge & open reel licensed to ITCC.  
 Int'l rep.: Puerto Rico (Antonio Contreras).  
 Selma (see SME Prod'ns).  
 Semaphore (see Vantage).  
 Senate, 39 W. 55 St., New York, N.Y. 10019. Tel: (212) 582-6175. Pres.: Wes Farrell. (distributed by ABC).  
 Senator, PO Box 861, Bakersfield, Calif. Tel: (805) 327-1000. Pres.: Jack McFadden; VP: P. E. McFadden; Sales & Mktg. Mgr.: Joe McFadden.  
 September (see Tommy Bee Prod'ns).  
 Seraphim (see Angel & Capitol).  
 Serenata (see Met Richmond Latin Rec. Sales).  
 Service (see Jay-Cher Ents.).  
 Sets in Order, 462 N. Robertson Blvd., Los Angeles, Calif. 90048. Tel: (213) 652-7434. Pres.: Bob Osgood; Sales Mgr.: Marvin Franzen.  
 Int'l reps.: Canada (Canadian Music Sales, Square & Round Dance Supply).  
 Seven B Prod'g, 715 Camp St., New Orleans, La. 70130. Tel: (504) 522-1060. Owner & Mgr.: Joe Banashak.  
 Labels: Alon, Instant, Seven B, Tunekel.  
 Seville (see American Metropolitan Ents. & London).  
 Shakespeare Rec'g Society (see Cadmoon).  
 Shamrock (see Import/Export section: Gaelic Imports, Chicago, Ill. & Cleveland, Ohio).  
 Shamrock, Wis. (see Cucal).  
 Sharp (see Savoy).  
 Sharpshooter (see Advance).  
 Shawmut (see Casa Grande).  
 Shelly (see Belhilly).  
 Shenandoah (see Jim McCoy Ents. listed under M).  
 Sherree Heart (see Robbins).  
 Shi-Lush (see Capri).



Shikari (see MRM).  
 Shirley (see Atlantic).  
 Shoestringer, PO Box 4695, 3551 Bittersweet Rd.,  
 Richmond, Va. Tel: (703) 272-4404. Pres.:  
 Steve Richardson.  
 Shorthand (see Dictation Disc).  
 Shout (see Bang).  
 Showcase, Calif. (see Silver Falcon Group).  
 Showcase, N. Y. (see Pickwick Int'l).  
 Sidetrack (see Solid Soul Prod'n's., Ga.).  
 Sidewalk, 9000 Sunset Blvd., Hollywood, Calif.  
 90069. Tel: (213) 278-4295. Pres.: Mike Curb;  
 Exec. VP & Int'l: Doug Moody; A&R: Jerry  
 Styner.  
 Labels: Carole (distributed by GNP Crescendo),  
 Flick Disc (distributed by MGM), Sidewalk (dis-  
 tributed by Tower).  
 Sidra, 18292 Wyoming, Detroit, Mich. 48221. Tel:  
 (313) 864-1485. Sales Mgr.: Bob Szilagay;  
 Promo. Mgr.: Bill Craig.  
 Sierra, 1680 North Vine St., Hollywood, Calif.  
 90028. Tel: (213) 469-4777. Owner: Kenneth  
 M. Sawyer.  
 Silver (see Silver Falcon Group).  
 Silver Burdett, Park Ave. & Columbia Rd., Morris-  
 town, N.J. 07960. Tel: (201) 538-0400. Cable:  
 SILDET. Bd. Chm.: Francis Keppel; Mktg. Servs.  
 Dir.: John D. Backe; Adv. Dir.: Francis W.  
 Goessling; Int'l: Erroll D. Michener.  
 Branches: Palo Alto, Calif., 435 Middlefield  
 Rd. Zip: 94301. Tel: (415) 327-4081. VP &  
 Pacific Div. Mgr.: Thomas K. Moylan.—Atlanta,  
 Ga., 3272 Peachtree Rd. N.E. Zip: 30305. Tel:  
 (404) 237-0382. VP & Southeastern Div. Mgr.:  
 G. Dan Robison Jr.—Park Ridge, Ill., 460 S.  
 Northwest Hwy. Zip: 60068. Tel: (312) 775-  
 5787. VP & Central Div. Mgr.: 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 Dollar (see Import/Export section: Dance  
 Rec., McLean, Va.).  
 Silver Falcon Group, 1475 W. Adams, Los Angeles,  
 Calif. 90007. Tel: (213) 731-1244. Pres. &  
 Int'l: William B. Lewis; VP: William Browning;  
 A&R: Clarence Johnson Jr., Manuel Sanchez;  
 Sales, Mktg. & Pub.: Promotion Unlimited.  
 Branches: Los Angeles, Calif., PO Box 77009.  
 Tel: (213) 734-7034.—Baltimore, Md., 4720 Pim-  
 lico Rd. Zip: 22215. Tel: (301) 664-4758. VP:  
 Mrs. Medreth Lewis.  
 Labels: Big Daddy, Falcon, Jott, Showcase, Sil-  
 ver, Soul-A-Rama, Tonita.  
 Silver Seal, 6543 1/2 N. Sweetzer, Los Angeles, Calif.  
 90048. Tel: (213) 653-0047. Owner: Jay Hamil-  
 ton  
 Simon Says (see Record Guild of America & ABC).  
 Sing, 806 16 Ave. S., Nashville, Tenn. 37203.  
 Tel: (615) 244-6116. Pres.: Joel E. Gentry.  
 Labels: Sing, Skylite, Christian Faith, Temple.  
 Tape: Sing, Skylight: 8-tr. cartridge licensed to  
 Columbia.  
 Singcord, Sta. C, Grand Rapids, Mich. Tel: (616)  
 61-5406. Pres.: Bernie Zondervan Jr.  
 Labels: Crown V, Singcord, Zondervan.  
 Shelby Singleton Prod'n's, 1650 Broadway, New  
 York, N. Y. 10019. Tel: (212) 581-7270. Cable:  
 SHELREC. Pres.: Shelby S. Singleton Jr.  
 Branch: Nashville, Tenn., 817 16 Ave. S. Zip:  
 37203. Tel: (615) 244-5584.  
 Labels: Black Pearl, Minaret, SSS Int'l.  
 Sioux, PO Box 223, Cambridge, Mass. 02139. Tel:  
 (617) 235-0234. Prop.: Anthony Dejon.  
 Int'l rep.: Canada (Sparton).  
 Sir (see Audiofax).  
 Sire, 146 W. 54 St., Suite 102, New York, N.Y.  
 10019. Tel: (212) CI 7-0911. Pres.: Richard  
 Gottferrer; Mng. Dir.: Seymour Stein.  
 Labels: Sire, Phoenix.  
 Skamp (see Sock It, N. Y.).  
 Skipper (see Met Richmond Latin Rec. Sales).  
 Skokie, 5230 W. Howard St., Skokie, Ill. 60076.  
 Tel: (312) OR 5-4285. Pres.: Edward E. Mravik.  
 Skye, 40 W. 55 St., New York, N. Y. 10019.  
 Tel: (212) 581-0488. Contact: Lenny Lewis.  
 Skyhigh (see Soul Boulevard).  
 Skylite (see Sing).  
 Skyscraper (see Holton).  
 Skyway, PO Box 133, Hollywood, Calif. 90028. Tel:  
 (213) 467-6713. Owner: Everett L. Whenham.  
 Labels: Red Fox, Skyway.  
 Slide (see McKinnon).  
 Smak, PO Box 1946, Hollywood, Calif. 90028. Tel:  
 (213) 464-2593. Pres.: James Spezza; VP:  
 Angelo Spezza.  
 Smart Set (see Trend, Nev.).  
 Smash, 35 E. Wacker Dr., Chicago, Ill. 60601. Tel:  
 (312) DE 2-5788. Cable: MERREC. Pres.: Irving  
 B. Green; Exec. VP: Irwin H. Steinberg; VP &  
 Rec'd Prod. Dir.: Charles Fach; Classical Rec'g  
 Dir.: Joe Bott; Prod. Mgr.: Rory Bourke; Pub.  
 Dir.: John Sippel; Art & Adv. Dir.: Jim Lad-  
 wig; Nat'l Promo. Dir.: Jerry Seabolt; Mds'g  
 Dir.: George Balos; Pre-Recorded Tape Prod.  
 Mgr.: Harry Kelly.  
 Branches, Tape & Int'l reps. (see Mercury).  
 Smoke, La. (see Ron).  
 Smoke, 116 Market St., Newark, N.J. Tel: (201)  
 621-2014. Pres.: George Blackwell Jr.; Treas.:  
 Kay Thomas; Sec'y: Pat Miraglia.  
 Labels: Smoke, Vision, Pat, Cathedral.  
 Societe Francaise du Son (see London Imports).  
 Society for Forgotten Music (see Contemporary).

Society of Participating Artists (SPA), 404 Broad-  
 way, Saratoga Springs, N.Y. Tel: (518) 584-  
 2222. Pres.: Norman M. Fox.  
 Sock & Soul, 1920 Chestnut St., Suite 904, Phila-  
 delphia, Pa. 19103. Tel: (215) LO 4-1055.  
 Pres.: Nat Segall; VP: Howard Michaels.  
 Sock-It, Mich. (see Magic City).  
 Sock It, 2110 Bath Ave., Brooklyn, N. Y. 11214.  
 Tel: (212) HI 9-6956. Pres.: John Castle.  
 Labels: Gremlin, Skamp, Sock It.  
 Soft (see Jamie/Guyden Dist. Corp.).  
 Solat, 818 Sixth St., Union Beach, N.J. 07735. Tel:  
 (201) 264-1962. Owner: John J. Bilotti.  
 Labels: Solar, Zip.  
 Sole (see Ron).  
 Solid Hit (see Solid Hitbound Prod'n's).  
 Solid Hitbound Prod'n's, 8832 Puritan, Detroit, Mich.  
 48238. Tel: (313) 342-7206. Pres.: LeBaron  
 Taylor; Gen. Mgr.: George White.  
 Labels: (owned) Revilot, Solid Hit; (distributed)  
 Tuba.  
 Solid Rock (see Double U Sound Rec'g).  
 Solid Soul, 1812 Constantinople St., New Orleans,  
 La. 70115. Tel: (504) 899-8083. Owners: Isaac  
 Bolden, Camille Incardona. (distributed by  
 Dover, La.).  
 Branch: 2547 Industry St. Zip: 70122. Tel:  
 (504) 949-2017.  
 Labels: Solid Soul, Soul Sound, Soulin'.  
 Solid Soul Prod'n's, 1970 Blvd. Dr. N.E., Atlanta,  
 Ga. Tel: (404) 753-4324, 799-7776. Pres.:  
 Allen White; VP: Alex Williams.  
 Labels: Solid Soul, Sidetrack, Soultrack, Track  
 Down.  
 SOLID SOUND, 30 Lark Dr., Woodbury, L.I., N.Y.  
 11797. Tel: (516) 931-2460. Pres.: Joe Docko  
 Sr.; VP: Joe Docko. (SEE ADVERTISEMENT)  
 Solid State (see United Artists).  
 Soma, 7600 Wayzata Blvd., Minneapolis, Minn.  
 55426. Tel: (612) 544-4201. Pres.: Amos  
 Heilicher; VP: Daniel Heilicher; A&R & Promo.:  
 Iza Heilicher; Sales & Mktg.: Anne Allan.  
 Somar (see Met Richmond Latin Rec. Sales).  
 Somerset (see Budget Sound).  
 Sommers, PO Box 322, Silver Spring, Md. 20907.  
 Tel: (301) WH 6-9039. Contact: Henry J. Som-  
 mers.  
 Sonat (see Hull).  
 Song Bird (see Peacock).  
 Songs of Faith (see Spar).  
 Sonic (see Iowa Great Lakes).  
 Sono Mex (see Met Richmond Latin Rec. Sales).  
 Sonobeat, PO Box 4038, Zip: 78751; 6909 North-  
 east Dr., Austin, Tex. 78723. Tel: (512)  
 454-2269. Pres.: Bill Josey; VP & A&R  
 Dir.: Rim Kelley.

Sonologue USA, 800 Harter Bank Bldg., Canton,  
 Ohio 44702. Tel: (216) 456-8374. Pres.: Donald  
 C. Steiner; VP: Richard D. Colmery; Distributor  
 Rep.: Joseph P. Gadd.  
 Int'l branches: Canada, England.  
 Sonoplay (see Movierecord/Sonoplay).  
 Soul (see Motown).  
 Soul-A-Rama (see Silver Falcon Group).  
 Soul Boulevard Ent's., 403 Trinity Hills Ln., Louis-  
 ville, Ky. 40207. Tel: (502) 895-1063. Pres.:  
 Stuart Paine; VP: Lee Eddie; Prod. Mgr.:  
 David King; Adv. & Pub. Mgr.: Nat Hyman;  
 Sales & Mktg.: Fred Baker; Artist Development:  
 Tom Paine.  
 Labels: Soul Boulevard, David, Jolly, Skyhigh,  
 Revert, 502.  
 Soul Burst (see Tommy Bee Prod'n's).  
 Soul City (see Liberty).  
 Soul Kitchen (see Boddie).  
 Soul Power (see jib).  
 Soul Salad (see Motivator Org.).  
 Soul Sound, La. (see Solid Soul, La.).  
 Soul Sound, N. Y. (see SME).  
 Soul-Town (see Fuller).  
 Soulaire (see Kaytown).  
 Souled Out (see Tommy Bee Prod'n's).  
 Soulin', Calif. (see Jaclyn Ent's.).  
 Soulin', La. (see Solid Soul, La.).  
 Soulo (see Hilco Music Ent's.).  
 Soulesearch (see Kaytown).  
 Soulstar (see Stardust).  
 Soulsville USA (see Epstein Ent's.).  
 Soultime (see Chartbuster).  
 Soultown (see EKCO).  
 Soultrack (see Solid Soul Prod'n's, Ga.).  
 Soultrain, 10075 C Windstream Dr., Columbia, Md.  
 21043. Pres.: Philip H. Collector; Mgr.: Rich-  
 ard G. Klotzman.  
 Sound, Calif. (see Action 25).  
 Sound, 56880 North Ave., New Haven, Mich. 48048.  
 Tel: (313) 749-5182. Pres., Sales, Mktg., Pub.,  
 Adv. & Promo.: Lawrence H. Lick; VP &  
 Classical A&R: Stanley P. Getz; A&R Dir.: John  
 Powers; Int'l: Yolanda Owens.  
 Labels: (owned) Sound, Trash, Universal Sound,  
 Walker; (distributed) Chi Ro, Cupid, Keepsake,  
 Radio, Startown, Velgo.  
 Int'l rep.: Canada (Sparton).  
 Sound, 240 W. Wells St., Milwaukee, Wis. 53203.  
 Tel: (414) 276-6422. Pres.: Stuart L. Glassman.  
 Sound City (see Nashboro).  
 Sound Core (see Ode Fest).  
 Sound Gems (see Presta).

continued on page 50

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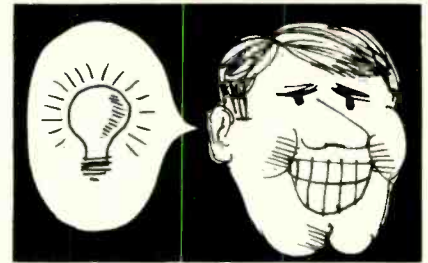
continued

- Sound Lab. Rec., 1104 S. Edgewood Ave., Jacksonville, Fla. 32205. Tel: (904) 388-7572.  
Label: SLR.
- Sound of Money (see Vantage).
- Sound of Soul (see Atlantic).
- Sound Preservers, 1915 N. Quince St., Olympia, Wash. 98501. Tel: (206) 352-9097. Owner: Allen P. Giles; Prod. Mgr.: T. R. Murcy; Sales Mgr.: George Barnes.
- Branch: **Upper Darby, Pa.**, Park Lane East, Rm. K10 250 Beverly Blvd. Zip: 19082. Tel: (215) MA 2-2776. Mgr.: Bill Boyd.  
Label: Excursion.  
Tape: cassette & open reel.
- Sound Spot, 2015 Pleasant Grove, Lansing, Mich. 48910. Tel: (517) 485-9344. Pres.: G. Thomas Cathey; Gen. Mgr.: James Lovitt; A&R: Brad Miller.
- Sound Stage 7 (see Monument).
- Sound-Tex (see Texas Sound Studios).
- Sound Track Ent's., PO Box 12276, Ft. Worth, Tex. 76116. Tel: (817) PE 2-1684. Pres.: & Gen. Mgr.: W. F. Temple.  
Labels: Sound Track, Chevell.
- Sounds International (see D'Arcy).
- Sounds of Hawaii, 1084 Young St., Honolulu, Hawaii. Tel: 571-442.
- Sounds of Memphis (see Allandale).
- Sounds of Wisconsin (see Cuca).
- South Camp (see Quinvy Music).
- South Shore (see Georden Rec. Prod'ns).
- Southern City, 157 Ford Ave., Gallatin, Tenn. 37066. Tel: (615) 452-1479/3900. Pres.: Harold Gilbert; VP: Bobby Brinkley; Gen. Mgr.: Marcus Scott; Sales & Mktg.: Jan West; Field Promo. Mgr.: James Brinkley.  
Branch: **Detroit, Mich.**, 18890 Keystone. Tel: (313) TW 3-3901.  
Labels: Southern City, Gilbert, Hal n' Jean, Hitsuhrgh.
- Southern Sound (see Claridge Music).
- Southland, 520 St. Louis St., New Orleans, La. Tel: (504) 523-7429. Owner: Joe Mares Jr.
- Southland, S.C. (see Jazzology).
- Southtown (see Biscayne).
- Souvenir (see Art).
- Sowder (see Derby Town).
- Space, 2037 Alvarado Dr. N.E., Albuquerque, N.M. 87110. Tel: (505) 268-8405. Pres.: Ann Medley.  
Space, Tex. (see Musicode).
- Spanish Music Ctr., Belvedere Hotel, 319 W. 48 St., New York, N.Y. 10036. Tel: (212) JU 2-4280. Pres.: Gabriel Oller; A&R: A. Montero.  
Label: Coda.
- Spanish World, 151 W. 14 St., New York, N.Y. 10011. Tel: (212) 989-3177. Pres.: Marcos Garcia; VP: Alfred Garcia; VP Sales: O. Bru.  
Branch: **Chicago, Ill.**, 2515 W. Division St. Tel: (312) 486-1176. Contact: Blas Rodriguez.  
Labels: Montilla, Davila.  
Int'l reps.: Argentina (RCA), Colombia (Ajoever), Costa Rica (INDICA), Dominican Republic (Salon Mozart), Mexico (CBS), Peru (MAG), Puerto Rico (Ultra), South Africa (Trutone), Uruguay (RCA Victor), Venezuela (Venevo).
- Spar, 110 21 Ave. S., Nashville, Tenn. 37203. Tel: (615) 244-1636. 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. & Int'l Mgr.: Arthur N. Rupe; Sales Mgr.: J. Regier; Adv. & Promo.: D. Rupe.  
Labels: Encore, Fidelity, Specialty.
- Spectrum, PO Box 373, San Carlos, Calif. 94070. Tel: (415) 593-9554. Pres.: Dr. Paul L. Weaver.  
Labels: Spectrum, SCS.
- Spectrum, Conn. (see Bella).
- Sphere Sound (see Bell).
- Spicy (see Band Box).
- Spigner, 3363 Wilson Ave., Bronx, N. Y. 10469. Tel: (212) 654-4308. Pres.: Herbert R. Spigner.
- Spin-O-Rama (see Premier Albums).
- Spin-Out (see Wesley).
- Spindletop, 1812 Procter St., Port Arthur, Tex. 77640. Tel: (713) YU 2-7121. Owner: Floyd J. Badaux.
- Spint'l, 1901 Peyton Ave., Burbank, Calif. 91504. Tel: (213) 849-5235/3600, 466-8181. Contact: Nick Therry.
- Spinnin Square (see Wooten Rec'g).
- 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.
- Spire (see World Library of Sacred Music).
- Spivey, 65 Grand Ave., Brooklyn, N.Y. 11205. Tel: (212) UL 7-7703. Pres.: Victoria Spivey.  
Labels: Queen Vee. Spivey.
- Splatter (see Pantomime).
- Split Sound, PO Box 4704, Tucson, Ariz. 85717. Tel: (602) 795-5515. Pres.: Dan Gates.
- Spoke, PO Box 186, Manistique, Mich. 49854. Tel: (906) 341-2304. Owner: I. L. Davis; Pop. A&R: C. J. Davis; Classical A&R: E. LaButt.
- Spoken Arts, 59 Locust Ave., New Rochelle, N.Y. 10801. Tel: (914) 636-5482. Pres.: Arthur Luce Klein; VP: Luce A. Klein; VP A&R & Pub.: Paul Kresh; Nat'l Sales Mgr.: Peter Redgrove; Mktg. Dir.: Billy Paul Williams; Adv. Dir.: Natalie Slohm.  
Tape: open reel.
- Spontaneous, 451 S. Broadway, Camden, N. J. 08103. Tel: (609) 365-1010. Contact: George H. Gross.
- Sport (see Super Sonic Sound Prod'ns & Bell).
- Spotlight (see Kerr).
- Spring (see MGM).
- Springboard, 2318 Coles Blvd., Norristown, Pa. 19401. Tel: (215) 275-7420. Pres.: George Yabraes.  
Labels: Purple Cow, Springboard.
- Stadium, PO Box 9411, Norrit Hollywood, Calif. 91609. Tel: (213) 763-3436, 335-9379. Pres.: A. J. Minto.
- Stallion, PO Box 3352, Baton Rouge, La. 70821. Pres.: Gustave Rosemann III.  
Standard (see Colomous).
- Star, Calif. (see Contemporary).
- Star, 520 Fifth Ave., New York, N.Y. 10036. Tel: (212) 682-5844, 298-4747. Pres.: Leonard L. Farber; VP: Issachar Miron; Prod'n Dir.: Steve Moore; Sales Mgr.: Aubrey Ward; Pub.: Jon Arthur; Promo.: Marie M. Gaudreau; Int'l: Tee Miron.  
Labels: Star, SFM Prod'ns.
- Star Dust (see Mortonia).
- Star Trek (div. of Baker, Miller, Davis), PO Box 3780, 439 S. Kirkwood Rd., St. Louis, Mo. 63122. Tel: (314) YO 6-6900, TA 2-2000. Dir.: William Baker.  
Star-Way (see Golden Triangle Music).
- Starburst, 7 Charles Ln., New York, N.Y. 10014. Tel: (212) CH 2-1479. Pres.: Michael F. J. Lynch; VP Eng'g: Thomas J. Lyle; A&R: Jay Munhall; PR Dir.: Nicholas Petron Jr.
- Starday, PO Box 115, Madison, Tenn. Tel: (615) 228-2575. Cable: SISCO. Pres.: Don Pierce; Exec. VP: Hal Neely; VP Mktg.: Jim Wilson; Sales: Joyce Bosak; Promo. Dir.: Charlie Dick.  
Labels: Hollywood, Look, Nashville, Starday.  
Tape: Starday: 4 & 8-tr. cartridge self-mfd. & licensed to ITCC; open reel licensed to ITCC.  
Int'l reps.: Australia (Festival, Decca, W&G), Austria (Ariola, Metronome), Benelux (Decca, Duraco, C.N. Rood), France (Artego), Germany (Ariola, Metronome, Teldec), Italy (Decca, Fonit-Cetra), Japan (Cosdel, King), New Zealand (Rank), Scandinavia (I.S. Dansk), South Africa (Decca, Meteor, Teal, Trutone), Spain (Vergara), Switzerland (Ariola, Metronome), United Kingdom (Country Style, Decca, EMI, Ember, Emerald, Longhorn, Melodisc, Oriole).
- Stardisc, 10337 E. Beach St., Bellflower, Calif. Tel: (213) TO 6-4146. Owner: Mearl Ellison.
- Stardom, Box 77009, Los Angeles, Calif. 90007. Tel: (213) 734-7034. Pres. William Browning.  
Labels: Stardom, Blueberry, Click, Lu Von.
- Stardust, 3324 N.E. 145 St., Portland, Ore. 97230. Tel: (503) 255-3422. Owner: Michael Rask.  
Labels: Stardust, Soulsar.
- Starla (see Original Sound).
- Startime (see Abnak Music Ent's.).
- Startown (see Sound, Mich.).
- Starwind, 6532 Sunset Blvd., Suite A, Hollywood, Calif. 90028. Tel: (213) 463-3519.
- Stax, 926 E. McLemore, Memphis, Tenn. 38106. Tel: (901) 947-1136. Pres.: Jim Stewart; Exec. VP & Promo.: Al Bell; VP: Estelle Axton; A&R Steve Cropper, Booker T. Jones, Donald Dunn, Al Jackson Jr., Isaac Hayes, David Porter; Sales Dir.: Ewell Roussele; Promo.: Bernard Roberson; PR: Deanie Parker.  
Labels: Stax, Volt, Enterprise, Hip.  
Tape: 4-tr. cartridge & open reel licensed to ITCC.
- Steed, c/o Jeff Barry Ent's., 300 E. 74 St., New York, N.Y. 10021. Tel: (212) 249-3472. Contact: Jeff Barry. (distributed by Dot).
- Steel, 214 W. Wood St., Youngstown, Ohio 44502. Tel: (216) 744-4419. Pres.: William R. Ellis.  
Labels: Steel, SMS.
- Stein (see SJR).
- Steno-Disc, 4416 Beverly Blvd., Los Angeles, Calif. 90004. Tel: (213) 665-5558. Owner: George K. Ching Jr.  
Labels: Steno-Disc, All Nations, Keane.  
Tape: Steno-Disc: open reel.
- Stephanie (see Montel).
- Stereo (see Contemporary).
- Stereo-Fidelity (see Budget Sound).
- Stereo Treasury (see London).
- Stereodiddies, 259 S.W. 21 Terr., Fort Lauderdale, Fla. 33310. Tel: (305) LU 1-7300. Pres.: Fletcher Smith; A&R: Janet P. Smith.  
Labels: Art Sound, Bitoa, Duo, Living Rec. Library, Stereodiddies.  
Tape: 4 & 8-tr. cartridge & open reel.
- Stereophonics Corp., 403 Rivet St., New Bedford, Mass. 02744. Tel: (617) 999-6489, 758-2878, 994-7255. Pres.: Carl German; VP: Peter Bonfils.  
Labels: Arco, Circo, Do-Ray, Scooby.
- Stereotone (see Global).
- Stinson, PO Box 3415, Granada Hills, Calif. 91344. Tel: (213) 735-6731. Pres.: Jack M. France.  
Int'l reps.: Canada (Musimart), France (Pan Musique Livres).
- Stoned (see Tyner).
- 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) 442-3830. Owner: Fred Le Blanc.  
Labels: Stop, Bluestown, Silver Cross, Wild.
- Stop, 809 18 Ave. S., Nashville, Tenn. 37203. Tel: (615) 255-8388. Owner: Pete Drake; Sales & Promo. Mgr.: Neal Merritt; Sales Asst.: Tina Drake.
- Story, 651 Judson St., Evansville, Ind. 47713. Tel: (812) 422-7659. Pres.: Nathaniel E. Story.
- Stoy, 140 E. 56 St., New York, N.Y. 10022. Tel: (212) PL 1-1182. Pres.: Norman Dolph.
- Stradivari (see Everest).
- Streke (see Periscope).
- Stripe (see Cactus).
- Studio, 46 Berry Rd., Houston, Tex. 77022. Tel: (713) OX 7-8904. Pres.: Johnnie Forrer.
- Style Rec. Prod'ns, 3635 Allandale Rd., Memphis, Tenn. 38111. Tel: (901) 324-4640. VP & A&R: Style Wooten.  
Labels: Big Memphis Sound, Burchten, Prime, Style, Ten-Tex, Tri-State, Caltan, Zonia, Mid-South, M&W.
- Stylesway (see Wooten Rec'g).
- Sue, 265 W. 54 St., New York, N.Y. 10019. Tel: (212) JU 6-9477. Pres.: Juggy Murray.  
Labels: Broadway, Eastern, Sue, Symbol.  
Tape: 4 & 8-tr. cartridge & cassette licensed to Muntz.
- John J. Sullivan Theatrical Ent's., 80 Boylston St., Lobby "L," Boston, Mass. 02116. Tel: (617) 426-6617. Owner: John J. Sullivan; Promo. Mgr.: Reed A. Sullivan.  
Labels: Jolar, Reed.
- Sultan, 245 E. 30 St., New York, N.Y. 10016. Tel: (212) JU 2-6730. Pres.: Frank Cariola.  
Labels: New World, Sultan.  
Summit (see Everest).
- Summit Sound Systems, 52 Pitman Ave., Ocean Grove, N.J. Tel: (201) 775-4952. Pres.: William Jelley.  
Label: Summit.  
Tape: 8-tr. cartridge & open reel.
- Sun (see Holiday Inn).
- Sun Ray (see SME Prod'ns).
- Sunburst (div. of Attarack Corp.), 9220 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 273-8016. Gen. Mgr.: Ray Harris; A&R Dir.: Ed Cobb. (distributed by Bell).
- Sunrise (see Melody).
- Sunset, Calif. (see Liberty).
- Sunset, N.Y. (see Met Richmond Latin Rec. Sales).
- Sunshine, 25 N. DeVilliers St., Pensacola, Fla. Tel: (904) 434-1922. Pres., A&R & Sales: Ray McArthur; VP: W. R. Jerkins; VP Pub.: A. Cobb; Adv. Mgr.: Eddie McArthur.  
Labels: Sunshine, Jubilee Go, MacArthur.
- Sunshine, N.J. (see Ambassador, N.J.).
- Super, 9713 Santa Monica Blvd., Beverly Hills, Calif. 90210. Tel: (213) 276-1017. Caele: MAJORMAN. Pres.: Irving Mills; Gen. Mgr.: Robert Mills.
- Super Cities Rec. Serv., 16018 W. McNichols, Detroit, Mich. 48235. Tel: (313) 273-5828. Pres., Sales, Mktg. & Promo.: Eugene Satterfield.  
Branch: **Gallipolis, Ohio**, Box 517. Zip: 45631. Gen. Mgr. & A&R: Stan Lane.  
Labels: (owned) SCRS, Indian Head, Go-T; (distributed) Saddle, Buckeye.
- Super Majestic (see Vox).
- Super Sonic Sound Prod'ns, 9350 Grand River Ave., Detroit, Mich. 48204. Tel: (313) 933-1448. Pres.: Andrew Harris; VP: Jack Ashford.  
Labels: Boss, Sport (distributed by Bell).
- Superbe (see Hi Ho Prod'ns).
- Supreme, 306 S. Brand Blvd., Glendale, Calif. 91204. Tel: (213) 245-3646. Pres.: Paul Mickelson.  
Labels: Console, Cornerstone, Supreme.  
Tape: Supreme: 8-tr. cartridge, cassette, open reel.  
Int'l reps.: Australia, New Zealand (Supreme South East Asia), Canada (Master Prod'ns), Sweden (Hemmetts Herald), United Kingdom (Pilgrim, Pye).
- Sure Music & Rec. Co., PO Box 94, Broomall, Pa. 19008. Tel: (215) EL 6-2996. Pres.: Leonard Rosen.
- Sureshot (see Duke).
- Surf Rec'g Prod'ns, 544 Rhode Island Ave., Bricktown, N.J. 08723. Tel: (201) 899-5588. Owner & Sales Mgr.: Thomas Boyles; Country A&R: Albie Hulse; Teen A&R: Ethel Hulse; Promo. Mgr.: Betty Boyles.  
Labels: Surf, Granite.
- Surfari (see Creative Sound Prod'ns).
- Surrey (see Mira).
- Suzanne (see Audio Village).
- Suzuki (see Epstein Ent's.).
- Swallow (see Jin).
- Sweet Lucy (see Little Darlin').
- Swing (see Jay-Gee).
- Swinger (see Roulette).
- Sword (see Word).
- Sword & Shield, PO Box 211, 308 N. Oak, Arlington, Tex. 76010. Tel: (817) CR 5-4844. Pres.: Calvin Willis; Sec'y-Treas.: Lou Willis Hildreth.  
Sydney Thompson (see Import/Export section): Dance Rec., McLean, Va.).
- Sylvania, 825 Madison Ave., New York, N.Y. 10021. Tel: (212) 734-4000. Pres.: Alan Hartwell.  
Labels: Sylvania, Symca.
- Symbol (see Sue).
- Symca (see Sylvania).
- Syse, c/o Sy Shaffer, 221 E. 50 St., New York, N.Y. 10022. Tel: (212) PL 5-7160. Pres.: Sy Shaffer.

**T**

T B N (see Lotta Music Entls.)  
 T E K (see Goldband).  
 T N T (see Tru-Glo-Town).  
 T R I P (see Saxony).  
 T R X (see Hickory).  
 T S M, Box 551, 108 S. Bell, Hamilton, Tex. 76531.  
 Tel: (817) 386-5918. Owner & Mgr.: C. Joe Treadway.  
 T S R (see Tri-Star).  
 T & T, 3729 Virginia Rd., Los Angeles, Calif. 90016. Tel: (213) AX 5-1101. Pres.: J. A. Toliver.  
 Tab, 1121 Market St., Galveston, Tex. 77550. Tel: (713) SO 2-4590. Pres.: A. W. Marullo; VP: A. W. Marullo Jr.; A&R: David Yeamans; Sales & Mktg.: Steve Poncio; Pub., Adv. & Promo.: J. D. Copley.  
**Branch: Houston, Tex., 7450 Belfort St. Tel: (713) MI 9-0351.**  
 Tad, 2410 Connecticut Ln., Dallas, Tex. 75214. Tel: (214) DA 8-3784. Pres.: Jerry Atchley.  
**Branch: Houston, Tex., 550 Second St. Zip: 77401.**  
 Tahiti (see Criterion).  
 Tail-Gate (see Dover, La.).  
 Takoma, Box 2233, Berkeley, Calif. 94711. Tel: (415) 548-1513. Mgr.: Ed Denson.  
 Tale Spinners for Children (see United Artists).  
 Tally, PO Box 842, Bakersfield, Calif. 93302. Tel: (805) 323-9728. Pres.: Fuzzy Owen.  
 Taloa (see Trend, Nev.).  
 Tamart (see Marjon).  
 Tamla (see Motown).  
 Tamm (see La Louisianne).  
 Tangerine, 2107 W. Washington Blvd., Los Angeles, Calif. 90018. Tel: (213) 732-0171. Pres.: Ray Charles; Sec'y-Treas.: Joseph E. Adams. (distributed by ABC).  
 Tap (see Musicode).  
 Tar-gat (see Kip).  
 Target (see Alvera).  
 Tarx (see Triode).  
 Taurus, 285 E. 49 St., Brooklyn, N.Y. 11203. Tel: (212) PR 8-5150. Pres.: Mike Serby. (distributed by Bell).  
 Taver (see Wooten Rec'g).  
 Tawas, 526 W. Russell Ave., Flint, Mich. 48505. Tel: (313) 789-1306. Pres.: Harry F. Chestler.  
 Tay-Ster (see Rojac).  
 Team (see Kama Sutra).  
 Tear Drop (see Jamie/Guyden Dist. Corp.).  
 Tecate (see Trend, Nev.).  
 Tee Vee (see Chanson).  
 Telefunken—pop (see London), classical (see London Imports).  
 Telemark, 1438 Springvale Ave., McLean, Va. 22101. Tel: (703) 356-4602. Owners: Dick & Sheila Mason.  
 Temple (see Sing).  
 Ten Star (see Malynn Entls.).  
 Ten-Tex (see Style Rec. Prod'ns).  
 Tener (see Bee Jay).  
 Tera Shirma, 15305 Livernois, Detroit, Mich. 48238. Tel: (313) 861-5650. Pres.: Ralph R. Terrana.  
 Teri De, 2106 Fifth Ave., Los Angeles, Calif. 90016. Tel: (213) 292-9490. Pres.: Leonard Jewell Smith.  
 Terra Nevada (see Trend, Nev.).  
 Terrell (see Lynn's Prod'ns).  
 Terrific (see Eric).  
 Terry (see Airtown).  
 TETRAGRAMMATON (div. of Campbell, Silver, Cosby Corp.), 359 N. Canon Dr., Beverly Hills, Calif. 90210. Tel: (213) CR 8-4211. Pres.: Arthur Mogull; VP: Marvin Deane.  
**Branch: United Kingdom. (SEE ADVERTISEMENT).**  
 Texan (see Glenvalley).  
 Texas (see Trend, Nev.).  
 The Texas Plainsmen, PO Box 4831, Midland, Tex. 79701. Tel: (915) OX 4-3756. Contacts: Carl L. Echols Jr., Jim O'Neill.  
**Label: Plainsmen.**  
 Texas Sound Studios, 506 W. Hildebrand Ave., San Antonio, Tex. 78212. Tel: (512) PE 3-1721. Mgr., Sales, Mktg. & Adv.: Jeff Smith; A&R & Pub.: Jack Bond.  
**Labels: Anthem, Horn of Plenty, Peace, Sound-Tex.**  
 Theatre Rec'g Society (see Caedmon).  
 Thistle (see Import/Export section: Gaelic Imports, Chicago, Ill. & Cleveland, Ohio).  
 Thomas (see Curtom).  
 Thomas J. Valentino (see listing under "V").  
 Sydney Thompson (see Import/Export section: Dance Rec., McLean, Va.).  
 Thoroughbred, PO Drawer 2176. Zip: 78767; 910 Post Oak St., Austin, Tex. 78704. Tel: (512) 444-5497. Owner: Rex T. Sherry.  
 Three For One, 3531 Baronne St., New Orleans, La. 70115. Tel: (504) 891-7382. Pres. Sales Admin.: Earl Johnson; VP: Thomas Moore Jr.; Pres. Foreign Admin.: Jay Katz.  
 Three H's, 3333 San Marino St., Los Angeles, Calif. 90006. Tel: (213) 383-6726. Pres.: Henry Oakes; VP: Bob Williams; A&R, Sales & Promo.: Don Kinchloe.

Int'l rep.: Australia (J. Albert & Sons), Italy (Sidet), Japan (Mrs. George Folstef), Mexico (Acetatos Profesionales).  
 Three Sons, 930 Western Saving Fund Bldg., Philadelphia, Pa. 19107. Tel: (215) PE 5-B292. Pres.: Lewis Di Leo.  
 Three Star, Rt. 40, PO Box 172, Elkton, Md. 21921. Tel: (301) 737-8948. Pres., C&W A&R & Pub.: Lee Stevenson; R&R A&R, Pub. & Adv.: Eddie G. Stevenson; Sales Dir.: William Rylander; Promo. Mgr.: Frederick Dawson.  
**Labels: Blue Hen, General Lee's Confederate Recs., Reprize, Three Star.**  
 3 T (see Airtown).  
 Thruway (see Edmar).  
 ThunDer, PO Box 271, Jenkintown, Pa. 19046. Pres.: Stan Peahota; A&R: Stan Knight, John Sokolis; Sales & Mktg.: Stan & Gerinimo Knight; Pub.: M. K. Ryan, John Sokolis; Adv.: Kathy Ryan; Int'l: Stan Knight, Stan Peahota.  
**Labels: ThunDer, Cyclone, Lightning, Knight, Tornado.**  
 Thunderball, PO Box 626, Tyler, Tex. 75701. Tel: (214) LY 2-0591. Pres.: Steve Wright.  
 Tiare Tahiti (see Criterion).  
 Tic Toc (see Goldband).  
 Tico (see Roulette).  
 Tide, 2146 Westview St., Los Angeles, Calif. 90016. Tel: (213) RE 3-1127. Pres., Sales & Mktg.: Ruth E. Stratchborneo; VP: Rena Right; Exec. VP: Chester W. Stratchborneo; A&R: Rick Christie, Robert Bergeron.  
**Labels: Colbert, Edif, Pro, Tide.**  
**Tap: 4 & 8-fr. cartridge licensed to Ampex & Muntz.**  
 Tifton (see Ambassador, N.J.).  
 Tigertown (see Fuller).  
 Tiki, PO Box 22, Zip: 23501; 309 E. Little Creek Rd., Norfolk, Va. 23505. Tel: (703) 587-8920. Pres. & A&R: Larry P. Maccubbin.  
 Tikva, 1650 Broadway, New York, N.Y. 10019. Tel: (212) JU 6-4934. Mgr.: Allen B. Jacobs.  
**Labels: Rivoli, Tikva.**  
 Timbre (see Era Int'l Development).  
 Time, 101 W. 57, New York, N.Y. 10019. Tel: (212) 247-0655. Pres. & A&R: Bob Shad; Sales: Chet Woods.  
**Labels: Mainstream, Time.**  
**Tap: Mainstream: 4 & 8-fr. cartridge, cassette, PlayTape & open reel licensed to Ampex.**  
**Int'l reps.: Argentina (Dial), Belgium (Vogue), Canada (Allied), Denmark (Tono), France (Vogue), Germany (Vogue), Japan (Nippon Columbia), Mexico (Musart), Peru (Talia), South Africa (Transglobal in NYC), Spain (Vergara), Sweden (Swereco), Switzerland (Vogue), United Kingdom (Philips), Venezuela (Plax).**  
 Timmy (see Goldwax & Bell).  
 Tioga, 6620 Kindred St., Philadelphia, Pa. 19149. Tel: (215) PI 5-5309. Gen. Mgr. & A&R: Herb Ostrow; Bus. Mgr.: Danny Ostrow; Sales & Mktg.: Gene Ostrow; Pub., Adv. & Promo.: Carol Ostrow, Jerry Katz, Doug Biddle.  
**Labels: Impex, Margate, Oxford, Tioga.**  
 Titan, 1951 Holmby Ave., Los Angeles, Calif. 90025. Tel: (213) 270-3023. Owner: George R. Brown.  
 Toddlin Town (see One-Derful Prod'ns).  
 Toi, PO Box 133, Markham, Ill. 60426. Pres. & A&R: Robert Lee.  
 Tokalon (see Frank Brock Prod'ns listed under "F").  
 Tokyo (see Trend, Nev.).  
 Tom Glazer's Happy Time (see United Artists).  
 Tom Lehrer (see Reprise).  
 Tom Thumb (see Rhythms Prod'ns).  
 Tomahawk Prod'ns, 1743 Warm Springs Rd., Columbus, Ga. 31904. Tel: (404) 324-1793. Bd. Chm. & Gen. Mgr.: Henrietta Parsons; Pres.: Ben Parsons; VP: Nelson Coffin.  
**Label: Tomahawk.**  
 Tommy Bee Prod'ns, PO Box 8207, Albuquerque, N. M. 87108. Tel: (505) 268-7919. Pres. & A&R: Tommy Bee; A&R: Virginia Sladek; Sales & Mktg.: Henry Hines; Pub.: Frank Viramontes; Adv.: Vicki Benegas; Promo.: Norma Stevens; Int'l: John Williams.  
**Branches: Greenville, Miss., 617 Nelson. Zip: 38701. Tel: (602) 332-5710/8655. Dir. & Rep.: Henry Hines; Promo. Mgr.: John Williams—Gallup, N.M., 1122 Burke Dr. Zip: 87301. Tel: (505) 863-6220. Dir. & Mgr.: J. M. Benegas.**  
**Int'l branch: England, c/o Lynn's Prod'ns, 55 Kingscourt Rd., Streattham, London, S.W.16.**  
**Labels: Bar-Bare, Big Beat, Discos TBP, Ecco, Landra, Lynn's, Odex, September, Soul Burst, Souled Out, Yolanda.**  
 Tondy, 6660 W. 87 Pl., Los Angeles, Calif. 90045. Tel: (213) 670-3673. Exec. Prod'r: Doug Crick.  
 Tone (see Fine).  
 Tonik (see Dover, La.).  
 Tonita (see Silver Falcon Group).  
 Tonka, 6329 Airline Dr., Houston, Tex. 77022. Tel: (713) 694-3464.  
 Toot (see Jay-Gee).  
 Top Cat (see D'Arcy).  
 Top Dog, 9912 Taylorville Rd., Louisville, Ky. 40299. Tel: (502) 267-5466. Contact: Ray Allen.



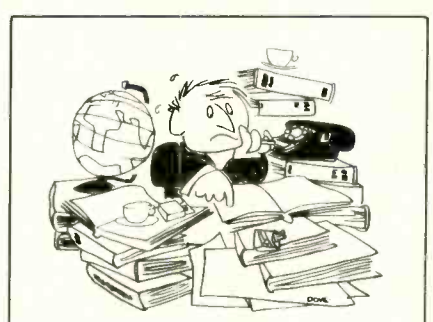
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Top Fifty, 810 W. 26 St., Cheyenne, Wyo. 82001. Tel: (307) 638-8066. Promo. Dir.: N. Margaret Severson.

Top Forty (see Chartbuster).

Top Gun (see Cucca).

Top-Hit, 1120 N. Fuller Ave., Los Angeles, Calif. 90046. Mgr.: Louis Mysels

Topaz (see Trend, Nev.).

Topic, PO Box 516, Goodlettsville, Tenn. Tel: (615) 859-2446. Pres.: Joe Wright.

Toppa, 729 Park Ave., Covina, Calif. 91722. Tel: (213) ED 2-2496. Owner: George J. Morris. Labels: Toppa, Toppette, Fedora.

Toppette (see Toppa).

Torino (see Camarero).

Tornado, PO Box 824, 407 Alamance St., Gibsonville, N. C. 27249. Tel: (919) 274-5309. Owner & Mgr.: David Lee Perkins; A&R Dir.: J. R. Robinson; Sales Mgr.: J. R. Arnold Jr. Labels: Tornado, Broadcast, Hurricane.

Tornado, Pa. (see Thunder).

Torn-Sea (see Bell).

Touche, 79 Commerce St., Suite 224, Montgomery, Ala. 36104. Tel: (205) 264-0276. Pres.: Henry Heller; Exec. VP, Sales & Mktg.: Stephen Alan Heller. Labels: Heller, Henry, Touche.

Touche, PO Box 96, El Cerrito, Calif. 94530. Tel: (415) 526-3491. Pres.: Jacques Disraeli Bronson; Exec. VP: James Bronson Jr.

Tower, 1750 N. Vine St., Hollywood, Calif. Tel: (213) HO 2-7304. Pres.: G. R. Fraser; A&R Dir.: Eddie Ray; Sales & Promo. Mgr.: Hugh Dallas; Mds'g Mgr.: Perry Mayer. (see Capitol). Branch: New York, N.Y., 151 W. 46 St. Tel: (212) 245-4510. Ass't Nat'l Sales Mgr.: Sal Licata. Labels: Sidewalk, Tower, Uptown.

Town & Country, 533 S. Main, Burbank, Calif. 91506. Tel: (213) 843-4840. Pres. & A&R: C. E. (Clif) Lenderman; Promo. Mgr.: John Scudder. Labels: Town & Country, Cracked, Redwood.

Tra-X (see Triode).

Tracie (see Hall).

Track Down (see Solid Soul Prod'ns, Ga.).

Tradewinds, 636 Queen St., Honolulu, Hawaii. Tel: 501-223.

Tradition (see Everest).

Trail (see Tri-State Rec'g).

Train, 1201 Plymouth Ave., Nashville, Tenn. 37216. Tel: (615) CA 7-6233. Mgr.: Carl E. Thomas.

Transworld (see Finer Arts).

Trash (see Sound).

Travel, PO Box 594, West Columbia, S. C. 29169. Tel: (803) 794-3984. Pres.: Allen D. Lawson.

Travelanguage Series (see Kaydan).

Trax (see Triode).

Treasure (see Impala-Delsey).

Tren/Dell (see Trend).

Trend (div. of Trend Int'l USA; sub. of Trend Int'l Inds., Tokyo, Japan), 719 Gower St., Hollywood, Calif. 90038. Tel: (213) 466-0143. Exec. VP: Col. George S. Whitman; Nat'l Sales & Promo.: Joe Toshiro. Home Office: Las Vegas, Nev., 130 Las Vegas Blvd. S. Labels: (owned) Trend, Aguila, Andes, Eagle, Nevada-Nippon, Nui Loa, Taloa, Tecate, Terra, Nevada, Texas, Tokyo, Topaz, Tulsa; (distributed) Barcola, Century 21, Class, Folkstyle, Kona, Lyricon, Musical Comedy Guild, Redondo, Smart Set.

Trend, 575 Cherokee, Smyrna, Ga. 30080. Tel: (404) 436-1552. Owner & Dir.: Tom Hodges. Branches: Chicago, Ill., 5422 N. Winthrop Ave. Contact: Jack Barthel-Norfolk, Va., 3404 Lafayette Blvd. Contact: H. C. O'Dell. Labels: Trend, Trend/Side, Trendsetter, Tren/Dell.

Trend, La. (see Dover, La.).

Trend/Side (see Trend, Ga.).

Trendsetter (see Trend, Ga.).

Trepur, Rt. 3, Roanoke Rd., La Grange, Ga. Tel: (404) 882-2391. Owner: Rupert McClendon.

Treva, Sunset-Vine Tower, Suite 616, Hollywood, Calif. 90028. Tel: (213) HO 9-5838. Pres.: Sonia Brandon; Promo.: George Jay Assoc.

Tri-Star, RD 1, York Haven, Pa. 17370. Tel: (717) 266-4140. Gen. Mgr.: George Hickman Jr. Labels: Tri-Star, TSR.

Tri-Star, Tenn. (see Ocono/Tri-Star).

Tri-State, Memphis, Tenn. (see Style Rec. Prod'ns).

Tri-State Rec'g, 1767 Fort Henry Dr., Kingsport, Tenn. 37664. Tel: (615) 246-8651. Pres.: Basil J. Palmer; Gen. Mgr.: Tilford Salyer. Label: Trail.

Tribe (see London).

Tribute (see World Library of Sacred Music).

Trident Mgmt. 855 Treat Ave., San Francisco, Calif. 94110. Tel: (415) 648-7750. Mgr. & A&R: Paul Rose; Co-ord.: John Driscoll. Labels: Magnum, Onyx.

Triode, 1639 Broadway, Suite 310, New York, N.Y. 10019. Tel: (212) 581-8179. Pres. & Mgr.: Ben Smith.

Labels: Triode, All Church, Tarx, Trax, Tra-X, X-Tra.

Triple P, South Marvin Rd., Lyons, Ga. 30436. Tel: (912) 565-8316. Pres. & Gen. Mgr.: Pete Pittman.

Triumph (see Atco).

Trophy (see Rem).

Tropical (see Secco & Met Richmond Latin Rec. Sales).

Tru-Gio-Town, 1 N. Dean St., Englewood, N.J. 07631. Tel: (201) 567-8282. NYC Tel: (212) 564-5818. Cable: TRUGLOTOWN. Pres.: Gloria E. A. Toote. Labels: TNT, Tru-Gio-Town.

True Action (see United Artists).

R D Truetime (see listing Under "R").

Trusty, Nebo, Ky. 42411. Tel: (502) 249-3194. Pres.: Elsie Childers; A&R Dir.: Kenny Ezell; Mktg. Dir.: William Rice; Pub. Dir.: Donald Dorris; Promo. Dir.: Jerry Faulk. Labels: M'Ada, Trusty, Village.

Try! 723 Seventh Ave., New York, N.Y. 10019. Tel: (212) CI 5-7640.

Tube, 2950 W. Davidson, Detroit, Mich. 48238. Tel: (313) 883-6565. Pres.: Marvin M. Jacobs; VP: Morris Last. (distributed by Solid Hitbound Prod'ns).

Tulsa (see Trend, Nev.).

Tunekei (see Seven B Prod'g).

Turia, PO Box 1917, Beverly Hills, Calif. Tel: (213) 271-4460

Turnabout (see Vox).

Turret (see Minaret).

Turtle, 9358 James Ave. S., Minneapolis, Minn. 55431. Tel: (612) 888-4459. Contact: Darold Arvidson. Labels: Turtle, Dove, Westchester.

20th Century-Fox, 444 W. 56 St., New York, N.Y. 10019. Tel: (212) 957-5000. Cable: CENTFOX. Admin. Co-ord.: Steve Morris; Sales Mgr.: Chris Saner. (distributed by ABC). Labels: 20th Century-Fox, Moviefone. Tape: 4 & 8-tr. cartridge licensed to ITCC; cassette & open reel licensed to Ampex. Int'l reps.: Argentina (Prodisa), Australia (Festival), Brazil (CBS), Canada (Capitol), Colombia (CBS), France (Barclay), Germany (CBS), Israel (Eastronics), Italy (Ri-Fi), Japan (Victor), Mexico (Gamma), Peru (Sono-Radio), Philippines (Mareco), South Africa (Gallo), Spain (Hispanovox), United Kingdom (EMI), Venezuela (Discoteca).

Twin-D, Box 644, Norwich, N.Y. 13815. Gen. Mgr.: Dick Boise.

Twin Stacks (see Bell).

Twilight (see USA).

Twinkle (see Centaur).

Twinkle (see Premier Albums).

Twirl, 330 W. 58 St., New York, N.Y. 10019. Tel: (212) 265-5805. Pres.: Irving N. Micahnik; A&R Dir.: Gregory Carroll.

Ty-Do (see Biscayne).

Ty Tex, 2109 S. Broadway, Tyler, Tex. Tel: (214) LY 2-5271. Pres.: Eula Anton.

Tyner, 20529 Charlton Sq., Southfield, Mich. 48075. Tel: (313) 353-7194. Pres. & Adv.: Howard E. Tyner; VP: Stanley Jacobson; A&R Dir.: George Bennet; Talent Co-ord: Bob Ballsly; Sales Mgr.: Mark Garrison; Pub.: Greg Yost; Promo. Dir.: Mike Diebler; Rec'g Co-ord: Al Peterson. Labels: (owned) Tyner, Ho-Ty, Bowie, Krishna, Zonk, Stoned; (distributed) Acid, Zen.

U

U-Doe (see Dover, La.).

U J O Int'l (see Asteroid Prod'ns).

U N E S C O Collection (see Barenreiter UNESCO Collection).

U P G, 1650 Broadway, New York, N.Y. 10019. Tel: (212) 765-3090. Promo.: Morty Wax Promos.

U P I (see Glenn).

U S A, 2131 S. Michigan Ave., Chicago, Ill. 60616. Tel: (312) 326-1181. Pres., A&R & Adv.: Jim Golden; A&R, Sales, Mktg. & Adv.: Bob Monaco; Pub. & Promo. Dirs.: Kathy Cantwell, Lynn Janutka. Labels: USA, Destination, Twilight. Tape: USA: 4 & 8-tr. cartridge licensed to Ampex, Muntz.

Ultima (see Discotape Int'l).

Ultraphone, 69 S. Moger Ave., Mount Kisco, N.Y. Tel: (914) MO 6-2118. Dir.: Dr. Edward T. Salvato Jr.

Unart (see United Artists).

Uni (div. of MCA), 8255 Sunset Blvd., Hollywood, Calif. 90046. Tel: (213) 656-8310. Exec. VP: Ned Tanen; VP: Russ Regan; A&R: Norm Ratner; Nat'l Sales Mgr.: Rick Frio; Pub.: Howard Brandy; Uni Promo. Dir.: Pat Pipelo; Revue Promo. Dir.: Hosea Wilson. Labels: Uni, Revue. Tape: 4 & 8-tr. cartridge licensed to GRT, Muntz; cassette licensed to GRT.

Unicorn, 733 15 St. N.W., Rm. 232, Washington, D.C. 20005. Tel: (202) 783-2553. Contact: Elliot Ryan.

Unicycle (see Canaltown).

Unidap (see Franz Schubert Music listed under "F").

Unidisc, France (see Import/Export section: Folk Music Int'l, New York, N. Y.).

United (see Modern-Kent).

United Artists, 729 Seventh Ave., New York, N.Y. 10019. Tel: (212) CI 5-6000. Cable: UNARTISCO. Pres.: Michael Stewart; Exec. VP: Murray Deutsch; VP & Gen. Mgr.: Mike Lipton; A&R Dir.: Henry Jerome; Music Dir.: Leroy Holmes; Nat'l Album Sales Mgr.: David Greenman; Nat'l Singles Sales Mgr.: Sonny Kirshen; Tape Sales Mgr.: David Skolnick; Creative Serv. Dir.: Martin Hoffman; Nat'l Album Promo. Dir.: John Davies; Nat'l Singles Promo. Dir.: Ed Levine; Special Projects Dir.: Danny Crystal; Int'l Co-ord.: Ron Eyre; European Mng. Dir.: Noel Rogers, Mortimer House, London W.1, England. Branch: Los Angeles, Calif., 9229 Sunset Blvd. Tel: (213) 273-5017. VP West Coast Opn's: Norm Weiser. Labels: Ascot, Solid State, Tale Spinners for Children, Tom Glazer's Happy Time, True Action, Unart, United Artist Int'l, United Artists Latino, United Artists, Veep. Tape: 4 & 8-tr. cartridge licensed to Liberty; cassette licensed to Philips; open reel licensed to Ampex. Int'l reps.: Argentina (CBS), Australia (Australian Rec.), Belgium (Artone), Canada (Compo), Chile (Philips), Colombia (Fuentes), Denmark (Nordisk Polyphon), El Salvador (INDICA), Finland (Fintone), France (Phonographique Francaise), Germany (Deutsche Grammophon), Greece (Helladic), Hong Kong (Colonial Trading), India (Grammophone), Israel (CBS), Italy (CGD), Japan (Nippon Columbia), Mexico (Gamma), Netherlands (Artone), New Zealand (Allied Int'l), Norway (Nor-Disc), Peru (El Virrey), Philippines (Home Inds. Development), Portugal (Radio Triunfo), South Africa (Truetime), Spain (Hispanovox), Sweden (Karussell), Switzerland (Siemens), United Kingdom (EMI), Uruguay (Editorial Antar), Venezuela (Palacio de la Musica), West Indies (Federal). United Artists Int'l (see United Artists). United Artists Latino (see United Artists). United States, 1549 N. Vine St., Suite 200, Hollywood, Calif. 90028. Tel: (213) 462-0447. Owner: Joseph Van Winkle; Independent Promo.: George Jay. Labels: (owned) United States; (distributed) Award. Tape: reel-to-reel. Unity, 5012 First Ave. N., Birmingham, Ala. 35212. Tel: (205) 595-0757. Pres.: Robert L. Grove Jr. Unity, Fla. (see Art). Unity, 1811 Waverly St., Columbia, S.C. Tel: (803) 256-6002. Pres. & A&R: Paul E. Coleman; VP: Isaiah Hennie. Branch: Philadelphia, Pa. PO Box 3511. Zip: 19122. Tel: (215) CE 2-2264. Universal Artist, 4230 Magazine St., New Orleans, La. 70115. Tel: (504) 891-1202. Owner, Sales, Mktg. & Promo.: Lou Krabe; Mgr. & Adv.: Barry Crabbe; A&R & Pub.: Harold Crabbe. Tape: 4-tr. cartridge & open reel. Universal, 46 E. Walton, Chicago, Ill. 60611. Tel: (312) 642-6465. Pres.: A. B. Clapper. Universal Recording & Dist. Corp., 655 West 83rd St., Hialeah, Fla. (SEE ADVERTISEMENT) Universal Sound (see Sound). Universe (see Lar). Uptite, 27 Stegman Pl., Jersey City, N.J. 07305. Tel: (201) 435-2781. Pres.: Marion Weiss. Uptown (see Tower). Urania (see Connoisseur).

V

V I P (see Motown).

V M C (Vance Music Corp.), 6922 Hollywood Blvd., Suite 804, Hollywood, Calif. 90028. Tel: (213) 463-4181. Pres.: Steven Vail; Gen. Mgr.: Michael Donnelly; A&R: Tony Harris. (SEE ADVERTISEMENT)

V S P (see MGM).

V V, 7507 Foster, Morton Grove, Ill. Tel: (312) 965-5507. Pres. & Mus. Dir.: Perry Johnson; VP, Pub. & Adv.: McCormick Synclaire; Promo.: Paul Mysyk; Int'l: K. Jaye. Labels: Roar, VV, Venus.

Thomas J. Valentino, 150 W. 46 St., New York, N.Y. 10036. Tel: (212) CI 6-4675. Pres. & Pub.: Thomas J. Valentino; VP: Robert F. Valentino; Sales Mgr.: Francis T. Valentino. Labels: Major, Majorette, Quality.

Valerie (see Band Box).

Valhalla (see Faro).

Valiant (see Warner Bros.-Seven Arts).

Vallado (see Epstein Ent's.).

Valley, Box 3464, Knoxville, Tenn. 37917. Tel: (615) 588-2414. Co-owners: Donald G. Tonkin, John W. Tipton.

Valtron, 305 Allen St., Helena, Mont. 59601. Tel: (406) 442-0734. Owner & Mgr.: Lester L. Liedle; Pop A&R Dir.: Wally Peel; C&W A&R Dir.: Bob Bartmess; Sales Dir.: Sandy Liedle. Tape: 4-tr. cartridge & open reel. Vance Music Corp. (see VMC).

Vandan/Creole, PO Box 1495, Beverly Hills, Calif. 90213. Pres. & Int'l: Darrell A. Brown; VP: Mrs. A. M. Brown; Mus. Dir.: Gene Garretson;

Sales Mgr.: Donald Brooks; Pub., Adv. & Promo.: Burel Merritt.  
Labels: Vandan, Creole, Caprice.

Vanguard, 71 W. 23 St., New York, N.Y. 10010.  
Tel: (212) 255-7732. Cable: VANMUSICA. Pres. & Classical A&R: Seymour Solomon; VP: Maynard Solomon; Pop A&R: Maynard Solomon, Sam Charters; Sales, Mktg. & Promo.: Herb Corsack; Pub. Dir.: Madlyne Atshuler; Adv.: Murray Klein; Int'l: Maynard Solomon, Jo Inguanti.

Labels: Vanguard, Bach Guild, Cardinal, Everyman.  
Tape: 4-tr. cartridge licensed to Ampex, Muntz; 8-tr. cartridge licensed to Ampex; cassette licensed to Ampex, Mercury, Muntz; open reel licensed to Ampex.

Int'l reps.: Argentina (Sicamericana), Australia (Astor), Austria (Amadeo), Belgium (Inelco), Canada (Musimart), Denmark (Tono), France (Barclay), Germany (Deutsche Vogue), Israel (Hed Arzi), Italy (Ricordi), Japan (King), Mexico (Gamma), Netherlands (Inelco), New Zealand (Philips), Philippines (Dyna Prods.), South Africa (Trutone), Spain (Hispavox), Switzerland (Phonag), United Kingdom (Philips).

Vantage, PO Box 212, Pottstown, Pa. 19464.  
Tel: (215) 323-3336. Pres., Exec. Prod'r & Int'l: A. Alan Botto; VP & Gen. Mgr.: Farthington Bellweather; Sales: Thomas H. Bamford, J. Kunkleman.

Labels: Vantage, Jody, Pliant, Reco-Flex, Semaphor, Sound of Money, Zouvenir.

Variety, 1971 Venetian Dr. S.W., Atlanta, Ga. 30311.  
Owner, Sales, Mktg., Pub., Adv., Promo. & Int'l: Stephen Janis; Pop A&R: Joe Nash; Classical A&R: Jerry Macell.

Varmint, 161 Fourth Ave., Moline, Ill. 61265. Tel: (309) 764-0286. Pres.: Robert Schoemaker; VP: Jerry Pynckel; Gen. Mgr.: V. P. Brown.  
Labels: Varmint, Garric, Key, DHW.

Vault, 2525 W. Ninth St., Los Angeles, Calif. Tel: (213) 386-1821.  
Labels: Fat Fish, Vault.

Veep (see United Artists).

Veevo, 54 W. 74 St., Suite 402, New York, N.Y. 10023. Tel: (212) EN 2-2259. Pres.: Fredric Vonn.

Vegas, Calif. (see Chesterfield).

Vegas (div. of Pyramid Prod'ns), 3143 Industrial Rd., Suite 117, Las Vegas, Nev. 89109. Tel: (702) 734-2345. Pres.: Byron R. Hoffman.

Velgo (see Sound, Mich.).

Velvet, 124 W. 29 St., Hialeah, Fla. 33010. Tel: (305) 888-1377. Cable: DISVELVET. Pres.: R. Page; Gen. Mgr.: A. Moreno.  
Tape: 8-tr. cartridge.

Venture (see MGM).

Venus, Ill. (see VV).

VENUS REC'G CO. OF AMERICA, PO Box 1451, Beverly Hills, Calif. 90213. Tel: (213) 275-6801. Cable: VENUSAMK. Pres., Sales, Pub. & Int'l: Dr. W. E. Shector; Classical A&R Dir.: Miliza Korjus.  
Label: Venus. (SEE ADVERTISEMENT)

Verdy, 4727 Westminster, St. Louis, Mo. 63108. Tel: (314) FO 1-4794. Sales & Promo.: Bernard Litiskas.

Versa (see Bel-Aire).

Verve (see MGM).

Verve/Forecast (see MGM).

Vibrant, 938 E. Broadway, Newport, Tenn. 37821. Tel: (615) 623-4498. Pres.: Hal R. McGaha.

Vic (see LaVal).

Vick (see Hawk).

Victrola (see RCA).

Videotext (see Rhythms Prod'ns).

Village (see Trusty).

Virtuoso, c/o Henry Teller & Son, 56 W. 103 St., Chicago, Ill. 60628. Tel: (312) PU 5-0700.

Viscojan, 1375 Ridgeley Dr., Los Angeles, Calif. 90019. Tel: (213) 935-9667. Pres. & Int'l: J. W. Spriggs; Gen. Mgr. & A&R Dir.: Wallace Petty; A&R: Evan Morgan; Sales & Mktg. Dir.: John T. Dudley; Pub.: A. Johnson, E. Johnson; Adv. & Promo. Dir.: Madison Cole.  
Branch: Chicago, Ill., 7415 Cottage Grove. Zip 60619. Tel: (312) 487-6336. Mgr.: Nathan Griffin.  
Labels: Lo-Lace, Natru, Viscojan.

Visaphon (see Import/Export section: Playette, New York, N.Y.).

Vision (see Smoke, N. J.).

Vista (see Disneyland).

Viva, 6922 Hollywood Blvd., Hollywood, Calif. 90028. Tel: (213) 466-1641. Pres.: Snuff Garrett; Exec. VP: Ed Silvers; VP: Mel Bly; Office Mgr.: Pat Sheeran. (distributed by Dot).  
Labels: Viva, Bravo.

Tape: Viva: 4 & 8-tr. cartridge, cassette, PlayTape & open reel licensed to Ampex.  
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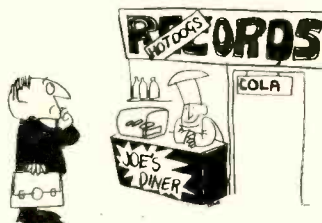
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Label credits: Capitol, Chantain.
- Sunalee Prod'ns, 1125 Cheyenne Blvd. Zip: 35215. Tel: 853-6628, 833-4559. Partners & Prod'rs: Paul Ballenger, Bob Gregg, Eddie Hinton.  
Label credit: South Camp.
- United Rec'g & Prod'n, 5012 First Ave. N. Zip: 35212. Tel: 595-0757. Pres.: Robert L. Grove Jr.  
Label credits: Capitol, Chantain, Columbia, Delphi, Jubilee, Liberty, SSS Int'l, United Artists.
- **SHEFFIELD (Area Code 205)**  
Edward Hinton, 109 Park Blvd. Tel: 381-1842/1830.  
Label credits: United Artists, Bell.
- Quinvy Music, Box 215, 104 E. Second St. Zip: 35660. Tel: 381-1830. Pres.: Quinon R. Ivy; VP: William O. Jenkins.  
Label credits: Atlantic, South Camp, Quinvy.

## ARIZONA

- **SCOTTSDALE (Area Code 602)**  
Jim Musil, 6202 E. Pinchot Ave. Zip: 85251. Tel: 946-3628, 955-8753.  
Label credits: Era, Mainstream.
- **TUCSON (Area Code 602)**  
Darris Ents. (see listing in Rec. Mfr. section).  
Dan Gates (see listing for Split Sound in Rec. Mfr. section).

## ARKANSAS

- **LITTLE ROCK (Area Code 501)**  
Cool Air Prod'ns, 3005 Arch St. Tel: FR 2-3897, FR 6-1774. Contact: Joseph Thomas Jr.  
Branches: Philadelphia, Pa.; Columbia, S.C.  
Label credits: Congaree, Lebby, Lerks, Lakeview, Wertz, Jerrel, Unity, Bacone, Oldfield.

## CALIFORNIA

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Label credits: Faro, GNP Crescendo, Moonglow, Original Sound, Roulette, World Pacific.
- **BURBANK (Area Code 213)**  
Town & Country, 533 S. Main. Zip: 91506. Tel: 843-4840. Pres. & A&R: C. E. (Clif) Lenderman; Promo. Mgr.: John (Jack) Scudder.  
Label credits: Cracked, Lanart, Redwood, United Artists.
- **CLAREMONT (Area Code 714)**  
Interstate/Image Prod'ns, PO Box 603. Zip: 91711. Gen. Mgr.: David Ames.
- **DOWNEY (Area Code 213)**  
Downey Rec. Prod'ns, 13117 Lakewood. Zip: 90242. Tel: 634-2928, 636-0030. Pres., Sales & Mktg.: Jack U. Wenzel; VP: William J. Wenzel.  
Label credits: Dot, Downey.
- **EL CERRITO (Area Code 415)**  
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Branch: Oakland, Calif.  
Label credits: Bay-View, News, Spotlight, 20th Century-Fox, Way Out West.

- **ELSINORE (Area Code 714)**  
Crossfire Rec'g, PO Box 206. Zip: 92330. Tel: 674-2412. Pres., Sales, Mktg. & Int'l: Cletus B. Zumbach; VP, Gen. Mgr. & Adv.: Derwood W. Kennedy; Music Dir.: Bill Cox, William J. Rogers.  
Branch: Las Vegas, Nev.  
Label credits: Columbia, Dot.
- **LOS ANGELES METROPOLITAN AREA (Area Code 213)**  
Amos Prod'ns, 6363 Sunset Blvd., Hollywood. Zip: 90028. Tel: 462-1295. Contacts: Jimmy Bowens, Mike Post.  
Label credits: Dot, MGM, Reprise, Warner Bros.-Seven Arts.
- Aris Prod'ns, Northridge (see listing in Rec. Mfr. section).
- Asteroid Prod'ns, 6671 Sunset Blvd. Zip: 90005. Tel: 466-8575. Pres. & A&R: Jay Paul Kane; VP: Dana Grae; VP, Sales & Mktg.: Harry Maraldo.  
Label credits: Pal, Venture.
- Auspex Rec., 3777 Pastel Pl., Studio City. Zip: 91604. Tel: 877-1078. Owner & Pres.: Jules Chaikin.  
Label credits: ABC, Columbia.
- Austin & Flemming Prod'ns, PO Box 46447. Zip: 90046. Tel: 564-2450. Pres.: David Austin; VP: James Flemming.  
Label credit: Volt.
- Tom Brown Prod'ns, PO Box 1495, Beverly Hills. Zip: 90213.  
Label credits: Jubilee, Lost Nite.
- Gordon Burdge, PO Box 38669, 719 Gower St., Hollywood. Zip: 90038. Tel: 466-0143.  
Label credits: Anzac, Century 21, Discotape Int'l, Eagle, Omega, Trend, Watts, Western.
- Centaur Prod'ns, 1 Skyline Dr., Burbank. Zip: 91501. Tel: 842-5338. Owner: Douglas Lyon.  
Label credits: Dot, Horizon, Mercury, Vee Jay.
- Claridge Music, 6362 Hollywood Blvd., Suite 306, Hollywood. Zip: 90028. Tel: HO 9-8149. Pres.: Frank C. Slay Jr.  
Label credits: Capitol, Liberty, London, Mercury, RCA, Uni.
- Don Costa Prod'ns, 8961 Sunset Blvd. Zip: 90069. Tel: 273-5684. Pres.: Don Costa; Sec'y, Treas.: Leo Costa; Prod'r: Roy Durkee.  
Label credits: Columbia, MGM, Philips Group, RCA.
- Dan Dalton Prod'ns, 6532 Sunset Blvd., Suite D, Hollywood. Zip: 90028. Tel: HO 1-3531. Pres.: Dan Dalton.  
Label credits: Acta, Capitol, Columbia, Dot, RCA, Ranwood, Warner Bros.-Seven Arts, White Whale.
- Etiquette Prod'ns, 15357 Valerio St., Van Nuys. Zip: 91306. Tel: 786-2389. Contact: Andy Di Martino.  
Label credits: Bell, Liberty, Mercury, RCA.
- Faro, 5004 Melrose Ave., Hollywood. Zip: 90038. Tel: 469-4174. Owner: Edward L. Davis.  
Label credits: Dot, Reprise, Scepter, Warner Bros.-Seven Arts.
- Larry Fotine, 16027 Sunburst St., Sepulveda. Zip: 91343. Tel: 892-0044. Pres.: Larry Fotine.  
Label credits: Balboa, Coral.
- G W P Prod'ns, 6269 Selma Ave., Hollywood. Zip: 90028. Tel: HO 6-4439.  
Branches: New York, N.Y.; Nashville, Tenn.
- Gaiety, 6153 Lexington Ave., Suite 15, Hollywood. Zip: 90038. Tel: 469-6719. Pres. & A&R Dir.: Donald Grashey; VP & Mktg. Mgr.: Charles Williams.  
Int'l Branch: Canada, 232 Lincoln St., Port Arthur, Ont. Tel: (807) 345-6298. VP: William Posmituk.  
Label credits: Crusader, Epic, London, Musicor, RCA, Reo, W&G.
- Snuff Garrett Prod'ns, 6922 Hollywood Blvd., Hollywood. Zip: 90028. Tel: 466-1641. Pres.: Snuff Garrett; Exec. VP: Ed Silvers; VP: Mel Bly.  
Label credits: Dot, Epic, Jubilee, Liberty, Mercury, Philips, Scepter.
- Tim Gayle, 6376 Yucca St., Hollywood. Zip: 90028. Tel: 463-2151.  
Label credits: Advance, Coast, Coral, Decca, British Decca, Dot, Kem, London, Mullenix, Pacific Jazz, Quality, W&G.
- Gemini Recs. of Calif., PO Box 8244, Universal Studios, Universal City. Zip: 91608. Pres. & A&R Prod'r: Richard J. Shepp; VP Sales & Mktg.: Richard J. Shepp Jr.  
Label credits: Liberty.

- Golden State Rec'rs, 1777 N. Vine St. Zip: 90028. Tel: 463-5102. Pres.: Leo De Gar Kulka; A&R: Larry Goldberg.  
Branch: San Francisco, Calif.
- Label credits: Acta, Capitol, Concert-Disc, Dot, Everest, MTA, Philips, Tower, United Artists, Warner Bros.-Seven Arts.
- Grand Staff, (see listing in Rec. Mfr. section).
- Green Grass Prod'ns (div. of Attarack Corp.), 9220 Sunset Blvd. Zip: 90069. Tel: 273-8016. Gen. Mgr.: Ray Harris; A&R Dir.: Ed Cobb.  
Label credits: A&M, Acta, Bell, Dot, Sunburst, Tower.
- Greene/Stone Prod'ns, 7715 W. Sunset Blvd. Tel: 876-1360. Contacts: Charlie Greene, Brian Stone.  
Label credits: Atlantic, Mercury, Decca, Bell, Kapp.
- H B Prod'ns, 11734 Sunshine Terr., Studio City. Zip: 91604. Tel: 466-6129. Contact: H. B. Barnum.
- Jay Hamilton Prod'ns, 6543/4 N. Sweetzer Ave. Zip: 90048. Tel: 653-0047. Pres. & A&R Prod'n Dir.: Jay Hamilton.  
Label credits: ABC, Jerden, Silver Seal.
- Lee Hazelwood (see LHI Prod'ns).
- Hoover-Winn Independent Prod'ns, 6565 Sunset Blvd., Hollywood. Zip: 90028. Tel: 461-3471. Pres.: Joseph Hoover; VP & A&R: Hal Winn.  
Label credits: Dot, Double Shot, Liberty, MGM, Mercury, United Artists, Warner Bros.-Seven Arts.
- Bones Howe, 4447 Cromwell Ave. Tel: 657-8330.  
Label credit: Warner Bros.-Seven Arts.
- Jaclin Ents., 1607 El Centro, Hollywood. Zip: 90028. Tel: 462-8801. Pres.: Col. John Elliott; Gen. Mgr.: Lynn Wilde; A&R: Jack Moon; Promo. Mgr.: George Jay; Pub. & Promo.: Cecelia Wilberding.  
Label credit: Tower.
- Bill Justis, 10418 Dunleer Dr. Zip: 90064. Tel: 877-0014.
- Anita Kerr Ents., 3701 Cody Rd., Sherman Oaks. Tel: 783-5933.  
Label credits: ABC, Dot, Ranwood, Warner Bros.-Seven Arts.
- Koppelman-Rubin Assocs., 7033 Sunset Blvd., Hollywood. Tel: 466-4571. Admin. Dir.: Bruce Wendell; Nat'l Promo.: Jim Bencie.  
Branches: New York, N.Y.; Philadelphia, Pa.  
Label credits: Capitol, Decca, Hot Biscuit, MGM, White Whale.
- L H I Prod'ns, 9000 Sunset Blvd., Suite 1010. Tel: 278-1960. Contact: Lee Hazlewood.  
Label credit: Warner Bros.-Seven Arts.
- L M I, 5750 Melrose Ave., Hollywood. Zip: 90038. Tel: HO 3-2353, 947-7674.  
Label credits: A&M, Bluesway.
- Linden Prod'ns, 929 Larrabee, Suite 12. Zip: 90069. Tel: 766-3851. Pres.: Lindy Blaskey.  
Label credits: Challenge, Columbia, LaVette, Space.
- Master Prod'ns, 8350 Wilshire Blvd. Zip: 90211. Tel: 653-3040. Pres.: Tom Nixon.  
Label credits: MGM, Venture, Verve.
- Mobile Fidelity Prod'ns, PO Box 336, Burbank. Zip: 91503. Tel: 882-2870. A&R Dir.: Brad Miller.  
Label credits: GNP Crescendo, Mercury, Mobile Fidelity, Philips.
- Tom Nixon (see Master Prod'ns).
- Ostrich Prod'ns, c/o Rosemary Richland, 6363 Sunset Blvd., Suite 705, Hollywood. Zip: 90028. Tel: HO 7-2151. Pres.: Rosemary Richland; VP: Tony Richland.  
Label credits: Jerden, MGM.
- Protone Recs. & Tapes, 6114 Santa Monica Blvd., Hollywood. Zip: 90038. Tel: 462-6058. Partners & A&R: James Welton, Jane Courtland; Sales & Mktg.: Dorothy Wiser.  
Label credit: Nippon Columbia (Japan).
- Risi-Thomas Prod'ns, 3163 Poplar Dr., Lynwood. Zip: 90262. Tel: 639-3201, 631-6383. Co-dirs.: Nick Risi, James Thomas.  
Label credits: Challenge, Downey.
- Ron-Brian Music Prod'ns, 1071 S. Cloverdale Ave. Zip: 90019. Tel: WE 5-8425. Co-Producers: Ron & Brian Wilson.  
Label credit: Columbia.
- Brian Ross Prod'ns, 3884 Franklin Ave. Zip: 90027. Tel: 662-3121. Cable: BRIROSS. Pres., A&R, Pub., Adv., Promo.: Brian Ross; VP: Maurice Bercov; Exec. Prod'r: Norman Freeman; Sales Mgr.: Carol Ross.  
Branch: 2921 Ingledeale Terr. Tel: 662-3656.  
Label credits: A&M, London, Original Sound, Pace, Warner Bros.-Seven Arts.

Rustom Prod'ns, 9000 Sunset Blvd., Suite 1010. Zip: 90069. Tel: 278-4960. Pres.: Tom Thacker; VP: Russell Steagall.

Label credits: ABC, Decca, LHI, Mira, Reprise. Sage, 1526 N. Wilcox, Hollywood. Zip: 90028. Tel: HO 9-1527. Pres.: W. O. Fleener. Label credit: Trena.

Ray Sanders Prod'ns, 8310 Grandview Dr., Hollywood. Zip: 90046. Tel: 656-2014. Owner & Mgr.: Ray Sanders. Label credits: Buddy, Concept, Industry, Jamboree, Logan, Stadium, Wilbanks.

Tom Sawyer Prod'ns, 1680 N. Vine St., Hollywood. Zip: 90028. Tel: 469-4244. Owner: Kenneth M. Sawyer.

Label credits: Sierra, Trident, Warrior, Liberty. Sidewalk Prod'ns, 9000 Sunset Blvd., Hollywood. Zip: 90069. Tel: 278-4295. Pres.: Mike Curb; Exec. VP: Doug Moody.

Label credits: Atlantic, Capitol, Carole, Epic, Flick Disc, GNP Crescendo, October Country, Sidewalk, Tower, United Artists.

Fred Smith, 7400 Fountain Ave. Zip: 90046. Tel: 876-2550. Label credit: Warner Bros.-Seven Arts.

Hal Southern Prod'ns, PO Box 4234, Panorama City. Zip: 91402. Tel: 786-6957. Pres.: Hal Southern. Label credits: Ivory, Sage, Sand, Tower.

Randy Sparks Assocs., 10513 Santa Monica Blvd. Zip: 90025. Tel: 474-3565. Pres.: Randy Sparks; Prod'r.: Kin Vassy; Co-ord.: Mitzi Trumbo.

Teri De, 2106 Fifth Ave. Zip: 90016. Tel: 292-9490. Pres.: Leonard Jewell Smith.

Label credits: Capitol, Gemini, Good Sound, Highland, Loma, Mercury, Minit, Modern, Sue, Teri De, Venture.

James Thomas (see Risi-Thomas Prod'ns). August Valrey, PO Box 248, Northridge. Zip: 91324. Tel: 349-4394.

Vegas Brothers Prod'ns, 5957 Carlton Way, Hollywood. Zip: 90028. Tel: HO: 3-9571. Contact: Pat Vegas.

Label credits: AGC, Brother, Take 6. Wells-DeSett (see listing in Rec. Mfr. section). Hal Winn (see Hoover-Winn Independent Prod'ns).

#### • RICHMOND (Area Code 415)

Era Recs., 156 W. Chanslor Ave. Zip: 94801. Tel: 235-8109. Mgr.: Eric Randle. Label credit: Baby-Luv.

#### • SAN BERNARDINO (Area Code 714)

Bill Bellman, 958 W. Edgemont Dr. Zip: 92405. Tel: 882-6796. Label credits: Colpix, Liberty, Melody House, Original Sound, Rock-It.

#### • SAN FRANCISCO & BAY AREA (Area Code 415)

Audio Village, 1550 Market St. Zip: 94102. Tel: UN 3-9665. Owner & A&R: James Seagrave; Mgr.: M. E. Wolf; PR: Linda Seagrave.

Branch: New York, N. Y. Label credits: ABC, 20th Century-Fox, Colpix, RCA, Apt. Laurie, Atlantic.

Commercial Rec's, 149 Natoma St. Zip: 94105. Tel: DD 2-0286. Contact: Lloyd Pratt Jr.

Label credits: Capitol, Columbia, Elektra, Mercury, United Artists.

Darby Slick Prod'ns, 860 DeHaro St. Zip: 94107. Tel: 647-2070. Gen. Mgr.: W. Pierson. Label credits: Cadet/Concept.

Golden State Rec's, 665 Harrison St. Zip: 94107. Tel: 781-6303. Pres. & Classical A&R: Leo de Gar Kulka; Exec. VP: Herbert Haas; Pop A&R: Larry Goldberg.

Branch: Los Angeles, Calif. Label credits: Acta, Capitol, Concert Disc, Dot, Everest, MTA, Philips, Tower, United Artists, Warner Bros.-Seven Arts.

Jesse Mason Prod'ns, 4530 Market St., Oakland. Zip: 94608. Tel: 527-1932. Branch: El Cerrito, Calif.

Label credits: Bay-View, News, Spotlight, 20th Century-Fox, Way Out West.

Matrix Rec'g, 3138 Fillmore St. Zip: 94123. Tel: 567-0118. Prod'r.: Pete Abram.

Miere-View Prod'ns, PO Box 1036, South Shore, Alameda. Zip: 94501. Tel: 533-6299. Pres.: W. F. Schmeltzer Jr.; Prod'r.: G. Boas; Pub. & Promo.: L. Ward.

Branch: Berkeley, Calif., PO Box 2025 Zip: 94711. Trident Prod'ns, Columbus Tower, 916 Kearny St. Zip: 94133. Tel: EX 2-8250. Pres.: Frank Werber; Pub.: Grover Sales.

Label credits: A & M, Capitol, Decca, Verve.

#### • SAN JOSE (Area Code 408)

Independent Promos., 1758 Del Paso Ave. Zip: 95124. Tel: 266-0632. Owner: C. Trumbo. Label credits: Dot, Ikon, Liberty.

#### • SUNNYVALE (Area Code 408)

Hush Recs., 382 Clarence Ave. Zip: 94086. Tel: RE 9-6133. Pres.: Garrie E. Thompson. Label credit: Bell.

#### CONNECTICUT

#### • NORWALK (Area Code 203)

Rene Albi Prod'ns (see listing in Rec. Mfr. section under "R").

#### DELAWARE

#### • WILMINGTON (Area Code 302)

Pingatore Entertainment Inds., 4010 Concord Pike. Zip: 19803. Tel: 478-2200. Pres.: Frank J. Pingatore. Label credits: ABC, Capitol, Epic, Hunt, Mercury, Philips.

#### DISTRICT OF COLUMBIA

#### • WASHINGTON (Area Code 202)

Charles H. Barner Jr., 930 F St. N.W., Suite 415. Zip: 20004. Tel: DI 7-3944. Label credits: Achillean, CBT, INRI, TBN, Zaraks.

Chartbuster, 1203 28 St. N.W. Tel: 296-5740. Pres., A&R, Sales, Mktg. & Int'l: Bobby Poe; VP, Adv. & Pub.: Mitch Corday; A&R: Vernon Sandusky; VP, Promo.: Jack Dabney.

Label credits: Amy-Mala-Bell, Cameo, Chess, LHI, Laurie, Scepter, United Artists.

Double-Jon Prod'ns, 1750 16 St. N.W., No. 704. Zip: 20009. Tel: 387-7434. Gen. Mgr.: Anna V. Andrews.

Branch: St. Cloud, Minn. Gama, DC & Loop Rec., 930 F St. N.W., Suite 615. Zip: 20004. Tel: 347-3944. Pres. & Prod'r.: Lillian N. Claiborne.

Label credits: CTB, Dynamo, Musicor, Now. Martin Gary Prod'ns, Box 9711. Zip: 20016. Tel: 332-0063.

Branch: Richmond, Va. Label credits: Grove, Groovey, Cuda, Stax.

Leonard Schwab Prod'ns/Montgomery Recs., 7705 Georgia Ave. N.W. Zip: 20012. Tel: 593-8606. Cable: LENSPROD. Pres.: Leonard Schwab; A&R Dir.: Steve Spencer; Pub. & Adv.: Ron Shane.

Int'l branch: Leeds, England. Label credits: LSP, Moonglow.

#### FLORIDA

#### • GAINESVILLE (Area Code 904)

Presto Hit (see listing in Rec. Mfr. section).

#### • MIAMI (Area Code 305)

Adrian Assocs., 6660 Biscayne Blvd. Zip: 33138. Tel: 757-1626. Pres.: Michael Adrian. Label credits: Guarani, HIP Prod'ns, Salvation Army.

Argee Ent's. (see listing in Rec. Mfr. section). Artrec Prod'ns, 1688 Meridian Ave., Miami Beach. Zip: 33139. Tel: 532-5474. Pres. & A&R: Bob Archibald; Musical Dir.: Eddie Jacobs.

Label credits: Capitol-Custom, Coral, Decca. Kubaney, PO Box 2067, Hialeah. Tel: 888-7411/2365. Pres.: Mateo San Martin; VP: Rose San Martin; Mgr., Sales & Mktg.: Frank Garcia; Pub. & Adv.: Jose Calvo; Int'l: Arturo Avendano.

Branch: Santurce, Puerto Rico. Label credits: Alma Belter, Boringuen, Gema, Hit Parade, Maype, Vergara.

Professional Programming, 9701 S.W. 77 Terr. Zip: 33143. Tel: 271-0839. Gen. Mgr.: Bob Harris; Prod'n Dir.: Dick Stambaugh.

Label credits: Living Legend, Martin, St. Koff, Thames, 3-P.

Kermit Schaffer Prod'ns, 905 Fairway Dr., Miami Beach. Zip: 33141. Tel: 865-3781. Pres.: Kermit Schaffer; Pub. & Promo. Dir.: Vicki Speaks.

Label credits: Atlantic, Jubilee, King.

#### • PENSACOLA (Area Code 904)

Charlie Capri Prod'ns, 702 Westwood Dr., Milton. Zip: 32570. Tel: 994-5026. Pres. & Mgr.: Charles Capri. Label credit: Laurie.

Preston Ent's. Prod'ns (see listing for Presto Hit in Rec. Mfr. section).

SunShine, 25 N. DeVilliers St. Zip: 32501. Tel: 434-1922. Pres. & A&R: Ray MacArthur; VP: W. R. Jenkins.

Label credits: MacArthur, Sun, SunShine.

#### • ST. PETERSBURG (Area Code 813)

Gernhard Ent's., 6747 First Ave. S. Zip: 33707. Tel: 345-9189. Pres.: Phil Gernhard. Branch: Houston, Tex.

Label credits: A&M, Decca, Laurie.

#### • TAMPA (Area Code 813)

Prophet, PO Box 14422. Owner: John Brumage. Owner: John Brumage. Label credits: Decca, Laurie, ESP-Disk, Fuller, Tiger Town, Boss.

Home office: New York, N.Y. Charles Fuller Prod'ns, PO Box 10513, 2722 S. Macdill Ave. Zip: 33609. Tel: 839-5471. Pres.: Charles F. Hunt; Sales Mgr.: Douglas F. Crutchfield; Pub. & Promo.: Carol Coviello; Int'l: Charles Fuller.

Branches: Providence, R. I.; Nashville, Tenn. Label credits: Action (New Zealand), Adam, Boss, Brent, CFP, D&B, Dance King, Decca, Eighteenth String, Festival, Fuller, Laurie, Mainstream, Singo, Sound Plus, Stateside, Tampa Bay, Tigertown.

#### GEORGIA

#### • ATLANTA (Area Code 404)

Buie-Cochran Prod'ns, PO Box 9747. Zip: 30319. Tel: 261-8889. Mgr.: Bobby Langford. Label credits: Capitol, ABC, BBC, MGM, Ascot.

"Little" Jimmy Dempsey Prod'ns, 2520 Jonesboro Rd., S.E. B-29. Zip: 30315. Tel: 622-8445. Pres., A&R & Pub.: Little Jimmy Dempsey. VP: Tena Dempsey.

Label credits: ABC, Artist, Capitol, Dot, Gloryland, Hillside, NR Co., Sing, Skylite, Starday, Tower, Trend, Trendside, Trumpet.

Doppler Ent's., 3720 Oakcliff Rd. N.E. Zip: 30005. Tel: 451-4333. Pres.: J. T. Wells; VPs: Carleton Palmer, Stan Reich. Label credits: Atlantic, Kapp.

#### • AUGUSTA (Area Code 404)

Base (see listing in Rec. Mfr. section).

#### • COLUMBUS (Area Code 404)

Shur Prod'ns, Ralston Ctr. Zip: 31901. Tel: 323-1583. Owner: John F. Sunr. Branch: Nashville, Tenn. Label credits: Challenge, Laurie, Lynne, Shur.

Tomahawk Prod'ns, 1743 Warm Springs Rd. Zip: 31904. Tel: 324-1793. Bd. Chm. & Gen. Mgr.: Henrietta Parsons; Pres: Ben Parsons; VP: Nelson Coffin.

Label credits: Men-Del, Peggy Sue, T&T.

#### ILLINOIS

#### • CHICAGO (Area Code 312)

Channel Prod'ns, 6018 Henderson St. Zip: 60634. Tel: 283-0318. Pres.: R. N. Anderson. Label credits: Active, Ansound.

Dunwich Prod'ns, 25 E. Chestnut St. Zip: 60611. Tel: 944-0645. Pres.: Bill Traut. Label credits: Acta, Atco, Atlantic, Bell, Columbia, Date, Dunwich, Mercury, Philips, RCA. (SEE ADVERTISEMENT)

Hi Ho Prod'ns (see listing in Rec. Mfr. section). International Rec'g Co. (IRC), 1649 W. Evergreen. Zip: 60622. Tel: 227-2000. Pres.: Vern Ruvalds; Chm., Pub., Adv., Promo.: Jerome Man; A&R Dir.: Don Carone; VP Sales & Mktg.: Len March.

Label credits: MGM, Mercury, Philips. William "Sandy" Johnson Prod'ns, 8140 S. Morgan. Zip: 60620. Tel: 846-0276. Pres: William "Sandy" Johnson.

Label credits: Arnell, Fontana, Smash.

continued on page 60

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DID YOU EVER HAVE TO MAKE UP YOUR MIND—LOVIN' SPOONFUL  
DO YOU BELIEVE IN MAGIC—LOVIN' SPOONFUL  
FULL MEASURE—LOVIN' SPOONFUL  
THE GIRL WHO STOOD BESIDE ME—BOBBY DARIN  
GIRLS IN LOVE—GARY LEWIS/PLAYBOYS  
HAPPY TOGETHER—TURTLES  
IF I WERE A CARPENTER—BOBBY DARIN  
JILL—GARY LEWIS/PLAYBOYS  
KITTY DOYLE—DINO, DESI & BILLY  
THE LADY CAME FROM BALTIMORE—BOBBY DARIN  
LOVIN' YOU—BOBBY DARIN  
MELANCHOLY MUSIC MAN—RIGHTEOUS BROTHERS  
MONEY—LOVIN' SPOONFUL  
NASHVILLE CATS—LOVIN' SPOONFUL  
RAIN ON THE ROOF—LOVIN' SPOONFUL  
SHE IS STILL A MYSTERY—LOVIN' SPOONFUL  
SHE'D RATHER BE WITH ME—TURTLES  
SHE'S MY GIRL—TURTLES  
SIX O'CLOCK—LOVIN' SPOONFUL  
SUMMER IN THE CITY—LOVIN' SPOONFUL  
THE CAT IN THE WINDOW—PETULA CLARK  
TWO IN THE AFTERNOON—DINO, DESI & BILLY  
WE'LL MEET IN THE YELLOW FOREST—JAY/AMERICANS  
WHEN THE GOOD SUN SHINES—ELMO & ALMO  
YOU DIDN'T HAVE TO BE SO NICE—LOVIN' SPOONFUL  
YOU KNOW WHAT I MEAN—TURTLES

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Kiderian Recs. & Prod'n Co., 4926 W. Gunnison St. Zip: 60680. Tel: 545-0861/7742. Pres.: Raymond G. Peck; VP: Ginger Wadipian; A&R: George Peck.

Label credits: Dick-Hike, Gail, Ginger, IRC, Kiderain, Mercury, Orlon/Kiderain, St. Louis, Smash, Spectra Sound, USA, WM&RK.  
Lasalle, 5727 S. La Salle St. Zip: 60621. Tel: NO 7-4151. Pres., Sales & Mktg.: Oscar A. Jackson; VP, Gen. Mgr. & Promo.: Armond Jump Jackson; Pub.: Robert Wainwright; Adv.: Larry Wainwright.

Label credits: Al-Teen, Planet.  
MG Prod'n, 2131 S. Michigan Ave. Zip: 60616. Tel: 326-1181. Partners & A&R: Jim Golden, Bob Monaco, Sales Mgr.: Bob Monaco; Pub. Dir.: Lynn Janutka; Adv. & Promo. Mgr.: Kathy Cantwell; Talent Dir.: Fred Bohlander.

Label credits: Columbia, Destination, USA.  
R M S Prod'ns, 4327 S. Sacramento Ave. Zip: 60632. Tel: LA 3-3914. Pres.: R. M. Semerak. Label credits: Mercury, Philips, Toshiba (Japan).

Sims Prod'ns, 744 E. 79 St. Zip: 60621. Tel: 651-8219. Pres.: Gerald Sims. Label credits: Atlantic, Capitol, Chess, Columbia, Dakar, Mercury, Revue.

● **ELGIN (Area Code 312)**

Miller's 850 Jan Marie Ln. Zip: 60120. Tel: 695-1977. Owner: Red Miller. Label credit: Court-n.

● **MARKHAM (Area Code 312)**

Toi Rec., PO Box 133, 3010 Nottingham. Zip: 60426. Tel: 333-7014/5. Pres. & A&R: Robert Lee. Label credits: ABC, Blue Rock, Chess, Limelight.

● **MORTON GROVE (Area Code 312)**

Much More Music, 7507 Foster. Tel: 965-5507. Pres.: Perry Johnson. Label credits: International, Marina, Redd Robb, Royal Blue, USA.

● **SOUTH PEKIN (Area Code 309)**

Golden Voice (see listing in Rec. Mfr. section).

● **WESTMONT (Area Code 312)**

North American Rec'g, 5525 King Arthur Ct., Zip: 60559. Tel: 969-8484. Pres. & A&R: George A. Tasker Jr.; VP & Treas.: Helen M. Tasker; Sales Mgr.: George A. Tasker III. Label credits: Capitol, Mercury, RCA, Universal, Vita.

**INDIANA**

● **GARY (Area Code 219)**

Ron Wheeler Ents., 301 E. 39 Ave. Zip: 46409. Tel: 887-7009. Pres.: Ronald E. Wheeler. Label credit: Calumet.

● **INDIANAPOLIS (Area Code 317)**

World Wide Prod'ns, 241 E. Ohio St., Suite 312. Zip: 46204. Tel: 632-1127. Pres.: William L. Overman. Label credits: Atco, Columbia, Dunwich, Roulette, USA.

● **LA PORTE (Area Code 219)**

Russ Sanders (see listing for Seascape in Rec. Mfr. section).

● **NASHVILLE (Area Code 317)**

Delmarti, Wanderwood. Zip: 47448. Tel: 988-2000. Pres.: Don D. Sheets. Label credits: Laurie, Norman.

● **SOUTH BEND (Area Code 219)**

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

**IOWA**

● **MILFORD (Area Code 712)**

Iowa Great Lakes Rec'g, 906 Ninth St. Zip: 51351. Tel: 338-9805. Pres.: Cliff Plagman; VP: Roger Blunt. Label credits: Smash, Soma.

**KANSAS**

● **PRAIRIE VILLAGE (Area Code 913)**

Cranbus Prod'ns, 7701 Mission Rd. Zip: 66208. Tel: MI 9-8727. Exec. Prod'r: Steve Quinn Barnard. Label credits: Allen, Acropolis.

**KENTUCKY**

● **LEXINGTON (Area Code 606)**

Joni, 465 Rose Ln. VP: Jerry Taylor. Branch: Louisville, Ky. Label credits: Amy-Mala-Bell, Dore, Dot, Rising Sun.

● **LOUISVILLE (Area Code 502)**

Joni, 1122 Bardstown. Zip: 40204. Tel: 587-0909. Pres.: Gene Snyder; Sec'y-Treas.: Vi Snyder; A&R: Richard Williams; Pub. & Promo.: Bob Hardin. Branch: Lexington, Ky. Label credits: Amy-Mala-Bell, Dore, Dot, Rising Sun.

Stuart Paine Prod'ns, 403 Trinity Hills Ln. Zip: 40207. Tel: 895-1063. Pres., A&R & Prod. Mgr.: Stuart Paine; VP: Lee Eddie. Label credits: Capitol, David, Dial, 502, Joni, Soul Boulevard.

**LOUISIANA**

● **BATON ROUGE (Area Code 504)**

Bernard, Fred & Ourso Assocs., PO Box 14773, 4633 North Blvd. Zip: 70808. Tel: 927-0303. Gen. Mgr.: Lynwood R. Ourso Jr.; Prod'rs: John Fred, Andrew Bernard, Lynwood R. Ourso Jr. Label credits: California, EMI, Jewel, Montel, Paula, Stateside.

Shaab Prod'ns (see listing for Ron in Rec. Mfr. section)

● **LAFAYETTE (Area Code 318)**

Kirby Boudreaux Prod'ns, PO Box 3093. Zip: 70501. Tel: 234-4067. Owner: Kirby A. Boudreaux. Label credits: Jin, Lanor, N-Joy.

● **NEW ORLEANS (Area Code 504)**

Ludukay, 2719 St. Peter St. Zip: 70119. Tel: 482-6645. Pres.: Herbert J. Meyers; VP: Edgar L. Chase Jr. Label credit: Peacock.

Star Fire Prod'n, 1815 Foucher St. Zip: 70115. Tel: 891-7382. Pres.: Earl King; VP: Thomas Moore Jr. Label credits: ABC, Ace, Frisco, Imperial, King Walk, Three-For-One, Watch.

Tou-Sea Rec. Prod'rs., 1211 St. Philip St. Zip: 70116. Tel: 524-3262. Pres.: Marshall E. Sehorn; VP: Allen Toussaint. Label credits: Amy-Mala-Bell, Big Top, Deesu, Kent, Sansu, Smash, White Cliff.

**MAINE**

● **BATH (Area Code 207)**

Carl Strube Prod'ns, 15 Center St. Zip: 04530. Tel: 443-3437. Mgr.: Gene Rittall. Label credits: Critique, CDS, Clipper.

● **PORTLAND (Area Code 207)**

Bird Bath Prod'ns, 38 State St., Suite 6. Zip: 04101. Tel: 772-7124. Mgrs.: Chris Randall, Courtney Spencer. Label credit: Critique.

**MARYLAND**

● **ACCOKEEK (Area Code 301)**

Ray Vernon Prod'ns, PO Box 6. Zip: 20607.

● **BALTIMORE (Area Code 301)**

Ronnie Dove Prod'ns, 3011 Greenmount Ave. Zip: 21218. Tel: 243-0024. Partners: Bill Sizemore, Ronnie Dove & Phil Fox. Label credits: Ascot, Diamond.

● **BETHESDA (Area Code 301)**

Octopus Prod'ns, 10255 Old Georgetown Rd. Zip: 20014. Tel: 530-1213. Pres.: Bruce Portmann.

● **SALISBURY (Area Code 301)**

Dawn Prod'ns, PO Box 552. Zip: 21801. Pres. & A&R Dir.: Joey Welz; Pop A&R: Dave Smith; Pub. & Promo.: Southern Orchestras. Label credits: Canadian American, Fraternity, Palmer, Swan.

● **SILVER SPRING (Area Code 301)**

Larry Sealfon Prod'ns, 8906 First Ave. Zip: 20910. Tel: 585-9696. Pres.: Larry Sealfon; VP: Ray Scott; A&R: Tom Guernsey. Label credits: Coral, Cur-Tom, Larray, Monument, United Artists.

**MASSACHUSETTS**

● **BOSTON METROPOLITAN AREA (Area Code 617)**

Aelica, 331 Newbury. Zip: 02115. Tel: 266-3610. Gen. Mgr.: R. Brentson Smith. Label credits: DGG, Kapp, Stone (Canada).  
Cutlass Prod'ns, 68 Egmont St., Brookline. Zip: 02146. Tel: 277-1848. Gen. Mgr.: Peter G. Lengsfelder; Mng. Co-ord.: Marilyn Brownstein; A&R Dir.: Lee Reid.  
Branch: Roslyn Heights, L. I., N. Y. Label credits: Family, Oasis, Request, 20th Century-Fox.  
John E. McDonald, 520 Main St., Suite 4. Zip: 02154. Tel: 894-0226. Contact: John E. McDonald.  
Music Plus, Brookline (see listing in Rec. Mfr. section).

Periscope Prod'ns, 22 Francis Dr., Suite 11, Randolph. Zip: 02368. Tel: 963-7370. Cable: PERIREC. Pres., Pub., Promo. & Int'l: Edward M. Hurvitz; Sales & Mktg.: Linda S. Berman. Label credits: Courier, Double H, Monmouth, Revolution.

● **HOLYOKE (Area Code 413)**

W G Prod'ns (see listing in Rec. Mfr. section).

● **MAYNARD (Area Code 617)**

Wayside, 49 Concord St. Zip: 01754. Tel: 897-7359, 443-6210. Pres.: Lou Casella; Exec. Sec'y: Fran C. Casella; A&R Reps.: Paul Burnell, John M. Tobin; Sales: Lloyd D. Pugsley. Label credits: Bo-Town, Casco, Frankwell.

● **NEW BEDFORD (Area Code 617)**

Carl German/Peter Bonfils (div. of Stereophonics Corp.), 403 Rivet St. Zip: 02744. Tel: 999-6489, 758-2878, 994-7255. Label credits: Arco, Circo, Decca, Do-Ray, Liberty, RCA, Scooby.

● **SPRINGFIELD (Area Code 413)**

Madison Hali Prod'ns, 677 Newbury St. Zip: 01104. Tel: RE 4-3376. Cable: MADHAL. Pres.: Mark Lee Woods; VP: Bernie Baum. Label credits: London, Rane, Supreme.

**MICHIGAN**

● **BRANCH (Area Code 616)**

Sky's Limit Prod'ns, PO Box 16. Zip: 49402. Dir.: Dave Lasley.

● **DETROIT (Area Code 313)**

Detroit Sound Rec., 12730 E. Warren. Zip: 48215. Tel: 823-2233. Pres.: E. A. Steiner Jr. Label credit: A&M.

Fortune Recs. (see listing in Rec. Mfr. section).

Arnold Geller Prod'ns, 16401 W. 8 Mile Rd. Zip: 48235. Tel: 272-6320. Pres.: Arnold Geller. Label credits: MGM, Palmer.

Super Sonic Sound Prod'ns, 9350 Grand River Ave. Tel: 933-1448. Pres.: Andrew Harris; VP: Jack Ashford.

Label credits: Sport, Boss, Bell, Sierra.  
Tera Shirma Prod'ns (see listing in Rec. Mfr. section).

● **GRAND RAPIDS (Area Code 616)**

Fredric Prod'ns, 840 Kalamazoo S.E. Zip: 49507. Tel: 452-2990. VP: Dave Idema; A&R: Joe McCargar; Musical Dir.: Ron Berma.

Jayris Prod'ns, 255 Paris S.E. Tel: 458-1725. Contacts: Michael Jay, Aaron Maikowski. Label credit: Bell.

● **HOLLAND (Area Code 616)**

Ed Ver Schure Prod'ns, PO Box 503, 1089 S. Washington Ave. Zip: 49423. Tel: EX 2-8229, EX 6-8369. Label credits: Liberty, White Whale, World Pacific.

● **ROSEVILLE (Area Code 313)**

William Henry Bryan Prod'ns, 18856 Connecticut St. Zip: 48066. Tel: PR 6-1455. Pres., A&R Dir. & Promo.: William Henry Bryan; Pub.: Mrs. Eleanor Adkins; Adv.: William Cozad. Label credits: Cobra, Golden Sound Ents., Robinson.

**MINNESOTA**

● **NORTHFIELD (Area Code 507)**

Coyote Music Ents., 365 Carleton. Zip: 55057. Pres.: John Hasse. Branch: Vermillion, S. D.

● **ST. CLOUD (Area Code 612)**

Double-Jon Prod'ns, PO Box 385. Zip: 56301. Pres.: John Higgenbotham. Branch: Washington, D. C.

**MISSISSIPPI**

● **GREENVILLE (Area Code 602)**

Tommy Bee Prod'ns, 617 Nelson. Zip: 38701. Tel: 332-5710/8655. Dir. & Rep.: Henry Hines; Promo. Mgr.: John Williams. Branches: Albuquerque, Gallup, N.M. Label credits: Bar-Bare, Big Beat, Discos TBP, Ecco, Landra, Lynn's, Odex, September, Soul Burst, Souled Out, Yolanda.

● **JACKSON (Area Code 601)**

Tom Couch-George Soule Prod'ns, 3023 W. Northside Dr. Zip: 39213. Tel: 982-4522. Pres.: Tom Couch; VP: George Soule; Mgr.: Mitch Malou. Label credits: ABC, Ace, Capitol, Malaco, Rise, Spin.

M A C Prod'ns (Mississippi Artist Corp.), PO Box 10992. Zip: 39209. Tel: 362-9482, 352-4923. Prod'rs: Bob McRee, Cliff Thomas, Ed Thomas.

Mississippi Artist Corp. (see MAC Prod'ns).  
George Soule (see Tom Couch-George Soule Prod'ns).

## MISSOURI

- **INDEPENDENCE (Area Code 816)**  
Pearce, 16400 E. Truman Rd. Zip: 64050. Tel: CL 4-9100. Pres.: John J. Pearson.  
Label credits: CARs, Monument, RCA, Topic.
- **SPRINGFIELD (Area Code 417)**  
Top Talent Prod'ns, c/o Earl Barton Music, 1121 S. Glenstone Ave. Zip: 65804. Tel: UN 2-4422.  
Pres.: Si Siman.  
Label credit: Bell.

## NEBRASKA

- **OMAHA (Area Code 402)**  
Cameron/Canuso Prod'ns, 4106 Commercial Ave. Zip: 68110. Tel: 455-6404. Pres. & A&R: Scott A. Cameron; VP & A&R: Charles N. Canuso; Sales, Mktg. & Adv.: Thomas C. Marfisi; Pub. & Promo: Jean M. Vipond.

## NEVADA

- **LAS VEGAS (Area Code 702)**  
Crossfire Rec'g, 2329 Betty Ln. Zip: 89100. Tel: 642-6303, 737-2129. Gen. Mgr.: Derwood W. Kennedy.  
Branch: Elsinore, Calif.  
Label credits: Columbia, Dot.

## NEW HAMPSHIRE

- **MANCHESTER (Area Code 603)**  
Marvel, 852 Elm St. Zip: 03101. Tel: 623-9749. Cable: W&G. Mng. Dir.: James N. Parks; Exec. Dir.: Ron Gillespie; A&R Control Dir.: George Taylor; Pop A&R Dir.: Jack Varney; Country A&R Dir.: Dougal Trineer.  
Branch: New York, N. Y.  
Label credits: Ambassador, Capitol, London, Pickwick, RCA, 20th Century-Fox.

## NEW JERSEY

- **ATLANTIC CITY (Area Code 609)**  
Herb Ostrow, 11 S. Boston Ave. Zip: 08401. Tel: 345-6664.  
Label credits: Canal, Capitol, Columbia, Decca, Encore, Impex, Listen & Learn, MGM, Margate, Pioneer (Japan), RCA, Sparton (Canada), Stone (Canada).
- **BOUND BROOK (Area Code 201)**  
Jim Kemper-Boy Wonder, PO Box 262. Zip: 08805. Pres.: James B. Kemper.  
Label credits: Jet, Kama Sutra, Laurie, LeMans, Roaring, Tower.
- **ENGLEWOOD (Area Code 201)**  
Van McCoy, 341 N. Woodland St.  
Label credits: Bell, Vando.
- **FINDERNE (Area Code 609)**  
Royal-Castle Prod'ns, 677 E. Main St. Zip: 08876. Branch: Somerville, N. J.  
Label credits: London, MGM.
- **LINDEN (Area Code 201)**  
Smokey Warren Promos, 116 Princeton Rd. Zip: 07036. Tel: 486-6496. Pres.: Steve Sabatino.  
Label credits: Garden, Yale.
- **MOORESTOWN (Area Code 609)**  
John Hill, 130 W. Central Ave. Zip: 08057. Tel: 235-7962.  
Label credits: Amy, Columbia, Compass, Mala, 20th Century-Fox.
- **ORANGE (Area Code 201)**  
Roy Hamilton Ents., 171 Reynolds. Zip: 07050. Tel: 675-1766. Pres.: W. S. Cook.  
Branch: New York, N. Y.
- **PERTH AMBOY (Area Code 201)**  
Shane Wilder Rec. Prod'ns, PO Box 648. Zip: 08862. Tel: 721-3155. Pres.: Shane Wilder.  
Label credits: Decca, Stacey, Tiger.
- **SOMERVILLE (Area Code 201)**  
Royal-Castle Prod'ns, PO Box 487, 26 W. High St. Zip: 08876. Tel: 469-5235, 722-6300. Prod'n Dir.: Fred Castle; Gen. Counsel: Stephen R. Champi.  
Branch: FINDERNE, N. J.
- **TEANECK (Area Code 202)**  
Ervin & Clark Prod'ns, 174 Hargreaves Ave.  
Label credit: Warner Bros.-Seven Arts.

## NEW MEXICO

- **ALBUQUERQUE (Area Code 505)**  
Tommy Bee Prod'ns, PO Box 8207. Zip: 87108. Tel: 268-7919. Pres. & A&R: Tommy Bee.  
Branches: Greenville, Miss.; Gallup, N.M.  
Label credits: Bar-Bare, Big Beat, Ecco, Landra, Odex, Souled Out, Yolanda.  
Space Recs. (see listing in Rec. Mfr. section).

## ● BELEN (Area Code 505)

Little Richie Johnson, PO Box 3. Zip: 87002. Tel: 864-7172. Pres.: Richie Johnson.  
Label credits: Chuckie, Wayside.

## ● GALLUP (Area Code 505)

Tommy Bee Prod'ns, 1122 Burke Dr. Zip: 87301. Tel: 863-6220. Dir. & Mgr.: J. M. Benegas.  
Branches: Greenville, Miss.; Albuquerque, N.M.  
Label credits: Bar-Bare, Big Beat, Discos, TBP, Ecco, Landra, Lynn's, Odex, September, Soul Burst, Souled Out, Yolanda.

## ● LAS CRUCES (Area Code 505)

The Pinpoint Org., PO Box 721, University Park. Zip: 88070; 1500 S. Solano, Suite 7. Zip: 88001. Tel: 524-1679. Pres.: Fred T. Mirick; Exec. Ass't: Peter Hutchison; Prod. Consultant: Timothy Miller III; Mktg. Dir.: David Rugely; Adv. Dir.: Joe R. Stewart; Promo. Dir.: Colin Gromatzky.  
Branches: Roswell, N. M.; El Paso, Tex.  
Label credit: Fun Dimension.

## ● ROSWELL (Area Code 505)

The Pinpoint Org., 407 S. Pinon Ave. Zip: 88201. Tel: 622-9970. Div. Dir.: Jim Burkett.  
Branches: Las Cruces, N. M.; El Paso, Tex.  
Label credit: Fun Dimension.

## NEW YORK

### ● COMMACK, L.I. (Area Code 516)

Top Sound Rec'g, c/o Music Guide Publ'g Co., 6268 Jericho Tnpk. Zip: 11725. Tel: 872-3157. Contact: Tommy Senna.

### ● GREAT NECK, L.I. (Area Code 516)

Ron Ray Assocs., PO Box 515. Tel: 484-1242. NYC Tel: (212) BR 9-1591. Pres.: Ron Radom.

### ● JERICHO, L.I. (Area Code 516)

Polka Towne, 23 Marian Ln. Zip: 11753. Tel: 822-3198. Contact: T. Kalinowski.  
Label credit: Dyno.

### ● LAKE GROVE, L.I. (Area Code 516)

Louis LoFredo Assocs., Moriches Rd. Zip: 11755. Tel: 584-7997. Pres. & A&R: Lou LoFredo; Prod. Partner: Bob Gallo.  
Label credits: Chess, Jubilee, Spring.

### ● LEVITTOWN, L.I. (Area Code 516)

Jepalana Prod'ns, 10 Swirl Ln. Zip: 11756. Tel: Cl 5-7640. Pres.: Nathan Schnapf; VP: Paul Friedberger; Sec'y & A&R: Jerry Samuels.  
Label credits: A&M, Warner Bros.-Seven Arts, RCA, Mercury, Reprise.  
W P N, 10 Swirl Ln. Zip: 11756. Tel: PY 6-3698. Pres.: Paul Friedberger; VP & Prof. Mgr.: Warren Schatz; Sec'y-Treas.: Nat Schnapf.  
Label credits: Amy, Bell, Fontana, Imperial, Loma, Mala, Mercury, Reprise, Tower, Warner Bros.-Seven Arts.

### ● MASSENA (Area Code 315)

D & C Rec'g, Roosevelt Hwy. Zip: 13662. Tel: 764-0891. Owner: Thomas R. Dishaw.

### ● NEW YORK CITY (Area Code 212)

A L A Prod'ns (see listing for A L A Ent's. in Rec. Mfr. section).  
Alouette Prod'ns, 1650 Broadway. Zip: 10019. Tel: 246-7134. Pres.: Kelli Ross; VP: Art Wayne.  
Label credits: Audio Fidelity, Kapp, Philips, Smash.  
Argon Prod'ns, 1697 Broadway. Zip: 10019. Tel: LT 1-4490. Pres.: Clyde Otis.  
Label credits: ABC, Calla, Capitol, Jubilee, Kapp, MGM, RCA.  
Audio Village, 83-34 Lefferts Blvd., Kew Gardens. Tel: VI 9-2652.  
Branch: San Francisco, Calif.  
Label credits: ABC, Apt., Atlantic, Colpix, Laurie, RCA, 20th Century-Fox.  
Avenger Prod'ns, 202 Conover St., Brooklyn. Zip: 11231. Tel: 522-0525. A&R Dir.: Joey Napoleon.  
Label credit: Verve.  
B C C & R Ltd. (see listing for Aardvark Ent's. in Rec. Mfr. section).  
B S M, 161 W. 54 St. Zip: 10019. Tel: PL 8-1264. Pres.: Herbert S. Gart.  
Label credits: Verve, RCA Victor, Vanguard, Atlantic.  
Barr-Costa Prod'ns, 850 Seventh Ave. Zip: 10019. Tel: 581-5120. Pres. & Prod'r: Fred Barr; VP: Tony Costa; Gen. Mgr.: George G. Levy.  
Label credits: Loma, Roulette, Tower.  
Jeff Barry Ents., 1619 Broadway. Tel: Cl 5-0036. Contact: Jeff Barry.  
Label credits: Atlantic, Bang, Dot, Steed, RCA.  
Bay-Wes Prod'ns, 1679 Broadway, Rm. 902. Tel: 246-9295. Contact: George Kerr.  
Label credit: Bell.  
Bird Prod'ns, 444 E. 20 St., Suite 6A. Zip: 10009. Tel: JU 2-6464, GR 7-2852. Contact: Robin McBride.  
Label credits: ESP, Epic, Folkways, RCA.  
Blue Jac Prod'ns, 15 E. 48 St. Zip: 10017. Tel: PL 9-3860. Contact: Burt Bacharach, Hal David.  
Label credits: A&M, Scepter.

Henry Boye Prod'ns, 1619 Broadway, Rm. 503. Zip: 10019. Tel: PL 7-2695. Gen. Mgr.: Henry Boye.  
Label credits: Audio Fidelity, Calla, Chancellor, Laurie, 20th Century-Fox.  
Frank Cariola, 245 E. 30 St. Zip: 10016. Tel: JU 2-6730.  
Label credits: RCA, Columbia, Date, Decca, Atco, Cameo, Dot, Laurie, London, United Artists, Scepter, Sultan.  
Castor-Pruitt, 880 Boynton Ave., Bronx. Tel: LU 5-1000. Contact: Jimmy Castor, Johnnie Pruitt.  
George Chandler Prod'ns, 4303 55 St., Woodside. Zip: 11377. Tel: 335-5726. Pres.: George Chandler.  
Jeff Chase/CTMP, 515 Madison Ave., Suite 2207. Zip: 10022. Tel: 691-4080.  
Label credits: Date, MGM.  
Chris Prod'ns, 1650 Broadway. Tel: 246-4982. Pres.: Chris Jones; VP: Bunny Jones.  
Label credits: Big Bunny, Philips.  
L. E. Cicchetti, 382 E. Fordham Rd., Bronx. Zip: 10458. Tel: LU 4-0980.  
Label credits: Capitol, Dot, Felsted, Gee, Kapp, London, MGM, Mercury, Philips, Scepter.  
Coral Rock Prod'ns, 39 W. 55 St. Zip: 10019. Tel: 582-6175. Pres.: Wes Farrell.  
Label credits: Bell, MGM, Senate.  
Tony Costa (see Barr-Costa Prod'ns).  
Creative Prod'ns (see Links, Inc.).  
The Crewe Group, 1841 Broadway. Tel: Cl 5-3535. Label credits: DynoVoice, New Voice, Philips.  
Daedalus Prod'ns, 180 Madison Ave. Zip: 10016. Tel: LA 4-1500. VP & Gen. Mgr.: Barbara Baccus; Exec. Assis't: Ken Kendall.  
Label credits: Columbia, Date, Epic.  
Joey Day (see Powerhouse).  
Daylight Prod'ns, 1650 Broadway. Tel: LT 1-9690. Contact: Dave Rosner, Neil Anderson.  
Label credits: Atlantic, Bell, Epic, Rainy Day.  
Alan Dischel (see Powerhouse).  
Hy Fenster Prod'ns, 340 W. 57 St. Zip: 10019. Tel: 765-5387/5944. Prod'r: Hy Fenster.  
Label credits: Goal, Heigh-Ho, Rust.  
Fireplace Prod'ns, 1619 Broadway. Tel: 246-8817. Contact: Bob Feldman.  
Label credits: Columbia, Date, Liberty, MGM, Mercury, United Artists.  
G W P Prod'ns, 150 E. 52 St. Zip: 10022. Tel: 753-7600. Cable: PURCELLAS. Pres.: G. W. Purcell.  
Branches: Hollywood, Calif., Nashville, Tenn.  
Label credits: Columbia, Kapp, RCA, Warner Bros.-Seven Arts.  
Noel Gay Org., 130 W. 57 St., 5th Fl. Tel: 757-7450. Contact: Jean Powell.  
Label credit: Bell.  
Geld-Udell Prod'ns, 200 W. 57 St. Tel: CO 5-2628. Contacts: Gary Geld, Peter Udell.  
Label credit: Bell.  
Gemini Star, 1697 Broadway. Zip: 10019. Tel: 582-3790. Contact: Don Gold.  
Label credit: Bell.  
Genius (see The Crewe Group).  
Grosccourt Prod'ns, 75 E. 55 St., No. 404. Tel: PL 2-8715. Contact: John Court.  
Label credit: Warner Bros.-Seven Arts.  
Roy Hamilton Ents., 17 W. 48 St. Zip: 10036. Pres.: W. S. Cook.  
Home Office: Orange, N. J.  
Hugo & Luigi Prod'ns, 1619 Broadway. Zip: 10019. Tel: 265-1626.  
Label credits: Amy-Maia-Bell, Columbia, Diamond, Laurie, London, RCA, Reprise, Roulette.  
Jasina Ents., 143 W. 51 St. Zip: 10019. Tel: JU 2-2630. Treas.: Warren Martir.  
Label credit: RX.  
K-R (see Koppelman-Rubin).  
Stanley Kahan (see Sherman & Kahan Assocs.).  
Kama Sutra, 1650 Broadway. Zip: 10019. Tel: 765-3320. Pres.: Herman Mizrahi, Phil Steinberg, Arthur Ripp.  
Label credits: Buddah, Columbia, Decca, Kama Sutra, MGM, Mercury, Roulette.  
Katastrophe Prod'ns, c/o Roger Atkins, 97-07 Horace Harding Expwy, Corona. Zip: 11368. Tel: 271-2788. Pres. & A&R: Roger Atkins; Sec'y-Treas.: Sydney Atkins.  
Label credits: Cameo Parkway, Date, Epic, MGM.  
George Klabin, 545 W. 111 St. Zip: 10025. Tel: UN 4-3381.  
Label credit: Chessman.  
Arthur J. Kleinfeldt (see Knudsen & Kleinfeldt Prod'ns).  
Knudsen & Kleinfeldt Prod'ns, 85-55 76 St., Queens. Zip: 11421. Tel: AX 6-8738. Co-owners: Robert L. Knudsen, Arthur J. Kleinfeldt.  
Label credit: Sceneville.  
Koppelman-Rubin Assocs., 1650 Broadway. Zip: 10019. Tel: 765-2682. VP: Gary Klein; Gen. Mgr.: James Foley; A&R Dir.: Joe Wissert.  
Branches: Los Angeles, Calif.; Philadelphia, Pa.  
Label credits: Capitol, Decca, Hot Biscuit, MGM, White Whale. (SEE ADVERTISEMENT)  
Barry Kornfeld Prod'ns, 190 Waverly Pl. Tel: 265-4066.  
Label credits: Epic, Okeh, Verve/Forecast.  
Leiber-Stoller Prod'ns, 1619 Broadway. Zip: 10019. Tel: JE 2-0828. Contact: Mike Stoller.  
Label credits: Atlantic, Bell, MGM, United Artists.

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Lewis-Weiner Prod'ns, 1619 Broadway. Zip: 10019. Tel: CO 5-4753. Pres.: Stuart Weiner; VP: Mike Lewis.  
**Label credits:** Bang, Brunswick, Cameo, Decca, Jubilee, Mercury, Parkway.  
 Links, Inc., Creative Prod'ns, 261 W. 54 St. Tel: EL 5-0826. Contact: Lincoln Chase.  
**Label credit:** Bell.  
 Robert Lissauer, 157 W. 57 St. Zip: 10019. Tel: CI 5-2828.  
**Label credits:** Brunswick, Columbia, Dot, Kapp.  
 Loom Prod'ns, 200 W. 57 St. Zip: 10019. Tel: JU 6-6553. Contact: Fred Hellerman.  
**Label credit:** Warner Bros.-Seven Arts.  
 Lycoming Music, 150 W. 55 St. Zip: 10019. Tel: PL 7-2551. Pres.: Richard Wolfe.  
**Label credits:** MGM, Orpheum, RCA.  
 Miller Martin Prod'ns, 255 W. 36 St. Zip: 10018. Tel: 563-3460. Pres.: Trade Martin; VP: Ed Miller.  
**Label credits:** ABC, Atlantic, Jubilee, RCA, Red Bird, Toot, Vanguard.  
 Marvel, 1650 Broadway. Zip: 10019. Tel: 757-2750. Sales Mgr.: Sam Goldner.  
**Branch:** Manchester, N. H.  
**Label credits:** Ambassador, Capitol, London, Pickwick, RCA, 20th Century-Fox.  
 Moe's Arts People, 534 E. 85 St., Apt. 3E. Zip: 10028. Tel: 628-9839. Contact: Bruce Dickson.  
 Mona-Lee Recs, c/o Alpha Dist., 20 West End Ave. Tel: CI 5-7933. Contact: Mrs. Lee Apostoleris.  
**Label credits:** Bell, Ebb, Specialty.  
 New Rhythm Prod'ns, 385 Grand St. Zip: 10002. Tel: 336-5190, 777-3041. Creative Dir.: Bryan Forbes.  
**Label credit:** Brunswick.  
 Milton T. Okun, 142 E. 34 St. Zip: 10016. Tel: MU 3-3174. Pres.: Milton T. Okun.  
**Label credit:** Warner Bros.-Seven Arts.  
 P P X Ents., 1650 Broadway, Suite 706. Zip: 10019. Tel: CI 7-6010. Pres.: Ed Chalpin.  
**Label credits:** Atlantic, Capitol, Columbia, Decca, EMI, London, Mercury, Philips, Quality, RCA.  
 Past, Present & Future Prod'ns (see listing for Aurora Int'l in Rec. Mfr. section).  
 Pebble in the Sand Prod'ns, 406 E. 83 St. Tel: 628-6457. Pres.: Bob Stone.  
**Label credits:** Cameo-Parkway, Jolar, Liberty, MGM, Mercury, Musicor.  
 Clay Pitts, 344 W. 89 St. Zip: 10024. Tel: 799-1141. Prod'r: Clay Pitts.  
**Label credits:** Date, Dunwich, Reprise, Roulette, Smash, Warner Bros.-Seven Arts.  
 Powerhouse Prod'ns, c/o Steven Burn, 55 Liberty St. Tel: BE 3-0317. Contact: Joey Day, Alan Dischel.  
**Label credits:** Columbia, Jubilee, Kapp, RCA, PROPHE, 373 First Ave. Zip: 10010. Tel: 533-6370. Pres.: John Brumage.  
**Branch:** Tampa, Fla.  
**Label credits:** Decca, Laurie, ESP-Disk, Fuller, Tiger Town, Boss. (SEE ADVERTISEMENT)  
 Johnny Pruitt (see Castor-Pruitt).  
 Real Good Prod'ns, 1697 Broadway. Tel: 765-3561. Pres.: Steve Jerome; VP: Bill Jerome; Gen. Mgr.: Fredric Munao.  
**Label credits:** Atco, Bell, Columbia, Jubilee, Mala, Smash.  
 Dave Rick Prod'ns, 1650 Broadway. Zip: 10019. Tel: 245-4190, LO 4-3250. Pres.: Dave Rick.  
**Label credits:** ABC, Amy-Mala, Capitol, Decca, Herald, Jubilee, Laurie, Tower, United Artists.  
 S F M Prod'ns, 520 Fifth Ave. Zip: 10036. Tel: 682-5844, 298-4747. Pres.: Leonard L. Farber; VP: Issachar Miron; Prod'n Dir.: Steve Moore.  
**Label credits:** EMI (England), Apex-Compo (Canada), Som/Maior (Brazil), Fermata (Argentina).  
 Sherman & Kahan Assocs., 1650 Broadway, Rm. 1100. Tel: 765-1954. Contacts: Garry Sherman, Stanley Kahan.  
**Label credits:** Bell, Columbia, London, MGM, Mercury.  
 Mort Shuman, 344 W. 72 St. Tel: 799-7161.  
**Label credit:** Bell.  
 Shelby Singleton Prod'ns, 1650 Broadway, Zip: 10019. Tel: 581-7270. Cable: SHERLEC. Pres.: Shelby Singleton Jr.  
**Branch:** Nashville, Tenn.  
**Label credits:** Amy-Mala-Bell, Atlantic, MGM, Roulette, Verve/Forecast.  
 Sire Prod'ns, 146 W. 54 St., Suite 102. Zip: 10019. Tel: CI 7-0911. Pres.: Richard Gottferrer; VP: Seymour Stein.  
 Sovereign, 1619 Broadway. Zip: 10019. Tel: CI 7-2904. Pres.: R. Fisher.  
**Label credits:** EMI (Italy), Glad-Hamp, Hansa (Germany), London, 20th Century-Fox, Vogue (France).  
 Irv Spice Prod'ns, 41 W. 86 St. Zip: 10024. Tel: TR 3-4237.  
**Label credits:** Atlantic, Audio Fidelity, Coral, Laurie, Mercury, RCA.  
 Star, 520 Fifth Ave. Zip: 10036. Tel: 682-5844, 298-4747. Pres.: Leonard L. Farber; VP: Issachar Miron; Prod. Dir.: Steve Moore; Sales Mgr.: Aubrey Ward; Pub.: Jon Arthur; Promo.: Mario M. Gaudreau.  
**Label credits:** Apex-Compo (Canada), Discos Som/Maior (Brazil), EMI (United Kingdom), Fermata (Argentina).

Leonard Stogel & Assocs., 888 Eighth Ave. Zip: 10019. Tel: 586-6390. Pres.: Leonard Stogel; Exec. VP: Zachary Glickman; Pub.: Heroic Age Publicity; Promo: Herb Rosen.  
**Label credits:** Laurie, MGM, Mercury, Roulette, Verve, Verve/Forecast.  
 Mike Stoller (see Leiber-Stoller Prod'ns).  
 Tanridge Prod'ns, 161 W. 54 St. Tel: JU 6-2677. Contact: Paul Tannen.  
**Label credits:** Kapp, MGM.  
 Tele-Cam Prod'ns, 200 W. 57 St., Zip: 10019. Tel: 765-3931/2. Prod'n Dir.: Arthur F. Altro; Exec. Prod'ns: Fred L. Dukes, James Gibbons, Jerry Motherway.  
**Label credit:** Capitol.  
 Int'l rep: United Kingdom (Tread).  
 13 Prod'ns, 39 W. 55 St., Rm. 205. Zip: 10019. Tel: JU 2-0234. Pres.: George Foster; VP: Bob Booker.  
**Label credits:** Atlantic, Capitol, Kapp, Verve.  
 Totempole Prod'ns, 1674 Broadway, Suite 308. Zip: 10019. Tel: 582-5480. Prod'ns: Santa Friscia, Stan Herman, Rick Castle.  
**Label credit:** Mercury.  
 Twirl (see listing in Rec. Mfr. section).  
 U P G (United Prod'rs Group), 1650 Broadway. Zip: 10019. Tel: 765-3090.  
**Label credits:** Coral, United Artists.  
 Peter Udell (see Geld-Udell Prod'ns).  
 Ulsyra Prod'n, 241 1/2 E. 84 St. Zip: 10028. Tel: 879-1960. Pres.: Raoul Ronson.  
**Label credits:** ABC, Audio Fidelity, Columbia, Decca, Epic, Karate, Laurie, MGM, Westminster.  
 United Sound Assocs., 272 Sixth Ave., Brooklyn. Zip: 11215. Tel: 499-4120. Pres.: Rudolph Polizzi; VP: Al Ross; Musical Dir.: Lew Douglas.  
**Label credits:** Capitol, King, Newport, Vassar.  
 Van-Pok Rec'g, 101 W. 55 St. Tel: 581-0030. Contact: Paul Vance.  
**Label credits:** Capitol, Columbia, Kapp, Mercury, RCA, Roulette, Scepter.  
 Dick Weissman, c/o Stan Greeson Assocs., 4 E. 52 St. Zip: 10022. Tel: PL 3-7390.  
**Label credits:** Cameo-Parkway, Capitol, Music Minus One, Rockland, Warner Bros.-Seven Arts.  
 Whiteway Prod'ns, 101 W. 55 St., Suite 1E. Zip: 10019. Tel: PL 7-4317. Pres.: Eddie White; Nat'l Promo. Mgr.: Jack Fine.  
**Label credits:** Audio Fidelity, Butane, Fine, MGM, Mr. G, RCA, RSVP, Rhapsody.  
 Stuart Wiener (see Lewis-Wiener Prod'ns).  
 Wild Prod'ns-Pambar Music, 225 W. 57 St. Tel: 581-4471. Contact: Mike Verona.  
**Label credits:** Atlantic, Mercury, Pop Side, Shout, Verve.  
 Marty Wilson Prod'ns, 185 West End Ave. Zip: 10023. Tel: EN 2-9812. Pres.: Marty Wilson.  
**Label credits:** Capitol, Columbia, Decca, United Artists, Warner Bros.-Seven Arts.  
 Jimmy Wisner Prod'ns, 888 Eighth Ave., No. 17L. Tel: 765-4680.  
**Label credits:** Bell, MGM, Mercury, RCA.  
 Bob Yorey Ents., 200 W. 57 St. Zip: 10019. Tel: JU 2-7959. Pres.: Bob Yorey.  
**Label credits:** Amy-Mala-Bell, Date.

● **PALMYRA (Area Code 315)**

Good Music Promos, Walton Rd. Zip: 14522. Tel: 597-5003. Contact: Jerry Griffin.  
**Label credits:** Canaltown, Circa, Unicycle.

● **ROCHESTER (Area Code 716)**

Centaur Prod'ns Int'l, 82 Aldine St. Zip: 14619. Tel: 328-4649. Prod'r: Ven Pitoni.  
**Label credits:** Centaur, Peak, Sea King, Warner Bros.-Seven Arts.

● **ROSLYN HEIGHTS, L.I. (Area Code 516)**

Cutlass Prod'ns, 22 Knoll Ln.  
**Branch:** Boston, Mass.  
**Label credits:** Family, Oasis, Request, 20th Century-Fox.

● **UTICA (Area Code 315)**

Dickerman Music Prod'ns, 2 Crawford Ln., New Hartford. Tel: 13413. Tel: 797-1515. Pres., Adv. & Promo.: Kenneth S. Hurd; VP Sales & Mktg.: Barney Conway Jr.  
**Branches:** Middletown, Ohio; Chocowinity, N. C.  
**Label credit:** The Colgate Thirteen.

**NORTH CAROLINA**

● **CHOCOWINITY (Area Code 919)**

Dickerman Music Prod'ns, Box 207. Zip: 27817. Tel: 946-2307. VP (Southern U.S.): Barney Conway Jr.  
**Branches:** Utica, N. Y.; Middletown, Ohio.  
**Label credits:** The Colgate Thirteen.

● **GIBSONVILLE (Area Code 919)**

Perkins Rec'g Prod'ns, PO Box 824, 407 Alamance St. Zip: 27249. Tel: 274-5309. Pres. & Mgr.: David Lee Perkins; A&R Dir.: J. R. Robinson; Sales Mgr.: J. R. Arnold Jr.  
**Label credits:** Canary, Melodeon, Ocono.

**OHIO**

● **AKRON (Area Code 216)**

Malick/Palmer Prod'ns, 541 Fulmer Ave. Zip: 44312. Tel: 794-1304. Pres. & Prod'r: Ernie Malick; VP & Prod'r: Bill Palmer; Pub. Dir.: Roger DeLisle; Adv. Dir.: Larry Yoho.

**Branch:** 1304 E. Tallmadge Ave. Zip: 44310. Tel: 633-7225.  
**Label credits:** Cameo-Parkway, Chess, Dupree, Eastwood-Westwood.

● **ASHTABULA (Area Code 216)**

Kondas Music Publ'g, 1405 Allen Ave. Zip: 44004. Tel: 964-7862. Pres.: Gus Kondas; Sec'y-Treas.: Robert Kondas.

● **CINCINNATI (Area Code 513)**

Roosevelt Lee Prod'ns, 1653 Jonathan Ave. Zip: 45207. Tel: 751-0820. Pres.: Roosevelt Lee.  
**Label credits:** Emrroid, Hilltop, Roosevelt Lee.

● **CLEVELAND (Area Code 216)**

Thomas R. Boddie (see LaMas Prod'ns).  
 Dale Davis Prod'ns, PO Box 4273. Zip: 44132. Tel: 486-1817. Pres. & A&R: Dale L. Davis; VP: Paul R. Misley; Nat'l Sales Mgr.: R. J. Kuhar.  
**Label credits:** Blue Onion, Del-Fi, Donna, Purple Tiger, United Artists.  
 LaMas Prod'ns, 12202 Union Ave. Zip: 44105. Tel: 752-3440. Contact: Mr. Boddie.  
**Label credits:** Bounty, Capitol, Gideon, Luau, Plaid, Royal, Liberty, Soul Kitchen.  
 Kenny Lark Prod'ns, 3529 Silsby Rd. Zip: 44118. Tel: 321-1952. Pres.: Kenny Lark; Promo. Dir.: Howard Riemer, Inc.  
**Label credits:** Ascot, Wine & Roses.  
 Tema Ents., 10104 Plymouth, Garfield Hgts. Zip: 44125. Tel: 587-2643. Pres.: James M. Testa.  
**Label credits:** ABC, Buddah, Decca, Dot, Laurie, London, Mercury.

● **COLUMBUS (Area Code 614)**

V S Prod'ns, 135 E. Eighth Ave. Zip: 43201. Tel: 291-5848. Contact: Vernon Stewart.  
**Label credits:** Atco, Atlantic, Capitol, Circa, Colpix, Columbia, Copper, Cowtown, Dot, EKCO, MGM, Mercury, Smash, Vee Jay.

● **GALLIPOLIS (Area Code 614)**

Tan-Lan Ents., PO Box 517. Zip: 45631. Tel: 446-4240. Pres.: Stan Lane; A&R Dir.: Howard Perkins.  
**Label credits:** Buckeye, Go-T, Indian Head, Rem, Saddle.

● **HUDSON (Area Code 518)**

Ohio (see listing in Rec. Mfr. section).

● **MIDDLETOWN (Area Code 513)**

Dickerman Music Prod'ns, 3002 Manchester Rd. Zip: 45042. Tel: 422-1839. VP (Central U. S.): Dale Wright.  
**Branches:** Utica, N. Y.; Chocowinity, N. C.  
**Label credits:** The Colgate Thirteen.

● **VIENNA (Area Code 216)**

Style Prod'ns, PO Box 284. Zip: 44473. Tel: 856-2142. Mgr.: Russ Hull.  
**Label credits:** Dome, Musicenter, Process.

● **WOOSTER (Area Code 216)**

B-W Music, Box 337. Zip: 44691. Tel: 262-3571. Pres. & Gen. Mgr.: Quentin W. Welty; A&R Dir.: Chef Good.  
**Label credits:** Starday, United Artists.

**OKLAHOMA**

● **ARDMORE (Area Code 405)**

Lutone, 14 E. S.W. Zip: 73401. Tel: CA 3-1400. Owner: Luton Stinson; Mgr.: Lindy Rozzell.

● **OKLAHOMA CITY (Area Code 405)**

Bobby Boyd Prod'ns, 2609 N.W. 36 St. Zip: 73112. Prod'r: Bobby Boyd.  
**Label credits:** Columbia, RCA, United Artists.

**OREGON**

● **PORTLAND (Area Code 503)**

Richard Keefer & Assocs. (Ridon Prod'ns), 5124 N.E. 34 Ave. Zip: 97211. Tel: 287-1539. Pres.: Richard Keefer.  
**Label credits:** Jamie, Laurie, Ridon, Ripcord, Rust.  
 Ridon Prod'ns (see Richard Keefer & Assocs.).

**PENNSYLVANIA**

● **ALLENTOWN (Area Code 215)**

Integra Prod'ns (see listing in Rec. Mfr. section).

● **JENKINTOWN (Area Code 215)**

ThunDer, PO Box 271. Zip: 19046. Pres.: Stan Peahota; A&R: Stan Knight, John Sokolis; Sales & Mktg.: Stan & Gerinimo Knight; Pub.: M. K. Ryan, John Sokolis; Adv.: Kathy Ryan.  
**Label credits:** Capitol, Columbia, Cyclone, Dot, Liberty, Lightning, Motown, Roulette, Tornado, Warner Bros.-Seven Arts.

● **NORRISTOWN (Area Code 215)**

Jesse James Prod'ns, 1032 Walnut St. Zip: 19401. Tel: 272-1703. Pres.: Jesse James.  
**Label credit:** Phil-L.A. of Soul.



## ● PHILADELPHIA (Area Code 215)

Cool Air Prod'ns, PO Box 3511. Zip: 19122. Tel: CE 2-2264. Contact: James Steward.  
Branches: Little Rock, Ark.; Columbia, S. C.  
Label credits: Bacone, Congaree, Jerrel, Lakeview, Lebby, Lerks, Oldfield, Unity, Wertz.  
Dee Prod'ns, 7703 Rugby St. Zip: 19150. Tel: HA 4-0424. Pres.: Dick De Marco; VP: Marty Dippolito.  
Label credits: Action, Dee, Melmar.  
Don-El Prod'ns, 2020 Ridge Ave. Zip: 19121. Tel: PO 5-4889. Pres.: P. Donald White.  
Label credit: RCA.  
Harthon Prod'ns, 134 N. 55 St. Zip: 19139. Tel: TR 8-1757. Partners: John Stiles, Luther Randolph, Weldon MacDougall.  
Label credits: Cameo-Parkway, Tower, Bell, Atlantic, Scepter, Philips, Capitol, Arctic.  
Koppelman-Rubin Assoc., 1 N. 13 St. Zip: 19107. Tel: 561-1137. Nat'l Promo. Dir.: Johnny Bond.  
Branches: Los Angeles, Calif.; New York, N. Y.  
Label credits: Capitol, Decca, Hot Biscuit, MGM, White Whale.  
John Madara Prod'ns, 250 S. Broad St. Tel: PE 5-3234. Contacts: John Madara, Harry Chipetz.  
Label credits: ABC, Amy-Mala-Bell, Capitol, Jamie/Guyden, Swan, Mercury, Philips, Decca, Cameo/Parkway, Crimson, Okeh, MGM, Atlantic, Atco.  
Edward R. Marcus Prod'ns, 134 S. 20. Zip: 19103. Tel: LO 7-9424. Prod'r: Edward R. Marcus.  
Label credits: Pantomime, Psycheponic, Rendezvous, Rockin' Richie.  
Rainbow, 5659 Heiskell St. Zip: 19144. Tel: GE 8-7605. Pres.: Phil Terry; A&R: Marty Lynn; Sales & Promo.: Joe Konowal.  
Label credits: ABC, Cameo-Parkway, Chess, Columbia, Diamond, Imperial, Laurie, Scepter, 20th Century-Fox.

## ● PITTSBURGH (Area Code 412)

Joe Averbach, 4517 Wainwright Ave. Zip: 15227. Tel: 884-4727.  
Label credits: Dot, Sonic, Veep.  
Georden Rec. Prod'ns (see listing in Rec. Mfr. section).

## ● POTTSTOWN (Area Code 215)

Ralbar Prod'ns (see Vantage).  
Vantage Rec'g, PO Box 212. Zip: 19464. Tel: 323-3336. Pres.: A. Alan Botto.  
Label credits: Jody, Pliant, Reco-Flex, Riverside, Semaphore, Sound of Money, Vantage, Wonderland, Zouvenir.

## ● READING (Area Code 215)

Grover Barbour, 664 Schuylkill Ave. Zip: 19601. Tel: 374-2750. Cable: BEE. Pres.: Grover A. Barbour.  
Label credits: Amy-Mala-Bell, Atlantic, Moon-glow (Belgium), Rank Int'l, Roulette, Top Rank.

## ● SCRANTON (Area Code 717)

White Rock, 401 Wintermantle Ave. Zip: 18505. Tel: 343-6718. Owner: Phil Ladd; Partner: Bob Baker.  
Label credits: Atco, Carlton, Chess, V-Tone.

## RHODE ISLAND

### ● PROVIDENCE (Area Code 401)

Charles Fuller Prod'ns, 15 Kneeland St. Zip: 02905. Tel: HO 1-6288. Mgr.: Mrs. E. D. Daneker.  
Branches: Tampa, Fla.; Nashville, Tenn.  
Label credits: Action (New Zealand), Brent, D&B, Decca, Eighteenth String, Festival, Laurie, Mainstream, Stateside.

## SOUTH CAROLINA

### ● COLUMBIA (Area Code 803)

Bennie Brown Prod'ns, PO Box 5702, 1240-C Heidt St. Zip: 29205. Tel: 252-0138/1184. Contacts: Bennie Brown Jr., John Goodman.  
Branch: Orangeburg, S. C.  
Label credit: Nu-Tone.  
Cool Air Prod'ns, 1517 Double Branch Rd., West Columbia. Zip: 29169. Pres.: Enola Mae Stevens; A&R: Robert Jefferson, James Steward, Joseph Thomas Jr., William D. Frazier, Timothy Murphy.  
Branches: 1811 Waverly St. Tel: (803) AL 6-6002. Contact: Paul E. Coleman; Little Rock, Ark.; Philadelphia, Pa.  
Label credits: Bacone, Congaree, Jerrel, Lakeview, Lebby, Lerks, Oldfield, Unity, Wertz.

### ● LEXINGTON (Area Code 803)

Charlie Dee Prod'ns, 1003 W. Main St. Tel: EL 9-6599. Pres. & Prod'r: Charles Derrick; VP & Prod'r: Kip Anderson.  
Label credits: Nashboro, Excello.

### ● ORANGEBURG (Area Code 803)

Bennie Brown Emts., 1831 Russell St. N.E. Zip: 29115. Tel: 534-2502.  
Branch: Columbia, S. C.  
Label credit: Nu-Tone.

### ● SUMTER (Area Code 803)

Doug Swickard Prod'ns, PO Box 1034. Zip: 29150. Label credits: Folly, Gretell.

## SOUTH DAKOTA

### ● VERMILION (Area Code 605)

Coyote Music Ents., Piney Woods Rd. Zip: 57069. Tel: 624-2515. Pres.: John Hasse.  
Branch: Northfield, Minn.

## TENNESSEE

### ● CLINTON (Area Code 615)

Apt-2 Prod'ns, c/o L. Miller, Barlow Rd., Rt. 2, Box 46. Zip: 37716. Tel: 457-2431. Owner & Prod'r: Lou Miller; Sales & Promo.: D. Farmer.  
Label credits: Apt-2, Darn-L.

### ● FRANKLIN (Area Code 615)

Tony Moon, Sneed Rd. Tel: 244-1945.  
Label credits: Bell, Challenge, Co & Ce, Epic, London, RCA.

### ● GALLATIN (Area Code 615)

Brinkly n' Gilbert Prod'ns, Southern City Rec. Bldg. Zip: 37066. Tel: 452-1479/3900.  
Label credits: Hillsburgh, Southern City.  
Hal n' Jean Prod'ns, 157 Ford Ave. Zip: 37066. Tel: 452-1479/3900.  
Label credits: Miki, Southern City.

### ● LA FOLLETTE (Area Code 615)

Flormik Rec. Zip: 37766. Tel: 562-5410. Pres.: Frank Payne.

### ● MADISON (Area Code 615)

Shannon Recs., c/o Jim Reeves Ents., 200 Madison St. Zip: 37115. Tel: 895-5484. Pres.: Mary Reeves; Prod'r: C. R. Selman.  
Label credits: Dot, London.

### ● MEMPHIS (Area Code 901)

American Rec'g Studios, 827 Thomas St. Tel: 526-3935/0409. Contacts: Chips Moman, Don Crewes, Dan Penn.  
Label credits: Scepter, Bell, Atlantic, Amy-Mala, Mercury, MGM.

B C Ents, PO Box 26391. Zip: 38126. Tel: 947-1385. Pres.: Bob Catron Jr.; VP: Earl Catron; Secy-Treas.: Claudette Catron.

Label credits: ABC, Cameo-Parkway, Checker, Chess, Columbia, Cortland, Dot, Mil-yan, One-Derful, Parkway, Sue, Tip Top.

Makamillion Music, 261 Chelsea Bldg. Tel: 526-7486. Pres.: Natalie Rosenberg; VP: Margaret Rich.

Label credits: Amy-Mala, Atlantic, MGM, Mercury, Philips, RCA, Smash, Stax.

Dan Penn, 2870 Baskin. Tel: 358-5982, 526-3935.  
Label credit: Bell.

Scion Music, 261 Chelsea Bldg. Zip: 38107. Tel: 526-7486. Pres.: Mrs. Natalie Rosenberg.  
Label credits: Amy-Mala, Hip, Stax, MGM, Monument.

Thelama Prod'ns, 1457 National St. Zip: 38122. Tel: 683-2575. Pres.: John E. Fry.  
Label credits: ACP, Ardent, Capitol, Hip, Independence.

Style Wooten Prod'ns, 3635 Allandale Rd. Zip: 38111. Tel: 324-4640. Pres.: Style Wooten; Sales: Thomas Grissom.

Label credits: Allandale, Style, Tentay, Cotton Town Jubilee, Zonia, Calten, Spinnin Square, Wooten, Tri-State, Mid-South, Prime, Pretty Girl, Camaro Designer, Park Grand, Torino, Ten-Tex, Styleway.

### ● NASHVILLE (Area Code 615)

Acuff-Rose, 2510 Franklin Rd. Tel: 297-8591. Contacts: Wesley Rose, Bob McClusky.  
Label credit: Bell.

Athens of the South Prod'ns, 815 16 Ave. S. Zip: 37203. Tel: 255-6535. Pres.: Benny Joy.  
Label credits: Decca, Dot, Kapp, Mercury, Parthenon.

Brookmont Recs., PO Box 2562. Tel: 256-0161. Contacts: Noel Ball, King Zbornik.  
Label credits: Bell, Dot.

Jack H. Clement (see Hall-Clement Prod'ns).  
Fat Pony Prod'ns, 110 Belle Meade Blvd., Tel: 292-4772. Contact: Mike Weesner.  
Label credits: Capitol, Bell, Malibu, Nugget.

Charles Fuller Prod'ns, 905 17 Ave. S. Zip: 37203. Pres. & Prod'r: Charles F. Hunt.

Branches: Tampa, Fla.; Providence, R. I.  
Label credits: Laurie, Decca, Festival, Stateside, D&B, Mainstream, Brent, Action (New Zealand), Eighteenth String.

G W P Prod'ns, 806 17 Ave. S. Zip: 37203. Tel: 244-2006.

Branches: Los Angeles, Calif.; New York, N. Y.  
Bobby Gregory Recs., 816 17 Ave. S. Zip: 37203. Tel: 242-4119. Pres. & A&R: Bobby Gregory.

Label credits: Banff, Melbourne, Rodeo, W&G.  
Hall-Clement Prod'ns, 802 18 Ave. S. Zip: 37203. Tel: 242-5685. Partners: William G. Hall, Jack H. Clement.

Label credits: Cameo, Capitol, Chess, Columbia, Imperial, Mala, MGM, Mercury, Paula, Philips, RCA, Smash, Starday, United Artists.

J R. Ents., PO Box 6128. Zip: 37212. Tel: 291-5597. Pres.: John Richbourg.

Label credit: Sound Stage 7.

Don Law Prod'ns, 2016 Terrace Pl., Suite 510. Zip: 37203. Tel: 255-7771. Pres.: Don Law.

Label credits: Columbia, Epic, Gre Gar, Monument.

Aubrey Mayhew, 804 18 Ave. S. Zip: 37203. Tel: 244-5081.

Label credits: Atlantic, Charlie Parker, Hilltop, Laurie, Little Darlin', MGM.

The Paycheck Co., 804 18 Ave. S. Zip: 37203. Tel: 244-5081. Partners: A. Mayhew, J. Paycheck.

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

Bud Reneau, PO Box 400, Tinnin Rd. Zip: 37072. Tel: 859-5268.

Label credits: Nugget, Musicor, Fraternity, Boone, Saxony, TRIP.

Russell-Cason Prod'ns, 812 17 Ave. S. Zip: 37203. Tel: 244-4482. VPs: R. L. (Bobby) Russell, J. E. (Buzz) Cason.

Label credits: Amy-Mala, Monument.  
Shur Prod'ns, 815 16 Ave. S. Zip: 37203.

Branch: Columbus, Ga.  
Label credits: Challenge, Laurie, Lynne, Shur, Shelby Singleton Prod'ns, 817 16 Ave. S. Zip: 37203. Tel: 244-5584. Pres.: Shelby Singleton.

Branch: New York, N. Y.  
Label credits: Amy-Mala, Atlantic, MGM, Starday, Vanguard, Verve.

Vulcan Recs., 2215 Abbot Martin Rd., Apt. B-4. Zip: 32715. Tel: 292-1842. Pres.: Henry Strzelecki.

Label credits: Spinit, Tall Texan.

### ● PULASKI (Area Code 615)

James Brown Prod'ns, 410 N. First St. Tel: 363-1780. Pres.: James Brown.  
Label credits: Chess, Duke, Sound Stage 7, Chanson, JBP, Tee Vee.

## TEXAS

### ● AMARILLO (Area Code 806)

Atari Prod'ns, Barfield Bldg., Exec. Suite. Zip: 79101. Tel: 374-0601. Pres.: Larry Cox; Sec'y-Treas.: John B. Reese.

Checkmate Prod'ns, Box 1493. Zip: 79105. Tel: 372-7641. Contacts: Ray Ruff, Marty Cooper.  
Label credits: Capitol, Mercury, Philips, Tower.

### ● BELLAIRE (Area Code 713)

Bellaire, 5008 Bissonnet. Zip: 77401. Tel: MO 7-5701.  
Owner: Donald Janicek.  
Label credits: Starday, United Artists.

### ● DALLAS (Area Code 214)

Pentad Prod'ns, 2410 Connecticut Ln. Zip: 75214. Tel: DA 8-3784. Pres.: Jerry Atchley.

Branch: Houston, Tex.  
Label credits: Atlantic, Monument, Little Nashville, Pompeii, Tad.

Pompeii Music, PO Box 7328. Zip: 75209. Tel: LA 2-1495. Pres.: Joe Perrv.

Label credits: Atco, Atlantic, London.  
Charles Wright Agency, 124 N. Peak St. Zip: 75226. Tel: TA 7-5023. Owner: Charles Wright.  
Label credits: 20th Century-Fox, Platter, Decca, Kapp, Todd, Dot, Capitol, Ebb Tide, Golden, Starday, Bee.

### ● DENTON (Area Code 817)

Al Dexter Prod'ns, Box 71. Zip: 76201. Tel: 497-2406. Pres.: Al Dexter; Sec'y & Advisor: Frankie Myers; Sales & Mktg.: Lee Tremble.  
Label credits: Capitol, Columbia, Dot.

### ● EL PASO (Area Code 915)

Eternity, PO Box 12485. Zip: 79912. Tel: 584-9084. Pres.: Dr. Charles H. Edwards.

Label credits: Gateway, King.  
The Pinpoint Org., 2730 Wheeling. Zip: 79903. Tel: 566-9011. Exec. Ass't: Peter T. Hutchison.

Branches: Las Cruces, N. M.; Roswell, N. M.  
Label credits: Fun Dimension.

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- Abnack (BMI), 825 Olive at Ross, Dallas, Tex. 75201. Tel: (214) RI 2-6111. Pres.: John Abdnor Sr. (Domestic and foreign licensing through Publishers' Licensing Corp., 40 W. 55 St., New York, N.Y. 10019. Tel: (212) 581-7970. Cable: TABAKURN. Telex: 224128.)  
**Affiliate:** Jetstar (BMI).
- Acacia (ASCAP), 300 W. 55 St., New York, N. Y. 10019. Tel: (212) 247-2272.
- Accadia (ASCAP), 9926 1/2 Robbins Dr., Beverly Hills, Calif. 90212. Tel: (213) 276-9585. Owner: Lou Herscher; Exec. Mgr.: Mary Herscher.  
**Int'l reps.:** Japan (Toshiba), Mexico (Campei).
- Accent (SESAC), see Singpiration.
- Acclaim (BMI), see Jim Reeves Ents.
- Acropole (BMI), PO Box 365, Wilton, Conn. 06897. NYC Tel: (212) CY 5-2272. Pres.: Mrs. Michele Ronty.
- Acropolis (BMI), 815 16 Ave. S., Nashville, Tenn. 37203. Tel: (615) 255-6535. Pres.: Benny Joy.
- Active (ASCAP), 3170 S.W. Eighth St., C 315, Miami Fla.: 33135. Owner: Jack A. Curry.
- Actual (BMI), see Eden.
- Acuff-Rose (BMI), 2510 Franklin Rd., Nashville, Tenn. 37204. Tel: (615) 297-8591. Pres.: Wesley H. Rose; Gen. Mgr.: Bob McCluskey.  
**Affiliates:** Milene (ASCAP), Fred Rose (BMI), Windward Side (BMI).  
**Int'l reps.:** Argentina (Julio Korn), Australia (Acuff-Rose), Belgium (Acuff-Rose, Benelux), Colombia (Morro), Denmark (Acuff-Rose, Scandia), Ecuador (Morro), Far East (Acuff-Rose in Nashville), France (Acuff-Rose), Germany (Acuff-Rose), Israel (Subar), Italy (Acuff-Rose), Japan (Shinko), Mexico (Morro), South Africa (Acuff-Rose), Spain (Acuff-Rose France), Switzerland (Acuff-Rose), United Kingdom (Acuff-Rose), Venezuela (Morro).
- Adams-Ethridge (BMI), PO Box 434, 5028 Ave. N, Galveston, Tex. 77550. Tel: (713) S. 3-8344/4146. Owners: Leon Ethridge, Gerald Adams; Gen. Prof. Mgr.: Leon Ethridge.  
**Branch:** Houston, Tex., 8010 Weir Dr. Tel: (713) MI 5-0416—Nashville, Tenn., Henry Strzelecki, 2215 Abbot Martin Rd., 4F.  
**Affiliate:** Tall Texan (BMI).  
**Int'l reps.:** Australia (J. Alberts & Sons), United Kingdom (Belgravia; Campbell-Connelly; Francis, Day & Hunter).
- Addax (ASCAP), see Famous.
- Adkins (BMI), 7527 Juler Ave., Cincinnati, Ohio 45243. Tel: (513) 561-7818. Cable: ADCORECS. Pres.: Jack Adkins.
- Admiration (BMI), see Brunswick.
- Advanced (ASCAP), see Warner Bros.-Seven Arts.
- Affoot (ASCAP), Pres.: Ralph Affoumado, see Bleu Disque.
- Affiliated (BMI), see Hill & Range.
- Fred Ahlert (ASCAP), 15 E. 48 St., New York, N. Y. 10017. Tel: (212) PL 9-3860. Mgr.: Fred Ahlert.  
**Affiliates:** Ahlert-Burke (ASCAP), Blue Seas (ASCAP), Franklin Street (ASCAP), Jac (ASCAP), Knollwood (ASCAP), Maplewood (ASCAP), Sanvic (ASCAP), Thursday (BMI).
- Ahlert-Burke (ASCAP), see Fred Ahlert.
- Airefield (BMI), see Central Songs.
- Akbestal (BMI), c/o Neil Reshen, T50 W. 55 St., New York, N.Y. 10019. Tel: (212) 765-1360. Pres.: Leonard Stogel; Bus. Mgr.: Neil Reshen.
- Al Dexter Songs (BMI), see listing under "D."
- Ala King (BMI), 3044 Taylor, Detroit, Mich. Tel: (313) 898-6242. Owner: Richard Wylie; Mng. Dir.: Mrs. Althea Wylie. (Licensed through Mietus Copyright Mgmt., 10 E. 44 St., New York, N.Y. 10017. Tel: (212) 661-5520. Admin.: Lenny Mietus.
- Alameda (BMI), see Edward B. Marks.
- Alamo (ASCAP), see Hill & Range.
- Alan K. (BMI), 1619 Broadway, Rm. 602, New York, N. Y. 10019. Tel: (212) CI 5-7960. Pres.: Allan Kallman.  
**Affiliate:** Recherche (ASCAP).  
**Int'l branch:** England.
- Alanbo (BMI), PO Box 6024, Nashville, Tenn. Tel: (615) 297-6677. Pres.: Buddy Mize.
- Alexis (ASCAP), 5750 Melrose, Hollywood, Calif. 90038. Tel: (213) 463-2353.  
**Affiliates:** Lou-Lee (BMI), Marvelle (BMI).  
**Int'l firms represented:** Alexis (Germany, United Kingdom), Radio Edizioni (Italy).
- Alfieri, 10 W. Camden Ave., Moorestown, N. J. 08057. Tel: (609) BE 5-9699, HO 1-6365. Pres.: Louis Alfieri.  
**Affiliate:** Low Down (BMI).
- Alfre, see Jaspur.
- Alfred (ASCAP), 75 Channel Dr., Port Washington, N.Y. 11050. Tel: (516) 883-8860. Pres.: Morton Manus; VP: Arnold Rosen.  
**Affiliate:** Capri (BMI).
- Algonquin (BMI), see Robert Mellin.
- Algrove (ASCAP), see B & G.
- Aliki (ASCAP), see Ivan Mogull.
- Alki (BMI), 1510 Palm Ave. S.W., Seattle, Wash. 98116. Tel: (206) WE 2-0084. Pres.: Don Castagna; Gen. Mgr.: Mary Louise Castagna.
- Ally (BMI), see Tree.
- Almitra (ASCAP), 157 W. 57 St., New York, N. Y. 10019. Tel: (212) 265-6914. Pres.: Arthur W. Dedrick; Gen. Mgr.: James Plaven.  
**Branch:** Delevan, N. Y., Grove & Main Sts. Zip: 14042. Tel: (716) 492-1254.  
**Affiliates:** Dedrick Bros. (BMI), Kendor (SESAC).
- Almo (ASCAP), see Rondor Group.
- Alob (BMI), see Veytig.
- Aloha (ASCAP), see Burdge.
- Alpeg Editions, see C.F. Peters.
- Alpha (BMI), 501 Madison Ave., New York, N. Y. 10022. Tel: (212) PL 3-3234. Pres.: Louis Nurko; VP: A. Vander Molen.
- Alpine (ASCAP), PO Box 68, Brentwood, Tenn. 37027. Tel: (615) 832-9638. Pres.: W. D. Kilpatrick; VP: Rick Powell.
- Altaview (BMI), 3815 Main St., College Park, Ga. 30337. Tel: (404) 766-3641. Pres.: James F. Brannon Jr.
- Alvera (BMI), PO Box 9304, Tulsa, Okla. 74107. Tel: (918) 747-4910. Pres. & Gen. Mgr.: Al Clauser; Gen. Prof. Mgr.: Vera Clauser.
- Ambré (BMI), see Yuggoth.
- American (ASCAP), 816-17 Ave. S., Nashville, Tenn. 37203. Tel: (615) 242-4119. Pres.: Bobby Gregory.
- American Academy of Music (ASCAP), see Mills.
- American Composers Alliance—ACA (BMI), 170 W. 74 St., New York, N.Y. Tel: (212) TR 3-1250. Pres.: Hall Overton; Exec. Dir.: Carl Sigmon.  
**Affiliate:** Composers Facsimile Edition (BMI).
- American Metropolitan Ents. (BMI), 135 W. 50 St., Rm. 1920, New York, N. Y. 10019. Tel: (212) PL 7-7178.  
**Home Office:** Canada.  
**Affiliates:** Edward Arthur (BMI), Berkshire (BMI), Broadway (ASCAP), Brookdale (BMI), Conquest (ASCAP), Edwards (ASCAP), Glenbrook (ASCAP), Jay Boy (BMI), Edward Kassner (ASCAP), Kryder (BMI), Myers (ASCAP), Piccadilly (BMI), Pinelawn (BMI), Rush (BMI), Saxon (BMI), Peter Schaeffer's (BMI), Sid-Lee (BMI), Syndicate (ASCAP), Tideland (BMI), Town & Country (BMI), Tray (ASCAP), David Wilkes (BMI).
- American Music Award Series—Sigma Alpha Iota (BMI), see C. F. Peters.
- American Musicological Society, see Galaxy.
- American Wind Symphony Editions (BMI), see C. F. Peters.
- Ameropean (ASCAP), 25 Central Park West, New York, N. Y. 10023. Tel: (212) 246-2622. Owner: John R. Gluck.
- Amherst (BMI), see Ridge.
- Ampar (BMI), see Pamco.
- Ampco (ASCAP), see Pamco.
- Amphora (BMI), 1727 Division St., Davenport, Iowa 52804. Pres.: Frank L. Engel.
- Amsco (SESAC), see Music Sales Corp.
- Ananga-Ranga (BMI), see Budd.
- Anatole (BMI), see Premier Albums.
- And (BMI), 185 West End Ave., Suite 9C, New York, N. Y. Tel: (212) TR 3-1222. Pres.: Johnny Nash; Gen. Prof. Mgr.: Margaret Nash.  
**Affiliates:** Cissi (BMI), J&E, Johnny Nash (ASCAP).
- Andover (ASCAP), see The Richmond Org. listed under "R."
- Andrew (ASCAP), see Frank.
- Angelica (GEMA), see Jaspur.
- Anglo-American-Anzac (ASCAP), see Burdge.
- Angus (BMI), see Shelby Singleton.
- Anim (BMI), see A. Schroeder.
- Ankerford (ASCAP), see Mills.
- Annabelle (BMI), see Loring.
- Anne-Rachel (ASCAP), see Hill & Range.
- Annica (ASCAP), see A. Schroeder.
- Antone (ASCAP), see Donna.
- Antrim (BMI), 2707 Midway Dr., Santa Rosa, Calif. Tel: (707) 542-0177. Mgr.: Janice Brainard.  
**Home office:** Canada.
- Anvil (ASCAP), see Budd Granoft Prod'ns.
- Apex (BMI), 2775 Lantz Ave., San Jose, Calif. 95124. Tel: (408) 252-1580 & 377-1237. Pres.: E. F. Moss; VP: V. E. Moss.  
**Branches:** Eau Gallie, Fla., 4290 Sherwood Blvd. Zip: 32935. Gen. Mgr.: H. P. Moss.—Williamsville, N. Y., 32 Cranburne Ln. Zip: 14221. Gen. Mgr.: E. R. Moss.
- Apogee (ASCAP), see World Library.
- Apple Capitol (BMI), PO Box 2437, Rt. 2, Wenatchee, Wash. 98801. Tel: (509) 662-8395. Pres.: Don Bernier.
- Applejack (BMI), see Geld-Udell.
- Applesed (ASCAP), see Sanga.
- Appletree (BMI), see Sunbeam.
- April (ASCAP), see Blackwood.
- Apt (ASCAP), see Pamco.
- Aqua (ASCAP), c/o Sure Music & Rec. Co., PO Box 94, Broomall, Pa. 19008. Tel: (215) EL 6-2996. Pres.: Leonard Rosen.  
**Affiliate:** Tone Craft (BMI).
- Arbee, PO Box 8207, Albuquerque, N.M. 87108. Tel: (505) 268-9969. Pres.: Chris Arleth; Mgr.: Tommy Bee.  
**Affiliate:** Peace Piper.
- Arcade (ASCAP), 2733 Kensington Ave., Philadelphia, Pa. 19134. Tel: (215) NE 4-8487. Pres. & Gen. Mgr.: Jack Howard.  
**Affiliates:** Jack Howard (BMI), Seabreeze (BMI), Valley Brook (ASCAP).
- Int'l reps: Benelux & Germany (Charles Bens), United Kingdom (Chappell, Campbell-Connelly); all others (Burlington, England).
- Arch (ASCAP), see A. Schroeder.
- Arcola (BMI), see Croma.
- Ardell (BMI), 1299 Jackson Ave., Memphis, Tenn. 38107. Tel: (901) 323-0335. Pres.: Edward L. Kirby; Gen. Mgr.: Prince Gabe.
- Argee (BMI), PO Box 633, North Miami, Fla. 33161. Tel: (305) 757-1592. Cable: SANDREE. Pres.: Ronald G. Deeb.
- Ariston (BMI), see Morro.
- Ark-La-Tex (BMI), see Hill & Range.
- Arko (ASCAP), see Edwin H. Morris.
- Arrow (ASCAP), see Boosey & Hawkes.
- Arsak (BMI), PO Box 1293, Amarillo, Tex. Tel: (806) FL 6-8540. Pres.: Al Rogers.
- Art-Audio (BMI) 9706 Cameron, Detroit, Mich. 48211. Tel: (313) TO 8-6939, TW 3-3657. Gen. Mgr.: Gabriel Leigh.
- Artcraft (BMI), 1640 Poe Ave., Orlando, Fla. 32806. Tel: (305) 424-7746. Mng. Dir.: William G. Woods.
- Artemis (ASCAP), 8721 Sunset Blvd. Suite 201, Los Angeles, Calif. 90069. Tel: (213) 657-2024. Partner: Arnold Mills.  
**Affiliates:** Bevil (BMI), Cintom (ASCAP), Saima (BMI).
- Edward Arthur (BMI), see American Metropolitan Ents.
- Artists (ASCAP), see Daywin.
- Arutu (BMI), 1 Smith Ln., Shrewsbury, Mass. 01545. Tel: (617) 757-7194. Pres.: Ken Carlson.
- Arveneg (BMI), see Gopam Ents.
- Arzee (ASCAP), see Rex Zario.
- Asa (ASCAP), see Metric Music Group.
- Ascot-Jolen (ASCAP), 45 W. 39 St., New York, N.Y. 10018. Tel: (212) BR 9-3482. Pres.: Lonnie Kaufman.  
**Affiliate:** Lonnie (BMI).
- Ashland (BMI), see MCA.
- Ashley (BMI), 39 W. 60 St., New York, N.Y. Tel: (212) 757-1465. Pres.: Al Ashley.  
**Affiliates:** Bobrich (BMI) Century (SESAC), Heritage (SESAC), J&J Kammen (ASCAP), Jewish Society (ASCAP), Joneil (ASCAP), Lewis (ASCAP), Edward Schuberth (SESAC), Treasure Chest.  
**Int'l rep:** United Kingdom (Ashley, Fields).
- Asset (ASCAP), see Eden.
- Associated (BMI), 609 Fifth Ave., New York, N. Y. 10017. Tel: (212) 752-3800. Gen. Mgr.: Benjamin V. Grasso.  
**Affiliate:** Schroeder & Gunther (BMI).
- Astron (ASCAP), see Keel.
- Astronette (BMI), 2037 Alvarado Dr. N.E., Albuquerque, N. M. 87110. Tel: (505) 268-8405. Pres.: Ann Medley.
- At Last (BMI), PO Box 78191, Los Angeles, Calif. 90016. Tel: (213) 933-2269. Mgr.: Harold R. Battiste Jr.  
**Branches:** Los Angeles, Calif., 6425 Hollywood Blvd., Rm. 208. Zip: 90028. Tel: (213) HO 6-4541; 5752 Bowcroft St. Zip 90016. Tel: 291-4240.  
**Affiliate:** Marzique (BMI).
- Athwarn (ASCAP), see Warner Bros.-Seven Arts.
- Atlantic (BMI), see Criterion.
- Atrium (ASCAP), see Hugo & Luigi.
- Atzal (BMI), see Hill & Range.
- Audio Unlimited (ASCAP), Box 85, 1418 N. Stevens, Rhinelander, Wis. 54501. Tel: (715) 362-2059. Mgr.: Michael Kuehl.
- Audophone (ASCAP), see Chu-Fin.

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 Aulos (ASCAP), PO Box 411, Montgomery, N. Y. 12549. Tel: (914) 457-3661. Editor: Robert A. Carabia; Publ'ns Dir.: Howard M. Feldsher.  
 Austin (BMI), see Criterion.  
 Authentic (ASCAP), see Ridge.  
 Avalon (SESAC), see Stirling.  
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**B**

B & B (BMI), PO Box 7816, Detroit, Mich. 48207. Tel: (313) 832-3539. Pres.: John F. Frye. Affiliates: Hob (BMI).  
**Int'l firms represented:** Bolero (Italy), Florida (United Kingdom), Publimusic (Italy).  
 B & G (BMI), 664 Schuykill Ave., Reading, Pa. 19601. Tel: (215) 374-2750. Cable: BEE. Pres.: Grover A. Barbour.  
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**Affiliate:** Algrove (ASCAP).  
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 B N P (ASCAP), see Four Star TV.  
 B R C (BMI), see MCA.  
 B-W (BMI), PO Box 337, Wooster, Ohio 44691. Tel: (216) 262-3571. Pres. & Gen. Mgr.: Quentin W. Welty.  
**Affiliate:** WelDee (BMI).  
 Baby Monica (BMI), See Flomar.  
 Bacchanalian (BMI), PO Box 3201, Oak Ridge, Tenn. 37830. Tel: (615) 483-0701. Pres.: Kit Haaland.  
 Barclay (ASCAP), see Shapiro, Bernstein.  
 BACK BAY (BMI), 49 Concord St., Maynard, Mass. 01754. Tel: (617) 897-7359, 443-6210. Pres.: Louis Gasella; Gen. Mgr.: Robert B. Rowley; Gen. Prof. Mgr.: George G. Donald. (Licensed through Meitus Copyright Mgmt., 10 E. 44 St., New York, N.Y. 10017. Tel: (212) 661-5520. Admin.: Lenny Mietus). (SEE ADVERTISEMENT)  
 Back Shelf (BMI), PO Box 362, Pasadena, Tex. 77501. Tel: (715) GR 3-2935. Owner: C. L. Milburn.  
 Bacone & Sons (BMI), 2600 N. Corlies St., Philadelphia, Pa. 19132. Tel: (215) BA 5-0661. Pres.: Robert Bacone; VP: Liz Bacone.  
**Affiliate:** Hot Breeze (BMI).  
 Bag of Tunes (BMI), see Sealey.  
 Bainbridge (BMI), see Jerden.  
 Bakersfield (BMI), 1223 N. Chester Ave., Bakersfield, Calif. 93308. Contact: Mack Wilson.  
 Bamboo (BMI), 7033 Sunset Blvd., Suite 308, Hollywood, Calif. 90028. Tel: (213) HO 6-2161.  
 Band Box (BMI), 5136 W. 41 Ave., Denver, Colo. 80212. Tel: (303) 455-4118. Pres.: Vicky Morosan.  
 Bandbox (BMI), PO Box 2384, Hollywood, Calif. 90028. Tel: (213) HO 2-3311 & PO 6-7161. Cable: BANDCO. Gen. Mgr.: Richard Holiday.  
 Bandito (BMI), see The Big Seven.  
 Banff (BMI), see Jasper.  
 Banks (BMI), 1920 Chestnut St., Philadelphia, Pa. 19103. Tel: (215) LO 4-1353. Pres.: Nat Segall.  
**Affiliate:** Park Towne (BMI).  
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 Barcola (ASCAP), see Burdge.  
 Barjon Ents. (BMI), see A. Schroeder.  
 Barmour (BMI), see Pickwick Int'l.  
 Barmpatoph (BMI), see Third Story.  
 Barneget (BMI), see Morro.  
 Barner-Tureaud (BMI), 930 "F" St. N.W., Suite 415, Washington, D. C. 20004. Tel: (202) DI 7-3944. Pres.: Charles H. Barner Jr.; Gen. Mgr.: Anthony Tureaud.  
 C. L. Barnhouse (SESAC), 110 B Ave., Oskaloosa, Iowa. Tel: (515) 673-7601. Mgrs.: Charles & Robert Barnhouse.  
 Guy Barry Ents. (ASCAP), 92 Columbia Ave., Cedarhurst, L. I., N.Y. 11516. Tel: (516) 239-8227.  
 Barton (ASCAP), 116 Central Park South, Suite 3B, New York, N. Y. 10019. Tel: (212) JU 2-2205. Pres.: Henry W. Sanicola; Gen. Prof. Mgr.: Sol Parker.  
**Branch:** Los Angeles, Calif., 9220 Sunset Blvd.  
**Affiliates:** Ding Dong (BMI), Maraville (ASCAP), Midwest (BMI), Ritchie (ASCAP), Saga (ASCAP), San Dino (ASCAP), Sands (ASCAP), Sinatra Songs (ASCAP), Stanwood (ASCAP).  
 Earl Barton (BMI), Radio-TV Bldg., Springfield, Mo. Tel: (417) UN 2-4422. Pres. & Gen. Mgr.: Si Siman; Gen. Prof. Mgr.: Wayne Carson.  
**Affiliate:** Table Rock (BMI).  
 Diane Basie (ASCAP), see The Big Seven.  
 Baspar (BMI), see A. Schroeder.  
 Bath (BMI), 2110 Bath Ave., Brooklyn, N. Y. 11214. Tel: (212) HI 9-6956. Pres.: Marion Castle.  
 Bay City, div. of Caravelle, 400 York Rd., Baltimore, Md. 21204. Tel: (301) 828-7844. Pres.: Milton A. Dugger Jr.  
 Bay-Wes, 1697 Broadway, Rm. 902, New York, N. Y. Tel: (212) 246-9295. Contact: George Kerr.  
 Bayberry (BMI), 150 W. 55 St., Suite 5B, New York, N.Y. 10019. Tel: (212) PL 7-2555. Pres.: Richard Wolfe.  
 Bayou State (BMI), see Starday.  
 Be-Are, 801 17 Ave. S., Nashville, Tenn. 37203. Tel: (615) 256-3078. Pres.: H. Butrum.  
 Bear-Paw (BMI), 3011-13 Greenmount Ave., Baltimore, Md. 21218. Tel: (301) 243-0024. Partners: Bill Sizemore, Ronnie Dove, Phil Fox.  
 Beautiful Music (BMI), Mgr.: Byron R. Hoffman, see Coors.

Beaver (ASCAP) see H. B. Webman.  
 Beckie (BMI), 1350 Commerce Title Bldg., Memphis, Tenn. 38103. Tel: (901) JA 5-1671. VP & Gen. Counsel: Harold C. Streibich.  
 Bee Cool (BMI), 919 N. Broad St., Philadelphia, Pa. 19123. Tel: (215) PO 5-0300. Pres.: Gilda Woods. (see Jamie).  
 Beechmont (BMI), see H. B. Webman.  
 Beechwood (BMI), 1750 N. Vine St., Hollywood, Calif. 90028. Tel: (213) 462-6252. Pres.: F. M. Scott III; VP: Herb Hendler.  
**Branches:** New York, N. Y., 1290 Ave. of the Americas. Zip. 10019. Tel: (212) PL 7-7470.  
**Nashville, Tenn.,** 806 16 Ave. S. Zip: 37202. Tel: (615) 244-1844.  
**Affiliates:** Johnstone-Monteil (BMI), Vanguard (BMI).  
 Beekman (ASCAP), see Mercury & Theodore Presser.  
 Belton (ASCAP), see Vector.  
 Belwin (ASCAP), 250 Maple Ave., Rockville Center, L.I., N.Y. 11571. Tel: (516) 766-6700. Pres.: Martin Winkler.  
 Ben-Brow (BMI), PO Box 5702, 1240-C Heidt St., Columbia, S. C., 29205. Tel: (803) 252-0138/1184. Contacts: Bennie Brown Jr., John Goodman.  
**Branch:** Orangeburg, S. C., 1831 Russell St. N.E. Zip: 29115. Tel: (803) 534-2502.  
 Ben-Lee (BMI), c/o Casa Prod'ns, 119 Somerset, Trenton, N.J. 08638. Tel: (609) TU 3-2931. Partners: Jerry Billups, Frank Bendinelli, Keith Bowers.  
 Benco (ASCAP), see A. Schroeder.  
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 Benell (BMI), see Jerry Blaine.  
 Bengal Tunes (BMI), PO Box 14773, Baton Rouge, La. 70808. Tel: (504) 927-0303. Pres.: Lynwood R. Ourso; Gen. Mgr.: John Fred; Gen. Prof. Mgr.: Andrew Bernard.  
 Benglo (BMI), Pres.: Ben Tucker, see Notable.  
 Bennie Benjamin (ASCAP), see Hill & Range.  
 John T. Benson (ASCAP), 136 Fourth Ave. N., Nashville, Tenn. 37219. Tel: (615) 254-6558. Pres.: John T. Benson Jr.; Gen. Mgr.: Bob Benson.  
**Affiliate:** Heart Warming (BMI).  
 Bentley (BMI), Box 1170, 503 W. Franklin St., Chapel Hill, N. C. Tel: (919) 967-7040. Mgr.: Orville B. Campbell.  
 Berdoo (BMI), 781 W. 20 St., San Bernardino, Calif. 92405. Tel: (714) 883-9209. Pres.: George E. Clements.  
 Berkshire (BMI), see American Metropolitan Ents. Irving Berlin (ASCAP), 1290 Ave. of the Americas, New York, N. Y. 10019. Tel: (212) CI 7-4200.  
 Bernice (BMI), see A. Schroeder.  
 Dave Bernie (ASCAP), see Gordon.  
 M. Bernstein (ASCAP), 60 S. Glencoe, Denver, Colo. Tel: (303) 355-4535. Owner: Morey Bernstein.  
 Betalbin (BMI), 1700 Broadway, New York, N. Y. 10019. Tel: (212) CI5-7010  
 Better Choirs (SESAC), see Singspiration.  
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 Bexhill (ASCAP), see Butterfield.  
 Bibb (ASCAP), 2444 Wilshire Blvd., Santa Monica, Calif. 90403. Tel: (213) UP 0-7076. Pres.: Lawrence Welk; VP & Gen. Prof. Mgr.: Paul Weirick.  
**Branch:** New York, N. Y., 1619 Broadway. Zip: 10019. Tel: (212) LT 1-3197. Gen. Prof. Mgr.: Frank Abramson.  
**Affiliates:** Champagne (ASCAP), Vogue (BMI), Harry Von Tilzer (ASCAP).  
 Bico, 18856 Connecticut, Roseville, Mich. 48066. Tel: (313) PR 6-1455. Pres.: William Henry Bryan; Gen. Mgr.: Mrs. Eleanor Adkins; Gen. Prof. Mgr.: William Cozad.  
 Big Billy (BMI), 171 Reynolds, Orange, N.J. Tel: (201) 675-1766. Pres.: W. S. Cook.  
**Branch:** New York, N. Y., 48 W. 48 St., Rm. 705.  
 Big Bopper (BMI), see Tracie.  
 The Big Seven (BMI), 1631 Broadway, New York, N. Y., 10019. Tel: (212) JU 2-4267. Pres.: Morris Levy; Gen. Mgr.: Normand Kurtz; Gen. Prof. Mgr.: Neil Galligan.  
**Affiliates:** Bandito (BMI), Diane Basie (ASCAP), Bikini (ASCAP), Branston (BMI), CB (BMI), Cordon (BMI), Country Gentlemen (BMI), Cudda Pane (BMI), Dotno (BMI), Figure (BMI), Frost (BMI), Grollala Ents. (BMI), Gyrus (ASCAP), Jamf (BMI), Linda's World (BMI), Little Dipper (BMI), Lovable (BMI), John D. MacArthur (BMI), Me N-U (BMI), Nom (BMI), Patricia (BMI), Planetary (ASCAP), Pure Soul (BMI), Rabbit's Foot (BMI), Sanada (BMI), Sandra (ASCAP), Snapper (BMI), Todo Bien (BMI).  
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Big Shot (ASCAP), 6565 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) 461-3471. Pres.: Joseph Hooven; Gen. Mgr.: Cherie Hoffman.  
**Affiliates:** Circle Seven (BMI), HWS (ASCAP), Hot Shot (BMI).  
 Big Sioux (BMI), see A. Schroeder.  
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**Affiliates:** Leo Feist (ASCAP), Hastings (BMI), Miller (ASCAP), Robbins (ASCAP).  
**Int'l firms represented:** Curci (Italy), B. Feldman (United Kingdom), Francis, Day & Hunter (United Kingdom), Hans Gerig (Germany), Reuter & Reuter (Sweden), Gordon V. Thompson (Canada).  
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 Big Wedge (ASCAP), 242 S. Broad St., Woodbury, N. J. 08096. Tel: (609) 848-2444. Pres.: Ralph Johnson; Gen. Mgr.: Joan Smallwood.  
 Carrie Biggs (BMI), 61 W. Third St., Xenia, Ohio 54385. Tel: (513) 372-5427. Gen. Mgr.: Rev. E. R. Biggs; Gen. Prof. Mgr.: Carrie Biggs.  
 Bigtop (BMI), see Hill & Range.  
 Bikini (ASCAP), see The Big Seven.  
 BiDo (BMI), 410 W. 115 St., New York, N. Y. 10025. Tel: (212) UN 5-9795. Pres.: Bill Downs.  
**Int'l reps:** Germany (Minerva), United Kingdom (April).  
 Binh Ent. (BMI), PO Box 351, Lobo Canyon, Grants, N. M. 87020. Pres.: Susan Larson; Gen. Mgr.: Edward Larson.  
 Bird's Eye (BMI), see United International Copyright Representatives.  
 Bizarre (BMI), see Third Story.  
 Black Gold (BMI), PO Box 8033, Hollywood Sta., 625 Chelsea, Memphis, Tenn. 38108. Tel: (901) 523-1190. Pres.: Judd F. Wood.  
 BLACKWOOD (BMI), 1650 Broadway, Suite 201, New York, N. Y. 10019. Tel: (212) LT 1-9690. VP & Gen. Mgr.: Neil Anderson; Gen. Prof. Mgr.: David Rosner.  
**Affiliate:** April (ASCAP). (SEE ADVERTISEMENT)  
 Jerry Blaine (BMI), 1790 Broadway, New York, N. Y. 10019. Tel: (212) PL 7-8570.  
**Affiliates:** Benell (ASCAP), Jay Gee (BMI), Josie (ASCAP).  
 Blasco (ASCAP), 11240 N. Oak, Kansas City, Mo. 64155. Tel: (816) 734-4033. Mgr.: Frank E. Blasco.  
**Affiliate:** Casey (BMI).  
 Blazon (BMI), PO Box 35, Nashville, Tenn. 37202. Tel: (615) 244-6679. Owner: Zeke Clements.  
 Bleu Disque (ASCAP), 146 W. 54 St., Suite 102, New York, N. Y. 10019. Tel: (212) CI 7-0911. Pres.: Seymour Stein; VP: Richard Gottehrer.  
**Affiliate:** Affgot (ASCAP).  
**Int'l rep:** England (Doraflo).  
 Bloch (ASCAP), 31 W. 31 St., New York, N. Y. 10001. Tel: (212) LO 4-2040. Pres.: Charles E. Bloch.  
 Blockbuster (BMI), see Jamie.  
 Bloor (BMI), see Lansdowne.  
 Blue Angel (BMI), 4914 Wellsworth Ave., Louisville, Ky. 40216. Tel: (502) 447-0670. Pres.: Wesley Daugherty; Gen. Mgr.: Patricia Daugherty.  
 Blue Book (BMI), 403 Chester, Bakersfield, Calif. 93301. Tel: (805) 323-8311. Owner: Buck Owens; Gen. Mgr.: Dorothy Owens.  
**Affiliate:** Hitway (BMI).  
 Blue Crest (BMI), PO Box 162, Madison, Tenn. 37115. Tel: (615) 865-1445. Pres.: Ray R. Baker.  
 Blue Echo, PO Box 1223, 709 17 Ave. S., Nashville, Tenn. 37202. Tel: (615) 256-2448. Pres.: Ray Griff; VP: Carla Scarborough.  
 Blue Horizon (BMI), see Metric Music Group.  
 Blue Port (BMI), see Jonvis.  
 Blue River (BMI), 6223 Selma Ave., Hollywood, Calif. 90028. Tel: (213) 463-7661. Pres.: Harry Bluestone.  
**Affiliate:** Sheriton (ASCAP).  
 Blue Seas (ASCAP), see Fred Ahlert.  
 Blueboy (ASCAP), Box 46, Shamrock Ct., Alda, Neb. 68810. Tel: (308) 384-9142. Contact: Bob Petersen; Gen. Prof. Mgr.: Mrs. Bob Petersen.  
 Bobob (ASCAP), see Claridge.  
 Bobrich (BMI), see Ashley.  
 Bobwhite (BMI), see Leeway.  
 Bomac (BMI), div. Mississippi Artist Corp., PO Box 10992, Jackson, Miss. 39209. Tel: (601) 362-9482, 352-4923.  
 Bonatemp (BMI), 2117 Orleans Ave., New Orleans, La. 70116. Tel: (504) 524-7428/9. Pres.: Clinton Scott.  
 Bondola, Inc. (BMI), see Chappell.  
 Bondola, Ltd. (BMI), see Chappell.  
 Bonjour (ASCAP), see Tattersall.  
 Bonnyview (ASCAP), see Drive-In.  
 Boomerang (BMI), see S&R.

continued on page 70

# There's a lot more you should know about April/Blackwood.

A lot of new things are happening at April/Blackwood. Things that cover every area of the music business. That's because we believe the business is changing. And that a music publisher has to do a lot more to be a music publisher.

April/Blackwood is involved—in a production company, Daylight Productions, Inc. Our artists write, perform, and produce their own records (see charts).

April/Blackwood is involved—in movie scores and Broadway scores (you'll soon know all about that).

Naturally, with all this happening, we've expanded our facilities considerably. We've added more promotion men, and we have staff offices in New York, Nashville and Los Angeles. Working at everything to do with music.

So, if you've been hearing more than ever about April/Blackwood, that's because we're doing more than ever.

New York: (l. to r.)—(Bottom row) Neil Anderson, David Rosner. (Back row) Chip Taylor, Billy Vera, Jim Fragale, Margo Guryan, John Hill, Herb Martin, Bobby Weinstein, Mickey Leonard. (Not pictured—Al Gorgoni.)

California: (l. to r.)—Joel Hirschhorn, Al Kasha.

Nashville: (l. to r.)—(Bottom row) Judy Thomas, Phyllis Hiller, Dan Dillon. (Back row) Jack Grady, Bobby Prince, Jon Reid. Not pictured—Butch Thomasen, Fran Powell, Lona Sparks.)

## APRIL/BLACKWOOD



The April/Blackwood Music Publishing Companies



continued

Boosey & Hawkes, 30 W. 57 St., New York, N. Y. 10019. Tel: (212) PL 7-3332. Cable: SONOROUS. Gen. Mgr.: Stuart Pope.  
**Home office:** England, PO Box 1 BR, 295 Regent St., London, S.W. 1.  
**Int'l branches:** Australia, Canada, France, Germany, South Africa, Sweden.  
**Affiliates:** Arrow (ASCAP), Cos Cob (ASCAP).  
**Int'l firms represented:** Artia (Czechoslovakia), Besson (United Kingdom), Carish (Italy), Cavendish (United Kingdom), Editions Koussevitzky (France, Germany), Editions Beliaeff (France, Germany), Gehrmanns (Sweden), IMI—Israel Music Institute (Israel), J. R. LaFleur (United Kingdom), Kultura (Hungary), Rudall Carte (United Kingdom), Winthrop Rogers (United Kingdom), Editions Gutheil (France, Germany), Editions Russe (France, Germany).  
**Int'l rep.:** Argentina (Barry).  
**Borscht (BMI),** 8467 Beverly Blvd., Los Angeles, Calif. 90048. Tel: (213) 653-8533. Pres.: George Greif.  
**Boston (ASCAP),** 116 Boylston St., Boston, Mass. 02116. Cable: BOSMU. Tel: (617) 426-5100. Pres.: John J. Cranley; VP: Warren W. Morris. **Affiliate:** Morris (ASCAP).  
**Int'l rep.:** Australia (Allans), United Kingdom (Chappell).  
**Bourne (ASCAP),** 136 W. 52 St., New York, N. Y. 10019. Tel: (212) CI 7-5500. Owner: Bonnie Bourne; Gen. Prof. Mgr.: Bernie Scherer. **Branch:** Hollywood, Calif., 6381 Hollywood Blvd. Zip: 90028.  
**Affiliates:** Bourne-Filmusic (ASCAP), Murbo (BMI), Oakland (ASCAP), Schumann (ASCAP).  
**Int'l firms represented:** Bourne-France (France), Bourne (United Kingdom).  
**Int'l reps.:** Australia (Boosey & Hawkes), Germany (Melodie Der Welt), Netherlands (Basart), United Kingdom (Filmusic).  
**Bourne-Filmusic (ASCAP),** see Bourne.  
**Bragi (BMI),** c/o Era Int'l Development, PO Box 2801, Zip: 20013; 1028 Connecticut Ave. N.W., Washington, D.C. 20036. Tel: (202) 296-5550, Ext. 926. Cable: ERAUSA. Contact: E. V. Rothkirch.  
**Brandom (ASCAP),** 1323 S. Michigan Ave., Chicago, Ill. 60605. Tel: (312) WE 9-2090. Mgr.: Bud Brandom.  
**Affiliate:** Frederick (BMI).  
**Branston (BMI),** see The Big Seven.  
**Braun (SESAC),** see Music Sales Corp.  
**Breeze (BMI),** PO Box 82, Cheyenne, Wyo. 82001. Tel: (307) 638-8733. Contact: Ray Alexander.  
**Bregman, Vocco & Conn (ASCAP),** see Twentieth Century.  
**Brenda (BMI),** see Eden.  
**Brenner (BMI),** see Hill & Range.  
**Brent (BMI),** 1290 Ave. of the Americas, New York, N. Y. 10019. Tel: (212) 247-0655. Pres.: Bob Shad.  
**Bresnahan (BMI),** 6532 Sunset Blvd., Suite D, Hollywood, Calif. 90028. Tel: (213) NO 1-3531. Pres.: Dan Dalton.  
**Affiliate:** Preacher.  
**Lawrence Brett (BMI),** see ALA Ent.  
**Brewtown (BMI),** 3240A N. Bartlett Ave., Milwaukee, Wis. 53211. Tel: (414) 332-5771. Partners: Philip Klingler, Paul Carlson; Promo: A & R: Kyra Lazar.  
**Brian (BMI),** PO Box 26391, Memphis, Tenn. 38126. Tel: (901) 947-1385. Pres.: Bob Catron Jr.; Gen. Mgr.: N. Engleberg.  
**Branch:** Chicago, Ill., 8956 S. Wallace. Zip: 60620. Tel: (312) VI 6-9450. Gen. Prof. Mgr.: C. Colbert.  
**Brigantine (BMI),** 1645 S. Hicks St., Philadelphia, Pa. 19145. Tel: (215) HO 2-7527. Pres.: Marty Dippolito; VP: Dick DeMarco.  
**Bright Tunes, 2 Pennsylvania Plaza, New York, N.Y. 10001. Tel: (212) 947-5656. Gen. Counsel:** Seymour Barash; Gen. Prof. Mgr.: David Appel.  
**Brittany (BMI),** see Hill & Range.  
**Bro-Sil (ASCAP),** see Tupper.  
**Broadman Press (SESAC),** 127 Ninth Ave. N., Nashville, Tenn. 37203. Tel: (615) 254-1631. **Affiliate:** Convention Press (SESAC), Sunday School Board of the Southern Baptist Convention (SESAC).  
**Broadway (ASCAP),** see American Metropolitan Ent.  
**Frank Brock (BMI),** 928 N. York, Muskogee, Okla. 74401. Tel: (918) 682-7500. Pres.: Frank Brock.  
**Bromillo (BMI),** PO Box 1495, Beverly Hills, Calif. 90213. Pres.: Don Brooks; Gen. Mgr.: Joe Jaramillo.  
**Bronwood (BMI),** 8307 Bronwood Rd., Richmond, Va. 23229. Tel: (703) 270-3810. Mng. Partner: C. N. Collieran Jr.; Partner: Tom Hill.  
**Bronze (SESAC),** see Sure-Fire.  
**Brookdale (BMI),** see American Metropolitan Ent.  
**Brother, 1654 N. Ivar, Hollywood, Calif. 90028. Tel: (213) 461-3661.**  
**Alexander Broude, 120 W. 57 St., New York, N. Y. 10019. Tel: (212) JU 6-1674.**  
**Affiliates:** Continuo (BMI), Tetra (ASCAP).  
**Int'l firms represented:** Aldo Bruzichelli (Italy).  
**Broude Bros. (ASCAP),** 56 W. 45 St., New York, N. Y. 10036. Cable: BROUDEBRO. Tel: (212) MU 7-4735.  
**Int'l firms represented:** Fritz Knups (Netherlands).  
**Brown (BMI),** see Roosevelt.

**Brownleaf (BMI),** PO Box 7221, Mobile, Ala. 36607. Tel: (205) 478-7434. Pres.: John N. Blackburn; VP: Mrs. Sara Ann Smith.  
**Brownsboro (SESAC),** see Falls City.  
**Bruin (BMI),** see Famous.  
**Brunswick (BMI),** 2334 S. Holt, Los Angeles, Calif. 90034. Tel: (213) CR 3-0442. Owner: Lee Silver. **Affiliate:** Admission (BMI).  
**Buckeye (ASCAP),** see Carlson.  
**Buckhorn (BMI),** 806 16 Ave. S., Nashville, Tenn. Tel: (615) 297-4014. Pres.: Mariogh Wilkin.  
**Buckingham (ASCAP),** see Pavanne.  
**Budd (ASCAP),** 18531 Wells Dr., Tarzana, Calif. 91356. Tel: (213) 987-1055. Pres.: Buddy Kaye. **Affiliates:** Ananga-Ranga (BMI), Greenleaf (ASCAP), Poppy (BMI), Raintree (ASCAP).  
**Int'l firms represented:** Budd, Musicville, Raintree (United Kingdom).  
**Buffee (BMI),** see Lessor.  
**Bullet (BMI),** 520 Main St., Suite 4, Waltham, Mass. 02154. Tel: (617) 894-0226. Prof. Mgr.: John E. McDonald.  
**Bumar (BMI),** see N. A. Busillo.  
**Bumarack (BMI),** see N. A. Busillo.  
**Bun-Bud (BMI),** 1650 Broadway, New York, N. Y. 10019. Tel: (212) 246-4982. Pres.: Bunny Jones; Gen. Mgr.: Chris Jones.  
**Burdette (BMI),** see Jerden.  
**Burdge (ASCAP),** 6311 Yucca St., Hollywood, Calif. 90028. Tel: (213) 466-0143. Pres.: G. Burdge. **Affiliates:** Aloha, Anglo-American-Anzac, Barcelona, Caravel, Lyricon Society, Musical Comedy & Operetta Guild, Producer's Music, Tecate, Trend (all ASCAP).  
**Burke & Van Heusen (ASCAP),** 250 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 6-4417. Pres.: James Van Heusen.  
**Burning Tree (BMI),** see Tattersall.  
**Burnt Oak (BMI),** 455 Thompson Blvd., Chickasaw, Ala. Tel: (205) GL 2-4298. Mgr.: John Bozeman.  
**N. A. Busillo (ASCAP),** 1412 Snyder Ave., Philadelphia, Pa. 19145. Tel: (215) 336-6566. Pres.: Nicholas A. Busillo.  
**Affiliates:** Bumar (BMI), Bumarack (BMI), Chromatic (BMI), Clearview (ASCAP), Gorman (BMI), Judith (ASCAP), Lansdale (BMI), Nicholas (ASCAP), St. George (ASCAP), Wharton (ASCAP).  
**Butterfield (BMI),** c/o Sidney Aron, 10 E. 40 St., New York, N. Y. 10016. Tel: (212) LE 2-2777. Pres.: Norman Gimbel.  
**Branch:** Los Angeles, Calif., c/o Norman Gimbel, 822 Sunset Blvd. Zip: 90046. Tel: (213) 656-5267.  
**Affiliate:** Bexhill (ASCAP).  
**Buxton Hill (ASCAP),** see Chappell.  
**By-Nash of Nashville (BMI),** PO Box 701, Nashville, Tenn. 37202. Tel: (615) 297-4967. Pres.: R. Murray Nash.  
**Bybar (BMI),** 607 W. Estes Ave., Midland, Tex. 79701. Tel: (915) MU 4-4765. Pres.: Byron E. Barber.  
**Branch:** San Marcos, Tex., PO Box 261. Zip: 78666. Gen. Mgr.: Bo Barber.  
**Bynum (BMI),** 238 Penn Ave., Rocky Mount, N. C. 27801. Tel: (919) 446-7238. Contact: William B. Bynum.  
**Byrdshire (ASCAP),** 6223 Selma Ave., Hollywood, Calif. 90028. Tel: (213) 874-0044. Partner: Jack Carlton.

## C

**C A M — U S A (BMI),** 370 Lexington Ave., New York, N. Y. 10017. Tel: (212) MU 3-8484. Pres.: Leonello Leonelli; Mgr.: Vittorio Benedetto.  
**Int'l branches:** France (SIMEPP—Paris), Italy, (CAM—Rome), Japan (CAM—Japan), Switzerland (CAMPANA—Geneva), United Kingdom (CAM—London).  
**Affiliate:** Detus (ASCAP).  
**C B (BMI),** see The Big Seven.  
**C E G (ASCAP),** 133 W. 87 St., New York, N. Y. 10024. Tel: (212) 799-5557. Contact: Rachel Elkind.  
**C J (BMI),** 5407 Indiana Ave., Chicago, Ill. 60615. Pres.: Carl Jones.  
**Caboose Song (BMI),** 1201 Plymouth Ave., Nashville, Tenn. 37216. Tel: (615) CA 7-6233. Pres.: Carl E. Thomas.  
**Cactus (BMI),** PO Box 830, Hollywood, Calif. 90028. Owner & Pres.: Theo Allen.  
**Irving Caesar (ASCAP),** 1619 Broadway, New York, N.Y. 10019. Tel: (212) CO 5-7868.  
**Cajun (BMI),** PO Box 1130, Shreveport, La. 71102. Tel: (318) 422-8711. Mgr.: Jack Timmons.  
**Calbel (BMI),** 77 Felch Rd., North Natick, Mass. 01760. Tel: (617) 653-3891. Pres.: Carl Bragner.  
**Calwest Songs (BMI),** c/o Lee Anderson Ent's., 7457 Woodman Ave., Van Nuys, Calif. 91405. Tel: (213) 786-9003. Owner: Lee Anderson; Gen. Mgr.: Bob Wood.  
**Camad (BMI),** 8543 Stony Island, Chicago, Ill. 60617. Tel: (312) 731-4576. Pres.: Curtis Mayfield. **Affiliates:** Curtom (BMI), Chi-Sound (BMI).  
**Camarillo (BMI),** see Ridgeway.  
**Camelback Mountain (ASCAP),** see Shapiro, Bernstein.  
**Camelot (ASCAP),** see General.  
**Campbell-Connelly (ASCAP),** 565 Fifth Ave., New York, N. Y. 10017.  
**Campei (BMI),** see Parnaso.  
**Canford (BMI),** see Hill & Range.  
**Cannes (BMI),** see Ivan Mogull.  
**Cannette (BMI),** c/o Mietus Copyright Mgmt., 10 E. 44 St., New York, N. Y. 10017. Tel: (212) 661-5520. Owner: Freddie Cannon; Admin.: Lenny Mietus.  
**Affiliate:** Halseon (ASCAP).

**Cannon Point (BMI),** see Claridge.  
**Cantagallo Int'l, c/o Zissu, Marcus & Stein, 292 Madison Ave., New York, N. Y. Tel: (212) MU 3-0966. Pres.: K. H. Busse; Int'l Mgr.: Leif Kraul.**  
**Cantus (BMI),** see Memnon.  
**Cape Ann (BMI),** PO Box 612B, Nashville, Tenn. 37212. Tel: (615) 291-5597. Pres.: John Richbourg.  
**Capri (BMI),** see Alfred.  
**Caprice (BMI),** see Jaspas.  
**Caravel (ASCAP),** see Burdge.  
**Carola Songs (ASCAP),** see Sultan.  
**Carlou (BMI),** Moriches Rd., Lake Grove, N. Y. 11755. Tel: (516) 584-7997. Pres.: Lou LaFredo.  
**Carlson (BMI),** Sheraton Gibson Hotel, Room 105, Cincinnati, Ohio 54202. Tel: (513) 381-3166. Contact: Harry Carlson.  
**Affiliate:** Buckeye (ASCAP).  
**Carlton (SESAC),** see Ludwig.  
**Carlton, see Northeast.**  
**Carlyle (ASCAP),** see H. B. Webman.  
**Carmichael (ASCAP),** see Frank.  
**Carodian (BMI),** 3423 Broadview, Montgomery, Ala. 36110. Tel: (215) 262-8610. Pres.: Mitchell G. Bush.  
**Carole (ASCAP),** see Mirby.  
**Carson (ASCAP),** PO Box 19024, Houston, Tex. 77024. Tel: (713) MO 7-2362. Pres.: Edward C. Benjamin.  
**Johnny Carter (BMI),** PO Box 27, Newport, Tenn. 37821. Tel: (615) 623-3772/9193. Pres.: Johnny Carter.  
**Carwin (ASCAP),** see Edwin H. Morris.  
**Casa Latina (ASCAP),** see Mexican Music Centre.  
**Casablanca (BMI),** c/o Pingatore Entertainment Inds., 4010 Concord Pike, Wilmington, Del. 19803. Tel: (302) 478-2200. Pres.: Frank J. Pingatore.  
**Affiliate:** Tinker (ASCAP).  
**Casey (BMI),** see Blasco.  
**Castion (SESAC),** 555 Kappock St., Bronx, N.Y. Tel: (212) BB4-4613. Pres.: Theodore Castion.  
**Catalina (BMI),** see Tee Pee.  
**Cathedral (BMI),** PO Box 127, Florien, La. 71429. Tel: (318) 586-3865. Pres.: K. W. Hopkins.  
**Catnip (ASCAP),** see Project Seven.  
**Cavalcade (ASCAP),** see MCA.  
**Cave (BMI),** see Shelby Singleton.  
**Cecilian (BMI),** see Jaspas.  
**Cedarwood (BMI),** 815 16 Ave. S., Nashville, Tenn. 37203. Tel: (615) 255-6535. Mgr.: J. William Denny.  
**Affiliates:** Denny (ASCAP), Jimmy Dickens (BMI), Driftwood (BMI), Stonewall (BMI).  
**Int'l rep.:** World-Wide (Southern-Peer in New York, N. Y.).  
**Ceilbar (BMI),** 6365 Selma, Hollywood, Calif. 90028. Tel: (213) 469-1095. Partner: Dee Carter.  
**Celtex (BMI),** 9101 S. Dante, Chicago, Ill. 60619. Tel: (312) BA 1-6562. Pres.: William H. Lasley.  
**Cencil (ASCAP),** see Slide.  
**Central Songs (BMI),** 1804 Ivar Ave., Hollywood, Calif. 90028. Tel: (213) 469-2239. Pres.: Clifflie Stone; Gen. Mgr.: Buzz Carleton; Gen. Prof. Mgrs.: George Richey, Dusty Rhodes.  
**Branch:** Nashville, Tenn., 1014 17 Ave. S. Zip: 37212. Tel: (615) 244-2789. Gen. Prof. Mgr.: Jerry Green.  
**Affiliates:** Airefield (BMI), Century Songs (BMI), Devere (ASCAP), Freeway (BMI), Opal (BMI), Snyder (ASCAP).  
**Century (SESAC),** see Ashley.  
**Century Songs (BMI),** see Central Songs.  
**Cessna (ASCAP),** 5966 Lakeview, Detroit, Mich. 48213. Tel: (313) 824-3432. Mgr.: Ben Williams.  
**Cetra (BMI),** 1126 E. 59 St., Chicago, Ill. 60637. Tel: (312) HY 3-9781. Mgr.: Morton A. Kaplan.  
**Chadwick (ASCAP),** see Ridgeway.  
**Chair (BMI),** 3925 N. Conlon Ave., Covina, Calif. Owner: Jerry Herzon.  
**Champagne (ASCAP),** see Bibo.  
**Champion (BMI),** see MCA.  
**Chandler (ASCAP),** see Loring.  
**Channel (ASCAP),** 12227 Addison St., North Hollywood, Calif. 91607. Tel: (213) 762-6442, 657-8100. Pres.: Sheb Wooley; Gen. Mgr.: Doug Cooper.  
**Affiliate:** Cordal (BMI).  
**Chantain, 5012 First Ave. N., Birmingham, Ala. 35212. Tel: (205) 595-0757. Pres.: Robert L. Grove Jr.**  
**Chantry Music Press (SESAC),** Wittenberg Univ., 32-34 North Center, Springfield, Ohio 45501. Tel: (513) 325-9992. Pres.: Dr. F. M. Otto.  
**Chappell (ASCAP),** 609 Fifth Ave., New York, N. Y. 10017. Tel: (212) PL 2-4300. Prof. Mgr.: Stan Stanley.  
**Affiliates:** Bondola Inc. (BMI), Bondola Ltd. (BMI), Buxton Hill (ASCAP), De Sylva, Brown & Henderson (ASCAP), Gershwin (ASCAP), I. B. Harms (ASCAP), Mutual Music Society (ASCAP), Williamson (ASCAP).  
**Chardon (BMI),** see Faithful Virtue.  
**Charing Cross (BMI),** 114 E. 55 St., New York, N. Y. 10022. Tel: (212) 751-6590. Gen. Prof. Mgr.: Mort Lewis.  
**Charlin (ASCAP),** see Tunecrafters.  
**Charling (ASCAP),** see Edwin H. Morris.  
**Charm (BMI),** see Greenbar.  
**Chart (SESAC),** see Summy-Birchard.  
**Chartbuster (BMI),** 1203 28 St. N.W., Washington, D.C. Tel: (202) 333-6646. Gen. Mgr.: Mitch Corday.  
**Affiliates:** Fiasco (BMI), Kansoma (BMI).

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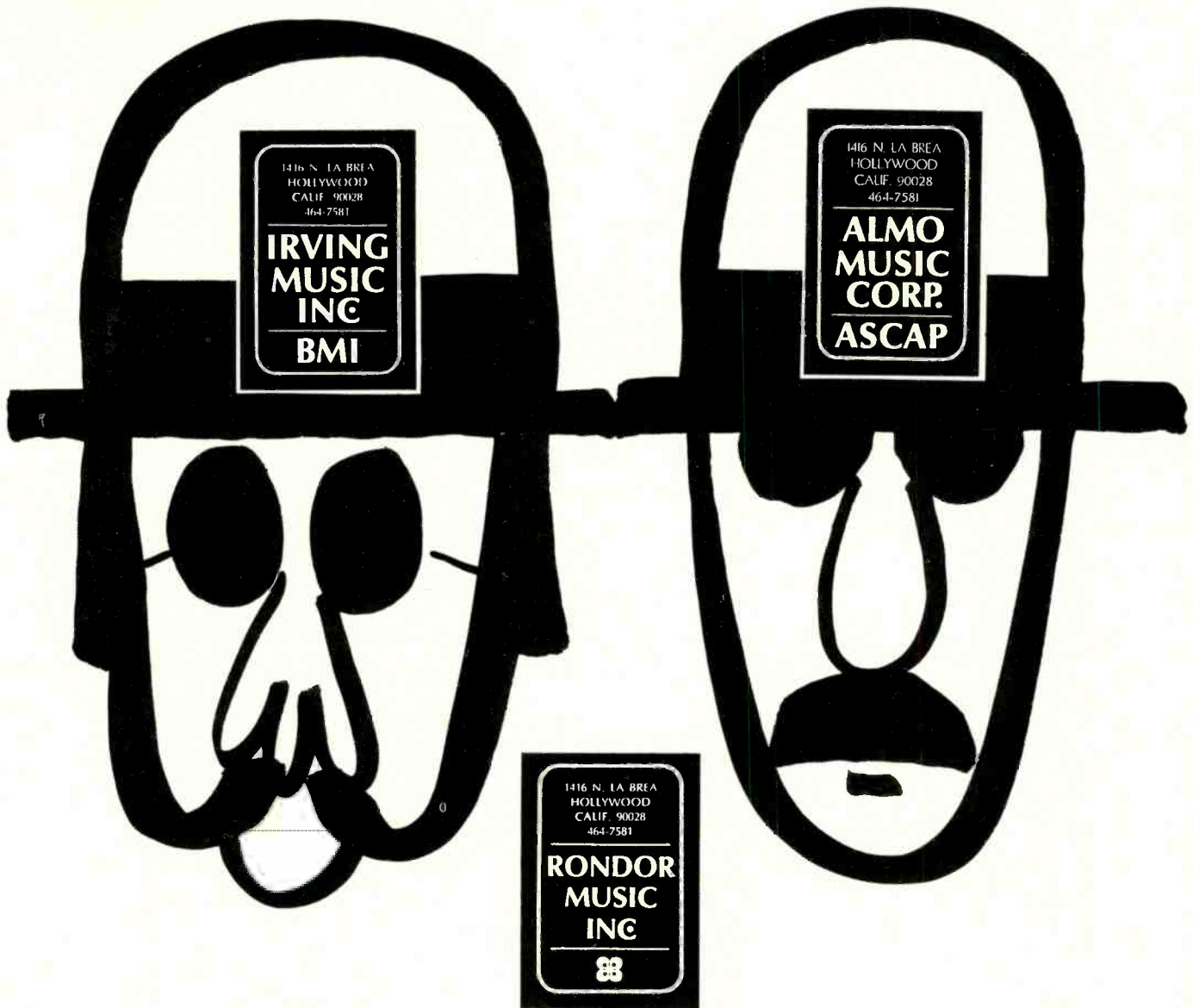


continued

- Chatham (ASCAP), see Twentieth Century.  
 Checkmate, Box 1493, Amarillo, Tex. Tel: (806) 372-7641. Pres.: Ray Ruff.  
 Cheray (ASCAP), see Ridge.  
 Cherie (BMI), 3621 Heath Ln., Mesquite, Tex. 75149. Tel: (214) BR 9-5858. Owners: Jimmy Fields & George McCoy.  
 Cherry Lane (ASCAP), 15 E. 48 St., New York, N. Y. 10017. Tel: (212) 421-4160. Gen. Prof. Mgr.: Jean Dinegar.  
 Affiliates: Cherry River (BMI), Deep Fork (ASCAP).  
 Cherry River (BMI), see Cherry Lane.  
 Chestler (BMI) 526 W. Russell Ave., Flint, Mich. 48505. Tel: (313) 789-1306. Pres.: Harry F. Chestler.  
 Chevell (BMI), PO Box 12276, Ft. Worth, Tex. 76116. Tel: (817) PE 2-1684. Pres. & Gen. Mgr.: W. F. Temple; Gen. Prof. Mgr.: D. N. Moody.  
 Affiliate: Sound/age (BMI).  
 Chevis (BMI), 320 E. 21 St., Chicago, Ill. 60616. Tel: (312) 225-8802. VP: Roquel Davis.  
 Chi-Sound (BMI), see Camad.  
 Chicory (BMI), see Claridge.  
 Chime (BMI), 223 Jerusalem Ave., Hempstead, L.I., N.Y. 11550. Tel: (516) IV 6-4767. Pres.: Vaughan Wheeler.  
 Chippendale (ASCAP), see Longridge.  
 Chiquita (ASCAP), see Ridge.  
 Choral Art (ASCAP), see Sam Fox.  
 Choral Services (SESAC), see Singpiration.  
 Chris (BMI), PO Box 207, Manistiquie, Mich. 49854. Tel: (906) 341-2654. Pres.: R. B. Christensen.  
 Affiliate: Saralee (BMI).  
 Chriskil (ASCAP), 49 Croydon Rd., Framingham, Mass. 01701. Tel: (617) 872-0450. Contact: Gene Kilham.  
 Chromatic (BMI), see N. A. Busillo.  
 Chu-Fin (BMI), 103 W. View Ave., Valparaiso, Fla. 32580. Tel: (904) 678-2164. Pres.: Finley B. Dunca.  
 Affiliates: Audophone (ASCAP), Piccolo (BMI).  
 John Church (ASCAP), see Theodore Presser.  
 Cigma (BMI), 806 17 Ave. S., Suite 300, Nashville, Tenn. Tel: (615) 255-8578.  
 Cintom (ASCAP), see Artemis.  
 Circle Seven (BMI), see Big Shot.  
 Cissi (BMI), see And.  
 Citif (BMI), 1653 Jonathan Ave., Cincinnati, Ohio 45207. Tel: (513) 751-0820.  
 Claiborne (BMI), 930 F. St. N.W., Washington, D. C. 20004. Tel: (202) 347-3944. Cable: CLAIBORNE-MUSIC. Pres. & Owner: Lillian N. Claiborne.  
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 Clara (ASCAP), c/o Leventhal, 200 W. 57 St., Suite 1304, New York, N.Y. 10019. Tel: (212) JU 6-6553. Pres.: Harry Belafonte.  
 Claridge (ASCAP), 6362 Hollywood Blvd., Suite 306, Hollywood, Calif. 90028. Tel: (213) HO 9-8149. Pres.: Frank C. Slay Jr.  
 Affiliates: Bobob (ASCAP), Cannon Point (BMI), Chicory (BMI), Conley (ASCAP).  
 Clay (BMI), 5457 Old Monroe Rd., Charlotte, N. C. 28211. Tel: (704) 536-0424. Pres.: Arthur Smith.  
 Clearview (ASCAP), see N. A. Busillo.  
 Clef (SESAC), 351 W. 52 St., New York, N. Y. 10019. Tel: (212) JU 6-4470. Pres.: W. Kane; Sec'y: Ange Tomaselli.  
 Affiliate: King (SESAC).  
 Clockus (BMI), see Marmor.  
 Cloven Hoof (BMI), 40 E. 58 St., Suite 6E, New York, N. Y. 10022. Tel: (212) 759-2797. Pres.: Dimitri Villard.  
 Club Miami (BMI), PO Box 973, Richmond, Ind. 47374. Owner: Tommy Wills.  
 Coconut Grove (BMI), see Third Story.  
 George M. Cohan (ASCAP), see Edward B. Marks.  
 Cohorts (BMI), see Third Story.  
 M. M. Cole (BMI), 251 E. Grand, Chicago, Ill. 60611. Tel: (312) 527-2160. Pres.: S. Stern.  
 Colfranc (BMI), see Franco Colombo.  
 Colgems (ASCAP), see Screen Gems-Columbia.  
 Collector's Items, 10075C Windstream Dr., Columbia, Md. 21043. Pres.: Phil Collector; Mgr.: Richard G. Klotzman.  
 Collie (ASCAP), see Mac Heather Music House.  
 Franco Colombo (ASCAP) 16 W. 61 St., New York, N.Y. 10023. Tel: (212) 582-5300. Cable: IDROCI. Pres.: Franco Colombo.  
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 Columbia (ASCAP), see Theodore Presser.  
 Columbia Pictures (ASCAP), see Shapiro, Bernstein.  
 Columbine (BMI), see Sunbeam.  
 Comanchi (BMI), div. of California Artists Corp., PO Box 3374, Fresno, Calif. Tel: (209) 266-9570. Pres.: Ray Camacho.  
 Branch: El Paso, Tex., 520 Ben Swain Dr. Contact: B. R. Reyes.  
 Combine (BMI), 812 17 Ave. S., Nashville, Tenn. 37203. Tel: (615) 255-0624. Gen. Prof. Mgr.: Bob Beckham.  
 Affiliates: Longhorn (BMI), Music City (ASCAP), Vintage (BMI).  
 Comet (ASCAP), see Dick James.  
 COMMANDER (ASCAP), 1610 N. Argyle Ave., Hollywood, Calif. 90028. Tel: (213) HO 9-0878. Owner: Johnny Mercer; Gen. Mgr.: Marshall Robbins. (SEE ADVERTISEMENT).  
 Composers Facsimile Edition (BMI), VP: Frank Wigglesworth, see American Composers Alliance.  
 Composers Facsimile Edition, 170 W. 74 St., New York, N. Y. 10023. Tel: (212) TR 3-1250. VP: Frank Wigglesworth.  
 Compton (ASCAP), see Zodiak.  
 Concertone Songs (ASCAP), see Leonard Hodes Group.  
 Concordia (SESAC), div. of Concordia Press, 3558 S. Jefferson Ave., St. Louis, Mo. 63118. Tel: (314) MO 4-7000. Cable: CONPUBCO. Pres.: Dr. O. A. Dorn.  
 Congaree (BMI), see Cool Air.  
 Conifer (ASCAP), PO Box 701, Nashville, Tenn. 37202. Pres.: Ralph H. Compton.  
 Branch: Birmingham, Ala. (Material review), PO Box 2991. Zip: 35212. Tel: (205) 833-5982. Contact: B. L. Manning.  
 Conley (ASCAP), see Claridge.  
 Conn (BMI), 1619 Broadway, New York, N. Y. 10019. Tel: (212) CI 7-7626. Pres.: Walter Cohen.  
 Affiliate: Contree (ASCAP).  
 Reg Connelly (ASCAP), see Hill & Range.  
 Mike Conner (BMI), see Loring.  
 Conquest (ASCAP), see American Metropolitan Ents.  
 Consolidated (ASCAP), see Music Sales Corp.  
 Conte (BMI), 9165 Sunset Blvd., Suite 202, Los Angeles, Calif. 90069. Tel: (213) CR 5-5021. Pres.: Ruth Conte.  
 Affiliate: Etnoc (ASCAP).  
 Continup (BMI), see Alexander Broude.  
 Contree (ASCAP), see Conn.  
 Convention Press (SESAC), see Broadman Press.  
 Cooga (BMI), see Spoonie.  
 Cool Air (BMI), 1517 B' W. Double Branch Rd., West Columbia, S. C. 29169. Pres.: Mrs. Enola Mae Stevens; Gen. Mgr.: John Williams Jr.; Gen. Prof. Mgr.: James Steward.  
 Branch: Columbia, S. C., 1811 Waverly St. Tel: (803) 256-6002. Gen. Mgr.: Paul E. Coleman.  
 Affiliate: Congaree (BMI), Lebco (ASCAP), Zeno (BMI).  
 Co-operative, 819 Chapels St., New Haven, Conn. Tel: (203) 624-1700. Owners: Rudolph Pasqualoni, Merle Shaw.  
 Coors (BMI), 3143 Industrial Rd., Suite 117, Las Vegas, Nev. 89109. Tel: (702) 734-2345. Pres.: Byron R. Hoffman.  
 Affiliate: Beautiful Music (BMI).  
 Sam Coplin (BMI), 610 Stemmons Tower West, Dallas, Tex. 75207. Tel: (214) 638-1010. Pres.: Sam Coplin; Gen. Mgr.: Gerald R. Coplin.  
 Copper Penny (BMI), 6331 Hollywood Blvd., Hollywood, Calif. 90028. Tel: (213) HO 9-2911. Pres.: Howard Wolf.  
 Corcovado (BMI), c/o Helios, 1619 Broadway, New York, N. Y. 10019. Tel: (212) LT 1-0280. Mgr.: Claus Ogerman.  
 Corda (ASCAP), Box 5126, Las Vegas, Nev. Tel: (702) 736-2343. Owner: Mike Corda.  
 Cordial (BMI), see Channel.  
 Cordon (BMI), see The Big Seven.  
 Cork (BMI), 511 S. Normandie Ave., Los Angeles, Calif. 90005. Tel: (213) 383-8421. Pres.: Robert O. Williams; Gen. Mgr.: Lee Carter; Gen. Prof. Mgr.: Don Kincheloe.  
 Affiliate: 3 H's (ASCAP).  
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 Country Stream (BMI), Box 2644, St. Louis, Mo. 63116. Tel: (314) FL 2-4741. Pres.: Hal Kapper; VP: Tony Mazola.  
 Cousins (BMI), 382 E. Fordham Rd., Bronx, N. Y. 10458. Tel: (212) LU 4-0980.
- Alan Craig (ASCAP), see ALA Ents.  
 Cramart (BMI), 806 17 Ave. S., Suite 300, Nashville, Tenn. 37203. Tel: (615) 255-8578. Pres.: Grady Martin.  
 Crescendo Music Corp., PO Box 395, Bunting Ln., Naperville, Ill. 60540. Tel: (312) 357-0207. Owner: Ed Adams.  
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 Crestmoor (BMI), 508 Seward Rd., Brentwood, Tenn. 37027. Pres.: Skeeter Davis; Mgr.: Ronny Light.  
 Affiliate: Skeeter Davis (ASCAP).  
 Cricket (BMI), 8150 Beverly Blvd., Los Angeles, Calif. 90048. Tel: (213) 985-7897. Pres.: Jerry Allison; VP: Sonny Curtis.  
 Affiliates: Skol (BMI), Zygote (BMI).  
 Criterion (ASCAP), 6124 Selma Ave., Hollywood, Calif. 90028. Tel: (213) HO 9-2296. Pres.: Michael H. Goldsen.  
 Branch: New York, N. Y., 150 W. 55 St. Zip: 10019. Tel: (212) CI 5-7236.  
 Affiliates: Atlantic (BMI), Austin (BMI), Michael H. Goldsen (ASCAP), Granite (ASCAP), Peters (ASCAP), Tex Ritter (ASCAP), Tylerson (ASCAP).  
 Critique (BMI), Box 111, 15 Center St., Suite 800, Bath, Me. 04530. Tel: (207) 443-3437. Gen. Mgr.: Carl Strube; Dir.: E. W. Rittall.  
 Branch: Portland, Me., 38 State. Zip: 04101. Tel: (207) 774-0474. Gen. Mgr.: Carl Strube.  
 Croma (ASCAP), 37 W. 57 St., New York, N. Y. 10019. Tel: (212) PL 3-8441. Pres.: R. Colby.  
 Affiliates: Arcola (BMI), Jennifer (ASCAP), Jockey (ASCAP), New Town (ASCAP), Sharkey (ASCAP).  
 Cross Keys (ASCAP), see Tree.  
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 Crotona (BMI), 1122 Rhineland Ave., Bronx, N. Y. 10461. Tel: (212) 892-8290. Pres.: Al Volpe; Gen. Mgr.: Bob Callini; Gen. Prof. Mgr.: Joe Bollon.  
 Affiliate: White Mountain (ASCAP).  
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 Cuculu, Box 232, Madison, Tenn. 37115. Pres.: Dave Bartholomew; Sec'y-Treas.: Herb Spucher.  
 Cudda-Pane (BMI), see The Big Seven.  
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 M. C. Curb (BMI), see Mirby.  
 Curtis Music Ents. (ASCAP), see Milky Way.  
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 Cuzz (BMI), 154 Spring St., Charlestown, Ind. 47111. Tel: (812) 256-2626/5238. Pres. & Gen. Prof. Mgr.: Kenneth Souder; VP: Beulah Souder.  
 Cy (ASCAP), PO Box 955, Mobile, Ala. Tel: (205) 432-3912. Pres.: Cy Cain; Gen. Mgr.: John Cain; Gen. Prof. Mgr.: Arlen Cain.
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- D E W (BMI), see Don White.  
 D-K (BMI), div. of De Carlo-Kresky Ents., 8560 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 657-6050. Pres.: Sonny Bono; Exec. VP: Harvey Kresky; Treas.: Joseph De Carlo.  
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 D & L (ASCAP), see Larry Spier.  
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 Int'l branch, Canada, 232 Lincoln St., Port Arthur, Ont.  
 Int'l rep.: Australia (Woomera).  
 Daddy Sam (BMI), see Leigh.  
 Dakar (BMI), see Jot.  
 Dana (BMI), 1130 Stillwater Dr., Miami Beach, Fla. 33141. Tel: (305) UN 5-8960. Pres.: Walter Dana.  
 Danby (BMI), Tel: (212) PL 7-1656, see Fred Fisher.  
 Dandelion (BMI), Tel: (215) CE 2-8383, see Jamie.  
 Danielle (ASCAP), 5417 Fleet Ave., Cleveland, Ohio 44105. Tel: (216) 441-3392. Pres.: Danielle Catalano.  
 Branch: Franklin Square, L.I., N.Y., 643 Sobo Ave.  
 Charles N. Daniels (ASCAP), see Hill & Range.  
 Danrite (BMI), see Tejas Song Prod'ns.  
 Darby (BMI), 6311 Gulf Freeway, Houston, Tex. 77023. A&R: Sidney Nix, C. H. Wilson; Promo. Mgr.: E. L. Cole.  
 Darris Ents. (BMI), 5825 S. Morris Blvd., Tucson, Ariz. 85706. Tel: (602) AX 2-41860. Pres.: Al Darris; Gen. Mgr.: F. Darris.  
 Branch: Rt. 1, Box 416A. Tel: (602) CY 7-0172.  
 Int'l rep.: Australia (Woomera).  
 Darwood (ASCAP), 10 W. 74 St., New York, N.Y. 10023. Tel: (212) TR 7-2066. Mgr.: Woody Harris.  
 James Allan Dash/Baltimore (SESAC), see Summy-Birchard.  
 David (BMI), 1650 Broadway, New York, N. Y. 10019. Tel: (212) CI 7-2159.  
 Affiliate: Sarah (ASCAP).  
 Davike, PO Box 8632, Los Angeles, Calif. 90008. Tel: (213) 735-4671.  
 Dale Davis (BMI), PO Box 4273, Cleveland, Ohio 44132. Tel: (216) 486-1817. Pres.: Dale L. Davis; VP: Paul R. Miskey.  
 Skeeter Davis (ASCAP), see Crestmoor.  
 Dawn (ASCAP), 1416 Brooklyn Ave., Suite 6-C, Brooklyn, N. Y. 11210. Tel: (212) GE 4-5072. Pres. & Gen. Prof. Mgr.: Billy Hayes.  
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- Debra (BMI), 4625 N. 50 Dr., Phoenix, Ariz. 85031. Tel: (602) YE 7-6071. Mgr.: Loy M. Clingman.
- Dedrick Bros. (BMI), Main & Grove Sts., Delevan, N. Y. 14042. Tel: (716) 492-2623. Pres.: Arthur W. Dedrick; Gen. Mgr.: Lyle F. Dedrick.  
Affiliates: Almitra (ASCAP); Kendor (SESAC).
- Deejay (BMI), 1901 Peyton Ave., Burbank, Calif. 91504. Tel: (213) 849-5235/3600, 466-8181. Contact: Nick Therry.  
Affiliate: Empire Songs (ASCAP).
- Deep Blue (BMI), 30 Lark Dr., Woodbury, L. I., N. Y. 11797. Tel: (516) 931-2460. Owners: Joe Docko & Joe Docko Sr.
- Deep Fork (ASCAP), see Cherry Lane.
- Pietro Deiro (SESAC), 133 Seventh Ave. S., New York, N. Y. 10014. Tel: (212) OR 5-5460. Mgr.: Pietro Deiro.  
Affiliates: Momac (BMI), Santee (ASCAP).
- Delanier (BMI), 2106 Fifth Ave., Los Angeles, Calif. 90016. Tel: (213) 292-9490. Pres.: Leonard Jewell Smith.
- Delev (BMI), 4410 Chestnut St., Philadelphia, Pa. 19104. Tel: (215) 222-5257. Pres.: William Lucas; Gen. Mgr.: Adele Lucas.
- Delgay Int'l (BMI), 1584 E. 31 St., Cleveland, Ohio 44114. Tel: (216) 861-7286. Pres.: J. R. Gayer.
- Delhi (SESAC), see Willis.
- Delicato (BMI), see Pavanne.
- Delmore (ASCAP), PO Box 2324, Menlo Park, Calif. 94025. Tel: (415) 322-2947. Owner: Cy Cohen.
- Delta Research & Eng'g (ASCAP), see Veytig.
- Demarest, 369 15 St., Norwood, N. J. 07048. Tel: (201) 768-4374. Gen. Mgr.: John Vrolyk.
- Dempsey (BMI), 1314 Ellsworth Ind'l Dr. N.W., Atlanta, Ga. 30318. Tel: (404) 351-5426. Pres. & Gen. Prof. Mgr.: Little Jimmy Dempsey; Gen. Mgr.: Tena Dempsey.  
Branch: 2520 Jonesboro Rd. S.E., B-29. Zip: 30315. Tel: (404) 622-8445.
- Den (BMI), see Claiborne.
- Dena (ASCAP), c/o Julius Lefkowitz & Co., 9171 Wilshire Blvd., Suite 420, Beverly Hills, Calif. 90210. Tel: (213) 275-0111. Contact: Irving Klein.
- Denny (ASCAP), see Cedarwood.
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- Desilu (ASCAP), see Frank.
- Destination (BMI), see World Int'l.
- De Sylva, Brown & Henderson (ASCAP), see Chappell.
- Detec (BMI), 1592 Crossroads of the World, Hollywood, Calif. 90028. Tel: (213) 463-3687. Partners: Alan Ward, Darrell Cotton.  
Detus (ASCAP), see CAM-USA.
- Deutekom (BMI), 4641 66 St., N., St. Petersburg, Fla. 33709. Tel: (813) 544-6009. Pres.: Paul E. Deutekom.
- Devere (ASCAP), see Central Songs.
- Al Dexter Songs (BMI), PO Box 71, Denton, Tex. 76201. Tel: (817) 497-2406. Pres.: Al Dexter; Sec'y-Advisor: Frankie Myers. (administered by Hill & Range).
- Dialogue (BMI), see Tattersall.
- Diamond (BMI), see Mackinac.
- Dick-Hike (BMI), 4926 W. Gunnison St., Chicago, Ill. 60630. Tel: (312) 545-0861/7742. Pres. & Promo.: Raymond G. Peck; VP & Adv.: Ginger Wadipian.  
Affiliate: KRC (ASCAP).
- Jimmy Dickens (BMI), see Cedarwood.
- Dickerman (BMI), 2 Crawford Ln., New Hartford, N. Y. 13413. Tel: (315) 797-1515. Pres. & Treas.: Kenneth S. Hurd.  
Branch: Middletown, Ohio, 3002 Manchester Rd. Zip: 45042.
- Dickson (ASCAP), 140 E. 56 St., New York, N. Y. 10022. Tel: (212) PL 3-6444. Pres.: Dick Manning.
- Dijon (BMI), 7165 W. Sunset Blvd., Hollywood, Calif. 90046. Tel: (213) HO 6-3311. Mgr.: Al Simms.
- Dim Light (BMN), 3163 Poplar Dr., Lynwood, Calif. 90262. Tel: (213) 639-3201, 631-6383. Co-Dirs.: Nick Risi & James Thomas.  
Int'l rep.: CBS Int'l.
- Ding Dong (BMI), see Barton.
- Walt Disney (ASCAP), 800 Sonora Ave., Glendale, Calif. 91201. Tel: (213) 845-3141. Cable: DISNEY. Pres. & Gen. Prof. Mgr.: James A. Johnson; Gen. Mgr.: Rose Camenetti.  
Affiliate: Wonderland (BMI).  
Int'l reps.: Argentina (Julio Korn), Australia (Castle), Brazil (RCA), Canada (Walt Disney), France (Walt Disney Prods.), Germany (Walt Disney Mickey Maus), Israel (Irsazemer), Italy (Curci), Japan (Walt Disney, Shinko), Mexico (Brambila), Scandinavia (Imudico), Spain (His-pavox), United Kingdom (Walt Disney Prods.).
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- Oliver Ditson (ASCAP), see Theodore Presser.
- Dixiana (BMI), see Tracie.
- Dixie Pickers (BMI), PO Box 1645, 14 E. St. S.W., Ardmore, Okla. 73401. Tel: (405) CA 3-1400. Pres. & Gen. Mgr.: Luton Stinson.
- Dobo (BMI), see Metric Music Group.
- Dobro (BMI), PO Box 1122, Port Jervis, N. Y. Tel: (717) 296-6682. Owner: Marlo Ketchum; Mgr. & Bus. Agent: Floyd Ketchum.
- Docborg (BMI), c/o Publishers' Licensing Corp., 40 W. 55 St., New York, N. Y. 10019. Tel: (212) 581-7970. Telex: 224128. Cable: TABA-KURN. Contact: Philip S. Kurnit.
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- Dolly Bee (BMI), 1951 Holmby Ave., Los Angeles, Calif. 90025. Tel: (213) 270-3023. Pres.: George R. Brown.  
Affiliate: Southwest (ASCAP).
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Affiliate: Lion (BMI).  
Int'l reps.: Argentina (Julio Korn), Australia (Acuff-Rose), Belgium (Acuff-Rose), Brazil (Acuff-Rose), Denmark (Acuff-Rose Scandia), France (Acuff-Rose), Germany (Acuff-Rose), Italy (Acuff-Rose), Japan (Shinko), Spain (His-pavox), Switzerland (Acuff-Rose).
- Doney (BMI), 1130 Green Bay Rd., Lake Bluff, Ill. Pres.: Henry E. Doney.  
Affiliate: Lake Forest (ASCAP).
- Donna (BMI), PO Box 113, 6 Carter Pl., Woburn, Mass. 01801. Tel: (617) 933-1474. Pres. & Gen. Mgr.: Frank P. Poppalardo; Gen. Prof. Mgr.: Steve Dinan.  
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- Doppler Ent's. (BMI), 3720 Oakcliff Rd. N.E., Atlanta, Ga. 30005. Tel: (404) 451-4333. Pres.: J. T. Wells; VPs: Carleton Palmer, Stan Reich.
- Doraflo (BMI), 146 W. 54 St., Suite 102, New York, N. Y. 10019. Tel: (212) CI 7-0911. Pres.: Seymour Stein; VP: Richard Gottferrer.  
Int'l branch: England.  
Affiliates: Hugo Square, Plato Muzik, Seal, Sandrich (all BMI).
- Dorsey Bros. (ASCAP), see Music Sales Corp.
- Dotno (BMI), see The Big Seven.
- Double Diamond (BMI), 250 S. Broad St., Philadelphia, Pa. 19102. Tel: (215) PE 5-3234. Owner: John Madara. Admin.: Harry Chipetz.
- Double H (BMI), PO Box 4557, 3973 18 St., Ecorse, Mich. 48229. Tel: (313) 381-9216. Pres.: Felton W. Williams Jr.
- Double-Jon (BMI), Box 385, St. Cloud, Minn. 56301. Pres.: Jon Higginbotham.  
Affiliate: Jon (ASCAP).
- Downey (BMI), 13117 Lakewood Blvd., Downey, Calif. Tel: (213) ME 4-2928. Pres.: W. J. Wenzel.
- Dragonwyck (BMI), c/o David A. Gates, 24905 Eldorado Meadow, Calabasas, Calif. 91302. Tel: (213) 883-4396. Pres.: David A. Gates.
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- Duane (BMI), 382 Clarence Ave., Sunnyvale, Calif. 94086. Tel: (408) 739-6133. Pres.: Garrie E. Thompson; Gen. Mgr.: Clara A. Thompson; Gen. Prof. Mgr.: Duane N. Thompson.  
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- Duchess (BMI), see MCA.
- Dundee (BMI), 1321 W. Seventh St., Clovis, N. M. 88101. Tel: (505) 763-7565. Pres.: Norman Petty.  
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Affiliate: Nor Va Jak (BMI).  
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- Dunwich (ASCAP), see Yuggoth.
- Dusty (BMI), 500 Locust St., Marshall, Tex. 75670. Tel: (214) WE 5-2582. Pres.: A. T. Young.
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- E D M (ASCAP), see Marmor.
- E & M, 2674 Steele, Memphis, Tenn. 38127. Tel: (901) 357-2933. Owner: M. E. Ellis.
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- Don Edgar (BMI), 2312 Jasper, Ft. Worth, Tex. 76106. Tel: (817) MA 6-3448. Owner & Gen. Mgr.: D. D. Edgar.
- Edgewater (BMI), 166 E. Superior, Chicago, Ill. 60611. Tel: (312) 664-6054. Pres.: Peter H. Wright.
- Edison (BMI), see Eden.
- Edmark (BMI), PO Box 594, Ingleside, Tex. Tel: (512) 776-7186. Pres.: Ed Evey; VP: William L. Ellis.  
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- Edville (BMI), PO Box 6906, Ferris, Tex. 75125. Tel: (214) 544-3799. Pres.: Orville Couch.
- Edwards (ASCAP), see American Metropolitan Ent's.
- Egap (BMI), see Leaf.
- Egg (BMI), see Daywin.
- Elkan-Vogel (ASCAP), 1712 Sansom St., Philadelphia, Pa. 19103. Tel: (215) LO 8-7555. Pres.: Adolph Vogel; VP: Bernard Kohn.  
Int'l firms represented: Durand, Hamelle, J. J. H. Lemoinne, Philippe (all France).
- Ellipsis (ASCAP), see Jamie.
- Ellison (BMI), see Robert Lissauer.
- Elmwin (BMI), see Robert Mellin.
- Elvid (BMI), see United Artists.
- Elvitru (BMI), 306 S. 16 St., Wilmington, N. C. 28401. Tel: (919) 763-1007. Pres.: John Lewis Jones; Gen. Mgr.: Joseph R. Frinks; Gen. Prof. Mgr.: James L. Wheeler.  
Affiliates: Irene (BMI), Miracle (BMI).  
Int'l firm represented: Tin Pan Alley (United Kingdom).  
Int'l rep.: Canada (London).
- Em Ru (ASCAP), 64 E. Van Buren St., Chicago, Ill. 60605. Tel: (312) WE 9-7188. Mgrs.: Ruth Kling & Emme Mulis.
- Embassy (BMI), see Music Sales Corp.
- Emperor (BMI), see H. B. Webman.
- Empire (BMI), 3216 44 Ave. S.W., Seattle, Wash. 98116. Tel: (206) WE 5-0059.
- Empire Songs (ASCAP), see Deejay.
- Empress (ASCAP), see Frank.
- Enchanted (ASCAP), see Lesgor.
- Enchantment (BMI), PO Box 234, University Park Branch, Las Cruces, N. M. 88001. Tel: (505) 524-1889. Owner: Emmitt H. Brooks.
- Engelwood (BMI), see A. Schroeder.
- Enlight (ASCAP), 451 N. Canon Dr., Beverly Hills, Calif. Tel: (213) 273-5011.  
Affiliate: Rave (BMI).
- Ensign (BMI), see Famous.
- Epitome (BMI), 507 E. McKellar Ave., Memphis, Tenn. 38106. Tel: (901) 947-1385. Pres.: Bob Catron Jr.; Gen. Mgr.: Earl Catron; VP: Charles Atkins.
- Epp's (BMI), PO Box 9343, Zip: 78204; 735 N. General McMullen Dr., San Antonio, Tex. 78228. Tel: (512) 433-1461. Pres.: A. Epstein; Gen. Mgr.: Pat L. Wilson.  
Affiliate: Senisa (ASCAP).
- Equinox (BMI), 9220 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 273-8016. VPs: John Hill, Jim Morgan.
- Ermal (BMI), see Malick Prod'ns.
- Esprim (BMI), see United International Copyright Representatives.
- Essex (ASCAP), see The Richmond Org. listed under "T".
- Esteem (BMI), see United Artists.
- Etnoc (ASCAP), see Conte.
- Eulenbug Pocket Scores (BMI), see C. F. Peters.
- Excellorec (BMI), 1011 Woodland St., Nashville, Tenn. 37206. Tel: (615) 227-5081. Pres.: John R. Funk; Gen. Mgr. & Exec. VP: B. S. Howell Jr.
- F**
- F E L Church Publ'ns (BMI), 1543 W. Olympic Blvd., Los Angeles, Calif. 90015. Tel: (213) 386-4383. Pres.: D. Fitzpatrick.  
Branch: Chicago, Ill., 22 E. Huron St. Zip: 60611.
- F S B Assocs. (BMI), 2185 Davidson Ave., Bronx, N. Y. 10453. Tel: (212) 298-7319. Pres.: Felix S. Balkin; Gen. Mgr.: Leonard Panessa.  
Affiliates: Cumulus (ASCAP), Temmy (BMI)  
Int'l firm represented: Cielo-Video (Italy).
- Fairlight (BMI), see Pavanne.
- Faithful Virtue (BMI), 1650 Broadway, New York, N. Y. 10019. Tel: (212) 765-2682. Pres.: Charles Koppelman; VP: Don Rubin.  
Branch: Hollywood, Calif., 7033 Sunset Blvd. Publ'g Dir: James Foley.  
Affiliate: Chardon (BMI).
- Fall River (BMI), 200 W. 57 St., New York, N. Y. 10019. Tel: (212) JU 6-6553. Pres.: H. Leventhal.

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- Affiliates: Brownsboro (SESAC), Gazebo (ASCAP), Fame (BMI), 603 E. Avalon Ave., Muscle Shoals, Ala. Tel: (205) 381-0801. Pres.: Rick Hall.
- Famous (ASCAP), 1619 Broadway, New York, N. Y. 10019. Tel: (212) CI 7-8262. Cable: FAMUSIC. VP Business Affairs: Sidney Herman, 1501 Broadway, New York, N. Y. 10036. Tel: (212) BR 9-8700.
- Branch: Hollywood, Calif., 5451 Marathon St. Zip: 90038. Tel: (213) HO 9-2411. Exec. VP & Gen. Mgr.: William R. Stinson; Gen. Prof. Mgr.: Jay S. Lowy.
- Affiliates: Addax (ASCAP), Bruin (BMI), Ensign (BMI), Parabut (BMI), Paramount (ASCAP), Sun Vine (BMI), Vin-Sun (ASCAP).
- Int'l reps.: Canada (Famous-Chappell), Italy (Fama), Japan (Mrs. G. T. Folster & Assocs.), Mexico (Campei), Scandinavia (Carl Gehrman), United Kingdom (Famous-Chappell).
- Favorite Music (ASCAP), see Hugo & Luigi.
- Favorite Publ'rs (ASCAP), see Pavanne.
- Faye (BMI), 53 Public Sq., Leitchfield, Ky. 42754. Tel: (502) 259-4442. Pres.: Bill Springer.
- Fayette (BMI), 3805 Whites Creek Pike, Nashville, Tenn. 37207. Tel: (615) 227-4494. Pres. & Gen. Mgr.: Bob Mooney.
- Feather (BMI), 300 W. 55 St., New York, N. Y. 10019. Tel: (212) 247-2272.
- Fee Bee (BMI), 4517 Wainwright Ave., Pittsburgh, Pa. 15227. Tel: (412) 884-4727.
- Leo Feist (ASCAP), see The Big 3.
- Felicia (BMI), see Leonard Hodges Group.
- Fema (ASCAP), see Crescendo Music Corp.
- Fennario (ASCAP), 71 W. 23 St., New York, N. Y. 10010. Tel: (212) 255-7732. Cable: VANMUSICA. Pres.: Maynard Solomon.
- Affiliate: Ryerson (BMI).
- Fermata Int'l Melodies (ASCAP), Sunset-Vine Tower Bldg., Suite 514, 6290 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) 462-7473. Mgr.: Debora Frenkiel. (Address correspondence c/o Randal Assocs., 4549 Gloria Ave., Encino, Calif. 91316.)
- Affiliate: Bendig (BMI).
- Fiasco (BMI), see Charlbuster.
- Fideree (ASCAP), 3915 Prospect Ave., Hollywood, Calif. 90027. Tel: (213) 663-0798. Pres.: Josef Marais.
- Int'l reps.: Canada (Frank), France (Editions Tropicales), Italy (Frank), United Kingdom (Essex, Frank).
- Fielding (ASCAP), see Gordon.
- Fiesta (BMI), Box 2450, Hollywood, Calif. 90028. Tel: (213) ST 4-2777. Pres.: Max Herman.
- Affiliate: Herman (ASCAP).
- Fifth Avenue (ASCAP), see Ten-East.
- Fifth World (BMI), see 4-Star.
- Figure (BMI), see The Big Seven.
- Fingerlake (BMI), see Shelby Singleton.
- Carl Fischer (ASCAP), 56-62 Cooper Sq., New York, N. Y. 10003. Tel: (212) SP 7-0900.
- J. Fischer & Bros. (ASCAP), Harristown Rd., Glen Rock, N. J. 07452. Tel: (201) 444-2700. Pres.: Eugene Fischer.
- Int'l firm represented: Cary (United Kingdom).
- Fred Fisher (ASCAP), 1619 Broadway, New York, N. Y. 10019. Tel: (212) JU 6-1504. Mgr.: Ada Roeter; Contacts: Dan & Marvin Fisher.
- Affiliates: Danby (BMI), Marvin (ASCAP).
- H. T. FitzSimons (SESAC), 615 N. LaSalle St., Chicago, Ill. 60610. Tel: (312) WH 4-1841. Cable: FITZCO. Pres.: H. T. FitzSimons.
- Five L's (BMI), 432 Main St., Franklin, Tenn. 37064. Tel: (615) 794-7803. Owner: C. Louvin.
- Five State (BMI), PO Box 186, 110 Chippewa, Manistique, Mich. 49854. Tel: (906) 341-2304. Owner: L. L. Davis. (also see Golden).
- Five-West (BMI), see Ten-East.
- Flamingo (ASCAP), see Hill & Range.
- Harold Flammer (ASCAP), 251 W. 19 St., New York, N. Y. 10011. Tel: (212) WA 4-6221. Pres.: Harold Flammer.
- Flanka (ASCAP), see Spanka.
- Flat Town (BMI), PO Box 506, Ville Platte, La. 70586. Tel: (318) 363-2184.
- Flavio (BMI), 1735 N. Vine St., Hollywood, Calif. 90028. Tel: (213) 466-9542. Pres.: Nick Vanoff; VP: Boris Vanoff.
- Flomar (BMI), 254 W. 54 St., New York, N. Y. 10019. Tel: (212) CI 5-2170. Pres.: Florence Greenberg; Gen. Mgr.: Felicia Minei.
- Affiliate: Baby Monica (BMI).
- Int'l firms represented: Vogue (France).
- Int'l reps.: Austria, Germany, Switzerland (all Belmont in Germany).
- Floss (BMI), PO Box 375, Royal Oak, Mich. 48068. Tel: (313) LI 2-2338. Pres.: Wil Simkowitz; Gen. Mgr.: Ed Kaplan.
- Charles Foley (ASCAP), 156 W. 44 St., New York, N. Y. 10036. Tel: (212) MU 2-6248. Pres.: Anthony Scovasso.
- Int'l rep.: B. Schott Sohne (Germany).
- Fontain (BMI), see Jaspas.
- Fontaine (ASCAP), see MCA.
- Forrest Hills (BMI), 1609 Hawkins St., Nashville, Tenn. 37203. Tel: (615) 244-1060. Pres.: Jerry Bradley.
- Affiliate: Roadrunner (BMI).
- Clinton Forsman (BMI), 210 E. Main, Robstown, Tex. 78380.
- Fortress Press, 2900 Queen Ln., Philadelphia, Pa. 19129. Tel: (215) VI 8-6800. Dir.: Leonard Lilyers.
- Fotel (BMI), 1543 W. Olympic, Los Angeles, Calif. 90015. Tel: (213) 386-4383. Pres.: D. Fitzpatrick.
- Branch: Chicago, Ill., 22 E. Huron. Zip: 60611. Tel: (312) 943-9426.
- Four Corners (BMI), 200 Essen Dr., Lafayette, La. 70501. Tel: (318) CE 4-8232. Owner: Roy J. Prelean.
- 4-Star (BMI), 9220 Sunset Blvd., Suite 312, Los Angeles, Calif. 90069. Tel: (213) 278-1780. Pres.: Joe E. Johnson; VP: Dave Burgess.
- Branch: Nashville, Tenn., 806 17 Ave. S., Suite 207, Zip: 37203. Tel: (615) 242-4414. Gen. Mgr.: Bob Jennings.
- Affiliates: Fifth World (BMI), Jat (BMI), Mee Moo (BMI), Taj (ASCAP).
- Int'l reps.: Australia (Palace), Austria (Burlington), Benelux (Palace), Canada (Burlington, Felsted), France & French Union (Palace), Germany (Burlington), Italy (Palace), Rhodesia (Burlington), Scandinavia (Palace in Sweden), South Africa (Burlington), United Kingdom (Palace).
- Four Star TV (BMI), 4030 Radford Ave., North Hollywood, Calif. Tel: (213) 766-4151. Gen. Mgr.: Fred Benson; VP: Alfred Perry.
- Affiliate: BNP (ASCAP).
- XIV (SESAC), see Japalana.
- Fourteenth Hour (BMI), 1721 Field, Detroit, Mich. Tel: (313) LO 7-1343. Pres.: Ted White.
- Branch: New York, N. Y., c/o Andrew Feinman, 424 Madison Ave.
- Fourth Landing (BMI), see Third Story.
- Kim Fowley (BMI), 6000 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) HO 4-0225. Pres.: Kim Fowley. (administered by A. Schroeder.)
- Affiliate: Living Legend (ASCAP).
- Fox Fanfare (BMI), see Twentieth Century.
- Sam Fox (ASCAP), 1841 Broadway, New York, N. Y. 10023. Tel: (212) CI 7-3890. Pres.: Frederick Fox; Gen. Prof. Mgr.: Norman Foley.
- Branch: Hollywood, Calif., 1680 N. Vine St. Zip: 90028. Tel: (213) HO 2-1611. Gen. Mgr.: Harry Fox Jr.
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- Sam Fox Film Rights (ASCAP), see Sam Fox.
- Frabob (BMI), c/o Mietus Copyright Mgmt, 10 E. 44 St., New York, N. Y. 10017. Tel: (212) 661-5520. Owner: Billy Frazier; Admin.: Lenny Mietus.
- Franden (BMI), 1050 N. 46 St., Philadelphia, Pa. 19131. Tel: (215) 877-0169. Pres.: R. F. Selden.
- Frank (ASCAP), 119 W. 57 St., New York, N. Y. 10019. Tel: (212) CO 5-3600. Contact: Bert Haber.
- Affiliates: Andrew, Audubon, Carmichael, Desilu, Empress, Walter Reade, Rinimer, Saunders (all ASCAP).
- Franki, Luray, Va. 22835. Owner: Owen F. Silvius.
- Franklin Street (ASCAP), see Fred Ahlert.
- Frederick (BMI), see Brandom.
- Freeway (BMI), see Central Songs.
- Freyda (BMI), see Paradox Music Group.
- Frost (BMI), see The Big Seven.
- Fuddyduddy (BMI), 6363 Sunset Blvd., Suite 705, Hollywood, Calif. 90028. Tel: (213) HO 7-2151. Pres.: Rosemary Richland; Gen. Prof. Mgr.: Tony Richland.
- Fuller (BMI), PO Box 10513, Tampa, Fla. 33609. Tel: (813) 839-5471. Pres.: Charles Fuller.
- Affiliate: Fulprod (ASCAP).
- Fulprod (ASCAP), see Fuller.

## G

- G B (ASCAP) see Glaser.
- Galaxy (ASCAP), 2121 Broadway, New York, N. Y. 10023. Tel: (212) TR 4-2100. Pres.: John M. Kernochan.
- Affiliate: High Gate Press (BMI).
- This company represents: American Musicological Society, University of Washington Press.
- Int'l firms represented: Elkin, Galliard, Stainer & Bell (United Kingdom); Delrien, Editions Ouvrieres (France).
- Int'l reps.: Germany (Heinrichshofen's).
- Gallegos (ASCAP), PO Box 666, Montebello, Calif. Tel: (213) 728-7553. Pres.: Charles B. Gallegos.
- Affiliate: Sonny Boy (BMI).
- Gallery (BMI), see Ridge.
- Galli (ASCAP), see Hill & Range.
- Al Gallico (BMI), 101 W. 55 St., New York, N. Y. 10019. Tel: (212) JU 2-1368. Pres.: Al Gallico.
- Gallop (BMI), 1640 Poe Ave., Orlando Fla. Tel: (305) 424-7746. Mng. Dir.: William G. Woods.
- Galoshes (ASCAP), see Budd Granoff Prod'ns.
- Ganja (ASCAP), see Manger.
- Garamoni (BMI), 20 N. Wacker Dr., Chicago, Ill. 60606. Tel: (312) CE 6-3632. Contact: John Garamoni.
- Gation (BMI), 1866 Alcatraz Ave., Berkeley, Calif. 94703. Tel: (415) 658-5344. Pres.: Ray Dobard.
- Gatewick (BMI), see Pavanne.
- Gaumont (ASCAP), 7830 Miami View Dr., North Bay Island, Miami Beach, Fla. 33141. Tel: (305) PL 8-6566. Pres.: George P. Hill.
- Tim Gayle Songs (ASCAP), 6376 Yuca St., Hollywood, Calif. 90028. Tel: (213) 463-2151. Owner: Tim Gayle.
- Affiliates: Tim & Pony Gayle Songs (ASCAP), Hi-Fi Songs (BMI), International Songs (BMI), International Tunes (BMI).
- Tim & Pony Gayle Scngs (ASCAP), see Tim Gayle Songs.
- Gazebo (ASCAP), see Falls City.
- Geld-Udell (ASCAP), 200 W. 57 St., New York, N. Y. 10019. Tel: (212) CO 5-2628. Mgrs.: Gary Geld & Peter Udell.
- Affiliate: Applejack (BMI).
- General (ASCAP), 53 E. 54 St., New York, N. Y. 10022. Tel: (212) PL 3-7340. Contact: Paul Kapp.
- Affiliates: Camelot (ASCAP), Joshua (BMI).
- General Words & Music (ASCAP), see Neil A. Kjos.
- GENIUS (ASCAP), 1841 Broadway, Suite 600, New York, N. Y. 10023. Tel: (212) CI 5-3535. Pres.: Daniel N. Crewe.
- Affiliates: Saturday (BMI), Tomorrow's Tunes (BMI). (SEE ADVERTISEMENT.)
- Gentry (ASCAP), 8961 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 273-8345.
- Gerald (BMI), 6831 S. Paxton, Chicago, Ill. 60649. Tel: (312) 324-5594. Pres.: J. Haygood.
- Affiliate: Muriel (BMI).
- Gershwin (ASCAP), see Chappell.
- Gideon (BMI), 1700 Broadway, New York, N. Y. 10019. Tel: (212) CI 5-7010.
- Gigantic (BMI), see Jonvis.
- Gil (BMI), 1650 Broadway, New York, N. Y. 10019. Tel: (212) 245-0110. Cable: PINCUSGIL. Pres.: George Pincus; VPs: Irwin & Lee Pincus.
- Affiliates: George Pincus & Sons (ASCAP), Songfest (ASCAP), Tune Time (BMI).
- Int'l firm represented: Ambassador (United Kingdom).
- Int'l reps.: Germany (Pincusgil Siegel), United Kingdom (Ambassador).
- Girard (ASCAP), 4303 55 St., Woodside, L. I., N. Y. 11377. Tel: (212) 335-5726. Pres.: George Chandler.
- Glaco (SESAC), see Glaser.
- Glad (BMI), 316 E. 11 St., Houston, Tex. 77008. Tel: (713) UN 1-3630. Pres. & Mgr.: H. W. Daily.
- Affiliates: Raydee (SESAC), Starrite (BMI).
- Int'l rep.: United Kingdom (Burlington, Glad only).
- Glad-Hamp (ASCAP), 165 W. 46 St., New York, N. Y. 10036. Tel: (212) PL 7-8486. Gen. Mgr.: Bill Titone.
- Affiliate: Swing & Tempo (BMI).
- Gladys (ASCAP), see Hill & Range.
- Glamorous (ASCAP), see Helios.
- Glaser (BMI), 801 16 Ave. S., Nashville, Tenn. 37203. Tel: (615) 244-5133. Pres.: Tompall Glaser; VP: Chuck Glaser; Sec'y-Treas.: Jim Glaser.
- Affiliates: GB (ASCAP), Glaco (SESAC).
- Glenbrook (ASCAP), see American Metropolitan Ents.
- Glenn (BMI), see Mac Arthur.
- Jonathan Glenn (BMI), see Budd Granoff Prod'ns.
- Go-Mo (ASCAP), see World Int'l.
- Gold Clef (BMI), PO Box 43, Chester, Pa. 19016. Pres.: Alexander Czarenko.
- Goldberg (BMI), 163 Congdon St., Providence, R. I. 02906. Tel: (401) 272-7045. Pres.: Harris Goldberg.
- Branch: New York, N. Y., 327 E. 13 St.—Putney, Vt., PO Box 341. Zip: 05346.
- Affiliate: Herbecide (BMI).
- Golden (ASCAP), PO Box 2544, Baton Rouge, La. Tel: (504) 665-8423. Pres.: Ebb K. Harrison Sr.
- Affiliates: Eady (BMI), Five State (BMI), Sano (BMI).
- Golden City (BMI), 1345 Third Ave., New York, N. Y. 10021. Tel: (212) 628-7003. Bd. Chm.: Ray Hirsch.
- Golden State (BMI), see Starday.
- Golden Valley (SESAC), 1526 N. Wilcox Ave., Hollywood, Calif. 90028. Tel: (213) HO 9-1527. Pres.: Hal Southern; Gen. Mgr.: W. O. Fleener.
- Affiliate: Val-Dare (BMI).
- Golden Voice (BMI), 700 W. Main St., South Pekin, Ill. 61564. Tel: (309) 348-3112. Pres.: Jerry Milam.
- Goldmont (BMI), 726 16 Ave. S., Nashville, Tenn. 37203. Tel: (615) 254-3725. Contacts: J. William McInturff, Frank X. Finke.
- Michael H. Golden (ASCAP), see Criterion.
- Golo (BMI), see Lois.
- Gomba (BMI), 15867 Schaefer, Detroit, Mich. 48203. Tel: (313) 837-5255. Pres.: Harry Balk.
- Good Sam (BMI), see Rondor Group.
- Gopam Ents., 119 W. 57 St., New York, N. Y. 10019. Tel: (212) 245-2488. Pres.: John Levy.
- Branch: Los Angeles, Calif., 8467 Beverly Blvd. Zip: 90048.
- Affiliates: Arveneg (BMI), Jodax (BMI), Margenia (BMI), Newroads (BMI), Semanya (BMI), Taggie (BMI), Upam (BMI), Zawinul (BMI).

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- Gordon (BMI), 9601 Wilshire Blvd., Suite 6, Beverly Hills, Calif. 90210. Tel: (213) 275-4670. Pres.: David M. Gordon; Gen. Mgr.: Mel Gordon.
- Affiliates:** Dave Bernie (ASCAP), Fielding (ASCAP), Jebby (ASCAP), Littlefield (ASCAP), Marlen (ASCAP), Sunshine (BMI), Tor (ASCAP). **Int'l firms represented:** Curci (Italy), Mrs. G. T. Folster & Assocs. (Japan), Peter Maurice (United Kingdom).
- Gorman (BMI), see N. A. Busillo.
- Gower (BMI), see Screen Gems-Columbia.
- Gramitto (BMI), see Spanka.
- Gramophone (ASCAP), Box 921, Beverly Hills, Calif. 90213. Tel: (213) 276-2726. Pres.: Oliver Berliner; Gen. Mgr.: Michelle Danielle. **Branches:** see Hall of Fame. **Affiliate:** Hall of Fame.
- Int'l reps:** Argentina (Julio Korn), Europe (Edwin H. Morris/Chappell), Mexico (Brambila), Venezuela (Vicari).
- Grand (ASCAP), 1619 Broadway, New York, N. Y. 10019. Tel: (212) CO 5-4753.
- Granite (ASCAP), see Criterion.
- Budd Granoff Prod'ns, 315 W. 57 St., Suite 2C, New York, N. Y. 10019. Tel: (212) CI 7-7230. Mgr.: Budd Granoff.
- Affiliates:** Anvil (ASCAP), Galoshes (ASCAP), Jonathan Glenn (BMI), Neal Hefti (ASCAP), International Korwin (ASCAP), International Pauline (ASCAP), Jonathan (ASCAP), Lucky Oggie (BMI), MAB (ASCAP), Maltese (BMI), PJA (ASCAP), Pine Knob (BMI).
- H. W. Gray (ASCAP), 159 E. 48 St., New York, N. Y. 10017. Tel: (212) PL 5-4323. Pres.: Donald H. Gray.
- Int'l firms represented:** Bornemann (France).
- Great Boo (BMI), see Third Story.
- Great World, 881 Humboldt, Chico, Calif. 95926. Tel: (916) 342-0629. Owners: O. Krautz, J. H. Smith.
- Green Grass (BMI), 1007 17 Ave. S., Nashville, Tenn. 37202. Tel: (615) 256-6161. Mng. Partner: Curly Putman.
- Affiliate:** Tree (BMI).
- Greenback (BMI), 178 Roberta Dr., Hendersonville, Tenn. 37075. Tel: (615) 824-8966. Pres.: Casey Anderson.
- Greenbar (ASCAP), 600 Madison Ave., New York, N. Y. 10022. Tel: (212) 421-8415. Pres.: Ben Barton.
- Affiliate:** Charm (BMI).
- Greenleaf (ASCAP), see Budd.
- Greenlight (BMI), 1619 Broadway, New York, N. Y. Tel: (212) 246-8817. Pres.: Bob Feldman.
- Greenwich (ASCAP), 8300 Santa Monica Blvd., Hollywood, Calif. 90069. Tel: (213) 656-7711. Prof. Mgr.: Dorothy D. Rupe.
- Greenwood (BMI), see World Library.
- Gremlin (BMI), Box 14583, Houston, Tex. 77021. Tel: (713) WA 6-1795, JA 9-3665. Owner: Fred Carroll.
- Affiliate:** Scribble (BMI).
- Gretober (BMI), see Hill & Range.
- Grocolla Ents. (BMI), see The Big Seven.
- Groovesville, 19767 Ardmore, Detroit, Mich. 48235. Tel: (313) 345-4988. Pres.: Don Davis.
- Grosvenor House (ASCAP), PO Box 1563, Hollywood, Calif. 90028. Tel: (213) 876-2403. Pres.: Art Benson.
- Affiliate:** Star Tunes (BMI).
- Int'l rep:** Sweden (Manu).
- Growl (BMI), see LF Music Group.
- Gulfstream (ASCAP), 5614 Taylor St., Hollywood, Fla. Tel: (305) YU 3-6082. Pres.: Vincent Fiorino.
- Gyrus (ASCAP), see The Big Seven.
- H**
- H I A (ASCAP), see Holiday Inn.
- H & L (BMI), see Hugo & Luigi.
- H W S (ASCAP), see Big Shot.
- Hall-Clement (BMI), PO Box 1026, 802 18 Ave. S., Nashville, Tenn. 37202. Partners: William G. Hall & Jack H. Clement.
- Hall of Fame (BMI), Box 921, Beverly Hills, Calif. 90213. Tel: (213) 276-2726. Pres.: Oliver Berliner; Gen. Mgr.: Francis J. Ernest. **Branches:** Las Vegas, Nev., 5168 Wilbur Dr. Tel: (702) 736-3543. Gen. Mgr.: George Hernandez. Gen. Prof. Mgr.: Chano Maffinez—New York, N. Y., Box 386, Ansonia Sta. Zip: 10023. Tel: (212) 799-3148. Gen. Mgr.: Bellisario Lopez.
- Affiliate:** Gramophone (ASCAP). **Int'l firms represented:** Brambila (Mexico), Campe (Mexico), Hnos. Marques (Mexico), Musicabana (Cuba), Vicari (Venezuela).
- Int'l reps:** Argentina (Korn), Asia (Morris/Chappell), Europe (Morris/Chappell), Mexico (Brambila), Venezuela (Vicari).
- Halnick (BMI), 938 E. Broadway, Newport, Tenn. 37821. Tel: (615) 623-9194. Pres.: Hal R. McGaha; Gen. Mgr.: Nick Green.
- Halseon (ASCAP), see Cannette.
- Hampstead, see Pavanne.
- Hancock (BMI), 202 Riverside Dr., New York, N. Y. 10025. Tel: (212) 749-0900. Pres.: Herbert J. Hancock.
- Hankbee (BMI), 1619 Broadway, Rm. 503, New York, N. Y. 10019. Tel: (212) PL 7-2695. Gen. Mgr.: Henry Boye.
- Charles H. Hansen (ASCAP), 1824 West Ave., Miami Beach, Fla. 33139. Tel: (305) JE 2-5461.
- Har-Bock (BMI), see Metric Music Group.
- Haral Recs. (BMI), S.E. Corner 30 & Thompson Sts., Philadelphia, Pa. 19130. Tel: (215) PO 5-4300. Pres.: Albert Melnick.
- Hargail (ASCAP), 157 W. 57 St., New York, N. Y. 10019. Tel: (212) CI 5-7246. Cable: HARGAILMUS. Pres.: Harold Newman. **Int'l firm represented:** Hug (Switzerland). **Int'l rep:** United Kingdom (A. A. Kalmus).
- Harmonia Edition (BMI), see C. F. Peters.
- Harms (ASCAP), see Warner Bros.-Seven Arts.
- T. B. Harms (ASCAP), see Chappell.
- Charles K. Harris (ASCAP), see Southern.
- Hartfordite (BMI), 7 S. Main St., West Hartford, Conn. Tel: (203) 236-4439. Contacts: Irv Jeffries & Merrill Doucette.
- Harvard (BMI), see Ivan Mogull.
- Harwin (ASCAP), see Edwin H. Morris.
- Hastings (BMI), see The Big 3.
- Hatful O' Tunes (BMI), PO Box 1303, Madison, Wis. 53701. Tel: (608) 256-1670. Pres.: D. A. Olson.
- Hatts (BMI), see Third Story.
- Hauge, 434 49 St., Oakland, Calif. 94609. Tel: (415) 652-5308. Pres.: Norman Hauge.
- Hawaii (BMI), see MCA.
- Hawaiian, PO Box 2061, 910 Alakea St., Honolulu, Hawaii 96805.
- Hawthorne (ASCAP), see Select.
- Haymarket (BMI), 6290 Sunset Blvd., Suite 1003, Hollywood, Calif. 90028. Tel: (213) 466-4265.
- Heads Up (BMI), PO Box 1832, 754 Dalzell St., Shreveport, La. 71102. Tel: (318) 422-7376. Gen. Mgr.: DICK Martin.
- Heart of the Hills (BMI), c/o Crawford Ent., 103 Vee Belt Dr., Hendersonville, Tenn. 37075. Tel: (615) 824-9048. Pres. & Gen. Prof. Mgr.: Bill C. Crawford.
- Branch:** San Antonio, Tex., 130 Motel Dr. Tel: (512) ED 3-1756.
- Affiliate:** Silver Lake (BMI).
- Int'l rep:** thru Pamper, Goodlettsville, Tenn.
- Heart Warming (BMI), see John T. Benson.
- Neal Hefti (ASCAP), see Budd Granoff Prod'ns.
- Heights (BMI), 4501 University Ave., N.E., Minneapolis, Minn. 55421. Tel: (612) 560-7847. Pres.: Ron Gary; VP: F. Herman Halfmann.
- Helios (BMI), 1619 Broadway, Rm. 604, New York, N. Y. 10019. Tel: (212) LT 1-0280. Pres.: Claus Ogerman.
- Affiliates:** Glamorous (ASCAP), Monsapac (BMI).
- Hemmar Press (ASCAP), 373 Park Ave. S., New York, N. Y. 10016. Tel: (212) MU 6-4147. Cable: PETERSEDIT. Pres.: W. Hinrichsen. (administered by C. F. Peters).
- Int'l branches:** England, Germany, Switzerland.
- Heno (BMI), Pres.: Oscar Jackson, see La Salle.
- Herbicide (BMI), see Goldberg.
- Heritage (ASCAP), see Lorenz.
- Heritage (SESAC), see Ashley.
- Herman (ASCAP), see Fiesta.
- Heuwekemeijer Chamber Music (ASCAP), see C. F. Peters.
- Hi-Count (BMI), 1700 Broadway, New York, N. Y. 10019. Tel: (212) CI 5-7010.
- Hi-Fi Songs (BMI), see Tim Gayle Songs.
- Hickory Hollow (BMI), PO Box 215, Gallatin, Tenn. 37066. Pres.: Benny Williams.
- High Gate Press (BMI), see Galaxy.
- Highlight (BMI), see Top-Hit.
- Highwood (BMI), see MCA.
- Hildarose (BMI), 2110 Hildarose Dr., Silver Spring, Md. 20902. Tel: (301) 589-2068. Contact: J. D. Lauterbach.
- Hill & Range (BMI), 241 W. 72 St., New York, N. Y. 10023. Tel: (212) 724-9500. Cable: HILLSONGS. Gen. Prof. Mgr.: Freddy Bienstock. **Affiliates:** Aberbach (BMI), Affiliated (BMI), Alamo (ASCAP), Anne-Rachel (ASCAP), Ark-La-Tex (BMI), Atzal (BMI), Bennie Benjamin (ASCAP), Bigtop (BMI), Brenner (BMI), Brittany (BMI), Canford (BMI), Reg Connelly (ASCAP), Charles N. Daniels (ASCAP), Dolfi (ASCAP), Flamingo (ASCAP), Gallii (ASCAP), Gladys (ASCAP), Gretober (BMI), Home Folks (BMI), Charles Emmerich Kalman (ASCAP), Kentucky (BMI), Marizona (BMI), Marty's (BMI), Noma (BMI), Plan Two (ASCAP), Elvis Presley (BMI), Progressive (BMI), Quintet (BMI), Rio Grande (BMI), Rosarita (ASCAP), Rumbalero (BMI), St. Louis (BMI), Second (ASCAP), Show (BMI), Sigma (ASCAP), Slamina (BMI), Hank Snow (BMI), Southwind (BMI), Ernest Tubb (BMI), Valley (BMI), Bob Willis (BMI).
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- Hilo (BMI), 639 Madison Ave., Memphis, Tenn. 38103. Tel: (901) 527-2614. Mgr.: Knox Phillips.
- Hinrichsen Edition (BMI), see C. F. Peters.
- Hirich (BMI), 6311 Yuca St., Hollywood, Calif. 90028. Tel: (213) 462-1133. Owner & Gen. Mgr.: Gerry Hibbs.
- Affiliate:** Joger (ASCAP).
- Hitsburgh (BMI), 157 Ford Ave., Gallatin, Tenn. 37066. Tel: (615) 452-1479/3900. Pres.: Harold Gilbert; Gen. Mgr.: Marcus Scott; Gen. Prof. Mgr.: Bobby Brinkley.
- Hitway (BMI), see Blue Book.
- Hob (BMI), see B&B.
- Hob & Nob (BMI), 158 W. 15 St., Suite 2D, New York, N. Y. 10011. Tel: (212) AL 5-7214. Gen. Mgr.: LeRoy De Gregory.
- Int'l reps:** Belgium (Dancing), Germany (Belmont).
- Hobo (BMI), 3363 Wilson Ave., Bronx, N. Y. 10469. Tel: (212) 654-4308. Pres.: Herbert R. Spigner.
- Leonard Hodes Group, 1780 Broadway, Suite 1200, New York, N. Y. 10019. Tel: (212) JU 6-0923. Telex: 224037. Cable: LENHODES. Contact: Leonard Hodes.
- Affiliates:** Concertone Songs (ASCAP), Felicia (BMI), Spectorious (BMI).
- Hodolog (BMI), PO Box 2233, Berkeley, Calif. 94703. Tel: (415) 548-1513. Mgr.: Ed Denson.
- Holiday Inn (BMI), 3796 Lamar Ave., Holiday City Sta., Memphis, Tenn. 38118. Tel: (901) 363-5606, 527-2614. Pres.: Sam C. Phillips; Gen. Mgr.: Bill Fitzgerald; Nat'l Sales Dir.: Jud Phillips Sr.; Regional Sales & Promo. Dir.: Jud Phillips Jr.
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- Hollis (BMI), see The Richmond Org. listed under "T."
- Hollyvale (BMI), see Mootunes.
- Hollywood Songs (ASCAP), see Sam Fox.
- Holyoke (BMI), 66 Elmwood Ave., Holyoke, Mass. 01040. Tel: (413) 536-1793. Mgr.: Walter J. Gonet Jr.
- Affiliate:** Walnut (BMI).
- Home Folks (BMI), see Hill & Range.
- Hometown (ASCAP), 1650 Broadway, New York, N. Y. 10019. Tel: (212) 478-5590. Pres.: Sidney Prosser.
- Affiliate:** Village (BMI).
- Honeycomb (ASCAP), 9220 Sunset Blvd., Suite 224, Los Angeles, Calif. 90069. Tel: (213) 273-8016. Mgrs.: Ray Harris, Seymour Heller.
- Hookshot (BMI), 2453 Aldrich Ave., S., Minneapolis, Minn. 55405. Tel: (612) 374-3062. Owner: Harley Toberman.
- Hope (ASCAP), 5707 W. Lake, Chicago, Ill. 60644. Tel: (312) CO 1-3021. Pres.: G. H. Shorney.
- Hope-A-Hit (BMI), 1105 St. Charles Rd., Lombard, Ill. 60148. Tel: (312) 629-6990. Pres.: Jerry Wooters.
- Horizon (BMI), 1619 Broadway, New York, N. Y. 10019. Tel: (212) CI 7-2904. Pres.: R. Flsher.
- Hornet (BMI), see Shelby Singleton.
- Hornsby (BMI), PO Box 7532, Houston, Tex. 77007. A&R Rep.: Ezzard Topps; Promo.: J. D. Horn.
- Horttor (BMI), 313 El Tejon Ave., Oildale, Calif. 93308. Tel: (805) 399-9028. Owner: Robert L. Horttor.
- Hot Breeze (BMI), 2600 N. Corlies St., Philadelphia, Pa. 19132. Tel: (215) BA 5-0661. VPs: Evelyn Ross, Jim Steward; Mgr.: Eugene Castleberry. (see Bacone & Sons).
- Hot Shot (BMI), see Big Shot.
- Jack Howard (BMI), see Arcade.
- Huckleberry (BMI), 1680 N. Vine St., Hollywood, Calif. 90028. Tel: (213) 469-4777. Owner: Kenneth M. Sawyer.
- Hugo & Luigi (ASCAP), 1619 Broadway, New York, N. Y. 10019. Tel: (212) 265-1626. Contacts: Hugo & Luigi.
- Affiliates:** Atrium (ASCAP), Favorite Music (ASCAP), H&L (BMI), Next Day (ASCAP), United (ASCAP).
- Hugo Square (BMI), Pres.: Peter Steinberg, see Doraflo.
- Humphries & Son (BMI), 3116 Drexel St., Shreveport, La. 71108. Tel: (318) 635-6354. Owners: DeWitt C. & Maylon D. Humphries.
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- Husky (BMI), 806 16 Ave. S., Nashville, Tenn. 37203. Tel: (615) 244-2428. Pres.: Ferlin Husky; Gen. Mgr.: Hubert Long.
- I**
- I T C O (BMI), 423 S. 16, Quincy, Ill. 62301. Tel: (217) 223-7346. Pres.: Fred Tiekens; VP: Jack Inghram.
- Iberia (BMI), see Morro.
- Ichabod (BMI), see Worthy.
- Il Gatto (BMI), 639 Madison Ave., Memphis, Tenn. 38103. Tel: (901) JA 5-6563. Cable: LAGATTO. VP & Gen. Counsel: Harold C. Streibich; Gen. Mgr.: Dickey Lee.
- Immediate (BMI), 1700 Broadway, New York, N. Y. 10019. Tel: (212) CI 5-7010.
- Impression (BMI), 19 Southland Dr., Glen Gove, L.I., N.Y. 11542. Tel: (516) OR 6-8150. Pres.: Gene L. Moretti.
- Impromptu Tunes (BMI), 3201 Frances, Glendale, Calif. 91214. Tel: (213) 248-0346. Pres.: Howard E. Fisher; VP & Gen. Mgr.: Joan Fisher.
- Inner-Glo (BMI), 15 S. Washington St., Emporia, Kan. 66801. Tel: (316) DI 2-7769. Owner: Mrs. Nettie M. Dawson.
- Inquiry (BMI), 1700 Broadway, New York, N. Y. 10019. Tel: (212) CI 5-7010.
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- Insight (BMI), 507 E. McKellar, Memphis, Tenn. 38106. Tel: (901) 947-1385. Pres.: Maurice Simpkins; Gen. Mgr.: Earl Catron; Gen. Prof. Mgr.: Bob Catron Jr.
- Branch:** Chicago, Ill., 3841 S. Park, Suite 353. Zip: 60639. Tel: (312) VI 6-9450. Gen. Mgr.: Bo Simpkins.
- Insurance (BMI), 711 W. 60 St., Chicago, Ill. 60621. Tel: (312) 225-8787. Pres.: William C. Tyson.
- Integra Prod'ns (BMI), 226 N. Seventh St., Allentown, Pa. 18102. Tel: (215) 432-0042. Pres.: Buddy Merrill; VP & Gen. Mgr.: Gary Samson.
- Integrity (ASCAP), 2 W. 46 St., New York, N. Y. 10036. Tel: (212) JU 6-5577. Pres.: Jack Wolf.
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- International Korwin (ASCAP), see Budd Granoff Prod'ns.
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Isalee (BMI), c/o Mietus Copyright Mgmt., 10 E. 44 St., New York, N.Y. 10017. Tel: (212) 661-5520. Pres.: Chuck Berry; Admin.: Lenny Mietus.  
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Iza (BMI), see Eden.

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Affiliate: Madelon (BMI).  
Jabber (ASCAP), 850 Seventh Ave., New York, N. Y. 10019. Tel: (212) 581-5120. Partners: Fred Barr & Anthony Costa; Gen. Mgr.: George Levy.  
Branch: Caldwell, N. J., 375 Bloomfield Ave. Affiliate: Jitters (BMI).  
Jac (ASCAP), see Fred Ahlert.  
Jack (BMI), PO Box 1333, 802 18 Ave. S., Nashville, Tenn. 37202. Tel: (615) 242-5685. Pres.: Jack Clement.  
Jaclyn (ASCAP), see Moonfunes.  
Jaep (BMI), see Dick James.  
Jake-Carl (BMI), 744 N. Main St., Opelousas, La. Tel: (318) 942-7092. Owner: Jake Graffagnino.  
Jalynne (BMI), 1449 S. Michigan, Chicago, Ill. 60605. Tel: (312) 427-0828. Pres.: Carl H. Davis.  
Branch: Philadelphia, Pa., 2203 Spruce St. Contact: Irv Nahan.  
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James Boy (BMI), 1032 Walnut St., Norristown, Pa. 19401. Tel: (215) 272-1703. Pres.: Jesse James.  
Dick James (BMI), 1780 Broadway, Suite 1200, New York, N. Y. 10019. Tel: (212) JU 6-0923. Cable: LENHODES. Telex: 224037. Contact: Leonard Hodes.  
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Jamf (BMI), see The Big Seven.  
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Affiliates: Bee Cool (BMI), Blockbuster (BMI), Dandelion (BMI), Ellipsis (ASCAP), Nujac (BMI), Pentagon (BMI).  
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Affiliate: Monona (BMI).  
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Jangar (BMI), 7025 Claire Ave., Reseda, Calif. 91335. Tel: (213) 343-5764. Pres.: Jay Bonner.  
Janon (ASCAP), see Mayhew.  
January (BMI), see A. Schroeder.  
Jarb (BMI), see Tune-Kel.  
Jaspar (BMI), 852 Elm St., Manchester, N. H. 03101. Tel: (603) 623-9749, 624-1990. Cable: W&G. Mng. Dir.: James N. Parks.  
Int'l branch: Canada.  
Affiliates: Alfre, Angelica (GEMA), Banff (BMI), Caprice (BMI), Cecilia (BMI), Fontain (BMI), Melbourne (ASCAP), Rodeo (BMI), Whitecap (BMI), Woamera (APRA).  
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Jay Gee (BMI), see Jerry Blaine.  
Jay Jay (BMI), 79 W. Monroe St., Chicago, Ill. Tel: (312) ST 2-9035. Contact: Walter Jay.  
Affiliate: Walters (ASCAP).  
Jay Six (BMI), 1136 Columbus Ave., Boston, Mass. 02120. Tel: (617) 445-3550. Pres.: Jack Sager.

Jazztown (BMI), 7129 Foch Rd., New Orleans, La. 70126. Tel: (504) 242-8962. Pres.: James A. Migliaccio; VP: Joyce Harris.  
Jebby (ASCAP), see Gordon.  
Jec (BMI), 308 Poplar Ave., Memphis Tenn. Tel: (901) 525-6348. Contact: J. Cuoghi.  
Jema (BMI), 4530 Market St., Oakland, Calif. Tel: (415) 527-1932. Pres.: Jesse Mason Jr.; Gen. Mgr.: Sherlie Matthews.  
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Jenny (ASCAP), see Tattersall.  
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Affiliates: XIV (SESAC), Print (ASCAP).  
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Jeststar (BMI), see Abnak.  
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Jo-Al (ASCAP), see Shoestring.  
Jobete (BMI), Motown Cir., 2457 Woodward Ave., Detroit, Mich. 48201. Tel: (313) 965-9250. Gen. Mgr.: Archie Levington.  
Affiliate: Stein & Van Stock.  
Int'l firms represented: Argentina (RCA), Australia (Castle), Brazil (Irmãos Vitale), Denmark (IMUDICO), France (Agence Musicale Internationale), Germany (Aberbach), Italy (RCA Italiana), Japan (Taiyo), Mexico (Grever Int'l), Netherlands (Impala Basart), Spain (RCA Espanola), Sweden (Reuter & Reuter), United Kingdom (Carlin).  
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Joshua (BMI), see General.  
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Affiliates: Dakar (BMI), Jalynne (BMI).  
Juarez (BMI), see Shan-Todd.  
Judith (ASCAP), see N. A. Busillo.  
J. J. Jules Ents., 485 Ft. Couch Rd., Pittsburgh, Pa. 15228. Tel: (412) 835-4220, 892-2288. Owner: Julius Jules Kruspir.  
Affiliates: Jules-Tone (BMI), Julesco (ASCAP).  
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Just (BMI), 1560 Broadway, New York, N. Y. Tel: (212) JU 2-2975. Pres.: Robert Schwartz; Gen. Mgr.: Ernie Maresca.  
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## K

K-D (BMI), 515 Shipley St., Wilmington, Del. 19801. Tel: (302) 654-8246. Pres.: H. Edwin Kennedy.  
K R C (ASCAP), see Dick-Hike.  
Kags (BMI), 1700 Broadway, New York, N. Y. 10019. Tel: (212) CI 5-7010.  
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Kalmann (ASCAP), 300 Farwood Rd., Philadelphia, Pa. 19151. Tel: (215) MI 2-2980. Mgr.: Kal Mann.  
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Kangaroo (ASCAP), 302 E. Dewey Ave., San Gabriel, Calif. 91776. Tel: (213) 288-5435. Owners: Les & Toni Kangas.  
Les Kangas (BMI), 302 E. Dewey Ave., San Gabriel, Calif. 91776. Tel: (213) 288-5435.  
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Karelo, 3215 Ave. H, Brooklyn, N. Y. 11210. Tel: (212) UL 9-8116/8550. Pres.: Karen E. Klein; Exec. VP: Lois J. Klein.  
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Edward Kassner (ASCAP), see American Metropolitan Ents.  
Kay-Jo (BMI), 67 Sylvan Rd., Port Chester, N.Y. 10573. Tel: (914) WE 9-6055. Pres.: R. F. Catalano.  
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Keel (BMI), PO Box 248, Patterson, N. Y. 12563. Pres.: William Kaslin; Gen. Mgr.: Bea Kaslin.  
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Affiliates: Country Star (ASCAP), Process (BMI).  
Kelton (ASCAP), 60 Mechanic St., New Rochelle, N.Y. 10801. Tel: (914) NE 3-6059. Pres. & Gen. Mgr.: H. J. Lengsfelder.  
Kemfe (BMI), 850 Seventh Ave., Suite 305, New York, N. Y. 10019. Tel: (212) 245-8979. Exec. Dir.: Max King.  
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Kendor (SESAC), Main & Grove Sts., Delevan, N. Y. 14042. Tel: (716) 492-1254. Pres.: Arthur W. Dedrick.  
Affiliates: Almitra (ASCAP), Dedrick Bros. (BMI).  
Kendra (BMI), Rt. 3, Anoka, Minn. 55303. Tel: (612) 421-8073. Contacts: Alan & Joyce Holfer.  
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Kenwood (BMI), c/o Louis Zinman, 135 E. 44 St., New York, N. Y. 10017. Tel: (212) YU 6-5414. Cable: SAUNLAW. Pres.: Jeffrey S. Kruger.  
Affiliate: Hillbrow (ASCAP).  
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Int'l rep.: United Kingdom (Florida Music Group).  
KESSLER (BMI), 717 Carson Ave., La Junta, Colo. 81050. Tel: (303) 384-2421. Sales Rep.: Horace A. Kessler. (SEE ADVERTISEMENT.)  
King (SESAC), see Clef.  
King Fitness (BMI), see A. Schroeder.  
Robert King, 7 Canton St., North Easton, Mass. 02356. Owner: Robert D. King.  
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Me N-U (BMI), see The Big Seven.

Meager (BMI), see LF Music Group.

Medal (BMI), 242 W. 76 St., New York, N. Y. 10023. Tel: (212) CI 6-3594. Pres.: Herb Abramson.

Medallion Songs (ASCAP), see National Music Corp. of N. J.

Mee Moo (BMI), see 4-Star.

Melark (BMI), Box 138, Heber Springs, Ark. 72543. Tel: (501) AL 1-3219. Pres. & A&R: Melvin Endsley.

Melbourne (ASCAP), see Jaspas.

Mellin (BMI), see Robert Mellin.

Judy Mellin (ASCAP), see Robert Mellin.

Robert Mellin (BMI), 1650 Broadway, Rm. 611, New York, N. Y. 10019. Tel: (212) PL 7-3287. Cable: MELLINMUS. Pres.: Robert Mellin.

Affiliates: Algonquin (BMI), Elmwin (BMI), Keetch, Caesar & Dino (BMI), Mellin (BMI), Judy Mellin (ASCAP), Robert (ASCAP), Sherwin (ASCAP).

Int'l rep.: United Kingdom (Robert Mellin).

Melody House (BMI), 958 W. Edgemont Dr., San Bernardino, Calif. 92405. Tel: (714) 882-6796. Owner: Bill Belman.

Int'l Reps.: Worldwide exclusive of U. S. & Canada (CBS Int'l in New York, N. Y.).

Melody Lane (BMI), see Southern.

Meloney (BMI), 1124 Shelton Ave., Statesville, N. C. 28677. Tel: (704) ST 2-4211. Gen. Mgr.: Joe Beaver.

Melrose (ASCAP), see Edwin H. Morris.

Melstan, 447 N. 60 St., Philadelphia, Pa. 19151. Tel: (215) 474-3388. Pres.: Joseph Stevenson.

Melva (BMI), see World Int'l.

Memnon (ASCAP), PO Box 84, Glen Cove, N. Y. 11542. Tel: (516) 676-6753. Pres.: Chris Matthews.

Affiliate: Cantus (BMI).

Memory Lane (BMI), see Larry Spier.

Mendocino (BMI), 989 S. Madison Ave., Pasadena, Calif. 91106. Tel: (213) 793-6697. Pres.: Ned R. Herzstam.

Mention (BMI), 509 Madison Ave., Suite 812, New York, N. Y. Tel: (212) 421-4540. Pres.: Phyllis Fairbanks; VP: Chef Gierlach; Mgr.: V. Melville.

Merclaire (ASCAP), c/o Publishers' Licensing Corp., 40 W. 55 St., New York, N.Y. 10019. Tel: (212) 581-7970. Telex: 224128. Cable: TABA-KURN. Contact: Philip S. Kurnit.

Mercury (SESAC), 17 W. 60 St., New York, N. Y. 10023. Tel: (212) JU 2-6160. Pres.: Milton Feist. (see Theodore Presser).

Affiliates: Beekman (ASCAP), Merrymount (BMI).

Merion (BMI), see Theodore Presser.

Merlin (BMI), 1700 Broadway, New York, N. Y. 10019. Tel: (212) JU 6-3120.

Merpine (BMI), c/o Publishers' Licensing Corp., 40 W. 55 St., New York, N.Y. 10019. Tel: (212) 581-7970. Telex: 224128. Cable: TABA-KURN. Contact: Philip S. Kurnit.

Merrie-Making Music (BMI), 4566 St. Andrews Rd., Oakland, Calif. 94605. Tel: (415) 562-3332. Pres.: Shelley Feinberg; VP: Dale Roe; Promo: Tim Gaule.

Merrymount (BMI), see Mercury & Theodore Presser.

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Mesquite (ASCAP), see Edwin H. Morris.  
 Meteorion (BMI), 850 Seventh Ave., New York, N. Y. 10019. Tel: (212) 582-2934. Cable: ORION-CORP. Mgr.: Mrs. Brigitta Peschko. Affiliates: Multitone (ASCAP).  
 Metric (BMI), see Metric Music Group.  
 Metric Music Group, 1556 N. La Brea Ave., Hollywood, Calif. 90028. Tel: (213) 462-6773. Cable: METRIMUS. Gen. Mgr.: Mike Gould; Prof. Mgr.: Mac Davis.  
 Branch: New York, N. Y., 1776 Broadway. Tel: (212) 765-2070. Eastern Rep.: Randy Irwin.  
 Affiliates: Asa (ASCAP), Blue Horizon (BMI), Cornerstone (BMI), Dobo (BMI), Har-Bock (BMI), Metric (BMI), Minit (BMI), Post (ASCAP), Travis (BMI), West Coast (ASCAP).  
 Int'l branches: Germany, United Kingdom.  
 Mexican Music Centre (ASCAP), 26-30 W. 60 St., New York, N. Y. 10023. Tel: (212) 582-5705. Cable: MUSIMEX. Mng. Dir.: G. de la Chapelle. Affiliates: Casa Latina (ASCAP), Paraguayan Music Centre (ASCAP), Songs of Mexico (ASCAP), United Mexican Music (BMI).  
 MI-Dream (BMI), Willow Grove Rd., Stony Point, N. Y. 10980. Tel: (914) 947-9831. Pres.: Ken Hastings.  
 Don Michael (BMI), see A. Schroeder.  
 Midnight Sun (ASCAP), see True Blue.  
 Midwood (BMI), see Barton.  
 Milbern (BMI), 723 Seventh Ave., New York, N. Y. 10019. Tel: (212) CI 5-7640. Pres.: Milton Schnapf.  
 Milene (ASCAP), see Acuff-Rose.  
 Earl Miles (BMI), PO Box 1336. Zip: 94064; 1021 Woodside Rd., Redwood City, Calif. 94061. Tel: (415) 369-0728. Pres. & Gen. Mgr.: Earl Miles; Gen. Prof. Mgr.: Muriel Less.  
 Branch: San Francisco, Calif., 142 Ninth Ave. Zip: 94118. Tel: (415) 386-8100. Gen. Mgr.: Muriel Less.  
 Int'l rep.: United Kingdom (Hyde Park).  
 Milky Way (BMI), 25 Central Park West, New York, N. Y. 10023. Tel: (212) 245-7450. Pres. & Gen. Mgr.: Al Wilde.  
 Affiliate: Curtis Music Ents. (ASCAP).  
 Miller (ASCAP), see The Big 3.  
 Miller Songkraft (BMI), 347 Litchfield Ave., Babylon, L. I., N. Y. Tel: (516) 661-9842. Pres.: William Miller.  
 MILLS (ASCAP), 1790 Broadway, New York, N. Y. 10019. Tel: (212) 245-1100. Cable: MILLS-MUSIC. Pres.: Richard L. Rosenthal; VP: Alan Shulman; Gen. Prof. Mgrs.: Ira Howard, Stanley Rublowsky.  
 Branch: Los Angeles, Calif., 610 S. Broadway. Zip: 90014. Tel: (213) 622-0837.  
 Int'l branches: Brazil, Canada, France, Germany, Mexico, Netherlands, Spain, United Kingdom (all Mills).  
 Affiliates: American Academy of Music (ASCAP), Ankerford (ASCAP), Multimood (BMI).  
 Int'l firms represented: H. Freeman (United Kingdom), Gaillard (United Kingdom), Israel Composers League (Israel), Alfred Lengnick (United Kingdom), Novello (United Kingdom), Quiroga (Spain), Western (Canada). (SEE ADVERTISEMENT)  
 Mimic (BMI), PO Box 201, Smyrna, Ga. 30080. Tel: (404) 435-8171. Owner: Tom Hodges; Gen. Mgr.: Robert Carter; Gen. Prof. Mgr.: Norman N. Skipper.  
 Affiliate: Skippiack (BMI).  
 Minit (BMI), see Metric Music Group.  
 Minneapolis (BMI), PO Box 4447, Minneapolis, Minn. 55421. Tel: (612) 788-9122. Pres.: David A. Wachter; Gen. Mgr.: Bruce M. Brantseg.  
 Affiliate: Pad (ASCAP).  
 Minto (BMI), PO Box 9411, North Hollywood, Calif. 91609. Tel: (213) 335-9379, 763-3436. Pres.: A. J. Minto.  
 Miracle (BMI), see Elvitruie.  
 Miracle Strip (BMI), 25 N. DeVilliers St., Pensacola, Fla. Tel: (904) 434-1922. Pres.: Ray McArthur.  
 Miraleste (BMI), 7033 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) 462-6017. Pres.: Richard Delvy.  
 Mirby (BMI), div. of Sidewalk Prod'ns, 9000 Sunset Blvd., Hollywood, Calif. 90069. Tel: (213) 278-4295. Pres.: Mike Curb; Exec. VP: Doug Moody.  
 Affiliates: M. C. Curb (BMI), Carole (ASCAP).  
 Mishawaka (BMI), 2420 River Ave., Mishawaka, Ind. Tel: (219) 259-3215. Pres.: Juanita Henson.  
 Mr. Music (BMI), see Eddie Shaw.  
 Milten (BMI), 2790 S. Van Dyke, Imlay City, Mich. 48444. Tel: (313) 724-5149. Pres.: W. Howard Walker.  
 Mixer (BMI), 729 Park Ave., Covina, Calif. 91732. Tel: (213) ED 2-2496.  
 Affiliate: Tumbler (BMI).  
 Mode (ASCAP), see Robert Lissauer.  
 Modern (BMI), 5810 S. Normandie Ave., Los Angeles, Calif. 90044. Tel: (213) 753-2481. Mgr.: Saul Bihari.  
 Modernaires (ASCAP), 18751 Ventura Blvd., Tarzana, Calif. 91356. Tel: (213) 345-3805. Pres.: Ronald Wasserman; Gen. Mgr.: Phyllis Schwartz; Exec. VP: Hal Dickinson.  
 IVAN MOGULL (ASCAP), 40 E. 49 St., New York, N. Y. 10017. Tel: (212) 355-5636. Cable: IMOGULL. Pres.: Ivan Mogull; Gen. Mgr.: Al Willens.  
 Int'l branches: Australia, Belgium, Brazil, France, Germany, Greece, Israel, Italy, Japan,

Mexico, Netherlands, Scandinavia, Spain, Switzerland, United Kingdom.  
 Affiliates: Alike (ASCAP), Cannes (BMI), Harvard (BMI), Marcia (BMI), Roberd (BMI). (SEE ADVERTISEMENT)  
 Mojave (BMI), see Marty Robbins.  
 Momac (BMI), see Pietro Deiro.  
 Monarch (ASCAP), 8560 Sunset Blvd., Suite 805, Los Angeles, Calif. 90069. Tel: (213) 652-7665.  
 Monona (BMI), 4106 Commercial Ave., Omaha, Neb. 68110. Tel: (402) 455-6404. Pres. & Gen. Mgr.: Scott A. Cameron; Admin. Ass't: Jean M. Vipond.  
 Affiliate: Peter Jan (BMI).  
 Monsapec (BMI), see Helios.  
 Montauk (BMI), see H. B. Webman.  
 Monte Verde (BMI), PO Box 4212, Flint, Mich. 48504. Tel: (313) 239-9564. Pres. & Gen. Mgr.: Kathy Whitney; Co-Owner & Ass't Mgr.: Rose Maddox.  
 Herb Monteil (BMI), 6087 Sunset Blvd., Suite 201, Hollywood, Calif. 90028. Tel: (213) 463-8245. Owner: Herb Monteil.  
 Affiliates: Kemo (BMI), Konakai (BMI).  
 Monzahalla (BMI), Box 46462, Los Angeles, Calif. 90046. Tel: (213) LO 6-3000. Owner: Rick Jones.  
 Moo Moo (BMI), see Marielle.  
 Mood Music (ASCAP), see Shapiro, Bernstein.  
 Moon Lake (BMI), 5007 "F" St., Philadelphia, Pa. 19124. Tel: (215) JE 3-8799. Pres.: Leonard Stark.  
 Moontunes (ASCAP), 1607 El Centro, Suites 7 & 8, Hollywood, Calif. 90028. Tel: (213) 464-9819. Cable: MOONSON. Pres.: John Elliott; Gen. Mgr.: Linwood Wilde; Gen. Prof. Mgr.: Cecelia Wilberding.  
 Affiliates: Hollyvale (BMI), Jaclin (ASCAP).  
 Moorpark (ASCAP), see Marielle.  
 Moptop (BMI), 9000 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 274-0754. Pres.: Ken Handler.  
 Morgan Manor (ASCAP), 6223 Selma Ave., Hollywood, Calif. 90028. Tel: (213) 466-2168. Pres.: Russ Morgan; Gen. Mgr.: Jack Carlton.  
 Morhits (BMI), see Duane.  
 Morley (ASCAP), see Edwin H. Morris.  
 Morris (ASCAP), 87 Halsey St., Newark, N. J. Tel: (201) 622-2778.  
 Affiliate: Boston (ASCAP).  
 Edwin H. Morris (ASCAP), 31 W. 54 St., New York, N. Y. 10019. Tel: (212) JU 2-5656.  
 Affiliates: Arko, Carwin, Charling, Harwin, Jerryco, Mayfair, Melrose, Mesquite, Morley (all ASCAP).  
 Morro (BMI), 250 W. 57 St., New York, N. Y. 10019. Tel: (212) CI 5-5390/5349. Cable: MORRO-MUSIC. Pres.: Fred J. Reiter.  
 Int'l rep.: Mexico (Editorial Musical Latino Americana S.A., Emlasa).  
 Affiliates: Ariston (BMI), Barnegat (BMI), Cuban (BMI), Iberia (BMI).  
 Moss-Rose (BMI), 806 16 Ave. S., Nashville, Tenn. 37203. Tel: (615) 244-2428. Pres. & Gen. Mgr.: Hubert Long.  
 Affiliates: Kiowa (BMI), Pawnee Rose (SESAC), Stallion (BMI), Woodshed (BMI).  
 Mother Bertha (BMI), 9130 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 273-8661. Pres.: Phil Spector.  
 Mount Lemon (BMI), 3768 Webb Ln., Tucson, Ariz. 85716. Tel: (602) 793-8830. Pres.: Rex Bingham.  
 Mount Rainier (BMI), PO Box 246, Mt. Rainier, Md. 20822. Tel: (301) 927-0010. Pres.: C. R. Freeland.  
 Mourbar (ASCAP), see Pickwick Int'l.  
 Movietone (ASCAP), see Sam Fox.  
 Mowbray (ASCAP), see Theodore Presser.  
 Much More Music (BMI), 7507 Foster Ave., Morton Grove, Ill. Tel: (312) 965-5507. Pres.: Perry Johnson.  
 Walter Mullenix & Assoc. (ASCAP), 6404 Hollywood Blvd., Suite 223, Hollywood, Calif. 90028. Tel: (213) 464-2145. Owner: Walter Mullenix.  
 Affiliate: M&M (BMI).  
 Multimood (BMI), see Mills.  
 Multitone (ASCAP), see Meteorion.  
 Mums (BMI), 6072 14 St., Detroit, Mich. 48208. Tel: (313) 894-8685. Pres.: Lou Beatty Sr.  
 Affiliate: Seton (ASCAP).  
 Murbo (BMI), see Bourne.  
 Mured (BMI), 8008 Rodgers Rd., Philadelphia, Pa. 19117. Tel: (215) 635-3822. Contact: Robert A. Chipezt.  
 Muriel (BMI), see Gerald.  
 Musetta (ASCAP), see Loring.  
 Musia (BMI), see C. F. Peters.  
 Music City (ASCAP), see Combine.  
 Music Copyright Exchange (BMI), 200 Park Ave., New York, N. Y. 10017. Tel: (212) YU 6-2515. Pres.: Murray Sporn.  
 Music Crusaders (BMI), see H. B. Webman.  
 Music for Percussion (BMI), 17 W. 60 St., New York, N. Y. 10023. Tel: (213) 246-9675.  
 Music Music Music (ASCAP), 509 Madison Ave., New York, N. Y. 10022. Tel: (212) 421-4537. Pres.: Chef Gierlach; VP: P. Fairbanks; Mgr.: V. Melville.  
 Music of Today (BMI), see Silhouette.  
 Music Press (ASCAP), see Theodore Presser.  
 Music Prods. (BMI), see Eden.  
 Music Sales Corp., 33 W. 60 St., New York, N. Y. 10023. Tel: (212) CI 6-0325. Pres.: Herbert H. Wise; VP: Robert Wise.  
 Affiliates: Amsco (SESAC), Braun (SESAC), Consolidated (ASCAP), Dorsey Bros. (ASCAP), Embassy (BMI), Weintraub (ASCAP), Yorktown (ASCAP).

Musical Comedy & Operetta Guild (ASCAP), see Burdge.  
 Musicmaster (ASCAP), 1650 Broadway, New York, N. Y. 10019. Tel: (212) CI 6-3869. Contact: Frank Metis.  
 Musicord, PO Box 87, 1871 Victory Blvd., Staten Island, N. Y. 10314. Tel: (212) YU 1-8550. Pres.: I. C. Hirschberg.  
 MuStaff (BMI) PO Box 3322, Orlando, Fla. Tel: (305) MI 4-3853. Pres.: W. Campbell.  
 Mutt (BMI), 27316 Michigan Ave., Inkster, Mich. 48181. Tel: (313) LO 5-5000. Pres.: Nate J. V. Dore.  
 Mutual Music Society (ASCAP) see Chappell.  
 Muziki, 17834 Binder, Detroit, Mich. 48212. Tel: (313) 891-0411. Pres.: Hazel Moy; Sec'y: Rita Eggleton.  
 Branch: New York, N. Y., 444 Central Park West, 11-D. Contact: Mrs. L. Moy.  
 Myers (ASCAP) see American Metropolitan Ents.  
 James E. Myers Ents. (ASCAP), 1810 N. Cherokee Ave., Hollywood, Calif. 90028. Tel: (213) 467-6876. Owner: James E. Myers.  
 Branch: Philadelphia, Pa., 1607 E. Cheltenham Ave. Zip: 19124.  
 Mygar, 565 Rose St. N. E., Salem, Ore. 97301. Tel: (503) 363-6371. Pres.: Gary Nieland.  
 Myriad (ASCAP), see H. B. Webman.  
 Myto (BMI), 4039 Buena Vista, Detroit, Mich. 48238. Tel: (313) 931-0048. Sec'y-Treas.: Joanne Jackson.

**N**

Nada (BMI), c/o ABH Prod'ns, PO Box 127, Florien, La. 71429. Tel: (318) 586-3865. Contact: K. W. Hopkins.  
 Napem (BMI), see Spanka.  
 Nasetan (BMI), PO Box 1485, Lake Charles, La. 70601. Pres.: Eddie Shuler.  
 Affiliate: TEK (BMI).  
 Johnny Nash (ASCAP), see And.  
 Nash-Beau (BMI), see Tracie.  
 National (ASCAP), see National Music Corp. of N. J.  
 National Music Corp. of N. J., 56 Perry St., Newark, N. J. 07101. Tel: (201) MA 3-7476. Cable: SAVREG. Owner & Pres.: Herman Lubinsky.  
 Affiliates: Crossroads (BMI), Medallion (ASCAP), National (ASCAP), Planemar (BMI), Savoy (BMI), Volunteer (BMI).  
 Nationwide Songs (ASCAP), see Pavanne.  
 Natson (ASCAP), see Ridge.  
 Nautical (BMI), 14615 Littleford, Houston, Tex. 77045. Tel: (713) ID 3-6628. Pres.: Ray McGinnis.  
 Navigo (SESAC), see Jerden.  
 Neale (ASCAP), PO Box 3294, San Bernardino, Calif. 92404.  
 Nebam (ASCAP), see Spanka.  
 Neches (BMI), 1812 Procter, Port Arthur, Tex.  
 Neenah Menasha (BMI), see SFO.  
 Negative (BMI), see Third Story.  
 Nempor (BMI), c/o Copyright Serv. Bureau, 221 W. 57 St., New York, N. Y. 10019. VP: Nathan Weiss; Contact: Walter Hofer.  
 Neptune (BMI), 82 Aldine St., Rochester, N. Y. 14619. Tel: (716) 328-4649. Prof. Mgr.: Marv Steffy.  
 Nettles (BMI), Rt. 1, Box 135, Montgomery, La. 71454. Tel: (318) 646-2241. Pres.: Mrs. Emma Lou Nettles.  
 New Approach (BMI), c/o Publishers' Licensing Corp., 40 W. 55 St., New York, N. Y. 10019. Tel: (212) 581-7970. Telex: 224128. Cable: TABAKURN. Contact: Philip S. Kurnit.  
 New Colony (BMI), 166 E. Superior St., Chicago, Ill. 60611. Tel: (312) 664-6054. Pres. & Gen. Mgr.: Peter H. Wright.  
 New Life (Div. of JATA), 1619 Broadway, New York, N. Y. Tel: (212) 581-8075. Contact: Kenny Vance.  
 New Music Edition (ASCAP & BMI), see Theodore Presser.  
 New Song (BMI), see Lendy's.  
 New Town (ASCAP), see Croma.  
 New World (ASCAP), see Warner Bros.-Seven Arts.  
 New York Public Library Music Publ'ns (BMI), see C. F. Peters.  
 NewBag (BMI), 807 Westham Pkwy., Richmond, Va. 23229. Tel: (703) 282-1629. Pres. & Gen. Mgr.: Martin Gary.  
 Branch: Washington, D. C., PO Box 9711. Zip: 20016. Tel: (202) 332-0063.  
 Newport (ASCAP), 1105 Little Bldg., 80 Boylston St., Boston, Mass. 02116. Tel: (617) 482-7678. Owner: Harry Paul.  
 Newroads (BMI), see Gopam Ents.  
 Next Day (ASCAP), see Hugo & Luigi.  
 Nicholas (ASCAP), see N. A. Busillo.  
 Nina (BMI), see Paradox Music Group.  
 Nine Star (ASCAP), see Warner Bros.-Seven Arts.  
 Nipper (ASCAP), see Paradox Music Group.  
 Niteram (BMI), 1564 Broadway, New York, N. Y. 10036. Tel: (212) 765-5434. Pres.: Paul Martin.  
 Nom (BMI), see The Big Seven.  
 Noma (BMI), see Hill & Range.  
 Nor-Bil (BMI), 8204 Stony Island Ave., Chicago, Ill. 60617. Tel: (212) 721-7300. Pres.: Norcissus Meeks; Gen. Mgr.: W. A. Meeks.  
 Nor Va Jak (BMI), see Dundee.  
 North & Son (ASCAP), see Shapiro, Bernstein.  
 North State (ASCAP), 605 E. Ash St., Goldsboro, N. C. 27530. Tel: (919) 734-1081. Pres.: Claude Whitfield.



Northeast (BMI), Div. of Stereophonic Corp., 403 Rivet St., New Bedford, Mass. 02744. Tel: 999-6489, 994-7255, 758-2878. Pres.: Carl German; VP: Peter Bonfils.  
**Affiliates:** Carlton, Stan (ASCAP).  
 Northern (ASCAP), see MCA.  
 Northridge (ASCAP), 6290 Sunset Blvd., Suite 1003, Hollywood, Calif. 90028. Tel: (213) 466-4265.  
 Northwest (BMI), 1915 N. Quince, Olympia, Wash. 98501. Tel: (206) 352-9097. Pres.: Allen P. Giles.  
**Branch:** Upper Darby, Pa., 250 Beverly Blvd., Park Lane East, Rm. K10. Zip: 19082. Tel: (215) MA 2-2776. Mgr.: Bill Boyd.  
 Notable (ASCAP), 161 W. 54 St., New York, N. Y. 10019. Tel: (212) PL 7-9547. Pres.: Cy Coleman; Gen. Mgr.: Eric Colodne.  
**Affiliates:** Benglo (BMI), Portable (BMI).  
**Int'l firms represented:** Campbell-Connelly (United Kingdom).  
 Novalene (BMI), div. of Vegas Brothers Prod'ns, 5957 Carlton Way, Hollywood, Calif. 90028. Tel: (213) HO 3-9571. Contact: Pat Vegas.  
 Nu-Star, c/o Kenneth Moffett, 298 Browning Rd., Nashville, Tenn. 37211. Tel: (615) 832-4761.  
 Nujac (BMI), Tel: (215) PO 5-0300, see Jamie.

**O**

O R C O (BMI), 1519 S. Grand Ave., Santa Ana, Calif. 92705. Tel: (714) 542-4427, 836-4435. Gen. Mgr.: George J. Fernandez.  
 Oahu, Box 5110, Cleveland, Ohio 44101. Tel: (216) 861-5151. Pres.: Harry G. Stanley; VP: Betty Glynn.  
 Oakland (ASCAP), see Bourne.  
 Oakridge (BMI), 2001 Elton Rd., Ft. Worth, Tex. 76117. Tel: (817) TE 8-6608. Owner: H. L. Sewell.  
 Obie (BMI), see United International Copyright Representatives.  
 Octopus (BMI), 10255 Old Georgetown Rd., Bethesda, Md. 20014. Tel: (301) 530-1213. Pres.: Anthony Vernon.  
 Okra (BMI), see Seesaw.  
 Omega (ASCAP), see Sam Fox.  
 Onnysay (BMI), PO Box 9154, Wells Rd. S. W., Knoxville, Tenn. 37920. Tel: (615) 577-4029. Pres.: H. S. Watson.  
 Opal (BMI), see Central Songs.  
 Open Road (BMI), see Jim Reeves Ent's.  
 Origatunes (BMI), 10337 E. Beach St., Bellflower, Calif. Tel: (213) TO 6-4146. Owner: Mearl Ellison.  
 John Oscar (BMI), 119 W. 57 St., New York, N. Y. 10019. Tel: (212) 245-2488. Owner: John Levy.  
 Outside (BMI), 6365 Selma, Hollywood, Calif. 90028. Tel: (213) 469-1095. Contact: Dee Carter.  
**Branch:** San Francisco, Calif., 729 Oak St.  
 Oxford (ASCAP), see Select.  
 Oxford University Press (ASCAP), 200 Madison Ave., New York, N. Y. 10016. Tel: (212) 679-7300. Cable: FROWDE. Music Dept. Mgr.: John O. Ward.  
**Int'l reps:** Canada & United Kingdom (Oxford University Press).

**P**

P G C (BMI), see Starling.  
 P J A (ASCAP), see Budd Granoff Prod'ns.  
 P X (BMI), 1650 Broadway, Suite 706, New York, N. Y. 10019. Tel: (212) CI 7-6010. Pres.: Ed Chalpin.  
 Pablo (BMI), 639 1/2 Hudson St., New York, N. Y. 10014. Tel: (212) 675-3267. Pres.: Paul Bley.  
**Int'l branch:** Netherlands.  
 Pacemaker (BMI), see Dick James.  
 Pacific Coast (BMI), 8310 Grandview Dr., Hollywood, Calif. 90046. Tel: (213) 656-2014. Pres.: Ray Sanders; Gen. Mgr.: Brad Ford.  
**Branch:** Elizabethtown, Ky., 105 S. Thomas St. Tel: (502) RO 5-2833. Gen. Mgr.: Mrs. J. S. Sanders.  
 Pacific Northwest (BMI), 570 14 St., N.E., Salem, Ore. 97301. Tel: (503) 362-7821. Pres.: Ray S. Connelly.  
 Pacific Sound (BMI), PO Box 8244, Universal Studios, Universal City, Calif. 91608. Pres.: Richard J. Shepp Sr.  
 Package (BMI), 812 Euclid, Bay City, Mich. 48706. Tel: (517) 686-0620. Pres. Willard E. Kehoe; Pub.: Phil Nicholson.  
 Pacsa (ASCAP), 9713 Santa Monica Blvd., Beverly Hills, Calif. 90210. Tel: (213) 276-1017. Cable: PACSAMUSIC. Pres.: Irving Mills; Gen. Mgr.: Paul Mills.  
**Affiliates:** Jatap (BMI), Pickering (BMI).  
 Pad (ASCAP), see Minniepaul.  
 O. Pagani & Bros. (SESAC), 289 Bleeker St., New York, N. Y. 10014. Tel: (212) CH 2-6744. Contact: Theresa Costello.  
 Stuart Paine (BMI), 403 Trinity Hills Ln., Louisville, Ky. 40207. Tel: (502) 895-1063. Pres.: Stuart Paine; Gen. Mgr.: Lee Eddie; Gen. Prof. Mgr.: Nat Hyman.  
**Branch:** Cincinnati, Ohio, 2715 Eden Ave. Tel: (513) 281-2200. Gen. Mgr.: Lee Eddie.  
 Painted Desert (BMI), see Shapiro, Bernstein.  
 Palatta & Riccardi (BMI), 70-13 Caldwell Ave., Maspeth, N. Y. 11378. Pres.: Larry M. Palatta.  
 Pallma (SESAC), see Neil A. Kjos.  
 Palo Duro (BMI), 9000 Sunset Blvd., Suite 1010, Los Angeles, Calif. 90069. Tel: (213) 278-4960. Pres.: Russell Steagall.  
 Pamalrose (BMI), see LF Music Group.

Pamco (BMI), 1330 Ave. of the Americas, New York, N. Y. 10019. Tel: (212) LT 1-7777. Cable: ABPAREC. Pres.: Larry Newton.  
**Affiliates:** Ampar (BMI), Ampco (ASCAP), Apt (ASCAP), Porgie (BMI), Trousdale (BMI), Westpar (BMI).  
 Pamper (BMI), 119 Two Mile Pike, Goodlettsville, Tenn. Tel: (615) 859-1345. Pres.: J. Hal Smith.  
 Panette (ASCAP), 320 W. 55 St., New York, N. Y. 10019. Tel: (212) 581-9251. Pres.: Edwin D. McMullen.  
 Panther (ASCAP), see Southern.  
 Parabut (BMI), see Famous.  
 Paradox Music Group (BMI), 1855 Broadway, New York, N. Y. 10023. Tel: (212) 582-7711. Pres.: Jac Holzman; Gen. Mgr.: Russ Miller.  
**Branch:** Los Angeles, Calif., 962 N. La Cienega Blvd. Zip: 90069. Tel: (213) 655-8280.  
**Affiliates:** Freyda (BMI), Nina (BMI), Nipper (ASCAP).  
 Paraguayan Music Centre (ASCAP), see Mexican Music Centre.  
 Paramount (ASCAP), see Famous.  
 Parasonic (BMI), PO Box 412, Huntsville, Ala. 35804. Tel: (205) 828-4863. Gen. Mgr.: Melvin S. Draper.  
 Paris (ASCAP), see Rayven.  
 Park Towne (BMI), see Banks.  
 J. A. Parks (SESAC), see Neil A. Kjos.  
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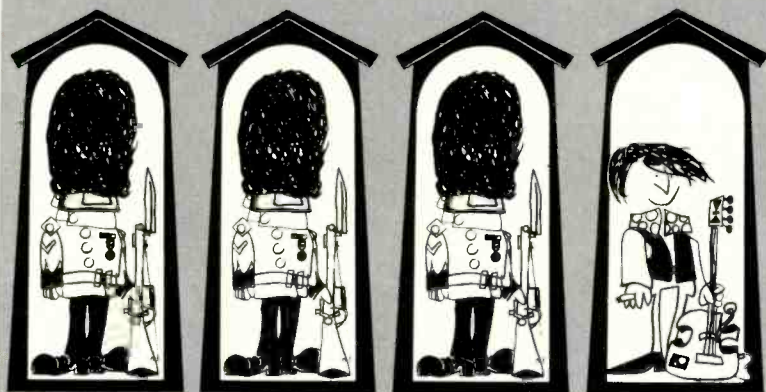
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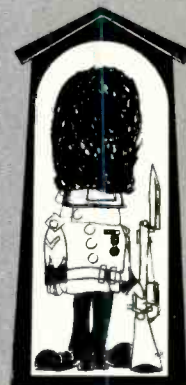


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- Russ & Paula (ASCAP), 3901 E. Broadway, North Little Rock, Ark. 72114. Tel: (501) WI 5-3312. Owners: Russ & Paula Thompson.
- Russell-Cason (ASCAP), 812 17 Ave. S., Nashville, Tenn. 37203. Tel: (615) 244-4482. VPs: R. L. Bobby Russell, J. E. "Buzz" Cason.
- Affiliates:** Rising Sons (BMI), Sons of Ginza (BMI).
- Ryerson (BMI), see Fennario.
- S**
- S E S A C, 10 Columbus Circle, New York, N. Y. 10019. Tel: (212) 586-3450. Pres.: Paul Helnecke; Exec. VP & Mng. Dir.: A. H. Prager. (SEE ADVERTISEMENT).
- S F M (ASCAP), 520 Fifth Ave., New York, N. Y. 10036. Tel: (212) 682-5844. Pres.: Leonard L. Farber; VP: Issachar Miron; Int'l Relations: Thelma Moore; Promo. Mgr.: Marie Majella Gaudreau.
- S F O (BMI), 916 Kearny, San Francisco, Calif. Tel: (415) EX 2-1886. Admin.: Charlotte Larson.
- Affiliate:** Neenah Menasha (BMI).
- S & J (ASCAP), see Just.
- S & R (ASCAP), 6533 Hollywood Blvd., Hollywood, Calif. 90028. Tel: (213) 469-1621. Pres.: Scott Seely.
- Affiliate:** Boomerang (BMI).
- Sacred Concert (SESAC), PO Box 373, San Carlos, Calif. 94070. Tel: (415) 593-9554. Dir.: Dr. Paul L. Weaver.
- Sacred Music Press (ASCAP), see Lorenz.
- Sacred Songs (ASCAP), 16661 Ventura Blvd., Encino, Calif. Dir.: Fred Bock.
- Branch:** Waco, Tex., 4800 W. Waco Dr. Zip 76703. Tel: (817) PR 2-7650.
- Affiliate:** Lexicon (ASCAP).
- Saga (ASCAP), see Barton.
- Sage & Sand (SESAC), 1526 N. Wilcox Ave., Hollywood, Calif. 90028. Tel: (213) HO 9-1527. Pres. & Mgr.: W. O. Fleener.
- Sagittarius (BMI), 265 W. 54 St., New York, N. Y. 10019. Tel: (212) JU 6-9477. Pres.: Juggy Murray.
- Affiliate:** Saturn (BMI).
- Saima (BMI), see Artemis.
- St. George (ASCAP), see N. A. Busillo.
- St. Lawrence (BMI), see Sam Weiss.
- St. Louis (BMI), see Hill & Range.
- St. Martin (BMI), see Sam Fox.
- St. Nicholas (ASCAP), 1619 Broadway, New York, N. Y. 10019. Tel: (212) JU 2-0970. Contact: Johnny Marks.
- Saka (BMI), 68 Mechanic St., New Rochelle, N. Y. 10801. Tel: (914) NE 3-6055/9. Contact: Mrs. Rosemary Capalbo.
- Affiliate:** Sing 'N Dance (ASCAP).
- Sakarec (BMI), 7314 Carver Ave., Texas City, Tex. 77568. Tel: (713) WE 5-3728. Contact: Lloyd W. (Fox) Reynaud.
- Sally (BMI), see White Way (ASCAP).
- Samango, 547 Prescott Rd., Merion, Pa. 19066. Tel: (215) MO 4-2566. Pres.: A. Samango.
- Samfred (BMI), see Sam Fox.
- San Dino (ASCAP), see Barton.
- Sanada (BMI), see The Big Seven.
- Sanavan (BMI), 24 Branford Pl., Newark, N. J. 07102. Tel: (201) 623-3328. Pres.: Anna Moore; Gen. Mgr.: Joseph J. Evans.
- Sandlin (ASCAP), see Ridge.
- Sandman (ASCAP), RD 1, 80 Morris Ave., Montville, N. J. Tel: (201) 334-0863. Prof. Mgr.: Sandy Nelson.
- Sandpiper, PO Box 1284, Aurora, Ill. 60507. Tel: (312) 898-5112. Pres.: James Ruff.
- Sandra (ASCAP), see The Big Seven.
- Sandrea, 12525 Buckeye Rd., Cleveland, Ohio 44120. Tel: (216) 921-1442. Pres.: Mrs. S. Egedy.
- Sandrich (BMI), Pres.: Richard Husson, see Doraflo.
- Sands (ASCAP), see Barton.
- John Sands (BMI), 2521 N. Travis St., Sherman, Tex. 75090. Tel: (214) 893-6772. Pres. & Gen. Mgr.: John Sands.
- Sandwayne (BMI), 420 20 St., West Point, Va. 23181. Tel: (703) 843-3136. Pres.: Dean Greer.
- Sandy's Songs (BMI), see William "Sandy" Johnson.
- Santris (BMI), 1674 Broadway, Suite 309, New York, N. Y. 10019. Tel: JU 2-5799. Pres.: Miss Santa Friscia.
- Sanga (BMI), 200 W. 57 St., New York, N. Y. 10019. Tel: (212) JU 6-6553. Pres.: Harold Leventhal.
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- Sanphil (BMI), 6747 First Ave. S., St. Petersburg, Fla. 33707. Tel: (813) 345-9189. Pres.: Phil Gerhard.
- Santa Cruz (BMI), 815 E. Broadway, Tucson, Ariz. 85719. Tel: (602) 623-0318.
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- Sanvic (ASCAP), see Fred Ahlerl.
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- Sarah (ASCAP), see David.
- Sarah Ann's House of Music (ASCAP), 6640 Gardenia Ave., Long Beach, Calif. 90805. Tel: (213) GA 2-4890. Owner: Sarah Ann Warner.
- Saralee (BMI), see Chris.
- Saran (BMI), PO Box 17014, Dallas, Tex. 75217. Tel: (214) AT 5-8734. Gen. Mgr.: Dewey Groom.
- Satellite Music Publ'rs Network of America; 306 S. 16 St., Wilmington, N. C. 28403. Tel: (919) 763-1007. Exec. Dir.: Samuel M. Kahn.
- Satrycon (BMI), PO Box 46447, Los Angeles, Calif. 90046. Tel: (213) 654-2450. Ptes.: David Austin; VP: James Flemming.
- Saturday (BMI), see Genius.
- Satum (BMI), see Sagittarius.
- Saunders (ASCAP), see Frank.
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- Schabraf (BMI), Box T, Winter Park, Fla. 32789. Pres.: Eric Schabacker.
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- Schmitt, Hall & McCreary (SESAC), 527 Park Ave., Minneapolis, Minn. 55415. Tel: (612) 336-4367. Pres.: Robert P. Schmitt; Gen. Mgr.: Curtis Hansen; Sales Mgr.: David S. Van Fleet.
- Affiliate:** Schmitt Music Center (ASCAP).
- Schmitt Music Center (ASCAP), see Schmitt, Hall & McCreary.
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- Branch:** Los Angeles, Calif., 9000 Sunset Blvd. Zip: 90069. Tel: (213) 274-7351. Gen. Prof. Mgr.: David Mook.
- Affiliates:** Anim (BMI), Annica (ASCAP), Arch (ASCAP), Avaris (ASCAP), Barjon Ents. (BMI), Baspar (BMI), Benco (ASCAP), Bernice (BMI), Big Sioux (BMI), Denric (ASCAP), Edba (BMI), Englewood (BMI), Kim Fowley (BMI), January (BMI), King Fitness (BMI), Lar-Bell (BMI), Lassie (ASCAP), Lerita (BMI), Living Legend (ASCAP), Manistee (BMI), Petone (BMI), Piffield (BMI), Henri Price (BMI), Promenade (ASCAP), Radley (BMI), Rama
- (BMI), Ricden (BMI), Sea-Lark Ents. (BMI), Woldox (BMI), Wolper (ASCAP), Wrather (BMI), Yameta (BMI).
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- Schroeder & Gunther (BMI), see Associated.
- Franz Schubert (ASCAP), 425 W. Broadway, Ft. Worth, Tex. 76104. Tel: (817) ED 2-5995. Owner: Franz Schubert.
- Edward Schuberth (SESAC), see Ashley.
- Schumann (ASCAP), see Bourne.
- Schuss, 6150 N. Kenmore Ave., Chicago, Ill. 60626. Tel: (312) 262-5300. Pres.: Joseph Sugarman.
- Schwab (BMI), 7705 Georgia Ave. N. W., Washington, D. C. 20012. Tel: (301) 593-8606. Cable: LENSPPROD. Pres.: Leonard Schwab; Gen. Mgr.: Steve Spencer.
- Branch:** Middletown, Del., PO Box 333. Tel: (302) 378-8209. Gen. Mgr.: Karl Wester.
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- Scion (BMI), see Makamillion.
- Scoebert (BMI), 431 S. 62 St., Philadelphia, Pa. 19143. Tel: (215) 747-4721. Pres.: Roscoe Murphy Jr.; Gen. Mgr.: Robert Murphy; Gen. Prof. Mgr.: Milton Samuel.
- Branch:** 413 S. Broad St. Zip: 19146. Tel: (215) 545-9959. Gen. Mgr.: Morris Bailey Jr.; Gen. Prof. Mgr.: Roscoe Murphy Jr.
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- Scott-Tees, 4057 S. Prairie Ave., Chicago, Ill. 60653. Tel: (312) 624-3716. Pres.: Howard Scott.
- Scottville (BMI), c/o Scott & Knox, 6671 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) HO 2-2349. Contact: Walter Scott.
- Scovel (BMI), 202 Wisconsin N.E., Albuquerque, N.M. 87108. Tel: (505) 255-8425. Pres.: Richard Scovel; VP: John Wagner.
- SCREEN GEMS-COLUMBIA (BMI), 711 Fifth Ave., New York, N. Y. 10022. Tel: (212) PL 1-4432.
- Affiliates:** Colgems (ASCAP), Gower (BMI).
- Int'l reps.:** Australia (Screen Gems-Columbia), Benelux (Screen Gems-Columbia), France (Screen Gems-Columbia), Germany (Paul Schmidt), Italy (Screen Gems-Columbia), Japan (Shinko), Sweden (Screen Gems-Columbia), United Kingdom (Screen Gems-Columbia). (SEE ADVERTISEMENT)
- Scribble (BMI), see Gremlin.
- Script (BMI), div. of Score Prod'ns, 249 E. 49 St., New York, N.Y. 10017. Tel: (212) 751-2510. Pres.: Robert A. Israel; VP: John Geller.
- Sea-Lark Ents. (BMI), see A. Schroeder.
- Sea of Tunes (BMI), 8730 Enramada Ave., Whittier, Calif. 90605. Tel: (213) 697-4655. Owner: Murray G. Wilson.
- Seabreeze (BMI), Pres.: Bill Haley, see Arcade.
- Seagull (BMI), PO Box 4096, 716 N. Rentz Ave., Warrington, Fla. 32507. Tel: (904) 455-2263. Pres.: Larry L. Steven; Gen. Mgr.: Donald Haugen; Gen. Prof. Mgr.: Gale Cooley.
- Int'l branch:** Sweden.
- Seal (BMI), Pres.: Ralph Affoumado, see Doraflo.
- Seal (BMI), 8906 First Ave., Silver Spring, Md. 20910. Tel: (301) 585-9696. Pres.: Larry Sealton.
- Sebons (BMI), 5769 S. Wentworth Ave., Chicago, Ill. 60621. Tel: (312) 493-5042. Pres.: Seabon Foster.
- Second (ASCAP), see Hill & Range.
- Second Generation (SESAC), Pres.: Shad O'Shea, see Counterpart.
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- Semerak (BMI), 4327 S. Sacramento Ave., Chicago, Ill. 60632. Tel: (312) LA 3-3914. Pres.: R. M. Semerak.
- Senisa (ASCAP), see Epp's.
- Sentown, 1219B Wheeler, Chattanooga, Tenn. 37406. Tel: (615) 698-8438. Pres.: E. Thomas.
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Seven Palms (BMI), PO Box 627, Hollywood, Calif. 90028. Owner: Charlotte Cromwell.

Seventh Year (BMI), 2410 Connecticut Ln., Dallas, Tex. 75214. Tel: (214) DA 8-3784. Pres.: Jerry Atchley.  
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Shapiro, Bernstein (ASCAP), 666 Fifth Ave., New York, N. Y. 10019. Tel: (212) 247-3553. Cable: BERNSTEIN. Bd. Chm.: Dave Schenker; Pres.: Richard M. Voltter.  
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Affiliate: Mr. Music (BMI).

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Affiliates: Malcolm (BMI), Templeton (ASCAP).

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Shew-Ming (BMI), 1518 Kirkwood Ave., Nashville, Tenn. 37212. Pres.: D'Fleming.

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 Spire (SESAC), see World Library.  
 Spivey (BMI), 65 Grand Ave., Brooklyn, N. Y. 11205. Tel: (212) UL 7-7003. Pres.: Victoria Spivey.  
 Spooone (ASCAP), 9025 Wilshire Blvd., Beverly Hills, Calif. Tel: (213) CR 4-0751. Mgr.: Jack Spina.  
 Affiliate: Cooga (BMI).  
 Stable (BMI), PO Drawer 2176, Zip: 78767; 910 Post Oak St., Austin, Tex. 78704. Tel: (512) 444-5497. Owner: Rex T. Sherry.  
 Stacey (BMI), 14034 Valley Heart Dr., Sherman Oaks, Calif. 91403. Tel: 872-0910, 273-4451. Pres.: Robert Leonard.  
 Stage Door (BMI), see Platinum.  
 Stallion (BMI), Pres.: Bill Anderson, see Moss-Rose.  
 Stan (ASCAP), see Northeast.  
 Stanwood (ASCAP), see Barton.  
 Star-Take, 91-02 Sutphin Rd., Jamaica, N. Y. 11434. Tel: (212) 739-9278. Pres.: William J. Evans; Prod'r: Frank English; Promo. & Pub.: Ernest Juniaus.  
 Star Tunes (BMI), see Grosvenor House.  
 Starco (BMI), div. of Baker, Miller, Davis, PO Box 3780, 439 S. Kirkwood Rd., St. Louis, Mo. 63122. Tel: (314) YO 6-6900, TA 2-2000. Dir.: William Baker.  
 Starday (BMI), PO Box 115, Madison, Tenn. 37115. Tel: (615) 228-2575. Cable: SJSOC. Pres.: Don Pierce; VP & Gen. Mgr.: Hal Neely; VP Mktg.: Col. Jim Wilson; Promo. Dir.: Charlie Dick.  
 Affiliates: Bayou State (BMI), Golden State (BMI), Kamar (BMI), Tronic (BMI), Tarheel (BMI).  
 Int'l rep.: United Kingdom (Lark).  
 Stargen (ASCAP), see Sam Fox.  
 Starling (BMI), 81 Spring Valley Rd., Paramus, N. Y. 07652. Tel: (201) 845-8886. VP: Nancy Weit.  
 Int'l branch: Bermuda.  
 Affiliates: Maredken (BMI), PGC (BMI), Skyline (ASCAP), Trim (BMI).  
 Starrite (BMI), see Glad.  
 Startime (ASCAP), 6313 Peach Ave., Van Nuys, Calif. 91401. Tel: (213) ST 6-3860. Pres.: Fred Rice.  
 Affiliate: Yo-Yo (BMI).  
 Stein & Van Stock (ASCAP), see Jobete.  
 Stephanie Ann (BMI), 65494 N. Sweetzer, Los Angeles, Calif. 90048. Tel: (213) 653-0047. Pres.: Jay Hamilton; Gen. Mgr.: James H. Himmelsbach.  
 Stereo (BMI), see Seeley.  
 Stinger (BMI), PO Box 8207, Albuquerque, N. M. 87108. Tel: (505) 268-9969. Pres.: Tommy Bee; Gen. Mgr.: Michael Hart; Gen. Prof. Mgr.: Frank Viramontes.  
 Branches: Greenville, Miss., 617 Nelson. Zip: 38701. Tel: (601) 332-5710. Gen. Mgr.: Henry Hines, Gen. Prof. Mgr.: John Williams—Gallup, N. M., 419 E. Sullivan Ave. Zip: 87301. Tel: (505) 863-6220. Gen. Mgr.: J. M. Benegas—Sante Fe, N. M., 655 Washington. Zip: 87501. Tel: (505) 983-7421. Gen. Mgr.: Vic Roybal Jr.; Gen. Prof. Mgr.: Dan Houlihan.  
 Affiliates: Knight (BMI), Reginald (BMI).  
 Int'l rep.: Germany (Rudi Slezak).  
 Stirling (SESAC), 1650 Broadway, New York, N. Y. 10019. Tel: (212) CI 6-3126. Pres. & Gen. Mgr.: Raymond A. Stirling.  
 Affiliates: Avalon (SESAC), Rayster (ASCAP).  
 Roy M. Stone, 2817 Laura Koppe, Houston, Tex. 77016. Tel: (713) OX 7-7912. Owner: R. M. Stone.  
 Stonebess (BMI), 163 Orizaba Ave., San Francisco, Calif. 94132. Tel: (415) DE 4-2247. Pres.: Walter C. Stone.  
 Stonewall (BMI), see Cedarwood.  
 Storn, Harris & Jones (ASCAP), c/o Publishers' Licensing Corp., 40 W. 55 St., New York, N. Y. 10019. Tel: (212) 581-7970. Telex: 224128. Cable: TABAKURN. Contact: Philip S. Kurnit.  
 Strada (ASCAP), see Sounds.  
 Stranger (BMI), 39 W. 55 St., Rm. 601, New York, N. Y. Tel: (212) JU 6-2452.  
 Home office: Canada.  
 Stratford (ASCAP), 609 Fifth Ave., New York, N. Y. 10017. Tel: (212) PL 2-4300. Gen. Mgr.: Bob Baumgart.  
 Strathmore, 57 Ingram Circle, Matawan, N. J. 07747. NYC Tel: (212) PL 7-5494. Gen. Prof. Mgr.: D. Clark.  
 Striking (BMI), Box 3547, 1927 San Mateo N.E., Albuquerque, N. M. 87110. Tel: (505) 265-4039. Pres.: Al Hurricane; VP: Tiny Maggie.  
 Stuckey (BMI), 2903 E. Cavett Dr., Shreveport, La. 71104. Tel: (318) 861-1073. Pres.: Naj Stuckey; Gen. Mgr.: Ann Stuckey.
- Style (BMI), PO Box 284, Vienna, Ohio 44473. Tel: (216) 856-2142. Mgr.: Russ Hull.  
 Stylecraft (BMI), 3635 Allendale Rd., Memphis, Tenn. 38111. Tel: (901) 324-4640. Mgr.: Style Wooten.  
 Su-Ma (BMI), PO Box 1125, 728 Texas St., Shreveport, La. 71101. Tel: (318) 422-0195. Pres.: Stanley J. Lewis; VP & Gen. Prof. Mgr.: John Wessler.  
 Int'l rep.: All countries except Canada (Arc, NYC).  
 Sue-Miri (ASCAP), see Yonah.  
 Sueddeutscher Musikverlag (ASCAP), see C. F. Peters.  
 Sugar Hill (BMI), see Yonah.  
 Sugarhush, see Gus Kahn.  
 Suite 7 (ASCAP), see Room 7.  
 Sultan (BMI), 245 E. 30 St., New York, N.Y. 10016. Tel: (212) JU 2-6730. Pres.: Frank Cariola.  
 Affiliate: Cariola Songs (ASCAP).  
 Sumex, 12509-B Bullis Rd., Lynwood, Calif. 90262. Tel: (213) 638-5651. Partners: Anthony Ortega, Robert Alcivar, Larry Rammos Jr.  
 Summerfield, Box 6155, Nashville, Tenn. 37212. Tel: (615) 291-7150. Mgr.: Ronny Light.  
 Summit (ASCAP), see Herb Reis.  
 Summy-Birchard (ASCAP), 1834 Ridge Ave., Evanston, Ill. 60204. Tel: (312) 869-4700. Pres.: David K. Sengstack.  
 Affiliates: Chart (SESAC), James Allan Dash/Baltimore (SESAC), A. P. Schmidt (SESAC), Traficante/Polyphonic (SESAC).  
 Sun Vine (BMI), see Famous.  
 Sunalee (BMI), 1125 Cheyenne Blvd., Birmingham, Ala. 35215. Tel: (205) 853-6628, 833-4559. Partners: Paul Ballenger, Bob Gregg, Eddie Hinton.  
 Sunbeam (BMI), 22 W. 48 St., New York, N. Y. 10036. Tel: (212) PL 7-8387. Pres.: Tommy Valando; Gen. Mgr.: Jay Morgenstern; Gen. Prof. Mgr.: Frank Military.  
 Branch: Los Angeles, Calif., 6515 Sunset Blvd. Zip: 90028. Tel: (213) 465-0402. Gen. Prof. Mgr.: Arthur Valando.  
 Affiliates: Appletree (BMI), Columbine (BMI), Laurel (ASCAP), Valando (ASCAP), Vido (ASCAP).  
 Int'l firms represented: Valando (United Kingdom).  
 Sunday School Board of the Southern Baptist Convention (SESAC), see Broadman Press.  
 Sunnysbrook (BMI), PO Box 775, Tyler, Tex. 75701. Tel: (214) LY 2-7677. Contact: Robin H. Brians.  
 Sunray (BMI), P.O. Box 138, Bowers Hill Rural Sta., Chesapeake, Va. 23321. Tel: (703) 487-9894 (day), 488-5643 (night).  
 Sunshine (BMI), see Gordon.  
 Super (CAPAC), see Zap.  
 Supreme (ASCAP), see Twentieth Century.  
 Sure-Fire (BMI), 801 16 Ave. S., Nashville, Tenn. 37204. Tel: (615) 244-1401. Pres.: Doyle Wilburn; VP: Leslie Wilburn.  
 Affiliates: Bronze (SESAC), Ten-Tex (BMI.)  
 Surrey (ASCAP), see Pavanne.  
 Susapar (ASCAP), see Invador.  
 Sweco (BMI), see Dick James.  
 Swing Lane (BMI), Box 128, Beverly, N. J. 08010. Tel: (609) DU 7-0565. Pres.: John Murphy.  
 Swing & Tempo (BMI), see Glad-Hamp.  
 Swirl Lane (BMI), see WPN.  
 Sword & Shield (SESAC), PO Box 211, 308 N. Oak, Arlington, Tex. 76010. Tel: (817) CR 5-4844. Pres.: Calvin Willis.  
 Syndicate (ASCAP), see American Metropolitan Ents.  
 Syndicore (BMI), see United International Copyright Representatives.
- T**
- T E K (BMI), see Nasetan.  
 T M (BMI), 1619 Broadway, New York, N. Y. 10019. Tel: (212) CI 7-0700. Pres.: Bqbbby Darin; VP: Edgar Burton.  
 Int'l branches: Australia, England, Germany.  
 Affiliate: Towne (ASCAP).  
 T N T (BMI), 1422 W. Poplar St., San Antonio, Tex. 78207. Tel: (512) PE 2-8072. Pres.: R. E. "Bob" Tanner.  
 T R O, see listing under "The" Richmond Organization.  
 Tabitha (BMI), PO Box 1506, Orange, Tex. 77630. Tel: (713) RE 5-2172. Pres.: W. L. Thompson; Gen. Mgr.: Jay R. Tomlin; Gen. Prof. Mgr.: Billy Thompson.  
 Branch: Amarillo, Tex., 703 Manhattan St.  
 Table Rock (BMI), see Earl Barton.  
 Taggie (BMI), see Gopam Ents.  
 Taj (ASCAP), see 4-Star.  
 Tall Texan (BMI), see Adams-Ethridge  
 Talmont (BMI), 806 16 Ave. S., Nashville, Tenn. 37203, see Pickwick Int'l.  
 Talzahn, see C. F. Peters.  
 Tamara (ASCAP), 8610 W. Knoll Dr., Los Angeles, Calif. 90069. Tel: (213) 652-2092. Pres.: Alex Hassilev.  
 Tan-Lan (BMI), PO Box 517, Gallipolis, Ohio 45631. Tel: (614) 446-4240. Pres.: Stan Lane.  
 Tannen (BMI), see Ridge.  
 Tapier (BMI), 5628 Brock St., Houston, Tex. 77023. Tel: (713) 926-1795. Pres.: B. J. Dillard.  
 Tarheel (BMI), see Starday.  
 Tash (BMI), 1697 Broadway, New York, N. Y. 10019. Tel: (212) JU 2-5646. Pres.: Tash Howard.  
 Branch: 888 Eighth Ave.
- Tattersall (BMI), 1650 Broadway, Rm. 1002, New York, N. Y. 10019. Tel: (212) 246-7134. Pres.: Kelli Ross; Gen. Prof. Mgr.: Art Wayne.  
 Affiliates: Bonjour (ASCAP), Burning Tree (BMI), Dialogue (BMI), Earth (BMI), Jenny (ASCAP), Josco (BMI), Lillimar (ASCAP), Pawnbroker (ASCAP), Petsilas (BMI), Sheenfeen (ASCAP).  
 Taurus (BMI), see Sounds.  
 Larry Taylor (ASCAP), 165 West End Ave., 20 M, New York, N. Y. 10023. Tel: (212) SC 4-2688. Pres.: Larry Taylor.  
 Affiliate: Jimskip (BMI).  
 Teardrop (ASCAP), 2508 Franklin Rd., Nashville, Tenn. 37204. Tel: (615) 297-8230. Pres.: Ronnie Hayes.  
 Tecate (ASCAP), see Burdge.  
 Tee Pee (ASCAP), 1650 Broadway, Rm. 715, New York, N. Y. 10019. Tel: (212) CI 5-7281. Mgr.: Teddy Powell.  
 Affiliate: Catalina (BMI), Maggie (BMI), Winter (BMI).  
 Tejas Song Prod'ns (BMI), 124 N. Peak St., Dallas, Tex. 75226. Tel: (214) TA 7-5023. Pres.: J. M. Littlejohn; Owner & Gen. Mgr.: Charles D. Wright.  
 Affiliate: Danrite (BMI).  
 Telescope (BMI), see Periscope.  
 Tellaro (BMI), see Pavanne.  
 Tema (ASCAP), 10104 Plymouth, Garfield Hgts., Ohio 44125. Tel: (216) 587-2643. Pres.: James M. Testa.  
 Temmy (BMI), Gen. Mgr.: Tess Mandel, see FSJ Assocs.  
 Templeton (ASCAP), see Shawnee Press.  
 Ten-East (BMI), 7715 Sunset Blvd., Los Angeles, Calif. 90046. Tel: (213) 876-1360. Partners: Charles Greene, Brian Stone; Gen. Mgr.: Gail Wallis.  
 Branch: New York, N. Y., 1776 Broadway. Gen. Mgr.: Allan Dale.  
 Affiliates: Fifth Avenue (ASCAP), Five-West (BMI).  
 Int'l reps.: Andorra (Gerard Tournier), Australia (Campbell-Connelly), Austria (Intro Gebr. Meisel), Belgium (Gerard Tournier), Eire (Campbell-Connelly), France (Gerard Tournier), Germany (Intro Gebr. Meisel), Luxembourg (Gerard Tournier), Monaco (Gerard Tournier), Netherlands (Gerard Tournier), New Zealand (Campbell-Connelly), South Africa (Campbell-Connelly), Switzerland (Intro Gebr. Meisel), United Kingdom (Campbell-Connelly).  
 Ten-Tex (BMI), see Sure-Fire.  
 Tender Tunes (BMI), see Kama Sutra.  
 Tenuto (ASCAP), see Theodore Presser.  
 Tepajo (BMI), 40 McGee Ave., Marlboro, Mass. 01752. Tel: (617) 485-4079. Pres.: Robert Jordan.  
 Tepono (BMI), PO Box 906, Zip: 40501; 1894 Linton Rd., Lexington, Ky. 40505. Tel: (606) 299-2346. Pres.: Nolan Puckett.  
 Terri (ASCAP), see Lowery.  
 Tetra (ASCAP), see Alexander Broude.  
 Teutonic (BMI), 2114 Nostrand Ave., Brooklyn, N. Y. 11210. Tel: (212) 859-5145. Pres.: Mel Sacks.  
 Tex-Sound (BMI), 506 W. Hildebrand Ave., San Antonio, Tex. 78212. Pres.: Jeff Smith; Gen. Mgr.: Jack Bond.  
 THE RICHMOND ORGANIZATION (TRO), 10 Columbus Circle, New York, N. Y. 10019. Tel: (212) 765-9889.  
 Affiliates: Andover (ASCAP), Essex (ASCAP), Hollis (BMI), Total (BMI).  
 Int'l reps.: Australia (Essex), Canada (Essex), France (Essex), Germany (Essex), Israel (TRO), Italy (Aromando), Japan (TRO), Netherlands (Essex), Spain (Essex), Sweden (Essex), United Kingdom (Essex). (SEE ADVERTISEMENT)  
 Then (BMI), see Drive-In.  
 Third Story (BMI), 5455 Wilshire Blvd., Suite 1700, Los Angeles, Calif. 90036. Tel: (213) WE 7-3663. Admin.: M. Cohen.  
 Affiliates: Barmpatomph (BMI), Bizarre (BMI), Coconut Grove (BMI), Cohorts (BMI), Fourth Landing (BMI), Great Boo (BMI), Hatts (BMI), Negative (BMI), Phurius (BMI), Ronor (BMI), Sixth Floor (BMI), Frank Zappa (BMI).  
 Third Stream (ASCAP), see MJQ.  
 3 B's, 2481 Webster Ave., Bronx, N. Y. 10458. Tel: (212) CY 8-3350. Partner: M. Bronen.  
 Three-C's (BMI), 1144 Caravan Trail, Duncanville, Tex. 75116. Tel: (214) AX 8-0331. Pres.: Tom O'Neal.  
 3 H's (ASCAP), 3333 San Marino St., Los Angeles, Calif. 90006. Tel: (213) 383-6726. Pres.: Henry Oakes; Gen. Mgr.: Bob Williams; Gen. Prof. Mgr.: Don Kincheloe.  
 Affiliate: Cork (BMI).  
 Int'l firms represented: Acetatos Profesionales (Mexico); J. Albert & Sons (Australia).  
 Int'l reps.: Italy (Sidef), Japan (Mrs. G. T. Folster).  
 Thrush (BMI), 3884 Franklin Ave., Los Angeles, Calif. 90027. Tel: (213) 662-3121, 3656. Cable: BRI-ROSS. Owner: Brian Ross; VP: Maurice Bercov.  
 Thunderbal (BMI), PO Box 626, 1608 S. Fleishel, Tyler, Tex. 75701. Tel: (214) LY 2-0591. Pres.: Steve Wright.  
 Thursday (BMI), see Fred Ahlert.  
 Tideland (BMI), see American Metropolitan Ents.  
 Timberland (BMI), Forest City, Iowa 50436. Tel: (515) 582-2992. Pres.: Arlo Johnson.  
 Time (BMI), 449 S. Beverly Dr., Beverly Hills, Calif. 90212. Tel: (213) CR 4-8094. Pres.: Joe Galkin.  
 Branch: Atlanta, Ga., 429 Montgomery Ferry Rd. N.E. Zip: 30324. Tel: (404) 873-6295.



Timsonac (ASCAP), see Loring.  
 Tincal (BMI), see Shan-Todd.  
 Tinker (ASCAP), see Casablanca.  
 Tisra Til (BMI), see Little Giant.  
 Tobey (ASCAP), see Tobias & Lewis.  
 Tobl-Ann (BMI), 1650 Broadway, New York N. Y. 10019. Tel: (212) JU 6-3876. Pres.: Phil Kahl.  
 Tobias & Lewis (ASCAP), 1650 Broadway, New York, N. Y. 10019. Tel: (212) CO 5-8236. Pres.: Charles Tobias.  
**Affiliate:** Tobey (ASCAP).  
 Todo Bien (BMI), see The Big Seven.  
 Tomard (ASCAP), see Seelye.  
 Tomaria (BMI), PO Box 802, Columbia, S. C. Tel: (803) EL 9-6599. Pres.: Charles Derrick; Gen. Mgr.: Kip Anderson.  
 Tomich, 7 Charles Ln., New York, N. Y. 10014. Tel: (212) CH 2-1479. Pres.: Michael F. J. Lynch; PR Dir.: Nicholas Petron Jr.  
 Tomlew (BMI), 12202 Union Ave., Cleveland, Ohio 44105. Tel: (216) 752-3440. Pres.: Mr. Boddie.  
 Tomorrow's Tunes (BMI), see Genius.  
 Tona Lee (BMI), see Keel.  
 Tone Craft (BMI), c/o Sure Music & Rec. Co., PO Box 94, Broomall, Pa. 19008. Tel: (215) EL 6-2996. Pres.: Beth Merle.  
**Affiliate:** Aqua (ASCAP).  
 Toote, 1 N. Dean St., Englewood, N. J. 07631. Tel: (201) 567-8282; NYC Tel: (212) 564-581B. Pres.: Gloria E. A. Toote.  
**Affiliate:** Toote Town (BMI), Trea (ASCAP).  
 Toote Town (BMI), see Toote.  
 Top-Hit (ASCAP), 1120 N. Fuller Ave., Los Angeles, Calif. 90046. Mgr.: Louis Mysels.  
**Affiliate:** Highlight (BMI).  
 Tor (ASCAP), see Gordon.  
 Total (BMI), see The Richmond Org. listed under "T."  
 Touche (BMI), 79 Commerce St., Suite 512, Montgomery, Ala. 36104. Tel: (205) 264-0276. Pres.: Henry Heller; Gen. Mgr.: Stephen Alan Heller.  
 Touchstone (ASCAP), see Whitfield.  
 Toulouse (BMI), PO Box 96, El Cerrito, Calif. 94530. Tel: (415) 526-3491. Pres.: Jacques Disraeli Bronson; Gen. Mgr.: James Bronson Jr.  
 Town & Country (BMI), see American Metropolitan Ents.  
 Towne (ASCAP), see TM.  
 Towpath (BMI), Walton Rd., Palmyra, N. Y. 14522. Tel: (315) 597-5003. Owner: Gerald L. Griffin.  
 Tracie (ASCAP), PO Box 1026, 802 18 Ave. S., Nashville, Tenn. 37202. Tel: (713) TE 2-1522. Mgr.: William G. Hall.  
**Affiliates:** Big Bopper (BMI), Dixiana (BMI), Nash-Beau (BMI).  
 Tradition (BMI), Box 9195, Berkeley, Calif. 94719. Tel: (415) 841-8624. Pres.: C. Strachwitz.  
 Traficante/Polyphonic (SESAC), see Summy-Birchard.  
 Transcontinental (ASCAP), 1674 Broadway, New York, N. Y. 10019. Tel: (212) CO 5-4973. Owner: Mrs. Mari Freudenthal.  
 Travis (BMI), see Metric Music Group.  
 Thay (ASCAP), see American Metropolitan Ents.  
 Traydel (BMI), 3511 Dupont Ave., Kensington, Md. 20795. Tel: (301) 949-0758. Pres.: Tom Traynor.  
 Trea (ASCAP), see Toote.  
 Treasure Chest, see Ashley.  
 Tree (BMI), 905 16 Ave. S., Nashville, Tenn. Tel: (615) 254-3359. Pres.: Jack Stapp; Exec. VP: W. D. Killen; Gen. Prof. Mgr.: E. B. Wilson.  
**Int'l branches:** Australia, France, Germany, Italy, Japan, Spain, Sweden, United Kingdom.  
**Affiliates:** Ally (BMI), Cross Keys (ASCAP), Green Grass (BMI), Press (BMI), Twig (BMI), Wilderness (BMI).  
 Trend (ASCAP), see Burdge.  
 Tri-Star (BMI), RD 1, York Haven, Pa. 17370. Tel: (717) 266-4140. Gen. Mgr.: George Hickman Jr.  
 Trianon (BMI), 3942 Third Ave., Detroit, Mich. 48201. Tel: (313) 833-5358. Contacts: Jack Devora & Sheldon Brown.  
**Affiliate:** Jandon (ASCAP).  
 Tribute (SESAC), see World Library.  
 Trim (BMI), see Starling.  
 Trio (BMI), 1619 Broadway, New York, N. Y. 10019. Tel: (212) 582-0828. Pres.: Jerry Leiber & Mike Stoller.  
**Affiliates:** Quartet (ASCAP), US Songs (ASCAP).  
 Tritone (BMI), see Theodore Presser.  
 Triumph (BMI), 353 W. 57 St., New York, N.Y. 10019. Tel: (212) PL 7-3795. Pres.: Jack Shaindlin.  
 Triver (BMI), 1201 Arkansas Ave., Apt. 3, Pittsburgh, Pa. 15216. Tel: (412) 563-1109. Pres.: George W. Annesley; VP: Dennis A. Sites.  
 Tronic (BMI), see Starday.  
 Trousdale (BMI), Gen. Mgr.: Jay Lasker; Gen. Prof. Mgr.: Norm Ratner, see Pamco.  
 True Blue (ASCAP), 16027 Sunburst St., Sepulveda, Calif. 91343. Tel: (213) 892-0044. Pres.: Larry Fotine.  
**Affiliates:** Midnight Sun (ASCAP), Poly Tone (ASCAP).  
 True Point (BMI), PO Box 8592, Orlando, Fla. 32806. Tel: (305) 422-2374. Pres.: Robert C. Benzing.  
 Trump (BMI), c/o Publishers' Licensing Corp., 40 W. 55 St., New York, N. Y. 10019. Tel: (212) 581-7970. Telex: 224128. Cable: TABAKURN. Pres.: Guy Cimbalo; Contact: Philip S. Kurnit.  
 Trusty (BMI), Nebo, Ky. 42441. Tel: (502) 249-3194. Pres.: Elsie Childers.  
 Ernest Tubb (BMI), see Hill & Range.  
 Tuckahoe (BMI), see Jim Reeves Ents.  
 Tulip (ASCAP), see Eden.  
 Tumbler (BMI), see Mixer.  
 Tune-Kel (BMI), 715 Camp St., New Orleans, La. 70130. Tel: (504) 522-1060. Pres.: Joseph Banashak.  
**Affiliate:** Jarb (BMI).  
 Tune Time (BMI), see Gil.  
 Tunecrafters (BMI), 1607 El Centro Ave., Hollywood, Calif. Tel: (213) HO 2-0261. Pres.: Lin Wilde.  
**Affiliate:** Charlin (ASCAP).  
 Tupper (BMI), 959 Main St., Buffalo, N.Y. 14203. Tel: (716) 882-0427. Pres.: Steve Brodie; Gen. Mgr.: Bruce Godfrey.  
**Affiliate:** Bro Sil (ASCAP).  
 Twentieth Century (ASCAP), 1619 Broadway, New York, N. Y. 10019. Tel: (212) 247-1591. Cable: CENTMUSIC.  
**Branch:** Los Angeles, Calif., 1417 N. Western Ave., Hollywood.  
**Affiliates:** Bregman, Vocco & Conn (ASCAP), Chatham (ASCAP), Fox Fanfare (BMI), Lombardo (ASCAP), Rosemeadow (ASCAP), Supreme (ASCAP), Vernon (ASCAP), Welzheim (ASCAP).  
 Twenty Grand (BMI), 417 W. 21 St., Norfolk, Va. 23517. Tel: (703) 622-2111. Pres.: Warren M. Miller; Gen. Prof. Mgr.: Jacqueline Perchalla.  
 Twig (BMI), see Tree.  
 Twin-Chris (ASCAP), 6290 Sunset Blvd., Suite 1003, Hollywood, Calif. 90028. Tel: (213) 466-4265.  
 Twin Jay (BMI), 4 Broad St. S.W., Atlanta, Ga. 30303. Tel: (404) 525-3726. Pres.: Jan Cox.  
 Two Way (BMI) 575 Cherokee Rd., Smyrna, Ga. 30080. Tel: (404) 436-1552. Partners: Martin & Howard.  
 Ty-Tex (BMI), 2109 S. Broadway, Tyler, Tex. 75701. Owner: Eula Anton.  
 Tyler (BMI), PO Box 231, Tyler, Tex. 75701. Tel: (214) LY 4-2961. Mgr.: Curtis Kirk.  
 Tyleron (ASCAP), see Criterion.

**U**

U S Songs (ASCAP), see Trio.  
 Uganda (BMI), c/o Publishers' Licensing Corp., 40 W. 55 St., New York, N.Y. 10019. Tel: (212) 581-7970. Telex: 224128. Cable: TABAKURN. Contact: Philip S. Kurnit.  
 Umbrella (ASCAP), 3011 Beach 40 St., Brooklyn, N. Y. 11224. Tel: (212) ES 2-6436. Owner: Kadish Millet.  
 Unart (BMI), see United Artists.  
 Uncle George (BMI), see L F Music Group.  
 Unicorn (ASCAP), see Sam Fox.  
 United (ASCAP), see Hugo & Luigi.  
 United Artists (ASCAP), 729 Seventh Ave., New York, N. Y. 10019. Tel: (212) CI 5-6000. Cable: UNARTISTCO. Pres.: Michael Stewart; Exec. VP & Gen. Mgr.: Murray Deutch.  
**Branch:** Los Angeles, Calif., 9229 Sunset Blvd., Zip: 90069. Tel: (213) CR 3-6460. VP: Norman Weiser.  
**Affiliates:** Elvid (BMI), Esteem (BMI), Unart (BMI).  
**Int'l reps:** Argentina (UA Music Latina), Australia (Tu-Con), Brazil (Iramos Vitale), France (Editions Associees S.A.R.L.), Germany (Progress), Italy (Orchestral Music), Japan (Taiyo), Mexico (Mundo Musical), Netherlands (UA), Spain (His-pavox), Sweden (United Artists), United Kingdom (United Artists).  
 United International Copyright Representatives, (ASCAP), 156 Fifth Ave., Rm. 1234, New York, N. Y. 10010. Tel: (212) 255-4800. Cable: ESPDISK. Pres.: Bernard Stollman.  
**Affiliates:** Bird's Eye (BMI), Esprim (BMI), Iwo (ASCAP), Obie (BMI), Syndicore (BMI).  
 United Mexican Music (BMI), see Mexican Music Centre.  
 University of Washington Press, see Galaxy.  
 Up Tight (BMI), div. of Boss Prod'ns, 2104 Lake Ave., Baltimore, Md. 21218. Tel: (301) 235-1588. Pres. & Gen. Mgr.: David Harris.  
 Upper Level (BMI), see Rivington.  
 Upam (BMI), see Gopam Ents.  
 Ursula (BMI), see Welz.  
 Utter Loaf (BMI), LaFollette, Tenn. 37766. Tel: (615) 562-5410. Pres. & Gen. Mgr.: Frank Payne.

**V**

V S A V (BMI), see Vance Music Corp.  
 Vado (ASCAP), 2226 McDonald Ave., Brooklyn, N. Y. 11223. Tel: (212) 372-9336. Pres.: Vincent Velardi; Gen. Mgr.: Tom Denton.  
**Affiliate:** Lepo (BMI).  
 Vail (ASCAP), see Vance Music Corp.  
 Val-Dare (BMI), Box 4234, Panorama City, Calif. Tel: (213) 786-6957. Pres.: Hal Southern.  
**Affiliate:** Golden Valley (SESAC).  
 Valando (ASCAP), see Sunbeam.  
 Thomas J. Valentino (ASCAP), 150 W. 46 St., New York, N. Y. 10036. Tel: (212) CI 6-4675. Cable: VALENTINO. Pres.: T. J. Valentino.  
**Affiliate:** RFT (BMI).  
 Valley (BMI), see Hill & Range.  
 Valley Brook (ASCAP), Pres.: Bill Haley, see Arcade.  
 Value (BMI), 1118 Washington, Suite 214, Kansas City, Mo. 64105. Tel: (816) VI 2-5603. Pres.: W. O. Wright.  
 Vamp (BMI), 2950 W. Davison, Detroit, Mich. 48238. Tel: (313) 883-6565. Pres.: Marvin M. Jacobs; Gen. Mgr.: Morris Last.  
 Vance Music Corp., 6922 Hollywood Blvd., Suite 804, Hollywood, Calif. 90028. Tel: (213) 463-4181. Pres.: Steven Vail; Dir.: Hanna Cox.  
**Affiliates:** VSAV (BMI), Vail (ASCAP).

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 Vault (BMI), 2525 W. Ninth St., Los Angeles, Calif. 90006. Tel.: (213) 386-1821. Pres.: Jack Lewerke.  
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 Vogue (BMI), see Bibb.  
 Volkwein Bros. (ASCAP), 117 Sandusky St., Pittsburgh, Pa. 15212. Tel.: (412) 322-5100. Treas.: Walter E. Volkwein.  
 Volunteer (BMI), see National Music Corp. of N. J.  
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**W**

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 Branch: New York, N. Y., Studio, 723 Seventh Ave. Zip: 10019. Tel.: (212) CI 5-7640.  
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 Affiliate: Ursula (BMI).  
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 Wemar (BMI), 1619 Broadway, New York, N. Y. 10019. Tel.: (212) CO 5-4753.  
 Bobe Wes (BMI), 4542 Live Oak, Mesquite, Tex. 75149. Tel.: (214) BR 9-0635. Pres.: Bobe Wes.  
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 White Way (ASCAP), 101 W. 55 St., Suite 1E, New York, N. Y. 10019. Tel.: (212) PL 7-4317. Pres.: Eddie White; Nat'l Promo. Mgr.: Jack Fine.  
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Sheet Music Institute, 1842 West Ave., Miami  
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Branch: Los Angeles, Calif.

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Music Dealers Serv., 426 W. 55 St. Zip: 10019.  
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Plymouth, 17 W. 60 St. Zip: 10023. Tel: 246-9675.  
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Rashid Sales, 191 Atlantic Ave., Brooklyn. Zip:  
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Robbins Music, 1350 Ave. of the Americas. Tel:  
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Larry Shayne Music, 1619 Broadway. Zip: 10019.  
Tel: PL 7-9265.

Tempo, 333 Riverside Dr. Zip: 10025. Tel: CI  
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MA 6-3448. Owner & Gen. Mgr.: D. D. Edgar.

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Endisco, 2943 W. Fairmount Ave. Zip: 85017. Tel: 264-5835. Pres.: Bob Cowen. Labels: Acta, Allegre, Coma, Cotillion, Dot, Early Bird, El Zarape, Fantasy, Fiesta, Galaxy, Geophon, MTA, Mainstream, Mardi Gras,

Orpheon, Pace, Primovox, Ranwood, Reprise, Revere, Roulette, Institute for Language Study, Sound Gems, Tetragrammaton, Tico, Uni, Vance (VMC), Viva, Warner Bros.-Seven Arts, Whiz. (sub-distributor for Liberty & United Artist product, Epic, Vanguard, Project 3). Tape: (cartridge) El Zarape, Orpheon.

Old Timer, PO Box 7281. Zip: 85011. Tel: 934-5551. Owner: F. R. White. Labels: all square & round dance.

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### • FRESNO (Area Code 209)

CALECTRON, 2930 Butler. Zip: 93721. Tel: 268-8411. (see San Francisco for product distributed.) Home office: San Francisco, Calif. (SEE ADVERTISEMENT)

Discorama, 1321 Fulton Mall. Tel: 485-8840. Mgr.: Carl Johnston. Branch: San Jose, Calif., Ideal Rec. Serv. Labels: Bego, Discos Columbia, DLV, Del Valle, El Zarape, Falcon, Fama, Ideal, Musart, Orpheon, Peerless. (sub-distributor for Capitol, Columbia, RCA). Tape: (cartridge) Capitol, Columbia.

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Advance, 6376 Yucca, Hollywood. Zip: 90028. Tel: 463-2151. Owner: Tim Gayle. Labels: Buff, Capa, Chroma, Croyden, Dare, Mullenix, Pepper Tree, Pony, Round-Up, Somers, Tim Gayle, Wax.

Aldo, 2712 W. Pico Blvd. Zip: 90006. Tel: 737-0180. Owners: George R. Brown, Al Stewart; Mgr.: Al Stewart; Promo.: George R. Brown. Labels: A-Okay, ARV, Action Pac, Allegre, Alpha West, American, Appaloosa, Audio Book, Baronet, Bay, Bet, Bible Voice, Bonfire, C-Ray, Calmis, Chance, Chesterfield, Combo, Crisis, Demon, Dime, Eagle, Empala, Frank Breeze Prod'ns, Fros-Ray, Glenolden, Granger, ILA, Jay-Jay, Kay-Y, LaSalle, Lisa, Marc, Meow, Media, Mojo Mosley, Mood, Mundo, NTR, Orpheus, P&L, REP, Reness, Romark, Sage & Sand, Service, Sidewinder, Stinson, Supreme, Teli, 3-H's, Titan I & II, Tri-Disc, Valor, Vam, Virgintone, Voice of Scripture, Vov, Whittier, Winit, Yardbird, Yobo. Tape: (cartridge) Surf-Side, Whittier. Tape playback equip.: Voice of Music.

Auto-Music, 2622 S. La Cienega. Zip: 90034. Tel: 870-0401. Pres.: I. R. Stulman. Tape (cartridge & cassette) all lines.

California, 2525 W. Ninth St. Zip: 90006. Tel: 386-1821. Pres.: Ralph Kaffel; Sales Mgr.: George Hocutt; Promo. Mgr.: Marty Kupps. Labels: Amy, Archive of Folk Music, Archive of Piano Music, Arvee, Audicon, Aurora, Baroque, Bell, Big Top, Cadet, Carnival, Cetra, Charay, Checker, Chess, Chisa, Concert-Disc, Debut, Diamond, Dollie, Douglas Int'l, Drew, DynoVoice, ESP-Disk, Elf, Esoteric, Everest, Fantasy, Fat Fish, Fiesta, Flashback, Galaxy, Gamble, Goldwax, Geophon, Groovesville, Groovy, Hi-Fi, Janus, KR, Kent, Laurie, Legrand, Magnum, Mala, Mardi Gras, Modern, Musicland USA, New Voice, Pala, Period, Phil-L-A, Soul, Pirouette, Prestige, Renaissance, Revilot, Revue, Rust, Sansu, Scala, Scorpio, Solid Hit, Sphere Sound, Tradition, Tuba, Uni, United, Virgo, York.

Capitol, 3117 San Fernando Rd. Zip: 90065. Tel: Cl 7-8224. District Sales Mgr.: Charles Bratnaber; Promo.: Joyce Miller, Buck Stapleton, Donald Grierson. Distributes: Capitol & Angel product. Musical instruments: harmonicas (Hohner); melodicas (Hohner).

CHAPMAN, 2645 W. Pico Blvd. Zip: 90006. Tel: 385-3636. Mgr.: Al Chapman; Promo.: Sam Laine.

Labels: Accent, Alwin, B&G, Bandbox, Cabot, Cambridge, Canaan, Children's Rec. Guild, Conversaphone, Connoisseur Society, Conquest, Cricket, Fania, Fraternitey, Gregory, Haydn Society, Hilltop, Happy Time, Living Language, Milestone, Monitor, Music Minus One, PIP, Peter Pan, Phoenix, Pickwick, Rampart, Repeat, Serenus, Sire, Spoken Arts, Sword, Tikva, Upstream, Valhalla, Word, Young People's Recs. Tape: (cartridge & open reel) Pickwick. (SEE ADVERTISEMENT)

Cheviot, Whitney Bldg., Box 34485. Zip: 90034. Tel: 836-4678. VP: Ruth White.

Labels: Capricorn, Rhythms Prod'ns, Tom Thumb. Columbia Rec. Sales, 6922 Hollywood Blvd., Suite 702. Tel: HO 6-2481. Sales Mgr.: Robert Murphy; Promo. Mgrs.: Bob Moering & Terry Powell; Audio Sales Mgr.: Charles Ross; Regional Sales Mgr. (Los Angeles, Honolulu): Del Costello. Distributes: Columbia product.

Corsair-Continental, 5528 N. Rosemead Blvd., Temple City. Tel: 287-3005. Contact: Larry W. Berger. Labels: Aqua, Balance, Belco, Belmar, Blue Star, Bogan, Family Square, Folkraft, Grenn, Hi Hat, JRL, Jewel, Kalox, Keeno, Longhorn, Lore, MacGregor, Magic, Mustang, Old Timer, Prairie, Rockin-A, Scope, Sets in Order, Shaw, Square L, Sunny Hill, Swinging Square, Top, Viking, Wagon Wheel, Western Jubilee, Windsor.

Craig, 3410 La Cienega Blvd. Zip: 90016. Tel: WE 6-6171. VP: D. D. Carson; Adv. Mgr.: Etta Delson.

Branches: San Francisco, Calif.; Denver, Colo.; Honolulu, Hawaii; Seattle, Wash. Tape: (cartridge) Ampex, Capitol, Columbia, Decca, GRT, Liberty, RCA; (cassette) Ampex, Berlitz, Capitol, DGG, Decca, Liberty; (open reel) Ampex, Angel, Audio-Spectrum, Capitol, Columbia, Decca, Epic, GRT, Hallmark, Liberty, Mercury, Muntz, Music Tapes, RCA, Royal, Stereo Tapes, Tape-Mates; PlayTape. Tape playback equip.: Craig, Columbia, PlayTape.

Creative Sound, 9000 Sunset Blvd. Zip: 90069. Tel: 271-4843. Pres.: Bob Cotterell; Promo.: Paul Webb Assocs.

Labels: Alshire Presents, Audio Bible Studios, Creative Sound, Cricket, Design, Hilltop, Pickwick/33, Sunset, Surfari, Zondervan. Decca, 6750 Santa Monica Blvd. Zip: 90038. Tel: HO 3-7126. District Mgr.: Mario DeFilippo; Branch Mgr.: Barry Vejar. Labels: Decca, Coral, Brunswick, Berlitz, Standard, Colonial, Bert & I, Gold Star, Melanie. Tape: (cartridge) Decca, Coral, Brunswick, Berlitz, Standard; (cassette & open reel) Decca, Coral, Brunswick. Tape playback equip.: Decca cartridge 8-tr. Phonographs: Decca. Musical instruments: drums, oboans, tambourines, bongos, guitars, ukuleles (Decca). Musical accessories: Decca.

Diamond, 2990 W. Pico Blvd. Zip: 90006. Tel: 731-6311. Pres.: Abe Diamond. Labels: ABC, Bluesway, Command, Dunhill, Grand Award, Impulse, Jerden, LHI, Movietone, Music Guild, Riverside, Satellite, Senate, Tangerine. 20th Century-Fox, Westminster.

Duplex, 2505 S. Central Ave. Zip: 90011. Tel: 746-1949. Owner: J. H. Liggins; Mgr.: Lillie Liggins; Promo.: Jerry Hooks, Jimmy Liggins. Branch: Dallas, Tex. Labels: Duplex, Hooks, Movin', Ride, Velvet, Norfor.

Festival, 2769 W. Pico Blvd. Zip: 90006. Tel: 737-3500. Mar.: John Filcich. Branch: San Francisco, Calif. Labels: Ace of Clubs, Alector, Apon, Artia, Avoca, B&F, Balkan, Barenreiter, Bruno, Canary, Colonial, Colosseum, Continental, Dana, Dover, Eurotone, Gateway, Gregorian, Helios, Institute, Israel Music Foundation, Kismet, Nina, Parakeet, Rainbow, Standard, Ultraphone.

General Mobil Electronics, 5401 S. Figueroa St. Zip: 90037. Tel: 751-4111. Gen. Mgr.: A. Brofsky; Partner: Ed Zions. Tape: (cartridge) RCA, Capitol, Columbia, ITCC; PlayTape. Tape playback equip.: Automatic Radio, Muntz, Audio Stereo.

Hart (div. of Transcontinental Music Corp.), 15500 S. Main St., Gardena. Zip: 90427. Tel: 327-6580. Pres.: George D. Hartstone; Sales Mgr.: Ross Burdick. Labels: Disneyland, Loma, London, London-American Group, Reprise, Warner Bros.-Seven Arts.

Tape: (cartridge) Muntz, Reprise, Warner Bros.-Seven Arts; (cassette) Reprise, Warner Bros.-Seven Arts.

Hitsville, 2525 W. Ninth St. Tel: 386-1821. Pres.: Ralph Kaffel; Gen. Mgr.: George Hocutt.  
**Labels:** Gordy, Inferno, Mel-o-dy, Motown, Soul, Tamla, VIP, Workshop Jazz.

International Consolidated, PO Box 373, Canoga Park. Tel: 346-3333. Pres.: Virginia Scott; Promo.: Sheree Scott; Pub.: Glenn Scott; Nat'l Rep.: Mark Raymer.

**Branches:** San Fernando, Calif.; Mehama, Ore.  
**Labels:** Angeltone, Atlas, Cartwheel, Colorful, Headliner Stars, Mark, Robbins, Sheree Heart.

Liberty Rec. Dist'g. Co. of Calif., 1024 N. Orange Dr. Zip: 90038. Tel: 462-6733. Mgr.: Herb Whitaker; Opns. Mgr.: David Diehl; Promo.: Rich Sidota, Jerry Davis, Del Roy.  
**Distributes:** Liberty & United Artists product.

Linden, 929 Larrabee, Suite 12. Zip: 90069. Tel: 766-3851. Mgr.: Lindy Blasky; Promotion: 766-3851. Mgr.: Lindy Blasky; Promo.: Joe Corazzi, Steve Smith.  
**Labels:** LaVette, Space, Time.

Malynn Ent's., 2580 W. Pico Blvd. Zip: 90006. Tel: DU 5-9161. Mng. Dir.: Guy Ward.  
**Labels:** Money, Ten Star, Highland.

Merit, 2525 W. Ninth St. Zip: 90006. Tel: 386-1821. Owner: Jack Lewerke; Mgr.: Bill Pieper; Promo.: Gene Simmons, John Fisher.  
**Labels:** Atco, Atlantic, Challenge, Contact, Contemporary, Corby, Crimson, Dial, Enterprise, Flashback, Focus, Good Time Jazz, Institute for Language Study, Lost-Nite, Mainstream, Milestone, Mothers, Specialty, Stax, Vault, Volt, Vortex.

Merrec, 2617 S. Broadway. Zip: 90007. Tel: 748-9821. Mgr.: George Steiner.  
**Labels:** Mercury, Philips, Smash, Emarcy, Fontana, Limelight.  
**Distributes:** other Mercury product.

Metro, 2053 Venice Blvd. Zip: 90006. Tel: 733-2114. Sales Mgr.: Mel Price.  
**Labels:** MGM, Buddah, Cameo-Parkway, Canterbury, Cub, DGG, Factory, Heliodor, Heritage, Kama Sutra, Leo the Lion, Metro, Original Sound, Orpheum, VSP, Venture, Verve, Verve/Forecast.  
**Tapes:** (cartridge) MGM, Verve; (cassette) DGG, MGM, Verve.  
**Tape playback equip.:** MGM Playtape.

Music Mdrs. of America, 10711 Venice Blvd. Zip: 90034. Tel: 839-4306. Pres.: Glen Becker; VP: Stuart Burnat; Buyer: Des Moines Green.  
**Labels:** RCA Camden, RCA Victrola.  
**Tape (cartridge)** RCA Camden, RCA Victrola, Decca, Muntz; **PlayTape.**  
**Tape playback equip.:** Muntz, Tenna, Concertone, Borg-Warner, PlayTape.

Musical Recs., 2854 W. Pico Blvd. Zip: 90006. Tel: 733-0937.  
**Home office:** Hialeah, Fla. (see Miami).  
**Labels:** Discuba, Musart, Musidisc, Nilser, Odeon, Rex.

Pacific Int'l, 1223 N. Kingsley Dr. Zip: 90029. Tel: 666-2704. Cable: PACIFICMUS. Owner: Tom T. Saiki.  
**Tape:** (cartridge) Nivico, Ponypak.

PEP REC. SALES, 3009 W. Pico Blvd. Zip: 90006. Tel: RE 5-1297. Owner: R. Ricklin.  
**Labels:** Arhoolie, Ashley, Audio Fidelity, Bakersfield Int'l, Bethlehem, Blues Classics, Boone, Caedmon, Charter, Crossroads, Delmark, Double Shot, Dyer-Bennet, Epic, Eterna, Everyman, Experiences Anonymes, Federal, Folkways, Go Go, Hollywood, K-Ark, Kanaka, King, Longhorn, Lyricord, MTA, Makaha, Nugget, Okeh, Old Timey, Panda, Patrice, Project 3, Ramco, Ranwood Int'l, Ric-Tic, Starday, Stop, Tahiti, Testament, Turnabout, Vanguard, Vox, Wayside.  
**Tape:** (cartridge) Double Shot, Epic, Project 3; (open reel) Epic, Project 3. (SEE ADVERTISEMENT)

Privilege (div. of Transcontinental Music Corp.), 15500 S. Main St., Gardena. Zip: 90247. Tel: 327-6580. Pres. & Gen. Mgr.: Norman F. Goodwin; Promo. Dir.: Barry Freeman; R&B Promo.: Andy Bellvin.  
**Branch:** San Francisco, Calif.  
**Labels:** Alshire Presents, Back Beat, Duke, Fink, GNP Crescendo, Hickory, King, Little Darlin', Monument, Peacock, Philco-Ford Hip-Pocket, Sound Stage 7, TRX, Tower.  
**Photograph:** Philco-Ford.

R C A, 6051 Telegraph Rd. Zip: 90022. Tel: 723-6661. Mgr.: Dave Pearce.  
**Distributes:** RCA product.  
**Tape playback equip.:** RCA, Borg-Warner.

RECORD MDS'G, 2580 W. Pico Blvd. Zip: 90006. Tel: DU 5-9161. Pres.: Sid Talmadge.  
**Labels:** A&M, Dooto, Elektra, Era, Guyden, Jamie, Jewel, Kapp, Old Town, Paula, SC Phillips Int'l, Savoy, Scepter, Sun, USA, Wand.  
**Tape:** (cartridge) ITCC. (SEE ADVERTISEMENT)

Record Sales, 222 W. Orange Grove Ave., Burbank. Zip: 91502. Tel: 849-4671. Pres.: Al Sherman; Mgr.: Ricardo Ceja.  
**Labels:** Alshire Presents, Audio-Spectrum, Azteca, Peter Rabbit, Paloma, Somerset, Stereo Fidelity.  
**Tape:** (cartridge, cassette, open reel) Ampex.

United Tape, 2525 W. Ninth St. Zip: 90006. Tel: 386-1821. Pres.: Ralph Kaffel; Gen. Mgr.: Bob Gerstlauer.  
**Tape:** (cartridge) Ampex, CBS, Capitol, Columbia, Decca, Epic, GRT, ITCC, Liberty, Mercury, Modern, Motown, Muntz, Musart, Original Sound, Orpheum, RCA; (cassette) Ampex, DGG, Decca, GRT, Liberty, Mercury, Sentry; (open

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reel) Ampex, Capitol, Columbia, Decca, GRT, Music Tapes, Stereotape, Tapemates.  
Distributes: GW Electronics AM-FM Auto Tuner; blank cassettes.

United Tape & Instrument (UTI), 5873 Rodeo Rd. Zip: 90016. Tel: UP 0-0246. Mgr.: Ed Mason. Tape: (cartridge) RCA, Mercury; (open reel) RCA.

Tape playback equip.: Lear Jet.  
World Wide, 2596 W. Pico Blvd. Zip: 90006. Tel: DU 7-8127. Contact: Louis Verzola. Labels: Dot, Acta, DynoVoice, Little Golden, Steed, Viva.

• **ORANGE (Area Code 714)**

Artists Life, 1211 E. Mayfair Ave. Tel: 538-4488. Pres.: H. Reynolds.

Labels: Artists Life, Balkan, Bowery, Jamboree, Nebraska, Pleasant, Peasant, Polkaland, Rave.

Jazz Research, 291 Spinnaker St. Zip: 92668. Tel: 638-4458. Owner: Bill Bacin.

Labels: Accent, Crystallite, Dixie Oldies, Esquire, Fat Cat, Good Time Jazz, Happy Jazz Band, Icon, Jazz Band, Jazz Museum, Jazzette, Jelly Roll, Kapp (Kenny Ball only), Lamplighter, Lark, Mortonia, Motherlode, New Orleans Bandwagon, Osaka Original Dixieland, Riverside Archives, Solo, Sonet, Southland, Stardust, Storyville, Vintage Jazz Music, Woodshed.

Southland, 291 Spinnaker St. Zip: 92668. Tel: 537-1546. Owner: Bill Bacin.

Labels: Southland, Nobility of Dixieland Hall, Valon (Roy Brewer), Happy Jazz Band, Epitaph, Alamo City Jazz Band, Detroit Tailgate Ramblers, Icon, Jelly Roll Jazz Band, Pearl, Ronco (Ron Bartley), Kapp (Kenny Ball only), San Jacinto, GHB, Jazzology, Jazz Collectors' Editions, Audiophile, Jazz Crusade, Connecticut Traditional Jazz Society, Jazz Function, New Orleans Jazz Museum Originals, Rhythm Posse, Seventy-Seven (77), Folklore, Kwela, Good Time Jazz, GNP Crescendo, Dixieland Jubilee, King of Japan, Center, Sounds, Gun, Euphonic, Bayou to Bay, Monomoy, Argo, Art Jazz Treasury, Solo (Larry Conger), Norman, Onward, JJC, Evergreen, Stinson, Golden Crest, Colony (Bill Coburn), Melodeon, Pinnacle, Rare Fats Waller, Marie Marcus, Milestone, Folk Lyric, Counts of Bourbon St., Loud, Vintage Jazz Music, Soma, Historical, Int'l Polydor, Osaka ODJC, New Orleans Rascals, Jazzette, Lark, Accent, Motherlode, Atlantic, Mainstream, Riverside, Roulette, Collectors', Storyville, Sonet, Esquire, Grand Prix, FDC, Collectors'

Classics, Jazz Panorama, Fat Cat, New Orleans Jazz Recorders, Ace of Hearts, Arhoolie, Belzona, Biograph, Blackbird, Cable, Country Classics, Dot, Dulai, Exclusive, Golden Guinea, Marble Arch, Origin, Pze, RCA Vintage, Saga, Vault, Windin' Ball, Yazoo.

• **SACRAMENTO (Area Code 916)**

CALECTRON, 330 Commerce Circle. Zip: 95815. Tel: 922-5885. (see San Francisco for product distributed).

Home office: San Francisco, Calif. (SEE ADVERTISEMENT).

• **SAN BERNARDINO (Area Code 714)**

Stereo-Mobile, 214 W. Highland. Zip: 92405. Tel: 882-7116. Owner: Hal Ludwig.

Tape: (cartridge) Columbia, Muntz; (cassette) Mercury.

Tape playback equip.: Lear Jet.

• **SAN FERNANDO (Area Code 213)**

International Consolidated, PO Box 411. Tel: DI 2-9109. Pres.: Virginia Scott; Promo.: Sheree Scott; Nat'l Rep.: Mark Raymer; Pub.: Glen Scott.

Branches: Los Angeles, Calif., Mehama, Ore. Labels: Angeltone, Atlas, Cartwheel, Colorful, Headliner Stars, Mark, Robbins, Sheree Heart.

• **SAN FRANCISCO & BAY AREA (Area Code 415)**

Acme Sales, PO Box 5603, 270 Sixth St., San Francisco. Tel: 863-6674. Owner: Olen Harrison; Mgr.: Susan C. Mennie.

Labels: ARV, Ballad, Cisne, Cloverstreet, Falcon, Gospel Corner, Lyrichord, Prospect, Proverb.

H. R. BASFORD REC. DIV., 800 Mariposa St., San Francisco. Zip: 94107. Tel: 626-5494. Gen. Mgr.: Jack Solinger; Promo.: Denny Zeitler, Jack Campbell, Sally Hall.

Labels: A&M, Abnak, Adria, Amy, Archive, Archive of Folk Music, Archive of Piano Music, Arctic, Astro, A'tack, Audio Arts, Avant Garde, Backbeat, Bang, Baroque, Bego, Bell, Bethlehem, Blue Note, Bravo, Bronjo, Calla, CapCity, Cetra, Challenge, Charay, Chart, Cisne, Clims, Co&Ce, Colonial, Concert Disc, Constellation, Counterpoint, Composers Recordings, Crimson Custom, D&D, DLV, Dance Along, Dardo, December, Deutsche Grammophon, Dionn, Discomoda, Discos Columbia, Discuba, Drew, Duke, DynoVoice, ESP-Disk, Eco, Elf, Everest, Excello, Expo, Falcon, Federal, First Amendment, Flashback, Fuentes, Gamble, Garrison, Gema, Goldwax, Gordy, Groovey, Guyden, Halo, HiFi, Hob, Hot Line, International Artists, Jaguar, Jamie, Jer-Hart, Jet Star, Jetstream, Keane, Kent, Keymen, King, Laurie, Lucky 11, MSL, Mace, Mainline, Maia, Mammoth, Mar-V-Lus, Mayfield, Miami, Milestone, Modern, Montel, Monument, MoSoul, Musart, Music Minus One, Musicland, Musidisc, Naptown, New Voice, Nike, Norteno, Now, Odeon, Old Town, One-DeFul, Orfeon, Original Sound, Peacock, Peerless, Period, Phil-L.A. of Soul, Philly Groove, Pickwick, Pirouette, Plamie, Primovox, Puchito, Revue, Rising Sons, Rojac, Roulette, Runway Five, Rutgers, Sansu, Scala, Scepter, Seattle Symphony, Secco, Shout, Sombro, Songbird, Soul, Sultown, Sound Stage 7, Sphere Sound, Sunburst, Sure-shot, Tamber, Tama, Taurus, Teardrop, Tradition, Tropical, Turnabout, Uni, United, VIP, Vox, Wand, Whiz, York.

Tape: (cartridge) A&M, CBS, Gordy, King, Modern, Motown, Musart, Orfeon, Original Sound, Pickwick, Soul, Tama, Muntz. (SEE ADVERTISEMENT.)

C & C Stone (div. of Transcontinental Music Corp.), 233 Utah Ave., South San Francisco. Zip: 94080. Tel: 871-8677. Gen. Mgr.: Ralph Parsons; Sales Mgr.: Bob Ellis, John Harper; Promo.: Dave Haynes, J. Christopher Burnett. Labels: ABC, Bluesway, Boone, Buddha, Command, Deram, Diamond, Disneyland, Dooto, Double Shot, Dunhill, Equinox, Hi, Imperial, Impulse, Jerden, LHI, Liberty, London, Minit, Parrot, Riverside, Stereo Treasury, SSS Int'l, Senate, 20th Century-Fox, United Artists, Veep, Vista.

CALECTRON, 460 Talbert Ave., Daly City. Zip: 94014. Tel: 444-5800. Gen. Mgr.: Merritt B. Kirk; Sales Mgr. Tape Div.: Ted Fullmer; Sales Mgr. Rec. Div.: Art Kay; Promo.: Guy Haines.

Branches: Fresno, Sacramento, Calif. Labels: RCA, Camden, Vanguard, Vox, Turnabout.

Tape: (cartridge, open reel) all tapes. Tape playback equip.: RCA, Borg-Warner. (SEE ADVERTISEMENT.)

Capitol, 680 Beach, Suite 307, San Francisco. Zip: 94109. Tel: 771-3210. Mgr.: Don Zimmerman. Distributes: Capitol, Angel product.

Car Radio Whlse., 711 Alabama St., San Francisco. Zip: 94110. Tel: 648-2406. Mgr.: N. Milsner. Tape playback equip.: Panasonic, Audio-Stereo (cartridge).

Chatton, 2517 San Pablo Ave., Oakland. Zip: 94612. Tel: 444-5677. Pres.: Robert M. Chatton; Sales Mgr.: Vince Cosgrave; Promo.: Fred Harrington. Labels: Atlantic, Bunky, Cadet, Carnival, Checker, Chess, Dial, Era, Excello, Fat Fish, Focus, Four Corners, Fraternity, Jewel, Kapp,

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Classical Sales, PO Box 229, South San Francisco. Zip: 94083. Tel: 589-5874. Mgr.: Paul P. Roelofsen. Labels: Allegro, Arhoolie, Audiophile, Audio Precision, Blues Classics, County, Delmark, Electro-odeon, Eterna, Euphonic, Experiences Anonymes, Eurodisc, Fidelity Sound, Folk Legacy, Folk Lyric, Fortune, GHB, Gloria, Happy Jazz, Historical Jazz, Hup, Icon, Jansco, Jazz Crusade, Jazzology, Lyrichord, Melodeon, Montilla, Merry Makers, New Orleans Originals, Nobility, Norman, Old Timey, Origin Jazz Library, Pearl, Polydor (German), Pinnacle, Portents, Ragtime, Ragtime Society of Canada, Repeat, Repertoire, Riverboat, Ronco, San Jacinto, Spivey, Soloart, Southland, Stereoditties, Tailgate, Takoma, Testament, Vulcan, Windin' Ball.

Columbia Rec. Sales, Fox Plaza, Suite 810, San Francisco. Zip: 94102. Tel: 431-6996. Sales Mgr.: Stan Snyder; Promo. Mgr.: Bil Keane; Audio Sales Mgr.: Phil Goldbeck; Regional Sales Mgr. (San Francisco, Seattle, Denver): Henry Aubuchon. Distributes: Columbia product.

Craig, 215 Littlefield Ave., San Francisco. Tel: 589-3660. Sound Div. Mgr.: Reese Haggott. Home office: Los Angeles, Calif. Tape: all lines.

Tape playback equip.: Craig.

Decca, 2590 Marin St., San Francisco. Zip: 94124. Tel: B24-0161. Mgr.: Mel Nimon. Labels: Decca, Coral, Brunswick, Berlitz, Standard, Colonial, Word, Bert & I, Gold Star, Melanie.

Tape: (cartridge) Decca, Coral, Brunswick, Berlitz, Standard; (cassette & open reel) Decca, Coral, Brunswick.

Tape playback equip.: Decca cartridge 8-tr.

Phonographs: Decca.

Musical instruments: drums, organs tambourines, bongos, guitars, ukuleles (Decca).

Musical accessories: Decca.

Eric-Mainland, 645 Bryant St., San Francisco. Zip: 94107. Tel: 989-6286. VP: William Wieland; Promo.: Cynthia Badie, Tom Sgro, Marty Dahl.

Labels: Alshire Presents, Atco, Audio Fidelity, Cameo, Compass, Fiesta, Folkways, Golden, Heliodor, Jubilee, Kama Sutra, Lyra, MGM, MTA, Mainstream, Makaha, Metro, Mira, Mobile Fidelity, Monitor, Moonglow, Musicor, Parkway, Philco-Ford Hip-Pocket, Prestige, Project 3, Ric-Tic, Roulette, Savoy, Solid Hit, Styanan, Starday, Sun, Swan, Take 6, Tetragrammaton, Time, Tower, Vando, Vee Jay, Venture, Verve, Volt, Wonderland.

Festival, 161 Turk St., San Francisco. Zip: 94102. Tel: PR 5-3434. Mgr.: John Filcich.

Branch: Los Angeles, Calif.

Labels: Ace of Clubs, Alector, Amadeo, Angelicum, Apon, Arab Tunes, Avoca, B&F, Balkan, Barenreiter, Bruno, Cambridge, Canary & Parakeet, Children's Rec. Guild, Colonial, Colosseum, Conversaphone, Dana, Dover, Dyer-Bennet, Eterna, Eurotone, Folkraft, Gregorian Institute, Harmonia Mundi, Haydn Society, Helios, IMF, Kismet, Lyrichord, Music Library, Nina, Russell, Spoken Arts, Standard, Steno Speed, Stinson, Tikva, Ultraphone, Young People's Recs.

Grand of Calif.—Grand Auto Stores, 700 Independent Rd., Oakland. Tel: 569-4666. Pres.: Irving Krantzman; VPs: Max Brown, Sam Garfinkle; Mdse. Mgr.: Merl Krantzman.

Tape: (cartridge) all lines.

Tape playback equip.: Automatic Radio, Tenna.

Jack's Rec. Cellar, 254 Scott St., San Francisco. Zip: 94117. Tel: 431-3047. Owner: Norman E. Pierce.

Labels: Almanac, Arhoolie, Audio Precision, Audiophile, Blues Classics, Cajun Classics, Cavalier, Center, County, Delmark, Euphonic, Exclusive, Fat Cat, Folk Legacy, Folk Lyric, Fortune, GHB, Goldband, Happy Jazz, Historical Jazz, Icon, Jansco, Jazz Crusade, Jazz Treasury, Jazzology, Kanawha, Krok, Merry Makers, Melodeon, Milneberg, New Orleans Originals, Nobility, Norman, Old Timey, Origin Jazz Library, Pearl, Piedmont, Pinnacle, Ragtime, Ragtime Society of Canada, Ronco, San Jacinto, Scroll, Sounds, Southland, Spivey, Swallow, Tailgate, Takoma, Traditional, Valon, Vulkan, Windin' Ball, Yazoo.

Melody Sales, 444 Sixth St., San Francisco. Zip: 94103. Tel: 621-8740. Owners: Al Brame, Tony Valerio; Promo.: Walt Calloway, Pete Marino.

Labels: Caedmon, Contemporary, Crescendo, Crossroads, Elektra, Epic, Fantasy, Galaxy, Hickory, Loma, Nonesuch, Okeh, Pacific Jazz, Reprise, Vegas, Warner Bros.-Seven Arts, White Whale, World Pacific.

Merrec, 1485 Bay Shore Blvd., Rm. 465, San Francisco. Zip: 94124. Tel: 467-1150. Mgr.: Mike Paikas.

Labels: Mercury, Philips, Smash, Fontana, Lime-light.

Distributes: Mercury product.

Muntz Stereo-Pak, 2790 Van Ness. Zip: 94101. Tel: 885-5988.

Tape: (cartridge) Muntz.

Tape playback equip.: Muntz.

No. 32 (div. of the Motinvestor Org.), PO Box 1036, South Shore, Alameda. Zip: 94501. Tel: 532-

6432. Mgr.: Garn Boas; Promo.: L. A. Ward. Labels: Ancath, dubayewe-eff, Faygees, Matrich, Miere-View, Nalasta.

Pic-A-Tune Tape Div., 1461 Park Ave., Emeryville. Zip: 94608. Tel: 654-5110. Pres.: David Watson; Gen. Mgr.: Vern Cupples; Dept. Mgr.: Shelby James. Tape: (cartridge & open reel) all lines.

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Labels: AMMCX, Alegre, America, Amerisa, Ansonia, BRC, Bego, Bonita, Borinquen, Bronco, Camden, Capitol, Casino, Cavalier, Cima, Cisne, Colonial, Columbia, Columbus, Compass, Corona, Cymbal, Deamrco, Del Valle, Dicsa, Dimsa, Disco Moda, Discograma, Discogrande, Dorado, Doton Americana, Eco, El Zarape, Embajador, Falcon, Firma, Fuentes, Gema, Ideal, Kapp, Kismet, Kristal, Kubaney, Laurie, Lilly, Mariachi, Marvel, Marvela, Maya, Maype, Merengue, Miami, Modimer, Montilla, Musart, Music, Newton, Nopal, Norteno, Odessa, Orfeon, Oscon, Pacific, Panart, Peerless, Penjamo, Perico, Philips Americana, Progreso, Prospect, Puchito, RCA, Reprise, Sagard, Seeco, Sirena, Sol, Somar, Sombrero, Sonomax, Sonus, Spanoram, Standard, Sunflow, Superior, Tambora, Tico, Tivoli, Tolteca, Tropical, Universe American, Vik, Viking, Vistone, Yumac, Zafiro, Zarape, Zenda. (SEE ADVERTISEMENT.)

continued on page 98

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World Wide, 70 Dorman Ave., San Francisco. Tel: 648-5061. Contact: Robert Cooke.  
Labels: Dof, Acta, DynaVoice, Little Golden, Steed, Viva.

• **SAN JOSE (Area Code 408)**

Ideal Rec. Serv., 227 S. First St. Zip: 95113. Tel: 286-5838. Owner: Arthur Walker; Mgrs. & Buyers: Latin Div., Ruben Mella; American Div., David Raun.

Branch: Fresno, Calif., Discorama.

Labels: Discos Columbia, Falcon, Peerless, Musart, Orfeon, Bego, Fama, Del Valle, Ideal, DLV, El Zarape. (sub-distributor for RCA, Columbia, Capitol.)

Tape: (cartridge) Capitol, Columbia, Mercury, Fontana, Smash, Philips.

• **SIMI (Area Code 805)**

M L B, PO Box 111. Zip: 93065. Tel: 527-1326.  
Pres.: T. Burl Carlton; VP: Marlin A. Carlton.  
Labels: Caravan, Gateway.

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## COLORADO

• **DENVER (Area Code 303)**

**ACTION** (div. of Transcontinental Music Corp.), 1111 S. Platte River Dr. Zip: 80204. Tel: 222-1681.  
Pres.: Earl Woolf; VP: Ed Hacker; Sales Mgr.: Dan Hess; Tape Sales Mgr.: Don Donovan;  
Promo.: Sandra Siler.

Labels: ABC, Abnak, Amy, Audio Fidelity, Bell, Big Top, Bluesway, Blue Verve, Buddha, Calla, Cameo, Canterbury, Challenge, Command, Crossroads, Cub, DGG, Double Shot, Dunhill, Elektra, Epic, Exello, Fax, Fiesta, Gordy, Grand Award, Heliodor, Impulse, International Artists, Jerden, Kama Sutra, LHI, Little Darlin', MGM, MTA, Mainstream, Mala, Mira, Motown, Music Factory, Nashboro, New Voice, Nonesuch, Okeh, Original Sound, ORO, Our, Parkway, Philly Groove, Riverside 1200, Skye, Soul, Stylist, Take 6, Tamla, Tangerine, 20th Century-Fox, USA, United Artists, Universal City, VIP, Vault, Veeep, Venture, Verve, Westminster. (SEE ADVERTISEMENT)

**ACTIVE ELECTRONICS** (div. of Action Rec. Dists.), 1111 S. Platte River Dr. Zip: 80204. Tel: 222-1681. Pres.: Earl Woolf; VP: Ed Hacker; Sales Mgr.: Marc Bertone; Opns. Mgr.: Chuck Wright.

Tape: (cartridge) ABC, Ampex, Command, Gordy, ITCC, MGM, Motown, Muntz, Original Sound, Soul, Tamla, Verve; (cassette) ABC, Ampex, Command, Dunhill, Epic, ITCC, Impulse, Motown, Muntz, Original Sound; (open reel) Epic.  
Tape playback equip.: Audio Stereo, Concord, Mercury, Panasonic, Philco-Ford, Tenna. (SEE ADVERTISEMENT)

Boyd, 1661 W. Third Ave. Zip: 80223. Tel: 222-7701. Mgr.: Joseph M. Caravana.

Labels: Angel, Capitol, Melodiya/Angel, Seraphim.  
Tape: (cartridge) Capitol; (open reel) Angel, Capitol, Melodiya/Angel.

Craig Corp., 4959 Colorado Blvd. Zip: 82416. Tel: 399-0436. Mgr.: Al Bergamo; Sales Mgr.: Neil Hartley.

Home office: Los Angeles, Calif.

Label: Columbia.

Tape: (cartridge & open reel) Ampex, Capitol, Columbia, GRT, Music Tapes, RCA.

Tape playback equip.: Columbia, Craig.

Musical accessories: Columbia.

Davis Sales, 3825 Newport St. Zip: 80207. Tel: 355-1638. Mgr.: Bill Davis; Promo.: Ab Atkins.  
Labels: A&M, Atco, Atlantic, Audio Book, Backbeat, Dial, Dolton, Dot, Duke, DynoVoice, Everest, Hi, Imperial, Kent, Laurie, Liberty, London, Monument, Musicor, Pacific Jazz, Peacock, Rust, Scepter, Soma, Stereodities, Sunset, Time, Tower, Wand, World Pacific.

Tape: (cartridge, cassette, open reel) all lines.

Denver, 3825 Newport St. Zip: 80207. Tel: 355-1638. Mgr.: Bill Davis; Promo.: Ab Atkins.  
Labels: Warner Bros.-Seven Arts, Reprise, Mala, Happy Time, Instant Language, Vanguard.

Tape: (cartridge, cassette, open reel) all lines.

**INDIE**, 740 Sherman, No. 6. Zip: 80203. Tel: 244-7714. Mgr. & Promo.: Brad Miller.

Labels: Mobie, Roach, T&G, IGL, Sonic, Delmark, Buddy, Kim, Takoma, Fortune, other independent labels.

Musical accessories: guitar (Ernie Ball). (SEE ADVERTISEMENT)

Latin American, 2447 Larimer St. Zip: 80205. Tel: 825-6893. Mgr.: Mrs. Nadine V. Wycoff.

Labels: RCA, Musart, Falcon, Bego, Columbia, Ideal, Colonial, Bronco, DLV, Sunslow, Tear Drop, Hurricane, Infal, Del-Norte.

Merrec (see listing under Littleton, Colo.).

One Stop, 6265 E. Evans Ave. Zip: 80222. Tel: 757-8551. Mgr. Rec. Dept.: Robert M. Baker.

Labels: Fraternity, Hilltop, Kapp, Little Golden, Music Minus One, Pickwick, Project 3, Vox.  
Tape: (cartridge) Hilltop, Pickwick, Project 3.

Pan American Rec. Supply, 77 Kalamath St. Zip: 80223. Tel: 255-2021. Pres.: Joe Oxman; Mgr.: Louis Oxman; Promo.: Bob Krug, Louis Oxman.

Labels: Argo, Arhoolie, Blue Note, Cadet, Checker, Chess, Conversaphone, Del-Fi, Fantasy, Folkways, GNP Crescendo, Jamie/Guyden, Jubilee, Living Language, SC Phillips Int'l, Prestige, Roulette, Starday, Sue, Swan, Tamla, Vee Jay, White Whale, World Artists, Young People's Recs.

Tape: (cartridge) Cadet, Checker, Chess, Fontana, King, Mercury, Philips, Philles, Prestige, Smash, Starday.

Ward Terry, 70 Rio Grande Blvd. Zip: 80219. Tel: 266-3181. Owner: Ward Terry; Rec. Mgr.: Robert K. Davis.

Branch: Albuquerque, N.M.

Label: RCA.

Tape: (cartridge) ITCC, Muntz, RCA; (open reel) RCA.

Tape playback equip.: RCA, Lear Jet, Borg-Warner.

• **LITTLETON (Area Code 303)**

Merrec, 7851 S. Race. Zip: 80120. Tel: 798-3754.  
Labels: Mercury, Fontana, Limelight, Philips, Smash, Emarcy.  
Distributes: Other Mercury Product.

## CONNECTICUT

### • HARTFORD AND EAST HARTFORD (Area Code 203)

Allied, 734 Tolland St., East Hartford. Zip: 06108. Tel: 289-8631. Pres.: Richard J. Godlewski; Sales Mgr.: Frank Sutter.  
**Labels:** ABC, Bluesway, Command, Dunhill, ESP-Disk, Hickory, Hob, Impulse, Mace, Monument, Music Guild, Prestige, Scepter, Sun, TRX, Tangerine, Tower, 20th Century-Fox, VSP, Verve, Verve/Forecast, Wand, Westminster.  
 Associated, 734 Tolland St., East Hartford. Zip: 06108. Tel: 289-8631. Mgr.: Frank P. Kelley; Promo.: Robert Greenberg.  
**Labels:** Alshire, Archive, Audio Fidelity, Bert & I, BT Puppy, Caedmon, Challenge, Compass, DGG, Dauntless, Dictation Disc, Dover, Fiesta, Golden, Grecophon, Gross, Haydn Society, Heliodor, Hilltop, Josie, Jubilee, Mainstream, Monitor, Music Minus One, Pickwick, Reprise, Somerset, Stereo Fidelity, Stereoditties, Warner Bros.-Seven Arts.  
 Columbia Rec. Sales, 100 Constitution Plaza, Rm. 600, Hartford. Zip: 06103. Tel: 522-7151. Mgr.: Stephen J. Capone; Promo. Mgr.: Al Gurewitz; Audio Sales Mgr.: M. Rakoff.  
**Distributes:** Columbia product.  
 Eastern (div. of Transcontinental Music Corp.), 734 Tolland St., East Hartford. Zip: 06108. Tel: 289-8631. Mgr.: Richard J. Godlewski; Promo.: Robert Greenberg; Tape Sales Mgr.: Jim Boesch.  
**Labels:** Bach Guild, Bang, Buddah, Children's Rec. Guild, Co&Ce, Crescendo, Crossroads, Dyno, Epic, Four Corners, Gamma, Jay Jay, Kama Sutra, Kapp, Leo the Lion, Living Language, Loren, MGM, MTA, Metro, Musicor, Okeh, Project 3, Sew City, Shout, Starday, Vanguard, Young People's Recs.  
**Tape:** (cartridge & cassette) all lines.  
**Tape playback equip.:** Borg-Warner, Concord, 1-cc 1st. MGM, PlayTape, Muntz, Norelco, Philco-Ford, Shibaden, Tenna.  
 Globe, 308 Tolland St., East Hartford. Tel: 289-6424. Mgr.: Carl Padula.  
**Labels:** Abnak, Airtown, Asch, Ashley, Avant Garde, Avoca, Bandbox, Banshee, Boo, Brave, Calla, Canaan, Carnival, Cobblebrook, Connoisseur Society, Credo, DiVenus, Dover, Ducretet-Thomson, Evergreen, Fat Fish, Gamble, Giant, Hiback, Humor Int'l, Inarts, International Artist, Jetstar, K-Ark, Listen & Learn, Longhorn,

Manor, Mar-V-Lux, Mayfield, Megaphone, Moonshot, Odeon, Pathe, Pathway of Sound, Peter Pan, Pixie, Poison Ring, Rebel, Revilot, Ric-Tic, Rimrock, Rivoli, Rocking Horse, Sacred, Sims, Sound on Sound, Stop, Sword, Terry-Gregory, Thunderbird, Tikva, Toshiba, Tuba, Turnabout, Twinnight, USA, United, Vault, Villar, Vox, Washington, Waverly, Wayside, Weard, Zodiac.  
**SEABOARD** (div. of Roskin Dist.), 275 Park Ave., East Hartford. Zip: 06108. Tel: 289-9361. Owner: Samuel Roskin; Mgr.: Marvin Ginsburg; Promo.: Bill Greenberg, Ed O'Keefe.  
**Labels:** Amy, Atco, Atlantic, Bell, Blue Note, Blue Rock, Cadet, Checker, Chess, Dial, Diamond, Disneyland, Dolton, Elektra, Enterprise, Fontana, Imperial, Liberty, Lighthouse, Mala, Mercury, Minit, Moonglow, New Voice, Nonesuch, Original Sound, Pacific Jazz, Philips, Philly Groove, Ranwood, Roulette, Smash, Stax, Sunset, Tico, Uni, Vista, Volt, Vortex, White Whale, World Pacific.  
**Tape:** (cartridge) Ampex, GRT, ITCC, Liberty, Mercury, Original Sound, Roulette. (SEE ADVERTISEMENT.)  
 Trinity, 477 Park Ave., East Hartford. Tel: 289-4349. Owners: Ed Dinallo, Jack Manus; Mgr.: Norman Gage; Promo.: Frank Berman, Otis Pollard.  
**Labels:** A&M, Abet, Achieve, Adams, Arctic, Ascot, Ashley, Ate, Audio Lab, Back Beat, Banff, Baroque, Beacon, Bethlehem, Big Hawk, Boone, Brittain, Cetra, Concert-Disc, Connoisseur, Contact, Conversaphone, Copley, Cotique, Counterpoint, D-Town, Dance A Long, Dawn, Delux, Dionn, Dore, Douglas, Duke, Elvitru, Euratone, Everest, Faith, Fantasy, Federal, Folkways, Format, Fraternity, Galaxy, Glad-Hamp, Gordy, Gospel, Gun, Guymen, Helios, HiFi, In, Inferno, Instant Learning, Integra, Jamie, Jewel, Keymen, King, Laurie, Legrand, Life, Little Darlin', Mothers, Motown, Murbo, Musictown, Nashboro, Nugget, PDA, Paula, Peacock, Pel-Nor, Period, Phil-LA of Soul, Piroquette, President, Regent, Rivoli, Romur, Ronn, Rust, SPQR, Savoy, Sharr, Solid State, Song Bird, Soul, Speciality, Take 6, Tamco, Tama, Tikva, Town & Country, Tradition, Tru-Glo-Town, United Artists, VIP, Valise, Veep, Whit, Workshop Jazz.  
**Tape:** (cartridge) A&M, King, Motown, Savoy, United Artists.  
**• WILTON (Area Code 203)**  
 Acropole Corn. of America, PO Box 365. Tel: 847-2311. NYC Tel: (212) CY 5-2272. Pres.: Mrs. Michele M. Ronty.  
**Labels:** Artia, Bruno, Colosseum, HiFi, MK, Montilla.

## DISTRICT OF COLUMBIA

### • WASHINGTON (Area Code 202) & ENVIRONS

Adelphi Studios & Dists. (see listings under Silver Spring, Md.)  
 Autoscope, 3188 Bladensburg Rd. N.E. Zip: 20018. Tel: 526-8500. Pres.: Charles M. Levinson.  
**Tape:** (cartridge) Capitol, Columbia, Muntz.  
**Tape playback equip.:** Borg-Warner, Columbia, Muntz.  
 Columbia Rec. Sales, Universal Bldg. N., Suite 1113, 1875 Connecticut Ave. N.W. Zip: 20009. Tel: 322-2300. Sales Mgr.: George Deacon; Promo. Mgr.: Earl Rollison; Audio Sales Mgr.: Jack Cassidy.  
**Distributors:** Columbia product.  
 D & H (see listing under Cheverly, Md.)  
 District Recs., 2146 24 Pl. N.E. Zip: 20018. Tel: 529-5700.  
**Tape:** (cartridge) ABC, A&M, Ampex, Atco, Atlantic, Audio Fidelity, Aura Sonic, Brunswick, Cadet, Capitol, Checker, Chess, Columbia, Command, Coral, Crescendo, Decca, Dot, Elektra, Gordy, Grand Award, ITCC, Kama Sutra, Kapp, King, Liberty, Lighthouse, MGM, Mercury, Moonglow, Motown, Muntz, Musicor, Original Sound, Pickwick, Philips, Prima, Project 3, RCA, Reprise, Roulette, Seeco, Smash, Soul, Tama, Tico, 20th Century-Fox, United Artists, Verve, Volt, Warner Bros.-Seven Arts.  
 General, Baltimore. DC Tel: 628-7584 (see listing under Baltimore, Md.)  
 New Sound, 930 F St. N.W., Suite 415. Zip: 20004. Tel: DI 7-3944. Gen. Mgr.: Anthony R. Tureaud.  
**Labels:** Achillean, CTB, DC, Gamma, INRI, Jonnetta, TBN, Zaraks.  
 Schwartz Bros., 2146 24 Pl. N.E. Zip: 20018. Tel: 529-5700. Mgr.: James Schwartz; Promo.: George Goodman, Fred Teves, Danny Davis, Eddie DeJoy, John Lam, Ed Kalick, Joe Cash.  
**Labels:** A&M, Abnak, Amy, Atco, Atlantic, Audio Fidelity, Backbeat, Bang, Bell, Blue Note, Boone, Brent, Bunky, Cadet, Caedmon, Challenge, Checker, Chess, Compass, Contemporary, Crescendo, DGG, Dial, Dictation Disc, Double Shot, Duke, ESP-Disk, Elektra, Epic, Fontana, Four Corners, Gamble, Gene Norman, Golden, Good Time Jazz, Gordy, Hickory, Holiday Inn, Hollywood, Imperial,

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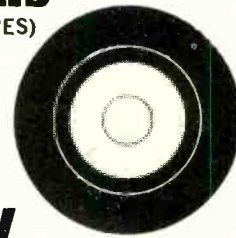
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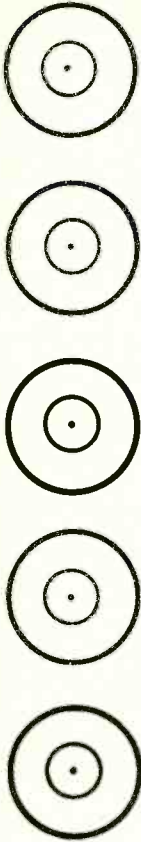
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## FLORIDA

- **DELRAY BEACH (Area Code 305)**  
Trevino Food Store, Rt. 1, Box 300. Tel: 278-2505.  
Labels: Bronco, Chico, Columbia, DDT, DLV, Del Valle, Falcon, Ideal, Musart, Oro, Pariso, Sunglow.  
Distributes: musical instruments, accessories.
- **FT. LAUDERDALE (Area Code 305)**  
Valentine, 501 N.E. Fourth St. Zip: 33301. Tel: 522-8719. Pres.: A. Calabrese.  
Distributes: car stereos.
- **MIAMI METROPOLITAN AREA (Area Code 305)**  
CAMPUS, 7250 N.W. 36 Ave., Miami. Zip: 33147. Tel: 691-3140. VP: Joseph Stanzione; Sales Mgr.: Robert La Valle; Promo.: Eddie Lambert, Ronald Adams.  
Affiliates: Summit, Skokie, Ill.; Apex-Martin, Hillside, N.J.; Universal, Philadelphia, Pa.  
Labels: A&M, Abnak, ALA Ents., Alshire Presents, American Music, Arctic, Ashley, Audio Arts, Backbeat, Bandbox, Boo, Buddha, Bullet, Challenge, Curtom, Deep City, Dionn, Double Shot, Down East, Dynamo, Epic, Fatback, Fiesta, Fontana, Gemini, Giant, Golden, Grove City, Heart & Soul, Highway, Hollywood, Impact, Inart, Independence, Inferno, Innis, Jamie/Guyden, Jetstar, Malynn Ents., Manhattan, Mercury, Mideagle, Minaret, Money, Monument, Music Minus One, Musicor, Ninandy, Okeh, Orpheon, PIP, Peacock, Pepper, Phil-L.A. of Soul, Philips, Pure Soul, Rambrock, Ranwood, Rice, Saadia, Sew City, Shelby Singleton, Sidewalk, Sims, Smash, Soft, Solid Soul, Song Bird, Songs of Faith, Sound Stage 7, Starday, Stop, Taurus, Tower, Vault, Vegas, Wax Wel, White Whale, Zodiac.  
Tape: (cartridge) A&M, Epic, Fiesta, Fontana, Golden, Mercury, Monument, Muntz, Philips; (cassette) Mercury; (open reel) A&M, Epic; PlayTape.  
Tape playback equip.: Mercury, PlayTape. (SEE ADVERTISEMENT.)  
Capitol, 80 E. 10 Ave., Hialeah. Zip: 33010. Tel: 887-4319. Mgr.: Paul Butler; Promo.: Tom Ellison.  
Distributes: Capitol, Angel product.  
Musical instruments: harmonicas (Hohner).  
Columbia Rec. Sales, 3641 N.W. 67 St., Miami. Zip: 33147. Tel: OX 6-0033. Mgr.: Bob Beasley; Promo. Mgr.: Chuck Thegard; Opns. Mgr.: Ray Churchill; Audio Sales Mgr.: Dave Miller.  
Distributes: Columbia product.  
Decca, 2452 N.W. 77 Terr., Miami. Zip: 33147. Tel: 691-4816. Mgr.: Bert Jones.  
Labels: Decca, Coral, Brunswick, Berlitz, Standard, Colonial, Bert & I, Gold Star, Melanie.  
Tape: (cartridge) Decca, Coral Brunswick, Berlitz, Standard; (cassette & open reel) Decca, Coral, Brunswick.  
Tape playback equip.: Decca cartridge 8-tr.  
Phonographs: Decca.  
Musical instruments: drums, organs, tambourines, bongos, guitars, ukuleles (Decca).  
Musical accessories: Decca.  
Disneyland, 1950 N.E. 151 St., North Miami. Zip: 33162. Tel: 949-3434. Mgr.: Will Fries.  
Labels: Disneyland, Vista.  
Island Music Dist. (IMD), PO Box 748, Miami Springs. Zip: 33166. Tel: 361-2179. Mgr.: Ron Christopher; Promo.: Ron Christopher, Tom Jacobs.  
Int'l branch: Nassau, Bahamas, B.W.I.  
Labels: Carib, Famo, Island Artists, Tropical, Westindy.  
Tape: (cartridge, cassette, open reel) Carib, Island Artists.  
Tape playback equip.: Ampex, Capitol, Columbia, Norelco.  
Musical instruments: steel drums (Carib, Little Sparrow), congo & bongo drums (Carib).  
Musical accessories: recording tape (RCA).  
Liberty Recs. of Florida, 561 N.E. 79 St., Suite 225. Tel: 751-1757. Mgr.: Dan Alvino; Promo.: Bob LaValle.  
Distributes: Liberty & United Artists product.  
MIAMI RECS., 2810 N.W. Seventh Ave., Miami. Zip: 33127. Tel: 635-7925. Cable: MIAREC. Pres.: Carlos Diaz-Granados V.; Promo.: Eugenio Garrote.  
Labels: Discos Columbia, Fuentes, Miami. (SEE ADVERTISEMENT)

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Music Sales of Florida, 2450 N.W. 77 Terr., Miami. Zip: 33147. Tel: 691-0340. Owner & Mgr.: Donald C. Smith; Promo.: Gary Siftes.  
**Labels:** After Hours, Audio Fidelity, Boone, Caedmon, Contemporary, Dooto, ESP-Disk, Elektra, Everest, Fantasy, Fax, GNP, Good Time Jazz, Happy Time, Hickory, HiFi, International Artists, King, Life, Living Language, London, London Group, London Imports, MTA, Mainstream, Milestone, Mira, Nonesuch, Prestige, Project 3, Riot, Soma, Stereodiscs, Take 6, Tradition Turnabout, Vee-Jay, Vox, Word.  
**Tape:** (cartridge) Ampex, Capitol, Decca, GRT, Liberty, London, Muntz; (open reel) Ampex, Capitol, Dot, GRT, London, Reprise, Warner Bros.-Seven Arts.

**Tape playback equip.:** Borg-Warner, Norelco. **Musical instruments:** harmonicas (Hohner). **Musical accessories:** picks (Hercro), strings (Black Diamond, Gibson), pitch pipes (Kraft), reeds.

Musical Recs., 780 W. 27 St., Hialeah. Zip: 33010. Tel: 887-2638. Gen. Mgr.: Angel Tamargo. Branches: Los Angeles, Calif.; New York, N.Y.; San Juan, P.R.

**Labels:** Discuba, Musart, Musidisc, Nilser, Odeon, Rex.

New State Rec. & Tape, 4500 N.W. 36 Ave., Miami. Tel: 691-5161. Owner & Mgr.: Morton Marks. **Label:** Living Language.

**Tape (cartridge)** Ampex; (cassette) Ampex, DGG; (open reel) Ampex.

Ramsa, 477 W. 27 St., Hialeah. Zip: 33010. Tel: 887-1391. Pres.: J. R. Sabat; Mgr.: Galo Sabat. **Labels:** Discomoda (Venezuela), Panart.

Sea Coast Appliance, PO Box 546, Hialeah. Zip: 33011. 3575 N.W. 60 St., Miami, Zip: 33142. Tel: 635-0951. Mgr.: J. W. Shockey; Promo.: L. Bushey, R. Garrett, P. Bell.

**Labels:** RCA, Camden, Victrola, Colgems, Chart, Calendar, Request, RCA Int'l.

**Tape:** (cartridge) RCA, Colgems, Camden, Buena Vista, Chart, Crescendo, Diamond, Kapp, Prestige, Scepter, Wand, White Whale; (open reel) RCA, Camden, Colgems, Calendar.

**Tape playback equip.:** RCA.

Tone, 495 S.E. 10 Ct., Hialeah. Tel: 888-1685. Owners: Henry Stone, Milt Oshins; VP & Gen. Mgr.: Dave Benjamin; Promo.: Milt Oshins, Bobby Birdwatcher.

**Labels:** ABC, Amy, Atco, Atlantic, Bang, Cadet, Cameo, Checker, Chess, Command, Dade, Destination, Dial, Diamond, Dover, Duke, Dunhill, Fame, Fraternity, Gordy, Impulse, Jewel, Josie, Jubilee, Kapp, Kent, Laurie, London Group, MGM, Mala, Modern, Monument, Motown, Original Sound, Parkway, Parlo, Paula, Reprise, Revitol, Ric-Tic, Ronn, Roulette, Rust, Scepter, Shout, Soul, Sound Stage 7, Stax, Tamla, Tangerine, Tetragrammaton, 20th Century-Fox, USA, United Artists, Universal, VIP, Vanguard, Verve, Vogue, Wand, Warner Bros.-Seven Arts, Westminster.

**Tape:** (cartridge) ABC, Atlantic, Command, Motown, Reprise, United Artists, Warner Bros.-Seven Arts.

World Wide, 2335 N.W. Eighth Ave. Tel: 633-0643. Contact: Bernard Polakoff.

**Labels:** Dot, Acta, DynoVoice, Fiesta, Steed, Viva.

• **PENSACOLA (Area Code 904)**

F. T. C. Brewer, Town & Country Plaza. Zip: 32505. Tel: 433-7932. Owner: Frederick T. C. Brewer; Mgr.: Robert Fiske.

**Tape:** (cartridge) London; (open reel) Ampex, Columbia, London, Verve.

• **TALLAHASSEE (Area Code 904)**

M M M, 226 N. Duval. Zip: 32301. Tel: 222-1371/4015. Owner: Mary M. Martin; Mgr.: Hugh A. Martin.

**Labels:** Abnak, Ambassador, Ashley, Big A, Canaan, Crescendo, Fun, Great, Hep, Judge's Chambers, K-Ark, Lanor, Little Darlin', Mark II, Out House, Pickwick, Rice, Sidra, Sing, Stop, Wayside.

**Tape:** (cartridge) GRT, Muntz. **Tape playback equip.:** Muntz.

**GEORGIA**

• **ATLANTA (Area Code 404)**

Capitol, 1670 N.E. Expressway Access Rd. Zip: 30329. Tel: 634-5191. Mgr.: Tom Beckwith. Distributes: Capitol, Angel Product.

**Musical instruments:** harmonicas (Hohner). **Musical accessories:** needles (Duofone).

Comstock, 2201 Faulkner Rd. N.E. Zip: 30324. Tel: 634-6121. Owner: Don Comstock; Mgr.: Mike King; Promo.: Joe Casey.

**Labels:** Columbia, Epic.

**Tape:** (cartridge & open reel) Columbia, Epic. **Tape playback equip.:** Columbia (Masterwork), Concord, Roberts, Tenna, V-M.

**Musical instruments:** guitars (Winston). **Musical accessories:** Columbia.

Criteria, PO Box 13612, Sta. K. Zip: 30324. Tel: 284-0046. Mgr.: Gaye Brooks; Gen. Mgr.: Johnny Brooks; Promo.: Jim Youmans, Leon Brooks, Verbon E. Brooks, Heinz Trutzschler.

**Labels:** Camden, Columbia, Decca, Dot, Gaye, RCA, Rose, Sounds of Atlanta, World-Wide.

Decca, 2231 Faulkner Rd. N.E. Zip: 30324. Tel: 636-3028/9. Mgr.: Kent Ortman; District Mgr.: Ed Russell.

**Labels:** Decca, Coral, Brunswick, London, Caedmon, Berlitz, Standard, Colonial, Bert & I, Gold Star, Melanie.

**Tape:** (cartridge) Decca, Coral, Brunswick, Berlitz, Standard; (cassette & open reel) Decca, Coral, Brunswick.

**Tape playback equip.:** Decca cartridge 8-tr. **Photographs:** Decca.

**Musical instruments:** drums, organs, tambourines, bongos, guitars, ukuleles (Decca). **Musical accessories:** Decca.

GODWIN, 1227 Spring St. N.W. Zip: 30309. Tel: 876-5719. Pres.: Art Godwin; Gen. Mgr.: Romeo Davis.

**Labels:** Amy, Bell, Bethlehem, Canaan, Challenge, Dooto, Elektra, Elf, Federal, Galaxy, Golden, Goldwax, Gordy, Gospel, Hickory, Hob, King, Laurie, Loma, MS, MTA, Mace, Mala, Motown, Musicland, New Voice, Nonesuch, Reprise, Revue, Rust, Sacred, Savoy, Scepter, Sidewalk, Soul, Sphere Sound, TRX, Tamla, Tower, Uni, Valiant, VIP, Wand, Warner Bros.-Seven Arts, Word.

*continued on page 102*

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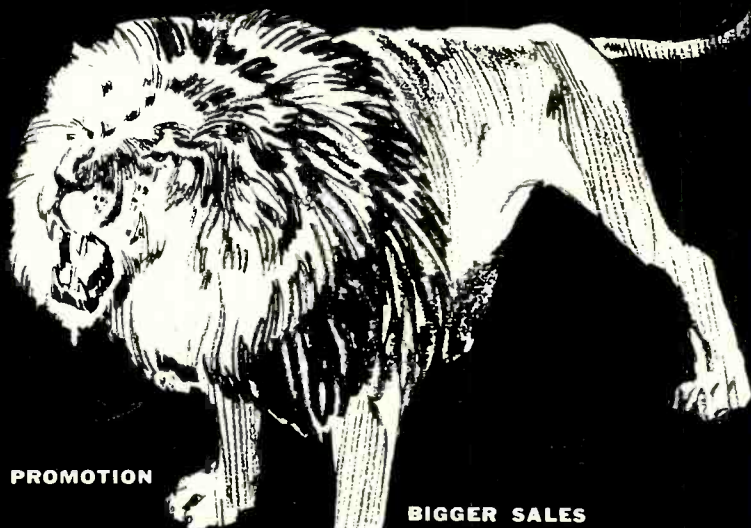
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**Tape playback equip.:** Borg-Warner, Lear Jet, Craig, Goodway, Mercury.  
**Musical accessories:** tape caddy (Athena), full line of blank cassettes. (SEE ADVERTISEMENT)  
L & F Rec. Serv., 720 14 St. N.W. Tel: 875-5565  
Owner & Mgr.: Jack Geldbart; Promo.: Alan Levenson.

**Labels:** RCA, Camden.  
**Tape:** (cartridge) Ampex, GRT, RCA.  
**Tape playback equip.:** Borg-Warner.  
Liberty Rec. Dist. of Georgia, PO Box 20175, Sta. N. Zip: 30325. Tel: 355-9350. Contacts: Gerry LaCourriere, Bobby Fisher, Richard Lackey.  
**Distributes:** Liberty & United Artist Product.  
Main Line, 1225 Logan Circle N.W. Zip: 30318. Tel: 351-4150. Mgr.: Chuck Huesman.

**Branch:** Cleveland, Ohio.  
**Labels:** A&M, Alshire Presents (Box Sets), Antler, Chelwyd, Command, Compass, Contemporary Group (California, Choir, Society for Forgotten Music), Discovery, Good Time Jazz, Heart Warming, Impact, Inarts, Independence, Mainline, Ninandy, Pace, Somerset (Box Sets), Vance, Vegas, Venture, Verve, Verve/Forecast, Vox Group (Music Master, Turnabout, Vox Box), White Whale.  
**Tape:** (cartridge) A&M, Command, Verve, White Whale; (cassette) A&M, Verve.

Merrec, 1231 Collier Rd. N.W. Zip: 30318. Tel: 351-2044. Mgr.: Frank Peters.  
**Labels:** Mercury, Philips, Smash, Fontana, Limelight, Wing, Cumberland, Emarcy, Childcraft, Story Teller.

**Tape:** (cartridge) Mercury, Philips, Limelight, Smash, Fontana.  
**Tape playback equip.:** Mercury, Lear.  
R C A, 1500 Marietta Blvd., N.W. Tel: 355-2960. Mgr.: Sam Wallace; VP: James V. C. Harter.  
**Distributes:** RCA product.

**Tape playback equip.:** RCA, Borg-Warner.  
Sound Mktg., 2209 Faulkner Rd. N.E. Zip: 30324. Tel: 636-5971. Owner: Don Comstock; Mgr.: George Jackson.

**Tape:** (cartridge) RCA, Decca, Liberty, Ampex, GRT, ITCC, Mercury; (cassette) Ampex, Decca, GRT, Mercury; (open reel) Decca, RCA, Stereo Tapes.  
**Musical accessories:** picks (Le-Bo), strings (Gibson), straps (Le-Bo).

**SOUTHLAND,** 1235 Techwood Dr. N.W. Zip: 30318. Tel: 873-2081. Pres.: Gerald Friedman; Sales Mgrs. & Buyers: Singles, Gwen Kessler; Albums, Bill Binkley; Promo.: Larry King.  
**Labels:** ABC, Atco, Atlantic, Bang, Buddah, Cadet, Checker, Chess, Crescendo, DGG, Dial, Diamond, Disneyland, Duke, Dunhill, Excello, Holiday Inn, Impulse, Jamie, Jubilee, Kama Sutra, Kapp, Kent, Living Language, London Group, MGM, Mainstream, Metro Group, Monument, Musicor, Nashboro, Original Sound, Parrot, Peacock, Prestige, Project 3, Riverside, Roulette, Starday, Stax, Sun, Vanguard, Vista, Volt.

**Tape:** (cartridge & cassette) all the above lines that are available on tape.  
**Phonograph:** Symphonic.  
**Musical accessories:** blank tape (Scotch); needles (Fidelitone). (SEE ADVERTISEMENT.)

• **COLLEGE PARK (Area Code 404)**

Lou-Neita, 3815 S. Main St. Zip: 30337. Tel: 766-3641. Mktg. Dir.: Martin Haley.  
**Labels:** CPR, Jeff, Lou-Neita, NRC, Pickwick, RCA.

• **DEMOREST (Area Code 404)**

Ralph's, PO Box 117, Hwy. 441. Zip: 30535. Tel: 723-3884. Owner: Ralph Raper; Promo. Mgr.: Franklin Raper.  
**Labels:** Bryte, Canaan, Cason, Chart, Cotton Town Jubilee, Country Gems, Country Jubilee, Country Time, Del-Ray, Dixie, Gospel Gems, Gospel Jubilee, Gospelltime, Great, Guitar, Hit, K-Ark, Kash, Lanier, Modern Sounds, Na-R-Co, Peach, Rains, Rally, Scripture, Sims, Songs of Atlanta, Songs of Faith, Spar, Starday, Sunlite, Tifco, Trepur, Verna, Word, Wrangler.

• **SAVANNAH (Area Code 912)**

Southeast Georgia Parts, 4111 Bull St. Zip: 31405. Tel: 233-6653. Owner: Robert T. Mitchell; Mgr.: Joe Van Puffelen.  
**Tape:** (cartridge) ITCC, Columbia, Capitol, Decca, RCA, Pickwick, Reprise, Mercury, Motown, Word, Gospel Music.  
**Tape playback equip.:** Automatic Radio, Orr-tronics, Ranger, Audio Stereo, Commodore.

## HAWAII

• **HONOLULU (Area Code 808)**

Craig, 620 Coral St. Zip: 96813. Tel: 586-771. Cable: CRAIGCORP. Sales Mgr. Rec. Dept.: Masao Tanaka.  
**Home office:** Los Angeles, Calif.  
**Labels:** Columbia, Epic, Okeh.  
**Tape:** (cartridge & open reel) Columbia, Epic.

Decca, 1217 Hopaka St. Zip: 96814. Tel: 504-211. VP: L. C. Gilman.  
**Labels:** Decca, Coral, Brunswick, Elektra.  
**Tape:** (cartridge, cassette, open reel) Decca, Coral, Brunswick.  
**Tape playback equip.:** Decca cartridge 8-tr. Phonographs: Decca.  
**Musical instruments:** drums, organs, tambourines, bongos, guitars, ukuleles (Decca).  
**Musical accessories:** Decca.

Eric of Hawaii, 2071 S. Beretania. Zip: 96814. Tel: 946-6522. Owner & Mgr.: Irv Pinensky; Promo.: Emil Sabate.  
**Labels:** ABC, Buddah, Dunhill, Impulse, MGM, Pickwick, Reprise, United Artists, Verve, Warner Bros.-Seven Arts.  
**Phonographs:** Columbia (Masterworks).  
Kona-Kai, PO Box 2135.

Microphone Music, 2077 S. Beretania St. Zip: 96814. Tel: 946-1488. Owner & Mgr.: Ken Kaisawa; Promo.: Paul Fujii.  
**Labels:** Atco, Atlantic, Cadet, Checker, Chess, Disneyland, Dot, Duke, Four Corners, Golden, Jamie, Josie, Jubilee, Kapp, Living Language, Monument, Ranwood, Roulette, Scepter, Stax, Tower, Vault, Volt, Wand.  
**Tape:** (cartridge) GRT; (open reel) GRT, Music-Tapes.

Music-Craft, PO Box 2839, 636 S. Queen St. Tel: 501-223. Pres.: Walter Kurokawa.  
**Labels:** Bell, Blue Note, Command, ESP-Disk, Folkways, Fontana, Grand Award, Hickory, King, Laurie, Limelight, Mercury, Monitor, Original Sound, Philips, Prestige, Project 3, Smash, Starday, TRX, Tradewinds, Vanguard.  
**Tape:** (cartridge) Command, Fontana, King, Limelight, Mercury, Original Sound, Philips, Project 3, Smash.

Nylen Bros., 820 S. Beretania St. Tel: 581-171. Sales Mgr.: Ed Nielsen.  
**Labels:** A&M, Audio Fidelity, Aura, Caedmon, Contemporary, Dolton, Era, Fantasy, Good Time Jazz, Gordy, Imperial, Lani, Liberty, Makaha, Motown, Music Minus One, Pace, Pacific Jazz, Soul, Soul City, Sunset, Tamlam, Uni, White Whale, World Pacific.  
**Tape:** (cartridge) ITCC, Liberty.

Radio Television, 432 Keawe St. Zip: 96816. Tel: 502-901. Owner: Roy R. Bright; Mgr.: Hector H. Venegas.  
**Labels:** RCA, Alfred, Camden, Chart, Colgems, Deram, Hi, Kama Kila, London, London-American Group, Mele O' Hainaii, Parrot, phase 4, Press, Richmond.  
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 Labels: Angel, Capitol, Hana-Ho, Mahalo, Seraphim.  
 Tape: (cartridge, cassette & open reel) Capitol, Angel.  
 Tape playback equip.: Capitol.  
 Phonographs: Capitol.

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Balkan, 6917-19 W. Cermak Rd. Tel: GU 4-6436.  
 Owner: Slavco Hlad.  
 Labels: Balkan Int'l, Festival, Gateway, Greyko.

### • CHICAGO (Area Code 312)

ALL TAPES, 2623 N. Pulaski. Zip: 60639. Tel: 342-6600. Owners: Edward Yalowitz, Kent Beauchamp.

Distributes: all tapes. (SEE ADVERTISEMENT).

ALLSTATE, 1507 S. Michigan Ave. Zip: 60605. Tel: 939-3675. Owner: Paul J. Glass; Mgr.: Lee Howard; Promo.: Howard Bedno, Cy Gold.

Labels: Abnak, Accent, Alegre, Archive, Atlantic, Baroque, Barry, Bethlehem, Boone, Bright Star, Cadet, Carla, Cetra, Checker, Chess, Co&Ce, Cofique, Crescendo, Crimson, Destination, Dial, Diamond, Dionn, Dooto, ESP-Disk, Everest, Everest Classical, Fat Fish, Federal, GNP, Gordy, Groovy, Guyden, HiFi, Holiday Inn, Hollywood, Impact, Jamie, Jewel, Karen, Kenwood, King, Life, Maurci, Motown, Musicor, Paula, Phil-L.A. of Soul, Philles, Quill, Roost, Ronn, Roulette, SSS Int'l, Scala, Sims, Soft, Specialty, Starday, Stax, Tico, Tradition, Tuff, USA, VIP, Vault.

Tape playback equip.: Borg-Warner, Mayfair. (SEE ADVERTISEMENT.)

K. O. Asher, 7818 S. Stony Island Ave. Zip: 60649.

Tel: RE 1-1741. Mgr.: K. O. Asher; Promo.: Rayburn Flerlage.

Labels: Alector, Apon, Archive of Folk Music, Arhoolie, Asch, B&F, Bartok, Belzona, Blues Classic, Borda, Bornand, Broadside, CMS, Caedmon, Cambridge, Cavalier, Changes, Classic Edition, Composers, Connoisseur, Contact, Contemporary, Continental, Conversaphone, Desto, Dover, Dyer-Bennet, EMS, Efrom, Enrichment, Ephram, Eterna, Euphonic, Evergreen, Experiences, Anonymes, Festival, Folk-Legacy, Folk-Lyric, Folkways/Scholastic, GHB, GMS, GWM, Golden Crest, Harmony, Haydn Society, Helios, Historical Jazz, Jazz Crusade, Jazzology, Lexington, Lyrichord, MMO, Melodeon, Mirro, Monitor, Monmouth, Motivation, Music Guild, Music Library, Music Minus One, Nina, Nobility, Norsemen, Old Timey, Olympic, Original Jazz, Overtone, Charlie Parker, Pathway, Piedmont, Playhouse, Proscenium, Qualiton, RBF, Rimrock, River Boat, Rutgers University, SPA, Saga, Scandinavian, Shakespeare Society, Solo, Southland, Spire, Spivey, Spoken Arts, Spoken Word, Takoma, Testament, Theatre Master Works, Tradition, Turnabout, Ultra-Phone, Veritas, Virtuoso, Vocab, Voix de L'Auteur, Vox, Westminster, World Library of Sacred Music, Yazoo.

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Branch: Los Angeles, Calif., 16725 Roscoe Blvd. Zip: 91406. Tel: (213) 894-8368. Mgr.: Len Lasker.

Tapes: (cartridge) Ampex, Capitol, Columbia, Decca, GRT, ITCC, Muntz, Motown, RCA, Tamla. (SEE ADVERTISEMENT.)

Decca, The Mandel-Lear Bldg, 425 N. Michigan Ave. Zip: 60611. Tel: DE 7-1100. Mgr.: A. Weiner.

Labels: Decca, Coral, Brunswick, Berlitz, Standard, Colonial, Bert & I, Gold Star, Melanie.

Tape: (cartridge) Decca, Coral, Brunswick, Berlitz, Standard; (cassette & open reel) Decca, Coral, Brunswick.

Tape playback equip.: Decca cartridge 8-tr. Phonograph: Decca.

Musical Instruments: drums, organs, tambourines, bongos, guitars, ukuleles (Decca). Musical accessories: Decca.

Liberty, 5251 W. North Ave. Zip: 60639. Tel: 237-7762. Mgr.: Ed Kaminski; Midwest Sales

Mgr.: Russ Bach.

Distributes: Liberty & United Artists product.

M S, 1550 S. State St. Tel: 225-2929. VP & Gen.

Mgr.: Vic Faraci; Sales Mgr.: Ralph Kick; Promo.: Bob Destocki, Hilery Johnson, Fred Poindexter.

Labels: Bell, Cameo, Challenge, Compass, Dore, Elektra, Era, Four Corners, Fraternity, Independence, K-Ark, Kapp, Laurie, Legrand, Loma, MTA, Money, Parkway, Redd Fox, Reprise, Tower, Uptown, Valiant, Warner Bros.-Seven Arts.

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James H. Martin, 2419 S. Michigan Ave. Zip: 60616. Tel: 842-4440. Mgr.: Ronald Bernstein. Labels: Alshire Presents, Coliseum, Deram, Hi, London, Monument, Parrot, Pickwick, Press, Somerset, Stereo Fidelity, Vanguard. Tape: (cartridge & cassette) all tapes. Tape playback equip.: Borg-Warner, Mercury. Merrec, 1400 S. Michigan Ave. Zip: 60605. Tel: 939-1425. Mgr.: Topper Schroeder. Labels: Mercury, Philips, Emarcy, Fontana, Limelight, Smash. Distributes: other Mercury product. Metro, 1112 S. Wabash. Zip: 60605. Tel: 341-0660. Mgr.: Irv. Rothblatt. Labels: Buddha, Cub, DGG, Heliodor, Heritage, Kama Sutra, Keymen, King Leo, Living Language, MGM, Metro, Mira, Mirwood, Music Factory, Palette, Poppy, Project 3, VSP, Verve, Verve/Forecast. Tape: (cartridge) Kama Sutra, Latin American, MGM, Verve. Music Tapes, 230 N. Michigan Ave. Zip: 60601. Tel: 782-1623. Tape: (cartridge) Cadet, Chess, Crescendo, Euro-tone, Mahalo, Mobile Fidelity, Monitor, Musi-

cor, Music Tapes, Seafair, Starday, Vee-Jay; (open reel) Blue Note, Cadet, Chess, Discovery, Elektra, Everest, GNP, Crescendo, HiFi, Imperial, Liberty, Mahalo, Mobile Fidelity, Monitor, Musicor, Music Tapes, Starday, Vee-Jay. Pan American Recs., 3751 W. 26 St. Zip: 60623. Tel: 521-1100. VP: M. S. Frenkel. Labels: Ansonia, Azteca, Bego, Bravo, Bronco, CBS, Chico, Colonial, Cometa, DLV, Del Valle, Disco Grande, Discos Columbia, Discuba, Eco, Falcon, Firma, Fuentes, Ideal, Keyloc, Montilla, Musart, Musicor, Norteno, Nopal, ORO, Odeon, Orfeon, Peerless, Primovox, Puchito, Relampago, Rex, Sombbrero, Sonolux, Sunflow, Tomi, Tropical, Velvet, Zarape. Tape: (cartridge) CBS, Discuba, Musart, Orfeon, Zarape. R C A (see listing under Des Plaines, Ill.). ROYAL DISC, 2623 N. Pulaski. Zip: 60639. Tel: 342-6600. Owners: Edward Yalowitz, Kent Beauhamp; Mgr.: Rich Kudolla; Promo.: Larry Payton. Labels: Atco, BT Puppy, Bang, Bright Star, Contemporary, Dunwich, Fame, Good Time Jazz, Jab, Josie, Jubilee, Original Sound, PIP, Pete, Rack, Shout, Sire, Skye, Steel Town, Stuff, Toot, Volt, Vortex. (SEE ADVERTISEMENT).

Ruby Sales, 4038 W. Armitage Ave. Zip: 60639. Tel: 276-5484. Distributes: Close-outs and promotional material. Santo, 64 E. Van Buren St. Zip: 60605. Tel: WE 9-7188. Promo.: Ray Peck. Labels: KM, Klime. Stereomatic, 8028 S. Western Ave. Zip: 60620. Tel: 471-3432. Pres.: Andrew Raffis; Gen. Mgr.: Peter J. Cushii; Sales Mgr.: Peter S. Massaro. Distributes: Panasonic Auto product. TAPE DIST. OF AMERICA (div. of Allstate), 1507 S. Michigan Ave. Zip: 60605. Tel: 939-3675. Pres.: Lee Howard; Sales Mgr.: Mort Ohren. Distributes: cartridges & cassettes. (SEE ADVERTISEMENT). UNITED, 1827 S. Michigan Ave. Zip: 60616. Tel: 225-6605. Mgr.: Ernest Leaner; Promo.: Bill Leaner, Leroy Phillips, Mike Allen, Corey Wade. Labels: Abet, Backbeat, Calla, Carnival, Crescent, Curtom, Duke, Dynamo, Excello, Gamble, Halo, Hob, Kent, Mar-V-Lus, M-Pac, Nashboro, One-Derful, Peacock, Revilot, Savoy, Scepter, Soul, Sound Stage 7, Sun, Sureshot, Tamla, Thomas, Wand. Tape: (cartridge) Motown, Soul, Gordy, Tamla. (SEE ADVERTISEMENT). World Wide, 1140 W. Washington. Zip: 60607. Tel: TA 9-3553. Contact: Morry Goldman. Distributes: Dot, Viva, Acta, DynoVoice, Steed.

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### • ELK GROVE VILLAGE (Area Code 312)

Garmisa, 120 N. King St. Zip: 60007. Tel: 439-9700. Owner: Leonard R. Garmisa; Mgr.: Robert M. Garmisa; Promo.: Jim Kolb, Paul Gallis. Labels: ABC, Bluesway, Command, Dunhill, Grand Award, Equinox, Impulse, Prestige, Ranwood, Riverside, Senate, Tangerine, 20th Century-Fox.

### • LIBERTYVILLE (Area Code 312)

National Educational Servs., 413 S. Second. Zip: 60048. Tel: 362-0122. Pres.: Charles Suber. Labels: Award, Berklee, Coronet, Folkways, Golden Crest, Music Minus One, Sounds-for-Success.

### • NILES (Area Code 312)

Capitol, 6401 Gross Point Rd. Zip: 60648. Tel: 647-8338. Sales Mgr.: John Conner. Distributes: Capitol, Angel product.

### • SKOKIE (Area Code 312)

Columbia Rec. Sales, 5404 W. Touhy Ave. Mgr.: Mert Paul; Promo.: Frank Rand; Audio Sales Mgr.: Steven Lesley; Regional Sales Mgr. (Chicago, Minneapolis, Milwaukee): Herb Dale. Distributes: Columbia product. SUMMIT, 7447 N. Linder Ave. Zip: 60076. Tel: 677-1621. Owners: Jack White, Seymour Greenspan; Sales Mgr.: Harold Davis; Promo.: Bud Stebbins, Lee Fogel, Charles Atkins. Branch: Cincinnati, Ohio. Affiliates: Hillside, N.J., Apex-Martin; Miami, Fla., Campus; Philadelphia, Pa., Universal. Labels: A&M, Audio Fidelity, Bamboo, Boo, Chisa, Crossroads, Dakar, Disneyland, Double Shot, Drew, Duo, Epic, Fantasy, Fat Fish, Galaxy, Giant, Golden, Great, Groove City, Groovesville, Hickory, IRC, Innis, K-Ark, Little Darlin', Mainstream, Milestone, Moonshot, Mr. G, Okeh, Pepper, Revue, Ric-Tic, Sidra, Solid Hitbound, Soma, Stereoditties, Stop, TRX, Time, Tuba, Uni, Vault, Vegas, White Whale, Zodiac. Tape: (cartridge) A&M, Double Shot, Epic, Fantasy, Okeh; (open reel) Epic. (SEE ADVERTISEMENT).

## INDIANA

### • FORT WAYNE (Area Code 219)

Car-Tape, 211 E. State St. Zip: 46805. Tel: 484-2922. Pres.: Robert W. Carreaux. Tape: (cartridge) Ampex, Capitol, Columbia, Decca, Epic, GRT, ITCC, Liberty, MGM, Verve, Motown, Modern, Muntz, RCA, United Artists, Word. Tape playback equip.: Borg-Warner, Automatic Radio, Craig, Duo-Vox. Tri-State, 3434 Broadway. Tel: 744-5607. Mgr.: Cliff Ayers Ostermeyer; Promo. Dir.: Kayla Spillson; Promo.: Susan Collier. Labels: ARV, All Star, Alto, Angeltone, Arrawak, Art, Arvee, Atlas, Avenue, Ballad, Bandbox, Bartell, Baton, Bay Uke, Bee, Beltone, continued on page 106

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Language, Monument, Prestige, Starday, Wayside, Word.  
**Tape:** (cartridge) Ampex, ITCC, GRT, Decca; (open reel) Ampex.  
**Tape playback equip.:** Borg-Warner, Craig, Columbia (Masterwork).

## KANSAS

Berlitz, Standard; (cassette & open reel) Decca, Coral, Brunswick.  
**Tape playback equip.:** Decca cartridge 8-tr.  
**Phonograph:** (Decca).  
**Musical instruments:** drums, organs, tambourines, bongos, guitars, ukuleles (Decca).  
**Musical accessories:** Decca.

## NEW ORLEANS (Area Code 504)

All South, 1924 Lafayette St. Zip: 70113. Tel: 522-1157. Pres. & Mgr.: Henry J. Hildebrand Jr.; Promo.: Stan Chaisson.  
**Labels:** ABC, A&M, After Hours, Arctic, Ascot, Backbeat, Bluesway, Buddha, Caedmon, Canadian American, Challenge, Command, Congress, Diamond, Doofo, Double Shot, Duke, Dunhill, ESP-Disk, Era, Excello, Folkways, Fontana, Four Corners, Gateway, Golden, Ha-Ha, Half & Half, Heliodor, Hi, Hilltop, Hob, Impact, Imperial, Int'l, J&R, Learning, Jamie, Jordan,

**Labels:** Blue Star, Hi Hat, Kalex, MacGregor, Scope, Sets in Order, Wagon Wheels, Windsor, Columbia Rec. Sales, 16141 W. Eight Mile Rd. Zip: 48235. Tel: 273-8616. Mgr.: John Kotjck; Promo.: Russell Yerge; Audio Sales Mgrs.: Louis Winn, Lee Hubbard.  
**Distributes:** Columbia product.  
 Decca, 12730 Puritan Ave. Zip: 48227. Tel: DI 1-6040. Mgr.: Joe Summers.  
**Labels:** Decca, Coral, Brunswick, Vocalion, Berlitz, Standard, Colonial, Bert & I, Gold Star, Melanie.  
**Tape:** (cartridge) Decca, Coral, Brunswick, Berlitz, Standard; (cassette & open reel) Decca, Coral, Brunswick.  
**Tape playback equip.:** Decca cartridge 8-tr.  
**Phonograph:** Decca.  
**Musical instruments:** drums, organs, tambourines, bongos, guitars, ukuleles (Decca).  
**Musical accessories:** Decca.

Jay Kay (div. of Handelman), 13401 Lyndon Ave. Zip: 48227. Tel: BR 3-7000. Mgr.: John S. Kaplan; Promo. Mgr.: Tom Schlesinger; Promo.: Larry Benjamin, John Barrow, Cliff Gorov, Douglas Mayville.  
**Labels:** Acta, Alshire Presents, Ara, Atlantic, Audio-Spectrum, Bang, Buddha, Cardinal, Childcraft, Dade, Dial, Dot, DynoVoice, Focus, Fontana, Golden Hit, Heliodor, Heritage, Kama Sutra, Kent, Leo the Lion, Lucky 11, Lyra, MGM, Mercury, Metro, Music Factory, Pace, Palmer, PIP, Philips, Poppy, Ranwood, Side-walk, Smash, Soma, Somerset, Speed, Stereo Fidelity, Stereo Motion, Stereodiddies, Story-teller, Sue, Tower, VSP, Vance, Vanguard/Everyman, Verve, Verve/Forecast, Viva, Wax-wel, Wing.  
**Tape:** (cartridge & cassette) Ampex, ITCC, MGM, Kama Sutra, Verve, A&M, Atlantic, Atco, Bell, Buddha, Kapp, Laurie, Musicor, New Voice, Scepter, Stax, 20th Century-Fox, Volt, Wand, White Whale.  
**Tape playback equip.:** Mercury Phonograph Tape Recorders, Philco-Ford.

MERIT MUSIC, 15761 Wyoming Ave. Zip: 48238. Tel: 863-9119. Sales Mgr.: John H. Schlee; Promo. Mgr.: Eugene L. Silverman.  
**Labels:** A&M, A Square, Amy, Avant Garde, Bell, Big D, Big Top, Buena Vista, Bunky, Dance Along, Dearborn, Detroit Sound, Diamond Jim, Disneyland, Exodus, Flashback, Fraternity, Goldwax, Gordy, Harvey, Hickory, Hideout, Hot Line, Listen & Learn, MTA, Mala, Mira Miracle, Mirwood, Money, Monument, Music Minus One, New Voice, Pacific Jazz, Philly Groove, Riley, Rising Sons, Soul City, Sound Stage 7, Steno Disc, TRX, Tamla, VIP, Vee Jay, Vista, White Whale, World Pacific, Yoga.  
**Tape:** (cartridge) A&M, Gordy, Monument, Motown, Soul, Tamla; (cassette) A&M; (open reel) A&M.  
**Musical accessories:** styli (Pfanstiehl), racks, browsers, etc. (Freedman Artcraft). (SEE ADVERTISEMENT.)

Merle, 15365 Livernois. Tel.: 342-8777. Pres.: Merle Schneider; Mgr.: Samuel J. Corrado; Promo.: Melvin I. Kanar.  
**Labels:** Alshire Presents, Blue Note, Cabot, Coronet, Cosmo, Cricket, Crown, Design, Diplomat, Gateway Languages, Golden, Grand Prix, Guest Star, Harmony, Hilltop, Languages for Children, Little World, Metro, Palace, Peter Pan, Pickwick/33, Romper Room, Sunset, Tifton.  
**Tape:** (cartridge) PlayTapes, United Artists, Motown, MGM, Verve, ABC, Command, Impulse, Warner Bros.-Seven Arts, Chess, A&M, Tamla, Dot, Westminster, Dunhill, Kama Sutra, Verve/Forecast, Loma, Capitol.  
**Tape playback equip.:** PlayTape.

Michigan Mobil Radio, 20232 Livernois Ave. Zip: 48221. Owner: Jack Frankford; Mgr.: Dick Kas-truba.  
**Tape playback equip.:** decks & cassettes, Craig, Roberts, Capitol, Masterworks, Auto Sonic, Orr-tronics.  
 MUSIC MERCHANTS, 2950 W. Davison. Zip: 48238. Tel: 883-6565. Gen. Mgr.: Marvin Jacobs; Sales Mgr.: Joe Goleski; Opns. Mgr.: Ed Bersen; Promo.: Jack Millman, Jerry Goodwin, Hank Talbert.  
**Labels:** Arctic, Arhoolie, Atco, Avant Garde, Barry, Boo, Brent, Cadet, Caedmon, Carla, Carnival, Cetra, Challenge, Checker, Chess, Class, Concept, Crimson, Crossroads, Dionn, Dora, Double Shot, Dunwich, Emarcy, Epic, Era, Everest, FSR, Fame, Fania, Fantasy, Fat Fish, First Amendment, Fun, Giant, Go Go, Gospel Corner, Guyden, HiFi, Impact, Interprise, Jamie, Jewel, Karen, Keymen, Life, Lighthouse, Main-stream, Mayfield, Moira, Moonshot, MoSoul, Okeh, Paula, Phil-L.A. of Soul, Prestige, Prov-erb, RSVP, Rojac, Ronn, Scott, Shout, Sims, Skye, Sock & Soul, Stax, Steel Town, Tuba, USA, Vault, Volt, Vortex, Zodiac. (SEE AD-VERTISEMENT.)

R C A, 2700 Trolley Dr., Taylor. Zip: 48180. Tel: 291-7100. Mgr.: Richard Riha.  
**Distributes:** RCA product.  
**Tape playback equip.:** RCA, Borg-Warner.  
 Radio, 15470 Schaefer Hwy. Zip: 48227. Tel: 273-6740. Mgr.: George MacDuff; Promo.: Al Mitnick.  
**Labels:** Adventures in Good Music, Audio Book, Coliseum, London, Palomar, Press, Richmond.  
**Musical accessories:** Amberg carrying cases, Astatic cartridges, Cascraft carrying cases, Chicago Album storage albums, Cohoes green

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Sutra, Kapp, Laurie, MGM, Ranwood, Reprise, 20th Century-Fox, Vanguard, Verve, Vox, Warner Bros.-Seven Arts, Westminster.  
**Tape (cartridge & cassette)** all lines.

Mutual (div. of Transcontinental Music Corp.), 157 Washington St., Dorchester. Zip: 02121. Tel: 288-5700. VP & Gen. Mgr.: Frank Holland; Promo.: Rick Coyne, Ernie Campagna.  
**Labels:** A&M, Abnak, Ascot, Bell, Buddha, Disneyland, Dolton, Double Shot, Hickory, Imperial, Independence, Liberty, London Group, MTA, Musicor, Pace, Project 3, Rheims, SSS Int'l, Tap Prod'ns, Tower, United Artists, Veep, Vista, White Whale.  
**Tape:** (cartridge) Ampex, United Artists, A&M, London, Project 3.

Recordwagon, 30 Nashua St., Woburn. Zip: 01801. Tel: 935-4700. Pres.: Cecil Steen.  
**Tape:** (cartridge) Ampex, GRT, Decca, Mercury, Motown, Muntz, Music Tapes, Pickwick, RCA Camden, Stereo Tape; (open reel) Ampex, GRT, Stereo Tape, Music Tapes, RCA Camden, Decca.  
**Tape playback equip.:** Lear Jet, Muntz.

Riverboat Ent's., 141 Columbia St., Cambridge. Zip: 02139. Tel: 868-9788. Owner: Ralph Dopmeyer; Mgr.: David D. Wilson.

**Labels:** Almanac, Arhoolie, Belzona, Biograph, Blackbird, Blues Classics, Campus, Cavalier, Changes Stereo, County, Delmark, Dionysus, Euphonic, Exclusive, Faier, Folk Legacy, Folk Lyric, GHB, Historical, Int'l Artists, Jazz Crusade, Kanawha, Melodeon, Nessa, Old Timey, Origin Jazz Library, Out of Sight, Piedmont, Portents, Rag Baby, Raglan, Revelations, Riverboat Southland, Spivey, Stinson, Takoma, Testament, Vulkan, Yazoo.

Royal, 17-19 Chadwick St. Zip: 02119. Tel: 445-1411. Owner: Aaron Gross.  
**Labels:** Alshire Presents, Crown, Custom, Robin Hood, Somerset.  
**Tape:** (cartridge) Flair 90; (open reel) Audio-Spectrum.  
**Musical accessories:** Le-Bo products.

World Wide, 459 Broadway, Rm. 308, Everett. Zip: 02149. Contact: Dick Masters.  
**Distributes:** Dot, Viva Acta, DynoVoice, Steed.

### SPRINGFIELD (Area Code 413)

Decca, 539 Dickinson St. Zip: 01108. Tel: CH 7-0330. Hartford, Conn. Area Mgr.: Harry Borrelli.  
**Labels:** Decca, Coral, Brunswick, Vocalion, Berlitz, Standard, Colonial, Vee Jay, Mira, Word, Bert & I, Gold Star, Melanie.  
**Tape:** (cartridge) Decca, Coral, Brunswick,

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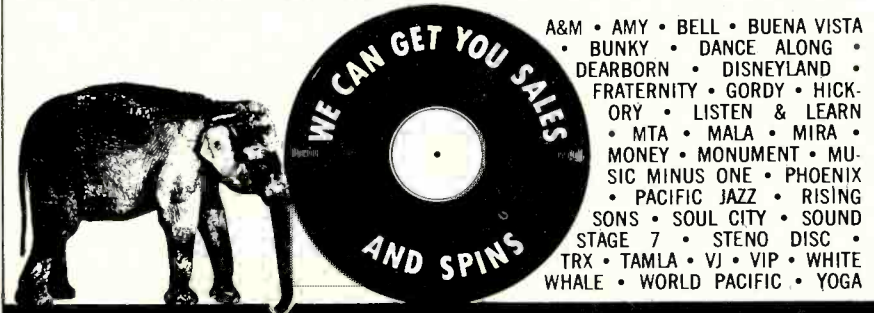
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Record Dists. Corp. of Mich., 14344 Fenkell Ave. Zip: 48227. Tel: 835-3790. Pres. & Mgr.: Armen Boladian.

**Labels:** Elektra, Revue, Universal City, Gamble, Hip, Scepter, Wand, Renee Punch, M&S, Mahs, Ric-Tic, Drew, Groove City, Hob, Duke, Venture, Spring, Way-Out, Nashboro, Peacock, Pepper, L&L, BBs, Minaret, SSS Int'l, Marguee, Rambrook, Spring, Fury, Magic City, Solid Hit, Revitol, Groovesville, Modern, Nonesuch, Excello, Fury, Backbeat, Sensation, Premium Stuff, Savoy, Star-Track, Mark II, Parlo, Crescent, Afro, Arc, Abet, Cotique, Song Bird, International Artist, Thomas Punch, Kas-mo, Modern, Curtom, Audio Arts, Whit.

**Tape:** (cartridge) all the above labels that are available on tape.

Rissi Electronic Supply, 14405 Wyoming Ave. Zip: 48238. Tel: 834-8420. Mgr.: Mel Sisson.  
**Branch:** Grand Rapids, Mich., Radio Electronic Supply.

**Tape:** (cartridge) RCA, Capitol, ITCC, Decca, Mercury, ABC, Motown, Ampex, Columbia.

**Tape playback equip.:** Lear Jet, Motorola.

ROYAL STEREO TAPE, 2950 W. Davison, Zip: 48238. Tel: 883-6565. Sales Mgr.: Dick Placek.

**Tape:** all lines.

**Tape playback equip.:** Mercury. (SEE ADVERTISEMENT.)

Super Cites Rec. Serv. 16018 W. McNichols, Zip: 48235. Tel: 273-5828. Pres.: Eugene Satterfield.

**Labels:** Saddle, Buckeye.

#### • GRAND RAPIDS (Area Code 616)

Radio Electronic Supply, 505 Jefferson S.E. Zip: 49503. Tel: 459-4611. Owner: Emil J. Rissi; Mgr.: J. Terry Sommers; Promo.: John Breidenfeld, Gloria Mitchell, J. Charles Rissi.

**Branch:** Detroit, Mich., Rissi Electronic Supply.  
**Tape:** (cartridge) Ampex, Capitol, Columbia, Decca, Epic, GRT, ITCC, Mercury, Motown, Pickwick, RCA, United Artists.

**Tape playback equip.:** Mercury, Lear Jet, Concord, Roberts.

#### • INKSTER (Area Code 313)

Cheetah, 27316 Michigan Ave. Zip: 48181. Tel: LO 5-5002. Pres.: Nate J. V. Dore.

**Labels:** Country Caravan, Destinee, Mutt, Pennie.

#### • KALAMAZOO (Area Code 616)

Laval, 821 Porter St. Tel: FL 2-1936. Pres.: Vic LaVal.

**Labels:** Adell, Anika, Ball, Ballard, Bay Tone, Boss, Cardinal, Danae, Gedinsons, Gospel, LaVal, Luck, Pammar, Regal, Skylight.

#### • NEW HAVEN (Area Code 313)

Music City, 56830 North Ave. Zip: 48048. Tel: 749-5182. Mgr.: Johnny Powers; Promo.: Larry Lick.

**Labels:** Billie Fran, Boone, Capa, Caravan, Cathay, Chi Ro, Express, Fun, Gold Star, Jessup, Keepsake, Longhorn, MBM, Nugget, Outhouse, Par 7, Par-T, Rebel, Rice, Risque, Sims, Sincere, Sound, Stop, Taurus, Trash, Universal Sound, Varsity, Wayside.

## MINNESOTA

#### • MINNEAPOLIS (Area Code 612)

Columbia Rec. Sales, F&M Bank Bldg., 88 S. Sixth St. Zip: 55402. Tel: 338-7001. Mgr.: Ron Piccolo; Audio Sales Mgr.: Bob Ewald.  
**Distributes:** Columbia product.

Decca, 6150 Wayzata Blvd. Zip: 55416. Tel: 544-7707. Branch Mgr.: Ozzie Lowe.

**Labels:** Decca, Coral, Brunswick, Berlitz, Colonial, Standard, Word, Bert & I, Gold Star, Melanie, Vocalion.

**Tape:** (cartridge) Decca, Coral, Brunswick, Berlitz, Standard; (cassette & open reel) Decca, Coral, Brunswick.

**Tape playback equip.:** Decca cartridge 8-tr. Phonograph: Decca.

**Musical instruments:** drums, organs, tambourines, bongos, guitars, ukuleles (Decca).  
**Musical accessories:** Decca.

Heilicher Bros., 7600 Wayzata Blvd. Zip: 55426. Tel: 544-4201. Pres.: Amos Heilicher; VP: Dan Heilicher; Sales Mgr.: Gene Patch; Promo.: Dan Desmond, Ira Heilicher.

**Labels:** ABC, Abnak, Accent, Acta, Amy, Atco, Atlantic, Audio Fidelity, Audiophile, Aura, Avant Garde, Award Artist, BT Puppy, Bell, Blue Note, Bluesway, Boom, Broadside, Bunky, Cadet, Caedmon, Calendar, Camden, Carla, Carnaby, Carole, Challenge, Chart, Checker, Chess, Colgems, Command, Crimson, Crossroads, Cumberland, Darby, Dawn, Destination, Dial, Diamond, Disneyland, Dollie, Dolton, Dore, Double Shot, Dove, Drew, Dunhill, Dunwich, ESP-Disk,

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**Tape:** (cartridge) all lines.

**Tape playback equip.:** V-M, Roberts, Lear Jet.  
**Musical instruments:** drums, harmonicas (Hohner), string instruments.

**Musical accessories:** drum & string accessories, sheet music, music books.

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

**Labels:** A&M, Arctic, Ascot, Ashley, Bethlehem, Boone, Brave, Children's Rec. Guild, Conversaphone, Dearborn, Dionn, Dynam, FSR, Federal, Fona, Groovesville, Hickory, Int'l Artists, Jamie, K-Ark, King, Living Language, Longhorn, Music-Phil-L.A. of Soul, Project 3, Ramco, Revitol, Ric-Tic, Rice, SRC, Solid State, Starday, TRX, Unart, Veep, Wayside, Young People's Recs., Tale Spinners for Children.

**Tape:** (cartridge & open reel) A&M.  
**Musical accessories:** needles (Fidelitone).

Harold N. Lieberman, 9549 Penn Ave. S. Zip: 55431. Tel: 888-5521. Gen. Mgr.: Al Abrams; Sales Mgr.: Jim Nash; Promo.: Jay Hamburger.

**Labels:** Bach Guild, Bang, Bear, Best, Buddah, Calla, Cameo, Chairman, Coliseum, Dot, Felsted, Folk Sing, 49th State, Four Corners, Garpax, Group, Heliodor, HI, Impact, Jay Kay, Kama Sutra, Kapp, Leo the Lion, London, Louis, Lucky 11, MGM, MOC, Medway, Metro, Monument, Parkway, Parrot, Philes, Press, Prestige, Ranwood, Richmond, Roulette, SPQR, Seville, Sidewalk, Skve, Sound Stage 7, Swan, Tico, Tower, Tribe, VSP, Valiant, Vanguard, Verve, Verve/Forecast, Viva, Windy C.

**Tape (cartridge & open reel):** all lines.  
**Tape playback equip.:** Concord, Panasonic, Borg-Warner, Automatic Radio, Capitol.

**Musical instruments:** amplifiers, guitars (Galaxy).

## MISSISSIPPI

#### • GREENVILLE (Area Code 601)

Lynn's, 617 Nelson St. Zip: 38701. Tel: 332-5710/8665. Pres.: Henry R. Hines; Gen. Mgr.: Vickie Williams.

**Labels:** Anvick, Bar-Bare, Big Beat, Bo-Bo, Bronze, Charles, Della, ECCO, Hines, Landra, Lend, Lynn's, Margaret, Odex, Reginald, Rovenia, Souled Out, Terrell, Yolanda.

## MISSOURI

#### • KANSAS CITY (Area Code 816)

Capitol, 701 E. Linwood, Tel: JE 1-0435. District Sales Mgr.: Dennis White; Territory Mgr.: Kurt Orosz.

**Distributes:** Capitol & Angel product.  
**Musical instruments:** harmonicas (Hohner).  
**Musical accessories:** Capitol, Dutton.

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

**Labels:** Abnak, Airtown, Ashley, Astor, Boone, Dearborn Group, Deesu, Doubleton, Jack O'Diamonds, Jewel, Kent, Nola, Nugget, Original Sound, Parlo, Paula, Ric-Tic, Ronn, Scepter, Solid Hit, Sound of Nashville Group, Starday, Stop, Sun, Tally, Wand, Whit.

**Tape:** (cartridge) Original Sound, Scepter, Starday, Wand.  
**Musical accessories:** needles (Fidelitone), racks, cleaners, cloths, brushes, spindles, head cleaners.

Commercial Music, 3320 Roanoke Rd. Tel: JE 1-1317. Mgr.: Ricky Tabor.  
**Branch:** St. Louis, Mo.

Decca, 2729 Gillham Rd. Zip: 64108. Tel: GR 1-4030. District Mgr.: Carl Wayne; Branch Mgr.: Tom Keley.

**Labels:** Decca, Coral, Brunswick, Elektra, Berlitz, Standard, Colonial, Word, Bert & I, Gold Star, Melanie, Vocalion.

**Tape:** (cartridge) Decca, Coral, Brunswick, Berlitz, Standard; (cassette & open reel) Decca, Coral, Brunswick.

**Tape playback equip.:** Decca cartridge 8-tr. Phonographs: Decca.

**Musical instruments:** drums, organs, tambourines, bongos, guitars, ukuleles (Decca).

**Musical accessories:** Decca.

R C A (see listing under Shawnee, Mission, Kan.).

#### • ST. LOUIS (Area Code 314)

Columbia Rec. Sales, 2151 59 St. Zip: 63110. Tel: MI 7-5101. Sales Mgr.: Bob Van Metre; Prmo. Mgrs.: David Swengros, Joseph Tocci (Kansas City, Mo.); Audio Sales Mgr.: Neal Spencer.

**Distributes:** Columbia product.

**Musical instruments:** guitars (Fender).

**Musical accessories:** guitar strings & picks (V.C. Squier).

Commercial Music, 2020 Delmar, Tel: JE 5-1515.

Pres.: Bud Lampe; Promo.: Dennis Wichlan.  
**Branch:** Kansas City, Mo.

**Labels:** Contemporary, Conversaphone, Epic, Fontana, Limelight, Living Language, Mercury, Philips, Project 3, Reprise, Roulette, Smash, Solid State, Sun, United Artists, Warner Bros.-Seven Arts.

**Tape:** (cartridge) Muntz, Warner Bros.-Seven Arts, Reprise, United Artists.

**Tape playback equip.:** Borg-Warner.

**Phonograph:** Symphonix.

Decca, 1923 Delmar Blvd. Zip: 63103. Tel: CE 1-6600. Mgr.: Max Melton.

**Labels:** Decca, Coral, Brunswick, Berlitz, Colonial, Standard, Mira, Vee Jay, Word, Bert & I, Gold Star, Melanie, Vocalion.

**Tape:** (cartridge) Decca, Coral, Brunswick, Berlitz, Standard; (cassette & open reel) Decca, Coral, Brunswick.

**Tape playback equip.:** Decca 8-tr. cartridge.

**Phonographs:** (Decca).

**Musical instruments:** drums, organs, tambourines, bongos, guitars, ukuleles (Decca).

**Musical accessories:** Decca.

Dot, 2020 Delmar Ave. Zip: 63103. Tel: CH 1-0717. Contact: Bob Chilton.

**Labels:** Dot, Viva, Acta, DynoVoice, Steed.

Interstate Supplv. 2218 S. Jefferson Ave. Zip: 63104.

Tel: 776-1020. Mgr.: R. N. Decker.  
**Labels:** RCA, RCA Camden, Caedmon.

**Tape:** (cartridge) RCA, RCA Camden, Ampex, GRT, ITCC, Mercury, Pickwick, United Artists, Decca, Modern, Berlitz; (open reel) RCA, RCA Camden.

**Tape playback equip.:** Borg-Warner.

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

**Distributes:** Liberty & United Artists Product.

*continued on page 110*

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Mid-State, 2020 Delmar Blvd. Zip: 63103. Tel: GA 1-6878. Mgr.: Bud Lampe; Promo.: Bud Murphy.

Labels: ABC, Impulse, Dunhill, Tangerine, Command, Grand Award, Elektra, Nonesuch, Vanguard, Everyman, Westminster, 20th Century-Fox.

Tape: (cartridge) ABC, Command; (open reel) ABC, Command, Impulse, Westminster.

Richmark Sales, 4500 Woodson Rd. Zip: 63103. Tel: MA 1-0966. Owner: Alfred L. Chotin; Promo.: Steve Chotin.

Labels: A&M, Audio Fidelity, Bang, Choice, Crimson, ESP-Disk, Fantasy, Fiesta, Galaxy, Gordy, Gospel, Grecophon, Hickory, Hob, Karate, Kent, Keymen, Little Darlin', MTA, Mace, Modern, Money, Motown, PIP, Savoy, Scepter, Sharp, Shout, Simco, Simpson, Skye, Soul, TRX, Tamla, VIP, Wand.

Richmark Sales, 4500 Woodson Rd. Zip: 63134. Tel: 423-9886. Mgr.: Jim White.

Home office: Pittsburgh, Pa.  
Labels: Camden, Victrola, Vocalion, Pickwick Group.

Roberts, 1906 Washington Ave. Tel: MA 1-0470. Pres.: Robert L. Hausfater; Sales Mgrs.: Norman Hausfater, Norman Wienstroer.

Labels: Amy, Argo, Atlantic, Backbeat, Bell, Boone, Buddah, Cadet, Challenge, Checker, Chess, DGG, Disneyland, Dooto, Double Shot, Ember, Era, Four Corners, Fraternity, GNP Crescendo, Golden, Hi, Jamie, Jubilee, Kama Sutra, Kapp, King, Laurie, Legrand, London, MGM, Mainstream, Mala, Metro, Monument, New Voice, Norman, Parrot, Peacock, Philco-Ford Hip-Pocket, Prestige, Ric-Tic, Starday, Stax, Time, Tower, Uni, VSP, Verve, Vista, Volt.

Tape: (cartridge, cassette, open reel) GRT.  
Phonographs: Bellaire, Philco-Ford.  
Musical accessories: Needles (Fidelitone), LeBo line.

Twin State (div. of Baker, Miller, Davis), PO Box 3780, 439 S. Kirkwood Rd. Zip: 63122. Tel: YO 6-6900, TA 2-2000. Dir.: William Baker.  
Labels: Kasper, Orchid, Star Trek.

Webster, 124 W. Lockwood. Zip: 63119. Tel: WO 1-4656. Owner & Mgr.: R. F. Gleason.  
Distributes: all square dance labels.

## MONTANA

### • BILLINGS (Area Code 406)

Billings Hardware, 1300 Sixth Ave. N. Zip: 59101. Tel: 245-3066. Rec. Mgr.: Marion Massick.  
Labels: Angel, Capitol, Disneyland, Golden, Vista.

Tape: (cartridge, cassette & open reel) Capitol. Interstate, 457 Daniels St. Zip: 59102. Tel: 245-5141. Pres.: James A. Whitson.

Label: RCA.  
Tape: (cartridge) RCA, Mercury; (open reel) RCA.  
Tape playback equip.: RCA.

### • GREAT FALLS (Area Code 406)

Music Serv., PO Box 2487, 318 Sixth St. Tel: 761-2420. Pres.: R. E. Holm.  
Labels: A&M, Atlantic, Atco, Dolton, Epic, Fontana, Hi, Imperial, Jubilee, Laurie, Liberty, London, MGM, Mercury, Parrot, Reprise, Smash, Starday, Stax, Vanguard, Verve, Volt, Warner Bros.-Seven Arts.

Tape: (cartridge) Ampex, GRT, ITCC, Liberty, MGM, Pickwick, Warner Bros.-Seven Arts, Reprise.  
Tape playback equip.: V-M, Lear Jet, Toshiba.

## NEBRASKA

### • OMAHA (Area Code 402)

Sidles, 7302 Pacific St. Zip: 68114. Tel: 393-2233. Mgr.: R. Woodard.

Distributes: RCA product.  
Musical accessories: needles (Fidelitone).

## NEVADA

### • RENO (Area Code 702)

Western Tape, 400 Glendale Rd., Sparks. Tel: 359-2151. Mgr.: Chuck Scherzer.

Branch: Milwaukee, Wis., National Tape.  
Tape: (cartridge) ABC, Ambassador, Ampex, Aura Sonic, Berlitz, Command, Decca, Dot, Fontana, Gordy, ITCC, Liberty, Mercury, Motown,

Music Tapes, Oldies But Goodies, Philips, Pickwick, RCA, RCA Camden, Reprise, Smash, Soul, Tamla, United Artists, Warner Bros.-Seven Arts; (cassette) all lines; (open reel) Ampex, Audio-Spectrum, Capitol, Columbia, Command, Decca, Epic, GRT, Music Tapes, RCA, Stereo-Tapes, Tape-Mates.  
Tape playback equip.: Borg-Warner, Automatic Radio.

## NEW JERSEY

### • ATLANTIC CITY (Area Code 609)

Infinite, 1004 Pacific Ave. Zip: 08401. Tel: 344-2628. Mgr.: John Di Rocco.  
Home office: Philadelphia, Pa., Michael Adler Ent.  
Labels: Pantomime, Splatter, Snowflake, Nutmeg, Amber, Oldies But Goodies.

### • CAMDEN (Area Code 609)

Decca, 1722 Federal St. Zip: 08105. Tel: 966-7111. Mgr.: Sam Passamano.  
Labels: Decca, Coral, Brunswick, Vocalion, Berlitz, Colonial, Standard, Word, Bert & I, Gold Star, Melanie.  
Tape: (cartridge) Decca, Coral, Brunswick, Berlitz, Standard; (cassette & open reel) Decca, Coral, Brunswick.  
Tape playback equip.: Decca 8-tr. cartridge.  
Phonographs: Decca  
Musical instruments: drums, organs, tambourines, bongos, guitars, ukuleles (Decca).  
Musical accessories: Decca.

### • FRANKLIN LAKES (Area Code 201)

Franklin Lakes Stereo Center, 792 Franklin Ave. Zip: 07417. Tel: 891-4745. Contact: Frank P. D'Alessio.  
Tape playback equip.: Altec, Ampex, Benjamin Miracord, CM Lansing, Fisher, KLH, Kenwood, Magnecord, Marentz, Pioneer, Scott, Shebabin, Sony, Tandberg, Viking.

### • HIGHTSTOWN (Area Code 609)

McGraw-Hill Book, Trade Order Serv. Dept., Princeton Rd. Zip: 08540. Tel: 448-1700, Ext. 5254. NYC Tel: (212) 971-3333, Ext. 5254.  
Home office: New York, N.Y.  
Labels: Argo, Das Alte Werke, L'Oiseau Lyre, Societe Francaise du Son, Telefunken (classical).

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• **HILLSIDE (Area Code 201)**

APEX-MARTIN REC. SALES, 467 Mundet Pl. Zip: 07205. Tel: 923-7474. Mgrs.: Joe Martin, Jerry Cohen.

Affiliates: Miami, Fla., Campus-Skokie, Ill., Summit-Philadelphia, Pa., Universal.

Labels: A&M, Alshire Presents, Amy, Arbet, Arctic, Award, Bang, Bell, Calla, Canterbury, Carnival, Chisa, Crimson, Crossroads, Dionn, Douglas, Drew, Epic, Fantasy, Galaxy, Goldwax, Gordy, Guyden, Hollywood, Jamie, Kent, Look, Lost-Nite, Mala, Minaret, Modern, Moonshot, Motown, Music Minus One, New Voice, Okeh, Philly Groove, Relic, Revue, Rojac, SSS Int'l, Sidewalk, Shout, Soul, Sphere Sound, Sport, Starday, Tamla, Tower, Uni, Uptown, VIP, White Whale.

Tape: (cartridge) Motown, Tamla, Gordy, Soul, Epic, ITCC, Ampex, Okeh; (open reel) A&M, Audio-Spectrum, Epic.

Tape playback equip.: Borg-Warner. Musical accessories: strings, needles & accessories (Walco). SEE ADVERTISEMENT)

• **LITTLE FERRY (Area Code 201)**

Solfeio, PO Box 143. Zip: 07643. Tel: 489-8136. Owner: Anibel Torres.

Branch: New York, N.Y. Int'l branch: Puerto Rico. Labels: Cesta, Canomar, Hopes, Starbright.

• **NETCONG (Area Code 201)**

Merrec, 9 Amendola Dr. Zip: 07857. Tel: 623-4058. Distributes: Mercury product.

• **NEWARK (Area Code 201)**

ALL-STATE NEW JERSEY, 321 Sherman Ave. Zip: 07114. Tel: 242-6500. Pres.: Sherman Koenig; VP & Mgr.: Irving R. Fink; Promo.: Milton Eidelman.

Labels: Ascot, Atco, Best, Brook-lyn, Carla, Coliseum, Compass, Deram, Deramic, Dunwich, Dynamo, Fame, Felsted, Four Corners, Garpax, Hi, Immediate, Jab, Kapp, Karen, Latino, London, MOC, Magic Touch, Monument, Moonglow, Musicor, Mr. G., Parrot, Phase 4, Pickwick, Press, Richmond, Rising Sons, SPQR, Seville, Shell, Solid State, Sound Stage 7, Stereo Treasury, Tribe, Unart, United Artists, Veep, Volt, Vortex.

Tape: (cartridge) Ampex, Caytronics, Fiesta, GRT, ITCC, Liberty, Mercury, Muntz, United Artists.

Tape playback equip.: Kinematix, Muntz, Tenna. (SEE ADVERTISEMENT.)

R. Bab, 12 Cutler St. Tel: 484-1368. Owner: R. Bab.

Labels: Arc, Argee, Audio Fidelity, Columbia, Dana, Decca, Ital-Disc, Kismet, Monitor, RCA, Universal.

Tape: (open reel) Monitor.

Musical instruments: guitars (Empire, Zim-Gar, Italian & German imports), accordions, balalaikas, domras, mandolins (Russian imports).

Chancellor Electronics, 457 Chancellor Ave. Zip: 07112. Tel: 923-4900. NYC Tel: (212) 245-3800. Pres. & Mktg. Dir.: Joel Koenig; VP Sales: Hal Bronstein.

Tape: (cartridge & cassette) all major labels; PlayTape.

Tape playback equip.: Concord, G&W, Lear Jet, MGM, PlayTape.

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

Labels: Belco, Blue Star, Folkcraft, Grenn, Hi Hat, Jewel, Kalox, Kismet, MacGregor, Old Timer, Sets In Order, Scope, Square L, Top, Wagon Wheel, Windsor.

Decca (see listing under Tenafly, N. J.).

Essex, 10 Fenwick St. Zip: 07110. Tel: 243-7700.

Owners: Joe Cohen, Irv Cohen; Mgr.: Harold Ladell; Promo.: Rick McGruder, Harold Ladell. Labels: ABC, Alegre, Atlantic, BT Puppy, Backbeat, Cadet, Checker, Chess, Crescent, Dana, Dear, Dial, Diamond, Diplomat, Dooto, Duke, Dunhill, End, Excello, Gee, Golden, Gone, Gos-

pel, Halo, Hob, Impulse, Jerden, Jewel, Josie, Jubilee, Kellmac, K-R, Laurie, Legrand, LuPine, Mace, Money, Nashboro, Oldies, One-Derful, Original Sound, Paula, Peacock, Pelnor, Peter Pan, Pure Soul, Ric-Tic, Ron, Roulette, Rust, Scepter, Song Bird, Specialty, Stax, Stella, Sun, Sureshof, Tangerine, Tico, USA, Wand, Whit.

Tape: (cartridge) GRT, ITCC.

Musical accessories: needles (Fidelitone), Ideal, 357 Lyons Ave. Tel: WA 3-6333. Pres.: Samuel Keenholz.

Labels: Alectro, Brent, Bruno, Caedmon, Cook, Fargo, Fiesta, Gold Star, Golden Crest, Julemar, Headline, Helios, Time, Vesuvius.

J & J, 333 Clinton Pl. Zip: 07112. Tel: 926-3700.

Pres.: Irwin Jennis; Gen. Mgr.: Jay Jennis.

Tape: (cartridge) ABC, Ampex, Capitol, Columbia, Command, Decca, GRT, ITCC, Liberty, Mercury, Motown, Muntz, Party Line, Pickwick, RCA, Reprise, United Artists, Warner Bros-Seven Arts.

Tape playback equip.: Muntz, Lear Jet, Panasonic, Borg-Warner, Tenna, Mercury.

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

Distributes: RCA product.

*continued on page 112*

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LAREDY, 46 Green St. Zip: 07101. Tel: MA 3-5984.  
Pres.: Joseph Fechner.  
Labels: Betty White Dance Recs., Challenge, Command, Conversaphone, Disneyland, Grand Award, Living Language, Loma, Project 3, Reprise, Sure, Tetragrammaton, Vance Music, Vista, Warner Bros.-Seven Arts, Young People's Recs.  
Tape: (cartridge) Command, Project 3, Warner Bros.-Seven Arts, Reprise. (SEE ADVERTISE-  
MENT.)

WENDY, 37 William St. Tel: MA 3-5845. Owner & Mgr.: Jerry Winston.  
Labels: Abnak, Boone, Buddah, Crescendo, Dooto, ESP-Disk, Elektra, Era, GNP, Gamble, Glad-Hamp, Hickory, Independence, King, Little Darlin', MTA, Mainstream, Milestone, Nonesuch, Pace, Philco-Ford Hip-Pocket, Prestige, RSVP, Ranwood, Riverside, Savoy, Skye, TRX, Vanguard.  
Tape: (cartridge) Elektra, King, Prestige, Vanguard.  
Phonographs: Philco-Ford Radio-Phono. (SEE ADVERTISEMENT.)

• **OCEAN GROVE (Area Code 201)**

Associated Rec. Serv., 52 Pitman Ave. Tel: PR 5-4952. Pres.: William Jelley.  
Labels: Cricket, Pickwick, RCA, Capitol, Decca, Dot (religious), Word, Sacred, Canaan, Christian, Faith, Sing, Skylight, Zondervan, Singspiration, Crown V, Summit Sound, Cornerstone, Supreme, Console.  
Tape: (cartridge) Word, Sacred, Canaan, Capitol, Summit.

• **PENNSAUKEN (Area Code 609)**

Liberty Rec. Dist. of Pa., 7025 Colonial Hwy. Zip: 08109. Tel: 662-3101. Philadelphia Tel: (215) WA 3-4196. Contacts: Sterling Devers, David Levey.  
Distributes: Liberty & United Artists product.

• **PLAINFIELD (Area Code 201)**

Discomatic, 640 S. Second St. Zip: 07060. Tel: 754-8844. Telex: 833416. VP: Jack Najork.  
Int'l branch: Switzerland.  
Distributes: portable home juke boxes.

• **SOMERS POINT (Area Code 609)**

National Bag-O-Tunes, 725 Shore Rd. Zip: 08244. Tel: 927-5512. Gen. Mgr.: Milton Katz.

• **TENAFLY (Area Code 201)**

Decca, 95 Engle St. Zip: 07670. Newark Mgr.: Noah Jenkins. Newark Tel: (201) MI 2-3202.  
Labels: Decca, Coral, Brunswick, Vocalion, Berlitz, Standard, Colonial, Vee-Jay, Mira, Word, Bert & I, Gold Star, Melanie.  
Tape: (cartridge) Decca, Coral, Brunswick, Berlitz, Standard; (cassette & open reel) Decca, Coral, Brunswick.  
Tape playback equip.: Decca B-fr. cartridge.  
Phonographs: Decca.  
Musical instruments: drums, organs, tambourines, bongos, guitars, ukuleles (Decca).  
Musical accessories: Decca.

• **TRENTON (Area Code 609)**

Allied Rec. Sales, 1001 Hamilton Ave. Zip: 08629. Tel: 392-0211. Owners: Frank Romano, John T. Gervasoni.  
Distributes: Oldies But Goodies & closeouts.

**NEW MEXICO**

• **ALBUQUERQUE (Area Code 505)**

Stinger, PO Box 8207. Zip: 87108. Tel: 268-9969. Owner: Tommy Bee; Mgr.: Michael Hart; Promo.: Jay Lucas.  
Labels: Big Beat, Ecco, Landra, Lynn's, Odex, Soul Burst, Souled Out, Star, Yolanda.  
Ward Terry, 1411 Broadway N.E. Zip: 87100. Tel: 243-3714.  
Branch: Denver, Colo.  
Distributes: RCA product.  
Tape: (cartridge) RCA, ITCC, Muntz; (open reel) RCA.  
Tape playback equip.: RCA, Borg-Warner, Lear Jet.

**NEW YORK**

• **ALBANY (Area Code 518)**

J-S, 98 Everett Rd. Zip: 12205. Tel: 489-5446/7. Mgr.: Ronald Spence; Promo.: Joseph Spence.  
Labels: ARC, Abnak, Ashley, BB, BT Puppy, Bang, Boo, Brent, Conversaphone, Dearborn, Destination, Dictation Disc, Dooto, Dore, Drew, ESP-Disk, Fraternity, Gamble, Giant, Groovesville, Groovy, Heart & Soul, Hollywood, Impact, Inferno, Integra, Jetstar, Josie, Jubilee, Keymen, Lobo, Mainstream, MoSoul, Mr. G., Mustang, Palmer, Parallax, Pepper, Popside,

Pow, Revilot, Ric-Tic, Sahara, Shout, Sims, TRX, USA, United, Yorkville.  
Mohawk, 100 Watervliet Rd. Zip: 12205. Tel: 438-3574. Pres.: Charles H. Schlang; Mgr.: Roland Roy.  
Labels: Ascot, Cadet, Calla, Checker, Chess, Children's Rec. Guild, Conversaphone, Crestview, Elektra, Everman, Fiesta, Folkways, GNP, Crescendo, Golden, Gordy, Hickory, Hob, Jay Jay, Living Language, Mace, Mira, Mirwood, Monument, Motown, Musicor, Nonesuch, Original Sound, Project 3, Roulette, St. Lawrence, Scepter, Sidewalk, Soul, Sound Stage 7, Starday, Tamlia, Tico, Tower, United Artists, Uptown, VIP, Vanguard, Veep, Wand, Young People's Recs.

Northeastern, 734 Tolland St., East Hartford, Conn. Zip: 06108. Tel: (203) 289-8631. Pres.: Richard J. Godlewski; Sales Mgr.: Frank Sutter.

Labels distributed in Albany area: ABC, Alshire Presents, Archive, Audio Fidelity, BT Puppy, Bach Guild, Bang, Bert & I, Cabot, Caedmon, Challenge, Children's Rec. Guild, Command, Crossroads, DGG, Dauntless, Dictation Disc, Dover, Dunhill, Dyno, Epic, ESP-Disk, Fiesta, Four Corners, Golden, Grecophon, Gross, Haydn Society, Heliodor, Hilltop, Hickory, Hob, Impulse, Jay Jay, Josie, Jubilee, Kama Sutra, Kapp, Leo the Lion, Living Language, Loren, Little Darlin', MGM, MTA, Mace, Mainstream, Metro, Monitor, Monument, Motivation, Music Guild, Music Minus One, Musicor, Okeh, Pickwick, Prestige, Project 3, Reprise, Riverside, Scepter, Shout, Somerset, Starday, Stereo Fidelity, Stereodiddies, Sun, Tangerine, Tom Lehrer, Tower, 20th Century-Fox, Valiant, Vanguard, Verve, Verve/Forecast, Wand, Warner Bros.-Seven Arts, Westminster, Young People's Recs.

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

Distributes: RCA product.

Trinity, 477 Park Ave., East Hartford, Conn. Zip: 06108. Tel: (203) BU 9-4349. Owners: Ed Dinallo, Jack Manus; Mgr.: Norman Cage; Promo.: Frank Berman, Otis Pollard.

Labels distributed in Albany area: Abet, Achieve, Adams, Arctic, Ascot, Ashley, Ate, Audio Lab, Back Beat, Banff, Baroque, Bethlehem, Big Hawk, Beacon, Boone, Britannia, Cetra, Concert Disc, Connoisseur, Contact, Conversaphone, Copley, Cotique, Counterpoint, D-Town, Dance Along, Dawn, Delux, Dionn, Dore, Douglas, Duke, Elvifru, Euratone, Everest, Faith, Fantasy, Federal, Folkways, Format, Fraternity, Galaxy, Glad-Hamp, Gordy, Gospel, Gunn, Guyden, Helios, HiFi, In, Inferno, Instant Learning, Integra, Jamie, Jewel, Keymen, King, Laurie, Legrand, Life, Little Darlin', Mothers, Motown, Murbo, Musictown, Nashboro, Nugget, PDA, Paula, Peacock, Pel-Nor, Period, Phil-L.A. of Soul, Pirouette, President, Regent, Rivoli, RoMur, Ronn, Rust, SPQR, Savoy, Sharp, Solid State, Song Bird, Soul, Specialty, Take-6, Tamco, Tamlia, Tikva, Town & Country, Tradition, Tru-Glo-Town, United Artists, VIP, Valise, Veep, Whit, Workshop Jazz.  
Tape distributed in Albany area: (cartridge) King, Motown, United Artists, Savoy.

• **AMSTERDAM (Area Code 518)**

Almor Playtime, Wallins Corners Rd., Tel: B42-2500. VP: Albert Hyman.  
Branches: Syracuse, N.Y.—South Burlington, Vt.  
Labels: RCA, RCA Camden, Disneyland, Pickwick Int'l, (sub-distributor for RCA, Capitol, Columbia, Decca).  
Tape: (cartridge) Ampex, GRT, Mercury, Decca, Dot, (sub-distributor for Capitol, Columbia).  
Musical accessories: all lines of guitar & phonograph accessories.

• **BUFFALO (Area Code 716)**

Arc Sound, 136 Dean Rd., Depew. Zip: 14043. Tel: 684-6990. Rep.: Fred Mancuso.

Branch: Toronto, Ont., Canada.

Labels: Arc, International Artists, Yorkville. Best & Gold, 1790 Main St. Zip: 14208. Tel: 882-0427. Owner & Promo.: Len Silver; Sales Mor.: Dave Colson.

Labels: ABC, A&M, Abnak, Airtown, Amy-Mala-Bell, Aphrodisiac, Atco, Atlantic, Audio Fidelity, BT Puppy, Bang, Back Beat, Bluesway, Boo, Buena Vista, Bunky, Buddah, Canary, Canterbury, Command, Crescent, Crimson, Crown, Dearborn, Dial, Diamond, Disneyland, Dooto, Double Shot, Dover, Dunhill, Duke, ESP-Disk, Enterprise, Epic, Eurotone, Fiesta, Four Corners, Fury, Gamble, Garrawak, Gospel, Grecophon, Gross, Hob, Hot Line, Impulse, Jay Jay, Jewel, Jubilee, Kapp, Kent, King, LAH, LHI, Laurie, Little Darlin', Living Language, MS, MTA, Mainstream, Marquee, Milky Way, Mr. G, Nashboro, New Voice, Nico, Okeh, Original Sound, Paula, Peacock, Phil-L.A. of Soul, Philly Groove, Pompeii, Riverside, Revue, Roulette, SSS Int'l, Savoy, Scepter, Senate, Shout, Starday, Stereo-Fi, Stereodiddies, Stax, Sun, Tangerine, Thunderbird, Tower, 20th Century-Fox, USA, Uni, Venture, Vortex, Wand, White Whale.

Decca, Shrop Rd., Rt. 2, Hamburg. Zip: 14075. Tel: TL 2-8318. Mgr.: Maury Bloom.

Labels: Decca, Coral, Brunswick, Vocalion, London, Berlitz, Colonial, Standard, Word, Bert & I, Gold Star, Melanie.

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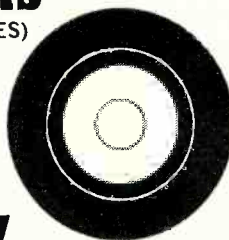
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Tape: (cartridge) Decca, Coral, Brunswick, Berlitz, Standard; (cassette & open reel) Decca, Coral, Brunswick.  
Tape playback equip.: Decca 8-tr. cartridge.  
Phonographs: Decca.  
Musical instruments: drums, organs, tambourines, bongos, guitars, ukuleles (Decca).  
Musical accessories: Decca.  
Gold (see Best & Gold).  
Jet Electronics (div. of Jet TV), 773 Niagara Falls Blvd., Amherst. Zip: 14226. Tel: 835-0070.  
Owner: Martin Lebovits.  
Tape: (cartridge) Capitol, Columbia, Decca, GRT, ITCC, United Artists; (open reel) Capitol, Columbia, Decca.  
Tape playback equip.: Capitol, Columbia, Lear Jet, Tenna.

• **CEDARHURST, L.I. (Area Code 516)**  
Guy Barry Ents., 92 Columbia Ave. Zip: 11516. Tel: 239-8227. Pres.: Guy Barry.  
Labels: Int'l Imports—Europe, Central & South America.  
Musical accessories: record racks, tape cartridge racks, record and tape displays.

• **JERICHO, L.I. (Area Code 516)**  
Polka Towne Music, 23 Marian Ln. Zip: 11753. Tel: 822-3198. Pres.: Teresa Kalinowski.  
Labels: Ampol, Bay, Bel-Aire, Cardinal, Chicago, Continental, Dearborn, Delta Int'l, Don-Joe, Dyno, Eurotone, Family, Gateway, Glo, Gold, International Artists, J, JB, Jay Jay, Jody, Le Mans, MGM, Major, Melodia, Micro, Monitor, Muza, PASA, Pan Polka, Pronit, Rave, Request, Rex, Ridgemoor, Select, Silverbell, Star, Steljo, Stella, Sunslow, USA, Vista.

• **LATHAM (Area Code 518)**  
Bee Gee Rec. Mdsrs., Shaker Park. Zip: 12110. Tel: 785-1350. Mgr.: Leonard Smith; Promo.: Lou Brooks.

• **MELVILLE, L.I. (Area Code 516)**  
Melody Rec. Supply, 536 Broadhollow Rd. Tel: 694-8990. VP: Morly Kline.  
Labels: Allegro, Conversaphone, Cricket, Disneyland, Golden, Motivation, Music Minus One, Pickwick/33, RCA Camden, Wonderland.  
Tape: (cartridge & cassette) all labels; (open reel) Ampex, RCA Camden, Dot, Reprise; (PlayTape).

• **NEW YORK CITY (Area Code 212)**  
A B C Rec. Sales, 46-50 54 Ave., Maspeth. Zip: 11378. Tel: 786-6255. Mgr.: Walter Lam; Promo.: Mickey Wallach.  
Labels: ABC, Award Artists, Bluesway, Command, Dunhill, Equinox, Grand Award, Impulse, Jerden, LHI, Riverside, Senafe, Simon Says, Tangerine.

All One Stop, 315 W. 47 St. Zip: 10036. Tel: PL 7-8140. Sales Mgr.: Irwin Lisabeth.  
Labels: BT Puppy, Borderline, Chex, Dana, Dictation Disc, Grande, Gross, Josie, Jubilee, National, Planet, Port, Riot, Triad.  
Tape: (cartridge) GRT, Jubilee, Gema; (cassette) GRT.  
Tape playback equip.: Norelco.  
Musical accessories: Norelco line.

ALPHA, 20 West End Ave. Zip: 10023. Tel: 245-7933. Owner: Harry N. Apostoleris; Mgr.: Murray Viscoso; Promo.: Jerry Love, Noel Love, Frankie Nastro (Buffalo).  
Labels: A&M, Accent, Alector, Amy-Mala-Bell Group, Ansonia, Avoca, Challenge, Chess-Checker-Cadet, Disneyland-Vista, Everest Group, Evergreen, GNP, Hickory-TRX, Holiday Inn, International Artists, ItalDisc, Jamie Guyden Group, Kent-Modern, Loma, Mona-Lee, Monument Group, Motown Group, Reprise, Starday-Nashville, Stella, Soma-Stereoddities, Tetragrammaton, United Artists Group, Vanguard, Warner Bros.-Seven Arts.  
Tape: all above labels available on tape. (SEE ADVERTISEMENT).

American Album & Tape, 850 Seventh Ave. Zip: 10019. Tel: 247-3188. Mgr.: David King.  
Labels: Colpix, Riverside, assorted cut-outs.  
Tape: (cartridge) ITCC.

Apon, PO Box 131, Grand Central Sta., 1541 First Ave. Zip: 10017. Tel: YU 8-0450. Pres.: Andrej Poncic.  
Labels: Amadeo, Angelicum, Apon, Discapon, Harmonia Mundi.  
Tape: (cartridge) Apon, Discapon.

Argus, 160 W. 46 St. Zip: 10036. Tel: 765-2585. Mgr.: Rose Saggio; Promo.: Ben Arrigo.  
Labels: Aries, Book, Buff, Continental, Cotillion, Criterion, Dapt, Gospel Rec'g, Johnson, Monmouth, Mounted, Evergreen, Nina, Pa-dik, Prince, Riccio, Spiral.  
Tape: (cartridge) Pulse, Tucker Prod'ns; (open reel) Tucker Prod'ns.

Beta, 599 10 Ave. Zip: 10036. Tel: CH 4-3744. Pres.: John Halonka; Mgr.: Edward Kleinbaum.  
Labels: ARC, Abnak, Audio Gospel, Back Beat, Calla, Cat-Time, Duke, Douglas, Dictation Disc, Drew, Diamond, Dooto, Fantasy, Fraternity, Gamble, Hob, Jetstar, Kent, Laurie, MTA, Modern, Minaret, Money, Moonshot, Peacock, Pepper, Revue, Scepter, SSS Int'l, Sureshot, Skye, Song Bird, USA, Uni.

Bruno-New York, 460 W. 34 St. Zip: 10001. Tel: 564-3062. Gen. Mgr.: J. Silberman; Promo.: Mike Borrello.  
**Labels:** RCA, RCA Camden, RCA Victrola, Calendar, Chart, Colgems, Request.  
**Tap:** (cartridge) RCA, RCA Camden, Kapp, Scepter, Buena Vista, Wand, Diamond, Prestige, Colgems, Crescendo, Calendar, White Whale; (open reel) RCA, RCA Camden.  
**Tap playback equip.:** RCA.  
 Candy Stripe, 2914 Ave. L, Brooklyn. Zip: 11210. Tel: 338-0050. Pres.: Bernard Keil; Mgr.: Herbert Kronowith.  
**Distributes:** mono & 45 close-outs & promo. materials.  
 Capitol, 1290 Ave. of the Americas. Zip: 10019. Tel: 765-0890. Mgr.: Ralph Schechtman; Promo.: Joe Maimone, Bob Smith.  
**Labels:** Angel & Capitol product.  
**Musical instruments:** harmonicas (Hohner).  
**Musical accessories:** needles & accessories (Duo-tone).  
 Columbia, 45-24 83 St., Elmhurst. Zip: 11373. Tel: 898-1900. Opls. Mgr.: M. Volkovitsch; Sales Mgr.: Lou Weinstein; Audio Sales Mgr.: Marvin Paris; Promo.: Frank Campana, Joe Senkiewicz; Audio Sales Mgr.: Marvin Paris.  
**Distributes:** Columbia product.  
 Dakin Sales (see American Album & Tape).  
 Decca, 34-24 56 St., Woodside. Zip: 11377. Tel: 478-6700. Mgr.: Charles Lindroth.  
**Labels:** Decca, Coral, Brunswick, Berlitz, Colonial, Standard, Copley, Word, Gold Star, Melanie.  
**Tap:** (cartridge) Decca, Coral, Brunswick, Berlitz, Standard; (cassette & open reel) Decca, Coral, Brunswick.  
**Tap playback equip.:** Decca 8-tr. cartridge.  
**Phonograph:** Decca.  
**Musical instruments:** drums, organs, tambourines, bongos, guitars, ukuleles (Decca).  
**Musical accessories:** Decca.  
 Domino, 1122 Rhinelander Ave., Bronx. Zip: 10461. Tel: 892-8290. Mgr.: Bob Calilli; Promo.: Howie Cohen.  
**Labels:** Baby, Becon, Bolo, Davis, DiVenus, Domino, Dooto, Fax, Laff, Lobo, Town Hall.  
 E S P, 156 Fifth Ave. Zip: 10010. Tel: 255-4800. Gen. Mgr.: James Mover; Promo.: Tony Serrao.  
**Labels:** ESP-Disk, ANO, CIA-Disk, ESPOP, KORD, ORO.  
 Educational Rec. Sales, 157 Chambers. Tel: 267-7437. Mgr.: Norm Kaplan.  
**Labels:** Bowmar, Caedmon, Capitol, Classroom Materials, Columbia, Decca, Enrichment, Folkways, Pathways of Sound, Poetry, RCA, Spoken Arts.  
 EMPIRE STATE REC. SALES, 10-29 46 Rd., Long Island City. Zip: 11101. Tel: 361-2700. Contacts: Bernard Block, Mel Albert.  
**Labels:** Afrodisiac, Ambassador, Avant Garde, BT Puppy, Barry, Big Wheel, Blue Rock, Bunky, Caitlin, CapCity, Cofillion, Curtom, Dynamo, Era, Fantasy/Galaxy, Fat Back, Giant, Glad-Hamp, Golden, Golden Crest, In Sound, Independence, Integra, Jubilee, Laff, Lantic Gold, Lincoln, Megaphone, Mainstream, Milestone, Ninandy, Orfeon, Pace, Pavanne, Peter Pan, Post, Prestige, Soul O Sonic, Time, Toddlin' Town, United, Wand.  
**Tap:** PlayTape.  
**Tap playback equip.:** PlayTape.  
**Musical accessories:** TelePac, Fidelipac, head cleaners. (SEE ADVERTISEMENT)  
 FINE-TONE AUDIO PRODS., 24 Cobek Ct., Brooklyn. Zip: 11223. Tel: 336-6662. Pres.: Leonard Finkel; Gen. Mgr.: Stuart Mont; Promo.: Jack Haddad, Al Charach, Al Gorme.  
**Labels:** Cricket, Happy Time, Panda, Pickwick, Little World Puzzle.  
**Tap playback equip.:** Craig, Mayfair.  
**Musical instruments:** bongos, maracas.  
**Musical accessories:** strings (Goya, LaBelle, Walco, Black Diamond), guitar accessories (Goya), guitar amplifiers (Fine-Tone & Ampli-Vox), picks (Hercol), straps, capos, pitch pipes, contact mikes, coiled cords. (SEE ADVERTISEMENT)  
 FINE-TONE TAPES, 24 Cobek Ct., Brooklyn. Zip: 11223. Tel: 336-6662. Pres.: Leonard Finkel; Gen. Mgr.: Stuart Mont; Promo.: Jack Haddad, Al Charach, Al Gorme.  
**Tap:** (cartridge) Ampex, Capitol, Columbia, Decca, Epic, GRT, ITCC, Liberty, Mercury, Motown, Pickwick, RCA, Sentry, United Artists; (cassettes) Ampex, Capitol, Columbia, DGC, Decca, GRT, Liberty, Mercury, Motown, RCA, United Artists; (open reel) Ampex, Capitol, Columbia, Decca, Epic, GRT, ITCC, Liberty, Mercury, Motown, Music Tapes, Pickwick, RCA, Sentry, Stereo Tapes, Tapemates.  
**Musical accessories:** blank tape (3M, Scotch, Tartan, Finetone). (SEE ADVERTISEMENT).  
 Folk Dancer, 108 W. 16 St. Tel: WA 9-0644. Mgr.: Michael Herman.  
**Labels:** Folk Dancer, MacGregor.  
 Folk Music Int'l, 56-40 187 St., Flushing. Zip: 11365. Tel: 357-3490. Owner: Kenneth Spear.  
**Labels:** Balkanton (Bulgaria), CBS (Israel), Discos (Yugoslavia), Hatakli (Israel), Jugoton (Yugoslavia), Mico (Philippines), Radio Television Beograd (Yugoslavia), Unidisc (France).  
 German News, 218 E. 86 St. Zip: 10028. Tel: BU 8-5500. Mgr.: Hildegard W. Seiffhart.  
**Labels:** Elite-Austron, Eurodisc, Odeon, Polydor.  
 Hager, 711 Crown St., Brooklyn. Zip: 11213. Tel:

HY 8-8131. Pres.: Isaac Hager.  
**Labels:** Famous, Fran, Greater Rec'g, Neginah, Rone, Tivell, Yeled.  
 Hector, 48 W. 22 St. Zip: 10010. Tel: 242-1989. Mgr.: Frank Warren.  
**Labels:** Amadeo, Angelicum, Apon, Arhoolie, Austin, Avant Garde, Biograph, Blues Classics, Boston, Bruno, CRI, Club 99, Cook, County, Delmark, Dover, Educo, Enrichment, FEL, FSR, Folk Legacy, GHB, Golden Crest, Haydn Society, Historical Jazz, Icon, Jazz Crusade, Jazzology, Keane, Lexington, Louisville, Philharmonic, MMO, Melodeon, Milestone, Mobile Fidelity, Monmouth-Evergreen, Murlim, Music Library, Nightingale, Old Timey, Origin Jazz Library, Owl, Pace, Playhouse, Piedmont, Riverboat, Rocco, Selva, Serenus, Spire, Stanyon, Takoma, Ultraphone, Veritas, Word, World Book Languages, World Library of Sacred Music.  
 The Hellenic, 365-367 W. 34 St. Zip: 10001. Tel: LO 3-2831. Pres.: Ted Starke.  
**Labels:** Alector, Orient Int'l, Parkmount.  
**Tap:** (cartridge) Alector.  
 House of Menorah, 52 E. Broadway. Zip: 10002. Tel: WA 5-7573. Mgr.: Sol Tishler.  
**Labels:** Vanguard, Hed Arzi, CBS Israel, Makolit, Menorah, Gil, ART, SD, OSI, Famous, Collectors Guild, Greater Rec'gs, Aderet, Artistic Ent's., Elektra, RCA, Columbia, Capitol, Maloh.  
**Musical instruments:** recorders.  
 Ideal, 171-07 Jamaica Ave., Jamaica. Zip: 11432. Tel: AX 1-8700. Pres.: Samuel Keenholz.  
**Labels:** Distinguished, Gold Star, Tom Lehrer.  
 Kaco Ent's., 747 Nereid Ave., Bronx. Zip: 10466. Tel: 325-6284. Owner: Bruce Kravis.  
**Distributes:** Oldies But Goodies, rare oldies.  
 Kartridge Audio, 823 E. Gun Hill Rd., Bronx. Zip: 10467. Tel: KI 7-9009. Owner: Ken Chesney; Mgr.: William Chesney; Sales: Dan Berman Assocs.; Promo.: Bill Austin, Noel Fearon, John Murray.  
**Tap:** (cartridge) Capitol, Columbia, Ampex, MGM, Decca, United Artists, Liberty, Mercury, RCA, Original Sound.  
**Tap playback equip.:** Orrtronic, ARC, Audiovox, Capitol, Masterworks.  
 London, 539 W. 25 St. Zip: 10001. Tel: AL 5-8350. Mgr.: Philip Wesen.  
**Labels:** Echapter, Coliseum, Compass, Congress, Deram, Felsted, Four Corners, Hi, Kapp, London, London Int'l, Moc, Palomar, Parrot, Press, Ranwood, Richmond, SPQR, Seville, Stereo Treasury, Telefunken, Tribe.  
**Tap:** (cartridge & open reel) London, Kapp, Parrot, Deram, Hi, Four Corners, Press, Ranwood.  
 Liberty Rec. Dist'g Co. of N.Y., 8-15 37 Ave., Long Island City. Zip: 11101. Tel: 937-1100. Mgr.: Vito Samela; Opls. Mgr.: Morris Austein; Sales Mgr.: Tex Wiener; Promo.: Perry Cooper, Tad Dowd, Steve Kahn.  
**Distributes:** Liberty & United Artists product.  
 Malverne, 35-35 35 St., Long Island City. Zip: 11106. Tel: 392-5700. Owner: Al Hirsch; Sales Mgr.: Joe Grippo; Promo.: Matty Mathews.  
**Labels:** Atlantic, Alco, Brook-lyn, Carla, Carnival, Class, Dial, Dunwich, Double Shot, Epic, Fame, Focus, Gospel, Moonglow, Musicor, Nashboro, Okeh, Prestige, Savoy, Stax, Vault, Volt, White Whale.  
**Tap:** (cartridge) Epic, Ampex; (open reel) Epic.  
 McGraw-Hill Book, 330 W. 42 St. Zip: 10036. Tel: 971-3333, Ext. 6584. Rec. Dept. Prod. Mgr.: Martin Pmcus.  
**Sales office:** Hightstown, N.J. NYC Tel: 971-3333, Ext. 5254.  
**Labels:** Argo, Das Alte Werke, L'Oiseau Lyre, Societe Francaise du Son, Telefunken (classical).  
 Merrec, 32-02 Queens Blvd., Long Island City. Zip: 11101. Tel: 729-6660. Mgr.: Frank Cama; Promo.: Jerry Ross.  
**Labels:** Mercury, Philips, Smash, Fontana, Wing, Emarcy, World Series, Lighthouse, Childcraft, Play Craft, Story Teller.  
**Tap:** (cartridge) Philips, Smash, Fontana, Mercury, Limelight.

Met Richmond, 1637 Utica Ave., Brooklyn. Zip: 11234. Tel: 253-4600.  
**Labels:** ASA, Alma, Amex, Antilano, BBM, BRC, Baroneza, Bocar, Carvier, Columbia, Danny, Economy, Edessa, Encanto, Explorer, Fantastic, Filtro, Fonseca, Jardin, Kasin, Met Rico, Mona, Norca, Odessa, Ponce, Prominent, Progresso, Prospect, Reli, Revancha, Rhumba, Riney, Secco, Serenata, Somar, Sono Mex, Tropical, United Artists Latino.  
**Tap:** (cartridge) Latin.  
 Metro, 547 W. 52 St. Zip: 10036. Tel: CO 5-1871. Mgr.: Stan Drayson.  
**Labels:** Audio Fidelity, Contemporary, Elektra, Good Time Jazz, Heliodor, Kama Sutra, Leo the Lion, Living Language, Lost-Nite, MGM, Mardi Gras, Metro, Mira, Nonesuch, Original Sound, Project 3, Swan, VSP, Vee Jay, Verve, Verve/Forecast.  
**Tap:** (cartridge & cassette) MGM, Verve, Elektra, Original Sound.  
 Musical Recs., 502 W. 51 St. Zip: 10019.  
**Home office:** Hialeah, Fla. (see Miami).  
**Labels:** Discuba, Musart, Musidisc, Nilser, Odeon, Rex.  
 National Rec. Sales, 160 Broadway. Zip: 10038. Tel: BA 7-9493. Owner: Reginald M. Jervis.  
**Distributes:** cut-outs, promotional 45's, oldies.  
 Olympia, 239 W. 18 St. Zip: 10011. Tel: 989-7200. Contact: Ervin Litkei.  
**Labels:** Golden, Kelit-Aurora, Budapest, Pickwick Int'l, Grand Prix, Design, Tifton, Diplomat, Guest Star, Peter Pan.  
 Playette, 585 Ninth Ave. Zip: 10036. Tel: BR 9-5379. Pres.: Sidney A. Evans.  
**Labels:** Ades, Amadeo, Barclay, Cetra, Chant du Monde, DGG, Festival, GMS-Disc, Hachette, Hispavox, Lumen, Nuova Accademia, Philips, Pleiade, RTF, Regal, Vega, Acadaphon, Vogue.  
 Qualiton, 39-38 58 St., Woodside. Zip: 11377. Tel: TW 7-1820 VP & Gen. Mgr.: Otto Quitter.  
 Rashid, 191 Atlantic Ave., Brooklyn. Zip: 11201. Tel: UL 2-3295. Owner: Albert Rashid; Mgr.: Stanley Rashid.  
**Labels:** Alector, Ahram, Sono Cairo, Orient, Duniaphone, Son Soutalfan.  
**Tap:** (cartridge & cassette) Near East Music Assocs.  
**Musical instruments:** oriental.  
**Musical accessories:** oriental.  
 Record & Tape Sales, 821 Broadway. Zip: 10003. Tel: 674-6400. Pres.: Robert Staub.  
**Labels:** Boite a Musique, Vogue, Barclay, Philips, Polydor, Festival Ocora (all France), Elenco, Philips, Polydor, Forma (all Brazil), Olympus (England), Electrola, Musica Sacra, Barenreiter (all Germany).

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 Home office: Little Ferry, N. J.  
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 Labels: Cesta, Canomar, Hopes, Starbright.  
 Stanley-Lewis, 23-80 48 St., Astoria, Zip: 11103.  
 Tel: 726-4343. Owners: Harry & Bertha Lew;  
 Mgr.: Harry Lew.  
 Labels: Archive, Artia, Audio Arts, Avakian,  
 Barenreiter, Barclay, Bartok, Boite a Musique,  
 Broadside/Asch, CMS, CRI, Caedmon, Cam-  
 bridge, Connoisseur Society, Conversaphone,  
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 Dyer-Bennet, EMS, ESP-Disk, Enrichment,  
 Eterna, Experiences Anonyms, Festival, Ficker,  
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 Haydn Society, Historical, Lexington, Lyricchord,  
 MK, Montilla, Motivation, Musica Sacra, Music  
 Guild, Parliament, Pathways of Sound, Philips  
 (Imports), Poetry, Proscenium, Quote, SPA,  
 Satellite, Spoken Word, Spoken Arts, Tradition,  
 Turnabout, Urania, Vogue, Voix de l'Auteur,  
 Vox, Washington, Westminster, Wonderland.  
 States, 46-50 54 Ave., Maspeth. Tel: 786-6255.  
 Principals: Lou Klayman, Al Levine; Mgr.:  
 Morris Weissman; Promo.: Ronnie Labus.  
 Labels: Alshire Presents, Ambassador, Audio-  
 Spectrum, Bang, Current, Dictation Disc, ESP-  
 Disk, Emerald, Golden, MMO, Mace, Main-  
 stream, Monitor, Movietone, PIP, Pickwick,  
 Phillies, Sidewalk, Shout, Somerset, Stereo  
 Fidelity, Tifton, Time, Tower, 20th Century-  
 Fox.  
 Tape: (cartridge) Audio-Spectrum, ABC, Com-  
 mand, Impulse.  
 Trinity, 524 W. 43 St. Tel: 565-0861. Mgr.: Mort  
 Waters; Promo.: Otis Pollard, Frank Berman.  
 Home office: East Hartford, Conn.  
 Labels: Audio Lab, Beth, Boone, Cotique,  
 Eurotone, Federal, Jewel, King, Little Darlin',  
 Nugget, Orfeon, Panda, Paula, Primovox,  
 Specialty, Stinson, Venus.  
 U S Premium, 1 E. 42 St. Tel: 867-1891. Pres.:  
 Ed Krass.  
 Labels: Decca, Longine Symphonette Society,  
 Pickwick Int'l.  
 Vintage Recs., 891 Nostrand Ave., Brooklyn. Tel:  
 467-6131. Pres.: Ted Ward.  
 Distributes: Eric, cut-out 45's.  
 Wally's Stereo Tape City, 550 W. 54 St. Zip: 10019.  
 Tel: JU 2-6118. Pres.: Harry Wally.  
 Tape: (cartridge & cassette) all principal lines.  
 World Wide, 101 W. 55 St., Suite 1-G. Tel: 581-  
 2995. Contact: Leonard Chapman.  
 Labels: Dot, Viva, Acta, DynoVoice, Steed.

**• SYRACUSE (Area Code 315)**

Aimor Playtime, Midler Park Dr. Tel: 463-3351.  
 Mgr.: George Valanti.  
 Home office: Amsterdam, N.Y.  
 Labels: RCA Camden, RCA Victrola, Disneyland,  
 Pickwick Int'l (sub-distributor for RCA, Capitol,  
 Columbia, Decca).  
 Tape: (cartridge) Ampex, GRT, Decca, Dot,  
 Mercury (sub-distributor for Capitol, Columbia).  
 Musical accessories: all lines of guitar &  
 phonograph accessories.  
 Columbia, 224 Harrison St. Zip: 13202. Tel: 474-  
 2901. Sales Mgr.: Irv Medway; Promo. Mgr.:  
 John Perry; Audio Sales Mgr.: Richard Seeber.  
 Distributes: Columbia product.  
 Morris, 1153 W. Fayette St. Zip: 13201. Tel:  
 GR 5-6531. Mgr.: Oscar Dachs.  
 Distributes: RCA product.  
 Tape: (cartridge) Ampex, RCA.  
 Northeastern Rec., 734 Tolland St., East Hartford,  
 Conn. Zip: 06108. Tel: (203) 289-8631. Pres.:  
 Richard J. Godlewski; Sales Mgr.: Frank Sutter.  
 Labels distributed in Syracuse area: ABC,  
 Alshire Presents, Archive, Audio Fidelity, BT  
 Puppy, Bach Guild, Bang, Bert & I, Cabot,  
 Caedmon, Challenge, Children's Rec. Guild,  
 Command, Crossroads, DGG, Dauntless, Dicta-  
 tion Disc, Dover, Dunhill, Dyno, ESP-Disk,  
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 top, Hob, Impulse, Jay Jay, Josie, Jubilee,  
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 Motivation, Music Guild, Music Minus One,  
 Musicor, Okeh, Pickwick, Prestige, Project 3,  
 Reprise, Riverside, Scepter, Shout, Somerset,  
 Starday, Stereo Fidelity, Stereoditties, Sun,  
 Tangerine, Tom Lehrer, Tower, 20th Century-  
 Fox, Valiant, Vanguard, Verve, Verve/Forecast,  
 Wand, Warner Bros.-Seven Arts, Westminster,  
 Young People's Recs.

Tel: 376-4461. Pres.: James P. McMillan.  
 Distributes: RCA product.

**• GREENSBORO (Area Code 919)**

Southland Musical Mds., 826 Winston. Tel: 272-  
 5123. Pres.: Harry Greenberg; VP: Louis Levy;  
 Exec. VP & Sales Mgr.: Lee Ingber.  
 Labels: Audio, CRG, Conversaphone, Living Lan-  
 guage, Music Minus One, Young People's Recs.  
 Tape playback equip.: Sony/Superscope.  
 Phonographs: Symphonic.  
 Musical instruments: complete line.  
 Musical accessories: complete line including  
 blank tape.

**• GREENVILLE (Area Code 919)**

CAROLINA SALES, PO Box 404, 101 W. 14 St.  
 Zip: 27834. Tel: 752-3143. Pres.: J. T. Little  
 Sr., Mgr.: Dave Taylor; VP: J. T. Little Jr.  
 Tape: (cartridge) RCA, Ampex, Capitol, Col-  
 umbia, Liberty, Mercury, Decca, ITCC.  
 Tape playback equip.: Lear Jet  
 Phonographs: Sylvania. (SEE ADVERTISEMENT)

**NORTH CAROLINA**

**• CHARLOTTE (Area Code 704)**

Bertos Sales, 2214 W. Morehead St. Zip: 28208. Tel:  
 375-2517. Pres.: Phil Goldberg; Mgr.: Mickey  
 Beheler; Promo.: Mike Lawing.  
 Labels: Arbet, Ascot, BT Puppy, Black Pearl,  
 Boone, Cadet, Checker, Chess, Constellation,  
 Crescent, Deesu, Epic, Excello, Fraternity,  
 Gordy, Groovy, Gross, Hilltop, Josie, Jubilee,  
 Mirwood, Motown, Nashboro, Nashville, Nola,  
 Okeh, One-Derful, Parlo, Sims, Soma, Soul,  
 Starday, Stop, Tamla, VIP, Valiant, Verve,  
 United Artists.  
 Tape: (cartridge) Cadet, Checker, Chess, Colum-  
 bia, Gordy, Motown, Soul, Tamla, United  
 Artists; (open reel) Epic.  
 Bib & Lillian, 126 W. Morehead St. Zip: 28201.  
 Tel: ED 3-9457. Pres. & Mgr.: Joe Voynow;  
 Promo.: Frank MacRae, Bill Norman, Bob  
 Tomson, Bob Meyer.  
 Labels: Backbeat, Buddha, Calla, Carnival,  
 Compass, Double Shot, Duke, Hob, Jewel, King,  
 Original Sound, Paula, Peacock, Ric-Tic, Ronn,  
 Scepter, Stax, USA, Volt, Wand.  
 Tape: (cartridge) ITCC, Liberty, Mercury, Orig-  
 inal Sound; (open reel) Ampex.  
 Tape playback equip.: Tenna.  
 Carol, 124 W. Morehead St. Zip: 28209. Tel:  
 ED 3-9457. Owner: Joseph F. Voynow; Mgr.:  
 John Gammon; Promo.: Frank MacRae, Earl  
 Kilduff.  
 Distributes: Decca tape, musical instruments &  
 accessories.  
 F & F Arnold, PO Box 1126, 2704 Freedom Dr.  
 Zip: 28201. Tel: 399-9741. Pres.: Bert Fleish-  
 man; Sales Mgr.: John Towles; Promo. Mgr.:  
 Dick Wooley.  
 Labels: ABC, A&M, Abnak, American Music,  
 Arctic, Atco, Atlantic, Backbeat, Band Box,  
 Bang, Barry, Bluesway, Bright Star, Brother-  
 hood, Canaan, Carla, Challenge, Clarion, Com-  
 mand, Custom, Dial, Diamond, Diamond Jim,  
 Dionn, Disneyland, Dolly, Dooto, Duke, Dunhill,  
 Dunwich, Dynamo, Elektra, Enterprise, Equinox,  
 Fame, Fantasy, Focus, Four Brothers, Galaxy,  
 Gamma, Golden, Gudden, Impulse, Indigo, Jab,  
 Jamie, Jerden, Jetstar, Jumbo, Karen, Kenwood,  
 LHI, Laurie, Legrand, Like, Little Darlin', Loma,  
 MSL, Mojo, Montel, Moonglow, Musicor, None-  
 such, Peacock, Pepper, Phil-L.A. of Soul,  
 Phillies, Pompeii, Project 3, Reprise, Revue,  
 Riot, Riverside, Roost, Roulette, Rust, Shout,  
 Smoke, Soft, Songbird, Stax, Sureshot, Tan-  
 gerine, Tetragrammaton, Thomas, 20th Century-  
 Fox, Uni, Vanguard, Vault, Vista, Volt, Vortex,  
 Warner Bros.-Seven Arts.  
 Tape: (cartridge) Ampex, ITCC, and all above  
 labels that are available on tape; (cassette)  
 Ampex.  
 Mangold, 2212 W. Morehead. Zip: 28208. Tel:  
 334-0866. Mgr.: Herb Weisman; Promo.: Mike  
 Lawing.  
 Labels: Amy, Bell, DCP, Kapp, London, MGM,  
 Mala, Monument, Savoy, Tower.  
 Tape: (cartridge) Ampex, Capitol, Decca, Mer-  
 cury; (cassette) Mercury; (open reel) Ampex.  
 Tape playback equip.: Mercury, Auto Electric.  
 Musical accessories: LeBo & Walco product.  
 Southern Radio, 1625 W. Morehead. Zip: 28208.

**• AKRON (Area Code 216)**

Twelgrenn Ents., 2775 Yellow Creed Rd. Zip:  
 44313. Tel: 836-5591. Pres.: J. Hugh Macey.  
 Mgr.: Mrs. J. Chell.  
 Labels: (square, round & folk dance) Aqua,  
 Balance, Belco, Black Mountain, Blue Star,  
 Bogan, Decca, Family Squares, Flip, Folkraft,  
 Folk Dancer, Go, Grenn, HiHat, J Bar L,  
 Jewel, Kalox, Keeno, Lloyd Shaw, Longhorn,  
 Lore, Lou-Mac, MacGregor, Magic, Mayflower,  
 Mustang, Old Timer, Prairie, RCA, Red Boot,  
 Rockin' A, Sashay, Scope, Sets in Order,  
 Square L, Square 'N Round, Square Tunes,  
 Sunny Hills, Swinging Square, Top, Wagon  
 Wheel, Western Jubilee, Windsor; (ballroom)  
 AFA, Artists Life, CEM, Century, Dance Allou,  
 Dancetime, Danro, Dookie, Fiesta, Fontana,  
 HMV, Hanf, Hoctor, Oriole, Parlophone,  
 Phillips, Polydorr, Pye, Rainbow, Roper, Rus-  
 sell, SMC, Saga, Starlite, Sydney Thompson,  
 Telemark, Velmo.  
 Musical accessories: PA systems (Newcomb),  
 microphones (E-V).

**• CANTON (Area Code 216)**

G & W, 1703 E. Tuscarawas St. Zip: 44707. Tel:  
 453-7518. Owner: Alex Mastin.  
 Labels: ABC, Abet, Atco, Atlantic, Audio Book,  
 BT Puppy, Back Beat, Bang, Bethlehem,  
 Bluesway, Boom, Brook-lyn, Bunky, Cadet, Calla,  
 Carnival, Crescent, Crimson, Dial, Drew, Duke,  
 Dunhill, Dunwich, Enterprise, Era, Excello,  
 Fame, Fantasy, Federal, Fontana, Four Corners,  
 Fraternity, Galaxy, Gamble, Garpax, Grooves-  
 ville, Gross, Halo, Hi, Hob, Hollywood, Imp-  
 ulse, Instant, Jab, Jerden, Jet Stream, Jotis,  
 Jubilee, Kapp, Karen, Kent, Keymen, King,  
 Laurie, Limelight, Longhorn, Lucky-11, LuPine,  
 M-Pac, Mar-V-Lus, Mayfield, Mercury, Mercury/  
 Childcraft, Mercury/Playcraft, Mercury Story-  
 tellers, Mercury/Wing, Minaret, Mira, Mirwood,  
 Moc, Money, Monument, Moonglow, Morden,  
 Mo-Soul, Motown, Nashboro, Nashville, One-  
 Derful, Parrot, Philly Groove, Pompeii, Press,  
 Ric-Tic, Rice, Rising Sons, Rojac, SPQR, SSS  
 International, Scepter, Shout, Simco, Sims,  
 Smash, Soul, Sound of Nashville, Sound Stage  
 7, South Camp, Specialty, Starday, Stax, Sun,  
 Swingin', Tamla, Tangerine, Tribe, 20th Cen-  
 tury-Fox, Vanguard, Venture, Volt, Vortex,  
 Wand.  
 Harwick Stereo Ctr., 3200 Cleveland Ave. N.W.  
 Zip: 44709. Tel: 492-4666. Pres.: Curtis J.  
 Harwick.  
 Branch: Youngstown, Ohio.  
 Tape: (cartridge) GRT, Ampex, ITCC, Decca,  
 Columbia, Capitol, Liberty, Mercury, RCA;  
 (cassette) Mercury.  
 Tape playback equip.: Automatic Radio, Lear  
 Jet, Motorola, Muntz, ARC, Capitol, BORG-  
 Warner, Skytone, Mercury.

**• CINCINNATI (Area Code 513)**

A & I, 1000 Broadway. Zip: 54202. Tel:  
 241-7644. Gen. Mgr.: Joe Nathan.  
 Labels: Abnak, Alshire Presents, Atco, BT  
 Puppy, Bang, Bluesville, Carla, Conversaphone,  
 Diamond, Double Shot, Duke, Dunwich, Gamble,  
 Gross, Hob, Jewel, Josie, Jubilee, Karen, Kent,  
 Loma, Mace, Modern, Moodsville, Moonglow,  
 Ohio State Band, New Jazz, Paula, Peacock,  
 Phillips, Prestige, Red Foxx, Reprise, Roulette,  
 Savoy, Scepter, Shout, Soma, Somerset, Stereo  
 Fidelity, Stereoditties, Swingsville, USA, Volt,  
 Wand, Warner Bros.-Seven Arts.  
 Capitol, Executive Bldg., Suite 612, 35 E. Seventh  
 St. Zip: 45202. Tel: 721-5616. Mgr.: John  
 Leffler; Promo.: Tom Moore, Ralph Black.  
 Labels: Capitol & Angel product.  
 Musical instruments: harmonicas (Hohner).  
 Columbia Rec. Sales, Carew Tower, Suites 444-447.  
 Zip: 45202. Tel: 241-4088. Sales Mgr.: William  
 Kelly; Promo. Mgr.: Charles B. Moore; Audio  
 Sales Mgr.: Norman Finkelstein.  
 Distributes: Columbia product.  
 Decca, Daylight Bldg., Sixth & Court. Zip: 45202.  
 Tel: PA 1-4210. Mgr.: Jack Brown.

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**Tape:** (cartridge) Decca, Coral, Brunswick, Berlitz; (cassette & open reel) Decca, Coral, Brunswick.  
**Tape playback equip.:** Decca 8-tr. cartridge.  
**Phonographs:** Decca.  
**Musical instruments:** drums, organs, tambourines, bongos, guitars, ukuleles (Decca).  
**Musical accessories:** Decca.

Midwest Tape Cartridge, 407 Blade Ave. Zip: 45216. Tel: 242-4030. Pres.: J. L. Magro; VP: Paul Sach.  
**Tape:** (cartridge) Capitol Columbia, Decca, GRT, ITCC; (cassette) Capitol, Decca, GRT, Mercury.  
**Tape playback equip.:** Craig, Mercury, Philco-Ford.  
**Phonographs:** Philco-Ford.  
**Musical accessories:** Carrying cases (Ampak, Rubbermaid).

Ohio, 6519 Crest Ridge Circle. Zip: 45213. Tel: 731-2709. Mgr.: Marvin Jacobs.  
**Distributes:** closeouts & budget labels.

Ohio Appliances, 7624 Reinhold Dr. Zip: 45237. Tel: 821-6414. Mgr.: David Wheeler.  
**Labels:** RCA, Disneyland, Fraternity, Sun, Living Language, Golden.  
**Tape:** (cartridge) RCA, Columbia, Decca, ITCC, Ampex, United Artists, GRT, Liberty; (open reel) RCA, Ampex, Columbia, Dot, Reprise.

SUMMIT, 617 Central Trust Tower. Zip: 45202. Tel: 241-6361. Owners: Jack White, Seymour Green-span; Sales Mgr.: Harold Davis; Promo.: Lee Fogel.  
**Branch:** Skokie, Ill.  
**Labels:** Abet, Audio Fidelity, Bakersfield, Boo, Calla, Chisa, Crossroads, Dakar, Drew, Duo, ESP-Disk, Epic, Era, Excello, Fat Fish, Giant, Groove City, Groovesville, Halo, In Sound, Little Darlin', Mainstream, Mar-V-Lus, Mayfield, Milestone, Moonshot, M-Pac, Mr. G, Nashboro, Okeh, One-Derful, Pepper, Revue, Ric-Tic, Sidewalk, Sidra, Solid Hitbound, Stop, Time, Tower, Tuba, Uni, Vault, Vegas, White Whale, Zodiac.  
**Tape:** (cartridge) Epic, Okeh; (open reel) Epic. (SEE ADVERTISEMENT.)

Supreme, 1000 Broadway at Court. Tel: 421-0747. Owner: Al Klayman.  
**Labels:** ABC, Amy, Atlantic, Bluesway, Boone, Buddha, Caedmon, Command, Dial, Dunhill, Dynamo, DynoVoice, Fantasy, Fiesta, Fontana, Galaxy, Heart Warming, Hickory, Impulse, Jamie/Guyden, Limelight, Mala, Mercury, Monument, Musicor, Original Sound, Revitol, Smash, Sound Stage 7, Starday, Stax, Tangerine, 20th Century-Fox.  
**Tape:** (cartridge) ABC, Atlantic, Command, Dunhill, Impulse, Limelight, Mercury, Monument, Philips, Smash.

Wego, 6566 Montgomery Rd. Tel: 621-8710. VP: Charles Weiner.  
**Labels:** Fax, Praise, Prism, Solar, Sound Spectrum, Tip.

● **CLEVELAND (Area Code 216)**

Blue Onion, 17914 Brazil Rd. Zip: 44119. Tel: 486-1817. Pres.: Dale L. Davis; VP: Paul R. Mizeley; Nat'l Sales Mgr.: R. J. Kuhar.  
**Labels:** Blue Onion, Dale Davis Prod'ns, Purple Tiger.

Buckeye Nat'l Sales, 2150 Hamilton Ave. Zip: 44114. Tel: 696-3155. Pres.: Harvey Korman.  
**Labels:** A&M, American Artist, Amour, 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, Tamla, Tim, Token, Train, Songs of Faith, Sound, Sound of Nashville, Sound Spectrum, Vulcan, Wise, Wolf.

Capitol, 2800 Euclid Ave., Rm. 225. Tel: 861-9187. Territorial Mgr.: Jim Johnson.  
**Labels:** Capitol & Angel product.  
**Musical instruments:** harmonicas (Hohner).  
**Columbia Rec. Sales,** 3510 Chester Ave. Zip: 44114. Tel: 431-6300. Sales Mgr.: Gene Settler; Promo.: Steve Popovich; Audio Sales Mgr.: Gilbert Yezbak; Regional Sales Mgr. (Cleveland, Detroit, Pittsburgh, Cincinnati): Bud Rieland.  
**Distributes:** Columbia & Epic product.

Decca, 746 W. Superior Ave. Zip: 44113. Tel: 621-9770. VP: William Glaseman; Mgr.: Bill Green.  
**Labels:** Decca, Coral, Brunswick, London, Caedmon, Berlitz, Vee-Jay, Mira, Word, Standard, Colonial, Bert & I, Gold Star, Melanie.  
**Tape:** (cartridge) Decca, Coral, Brunswick, Berlitz, Standard; (open reel & cassette) Decca, Coral, Brunswick.  
**Tape playback equip.:** Decca 8-tr. cartridge.  
**Phonographs:** Decca.  
**Musical instruments:** drums, organs, tambourines, bongos, guitars, ukuleles (Decca).  
**Musical accessories:** Decca.

Keynote Int'l Music, 1584 E. 31 St. Zip: 44114. Tel: 861-7286. Pres.: John R. Gayer.  
**Labels:** Delta Int'l & other polka & int'l lines.  
**Tape:** (cartridge) Delta Int'l.

Liberty, 7777 Exchange St. Zip: 44122. Tel: 524-4230. Mgr.: Robert Weinberg; Promo.: Lou Newman, Byron Giles.  
**Distributes:** Liberty & United Artists product.

Main Line, 1260 E. 38 St. Zip: 44114. Tel: 391-1800. Pres.: E. V. Shipley; VP, Gen. Mgr.: Joe Simone; Promo. & Single Sales Dir.: Jerry Sharell; Album Sales Mgr.: Norm

Leskin; Promo.: Ron Iaforano, Pat McCoy, Julie Godsey, Ron Brooks, Len Evanoff, Carl Maduri.  
**Branch:** Atlanta, Ga.  
**Labels:** ABC, A&M, Abnak, Amy, Bell, Bluesway, Carole, Challenge, Compass, Crimson, DGG, Dottie, Double Shot, Dunhill, Elektra, Elf, Equinox, Era, Four Corners, GNP Crescendo, Goldwax, Gordy, Gospel, Heliodor, Hi, Hot Line, Impulse, Independence, Jerden, Jet Star, Kama Sutra, Kapp, LHI, Laurie, MGM, Main Line, Mala, Monument, Motown, Musicor, New Voice, Nonesuch, Pace, Parrot, Press, Prestige, Project 3, RCA, Reprise, Revue, Rising Sons, Riverside, Sansu, Savoy, Senate, Solid State, Soul, Sound Stage 7, Tamla, Tangerine, 20th Century-Fox, Uni, United Artists, Vanguard, Vee, Vegas, Venture, Verve, Warner Bros.-Seven Arts, Westminster, White Whale.  
**Tape:** (cartridge) all above labels.  
**Tape playback equip.:** RCA.

Merrec, 2800 Euclid Ave. Zip: 44115. Tel: 241-2696. Mgr.: Sheldon Tirk.  
**Labels:** Mercury, Philips, Smash, Limelight, Emarcy, Fontana.  
**Distributes:** other Mercury product.

Midwest, 2150 Hamilton Ave. Zip: 44114. Tel: 696-7666. Owner: Ronald Schafer.  
**Labels:** A&B, After Hours, Alektor, Alegre, Apon, Arc, Arc Sound, Attack, Avant Garde, Barrington, Barry, Big Jim, Big Wheel, Brent, Bunky, Calla, Carnival, Corjal, Cotique Prod'ns, Cuca, Cye, Deesu, Diamond Jim, Dover, Drew, Dyno, Eagle, Eightball, Eldo, End, Eurotone, Gamble, Gateway, Gemini, Greyko, Groovesville, Groovy, Int'l Artists, Jameco, Jazzland, Jewel, Kent, Kenwood, Little Darlin', Magic City, Marjion, Mark II, Mar-V-Lus, Mayfield, Michigan Avenue, Modern, Moonshot, M-Pac, Murco, Musette, Nola, One-Derful, Palos, Parlo, Paula, Pioneer, Polka Pal, RSVP, Revitol, Ric-Tic, Rojac, Ronn, Roost, Roulette, SSS Int'l, Satin, Shelby Singleton Prod'ns, Sidra, Sims, Sport, Tag, Taurus, Thelma, Tico, Tuba, Whit.

Mobile Stereo of Ohio, 5141 Pearl Rd. Zip: 44129. Tel: 741-3134. Pres.: C. J. Lombardo. Mgr.: Norman Reid.  
**Branches:** Mobile Stereo-Fairview, 19220 Lorain Ave., Fairview Park. Zip: 44126. Tel: 333-5343. Mgr.: James Cutler-Mobile Stereo-East, 3826 Lee Rd. Zip: 44128. Tel: 752-3133. Mgr.: Peter Maisano.  
**Tape:** (cartridge) Motown, GRT, Decca, Capitol, Columbia, Ampex, ITCC, Liberty, RCA, Mercury, (cassette) Ampex, GRT, Motown.  
**Tape playback equip.:** Craig, Orrtronic, Muntz, Capitol.  
**Phonographs:** Capitol.

Seaway, 12415 Euclid Ave. Zip: 44106. Tel: 421-8200. Mgr.: David Glew; Promo.: Anthony Dercote, Michael Dragas, Jerre Dean Hall.  
**Labels:** AA (Golden), Ambassador, Alco Group (Dunwich, Moonglow, Triumph, Brook-lyn, Carla, Alert, Fame, Heidi, Karen), Atlantic Group, (Focus, Magic Touch, Dial, Like, Bright Star, Sims, Enterprise, Clarion), Audio Fidelity Group (Karate, Mr. G, BT Puppy), Ballad, Bang, Boone, Buddha, Cameo-Parkway Group (Fairmont, Windy C), Canterbury, Chess-Checker-Cadet, Command Group (Grand Award), Diamond, Dictation Disc, Disneyland (Vista), Dot Group (Viva, Acta, Steed, Word, DynoVoice), Duke-Peacock, ESP-Disk, Fiesta (Grecophon), Galaxy, Heart & Soul, Hickory, Impact, Jamie/Guyden Group (Artic, Dionn, Phil-L.A. of Soul), Jay Gee Group (Dana, Duo Disc, Festival, Gross, Josie, Port, Toot, Van Dam), Keymen Group (MoSoul, Soul Town), King, Lucky 11, MGM Group (Cub, Music Factory, Poppy, Spring, Vando), MTA, Mainstream Group (Brent, Time), Original Sound, Pepper, Pickwick Group (Hilltop, PIP), Premier Albums (Jay Jay), Ranwood, Scepter Group (Wand, Hob, Simco, Jet Stream, Mace), Shout, Stereo/Fi Group (Mustang, Bronco) Stax, Take 6, Tower (Sidewalk), USA Group (Bar, Bander, Twilight, Vault (Chisa), Volt.

Shuler, 5400 E. 96 St. Zip: 44125. Tel: 475-2600. Pres.: Harry Shuler.  
**Tape:** (cartridge) Capitol, Columbia, Decca, Mercury, Ampex, GRT, Liberty, ITCC, Muntz, Motown; (cassette) Ampex, GRT, Capitol, Decca, Mercury.  
**Tape playback equip.:** Lear Jet, Norelco, Tenna, Toshiba, V-M.  
**Phonographs:** V-M, Toshiba.  
**Musical accessories:** tape caddies (Hallcraft), Stereodyne line.

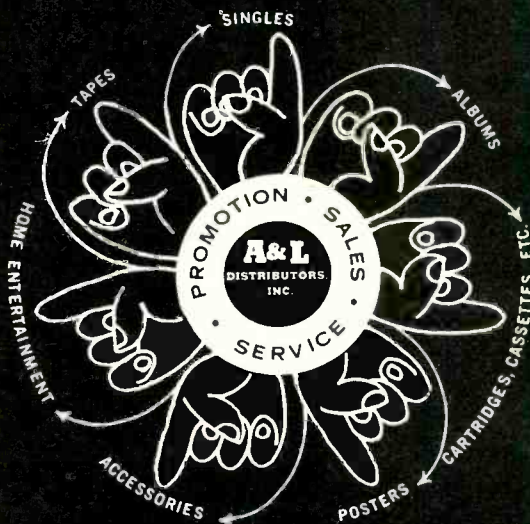
● **COLUMBUS (Area Code 614)**

Car Stereo of Columbus/Home of Tape City, 4147 E. Main St. Tel: 237-0203. Pres.: Arthur Katz; Mgr. & Buyer: William Goldberg.  
**Tape:** (cartridge) GRT, Ampex, ITCC, Decca, Columbia, Capitol, Liberty, Mercury, Motown, United Artists, Universal; (cassette) Capitol.  
**Tape playback equip.:** Autosonic, Capitol, Automatic Radio, Borg-Warner, Electric, Muntz, RCA, Transworld.

Mainline, 135 Eighth Ave. Zip: 43201. Tel: 291-5848. Owner: Vernon Stewart.  
**Labels:** Ballad, Ballard, EKCO, Hi-Top, Personality, Songdial, Stardisc, Verne.

continued on page 118

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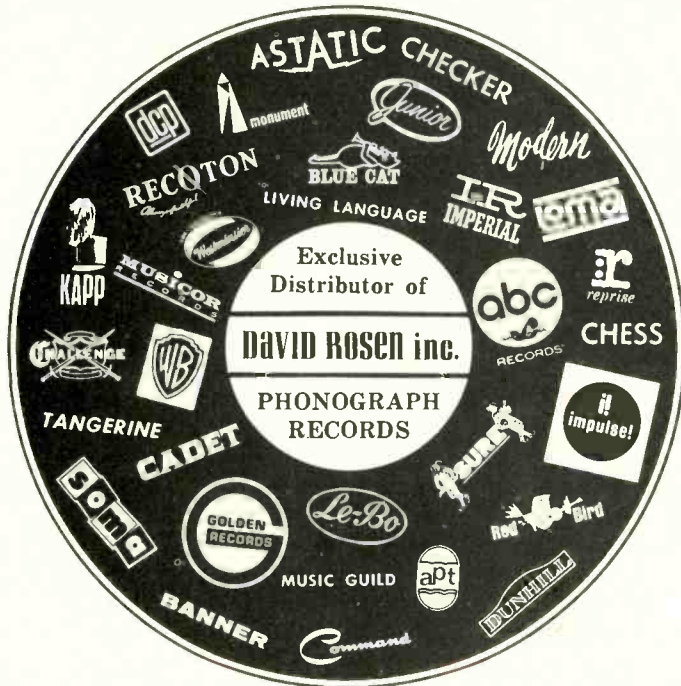


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● **MINERVA (Area Code 216)**

Praise, 15589 Freed St. S.E. Zip: 44657. Tel: 868-4840. Mgr.: Julia D. Maas.  
Home office: Stoneboro, Pa.  
Labels: Joyous Melodies, Praise.

● **YOUNGSTOWN (Area Code 216)**

Harwick Stereo Ctr., 1605 Belmont Ave. Tel: 744-4311. Pres.: Curtis J. Harwick.  
Branch: Canton, Ohio.  
Tape: (cartridge) GRT, Ampex, ITCC, Decca, Columbia, Capitol, Liberty, Mercury, RCA; (cassette) Mercury.  
Tape playback equip.: Automatic Radio, Lear Jet, Motorola, Muntz, ARC, Capitol, Borg-Warner, Skytone, Mercury.

**OKLAHOMA**

● **NORMAN (Area Code 405)**

Stereo City, 758 Asp. Tel: JE 6-7305. Mgr.: John Williams.  
Home office: Oklahoma City, Okla.  
Tape: (cartridge) Muntz, ITCC.

● **OKLAHOMA CITY (Area Code 405)**

B & K, 129 N.W. 23 St. Zip: 73103. Tel: JA 5-7509. Mgr.: Cliff Keeton.  
Branch: Dallas, Tex.  
Labels: ABC, Atco, Atlantic, Bluesway, Command, Diamond, Dolton, Dunhill, Dunwich, Four Corners, Golden, Grand Award, Imperial, Impulse, Jerden, Kapp, Liberty, Living Language, Minit, Moonglow, Nashboro, Phillies, Roof, Roulette, Sidewalk, Soma, Squire, Stax, Sunset, Tangerine, Tico, Tower, 20th Century-Fox, Vault, Volt, Westminster, Young People's Recs.

Decca, 1733 N.W. 63 St. Zip: 73116. Tel: VI 3-3635. Mgr.: Troy Bowen.

Labels: Decca, Coral, Brunswick, Berlitz, Standard, Colonial, Bert & I, Gold Star, Melanie, Elektra, Caedmon.  
Tape: (cartridge) Decca, Coral, Brunswick, Berlitz, Standard; (cassette & open reel) Decca, Coral, Brunswick.  
Tape playback equip.: Decca 8-tr. cartridge.  
Phonographs: Decca.  
Musical instruments: drums, organs, tambourines, bongos, guitars, ukuleles (Decca).  
Musical accessories: Decca.

Dulaney, 100 N.W. 44 St. Zip: 73118. Tel: JA 5-1511. Owner: L. T. Dulaney; Mgr.: Clyde C. Ball; Promo.: Tom Jennings.  
Labels: RCA, RCA Camden, Fraternity.  
Tape: (cartridge) RCA, RCA Camden, Capitol, Columbia, Mercury, Smash, Philips, ITCC, Ampex, Decca; (open reel) RCA, RCA Camden, Capitol, Ampex.  
Tape playback equip.: Lear Jet, RCA.

Oklahoma Operating, 2040 N.W. 10 St. Zip: 73106. Tel: CE 6-0386. Mgr.: R. F. J. Williams; Promo.: Lil Mays, James N. Cotton.  
Branches: Norman, Okla.; Oklahoma City, Okla., 2500 N.W. 23 St. & 2040 N.W. 10 St.  
Tape: (cartridge) Muntz.  
Tape playback equip.: Muntz, Automatic Radio.

Tri-State Christian Recs., 4512 S. Pennsylvania. Zip: 73119. Tel: MU 1-5733. Mgr.: Marion L. Clifton.  
Labels: RCA, Heart Warming, Sword & Shield, Christian Faith, Zondervan, Word, Columbia, Supreme.

**OREGON**

● **MEHAMA (Area Code 503)**

International Consolidated, PO Box 928. Pres.: Virginia Scott; Nat'l Rep.: Mark Raymer; Promo.: Sherree Scott.  
Home office: San Fernando, Calif.  
Labels: Robbins, Headliner Stars, Colorful, Sherree Heart, Atlas, Angeltone, Cartwheel, Mark.

● **PORTLAND (Area Code 503)**

North Pacific, 2950 N.W. 29 Ave. Zip: 97210. Tel: 228-9576. Mgr.: Harry Salvus.  
Labels: RCA, RCA Camden, RCA Victrola, Calendar, Chart, Colgems.  
Tape: (cartridge & open reel) RCA.  
Tape-Tronics (div. of Seattle Rec. One Stop), 21 N.E. Seventh Ave. Zip: 97232. Tel: 234-0965. Mgr.: Tom Choate.  
Branch: Seattle, Wash.  
Tape: (cartridge) ABC, ARC, Ampex, Aura Sonic, Capitol, Columbia, Decca, Dot, GRT, ITCC, Liberty, Mercury, Muntz, Motown, Pickwick, RCA, United Artists.  
Tape playback equip.: Audio Stereo, Automatic Radio, Borg-Warner, Capitol, Lear Jet, RCA, Taiko, Telemark.



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## PENNSYLVANIA

### • BETHLEHEM (Area Code 215)

Rave, 415 Buchanan St. Zip: 18015. Tel: 865-1941.  
Mgr.: "Jolly Joe" Timmer.  
Labels: Apon, Artists Life, B&F, Chicago, Dala, Dyno, Edelweiss, Glo, Hazam, Jay Jay, Rave, Request, Rex, Stella, Turul.  
Musical instruments: drums (Ludwig, Slingerland).

### • CONEMAUGH (Area Code 814)

Page Rec'g, 345 Second St. Zip: 15909. Tel: 539-8117. Mgr. & Promo. East Coast: Al Page; Promo. West Coast: Ernie Page.  
Labels: Apon, Arc, Camay, Coronet, Crown, Disneyland, Greyko, HBR, Jay Jay, La Brea, Marion, Page, Rave, Seaway, Silverbell, Somerset, Spin-O-Rama, Tambura, Wyncote.  
Tape: (cartridge) Starday.

### • HARRISBURG (Area Code 717)

D & H, 2525 N. Seventh St. Zip: 17105. Tel: 236-8001. Mgr.: David Press.  
Branches: Baltimore, Md.; Cheverly, Md. (Washington, D.C.).  
Tape: (cartridge, cassette & open reel) all lines.  
Tape playback equip.: RCA, Lear Jet, Borg-Warner.  
Musical accessories: guitar (Recoton); record & tape accessories. (SEE ADVERTISEMENT.)

### • MONROEVILLE (Area Code 412)

Tape City No. 2, 4004 William Penn Hwy. Tel: 372-3014. Mgr.: Denny Addelson.  
Home office: Pittsburgh, Pa.; Jack H. Samuels.

### • PHILADELPHIA (Area Code 215)

A & L, S.E. Corner 30 & Thompson Sts. Tel: PO 5-4300. Owner: Albert Melnick; Mgr.: Burton Naidoff; Promo.: Barry Abrams, Carl Helm.  
Labels: Academy, Afro, Alector, Amy, Audio Arts, Aurora, Avoca, Backbeat, Bell, Betty White Dance Series, Big Top, Brent, Bunky, CBM, Calla, Conversaphone, Curtom, Dearborn, Duke, Elektra, Era, Fantasy, Flashback, Folkways, Galaxy, Gateway, Glad-Hamp, Goldwax, Happy Time, Jay Jay Polka, Language Courses, Mala, Mayfield, Mobile Fidelity, Monitor, Mummil, Music Minus One, Musicland, Proscenium, New Voice, Nonesuch, PIP, Peacock, Pickwick/33, Dyer-Bennet, Sansu, Song Bird, Sphere

Sound, Steno-Speed Courses, Sunburst, Sureshot, Turnabout, Vox.

Tape: (cartridge, cassette, open reel) A&M, ABC, Argo, Atco, Atlantic, BT Puppy, Bang, Bell, Bluesway, Checker, Chess, Command, Crimson, DGG, Deram, Dot, Dunhill, DynoVoice, Elektra, Fantasy, Four Corners, Gordy, Hi, ILS, Impulse, Jay Jay, Jerden, Kama Sutra, Liberty, London, MGM, Mainstream, Mercury, Monitor, Monument, Motown, Parrot, Project, Reprise, Shout, Soul, Stax, Tamla, 20th Century-Fox, USA, Vanguard, Verve, Viva, Volt, Wand, Warner Bros.-Seven Arts, White Whale.

Tape playback equip.: DJ, Mercury, Standard Radio, Symphonic, Tenna.

Musical instruments: organs (Magnus, Norske).  
Musical accessories: cases (Arrow, Lustraware), blank tapes (Ampex), batteries (RCA), tape racks (Wiremaster). (SEE ADVERTISEMENT)

Michael Adler Ent's., 6720 N. Broad St. Zip: 19126.

Tel: 927-0253. Pres. & Owner: Michael Adler; Mgr.: Joseph Brodsky; Promo.: Wayne Chan.  
Branch: Atlantic City, N.J., Infinite.  
Labels: Pantomime, Splatter, Snowflake, Nutmeg, Amber, Oldies But Goodies.

AMERICAN REC. SALES, 1242 W. Girard Ave. Zip: 19123. Tel: PO 9-3900. Pres.: Bill Buster;

Mgr.: Richard Carroll.  
Labels: Eric, Terrific, all 45-rpm oldies. (SEE ADVERTISEMENT.)

Capitol, 7708 City Ave. Zip: 19151. Tel: TR 7-4167.

Mgr.: Howard Aronson; Promo.: Reds Richards.  
Labels: Capitol & Angel product.

Musical instruments harmonicas (Hohner).

Chips, 2750 N. Broad St. Zip: 19132. Tel: BA 6-4600. VP & Gen. Mgr.: Ernest J. Santone;

Promo.: Alex Araco, Don Colberg.  
Affiliate: Hitsville of Pennsylvania.

Labels: Archive, Artia, Avant Garde, Boone, Cameo, Canaan, Carnival, Crimson, Cub, Diamond, DGG, Disneyland, Dore, Eurotone, Evergreen, Fidelity, Fleetwood, Fraternity, GNP

Crescendo, Gamble, Goodway, Heliodor, Heritage, Integra, Kama Sutra, King Leo, Leo the Lion, Little Darlin', Lyra, MGM, MTA, Mira, Mirwood, Music Factory, Pantomime, Parkway, Parliament, Poppy, Rave, Sacred, Spring, Stella, Stop, VSP, Vando, Verve, Verve/Forecast, Vista, Word.

Musical accessories: needles (Fidelitone).

Columbia Rec. Sales, 4 Penn Ctr. Plaza, Suite 224. Zip: 19103. Tel: LO 8-4445. Mgr.: Edward

Masterston; Promo. Mgr.: Ted Kelleim; Audio Sales Mgr.: Dave Russell; Regional Sales Mgr. (Philadelphia, Washington): Jack Craigio.

Distributes: Columbia product.

Decca, Phila. Tel: WA 2-5659. (see listing under Camden, N.J.).

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

Labels: all label close-outs, 45's & LP's.

Hitsville of Pennsylvania, 2750 N. Broad St. Zip: 19132. Tel: BA 6-4600. VP & Gen. Mgr.: Ernest J. Santone; Promo.: Ed Gilreath.

Affiliate: Chips.

Labels: Gordy, Motown, Soul, Tamla, VIP.

Tape: (cartridge) Gordy, Motown, Tamla, Soul, VIP.

Jamie/Guyden, 919 N. Broad St. Zip: 19123. Tel: CE 2-8383. Pres.: Harold Lipsius; Sales & Admin.: Paul Fien; Promo. & Sales: Larry Cohen.

Labels: Arctic, Caldwell, Dionn, First Amendment, Guyden, Jamie, Landa, MLS, Phil-L.A. of Soul.

Liberty Rec. Dist. of Pa., Phila. Tel: WA 3-4196. (see listing under Pennsauken, N.J.).

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

Labels: Alegre, Ascot, Atlantic, Audio Fidelity, BT Puppy, Bang, Caedmon, Dana, Dial, Dooto, ESP-Disk, Fiesta, Grecophon, Gross, Hanna-Barbera, Jubilee, Laurie, Legrand, Life, Living Language, Lost-Nite, Mainstream, Prestige, Project 3, Relic, Rojac, Roulette, Savoy, Shout, Speciality, Starday, Stax, Sun, Tico, Time, Tower, Unart, United Artists, Vanguard.

Tape: (cartridge) United Artists, GRT.

Merrec, 8040 Roosevelt Blvd. Zip: 19152. Tel: 332-6100. Mgr.: Jules Abramson.

Labels: Mercury, Philips, Smash, Fontana, Lime-light, Emarcy.

Distributes: other Mercury product.

Robert Nash, 2780 Limekiln Pike, North Hills, Glenside. Zip: 19038. Tel: WA 7-6100. Pres.: Robert Nash.

Distributes: cartridge tape.

Record Rendezvous, 134 S. 20 St. Zip: 19103. Tel: LO 7-9424. Gen. Mgr.: Edward R. Marcus.

Labels: Oldies But Goodies, Rendezvous, Psyche-phonics, Rockin' Richie.

David Rosen, 851/5 N. Broad St. Zip: 19123. Tel: CE 2-2900. Owner: David Rosen; Mgr.: Harry Rosen; Promo.: Matty Singer, Ronald Singer, Steve Rudolf.

Labels: ABC, Bethlehem, Bluesway, Cadet, Checker, Chess, Command, Compass, DeLuxe, Dunhill, Dynamo, Four Corners, Golden, Grand Award, Hickory, Hob, Impulse, Jerden, Junior, Kapp, Kent, King, Loma, Mace, Meka, Modern, Monument, Movietone, Music Guild, Musicor, Post, Reprise, Rising Sons, Scepter, Soma, Sound Stage 7, TRX, Tangerine, Tetragrammaton, 20th Century-Fox, Wand, Warner Bros.-Seven Arts, Westminster.

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# OLDIES are happening!

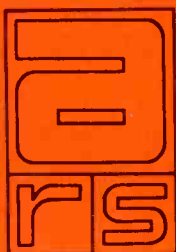
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continued

**Tape:** (cartridge) 8-tr.—all labels.  
**Tape playback equip.:** Craig, Norelco.  
**Musical accessories:** Recoton, Astatic, Pickering, LeBo, Gavin, Amphile.  
 Raymond Rosen, Parkside Ave. at 51 St. Tel: TR 8-2200. Mgr.: Paul Knowles.  
**Labels:** RCA, RCA Camden, RCA Victrola, Request, London, phase 4, London Int'l, Richmond, Coliseum, Colgems, Calendar, Stereo Treasury, Chart.  
**Tape:** (cartridge & open reel) RCA, RCA Camden.  
 Universal, 919 N. Broad St. Zip: 19123. Tel: CE 2-3333. Mgr.: Leonard Radcliff; Promo.: Tom Kennedy, Bill Harper, Alan Lott.  
**Affiliates:** Miami, Fla., Campus—Skokie, Ill., Summit—Hillside, N.J., Apex-Martin.  
**Labels:** A&M, Acta, Atco, Buddah, Challenge, Dot, DynoVoice, Epic, London Group, Original Sound, Steed, Uni, Viva, White Whale.  
**Tape:** (open reel) Epic.

● **PITTSBURGH (Area Code 412)**  
 Capitol, 110 St. Joseph St. Tel: 431-5803. Mgr.: Dennis Letzler; Promo.: Joe Petrone.  
**Labels:** Capitol, Angel product.  
**Musical instruments:** harmonicas (Hohner).  
**Musical accessories:** needles, etc. (Duo-tone).  
 Columbia Rec. Sales, 220 Porter Bldg., Sixth & Grant Sts. Zip: 15219. Tel: 261-2844. Mgr.: Ronald J. Ehrle; Promo. Mgr.: "Solly" Solomon; Audio Sales Mgr.: Richard Iezzi.  
**Distributes:** Columbia & Epic 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.  
 Hamburg Bros., 24 St. & AVRR. Zip: 15222. Tel: 471-0808. Gen. Mgr.: Morton J. Locker; Promo.: Jay Conniff, Ray Anderson.  
**Labels:** ABC, Arctic, Argo, Ashley, Atco, Atlantic, BT Puppy, Bach Guild, Bethlehem, Bluesway, Brook-lyn, Calander, Calla, Camden, Canterbury, Carla, Chart, Chartbound, Checker, Chess, Colgems, Crimson, Dial, Dionn, Dunhill, Dunwich, Enterprise, Fame, Federal, Focus, Fraternity, Gamble, Golden, Gospel, Groove, Gross, Guyden, Hilltop, Hob, Hollywood, Impulse, Instant, Jab, Jamie, Jerden, Josie, Jubilee, Karan, King, LHI, Like, Living Language, LuPine, Mace, Magic Touch, Maurci, Mira, Mirwood, Mojo, Monument, Moonglow, Motown, Music Guild, Nashville, Original Sound,

Phil-L.A. of Soul, Pickwick, Port, RCA, Rack, Reprise, Rice, Ric-Tic, Rising Sons, Riverside, Rosemart, Roulette, Savoy, Senate, Scepter, Sidewalk, Soul, Sound Stage 7, Starday, Stax, Tamla, Tangerine, Tico, Toot, Tower, Triumph, 20th Century-Fox, Uptown, Vanguard, Vegas, Victrola, Volt, Vortex, Wand, Warner Bros.-Seven Arts, Westminster, White Whale.  
**Tape:** (cartridge & open reel) RCA, Ampex, GRT, Music Tapes, Golden, Muntz, MGM, Verve, Original Sound, Liberty, ITCC; (cassette) Ampex, Liberty, GRT.  
 P M RECS., 1704 Fifth Ave. Zip: 15129. Tel: 471-2376. Pres.: Paul McGrath; Promo.: Val Bartlett, Dayton Ellsworth, Jeffrey Pittler.  
**Labels:** ARC, Alfred, Audio Arts, Audio Fidelity Group (Audio Rarities, FCS), Back Beat, Bang, Boo, Bunky, Classic, Compass, Curtom, Dearborn, Delta Int'l, Diamond, Diamond Jim, Don-Joe, Duke-Peacock, Dynamo, Eldo, Everest Group (Archive, Baroque, Cetra, Concert Disc, Counterpoint, HiFi, Period, Tradition), Fame, Fantasy-Galaxy, Fax, Folkway, Fuller, Gateway-Dyno, Giant, Gregory, Heart & Soul, Hickory-TRX, Holiday Inn, Independence, Laff, Longhorn, Lost-Nite, MGM-Metro Group (Cameo/Parkway, Cub, Heritage, Music Factory, Parkway, Poppy, Spring, Way-Out), M/S, Mainstream, Marjion, Marquee, Master Arts, Milestone, Modern, Monitor, Mothers, Mr. G, Music Minus One Group (Rutgers Ear Training Course), Nashboro Group (Abet, Crescent, Excello), Nina, PIP, Panda, Popside, Punch, Ram-Brock, Revilof, Ric-Tic, Rojac, SSS Int'l, Sew City, Shout, Sims, Sonologue, Stinson, Stop, Time, Toddlin' Town, Valtone, Vault, Whiz. (SEE ADVERTISEMENT)  
 Regal, 1623 Blvd. of the Allies. Zip: 15219. Tel: 471-6770. Mgr.: Nick Cenci.  
**Labels:** Buddah, Double Shot, Laurie, SSS Int'l, Tetragrammaton, Uni.  
**Tape:** all lines.  
 Richmark Sales, 1072 Lincoln Hwy, Irwin. Zip: 15642. Tel: 863-0372. Owner: Alvin Ackerman; Gen. Mgr.: John R. Hoebler.  
**Branch:** St. Louis, Mo.  
**Labels:** RCA Camden, RCA Victrola, Pickwick, Vocalion.  
 Jack H. Samuels, 5117 Baum Blvd. Zip: 15224. Tel: 683-8800. Owner: Jack H. Samuels; Mgr.: Mike Gisser; Promo.: Roy Leger, Matt Bruendl, Jack Morris, Prosper DeVoss, Harvey Ray.  
**Branches:** Pittsburgh, Tape City No. 1, Sounds of Music—Monroeville, Pa., Tape City No. 2.  
**Tape:** (cartridge) RCA, Capitol, Columbia, Berlitz, Carnaby, Decca, ITCC, Dooto, Epic, Double Shot, Fiesta, Liberty, Motown, Mercury, United Artists.

**Tape playback equip.:** Motorola, Symphonic Sounds of Music (see Jack H. Samuels)  
 Tape City No. 1, 4117 Baum Blvd. Zip: 15224. Tel: 621-1054. Mgr.: Al Miskevics (see Jack H. Samuels).

● **READING (Area Code 215)**  
 McKinnon, 411 Gordon St. Zip: 19601. Tel: 374-6580. Pres.: Leonard McKinnon.  
**Labels:** Beulah, Center City, Gordon Street, Hit-Kingdom, Holy Cross, Lorraine, Margie, Marion, McKinnon, Reading, Slide.  
**Tape:** (open reel) McKinnon, Center City.

● **SCRANTON (Area Code 717)**  
 Bellnash, Elmhurst Blvd. & Watres Dr. Zip: 18505. Tel: 347-8429. Mgr.: Dick Plotkin; Promo.: Allan Plotkin, Steve Fedor, Garf Green.  
**Labels:** Bella, Beret, Debra, Gina, Little Gent's Children's Recs., Marla, Midtown, Review.  
**Musical accessories:** Pageant, Walco.

● **STATE COLLEGE (Area Code 814)**  
 Central One Stop, 328 1/2 E. College Ave. Zip: 16801. Tel: 238-5534. Pres.: Ronald Schafer.  
**Tape:** (cartridge & cassette) GRT.  
**Musical accessories:** tape (Reeves Soundcraft), needles & accessories (Walco).

● **STONEBORO (Area Code 412)**  
 Praise, PO Box 428, Dept. B. Zip: 16153. Pres.: Johannes Maas; Promo.: G. K. Sheridan.  
**Branch:** Minerva, Ohio.  
**Labels:** Joyous Melodies, Praise.

● **WILKES-BARRE (Area Code 717)**  
 T. J. Yarmey, 1212 Murray St. Zip: 18704. Tel: 288-2123. Exec. Mgr.: Thomas J. Yarmey.  
**Labels:** Break Out, Cherry, DeeCee, Dell, GB, JMC, Peninsula, Platter, Trusty, Wyoming.

**RHODE ISLAND**

● **PROVIDENCE (Area Code 401)**  
 Beacon, 725 Branch Ave. Zip: 02904. Tel: 351-6700. Pres.: Milton Isrealoff; Mgr.: Ruben Zeidman.  
**Labels:** Coronet, Crown, Design, Grand Prix, Hilltop, Hurrah, Mercury, Wing, Pickwick/33, RCA Camden, Somerset.  
**Tape:** (cartridge) Mercury, ITCC, Ampex, Decca.

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# TENNESSEE

## ● CLEVELAND (Area Code 615)

Pathway Press, PO Box 850, 1080 Montgomery. Zip: 37311. Tel: 476-5197. Cable: COG. Gen. Sales Mgr.: H. Bernard Dixon; Nat'l Sales Mgr.: Norman Smiddy.  
Labels: Sing, Skylite, Temple, Worship, Sword & Shield, Christian Faith.  
Tape: (cartridge) Skylite, Sing.

## ● CLINTON (Area Code 615)

Rural Routes Rec. Serv., Rt. 2, Barlow Rd. Zip: 37716. Tel: 457-0570. Owner: David Farmer.  
Labels: Apt-2, Darn-L, Tawas.

## ● KNOXVILLE (Area Code 615)

McClung Appliances, 310 Georgia St. Zip: 37917. Tel: 524-1811. Mgr.: Albert Smith.  
Labels: RCA, RCA Camden, Heart Warming, Peter Pan, Pickwick Int'l, Little Darlin'.  
Tape: (cartridge) RCA, Heart Warming, ITCC, GRT, Pickwick Int'l; (open reel) RCA, RCA Camden.

## ● MEMPHIS (Area Code 901)

Blackwood Bros., 209 N. Lauderdale. Tel: JA 7-4349. Owner: James Blackwood; Mgr.: Doyle Blackwood.

Labels: Audio Books, Capitol, Choice, Christian Faith, Columbia, Comfort, Decca, Heart Warming, Inspiration, RCA, Sing, Skylite, Songs of Faith, Supreme, Zondervan.

Decca, 741 Galloway Ave. Zip: 38105. Tel: 527-4539. Branch Mgr.: Graham Hediker.  
Labels: Decca, Coral, Brunswick, London, Elektra, Caedmon, Berlitz, Colonial, Standard, Bert & I, Gold Star, Melanie, Vocalion.

Tape: (cartridge) Decca, Coral, Brunswick, Berlitz, Standard; (cassette & open reel) Decca, Coral, Brunswick.  
Tape playback equip.: Decca 8-tr. cartridge.  
Phonographs: Decca.

Musical instruments: drums, organs, tambourines, bongos, guitars, ukuleles (Decca).  
Musical accessories: Decca.

Arthur Fulmer, 260 Monroe. Zip: 38101. Tel: JA 5-5711. Contact: Arthur Fulmer Jr.  
Tape: (cartridge) all lines.  
Tape playback equip.: Audio 8.

McDonald Bros., 994 S. Bellevue. Zip: 38102. Tel: WH 8-2771. Mgr.: Charles F. Smith.  
Labels: RCA, Abnak, Ashley, Chart, Colgems, Jetstar, Little Darlin'.  
Tape: (cartridge) RCA, Ampex, Columbia, Capitol, Decca, GRT, ITCC, Word; (open reel) RCA.  
Tape playback equip.: Borg-Warner.

MEMPHIS-DELTA, 596 Lane Ave. Zip: 38105. Tel: 525-0756. Mgr.: Ed Walker; Promo.: Johnny Keys.

Labels: Abet, Accent, Alon, Arbet, Arwin, Ashley, Atco, Atlantic, Audio Fidelity, BT Puppy, Bang, Bar, Barry, Cadet, Calla, Canterbury, Chalice, Checker, Chess, Co&Ce, Contemporary, Crimson, Destination, Dial, Diamond, Dictation Disc, Dionn, Dooto, Dynam, GNP Crescendo, Gamble, Good Time Jazz, Gordy, Gospel, Groovesville, Halo, Hip, Hollywood, Impact, Instant, International Artists, J-mer, Jamie, Jazzland, Jewel, Jetstar, Jubilee, Karen, Keymen, King, Ko-Ko, La Louisianne, MF, MTA, Mainstream, Mar-V-Lus, Mellow, Memphis Sound, Mira, Mirwood, Montel, Moonglow, Mo-Soul, Motown, M-Pac, Musicor, Nashboro, Nashville, Newark, Nola, One-Derful, Parlo, Paula, Pepper, Phil-L.A. of Soul, Philles, Revitol, Ric-Tic, Riverside, Rojac, Ronn, Roulette, Sahara, St. Lawrence, Savoy, Seven B, Shout, Sims, Songs of Faith, Soul, Speciality, Starday, Stax, Sun, Tamla, Tanner, Thomas, Tower, Twinnight, USA, VIP, Vegas, Venture, Volt.

Tape: (cartridge & open reel) ABC, AF, A&M, Amy, Atco, Atlantic, Bang, Bell, Cadet, Capital, Chess, Colgems, Columbia, Command, Coral, Decca, Dot, Elektra, Fantasy, Fontana, GNP Crescendo, Glad-Hamp, Goldwax, Gordy, Grand Award, Hi, Hickory, Impulse, Jerden, Kama Sutra, Kapp, King, London, Liberty, MGM, Mainstream, Mercury, Monitor, Monument, Moonglow, Motown, New Voice, Parrot, Philles, Phillips, Pickwick, Press, RCA, Reprise, Roulette, Scepter, SESAC, Smash, Spanish I & II, Stax, Tamla, Tico, 20th Century-Fox, United Artists, Vault, Vee-Jay, Verve, Volt, Warner Bros.-Seven Arts, White Whale.

Tape playback equip.: Mayfair, Toshiba.  
Phonographs: Philco-Ford.  
Musical accessories: tape carriers & cleaners. (SEE ADVERTISEMENT.)

Record Sales, 311 Exchange Ave. Zip: 38105. Tel: 526-7361. Mgr.: Bill Biggs; R & B Promo.: Willie Bean; Pop Promo.: Stan Daniels.  
Labels: ABC, Airtown, Amy, Backbeat, Bell, Big Wheel, Bishop, Black Pearl, Blue Note, Boom, Command, Crash, D-Town, Dottie, Dolton, Double Shot, Duke, Dunhill, DynoVoice, Garrison, Goldwax, Group, Hi, Hickory, Hob, Impulse, Imperial, Jet Set, Jet Stream, Kapp, Kent, Laurie, Liberty, Living Language, Loma, Mala, Mellow, Minit, Modern, Money, Monument, Movin', Musicland, New Voice, Pacific Jazz, Parrot, Peacock, Press, Reprise, Revue, St. Lawrence, Scepter, Song Bird, Sound Stage 7,

Sphere Sound, Sunset, Sureshot, Statue, TRX, Tag Ltd., Tangerine, Tarpon, Tribe, Tru-Glo, 20th Century-Fox, Uni, United Artists, United Modern, Valiant, Veep, Wand, Warner Bros.-Seven Arts, Wheelsville, Word, World Pacific, York.

Tape: (cartridge) ABC, United Artists, Command, Double Shot, Dunhill, Kent, Liberty, Monument, Reprise, Warner Bros.-Seven Arts, Word; (open reel) Command.

Tri-State, 3635 Allandale. Tel: 324-4640. Mgr.: Style Wooten; Promo.: Thomas Grissom.

Labels: Allandale, BMS, Burchten, Calten, Camaro, Designer, M&W, Mid-South, Park Grand, Pretty Girl, Prime, STZ, Spinnin' Square, Style, Styleway, Taver, Ten-Tex, Tri-State, Torino, Wooten, Zavier.

## ● NASHVILLE (Area Code 615)

Country Music Nashville, PO Box 701. Zip: 37202. Tel: 297-4967. Pres.: R. Murray Nash.

D & G Rec. Marts, PO Box 3202. Zip: 37219. Mgr.: Doug Wayne.

Branch: Nicholasville, Ky.

Music City, 127 Lafayette St. Zip: 37202. Tel: 255-7315. Mgr.: Hutch Callock; Promo.: Mrs. Rae Bundy.

Labels: ABC, Abet, Ashley, Atco, Atlantic, Audio Book, BT Puppy, Bang, Bethlehem, Bluesway, Boom, Bunky, Calla, Carnival, Crescent, Crimson, Deram, Dial, Drew, Duke, Dunhill, Dunwich, Era, Excell, Fame, Fantasy, Federal, Fontana, Four Corners, Fraternity, Galaxy, Gamble, Garpac, Groovesville, Gross, Halo, Hi, HiFi, Hob, Hollywood, Impulse, Instant, Jab, Jerden, Jet Stream, Jotis, Jubilee, Kapp, Karen, Kent, Keymen, King, La Louisianne, Laurie, Lmelight, Longhorn, Lucky 11, Lupine, Mar-V-Lus, Mayfield, Mercury (Childcraft, Playcraft, Storytellers, Wing), Minaret, Mira, Mirwood, Moc, Modern, Money, Monument, Moonglow, MoSoul, Movietone, M-Pac, Nashboro, Nashville, One-Derful, Parrot, Peacock, Phillips, Press, Rem, Rice, Ric-Tic, Rising Sons, Rojac, SPQR, SSS Int'l, Scepter, Shout, Simco, Sims, Smash, Sound of Nashville, Sound Stage 7, South Camp, Speciality, Starday, Stax, Stop, Sun, Swingin', Tangerine, 20th Century-Fox, Tribe, Vanguard, Volt, Wand.

Tape: (cartridge & cassette) all above labels that are available on tape.

Tape playback equip.: Mercury, Borg-Warner.  
Musical accessories: Fidelitone.

Southern, 467 Chestnut St. Tel: 254-1991. Pres.: Howard Allison; Sales Mgr.: Jim Green; Promo.: Floyd Eggs.

Labels: A&M, Abnak, Amy, Arctic, Ashley, Atlantic, Audio, Backbeat, Bell, Buena Vista, Cadet, Canterbury, Capitol, Challenge, Checker, Chess, Cannon, Crescendo, Deesu, Diamond, Dionn, Dooto, Duke, DynoVoice, GNP, Gordy, Gospel, Heart Warming, Hickory, Jamie, Jewel, Kama Sutra, Liberty, MGM, MTA, Mala, Michelle, Monument, Motown, Murco, Musicor, Nola, Parlo, ParT, Paula, Peacock, Phil-L.A. of Soul, Phillips, Prestige, Ramco, Rebel, Regent, Reprise, Ronn, Roulette, St. Lawrence, Sansu, Savoy, Shout, Sing, Skylite, Solid State, Soma, Song Bird, Songs of Faith, Soul, Stax, Sureshot, TRX, Tamla, Thomas, Tower, Twilight, USA, Uni, Verve, Volt, Warner Bros.-Seven Arts, Whit, White Whale.

Tape: (cartridge) Ampex, GRT, ITCC, Muntz, Capitol, Columbia, Decca, RCA, and all the above labels that are available on tape; (cassette) Atlantic, Cadet, Capitol, Checker, Chess, Liberty, Monument, Motown, Reprise, Stax, Volt, Warner Bros.-Seven Arts.

Tape playback equip.: Automatic Radio, Craig, Muntz.  
Phonograph: Philco-Ford.  
Musical accessories: carrying cases, cleaners (Capitol, RCA).

World Wide, 535 Fourth Ave. S. Zip: 37219. Tel: 255-5451. Sales Mgr.: Jim Wardlaw; Promo.: Vic Frazier.

Labels: Dot, Viva, Acta, DynoVoice, Steed.

zales; Regional Mgrs.: Mike Merritt, Gene Alford.

Branch: Houston, Tex., ARS.  
Tape: (cartridge) ABC, A&M, Ampex, Amy, Atco, Atlantic, Audio Fidelity, Bang, Bell, Bluesway, Buena Vista, Cadet, Caedmon, Command, Capitol, Checker, Chess, Columbia, Command, Coral, Crescendo, Decca, Dot, Double Shot, Duke, Dunhill, Dunwich, DynoVoice, Elektra, Epic, Everest, Fantasy, Fontana, Four Corners, GNP, GRT, Gordy, Grand Award, Hi, HiFi, Hickory, Horizon, ILS, ITCC, Impulse, Jay Jay, Jerden, Jubilee, Kama Sutra, Kapp, King, La Louisianne, Liberty, Lmelight, Loma, London, MGM, MTA, Mahalo, Mala, Mercury, Mobile Fidelity, Monitor, Monument, Moonglow, Motown, Muntz, Musicland, Musicor, New Voice, Original Sound, Parkway, Philles, Phillips, Press, Prestige, Purist, RCA, Red Bird, Reprise, Roulette, Scepter, Seafair, Smash, Soul, Starday, Stax, Tamla, 20th Century-Fox, United Artists, Valiant, Vanguard, Vault, Vee Jay, Verve, Viva, Volt, Wand, Warner Bros.-Seven Arts, Westminster, White Whale, World Pacific; (cassette) Capitol, Decca, GRT, Liberty, Mercury; (open reel) ABC, A&M, AST, American Airlines, Ampex, Amy, Archive, Astec, Atco, Atlantic, Audio Fidelity, Audio-Spectrum, Bang, Bell, Blue Note, Buena Vista, Cadet, Capitol, Checker, Chess, Coliseum, Colpix, Columbia, Command, Concertapes, Continental Air, DGG, Discovery, Dot, Dunhill, Dunwich, DynoVoice, Elektra, Epic, Fantasy, Fontana, Four Corners, GNP Crescendo, GRT, Gordy, Grand Award, Hi, ILS, Impulse, Jay Jay, Jerden, Kama Sutra, Kapp, King, Lmelight, London, L'Oiseau Lyre, MGM, Mala, Mercury, Monitor, Monument, Moonglow, Motown, Music Guild, New Voice, Nonesuch, Pace, Parrot, Philles, Phillips, Press, Prestige, Purist, Richmond, Scepter, Seafair, Smash, Soul, Starday, Stax, Tamla, Tapesmates, 20th Century-Fox, United Artists, Vanguard, Vault, Vee Jay, Verve, Volt, Wand, Westminster, Wing, World Pacific.

Tape playback equip.: SJB, Capitol.  
Musical accessories: blank, loaded & unloaded cartridges.

B & K, 1411 Round Table Dr. Zip: 75247. Tel: ME 7-1920. Mgr.: Bill Burton; Sales Mgr.: Tom Sims; Promo.: Al Mathias, Bob Rayel.

Branch: Oklahoma City, Okla.  
Labels: Alshire Presents, Archive, Audio Fidelity, Buddha, Buena Vista, Cameo, Canterbury, Crimson, DGG, Disneyland, Heliodor, International Artists, Kama Sutra, Loma, MGM, Parkway, Poppy, Prestige, Project 3, Ranwood, Reprise, Savoy, Solid State, Stereo Fidelity, Uni, United Artists, Veep, Venture, Verve, Vee-Jay, Warner Bros.-Seven Arts.

Tape: (cartridge) Ampex, GRT, Muntz, United Artists.  
Tape playback equip.: Craig, Borg-Warner, Lloyds, Mercury, Muntz.

Big State, 1337 Chemical St. Tel: ME 1-1100. Mgr.: Bill Emerson; Promo.: Bill Cooke, Miss Alta Hays, Scott Foster, John Rodgers.

Labels: A&M, Abet, Abnak, Amy, Arctic, Arhoolie, Ashley, Atco, Atlantic, BT Puppy, Backbeat, Bakersfield Int'l, Bang, Barry, Bell, Blue Note, Boone, Brent, Bunky, Cadet, Carla, Challenge, Checker, Chess, Crazy Cajun, D, Dial, Dade, Delta Layne, Deram, Dottie, Double Shot, Duke, Dynam, ESP-Disk, Era, Excell, Fame, Flashback, Folkways, Fraternity, Galaxy, Gamble, Goldwax, Gordy, Hi, Hickory, Hob, Hollywood, Hot Line, Imperial, Independence, Innis, Jab, Jamie, Jetstar, Jewel, Josie, Jubilee, K-Ark, Karen, Kent, Keymen, La Louisianne, Laurie, Legrand, Liberty, London, Longhorn, Lucky 11, MSL, MTA, Mainstream, Megaphone, Mala, Mar-V-Lus, Minaret, Minit, Moc, Modern, Monument, Money, Motown, M-Pac, Musicor, Nashboro, New Voice, Nugget, One-Derful, Pacific Jazz, Parrot, Paula, Peacock, Pepper, Philles, Phil-L.A. of Soul, Philly Groove, Ranwood, Revitol, Ric-Tic, Rising Sons, Ronn, Roulette, Rust, SSS Int'l, Scepter, Shout, Soma, Song Bird, Soul, Sound Stage 7, Soul City, Starday, Stax, Stop, Sun, Sunset, Sureshot, TRX, Take 6, Tamla, Tear Drop, Tico, Toof, Tribe, Twilight, USA, VIP, Vanguard, Vegas, Volt, Wand, White Whale, World Pacific, Zodiac.

Tape: (cartridge) A&M, Atco, Atlantic, Bang, Bell, Cadet, Deram, Dooto, Double Shot, Gordy, Hi, London, Liberty, Mainstream, Modern, Monument, Motown, Musicor, New Voice, Parrot, Paula, Press, Scepter, Soul, Stax, Starday, Tamla, Vanguard, Volt, White Whale.

Capitol, 1505 Lakawana. Tel: ME 7-0710. Mgr.: Roger Moore; Sales Mgr.: Jack Griffith.  
Distributes: Capitol & Angel product.

Columbia Rec. Sales, 8808 Empress Row. Zip: 72547. Tel: ME 1-5680. Mgr.: Tom Cade; Promo. Mgrs.: Harold Bakke Jr., Peter Vescovo; Audio Sales Mgr.: Joseph Konas; Regional Sales Mgr. (Dallas, New Orleans, St. Louis): Norm Ziegler.

Distributes: Columbia & Epic product.

Decca, 139 Cole St. Zip: 75207. Tel: RI 2-3739. District & Branch Mgr.: C. W. Doherty.

Labels: Decca, Coral, Brunswick, Elektra, Caedmon, Berlitz, Colonial, Standard, Bert & I, Gold Star, Melanie.  
Tape: (cartridge) Decca, Coral, Brunswick, continued on page 122

# TEXAS

## ● AMARILLO (Area Code 806)

Western Mdsrs., 1601 W. Third Ave. Zip: 79105. Tel: 376-6251. Owner: Sam Marmaduke; Mgr.: R. H. Williamson; Promo.: Jerry Joseph, Ed Perry.

Tape: (cartridge) ITCC, GRT, Liberty, Columbia, RCA, Decca, Mercury, Ampex.  
Tape playback equip.: Lear Jet, Tenna, Craig.

## ● ARLINGTON (Area Code 817)

Advanced Stereo Systems, 725 Great Southwest Pkwy. Zip: 76010. Tel: 277-6121. Owner & Mgr.: G. M. Slaughter III.

Tape playback equip.: Lear Jet.

## ● DALLAS (Area Code 214)

Adleta, 1914 Cedar Springs. Tel: RI 1-3151. Gen. Mgr.: E. P. Miles; Mgr. Rec. Dept.: David Eisenlohr; Gen. Sales Mgr.: J. E. Turley; Adv. & Sales Promo. Mgr.: G. E. Stone Jr.

Distributes: RCA product.

Allied Recorded Sound of Dallas, 2273 Vantage St. Zip: 75207. Tel: ME 1-0885. Mgr.: John Gon-



continued

Berlitz, Standard; (cassette & open reel) Decca, Coral, Brunswick.  
**Tape playback equip.:** Decca 8-tr. cartridge. Phonographs: Decca.  
**Musical instruments:** drums, organs, tambourines, bongos, guitars, ukuleles (Decca).  
**Musical accessories:** Decca.  
 Duplex, 3409 Roseland Ave. Zip: 75204. Tel: TA 3-4062. Mgr. & Promo.: Jimmy Higgins. Branch: Los Angeles, Calif.  
 Labels: Duplex, Hooks, Movin' Norfor, Ride.  
 Jay Kay (div. of Handleman, Detroit, Mich.), 2931 Irving Blvd., Suite 105. Zip: 75247. Tel: 637-2440. Houston Tel: (713) 492-6460. Mgr.: Michael Goldwasser; Promo.: Ray Goff, Vince Faraci.  
 Labels: ABC, Accent, Amanda, Atco, Atlantic, Bethlehem, Bluesway, Brook-lyn, Calla, Carla, Command, Compass, Curfom, Custom, Dial, Dunhill, Dunwich, Equinox, Four Corners, Gordy, Grand Award, Impulse, Jab, Jerden, Kapp, Karen, King, LHI, Little Golden, Moonglow, Motown, Movietone, Orfeon, Original Sound, Pompeii, Primovox, Riverside, Senate, Sidewalk, Skye, Solid State, Soul, Stax, Steeltown, Tamla, Tangerine, Thomas, Tower, 20th Century-Fox, U.A. Latino, United Artists, Uptown, VLF, Veep, Volt, Westminster.  
**Tape:** (cartridge & cassette) ABC, Ampex, Command, Dunhill, GRT, Gordy, ITCC, Impulse, Motown, Muntz, Tamla.  
 Merrec, B14 Stemmons Tower S. Zip: 75207. Tel: ME 1-3531. Mgr.: Jack Bernstein.  
 Labels: Mercury, Philips, Smash, Fontana, Lime-light, Emarcy, World Series, Wing, Childcraft, Playcraft, Storyteller, Mod.  
**Tape:** (cartridge) Mercury, Philips, Smash, Fontana.  
**Tape playback equip.:** Mercury.  
 World Wide, 1347 Chemical St. Tel: 631-6630. Mgr.: David Gibson; Promo.: Bill Fitz.  
 Labels: Dot, Viva, Acta, DynoVoice, Steed.

• **EL PASO (Area Code 915)**

M. B. Krupp, 311 S. Santa Fe St. Tel: 532-4961. Owner: M. B. Krupp; Mgr.: Rubin Irizarry.  
 Labels: ABC, A&M, Alshire Presents, Argo, Arctic, Atco, Atlantic, BT Puppy, Backbeat, Bamba, Bang, Bego, Bell, Bravo, Bronco, Bud-dah, Buena Suerte, Bunky, Cadet, Caprock, Challenge, Checker, Chess, Chico, Colonial, Columbia, Cometa, Corona, Coronado, DLV, Dektr, Del Valle, Disco Grande, Discuba, Double Shot, Duke, Duncan, Dunhill, Eco, El Zarape, Era, Falcon, Fame, Fraternity, Frog Death, Fuentes, Galaxy, Hurricane, Ideal, Ivan, Jamie,

Josie, Jubilee, Kent, Keyloc, Laurie, Legrand, Mala, Musart, Nashville, Nopal, Norteno, ORO, Orfeon, Original Sound, Paula, Peerless, Phil-LA, of Soul, Philles, Philly Groove, Primavox, Ranwood, Rosina, Roulette, Rust, Scepter, Sombrero, Stax, Sue, Sun, Swan, Talent Scout, Tear Drop, Texas, Tomi, 20th Century-Fox, Vallado, Valmon, Volt, Wand, White Whale, Whittier.  
 Star Discos, 100-102 Texas Ave. Zip: 79946. Tel: 533-7282. Owner: Joe Gillman; Mgr.: Dora P. Gillman; Promo.: Joe Gillman, Conrad Jamrowski.  
 Sunland Supply, 2227 Texas Ave. Zip: 79949. Tel: 533-5901. Pres.: William Shapiro; Promo.: Rich-ard Kalina.  
 Labels: Caedmon, Children's Rec. Guild, Cricket, Cumberland, DGG, Fiesta, Folkways, Hi, King Group, Living Language, London Group, Moni-tor, Musart, Original Sound, Parliamen-t, Speciality, Urania, Vanguard, Vox, Young People's Recs., all Mexican Lines.  
**Tape:** (cartridge & open reel) all lines.  
**Tape playback equip.:** Concord, Emerson, Viking, BSR, Portatape.

• **FT. WORTH (Area Code 817)**

Bluebonnet, PO Box 121. Tel: MA 6-3502.  
 Labels: Bluebonnet, Manco, Spotlight, Kanawha.

• **HOUSTON (Area Code 713)**

A R S (Allied Recorded Sound), 2704 Polk Ave. Zip: 77003. Tel: CA 7-2316. Pres.: Ben Baker; Mgr.: Alan Goldfield; Regional Mgrs.: Bill Morgan, Mark J. Hotlen.  
 Branch: Dallas, Tex., Allied Recorded Sound.

**Tape:** (cartridge) ABC, A&M, Ampex, Amy, Atco, Atlantic, Audio Fidelity, Bang, Bell, Bluesway, Buena Vista, Cadet, Caedmon, Cam-den, Capitol, Checker, Chess, Columbia, Com-mand, Coral, Crescendo, Decca, Dot, Double Shot, Duke, Dunhill, Dunwich, DynoVoice, Elektra, Epic, Everest, Fantasy, Fontana, Four Corners, GNP, GRT, Gordy, Grand Award, Hi, Hickory, HiFi, Horizon, ILS, ITCC, Impulse, Jay Jay, Jerden, Jubilee, Kama Sutra, Kapp, King, La Louisianne, Liberty, Limelight, Loma, London, MGM, MTA, Mahalo, Mala, Mercury, Mobile Fidelity, Monitor, Monument, Moonglow, Mo-town, Muntz, Musicland, Musicor, New Voice, Original Sound, Parkway, Paula, Philles, Philips, Press, Prestige, Purist, RCA, Red Bird, Reprise, Roulette, Scepter, Seafair, Smash, Soul, Starday, Stax, Tamla, 20th Century-Fox, United Artists, Valiant, Vanguard, Vault, Vee Jay, Verve, Viva, Volt, Wand, Warner Bros.-Seven Arts, Westminster, White Whale, World Pacific; (cassette) Capitol, Decca, GRT, Liberty, Mercury, Musicassettes; (open reel) ABC, A&M, AST, American Airlines, Ampex, Amy, Archive, Astex, Atco, Atlantic, Audio Fidelity, Audio Spectrum, Bang, Bell, Blue Note, Buena Vista, Cadet, Capitol, Checker, Chess, Coliseum, Col-pix, Columbia, Command, Concertapes, Con-tinental Air, Crescendo, DGG, Discovery, Dot, Dunhill, Dunwich, DynoVoice, Elektra, Epic, Fantasy, Fontana, Four Corners, GNP, GRT, Gordy, Grand Award, Hi, ILS, Impulse, Jay Jay, Jerden, Kama Sutra, Kapp, King, Lime-light, London, L'Oiseau Lyre, MGM, Mala, Mercury, Monitor, Monument, Moonglow, Mo-town, Music Guild, New Voice, Nonesuch, Pace, Parrot, Philles, Philips, Press, Prestige, Purist, Richmond, Scepter, Seafair, Smash, Soul, Star-day, Stax, Tamla, Tapemates, 20th Century-Fox, United Artists, Vanguard, Vault, Vee Jay, Verve, Volt, Wand, Westminster, Wing, World Pacific.  
**Tape playback equip.:** SJB, Capitol, Craig, Tenna, Belair, Goer-8.  
**Musical accessories:** blank loaded & unloaded cartridges.

H. W. Daily, PO Box 7473, 314 11 Ave. Tel: B61-6868. Owners: Bud & Don Daily; Promo.: Bill Ham.

Labels: Amy, Arhoolie, BT Puppy, Challenge, Constellation, Diamond, Era, Excello, Fantasy, Galaxy, Gamble, Hi, Imperial, Jostie, Jox, Jubilee, Laurie, London, MTA, Mainstream, Mala, Maxx, Money, Musicor, Nashboro, Orfeon, Original Sound, Parrot, Rust, Vanguard.  
**Tape:** (cartridge) ITCC, Ampex.  
**Tape playback equip.:** Lloyd.  
**Musical accessories:** Fidelitone, Walco, LeBo.

Gulf, 2610 Bissonnet Ave, Zip: 77005. Tel: 528-2011. Owner: Donald E. Alford; Mgr.: Joe Moorman; Promo.: Roy Galny, E. F. Leland, R. E. Heard.  
**Tape:** (cartridge) ITCC, RCA, Columbia, Decca, Pickwick, Capitol, Command; (cassette) Mercury.  
**Tape playback equip.:** Automatic Radio, Mer-cury.  
**Musical accessories:** blank cassettes.

Art Jones, PO Box 27, 4301 Gulf Freeway. Zip: 77001. Tel: 748-6000. Mgr.: W. Whitehead. Distributes: RCA product.

Lotassco, 1634 Wakefield Dr. Zip: 77018. Tel: OV 6-1155. Owners: Albert & Maxine Eicken-horst.  
 Labels: Dot, Word, Canaan, Summit, Sword, Sacred, Diplomat, Guest Star, Peter Pan, Play-mates, Rocking Horse, Sunset Strings, Embaja-dor Discos, Scripture, Super Long Play, Coronet, Spin-O-Rama, Twinkle, Blue Ribbon, Premier, Baronet, Wyncote, Cameo-Parkway, Wrangler, Panda, Avon, Forum, Somerset,

Alshire Presents, Tempo, Audio-Spectrum, La Paloma, Moppet, Crown, Discos Corona, Crown Mexican, Custom, Robin Hood, Pickwick/33, Hilltop, Bible Series, Allegro, Design, Grand Prix, Grandisco, Happy Time, Humorsonic, Clarion, Time, Lotassco, Casual.

Merrbach Rec. Serv., 323 W. 14 St. Zip: 77008. Tel: UN 2-7077. Owner: N. F. Merrbach.  
 Labels: Blue Star, Bogan, Lore, Swinging, Square, Rockin' A, Mustang, Windsor, Hi Hat, Sets In Order, Kalox, Belco, Longhorn, Wagon Wheel, Scope, Grenn, Top, MacGregor.

Record Dist'g, 901 Commerce St. Zip: 77002. Tel: 227-4221. Owner & Mgr.: Larry Rosmarin.  
 Labels: RCA Camden, Harmony, Vocalion, Pick-wick/33, Sunset, Alshire Presents.  
**Tape:** (cartridge) RCA, RCA Camden, Tamla, Motown, Gordy, Ampex, GRT, ITCC, Decca, Columbia, Capitol, Epic, Mercury, Orfeon, Philips, Smash; (open reel) RCA, RCA Camden.  
**Tape playback equip.:** Orrtronic.

Southwest, 3806 Irvington Blvd. Zip: 77009. Tel: CA 2-6785. Owner: C. F. Lee.  
 Labels: Bravo, Buena Suerte, Chart, Chemiro, Chico, Columbia (Latin), Cometa, Crazy Cajun, Del Valle, Eric, Ideal, Jesna, Jet Stream, Jin, Key-Loc, L&K, Lira, Magda, Mex-Melody, Nopal, Norteno, Pic 1, Princess, RCA, Rosina, Ru-Tee, Sarge, Safin, Skill, Sombrero, Teardrop, Tomi, Valmon, Ventural, Zarape.

United, 1613 St. Emanuel St. Zip: 77003. Tel: 228-8151. Owner: Steve Poncejo; Mgr.: J. D. Copley; Promo.: Victor Dolezal, Don Carter.  
 Labels: A&M, Arctic, Backbeat, Cadet, Calla, Checker, Chess, Dolton, Duke, Federal, Hickory, Int'l Artist, Jewel, Kent, King, Liberty, Monu-ment, Paula, Peacock, Prestige, Savoy, Scepter, Sound Stage 7, TRX, Uni, Wand, White Whale, World Pacific.  
**Tape:** (cartridge) all labels.

• **PORT ARTHUR (Area Code 713)**  
 Hurricane, 1812 Procter St. Zip: 77640. Tel: YU 2-7121. Mgr.: Floyd J. Badaeux.  
 Labels: Debonair, Fabor, Glenn, Jo-Mar, Kash, Loadstone, Netra, Open, Pitch, Rosie, Spec, Spindletop, Twin Town.

• **SAN ANTONIO (Area Code 512)**  
 A-Million Rec. Sales, 325 S.W. Military Dr. Zip: 78221. Tel: WA 3-6241. Owner: E. J. Henke.  
 Labels: Satin, Brazos, Harlem, Sabre, Blaze, Revival, Ebony, Kathy, Crash.

Consolidated Rec. Sales, 1390 N. Colorado. Zip: 78207. Tel: 732-5841/8831. Pres.: R. E. Tanner; Mgr.: Charles Cole.  
 Labels: ARV, BCM, Bego, Bronco, Chemiro, Chico, Clown, Columbia, Cometa, DDT, DLV, Del Valle, Dela, Delwest, Disco Grande, El Zarape, Falcon, Impacto, Jester, Keyloc, Musart, Nuevo, Orfeon, Oro, Pan Am, Peerless, RCA, Rosina, Sunflow, Tear Drop, Triangulo, Tomi, Valmon.  
**Tape:** (cartridge) Musart, Disco Grande, Bego, Falcon, CBS, El Zarape, Orfeon.

Epstein Ents., PO Box 28123, 735 N. General McMullen Dr. Zip: 78228. Tel: 433-1461. Owner: Abe Epstein; Promo.: Thomas Smith; Dan Henderson.  
 Labels: Dynamic, Soulsville USA, Jox, Cobra, Suzuki, Vallado, Beckingham Magda, Jester, Clown, Black Sheep, Good Samaritan, Metro-dome, Groovy, Acuarala.

Rangel, 809 Fredericksburg Rd. Zip: 78201. Tel: 735-3601. Mgr.: Manuel E. Rangal.  
 Labels: BCM, Bego, Bravo, Chemiro, Chico, Columbia, Cometa, Corona, DLV, Del Valle, Del Bravo, Disco Grande, Falcon, Ideal, Ivan, Joya, Keyloc, Lira, Musart, Norteno, Oro, Rival Rosina, Sombrero, Sunflow, Tear Drop, Texas, Valmon, Zarape.  
**Tape:** (cartridge) CBS, Musart, Zarape.

Perry Shankle, 1801 S. Flores. Zip: 89206. Tel: CA 3-1801. Mgr.: J. J. Schneider; Sales & Promo.: James Alston, John Sobieski.  
 Distributes: RCA product.  
**Tape:** (cartridge & open reel) RCA, ITCC, Decca, Tamla, Motown, Liberty, Columbia.  
**Tape playback equip.:** Lear Jet.

• **SAN BENITO (Area Code 512)**  
 Rio Grande Music, PO Box 861, 119 S. Sam Houston Blvd. Zip: 78586. Tel: EX 9-1471. Pres.: Pavo Betancourt; Promo.: John F. Phillips.  
 Labels: Alfa, Bego, Bronco, Buena Suerte, Chemiro, Chico, Cima, Coast, Cobra, Colonial, Columbia, Cometa, Corona, DLV, Del Valle, Del West, Dela, De La Rosa, Do-Re-Mi, El Zarape, Falcon, Fama, Firma, Gabe, Gapoca, Disco Grande, Hurricane, Ideal, Jilquero, Jox, Keyloc, Lira, Mex-Melody, Nopal, Norco, Nor-teno, Nuevo, Orfeon, Oro, Popular, RCA, Relampago, Rio, Rival, Rosina, Ru-Tee, Som-brero, Sunflow, Tear Drop, Texas, Tomi, Vallado, Valmon.  
**Tape:** (cartridge) RCA, RCA Camden.  
**Tape playback equip.:** RCA, V-M, Webcor, Columbia (Masterwork).  
**Musical instruments:** Fender, Alamo, Rogers, Ivra, Kent, Gibson.  
**Musical accessories:** cords, foot pedals (Fender), cvmhals (Maxiton, Zilaen), drumsticks (Pro-Mark), strings (Fender, Black Diamond, Gibson), blank tape (3M).



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## UTAH

### • SALT LAKE CITY (Area Code 801)

BILLINIS, 3575 South 700 West. Tel: 266-3540.  
Pres.: John Billinis.

Labels: ABC, A&M, Argo, Bluesway, Buena Vista, Checker, Chess, Command, Disneyland, Four Corners, Gordy, Kapp, King, MGM, Motown, Musicor, Riverside, Tamla, 20th Century-Fox, United Artists.  
Tape: (cartridge) Liberty, GRT; (cassette) Ampex, GRT, Liberty, Mercury.  
Tape playback equip.: Lear Jet. (SEE ADVERTISEMENT)

Cordova's, PO Box 16065, 543 W. Third St. W. Tel: 355-0642. Owner: Carl Cordova.

Labels: Bego, Bravo, Bronco, Chico, Colonial, Columbia (Mexican), Cometa, Corona, DLV, Del Norte, Del Valle, Del West, Dela, Disco Grande, Eco, El Toro, El Zarape, Falcon, Hurricane, Ideal, Infal, Keyloc, Lira, Musart, Nopal, Norteno, Nuevo, Orfeon, Pan Am, Peerless, Relampago, Rio Grande, Rosina, Sombrero, Sun-glow, Tear Drop, Valmon.

Tape: (cartridge) Musart, Columbia (Mexican).  
Musical accessories: needles (Recoton).

Huish, 2525 South Eighth West. Zip: 84115. Tel: 486-7611. Owner: Paul W. Huish, Mgr.: Ross Davis; Promo.: Ron Buxton.

Labels: RCA, RCA Camden, Pickwick.  
Tape: (cartridge) RCA, RCA Camden, Muntz, ITCC, Pickwick; (open reel) RCA, RCA Camden.  
Tape playback equip.: RCA, Borg-Warner.  
Musical accessories: needles (Fiditone).

C. Vern Yates, 436 East Fourth South. Zip: 84111. Tel: 328-3119. Owner: C. Vern Yates.

Labels: Blue Star, Dance Along, Folk Dancer, Folkraft, Graham, Hi Hat, Jewel, MacGregor, Old Timer, Sets in Order, Top Wagon Wheel, Windsor.

## VERMONT

### • SOUTH BURLINGTON (Area Code 802)

Almor Playtime, Dorset St. Zip: 05401. Tel: 864-4087. Mgr.: Ray Baron.

Home office: Amsterdam, N.Y.  
Labels: RCA Camden, RCA Victorla, Disneyland, Pickwick, Int'l, (sub-distributor for RCA, Capitol, Columbia, Decca).

Tape (cartridge) Ampex, GRT, Decca, Dot, Mercury, (sub-distributor for Capitol, Columbia).  
Musical accessories: all lines of guitar and phonograph accessories.

## VIRGINIA

### • McLEAN (Area Code 703)

Dance, 1438 Springvale Ave. Zip: 22101. Tel: 356-4602. Owners: Dick & Sheila Mason.

Labels: Dance Along, Golden Guinea, Hooter, Pye, Roper, Telemark.

## WASHINGTON

### • SEATTLE (Area Code 206)

C & C, 1000 First Ave. S. Zip: 98134. Tel: MU 2-7188. Pres.: Lou Lavinthal.

Labels: Chess, Checker, Cadet, Atlantic, Jamie, Jubilee, Liberty, Imperial, World Pacific, MGM, Verve, Roulette.

Capitol, 1907 15 Ave. W. Zip: 98119. Tel: AT 3-3550. Opns. Mgr.: Charles A. Dolak.

Distributes: Capitol & Angel product.  
Musical instruments: harmonicas (Hohner).

Musical accessories: harmonica accessories (Hohner), needles (Duo-tone).

Consolidated, 1000 First Ave. S. Zip: 98134. Tel: MU 2-7188. Pres.: Lou Lavinthal; VPs: Stan Sullman, Stan Jaffe.

Distributes: Dot, Viva, Acta, DynoVoice & Steed.

Craig, 540 S. Front St. Zip: 98108. Tel: RO 3-2450.  
Sales Mgr.: Jim Fuscaldo.

Home office: Los Angeles, Calif.  
Labels: Columbia, Date, Immediate, Ode.

Tape: (open reel, cartridge, cassette, PlayTape) all lines.

Decca, 3131 Western Ave. Zip: 98121. Tel: AT 4-8060. Mgr.: Bob Bianchi.

Labels: Decca, Coral, Brunswick, Berlitz, Standard, Colonial, Word, Bert & I, Gold Star, Melanie.

Tape: (cartridge) Decca, Coral, Brunswick, Berlitz, Standard; (cassette & open reel) Brunswick, Coral, Berlitz.

Tape playback equip.: Decca 8-tr. cartridge.  
Phonographs: Decca.

Musical instruments: drums, organs, tambourines, bongos, guitars, ukuleles (Decca).

Musical accessories: Decca.

FIDELITY ELECTRIC, 5301 Shilshole Ave. N.W. Zip: 98104. Tel: 784-9100. Mgr.: W. J. Tolles; Promo.: Jerry Morris.

Labels: Abet, Airtown, Archives, Artia, Arvee, Audio-lab, Bakersfield Int'l, Bethlehem, Blue Creek, Blue Onion, Bolo, Bunky, Calendar, Calla, Chart, Co&Ce, Colgem, Compass, Conversaphone, Crescent, Crimaon, Debutone, Double Shot, Dover & Dover Subsidiaries, Drew, ESP-Disk, Embassy, Era, Expello, Fat Fish, Federal, 49th State, Four Corners, Fraternity, Gamble, Great, Groove, Halo, HiFi, HiFi-Life, Horizon, In-Arts, In-Sound, Independence, Int'l Artists, Jack 'O' Diamonds, Kanaka, Kapp, King, Little Darlin', Lucky 11, Makaha, Mayfield, Mira, Mirwood, Mobile Fidelity, Music Masters, Nashboro, Nola, Nolta, Oro, Parliament, Parlo, Phi-Dan, Philips, Phlites, Prestige, RCA, RCA Camden, RCA Victorla, RSPV, Regalia, Request, Rice, Ripcord, Rojac, Seafair, Sidewalk, Sidra, Supraphon, Surrey, Tag Ltd., Tay-Ster, Tower, Turnabout, Two & Two, Uptown, Urania, Vault, Vee-Jay, Vegas, Vox, Wayside, White Whale.

Tape: (cartridge) RCA, Aura Sonic, Berlitz, ITCC, King, Mercury, Philips, Prestige; (open reel) RCA. (SEE ADVERTISEMENT)

HUFFINE, 3131 Western Ave. Zip: 98121. Tel: AT 4-8633. Mgr.: Andy Huffine.

Labels: Amy, Audio Fidelity, Bell, Fiesta, GNP Crescendo, Gordy, Hickory, Mala, Monitor, Motown, Music Minus One, Skye, Soul, TRX, Tamla.

Tape: (cartridge) Motown, Tamla, Gordy, Soul. (SEE ADVERTISEMENT)

Music Dists., 1000 First Ave. S. Tel: MU 2-7188. Pres.: Stan Sulman; Promo.: Ron Saul.

Labels: A&M, Elektra, Epic, Mercury, Scepter/Wand, Starday, Uni, United Artists, Vanguard, Dot, Musicor.

Orwaka, PO Box 107, Seattle Hqts, 17551 15 Ave. N.E. Zip: 98063. Tel: EM 3-6168. Pres. & Gen. Mgr.: Gary E. Seibert; Sales Mgr.: Wallace Ridgway; Buyer: H. D. Seibert.

Labels: Alkon, Arhoolie, BAI, Blues Classics, Boone, Changes, Children's Rec. Guild, Delmark, Gospel, Ocono, Savoy, Sharp, Sonic, Takoma, Valhalla, Wayside, Young People's Recs.

Stanley, 1000 First Ave. S. Tel: MU 2-7188. Pres.: Stan Jaffe.

Labels: ABC, Atco, Disneyland, Laurie, London, Monument, Reprise, Warner Bros.-Seven Arts.

Tape: (cartridge) above labels; (open reel) Ampex.

Tape playback equip.: Lear Jet, Borg-Warner.

Tape-Tronics (div. of Seattle Rec. One Stop), 301 Nickerson, Zip: 98109. Tel: 284-4020. Mgr.: Doug Franz.

Branch: Portland, Ore.  
Tape: (cartridge) ITCC, Muntz, Decca, RCA, GRT, Motown, Liberty, Ampex, Mercury, Aura Sonic, Pickwick, United Artists, ABC, Capitol, Columbia, Dot.

Tape playback equip.: Borg-Warner, Audio Stereo, Capitol, Lear Jet, Telemark, Automatic Radio.

Musical instruments: drums, guitars (Decca).

Labels: Abet, Airtown, Archives, Artia, Arvee, Audio-lab, Bakersfield Int'l, Bethlehem, Blue Creek, Blue Onion, Bolo, Bunky, Calendar, Calla, Chart, Co&Ce, Colgem, Compass, Conversaphone, Crescent, Crimaon, Debutone, Double Shot, Dover & Dover Subsidiaries, Drew, ESP-Disk, Embassy, Era, Expello, Fat Fish, Federal, 49th State, Four Corners, Fraternity, Gamble, Great, Groove, Halo, HiFi, HiFi-Life, Horizon, In-Arts, In-Sound, Independence, Int'l Artists, Jack 'O' Diamonds, Kanaka, Kapp, King, Little Darlin', Lucky 11, Makaha, Mayfield, Mira, Mirwood, Mobile Fidelity, Music Masters, Nashboro, Nola, Nolta, Oro, Parliament, Parlo, Phi-Dan, Philips, Phlites, Prestige, RCA, RCA Camden, RCA Victorla, RSPV, Regalia, Request, Rice, Ripcord, Rojac, Seafair, Sidewalk, Sidra, Supraphon, Surrey, Tag Ltd., Tay-Ster, Tower, Turnabout, Two & Two, Uptown, Urania, Vault, Vee-Jay, Vegas, Vox, Wayside, White Whale.

Tape: (cartridge) RCA, Aura Sonic, Berlitz, ITCC, King, Mercury, Philips, Prestige; (open reel) RCA. (SEE ADVERTISEMENT)

HUFFINE, 3131 Western Ave. Zip: 98121. Tel: AT 4-8633. Mgr.: Andy Huffine.

Labels: Amy, Audio Fidelity, Bell, Fiesta, GNP Crescendo, Gordy, Hickory, Mala, Monitor, Motown, Music Minus One, Skye, Soul, TRX, Tamla.

Tape: (cartridge) Motown, Tamla, Gordy, Soul. (SEE ADVERTISEMENT)

Music Dists., 1000 First Ave. S. Tel: MU 2-7188. Pres.: Stan Sulman; Promo.: Ron Saul.

Labels: A&M, Elektra, Epic, Mercury, Scepter/Wand, Starday, Uni, United Artists, Vanguard, Dot, Musicor.

Orwaka, PO Box 107, Seattle Hqts, 17551 15 Ave. N.E. Zip: 98063. Tel: EM 3-6168. Pres. & Gen. Mgr.: Gary E. Seibert; Sales Mgr.: Wallace Ridgway; Buyer: H. D. Seibert.

Labels: Alkon, Arhoolie, BAI, Blues Classics, Boone, Changes, Children's Rec. Guild, Delmark, Gospel, Ocono, Savoy, Sharp, Sonic, Takoma, Valhalla, Wayside, Young People's Recs.

Stanley, 1000 First Ave. S. Tel: MU 2-7188. Pres.: Stan Jaffe.

Labels: ABC, Atco, Disneyland, Laurie, London, Monument, Reprise, Warner Bros.-Seven Arts.

Tape: (cartridge) above labels; (open reel) Ampex.

Tape playback equip.: Lear Jet, Borg-Warner.

Tape-Tronics (div. of Seattle Rec. One Stop), 301 Nickerson, Zip: 98109. Tel: 284-4020. Mgr.: Doug Franz.

Branch: Portland, Ore.  
Tape: (cartridge) ITCC, Muntz, Decca, RCA, GRT, Motown, Liberty, Ampex, Mercury, Aura Sonic, Pickwick, United Artists, ABC, Capitol, Columbia, Dot.

Tape playback equip.: Borg-Warner, Audio Stereo, Capitol, Lear Jet, Telemark, Automatic Radio.

Musical instruments: drums, guitars (Decca).

ard, Colonial, Bert & I, Gold Star, Melanie.

Tape: (cartridge) Decca, Coral, Brunswick, Berlitz, Standard; (cassette & open reel) Decca, Coral, Brunswick.

Tape playback equip.: Decca 8-tr. cartridge.  
Phonographs: Decca.

Musical instruments: drums, organs, tambourines, bongos, guitars, ukuleles (Decca).

Musical accessories: Decca.

Merrec, 7065 N. 46 St. Tel: 352-2020. Mgr.: Robert Kratky.

Labels: Mercury, Philips, Smash, Fontana, Lime-light, Emarcy.

Distributes: other Mercury product.

Morley-Murphy, 5151 W. State St. Zip: 53208. Tel: 453-7200. Mgr.: Gordon Krahn; Promo.: John Galobich; Phono Div.: John Stiles.

Distributes: Columbia product.  
Tape playback equip.: Columbia (Masterwork), Craig, Vista.

National Tape, 530 N. 22 St. Zip: 53233. Tel: 342-8422. Pres.: James J. Tiedjens; VP: Robert E. Well; Adv. Mgr.: Joe Olbrys; Sales Mgr.: Marlie Waak.

Branch: Reno, Nev., Western Tape.

Tape: (cartridge) Ampex, Camden, Capitol, Col-gems, Columbia, Coral, Decca, Epic, Fontana, GRT, Liberty, London, MGM, Mercury, Modern, Motown, Musicor, Original Sound, Philly Groove, Pickwick, RCA, Scepter, Starday, Stax, 20th Century-Fox, Uni, United Artists, Verve, Volt, Wand, Warner Bros.-Seven Arts, White Whale; (cassette) A&M, ABC, Atco, Atlantic, Audio-Spectrum, Aura Sonic, Bang, Berlitz, Camden, Capitol, Columbia, Command, Decca, Dot, Dunhill, Elektra, Fontana, Hi, Kapp, King, Liberty, London, MGM, Mercury, Monument, Motown, Philips, Reprise, Roulette, Scepter, Smash, 20th Century-Fox, United Artists, Verve, Viva, Wand, Warner Bros.-Seven Arts, White Whale; (open reel) A&M, American Airlines, Ampex, Audio Spectrum, Audio Stereotapes, BT Puppy, Bell, Cadet, Camden, Capitol, Columbia, Contemporary, Continental Airlines, DGG, Decca, Dot, Dunhill, Elektra, Epic, Fantasy, Fontana, Four Corners, Gordy, Imperial, Institute for Language Studies, Jay Jay, Kama Sutra, Kapp, Liberty, London, Mercury, Monu-ment, Moonglow, Motown, New Voice, Parrot, Project 3, RCA, Reprise, Richmond, Scepter, Smash, Solid State, Soul, Soul City, Stax, Tamla, Tape Mates, 20th Century-Fox, United Artists, Vanguard, Verve, Vista, Viva, Volt, Warner Bros.-Seven Arts, World Pacific.

JOHN O'BRIEN, 5825 N. 96 St. Zip: 53225. Tel: 462-5590. Pres.: John O'Brien; Promo.: Clyde Bowie.

Labels: Atco, Atlantic, Cadet, Checker, Chess, Crimson, Del-Fi, Destination, Dial, Diamond, Dyno, Fabor, Focus, Gordy, Gross, Guymen, HiFi, Jamie, Jewel, Josie, Jubilee, King, Life, Mainstream, Motown, Musicor, Paula, Riviera, Roost, Roulette, Specialty, Stax, Time, USA, Volt. (SEE ADVERTISEMENT)

Taylor Electric, 4080 N. Port Washington Rd. Zip: 53212. Tel: 964-4321. Pres.: J. A. Taylor; Rec. & Tape Dept. Mgr.: Pete Stocke; Tape Sales Mgr.: Don Bergmann.

Labels: Alleor, Cricket, Cuca, Happy Time, Hickory, Hilltop, Hob, Mace, Pickwick/33, RCA, RCA Camden, Scepter, Wand, TRX.

Tape: (cartridge) RCA, Ampex, Berlitz, Decca, Liberty, ITCC, Mercury, Metro, Motown, Pick-wick; (open reel) RCA.

Tape playback equip.: RCA, Lear Jet, Norelco, Borg-Warner.

Volume Rec. Sales, 5825 N. 96 St. Zip: 53225. Tel: 462-6620. Pres.: John F. O'Brien; Promo.: Clyde Bowie.

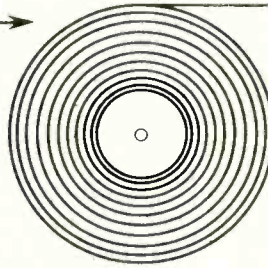
Label: Project 3.

## WYOMING

### • GREEN RIVER (Area Code 307)

R. E. Prince, PO Box 724. Zip: 82935.  
Labels: FSR, WFB.

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## ALABAMA

- **ATTALA** (Area Code 205)  
Reliable Rec., Rt. 3. Zip: 35954. Tel: 538-9825.  
Owner: C. R. O'Neal.
- **BIRMINGHAM** (Area Code 205)  
Music Center, 416 N. 19 St. Tel: 251-8252. Mgr.:  
Virgil C. Lugar.
- **MOBILE** (Area Code 205)  
Music City Rec. Serv., 4008 Dauphin Island Pkwy.  
Tel: 471-2437. Office Mgr.: Harry McCullough.  
Buyer: Rayford Booth.  
Rack Serv. Mdse., 3801 Moffat Rd. Zip: 36608. Tel:  
478-0466. Pres. & Mgr.: W. H. Chambliss; Buyer:  
D. Wayne Wilbe.

## ARIZONA

- **PHOENIX** (Area Code 602)  
Arizona Sundries, 2949 N. 30 Ave. Pres.: George  
Souvall.  
Associated Dist., 2350 Camelback Rd. Zip: 85015.  
Tel: 264-2781. Pres.: Leonard M. Singer.  
Tip Top-Record Serv., (dir. of Transcontinental  
Music Corp.), 3036 N. 30 Ave. Zip: 85017.  
Tel: 278-1025. Mgr.: Jack Sharpe. Buyers: Singles,  
Ken Wynn; Albums, Jack Sharpe.  
Home office: Los Angeles, Calif.

## ARKANSAS

- **LITTLE ROCK** (Area Code 501)  
Siebert News Agency, PO Box 4375, Asher Sta.;  
6301 Forbing Rd Zip: 77204. Tel: LO 5-8471/  
5521. Owner: Sieg Siebert; Mgr. & Buyer: David  
A. Siebert.

## CALIFORNIA

- **ANAHEIM** (Area Code 714)  
Rapid Mds'g, 1802 American St. Tel: 879-4070.  
Pres.: Herbert N. Sandel; Mgr.: Larry Roe.  
Home office: Minneapolis, Minn.
- **BUENA PARK** (Area Code 714)  
JULIAN BROWN ENTS., 7425-A Orangethorpe Ave.  
Zip: 90620. Tel: 522-8351. VP: Lloyd W. Thomp-  
son. (SEE ADVERTISEMENT)
- **LOS ANGELES METROPOLITAN AREA**  
(Area Code 213)  
Auto Music, 2622 S. La Cienega. Zip: 90034. Tel:  
870-0401. Pres.: I. R. Stulman.  
Bertel Dist., 5415 W. Washington Blvd. Tel: WE  
7-1223. Pres.: Herbert Seigel.  
Cal Raks (div. of Transcontinental Music Corp.)  
15500 S. Main St., Gardena. Zip: 90427. Tel:  
327-6580. Pres.: George D. Hartstone.  
Cambridge Trading, 6704 Hollywood Blvd., Holly-  
wood. Zip: 90028. Tel: 467-3177. Pres.: Milton  
Levine.  
CAR TAPES, 16725 Roscoe Blvd., Van Nuys. Zip:  
91406. Tel: 894-8368. Mgr.: Len Lasker.  
Home office: Chicago, Ill. (SEE ADVERTISEMENT)  
Gala Ents., PO Box 3172, Granada Hills. Zip: 91344.  
Tel: 361-4331. Owner: Al Shapiro.  
Garbell Rec. Rack Serv., 13320 Burbank Blvd. Van  
Nuys. Zip: 91401. Tel: 785-9777, 989-5766.  
Owner: G. G. Garbell.  
Handleman, 1550 N. Knowles. Zip: 90063. Tel:  
261-0268. Mgr.: Moe Handleman. Buyers: Singles,  
Frank Rochman; Albums, Moe Handleman, Frank  
Rochman.  
Home office: Detroit, Mich.  
Ivy Hill Litho, 4800 Santa Fe Ave. Zip: 90058. Tel:  
LU 3-8977.  
Leader Sales, 3416 W. Pico Blvd. Zip: 90019.  
Tel: 731-3119. Pres.: Leonard Silver.  
Branch: San Jose, Calif.  
Linden, 929 Larrabee, Suite 12. Zip: 90069. Tel:  
766-3851. Mgr.: Lindy Blaskey. Buyers: Singles,  
Lindy Blaskey, Albums, Joe Martinez.  
Music Mdsrs. of America, 10711 Venice Blvd. Zip:  
90034. Tel: 839-4306. Pres.: Glen Becker; VP:  
Stuart Burnat.  
National Rec. Serv. see Cal Raks.  
Nehi Rec. Dist'g, 615 W. Washington Blvd. Zip:  
90015. Tel: 746-1808. Pres.: Tom Heiman; Gen.  
Mgr.: Wayne Volat.  
New Deal Rec. Serv., 3334 La Cienega Pl. Zip:  
90016. Tel: 731-9313. Mgr. & Buyer: Alan Atkins.  
Home office: New York, N. Y.  
Record Rack Serv., 5873 Rodeo Rd. Zip: 90016.  
Tel: 870-0246. Pres. & Mgr.: Ed Mason; Albums  
Buyer: David Weisser.  
Branches: San Diego, Calif., San Diego Rec. Rack  
Serv., Dallas, Tex.  
SELECTED TAPES & REC., 14406 Mansel Ave., Lawn-  
dale. Zip: 90260. Tel: 679-0887. Mgr.: Marty  
Maas.  
Home office: Elk Grove Village, Ill. (SEE ADVER-  
TISEMENT)  
Tip Top-Record Serv. (div. of Transcontinental Music  
Corp.), 911 E. 59 St. Zip: 90049. Tel: 232-3161.

Larry Nunes. Buyers: Singles, Pat Moreland;  
Albums, Jerry Eggert.  
Branches: Phoenix, Ariz.; Denver, Colo.; Chicago,  
Ill.; Las Vegas, Nev.; Seattle, Wash.  
West Coast Music Sales, 3160 W. Pico Blvd.  
Owner & Buyer: Joel Miller; Mgr.: Steve Libman.

- **PASADENA** (Area Code 213)  
Canterbury Rec., 805 E. Colorado St. Zip: 91101.  
Tel: MU 1-4922. Mgr.: Eddy Allen. Buyers:  
Singles, Jenny Gordon; Albums, Leonard Gordon.  
Branch: Sacramento, Calif.

- **SACRAMENTO** (Area Code 916)  
Canterbury Rec., 1715 Arden Way. Zip: 95815.  
Tel: 922-3448. Mgr.: Bob Garcia.  
Home office: Pasadena, Calif.  
Pic-A-Tune, 2147 Barstow St., Bldg. B. Zip: 95815.  
Tel: 927-1256. Owner: David Watson; Mgr.: John  
A. LeCompte.  
Home office: San Francisco, Calif.

- **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: Milt Levine, Chuck Bush.  
San Diego Rec. Rack Serv., 4959 El Cajon Blvd.  
Tel: 286-4650. Mgr.: J. Tupler.  
Home office: Los Angeles, Calif., Record Rack  
Serv.

- **SAN FRANCISCO & BAY AREA**  
(Area Code 415)  
Community Recs., 442A 31 Ave. Zip: 94121. Tel:  
221-0571. Owner: Ivo W. Buddeke Jr.  
National Rec. Serv. (div. of Transcontinental Music  
Corp.), 233 Utah Ave., South San Francisco. Zip:  
94080. Tel: 871-8677. VP & Gen. Mgr.: Lee Hart-  
stone; Sales Mgr.: Godfrey Dickey.  
Nor-Cal Rec. Serv. (see National Rec. Serv.).  
Pic-A-Tune Western One Stops Rec. Serv., 1461  
Park Ave., Emeryville. Zip: 94608. Tel: 654-  
0773. Pres.: D. F. Watson; VP & Gen. Mgr.:  
Vern Cupples; VP Serv.: John T. Edgerton. Buyers:  
Singles, Hal Furtney; Tape, Dick Hanahoe.  
Branches: Sacramento, Calif.; Reno, Nev.

- **SAN JOSE** (Area Code 408)  
Ideal Rec. Serv., 227 S. First St. Zip: 95113.  
Tel: 286-5838. Owner: Arthur Walker, Mgr. &  
Buyer Latin Div.: Ruben Mella; Mgr. & Buyer  
American Div.: David Raun.  
Leader Sales, PO Box 6269 666-J Stockton Ave.  
Zip: 95150. Tel: 294-3942. Owner: Leonard  
Silver; Mgr.: Warren Wright.  
Home office: Los Angeles, Calif.

## COLORADO

- **DENVER** (Area Code 303)  
Active Electronics (div. of Action Rec. Dists.),  
1622 Federal Blvd. Zip: 80204. Tel: 222-1681.  
Pres.: Earl Woolf; VP: Ed Haeker; Sales Mgr.:  
Marc Bertone; Opns. Mgr.: Chuck Wright. (tape  
only)  
Infal Rack Serv., 6671 Bellaire St., Commerce City.  
Zip: 80022. Tel: 288-3003. Contact: Victor M.  
Hernandez.  
J & L Racks (div. of Mile Hi One Stop), 77 Kala-  
math. Zip: 80223. Tel: 255-2021. Pres.: Joe  
Oxman; Mgr.: Louis Oxman.  
Mershaw Midwest (div. of Transcontinental Music  
Corp.), 3990 Grape St. Tel: 399-2320. Mgr. &  
Buyer: Pat Fitzgerald.  
Music Mdsrs. of Denver, 3825 Newport. Tel:  
355-1638. Gen. Mgr. & Buyer: Paul Marcus.  
One Stop Rec. Dist., 6265 E. Evans Ave. Zip:  
80222. Tel: 757-8551. Mgr. & Buyer: R. M.  
Baker.  
Tip Top-Record Serv. (div. of Transcontinental Music  
Corp.), 2835 S. Raritan, Englewood. Tel: 781-  
6673. Zip: 80110. Mgr. & Buyer: Orin H. Hart-  
man.  
Home Office: Los Angeles, Calif.  
Western Merchants Whsle. (see One Stop Record  
Dist.).

## 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)  
New Deal Rec. Serv., 215 Lambertson St. Zip:  
06519. Tel: 777-5793. Mgr.: Sid Dicker.  
Home Office: New York, N.Y.  
State Drug Rack, 771-773 Grand Ave. Tel: 787-0911.  
Pres.: Samuel S. Epstein.

- **WILTON** (Area Code 203)  
Acropole Corp. of America, PO Box 365. Tel: 847-  
2311, NYC Tel: (212) CY 5-2272. Pres.: Michele  
Rontly.

## DISTRICT OF COLUMBIA

- **WASHINGTON** (Area Code 202) & ENVI-  
RONS  
D & H Dist'g (see listing under Cheverly, Md.).  
District Recs., 2146 24 Pl. N.E. Tel: 832-3600. Con-  
tact: Aubrey Moore.  
National Mds'g Serv., 4620 Wisconsin Ave., N.W.  
Zip: 20116. Tel: EM 2-0511.  
Branch: Medford, N.J.  
Potomac Music & Rec. Serv., 3746 10 St. N.E.,  
20017. Tel: 529-0882. Pres.: Michael P. Macku-  
lic; VP: John E. Kmiec.

## FLORIDA

- **FORT LAUDERDALE** (Area Code 305)  
Valentine Dist'g, 501 N.E. Fourth St. Zip: 33301.  
Tel: (305) 522-8719. Pres.: A. Calabrese.
- **JACKSONVILLE** (Area Code 904)  
Record Supply, 206 Riverside Ave. Zip: 32202.  
Tel: 355-7223. Pres.: Richard N. Stultz; Mgr.:  
Janet Pettis.  
Branch: Orlando, Fla.  
Recordwagon (div. of Transcontinental Music Corp.),  
684 N. Edgewood Ave. Zip: 32205. Tel: 388-  
8492. Mgr.: Lou Rice.  
Home office: Boston, Mass.  
Sav-A-Stop, 7660 Gainesville Ave. Zip: 32203.  
Tel: 768-3411. Pres.: B. E. Griffin; VP Sales:  
W. M. Scott; Buyer: Jack Brown.  
Branch: Roanoke, Va.
- **MIAMI** (Area Code 305)  
Goldstate Rec. Dist., 4500 N.W. 36 Ave. Zip:  
33142. Tel: 635-2428. Owner & Mgr.: Allan Wolk.  
Buyer: Joe Yazisko.  
Handleman, 3979 N.W. 24 St. Zip: 33142. Tel:  
633-2479. Mgr.: Joseph Glaser. Buyers: Singles,  
Jerry Coleman; Albums, Joseph Glaser.  
Home office: Detroit, Mich.  
Mershaw (div. of Transcontinental Music Corp.),  
8160 N.W. 36 Ave. Zip: 33147. Tel: 696-6261/3.  
Mgr. & Buyer: Edward Chapman.  
Ultra Recs., 1522 S.W. Eighth St. Zip: 33135. Tel:  
373-1792. Pres.: J. M. Palmero.
- **ORLANDO** (Area Code 305)  
Record Supply, 2634 Taft Ave. Tel: 422-2466.  
Pres.: Richard N. Stultz.  
Branch: Jacksonville, Fla.

- **SARASOTA** (Area Code 813)  
Kuban's 258 Ringling Ct. Zip: 33577. Tel: 955-  
9191. Owner: E. C. Kuban.
- **TAMPA** (Area Code 813)  
Tampa Recs., PO Box 5524. Zip: 33605. Tel: 227-  
8582.

## GEORGIA

- **ATLANTA** (Area Code 404)  
Criteria Dist., PO Box 13612, Sta. K. Zip: 30324.  
Tel: 284-0046. Pres.: Johnny Brooks.  
GATE CITY REC. SERV., 1231-D Collier Rd. N.W. Tel:  
351-4821. Owner: Gerald Friedman. (SEE ADVER-  
TISEMENT)  
Handleman, 1532 Stone Ridge Dr., Stone Mountain.  
Zip: 30083. Tel: 938-9467. Mgr.: John F. Lang-  
lois. Buyers: Singles, John Langlois, Helen  
Dickerson; Albums, John Langlois, Ronald John-  
son.  
Home office: Detroit, Mich.  
L & F Rec. Serv., 720 14 St. N.W. Zip: 30318.  
Tel: 875-5565. Owner & Mgr.: Jack Goldbart.  
Buyers: Singles, Gene Price; Albums, Alan  
Levenson.  
Sound Mktg., 2209 Faulkner Rd. N.E. Zip: 30324.  
Tel: 636-5971. Contact: G. Jackson.
- **CLARKESVILLE** (Area Code 404)  
Clarkesville Rec. Sales, PO Box 198, 608 N. Wash-  
ington St. Zip: 30523. Tel: 754-2152. Owner:  
Peter J. Rosetty; Mgr.: Larry Jones; Buyers:  
Larry Jones, Allan Dotson.
- **DEMOREST** (Area Code 404)  
Ralph's Radio Music, PO Box 117, Hwy. 441.  
Zip: 30535. Tel: 723-3884. Owner: Ralph Raper.

## ILLINOIS

- **CHICAGO** (Area Code 312)  
All Rec. Serv., 2931 N. Pulaski Rd. Zip: 60641.  
Tel: 725-4426.  
ALL TAPES DIST., 2623 N. Pulaski. Zip: 60639. Tel:  
342-6600. Owners: Edward Yalowitz, Kent Beau-  
champs; Buyer: Fred Levin. (SEE ADVERTISEMENT)  
CAR TAPES, 320 W. Ohio St. Zip: 60610. Tel:  
943-5158. Pres.: James LeVitus; VP Mktg.: Ed  
Swire.  
Branch: Los Angeles, Calif. (SEE ADVERTISEMENT)

L. S. Gilbert, 1667 Northland Ave., Highland Park.  
Tel: 831-3664. Pres.: Louis S. Gilbert.

Handleman, 3477 Touhy Ave., Lincolnwood. Zip:  
60645. Tel: 583-0770. Mgr.: Louis Kwiker.  
Buyers: Singles, Penny Paul; Albums, Louis  
Kwiker.

Home office: Detroit, Mich.

Hit Rec. (div. of Charles N. Stephens Co.), 10614 S.  
Mackinaw Ave. Zip: 60617. Tel: 734-2244. Owner:  
Charles N. Stephens; Mgr. & Buyer: Charles  
Stubenrauch.

Little Al's—Profit Venders, 3216 Lawrence Ave.  
Zip: 60625. Tel: 478-6114. Owner & Mgr.: Al  
Temaner; Buyer: Dora Temaner.

Mid-America Specialty Dist., 752 N. Milwaukee  
Ave. Tel: 243-0919. Owner: Howard M. Rosen;  
Mgr.: Leonard Fagenholtz. Buyer: Albums,  
Wayne Juhlin.

Branch: Youngstown, Ohio.

Mr. T's Volume Rec. Sales, 1729 E. 87 St. Zip:  
60617. Tel: 375-8445. Owner: Max Tannenbaum.

MUSICAL ISLE, 1550 S. State St. Zip: 60605. Tel:  
225-2929. Owner: Milton Salstone; VP & Gen.  
Mgr.: Victor Faraci. (SEE ADVERTISEMENT)

R & R Rec. Dist., 7059 W. Addison St. Zip: 60634.  
Tel: 282-5454. Mgr. & Buyer: Robert Kennedy.  
Branch: Peoria, Ill.

Susan Dist'g, 1410 S. Michigan Ave., Zip: 60605.  
Tel: 922-2517. Mgr.: Harry Losk; Buyer: Larry  
Bache.

Home office: Minneapolis, Minn., Acme Music  
Serv.

Tip-Top Record-Serv. (div. of Transcontinental Music  
Corp.), 3406 W. Montrose Ave. Zip: 60618. Tel:  
588-3165.

Home office: Los Angeles, Calif.

World Rec. Dist., 2317 S. Michigan Ave. Zip: 60616.  
Tel: 842-4307. Owner: Morris Goldstein.

#### • ELK GROVE VILLAGE (Area Code 312)

New Deal Rec. Serv., 1001 Nicholas Blvd. Zip:  
60007. Tel: 922-6245. Mgr.: Chuck Meyers.  
Home office: New York, N. Y.

SELECTED TAPE & REC., 120 King St. Zip: 60007.  
Tel: 439-9700. Pres.: Harry Beckerman.  
Branches: Los Angeles, Calif., Cincinnati, Ohio,  
Pittsburgh, Pa.; Dallas, Tex. (SEE ADVERTISE-  
MENT)

#### • HARRISBURG (Area Code 618)

Golish Dist., 601 W. Poplar St. Zip: 62946. Tel:  
253-7956. Owner & Buyer: Mitch Golish.

#### • PEORIA (Area Code 309)

Paul Allen Rack Sales, 111 Sun Valley Ct. Zip:  
61614. Tel: 699-1541. Mgr.: Paul Allen.

R & R, 313 N. Franklin. Tel: 673-4469. Mgr.:  
R. Salpietro; Buyer: Rick Keyster.  
Branch: Chicago, Ill.

#### • SKOKIE (Area Code 312)

Universal Music Mdse., 9047 N. Terminal. Tel:  
965-1810. Owner: Joe Weiss. Buyers: Singles,  
Vivian Gluck; Albums & Tapes, Betty Fregale.

### INDIANA

#### • DECATUR (Area Code 219)

Midwest Dist., 138 N. Second St. Zip: 46733. Own-  
er Walt Ostermeyer; Mgr.: Dolores Harker. Buyers:  
Singles, Dolores Harker; Albums & Tape, Walt  
Ostermeyer.  
Home office: Fort Wayne, Ind.

#### • 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.  
Branch: Decatur, Ind.

#### • GARY (Area Code 219)

Woodard Recs., 2011 Madison St. Zip: 46407. Tel:  
885-1908. Owner: D. W. Woodard.

#### • INDIANAPOLIS (Area Code 317)

Associated Dist., 210 S. Meridian St. Zip: 46225.  
Tel: ME 4-2591. Owner: L. E. Randle; Mgr.:  
Lynne Jenks. Buyers: Singles, James Coffin;  
Albums, Tom Whalen; Tape, Larry Wilhite.

Wholesale Rec. Sales, PO Box 27246, 1312 N.  
Capitol Ave. Zip: 46227. Tel: 881-4528, 632-9636.  
Owner & Mgr.: Donald A. Gobrecht.

#### • MARTINSVILLE (Area Code 317)

Mid-State Dist., 190 N. Main St. Tel: 342-4276/  
8427. Owner & Mgr.: Robert E. Liese; Buyers:  
Virginia Rose Liese.

### IOWA

#### • COUNCIL BLUFFS (Area Code 712)

Hawk Dist. PO Box 479. Zip: 51501. Tel: 323-7561.  
Pres.: Jim Hawk.

#### • DES MOINES (Area Code 515)

Major Rec., 1520 Walnut. Zip: 50309. Tel: 288-  
7001. Owner: Jack Silverman; Mgr.: Robert  
Pockrandt. Buyers: Singles, George Smith;  
Albums, Robert Pockrandt; Tape, Lu Hummell.  
Mars Sales, 1630 Locust. Zip: 50309. Tel: 288-  
0182. Gen. Mgr.: Jack Mishler. Buyers: Singles,  
Ed Dunker; Albums & Tape, Chuck Taylor.

*continued on page 126*

# ON-THE-GO COAST TO COAST

# NEW DEAL RECORD SERVICE CORP.

Al Levine, Lou Klayman

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Dave Lasher

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Lou Celone

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Peter Hyman

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**KANSAS**

• **WICHITA (Area Code 316)**

Pioneer Dist'g Co. of Kan. (div. of Transcontinental Music Corp.), PO Box 517. Zip: 67201; 2955 S. Kansas. Zip: 67216. Tel: LY 1-3414. Pres. & Gen. Mgr.: Al Driscoll.

Reco-Rak Dist., 203 E. Douglas. Zip: 67202. Tel: AM 5-7508. Owner: I. Albert.

**KENTUCKY**

• **CAMPBELLSVILLE (Area Code 502)**

Central Electronics, PO Box 340, 113 N. Central Ave. Zip: 42718. Tel: 465-5631. Owner & Buyer: Randall B. Herron.

• **LOUISVILLE (Area Code 502)**

Handleman, 4500 Louisville. Zip: 40209. Tel: 361-1336. Mgr.: James Powers. Buyers: Singles, Jane Cartter, Doug Kirkness; Albums, James Powers, Doug Kirkness. Home office: Detroit, Mich.

Kentuckiana Rec. Sales, PO Box 261. Zip: 40202. Tel: 585-4750. VP & Mgr.: Kenneth Vine. Buyers: Singles & Albums, Helen Vine; Tape, Ken Charles.

• **OWENSBORO (Area Code 502)**  
W W Rec. Sales, 320 Washington Ave. Tel: 683-1585. Contact: LeRoy Woodward.  
Webster's, 320 Washington Ave. Zip: 42301. Tel: 684-2791. Pres.: Doug Webster.

**LOUISIANA**

• **LAFAYETTE (Area Code 318)**

Modern Rec. Serv., PO Box 3727. Zip: 70501. Tel: CE 4-3291. Pres.: J. R. Chachere; Gen. Mgr.: George Berry. Branch: New Orleans, La.

• **NEW ORLEANS (Area Code 504)**

Modern Rec. Serv., 757 Central Ave. Zip: 70121. Tel: VE 3-3735. Pres.: J. R. Chachere; Gen. Mgr.: George Berry. Branch: Lafayette, La.

Top Rak Rec. Serv., 524 Lafayette St., Gretna. Zip: 70053. Tel: 361-9168. Owner: Samuel Territo.

**MAINE**

• **BANGOR (Area Code 207)**

Viner's Music, 20-24 Broad St. Tel: 945-9494. Owners: Sam & Ben Viner; Mgr. & Buyer: Ben Viner.

• **KENNEBUNK (Area Code 207)**

Thor Music, 19 Cat Mousam Rd. Tel: 985-2556. Gen. Mgr.: David W. Flannery.

• **PORTLAND (Area Code 207)**

Commercial Dist., 212 Anderson St. Zip: 04101. Tel: 774-5362. Mgr.: V. Harry Mooradian.

Maine Rec. Dist.s., 621 Forest Ave. Tel: 772-5665. Pres.: John Jannace.

Portland Rec (div. of Boyd Corp.), 84 W. Cove St. Tel: 772-6551. Owner: James Boyd; Mgr.: Roy Rice. Buyers: Singles, Conrad Sharette; Albums, Don Tanguay.

**MARYLAND**

• **BALTIMORE (Area Code 301)**

Coronet Music, 4724 Bonnie Brae Rd., Pikesville. Zip: 21208. Tel: 655-5145. Pres.: Sam Anoff.

D & H, Russell & Worcester. Zip: 21230. Tel: SA 7-5100. Mgr.: Lester Pyle. Home office: Harrisburg, Pa.

New Deal Rec. Serv., 4524 O'Donnell St. Zip: 21224. Tel: 342-3350. Mgr.: Ronald Bollon. Home office: New York, N. Y.

• **CHEVERLY (Area Code 301)**

D & H Dist'g, 2500 Schuster Dr. Zip: 20781. Mgr.: George Nesline. Home office: Harrisburg, Pa.

• **HYATTSVILLE (Area Code 301)**

Shawn Rec. Dist., 5408 20 Ave. Tel: 927-0010. Partner: C. R. Freeland.

**MASSACHUSETTS**

• **BOSTON METROPOLITAN AREA (Area Code 617)**

Boston Mdse., 150 Vernon St. Tel: HI 2-2345. Mgr.: Jerry Flatto.

Boston Rec. Dist. (see Boston Mdse.). Malden Map & Brush, 7-27 E. Eden St. Zip: 02129. Gen. Mgr.: A. T. Goldstein.

Recordwagon (div. of Transcontinental Music Corp.), 30 Nashua St., Woburn. Zip: 01801. Tel: 935-4700. Pres.: Cecil Steen; Buyer: Lee Steen. Branches: Jacksonville, Fla.; Dallas, Tex.

Temple Sales, 359 Washington St., Malden. Zip: 02148. Tel: 321-2600. VP & Gen. Mgr.: Richard D. Siegal; Buyer: Michael Driscoll.

• **EAST BRIDGEWATER (Area Code 617)**

Whitmarsh Music, 41 Bedford St. Zip: 02333. Tel: 378-3575. Owner, Mgr. & Buyer: Richard Whitmarsh.

• **SOMERSET (Area Code 617)**

United States Recs., 185 Riverside Ave. Tel: 676-3061. Pres. & Mgr.: Dan Gittelman. Buyers: Singles, Manny Germaine; Albums, Dan Gittelman.

**MICHIGAN**

• **DETROIT (Area Code 313)**

Cornell Rec., 13380 Capital Ave., Oak Park. Zip: 48237. Tel: 548-3171. Pres.: Harry Levin; Mgr.: Al Truax. Buyers: Singles, Leo Cheslak; Albums & Tape, Harry Levin.

Handleman, 670 E. Woodbridge. Zip: 48226. Tel: WO 1-9563. Pres.: David Handleman; Mgr.: David Strome. Buyers: Singles, David Strome, Shirley Sekac; Albums David Strome.

Branches: Los Angeles, Calif.; Miami, Fla.; Atlanta, Ga.; Chicago, Ill.; Louisville, Ky.; Lansing, Mich.; Pennsauken, N.J.; Cleveland, Ohio; Pittsburgh, Pa.; Dallas, Tex.; Charleston, W. Va. Int'l branches: Canada: Toronto, Ont.; Calgary, Alta.

Joyline Recs., 12800 Joy Rd. Tel: 834-2221/1636. Owner, Mgr. & Buyer: Edmond J. Doherty.

New Deal Rec. Serv., 15333 Livernois Ave. Zip: 48238. Tel: 863-2225. Mgr.: Dave Lasher. Home office: New York N.Y.

Rapid Sales, 15365 Livernois. Zip: 48238. Tel: 342-8777. Pres.: Merle Schneider; Mgr.: Samuel J. Corrado.

Trico Dist., 14130 Fenkell Ave. Zip: 48227. Tel: 835-7425. Owner & Buyer: John J. Genna.

• **GRAND RAPIDS (Area Code 616)**

Monroe, 2431 Clyde Park S.W. Zip: 49509. Tel: 452-9744. Owner, Mgr. & Buyer: Herman Rubin.

• **LANSING (Area Code 517)**

Handleman, 4604 N. East St. Tel: 484-1386. Mgr.: Edwin Griesmer. Home office: Detroit, Mich.

*continued on page 128*

# Why MUSICAL ISLE?

The reason is simple. Musical Isle continues to offer stores the best merchandise, service and supply presentation in the Chicagoland area.

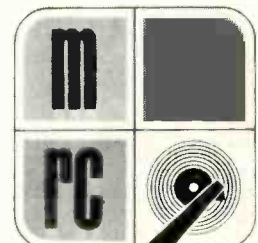
**BECAUSE MUSICAL ISLE HAS:**

1. A complete on premises data processing system which provides detailed analysis of individual store inventory and sales. This means you get merchandise that sells in your area and insurance of a constant fast-turning inventory.
2. Well trained personnel to service your store and provide merchandising and promotional aids to greatly increase sales.
3. Vast inventories of records from over 1500 record manufacturers, prerecorded tape in all configurations, accessories and music books.
4. Complete one-stop service which enables prompt delivery of special orders.
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6. An experienced advertising department to assist you in planning promotions and advertising campaigns.

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At \$3,000 a month, including everything (computer, all the programming they need, ticketing, personnel training, maintenance, and so on), the cost is about 1/5 of what other people are paying for similar capabilities. Except, of course, for the leading Chicago firm that just took delivery on one of our systems.

What are **you** waiting for?

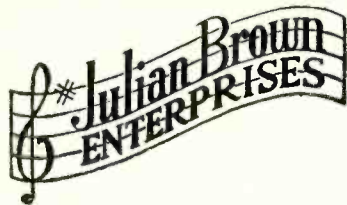
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(312) 489-5300**

(See ad in tape section)

*continued*

**MINNESOTA**

• **MINNEAPOLIS (Area Code 612)**

Acme Music Serv., 9549 Penn. Ave. S., Bloomington. Tel: 888-5521. Pres.: David Lieberman; Mgr.: Sylvester Vanyo. Buyers: Singles, Dennis Anderson, Larry Ruegemer; Albums, Sylvester Vanyo. Branch: Chicago, Ill., Susan Dist'g.

Jerry's All Rec. Sales, 1001 N. Washington. Zip: 55401. Tel: 333-5752. Owner J. Goldstein.

J. L. Marsh, 7600 Wayzata Blvd. Zip: 55426. Tel: 554-4201. Owner: Daniel Heilicher; Mgr.: Manuel Swatez. Buyers: Singles, Marvin Sanderson; Albums, Robert Dahle; Tape, Ken Hegstrom. Rapid Mds'g., 8175 Lewis Rd. Tel: 544-3561. Pres.: Herbert N. Sandel. Buyers: Singles, W. H. Taylor Jr.; Albums, Noel Korengold. Branches: Anaheim, Calif.; Middlesex, N.J.

Sam Sales (See Acme Music Serv.)

**MISSISSIPPI**

• **GREENVILLE (Area Code 601)**

Lynn's, 617 Nelson. Zip: 38701. Tel: 332-8665/5710. Pres.: Henry B. Hines.

**MISSOURI**

• **KANSAS CITY (Area Code 816)**

K C Rak Sales, 3230 Roanoke. Zip: 64111. Tel: LO 1-4610. Owner & Mgr.: Edward Ockel. Home office: St. Louis, Mo., Rak Sales.

Kansas City News Dists., 4231 E. 75 St. Zip: 64132. Tel: EM 3-7171. Mgr.: Allan Levy.

• **ST. LOUIS (Area Code 314)**

Missouri Discs, 1906 Washington Ave. Tel: MA 1-2874. Sales Mgr.: Norman L. Hausfater.

Rak Sales, 2020 Delmar St. Zip: 63103. Tel: CH 1-8486. Owner & Mgr.: Edward Ockel. Branch: Kansas City, Mo., K C Rak Sales.

Record Rack, 29 Maryhill. Zip: 63124. Tel: 997-0097. Chm.: J. E. Rechter. Branch: Clayton, Mo., 7818 Forsyth Ave.

Richmark Sales, 4500 Woodson Rd. Tel: 423-9886. Mgr.: James White. Home office: Pittsburgh, Pa.

**MONTANA**

• **HELENA (Area Code 406)**

Sundry Shops (Playhouse Div.), 1015 Popular. Zip: 59601. Tel: 442-5470. Owner: March E. Hopkin; Mgr. & Buyer: Dennis Brooks.

**NEVADA**

• **LAS VEGAS (Area Code 702)**

Music City Rec. Racks of Nev., 5409 Gipsy Ave. Zip: 89107. Tel: 870-4969. Owners: Alex & Betty Fox.

Tip Top-Record Serv., 3744 W. Mead Dr., Suite 10. Tel: 878-6178. Mgr.: Gene Hotchkins. Home office: Los Angeles, Calif.

• **RENO (Area Code 702)**

Pic-A-Tune, 1522 Matley Ln. Zip: 89502. Tel: 329-0010. Mgr.: Darwin Jones. Home office: San Francisco, Calif.

• **SPARKS (Area Code 702)**

M B Rec. Corral, 544 Greenbrae Dr. Zip: 89431. Tel: 358-1502. Owner: Charley Barber.

**NEW JERSEY**

• **ATLANTIC CITY (Area Code 609)**

Pantomime Rec. Serv., 1004 Pacific Ave. Zip: 08401. Pres.: Jack Adler.

Home office: Philadelphia, Pa.  
Record Rendezvous, 1004 Pacific Ave.  
Home office: Philadelphia, Pa.

• **BRIDGEWATER (Area Code 201)**

Mona Rec., 1116 Cambridge Ln. Zip: 08876. Tel: 658-3016. Home office: Somerville, N. J.

• **LINDEN (Area Code 201)**

Supermarket Serv., 1601 W. Edgar Rd. Zip: 07036. Tel: 925-5950. Mgr.: Martin Friedlander; Buyer: Angelo Viggiano.

• **MEDFORD (Area Code 609)**

National Mds'g. Serv., Stokes Rd. Tel: OL 4-4990. Pres.: L. J. Goughan. Branch: Washington, D.C.

• **MIDDLESEX (Area Code 201)**

Rapid Mds'g., 200 Pond Ave. Tel: 752-1000. VP: A.C.H. Sioberg. Home office: Minneapolis, Minn.

• **NEWARK (Area Code 201)**

All-State Recs., 321 Sherman Ave. Zip: 07044. Tel: 242-6500. Pres.: Sherman Koenig; VP: Irwin R. Fink.

Chancellor Electronics, 457 Chancellor Ave. Zip: 07112. Tel: 923-4900. NYC Tel: (212) 245-3800. VP Sales: Hal Bronstein. (tape only).  
New Jersey One Stop, 175 Clinton Pl. Zip: 07112. Tel: 923-6472. Pres.: Joseph C. Martin; Mgr.: Angelo Pompei; Buyer: Ed Gries.  
Service One Stop Dist., 16 Fenwick St. Tel: 243-8700. Owner: Irv Cohen; Mgr.: Hal Price. Buyers: Singles, Hal Price; Albums, Frank Di Marsico. Branch: Springfield, N.J.

• **NUTLEY (Area Code 201)**

"Tiny" Fairbanks, 449 Kingsland St. Zip: 07110. Tel: 667-3767. Pres.: A. L. "Tiny" Fairbanks.

• **PENNSAUKEN (Area Code 609)**

Handlman, 7135 Colonial Ln. Zip: 08109. Tel: 665-5460. Mgr.: Harold Scovill. Buyers: Singles, Doris Groves, Hal Scovill; Albums, Harold Scovill. Home office: Detroit, Mich.

• **PERTH AMBOY (Area Code 201)**

Record Rendezvous, 169 High St. Home office: Philadelphia, Pa.

• **ROCHELLE PARK (Area Code 201)**

Garden State Rec. Dist. (div. of Interstate Rec. Dists.), 68 W. Passaic St. Zip: 07662. Tel: 843-2670. Mgr.: Stan Sterling. Home Office: New York, N.Y., Interstate Rec. Dists.

• **SOMERVILLE (Area Code 201)**

Mona Rec., 677 E. Main St. Zip: 08876. Tel: 469-5235. Exec. VP & Gen. Mgr.: Fred Castle; Sales Dir.: Joe Cohen. Branch: Bridgewater, N.J.

• **SPRINGFIELD (Area Code 201)**

Service One Stop Dist., Runyon Bldg., Rt. 22, Fadem Rd. Tel: DR 6-7666. Mgr.: Phil Bellettiere. Home office: Newark, N.J.

• **TRENTON (Area Code 609)**

Allied Rec. Sales (Oldies But Goodies), 1001 Hamilton Ave. Zip: 08629. Tel: 392-0211. Owners: John T. Gervasoni, Frank Romano.

**NEW YORK**

• **ALBANY (Area Code 518)**

Mershaw of New York (div. of Transcontinental Music Corp.), 100 Watervliet Ave. Zip: 12206. Tel: 438-3571. Pres.: Charles H. Schlang; Sales Mgr.: Joseph Dean; Buyer: Donald Cleary.

• **AMSTERDAM (Area Code 518)**

Almor Playtime, PO Box 111, Wallins Corners Rd. Zip: 12010. Tel: 842-2500. VP: Albert A. Hyman; Mgr. & Buyer: Richard Sukel. Branches: Syracuse, N.Y.; South Burlington, Vt.

• **BELLMORE (Area Code 516)**

Controlled Sheet Music Serv., 2514 Merrick Rd. Zip: 11710. Tel: 221-7414. Pres.: Ronald Ravitz.

Branch: Bellmore, N.Y., Mark Music Serv.  
Mark Music Serv., 2497 Riviera Ln. Zip: 11710. Tel: 221-6977. Owner: Ronald Ravitz. Branch: Bellmore, N.Y., Controlled Sheet Music Serv.

• **BINGHAMTON (Area Code 607)**

G & G Rec. Dist., 178 Clinton St. Zip: 13905. Tel: 723-3275. Owner: Kenneth Glassman.

• **BUFFALO (Area Code 716)**

Disceries, 863 Washington St. Tel: TL 6-8477. Owner: Carl Glaser; Mgr.: Robert Arent. Buyers: Singles, F. Bachmeier; Albums, Jerold Glaser.

Porter Electronics, 85 Ledger St. Zip: 14216. Tel: 875-1908. Pres.: Ed Lyons; Buyer: Bob Desbecker.

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

Guy Barry Dist. (see Hemisphere Ent.). Hemisphere Ent., 92 Columbia Ave. Zip: 11516. Tel: 239-8227. Owner: Guy Barry.

• **GREAT NECK, L. I. (Area Code 516)**

Record Guild of America (see Variety Audio Prods.). Variety Audio Prods., 15 Bond St. Zip: 11021. Tel: HU 2-0900. Owner, Mgr. & Buyer: David Schichman.

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

Wilmi Sales, 3 Westermorland Rd. Zip: 11801. Tel: 433-0337.

• **LATHAM (Area Code 518)**

Bee Gee Dist., Shaker Park. Zip: 12110. Tel: 785-1350. Owner: Leonard Smith; Mgr.: T. Markoski. Buyers: Singles, J. Miorion; Albums, T. Markoski; Tape, P. Hannagan.

• **MELVILLE, L.I. (Area Code 516)**

Merco Ent's., 536 Broad Hollow Rd. Tel: 694-8990. Owner: Jack Grossman; Buyer: Marvin W. Rossman.

• **MOUNT VERNON (Area Code 914)**

Steadman One Stop, 200 S. 14 Ave. Zip: 10550. Tel: OW 9-3166. Pres.: Leonard Book.

*continued on page 130*

*Record Retailers . . .*

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## **MUSIC MERCHANDISERS of America, Inc.**

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Billboard 1968-1969 International Music-Record Directory

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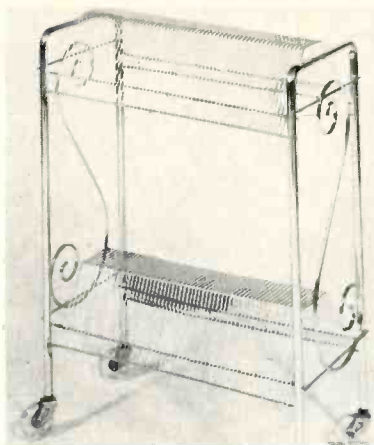


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### COUNTRY & WESTERN

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Like the new Divider Card Inserts, for Tape Display Cabinets with sliding doors or for Tape Cartridges that are stacked. A set of 29 Categories for \$6.50 or 100 or over 22¢ each. And FREIGHT PREPAID too.



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- **NEW YORK CITY (Area Code 212)**  
Arovox Rec., 243 W. 18 St. Zip: 10011. Tel: 989-7200. Owner & Buyer: Ervin Litkei.  
Bronen's Music, 2481 Webster, Bronx. Zip: 10458. Tel: CY 8-3350. Partner: M. Bronen.  
Candy Stripe, 2914 Ave. L, Brooklyn. Zip: 11210. Tel: 338-0050. Pres.: Bernard Keil; Mgr.: Herbert Kronwith. Buyers: Singles, Bernard Keil; Albums, Arlene Keil.  
Independent Rec. Promos., 101 Eighth Ave. Zip: 10011. Tel: 989-8644. Pres.: Larry Gutfenplan.  
Interstate Rec. Dist., 1290 Ave. of the Americas. Zip: 10019. Tel: 265-7760. Owner: M. G. Wells; Mgr.: Max Goldstein. Buyers: Singles, Max Goldstein; Albums, Stan Sterling.  
Branch: Rochelle Park, N.J., Garden State Rec. Dist.  
Kaco Ents., 747 Nereid Ave., Bronx. Zip: 10466. Tel: 325-6824. Owner: Bruce Kravis.  
Met Richmond Rec. Racks, 1637 Utica Ave., Brooklyn. Zip: 11234. Tel: 253-4600. Mgr.: David Last.  
National Rec. Sales, 160 Broadway. Zip: 10038. Tel: BA 7-9493. Owner: Reginald M. Jervis.  
New Deal Rec. Serv., 46-50 54 Ave., Maspeth, N.Y. Zip: 11378. Tel: 786-6255. Gen. Mgr.: Morris Weissman; Sales Mgr.: Peter Hyman.  
Branches: Los Angeles, Calif.; New Haven, Conn.; Chicago, Ill.; Baltimore, Md.; Detroit, Mich.; Philadelphia, Pa.; Dallas, Tex.  
R O C, 1309 E. L. Grant Hwy., Bronx. Zip: 10452. Tel: JE 7-8954. Pres.: S. Sahler.  
Rack Promo., 2952 Ave. U, Brooklyn. Tel: 891-1315. Pres.: Sy Friedman; VP: Moe Farca.  
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. & Buyer: Jesse Moskowitz.  
S & V Vending, 1509 Ryder St., Brooklyn. Zip: 11234. Tel: ES 7-9881. Pres.: Stan Herman; Sec'y-Treas.: Vincent Caesar.  
Spectrum Ent., GPO Box 1785. Zip: 10001. Owner: L. Dodge; Mgr. & Buyer: K. Hooper.  
Win Rec., 858 Ninth Ave. Zip: 10019. Tel: JU 2-0130. Owner: Sam Weiss; Mgr. & Buyer: George Weiss.

- **OCEANSIDE. L. I. (Area Code 516)**  
Scott Dist., 3580 Oceanside Rd. Tel: OR 8-6580. Pres.: Sidney Kruglick; Sales Mgr. & Buyer: Harvey Lefkowitz.

- **POUGHKEEPSIE (Area Code 914)**  
Toy House of Hudson Valley, Manchester Rd. Tel: GR 1-2740. Pres.: Lou J. Kustas.

- **ROCHESTER (Area Code 716)**  
Clinton Cosmetics, 80 Commerce Dr. Zip: 14623. Tel: 334-2700. Sales Mgr.: Bill Cyrkin.

- **SYRACUSE (Area Code 315)**  
Almor Playtime, Midler Park Dr. Tel: 463-3351. Mgr.: George Valanti.  
Home office: Amsterdam, N.Y.  
Mage Serv. Mds'g, 112 Ronnell Dr. Zip: 13219. Tel: 488-2512. Gen. Mgr.: Mathew Orlando.  
Roim, 4807 Glencrest Ave., Liverpool. Zip: 13088. Tel: 457-4708. Owner: Roger Wright.

### NORTH CAROLINA

- **ASHEVILLE (Area Code 704)**  
Alexander News, 25 Carolina Ln. Zip: 28801. Tel: AL 3-2631. Owner: W. G. Alexander; Mgr. & Buyer: C. N. Suttle.

- **CHARLOTTE (Area Code 704)**  
Southeastern Rec. Mdsrs., PO Box 1697, 2706 Freedom Dr. Tel: 399-5633. Pres.: Bert Fleishman; Sales Mgr.: Charles Hartley.

- **ROCKY MOUNT (Area Code 919)**  
Rocky Mount News Agency, 1600 S. Franklin St. Tel: 446-6812. Mgr & Buyer: Bill McCarver.

### OHIO

- **CANTON (Area Code 216)**  
Stark Rec. Serv., 8000 Freedom Ave. N.W., North Canton. Zip: 44720. Tel: 494-2282. Owners: Paul David, Charles Murray; Gen. Mgr. & Buyer: Philip Shannon.  
Branch: Cleveland, Ohio.

- **CINCINNATI (Area Code 513)**  
Album Rec. Sales of America, 229 W. McMillan. Zip: 45219. Tel: 621-8710. Pres. & Buyer: LeRoy R. Goodlander.  
Branch: 639 Vine St. Zip: 45202. Mgr.: Mrs. K. Doll.

- Am Bat, 1667 Central Pkwy. Zip: 45214. Tel: 621-3252. Pres.: Vern Hawk; Mgr.: Earl Schaefer.  
Branch: Dayton, Ohio.

- Canfield Supply Serv., 417 Northland Rd. Tel: 825-8180. Owner: Robert Canfield; Mgr. & Buyer: Jack Shue; Opns. Mgr.: Frank Shue.  
Flo-Roe Recs., 1667 Central Pkwy. Zip: 45214. Tel: 621-3252/3. Pres.: Vernon W. Hawks.  
Ohio Rec., 323 W. Fourth St. Zip: 45202. Tel: 731-2709. Pres.: Marvin Jacobs.  
SELECTED TAPE & REC., 1821 Queen City Ave. Zip: 45214. Tel: 921-1643. Mgr.: Jim Scanlon.  
Home office: Elk Grove Village, Ill. (SEE AD-VERTISEMENT)

● **CLEVELAND (Area Code 216)**

All Label Rec. Serv., 7777 Exchange St., Valley View. Zip: 44125. Tel: 524-4260. Pres.: Harry H. Budin; Mgr.: Donald Weiss.

Claber Dist., 16501 Rockside Rd. Zip: 44137. Tel: GR 5-1000. Buyer: Norm Shubert.  
Branch: 2150 W. 117 St. Zip: 44144. Tel: 671-5205.

Dean's House of Jazz, 8601 Hough. Zip: 44106. Tel: 231-9531. Owner & Mgr.: Wilbur Dean.

Handleman, 13900 Broadway, Garfield Hgts. Zip: 44125. Tel: 587-5550. Mgr.: Robert Prenatt. Buyers: Singles, Sophie Nowakowski; Albums, Robert Prenatt & Richard Turk.  
Home office: Detroit, Mich.

Inland Recs. (div. of Dot Recs.), 12415 Euclid Ave. Zip: 44106. Tel: 421-8208. Mgr.: Nat Kulkin; Buyer: Bonnie Krauss.

Main Line Rec. Serv., 1260 E. 38 St. Zip: 44114. Tel: 391-1800. Pres.: E. V. Shipley; Mgr.: Gene Halamay; Sales Mgr.: Mal Vangar; Sales Co-ord.: Ross Halamay; Buyer: Ron Goldstein.

Modern Rec. Serv., 18434 Cranwood Pkwy., Warrensville Hgts. Zip: 44128. Tel: 475-8900. Pres.: David W. Burke; Mgr. & Buyer: Robert A. Burke.

Stark Rec. Serv., 2797 Hamilton Ave. Zip: 44114. Tel: 696-5300. Owners: Paul David, Charles Murray; Mor.: Bob Zukie; Buyer, Tom Zeitz.  
Home office: Canton, Ohio.

● **DAYTON (Area Code 513)**

Am Bat, 509 Xenia Ave. Zip: 45410. Pres.: Vernon W. Hawk.

Home office: Cincinnati, Ohio.  
Dayton Rec. Serv., 2223 Springboro Rd. Tel: 299-0981. Pres.: W. A. Carrington; Mgr.: Maurice Leach.  
Branch: Portsmouth, Ohio.

● **PORTSMOUTH (Area Code 614)**

Dayton Rec. Serv., 24 Union St. Tel: EL 4-3188. Pres.: W. A. Carrington.  
Home office: Dayton, Ohio.

● **SPRINGFIELD (Area Code 513)**

Buckeye Ents., 125 W. North St. Zip: 45502. Tel: 325-8747. Pres.: Asen Kristoff; VP & Buyer: Steve Kristoff.

● **TOLEDO (Area Code 419)**

Bartley, 1001 Brown. Tel: 244-3011. Mgr. & Buyer: Gene J. DeMarco.  
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. Tel: 744-5654. Owner: Howard M. Rosen; Mgr.: Felix Lazzena.  
Home office: Chicago, Ill.

**OKLAHOMA**

● **OKLAHOMA CITY (Area Code 405)**

Mid-Continent News, 7001 N. Broadway. Zip: 73125. Tel: VI 3-9383. Owner: Jean I. Everest; Mgr.: F. B. Albro; Buyer: Gene Gibbs.

Southwest Dist., 1159 E. Madison Ave. Zip: 73111. Tel: GA 7-3225. Pres.: K. D. Hensley.

● **TULSA (Area Code 918)**

Oklahoma News, 909 W. 23 St. Zip: 74107. Tel: LU 4-4754. Mgr.: Stanley E. White; Buyer: Tape, John Goodnight.

**OREGON**

● **PORTLAND (Area Code 503)**

Record Mds'g Serv., 105 N.E. 62 Ave. Zip: 97213. Tel: 232-5750. Owner, Mgr. & Buyer: William G. Blackburn.

Souvall Bros., 9300 N.E. Multnomah. Zip: 97220. Tel: 254-6547. Gen. Mgr.: Darrell Tilley; Buyer: Bill Massey.

● **ROSEBURG (Area Code 503)**

Paul Jackson Whsle. Tel: 672-4262. Pres.: Paul Jackson; Buyer: Bob Davis.

**PENNSYLVANIA**

● **CONEMAUGH (Area Code 814)**

Page Rec'g, 345 Second St. Tel: 539-8117. Owner, Mgr. & Buyer: Al Page.

● **HARRISBURG (Area Code 717)**

D & H, 2525 N. Seventh St. Tel: 261-2805, 236-8001. Mgr.: David Press; Buyer: Endo Corsetti.  
Branches: Baltimore, Cheverly, Md.

● **HAVERTOWN (See Philadelphia)**

● **IRWIN (see Pittsburgh)**

● **KINGSTON (Area Code 717)**

Record Town, 449 Northampton St. Zip: 18704. Tel: 288-6536. Pres.: Joseph R. Nardone.

● **PHILADELPHIA METROPOLITAN AREA (Area Code 215)**

Bandstand, 2522 N. Broad St. Zip: 19132. Tel: BA 9-9110. Owner: Jerry Rappaport. Buyers: Singles, Mary Picano; Albums, Nick DiList.

I J Morgan, 51 St. & Parkside. Zip: 19131. Tel: TR 7-6033. Pres.: Jerry Rosen; Mgr.: Myron Zacker. Buyers: Singles, Ralph Niglio; Albums, Harry Rothstein.

New Deal Rec. Serv., 2503 N. Broad St. Tel: 229-4555. Mgr.: Pete Voss.  
Home office: New York, N.Y.

Pantomime Rec. Serv., PO Box 2902. Zip: 19126. Tel: 927-0253. Gen. Mgr.: Michael Adler; Buyer: L. Eckle.

Branch: Atlantic City, N. J.  
Rec-O-Rac Dist., 100 Ellis Rd., Havertown. Tel: HI 9-3336. Owner, Mgr. & Buyer: Harry Blauffeld.  
Branch: Philadelphia, Pa., 444 Long Ln., Upper Darby. Zip: 19082. Tel: MA 6-2177.

Record Rendezvous, 134 S. 20 St. Zip: 19103. Tel: LO 7-9424. Gen. Mgr.: Edward R. Marcus.  
Branches: Atlantic City, Perth Amboy, N. J.

Shulman Rec., 428 N. 13 St. Zip: 19123. Tel: MA 7-4902. Pres.: Jerome Shulman; Sec'y-Treas.: Lee Swede.

● **PITTSBURGH (Area Code 412)**

Continental Racks, 427 Jane St., Carnegie. Zip: 15106. Tel: 923-1490. Pres.: William Lawrence; Mgr.: Richard Zimmer; Buyer: James Boyd.

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

Gold Rec., 4341 Ludwick St. Zip: 15217. Tel: 521-0373. Pres.: S. J. Goldstein.

Handleman, 1388 Island, McKees Rocks. Zip: 15212. Tel: 331-6972. Mgr. & Buyer: Vera Powell.  
Home office: Detroit, Mich.

Regal Racks, 1623 Blvd. of the Allies. Contact: Nick Cenci.

Richmark Sales, 1072 Lincoln Hwy., Irwin. Zip: 15642. Tel: 863-0372. Owner: Alvin Ackerman; Gen. Mgr.: John R. Hoebler; Buyer: J. T. Walker.  
Branch: St. Louis, Mo.

SELECTED TAPE & REC., 5222 Century Ave. Zip: 15207. Tel: 683-2133. Mgr.: Don Bray.  
Home office: Elk Grove Village, Ill. (SEE ADVERTISEMENT)

STAR TITLE STRIP, 842 Western Ave. Tel: 231-4314. Mgr.: N. W. Morgan. (SEE ADVERTISEMENT)

● **UPPER DARBY (see Philadelphia)**

*continued on page 132*

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*continued*

**RHODE ISLAND**

- **PROVIDENCE (Area Code 401)**  
Beacon Rec. Dist., 725 Branch Ave. Zip: 02904. Tel: 351-6700. Pres.: Milton Israeloff; Mgr.: Rubin Zeidman. Buyers: Singles, Chris Howe; Albums, Rubin Zeidman.
- H. V. Papazian, 387 Charles St. Zip: 02904. Tel: 351-5099. Owners: Harold Papazian, Haig Yaghoobian; Mgr.: Haig Yaghoobian. Buyers: Singles, Charles Ryan; Albums & Tape, Haig Yaghoobian.

**SOUTH CAROLINA**

- **ABBEVILLE (Area Code 803)**  
Savitz Rec. Ctr., 115 Public Sq. Tel: 459-2143. Owner: Allen Savitz; Mgr.: Cregg Booth; Buyer: Susan Hagen.
- **COLUMBIA (Area Code 803)**  
Brown Sales, 1423 Ellerbe St. Zip: 29204. Tel: 787-3581. Owner, Mgr. & Buyer: H. G. Brown Jr.

**TENNESSEE**

- **CLINTON (Area Code 615)**  
Rural Routes Rec. Serv., Rt. 2, Barlow Rd. Zip: 37716. Tel: 457-0570. Owner: David Farmer.
- **COOKEVILLE (Area Code 615)**  
Rack Ent., 111 W. First. Zip: 38501. 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 & Mgr.: Martin T. Robertson.
- **NASHVILLE (Area Code 615)**  
Volunteer Dist., 435 37 Ave. N. Tel: 297-0055. Owner: Webber Parrish. Buyers: Singles, Ronny Crick; Albums & Tape: Harvey Kilgore.  
Doug Wayne Ents., PO Box 3202. Zip: 37219. Tel: 297-5966. Gen. Mgr.: D. W. Bonds Sr.

**TEXAS**

- **AMARILLO (Area Code 806)**  
Western Mdsrs., 1601 W. Third Ave. Tel: 376-6251. Mgr.: R. H. Williamson; Buyer: Ed Perry.

- **AUSTIN (Area Code 512)**  
Tom Bishop Whsle., Rt. 5, Box 119-D. Zip: 78704. Tel: 282-1773. Owner: Tom Bishop.
- **DALLAS (Area Code 214)**  
Handleman, 2931 Irving Blvd. Zip: 75247. Tel: 631-2943. Mgr.: George Braun. Buyers: Singles, Irma Emery; Albums, George Braun.  
Home office: Detroit, Mich.
- Mershaw of America (div. of Transcontinental Music Corp.), 8730 Empress Row. Zip: 75249. Tel: ME 7-0552. Mgr. & Buyer: Kerry B. Charlton.
- New Deal Rec. Serv., 1409 Round Table Dr. Zip: 75247. Tel: 637-4580. Mgr.: Arnold Kaplan.  
Home office: New York, N. Y.
- North Texas Music, 5806 Velasco. Zip: 75206. Tel: TA 7-4016. Owner: John Pool.
- Record Rack Serv., 8090 Spring Valley Rd. Zip: 75240. Tel: AD 5-6521. Mgr.: Gene Gunstenson.  
Home office: Los Angeles, Calif.
- Records of Dallas, 1345 Chemical St. Tel: ME 1-7263. Mgr.: Ken Marrs.
- Recordwagon (div. of Transcontinental Music Corp.), 4845 Cash Rd. Tel: ME 7-3774. Mgr.: Kerry Charlton.  
Home office: Boston, Mass.
- SELECTED TAPE & REC., 3325 James Dr. Zip: 75227. Tel: EV 1-4986. Mgr.: John Childress.  
Home office: Elk Grove Village, Ill. (SEE ADVERTISEMENT)
- **EL PASO (Area Code 915)**  
Sunland Supply, 2227 Texas Ave. Zip: 79949. Tel: 533-5901. Contact: Bill Shapiro.
- **HOUSTON (Area Code 713)**  
Acme Dist'g, 1210 1/2 Tulane. Zip: 77008. Tel: UN 2-2771. Owner: Kenneth Parish.  
Lolassco, 1634 Wakefield Dr. Zip: 77018. Tel: OV 6-1155. Owners: Maxine & Albert Eickenhorst.  
North Texas Music, 718 Woodland.  
Record Dist., 901 Commerce Ave. Tel: CA 7-4221. Owner: Larry M. Rosmarin; Mgr.: Al Acuna. Buyers: Singles, Mary Ann Martinez; Albums, Larry M. Rosmarin.  
Record Specialties, PO Box 19132, 9799 Pine Lake. Zip: 77024. Tel: HO 8-2765. Owner & Gen. Mgr.: Harvey Hood.

- Records of Houston, 316 E. 11 Ave. Zip: 77008. Tel: UN 1-6868. Mgrs.: Bud & Don Daily.
- **LUBBOCK (Area Code 806)**  
Recordland USA, 3819 Ave. A. Tel: SH 7-4443. Owner: Allan Rosen; Mgr. & Buyer: Bob Iseral.
- **SAN ANGELO (Area Code 915)**  
J. P. Biddle, PO Box 3051. Zip: 76901. Tel: 653-8923. Owners, Mgrs. & Buyers: J. P. Biddle, Ira Parks Jr.

**UTAH**

- **SALT LAKE CITY (Area Code 801)**  
Billinis Dist., 3575 South 700 West. Tel: 266-3540/8. Pres. & Mgr.: John Billinis. Buyers: Singles, Ray Peterson; Albums, John Billinis.  
Mountain West Dist., 2195 S.W. Temple. Tel: 467-0202. Owners: Dick Brower, Rulon Reynolds; Buyer: Rulon Reynolds.

**VERMONT**

- **ST. JOHNSBURY (Area Code 802)**  
St. Johnsbury Rec. Dist., Railroad St. Eastern Ave. Zip: 05819. Tel: 748-2475. Pres. & Buyer: Loren Phelps; Mgr.: Reginald Sevigny.
- **SOUTH BURLINGTON (Area Code 802)**  
Almor Playtime, Dorset St. Zip: 05401. Tel: 864-4087. Mgr.: Ray Baron.  
Home office: Amsterdam, N.Y.

**VIRGINIA**

- **RICHMOND (Area Code 703)**  
Pat's, PO Box 2219. Tel: MI 8-4791. Pres.: Pat Cohen.
- **ROANOKE (Area Code 703)**  
Sav-A-Stop, 1111 Industry Ave. S.E. Tel: 342-8916. VP & Gen. Mgr.: N. Bostick Mink; Sales Mgr.: Cy A. Carper; Buyer: Gary Harper.  
Home office: Jacksonville, Fla.  
Turner Candy, 516 Rorer Ave. S.W. Tel: 342-0500. Pres.: A. L. Turner Jr.

- **VIRGINIA BEACH (Area Code 703)**  
Edge, PO Box 5043. Zip: 23455. Tel: 464-6051. Mgr.: Ed Cook.

**WASHINGTON**


- **SEATTLE (Area Code 206)**  
Consolidated Rec. Dist., 1000 First Ave. S. Zip: 98134. Tel: MU 2-7188. Pres.: Lou Laventhal; VPs: Stan Sullman, Stan Jaffe.  
General Rec. Serv., 408 S. River. Tel: RO 7-3636. Gen. Mgr.: Paul Portteus. Buyers: Singles, Chuck Crist; Albums, Paul Portteus.  
Major Rec. Serv., 902 N.W. 49. Zip: 98107. Tel: SU 4-3520. Gen. Mgr.: Robert G. Anderson.  
Tip Top-Record Serv., 2213 15 Ave. W. Zip: 98119. Tel: AT 4-8910.  
Home office: Los Angeles, Calif.

**WEST VIRGINIA**

- **CHARLESTON (Area Code 304)**  
Handleman, 5606 McCorkle S.E. Zip: 25304. Tel: 925-2145. Mgr.: William Hanson. Buyers: Singles, Glenna Linsbeck; Albums, William Hanson, Judy Miller.  
Home office: Detroit, Mich.

**WISCONSIN**

- **EAU CLAIRE (Area Code 715)**  
Arrow Racks, 1609 Laurel Ave. Tel: 832-2533. Owner: R. W. Meyer.
- **MADISON (Area Code 608)**  
Rapid Sales, 1017 Jonathon Dr. Tel: 257-3088. Pres.: Rolf V. Voegelin. Buyers: Singles, Lowell Grass; Albums & Tape, Donald C. Smith.
- **MILWAUKEE (Area Code 414)**  
Modern Rack Sales, 5825 N. 96 St. Tel: 462-8030. Pres.: John F. O'Brien; Buyer: Mrs. Frankie Williams.  
Musical Isle Rec. Tel: 264-4380. Chicago office: 1550 S. State St. Zip: 60605. Tel: (312) 225-2929. Owner: Milton Salstone; VP & Gen. Mgr.: Victor Faraci.  
Record City, 1136 W. Donges Bay Rd., Mequon. Zip: 53092. Tel: 241-3970. Mgr.: Harold E. Rietz. Buyers: Singles, Gordon C. Peizek; Albums, David L. Wolfsohn; Tape, Don Bergmann.
- **RACINE (Area Code 414)**  
Souville, 507 Main St. Tel: 634-9633. Prop.: J. Huennkens.



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## ALABAMA

● **BIRMINGHAM** (Area Code 205)  
Music Center, 416 N. 19 St. Zip: 35204. Tel: 251-8252. Mgr.: Virgil C. Lugar.  
Victory Rec. Serv., 1608 First Ave. N. Tel: 324-9505. Owner & Mgr.: Morris S. Corona.

## ARIZONA

● **PHOENIX** (Area Code 602)  
Arizona One Stop, 2029 N. Black Canyon Hwy. Zip: 85009. Tel: 252-4013. Mgr. & Buyer: Margo Grover.

## ARKANSAS

● **LITTLE ROCK** (Area Code 501)  
Moses Melody, 505 Main St. Tel: FR 5-0105. Pres.: Jim Moses.

## CALIFORNIA

● **CAMPBELL** (Area Code 408)  
Curto's Auto Stereo, 2228 S. Bascom Ave. Zip: 95008. Tel: 371-1476. Owner: Gary Curto.

● **FRESNO** (Area Code 209)  
Discorama, 1321 Fulton Mall. Tel: 485-8840. Mgr.: Carl Johnston.  
Home office: San Jose, Calif., Discorama/Ideal Rec. Serv.

## ● LOS ANGELES METROPOLITAN AREA (Area Code 213)

Atlas-Rand, 1011 Chestnut St., Burbank. Zip: 91502. Tel: 845-2401 (tape only).  
Home office: Paramus, N.J.

Auto-Music, 2622 S. La Cienega Blvd. Zip: 90034. Tel: 870-0401. Pres.: I. R. Stulman.  
Cal Raks (div. Transcontinental Music Corp.), 15500 S. Main St., Gardena. Zip: 90427. Tel: 327-6580. Pres.: George D. Hartstone.

California Music, 2933 W. Pico Blvd. Zip: 90006. Tel: 733-1181. Owner: Sam Ricklin; Mgr.: Buddy Robinson. Buyers: Singles, Jerry Barish; Albums, Nash Lazalde.

Car Tapes, 16725 Roscoe Blvd., Van Nuys. Zip: 91406. Tel: 894-8368. Mgr.: Len Lasker (tape only).  
Home office: Chicago, Ill.

John's Music, 11020 S. Main St. Zip: 90023. Tel: 755-1165. Owner: John L. Jackson; Mgr.: Mary Louise Jackson. Buyers: Singles, Mary L. Jackson; Albums, John L. Jackson; Tape, Marie Jackson.

Linden Dists., 929 Larrabee, Suite 12. Zip: 90069. Tel: 766-3851. Mgr.: Lindy Blaskey; Buyers: Singles, Lindy Blaskey; Albums, Joe Martinez.  
Luenhagen's, 2277 W. Pico. Zip: 90006. Tel: 384-4134. VP & Mgr.: Mary Solle.

Nehi Rec. Dist'g, 615 W. Washington Blvd. Zip: 90015. Tel: 746-1808. Pres.: Tom Heimann; Gen. Mgr.: Wayne Volat.

New Deal Rec. Serv., 3334 La Cienega Pl. Zip: 90016. Tel: 731-9313. Mgr. & Buyer: Alan Atkins.

Branches: New Haven, Conn.; Chicago, Ill.; Baltimore, Md.; Detroit, Mich.; New York, N.Y.; Philadelphia, Pa.; Dallas, Tex.

Norty's, 436 N. Fairfax Ave. Tel: WE 8-2758. Owner: Norton Beckman.

Op's 1 Stop, 2707 W. Pico Blvd. Zip: 90006. Tel: 737-4540. Owner, Albums & Tape Buyer: Jack Douglas; Mgr. & Singles Buyer: Jack Frost.

Pico Blvd. Rec. Sales, 4100 1/2 W. Pico Blvd. Zip: 90019. Tel: 731-5104. Owner: Richard Sussner.

Sun State Music Dist., 2669 W. Pico Blvd. Tel: 383-4137. Owner: Al Latuska.

West Coast Music Sales, 3160 W. Pico Blvd. Zip: 90019. Tel: 735-1565. Owner & Mgr.: Joel Miller.

● **SAN BERNARDINO** (Area Code 714)  
Bravivoff Piano & Music, 1170 "E" St. Tel: TU 9-8596. Owner: Harvey Bravivoff.

● **SAN DIEGO** (Area Code 714)  
Ratner Electric, 745 Broadway. Zip: 92101. Tel: 234-3363. Owner: Marco Ratner; Mgr.: Myrtle D'Onofrio. Buyers: Records, Myrtle D'Onofrio; Tapes, Seymour Ratner.

● **SAN FRANCISCO & BAY AREA** (Area Code 415)  
Nor-Cal (div. Transcontinental Music Corp.), 233 Utah Ave., South San Francisco. Zip: 94080. Tel: 871-8677. VP & Gen. Mgr.: Leon Hartstone; Sales Mgr.: Stu Marlowe; Opns. Mgr.: Godfrey Dickey.

Pic-A-Tune, 1461 Park Ave., Emeryville. Zip: 94068. Tel: 654-5110. Pres.: David Watson; Gen. Mgr.: Vern Cupples. Buyers: Singles, Hal Furtney; Albums, Dick Honahoe.

Branch: San Francisco, Calif., 645 Bryant St., Zip: 94107. Tel: 781-8171. Mgr.: Leon P.

Bohn. Buyers: Singles, Leon P. Bohn; Albums, Alba Improvo.

● **SAN JOSE** (Area Code 408)  
Discorama/Ideal Rec. Serv., 227 S. First St. Tel: 286-5838. Owner: Art Walker. Buyers: Latin Div., Ruben Mella; American Div., David Raun. Branch: Fresno, Calif., Discorama.

● **SUNNYVALE** (Area Code 408)  
Records Unlimited, PO Box 2070. Zip: 94087. Tel: 738-4106. Partners: C. Wayne Coombs Jr., Frank B. Kennedy.

## COLORADO

● **DENVER** (Area Code 303)  
A & N, PO Box 2671. Zip: 80201. Owner & Gen. Mgr.: James C. Scott Sr.

Active Electronics (div. Action Rec. Dists.), 1622 Federal Blvd. Zip: 80204. Tel: 222-1681. Pres.: Earl Woolf; VP: Ed Hacker; Sales Mgr.: Marc Bertone; Opns. Mgr.: Chuck Wright. (tape only).

Big Scott Dist., 1819 E. 31 Ave. Zip: 80205. Tel: 222-8062. Owner: James C. Scott Sr.; Mgr.: Charles James. Buyers: Singles, James C. Scott Sr.; Albums, Charles James.

Mid Hi, 77 Kalamath St. Zip: 80223. Tel: 255-2021. Owners: Louis & Joe Oxman; Mgr.: Louis Oxman. Buyers: Singles, Manny Martinez; Albums, Bob King.

Tape: cartridge & open reel.  
Music Mdsrs. of Denver, 3825 Newport St. Zip: 80207. Gen. Mgr. & Buyer: Paul Marcus.  
Mountain Dist., 3630 Downing St. Tel: 222-8518. Owner: Pefer J. Geritz.

One Stop Rec. Dist., 6265 E. Evans Ave. Zip: 80222. Tel: 757-8551. Mgr.: Robert M. Baker.

## CONNECTICUT

● **EAST HARTFORD** (Area Code 203)  
Central Rec. Serv. (div. of Trinity Rec. Dist.), 477 Park Ave. Zip: 06108. Tel: 289-5339. Mgr.: John Rocanello.

Dave's, 313 Park Ave. Zip: 06108. Tel: 289-6122. Owner & Buyer: Dave Bratner; Mgr.: Tony Galeota.

Eastern Tape, 360 Tolland St. Zip: 06108. Tel: 289-7431. Pres.: Richard J. Godlewski; Sales Mgr.: Jim Boesch. (tape only).

Globe, 308 Tolland St. Tel: 289-6424. Owner & Mgr.: Gene Gotthelf. Buyers: Singles, Wayne Marshall; Albums & Tape, Ed Reilly.

Leslie Dist., 275 Park Ave. Zip: 06108. Tel: 289-9361. Sales Mgr.: Edward E. Stein.

● **NEW HAVEN** (Area Code 203)  
Cutlers, 33 Broadway. Zip: 06511. Tel: 777-6271.  
New Deal Rec. Serv., 215 Lambert St. Zip: 06519. Tel: 777-5793. Mgr.: Sid Dicker.

Branches: Los Angeles, Calif.; Chicago, Ill.; Baltimore, Md.; Detroit, Mich.; New York, N.Y.; Philadelphia, Pa.; Dallas, Tex.

Quality Music, 3933 S. Capitol St. Tel: 561-4700. Owners: Max Silverman, Gene Levy, Herb Cohen. Buyer: Gene Levy.

Branch: Washington, D.C., 721 H St. N.E. Tel: 543-2134-5807 Eastern Ave. N.E.

Super Music City (see listing under Silver Spring, Md.)

## DISTRICT OF COLUMBIA

● **WASHINGTON & ENVIRONS** (Area Code 202)  
D & H Dist'g (see listing under Cheverly, Md.).  
Music Time Dist., 901 Girard St. N.E. Tel: 526-2616. Owner & Buyer: Sidney S. Horwitz.

Potomac Music & Rec. Serv., 3746 10 St. N.E. Zip: 20017. Tel: 529-0882. Pres.: Michael P. Mackulic; VP: John E. Kmiec.

Quality Music, 3933 S. Capitol St. Tel: 561-4700. Owners: Max Silverman, Gene Levy, Herb Cohen. Buyer: Gene Levy.

Branch: Washington, D.C., 721 H St. N.E. Tel: 543-2134-5807 Eastern Ave. N.E.

Super Music City (see listing under Silver Spring, Md.)

## FLORIDA

● **JACKSONVILLE** (Area Code 305)  
Budisco, 60 Riverside Ave. Tel: 355-6443.  
Record Supply, 206 Riverside Ave. Zip: 32202. Tel: 355-7223. Pres.: Richard N. Stultz; Mgr.: Janet Pettis.  
Home office: Orlando, Fla.

● **MIAMI METROPOLITAN AREA** (Area Code 305)  
Budisco, 286 N.W. 29 St. Zip: 33127. Tel: 633-6031.  
Florida One Stop (div. Fla. Music & Vending), 1100 N.W. 163 Dr. Zip: 33169. Tel: 621-1415. Pres.: Edgar C. Blankenbecker.

Ernest C. Reyer, 2815 S.W. 63 Ave. Zip: 33155. Tel: MO 1-1524. Owner: Ernest C. Reyer.  
Southern Rec. Serv., 1020 E. 14 St., Hialeah. Zip: 33010. Tel: 885-4625. Pres.: Dave Shedd.

● **ORLANDO** (Area Code 305)  
Record Supply, 2634 Taft Ave. Tel: 422-2466. Mgr.: Richard N. Stultz.  
Branch: Jacksonville, Fla.

● **SARASOTA** (Area Code 813)  
Kuban's, 258 Ringling Ctr. Zip: 33577. Tel: 955-9191. Owner E. C. Kuban.

● **TALLAHASSEE** (Area Code 904)  
One Stop Rec., 226 N. Duval St. Zip: 32301. Tel: 224-4015, 221-1371. Pres.: M. B. Martin; Mgr. & Buyer: Hugh Martin.

● **TAMPA** (Area Code 813)  
Florida Electronics, 2106 Main St. Zip: 33607. Tel: 251-3169. Pres.: Linda L. Santos.

## GEORGIA

● **ATLANTA** (Area Code 404)  
Gate City Rec. Serv., 1231-D Collier Rd. Tel: 351-4821. Owner: Gerald Friedman; Mgr.: Ted Pousman; Buyers: Singles, Carol Sanford; Albums, Jack Franklin.

● **CLARKESVILLE** (Area Code 404)  
Clarkesville Rec. Sales, PO Box 198, 608 N. Washington St. Zip: 30523. Tel: 754-2152. Owner: Peter J. Rosettey; Mgr.: Larry Jones; Buyer: Allen Dotson.

● **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, 4928 Bankhead Hwy. Zip: 30059. Tel: 948-7711. Owner: Lewis E. Jenkins; Mgr.: Van Q. Rice.

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Best Music, 4928 Bankhead Hwy. Zip: 30059. Tel: 948-7711. Owner: Lewis E. Jenkins; Mgr.: Van Q. Rice.

## HAWAII

● **HONOLULU**  
Records Hawaii, PO Box 11147. Zip: 96814. Mgr. & Buyer: Carl Schumacher; PR: John Leonard.

## ILLINOIS

● **CHICAGO** (Area Code 312)  
Atlas-Rand, 3770 W. Pratt Ave., Lincolnwood. Zip: 60645. Tel: 679-4680 (tape only).  
Home office: Paramus, N.J.

Barney's, 3234 W. Roosevelt Rd. Zip: 60624. Tel: 826-1828. Pres.: Willie J. Barney; Buyer: Lillian Stanley.

Car Tapes, 320 W. Ohio St. Zip: 60610. Tel: 943-5158. Pres.: James LeVitus; VP Mktg.: Ed Swire (tape only).  
Branch: Los Angeles, Calif.

Galgano Dist., 4135 W. Armitage Ave. Zip: 60639. Tel: 342-7060. Mgrs.: Anthony & John Galgano.

Kiderian Rec. Dists., 4926 W. Gunnison St. Zip: 60630. Tel: 545-7742. Contact: Ray Peck.  
Little Al's Recortapes, 3216 W. Lawrence Ave. Zip: 60625. Tel: IR 8-6114. Contact: Al Terman.

Marquette, 3215 W. 63 St. Zip: 60629. Tel: 434-3737. Mgr. & Buyer: Gerald J. O'Dwyer.

Mr. T's Volume Rec. Sales, 1729 E. 87 St. Zip: 60617. Tel: 375-8445. Owner: Max Tannenbaum.

Pan-American, 3751 W. 26 St. Zip: 60623. Tel: 521-1100. VP: M. S. Frenkel.

R & R Rec. Dist., 7059 Addison. Tel: 282-5454. Owner: Robert J. Kennedy; Mgr.: William Veersteegh. Buyers: Singles, Jerry Burchardt; Albums & Tape, William Veersteegh.

Rapid One Stop Serv., 1400 S. Michigan Ave. Zip: 60605. Tel: 939-2661. Mgr.: Ron Hughbanks. Buyers: Singles & Albums, Ron Hughbanks; Tape, Fred Levine.

Singer, 1812 W. Chicago Ave. Tel: HU 6-7400. Pres.: Fred Sipiora.  
Branch: Chicago, Ill., 6920 S. Halsted St. Tel: RA 3-3144.  
Tape: cartridge.

Susan Dist'g, 1410 S. Michigan Ave. Zip: 60605. Tel: 922-2517. Owner: David Lieberman; Mgr.: Harry S. Losk. Buyers: Singles, Leon Eady; Albums, Larry L. Backe.

Branch: Minneapolis, Minn., Acme Music Serv. World Rec. Dist., 2317 S. Michigan Ave. Zip: 60616. Tel: 842-4307. Owner: Morris Goldstein.

● **DECATUR** (Area Code 217)  
Original One Stop Rec. Serv., 312 N. Water. Tel: 428-6653. Mgr.: William Chrysler. Branches: Kansas City, Mo.; St. Louis, Mo.

● **ELK GROVE** (Area Code 312)  
New Deal Rec. Serv., 1001 Nicholas Blvd., Elk Grove Village. Zip: 60007. Tel: 922-6245. Mgr.: Chuck Meyers.

Branches: Los Angeles, Calif.; New Haven, Conn.; Baltimore, Md.; Detroit, Mich.; New York, N.Y.; Philadelphia, Pa.; Dallas, Tex.

● **MOLINE** (Area Code 309)  
Varmint, 161 Fourth Ave. Zip: 61265. Tel: 764-0286. Pres.: Robert Schoemaker; Mgr.: Jerry Pynckel; Buyer: Kelly McClelland.

*continued on page 134*



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continued

- **PEORIA (Area Code 309)**  
Hi Fi, 804 N. Main St. Zip: 61602. Tel: 674-1383.  
Owner: Charles C. Sisney.  
R & R Rec. Dist., 313 N. Franklin. Tel: 673-4469.  
Mgr.: Ronald Salpietro. Buyer: Rick Keyster.  
Home office: Chicago, Ill.
- S & G Music Store, 403 S. Adams. Zip: 61603.  
Tel: 676-5112. Owner & Mgr.: Ruby A. Duncan.  
Buyers: Singles, Ruby A. Duncan; Albums,  
Paul S. Duncan.

- **SKOKIE (Area Code 312)**  
Universal Music Mdr., 9047 N. Terminal. Tel:  
965-1810. Owner: Joe Weiss. Buyers: Singles,  
Vivian Gluck; Albums & Tape, Betty Fregale.

- **SPRINGFIELD (Area Code 217)**  
The Platter, Fourth & Adams St. Tel: 528-0455.  
Owner: Charles Sah; Mgr.: Charles Salvo.

### INDIANA

- **FORT WAYNE (Area Code 219)**  
Car-Tape Dists., 211 E. State St. Zip: 46805.  
Tel: 484-2922, 748-0745. Pres.: Robert W.  
Carteaux.

- **INDIANAPOLIS (Area Code 317)**  
Associated Dist., 210 S. Meridian St. Zip: 46225.  
Tel: ME 4-2591. Mgr.: Lynne Jenks. Buyers:  
Singles, James Coffin; Albums, Tom Whalen;  
Tape, Larry Wilhite.  
C C Rec. Co. of Indiana, 3708 E. 38 St. Zip: 46218.  
Tel: 546-4330. Owner: Charles Collier. Buyers:  
Singles, Wanda Smith; Albums, Robert Lay.  
Wholesale Rec. Sales, PO Box 27246, 1312 N. Capito  
Ave. Zip: 46227. Tel: 881-4528, 632-9636.  
Owner: Donald A. Gobrecht.

### IOWA

- **DES MOINES (Area Code 515)**  
All-Record Sales, 515 E. Locust. Zip: 50309. Tel:  
244-5157. Owner: Amos Heilicher; Gen. Mgr.:  
Marvin Sanderson; Mgr. & Buyer: Jerry Cun  
ningham.  
Branches: Minneapolis, Minn.; Omaha, Neb.  
Mars Sales, 1630 Locust. Zip: 50309. Tel: 282-0429.  
Gen. Mgr.: Jack Mishler. Buyers: Singles, Ed  
Dunker; Albums, Chuck Taylor & Stan Hoffman.

### KANSAS

- **WICHITA (Area Code 316)**  
Davidson's, 1719 S. Hillside. Tel: MU 6-6648. Owner:  
Mildred S. Davidson; Mgr. & Buyer: Evelyn  
Oakes.  
Branches: Kansas City, Mo.; Omaha, Neb.  
Giant, 203 E. Douglas. Zip: 67202. Tel: AM 5-7508.  
Owner: I. Albert.  
Pioneer Dist. Co. of Kans., PO Box 517. Zip: 67201;  
2955 S. Kansas Ave. Zip: 67216. Tel: LY 1-  
3414. Pres. & Gen. Mgr.: Al Driscoll.

### KENTUCKY

- **CAMPBELLSVILLE (Area Code 502)**  
Central Electronics, 113 N. Central Ave. Zip: 42718.  
Tel: 465-5631. Owner: Randall B. Herron.
- **LOUISVILLE (Area Code 502)**  
Kentuckiana Rec. Sales, PO Box 261, 560 S. Fourth  
St. Zip: 40202. Tel: 585-4750. Mgr.: Kenneth  
Vine. Buyers: Singles & Albums, Helen Vine;  
Tape, Ken Charles.  
King Rec. Shop, 240 W. Jefferson St. Tel: 584-5535.  
Owner: Gene King.  
Shivley, 4464 Dixie Hwy. Zip: 40216. Tel: 447-4951.  
Owner & Buyer: A. R. Brown.  
Tiff's Rec. Store, 309 S. Fourth St. Zip: 40202.  
Tel: 584-4933. Owner: Marlin Cohn; Mgr.:  
David Sanderson.

- **OWENSBORO (Area Code 502)**  
Wax Works Rec. Shop, 320 Washington Ave. Tel:  
683-1585. Contact: Leroy Woodward.

### LOUISIANA

- **ALEXANDRIA (Area Code 318)**  
Gospel Rec. Dists., 1416 Fifth St. Zip: 71301. Tel:  
443-1930. Owner: J.D. Davis.
- **BATON ROUGE (Area Code 504)**  
Fifth Ave. Rec. Shoppe, 319 Third St. Zip: 70801.  
Tel: 342-8066. Prop.: Jack Shaab.  
Branch: 8430 Scotland Ave. Tel: 775-9698.  
Owner & Mgr.: Irwin Shaab; Buyers: Single &  
Tape, Morton Schaab; Albums: Irwin Schaab.

- **GRETNA (Area Code 504)**  
Territo's, 522 Lafayette. Zip: 70053. Tel: 361-9168.  
Prop.: Samuel Territo.

- **LAFAYETTE (Area Code 318)**  
Stagg's Music Shoppe, 503 N. University. Zip:  
70501. Tel: CE 2-1575. Owner: L. R. Stagg;  
Mgr.: Mrs. L. B. Stagg. Buyers: Singles,  
Geraldine Credeur; Albums, Mrs. L. B. Stagg.  
Branch: New Iberia, La.

- **NEW IBERIA (Area Code 318)**  
Stagg's Music Shoppe, 204 E. Main St. Zip: 70560.  
Tel: 364-5941. Owner: L. R. Stagg; Mgr.: Nita  
Gilbert.  
Home office: Lafayette, La.

- **NEW ORLEANS (Area Code 504)**  
One Stop Rec. Shop, 350 S. Rampart St. Tel: 524-3372. Owner: Joe Assunto; Mgr.: Lloyd Legendre.  
Operators, 4006 Eden St. Zip: 70125. Tel: 822-4332/1418. Owner, Mgr. & Buyer: Jack Bernard.
- **SHREVEPORT (Area Code 318)**  
STAN'S REC. SERV., 728 Texas St. Tel: 422-7182. Owner: Stan Lewis; Gen. Mgr.: Ronn Lewis. Buyers: Singles, Pete Pizzolato; Albums, Ronn Lewis; Tape: Ed. Westergaard. (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, Ray Lafleur; Albums, Floyd Soileau.

## MAINE

- **PORTLAND (Area Code 207)**  
Commercial Dist., 212 Anderson St. Zip: 04101. Tel: 774-5362. Mgr.: V. Harry Mooradian. Buyers: Singles, Rick Caron; Albums, V. Harry Mooradian, Bill Tiffany.  
Portland Rec., 84 W. Cove. Tel: 772-6551. Pres.: J. C. Boyd; Mgr. & Buyer: C. Roy Rice.

## MARYLAND

- **BALTIMORE (Area Code 301)**  
D & H, Russell & Worcester. Tel: 727-5100. Mgr.: Buck Pyle.  
Home office: Harrisburg, Pa.  
Ellis Dist., 5256 Fairlawn Ave. Zip: 21215. Tel: 367-0700. Owner: Edgar H. Ellis; Mgr.: James H. Hendrix. Buyers: Singles, Robert McKenzie; Albums, George Allen; Tape, Thomas Ansteadt.  
Musical Sales, 134 W. Mt. Royal Ave. Zip: 21201. Tel: 837-5757. Pres.: Milton Bereson; Mgr.: Walter Meineke. Buyer: Singles, Walter Meineke; Albums, Joseph Stinett; Tape, Milton Bereson. Tape: cartridge.  
New Deal Rec. Serv., 4524 O'Donnell St. Zip: 21224. Tel: 342-3350. Mgr.: Ronald Bollon.  
Branches: Los Angeles, Calif.; New Haven, Conn.; Chicago, Ill.; Detroit, Mich.; New York, N. Y.; Philadelphia, Pa.; Dallas, Tex.  
One Stop Rec. Serv., 409 W. Coldspring. Zip: 21210. Tel: 889-3855. Mgr.: Nathan Barnett.  
Redisco, 1815 Guilford Ave. Zip: 21202. Tel: 727-6420. Mgr.: Oscar Buchman. Buyers: Singles, Milt Mehlman; Albums & Tape, Oscar Buchman.  
Your Super Music, 509 N. Gay St. Zip: 21202. Tel: BR 6-3770. Buyer: Ernest Burston.

- **CHEVERLY (Area Code 301)**  
D & H Dist'g, 2500 Schuster Dr. Zip: 20781. Mgr.: George Nesline.  
Home office: Harrisburg, Pa.
- **PIKESVILLE (Area Code 301)**  
Coronet Music, 4724 Bonnie Brae Rd. Zip: 21208. Tel: 655-5145/4031. Pres.: Sam Anoff.
- **SILVER SPRING (Area Code 301)**  
Super Music City, 936 Bonifant St. Zip: 20910. Tel: 585-7418. Owners: Phil Levine, Herb Frubush; Mgr. & Buyer: Phil Levine.

## MASSACHUSETTS

- **BOSTON METROPOLITAN AREA (Area Code 617)**  
Boston Rec. Dist., 150 Vernon St. Tel: 442-2345/6. 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: 542-8380. Owner: Richard L. Mitchell; Mgr. & Buyer: Richard Peach.  
Disco, 141 Milk St. Zip: 02109. Tel: 423-4840. Buyer: Albums, Fred Traub.  
Branch: Everett, Mass., 339 Broadway. Zip: 02149. Tel: 339-7200. Buyer: Singles, Gabriel W. Margolis.  
E-Z One Stop Rec. Serv., 893 Dorchester Ave., Dorchester. Zip: 02125. Tel: 282-8700. Pres.: Mickey Sciarappa; Treas.: Bob Levin.  
Lesley Sales, 590 Dedham St., Newton Center. Zip: 02159. Tel: 527-6230. Owner: A. L. Levine.  
New England One-Stop Rec. Dist., 354 Massachusetts Ave. Zip: 02115. Tel: 266-4932/3. VP & Treas.: Robert Kallish.  
W S Music Dist., 126 Lincoln St., Brighton. Tel: 254-4040. Owner: William Schwartz; Mgr. & Buyer: Elliot E. Stone.

## MICHIGAN

- **BAY CITY (Area Code 517)**  
Lucky's Rec. Shop, 713 E. Midland St. Zip: 48706. 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. Zip: 48126. Tel: LU 2-5850. Pres.: Chet Kajeski.

continued on page 136

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continued

- **DETROIT (Area Code 313)**  
 Angott Rec. Sales, 2616 Puritan. Zip: 48238. Tel: 341-7053. Owners: Ron Rogers, Ken Walker; Mgr. & Buyer: Ron Rogers.  
 Cadet Dist., 13380 Capital Ave., Oak Park. Zip: 48237. Tel: 548-3171. Pres.: Harry Levin; Mgr.: Al Truax. Buyers: Singles, Leo Cheslak; Albums & Tapes, Harry Levin.  
 CONSOLIDATED, 13254 Linwood Ave. Tel: TO 5-8666. Gen. Mgr.: Thomas C. Mutter. (SEE ADVERTISEMENT)  
 MOBILE MUSIC, 2950 W. Davison. Zip: 48238. Tel: 883-6565. (SEE ADVERTISEMENT)  
 New Deal Rec. Serv., 15329 Livernois Ave. Tel: 863-2225. VPs: Al Levine, Lou Klayman; Mgr. & Buyer: Dave Lasher.  
 Branches: Los Angeles, Calif.; New Haven, Conn.; Chicago, Ill.; Baltimore, Md.; New York, N. Y.; Philadelphia, Pa.; Dallas, Tex.  
 State Song Shop, 3419 Chrysler. Zip: 48201. Tel: TE 3-5299. Owner: A. Harris.
- **ESCANABA (Area Code 906)**  
 Lake Shore Dist., 2605 Lake Shore Dr. Zip: 49829. Tel: 786-4100. Owner & Buyer: Larry Deming.
- **GRAND RAPIDS (Area Code 616)**  
 Kent, 41 S. Division. Zip: 49502. Tel: 459-4549. Mgr. & Buyer: Tom Bowles.
- **KALAMAZOO (Area Code 616)**  
 Mobile Rec. Serv., 5159 E. Main St. Zip: 49004. Tel: 343-3736. Mgr.: Ted Howell.  
 Branch: 1509 Orchard Dr. Zip: 49002. Tel: 327-9463. Mgr.: Don Kinney.  
 Home office: Pittsburgh, Pa.

## MINNESOTA

- **MINNEAPOLIS (Area Code 612)**  
 Acme Music Serv., 9549 Penn Ave. S., Bloomington. Tel: 888-5521. Mgr.: Sylvester Vanyo. Buyers: Singles, Dennis Anderson; Albums, Sylvester Vanyo.  
 Branch: Chicago, Ill., Susan Dist'g.  
 All-Record Sales, 7600 Wayzata Blvd. Zip: 55426. Tel: 544-4201. Owners: Amos & Dan Heilicher; Gen. Mgr.: Marvin Sanderson; Mgr. & Buyer: Tom Prenevost.  
 Branches: Des Moines, Iowa; Omaha, Neb.  
 Brown Bros., 2321 Washington Ave., N. Zip: 55411. Tel: 522-6648. Owner & Pres.: 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.  
 Sam Sales, see Acme Music Serv.

## MISSISSIPPI

- **GREENVILLE (Area Code 601)**  
 Lynn's, 617 Nelson. Zip: 38701. Tel: 332-8665/5710. Pres.: Henry B. Hines.

## MISSOURI

- **KANSAS CITY (Area Code 816)**  
 Davidson's, 321 Southwest Blvd. Tel: VI 2-5220. Owner & Mgr.: Mildred S. Davidson. Buyers: Singles, Harold Hassler; Albums, Delores Corn-ing.  
 Branches: Wichita, Kan.; Omaha, Neb.  
 Kansas City News Dist's, 4231 E. 75 St. Zip: 64132. Tel: EM 3-7171. Mgr.: Allan Levy.  
 Original One Stop Rec. Serv., 3230 Roanoke Rd. Tel: LO 1-8076. Pres.: Ed Ockel; Mgr.: Neva Cessnun.  
 Branches: Decatur, Ill.; St. Louis, Mo.
- **ST. LOUIS (Area Code 314)**  
 L & R Dist'g, 1901 Delmar Blvd. Zip: 63103. Tel: GA 1-5633. Owner: Lew Ruben; Mgr.: Rick Elliot.  
 Missouri Discs, 1906 Washington Ave. Tel: MA 1-2874. Sales Mgr.: Norman Hausfater.  
 Original One Stop, 2721 Pine St. Tel: JE 5-4172. Mgr.: John Pohl.  
 Branches: Decatur, Ill.; Kansas City, Mo.  
 Pat's One Stop Rec. Serv., 1911 Washington. Zip: 63103. Tel: CE 1-2074. Mgr.: Pat Blunda.  
 Uptown Music, 617 N. Kings Hwy. Zip: 63108. Tel: FO 7-2602. Pres.: Harry Brockman; Mgr.: Mrs. Betty Dorrin.

## NEBRASKA

- **OMAHA (Area Code 402)**  
 All-Record Sales, 2500 Harney St. Tel: 342-1545. Owners: Amos & Dan Heilicher; Gen. Mgr.: Marvin Sanderson; Mgr. & Buyer: Pete Poulos.  
 Branches: Des Moines, Iowa; Minneapolis, Minn.  
 Davidson's, 1214 Farnam. Zip: 68102. Tel: 341-4088. Owner: Mildred S. Davidson; Mgr. & Buyer: Joe Quartoroli Jr.  
 Branches: Wichita, Kan.; Kansas City, Mo.  
 Lieberman's, 809 S. 25 St. Zip: 68106. Tel: 341-3056. Mgr.: Evelyn Dairymple.

## NEVADA

- **RENO (Area Code 702)**  
 Rancho Dist'g, 1522 MaHoy Ln. Zip: 89502. Tel: 329-0010. Owner, Mgr. & Buyer: Darwin Jones.

## NEW HAMPSHIRE

- **MANCHESTER** (Area Code 603)  
Manchester Music, 62 Lowell St. Tel: 669-5320.  
Owner: Irving Taube; Mgr.: Alfred Bergeron.  
Buyer: Ruth Demers.

## NEW JERSEY

- **ATLANTIC CITY** (Area Code 201)  
Mike's, 1004 Pacific Ave. Zip: 08401. Mgr.: Ronald Toll.  
Home office: Philadelphia, Pa.  
Record Rendezvous, 1004 Pacific Ave. Zip: 08401.  
Tel: 442-1021. Cable: RECREN.  
Home office: Philadelphia, Pa.

- **ELIZABETH** (Area Code 201)  
Able Rec. Sales, Seeburg Bldg., 730 Division St.  
Tel: 351-6660. Mgr.: Jack Glauben.

- **HACKENSACK** (Area Code 201)  
Relic Rack, 136 Main St. Tel: 342-4848. Owner: Ed Gries; Mgr.: Wayne Stierle; Buyers: Ed Gries & Wayne Stierle.

- **IRVINGTON** (Area Code 201)  
Dierickx Music, 1316 Springfield Ave. Zip: 07111.  
371-0777. Rec. Sales Mgr.: Tony Villanova.

- **MONTCLAIR** (Area Code 201)  
Belmont Rec., 350 Bloomfield Ave. Zip: 07042. Tel: 744-5680. Owner: Frank Gottlieb.

- **NEWARK** (Area Code 201)  
Ideal Rec. Prods.—Raymar Sales, 357 Lyons Ave. Tel: WA 3-6333. Pres.: Samuel Keenholtz; Mgr.: Jack Kosloff.

- NEW JERSEY, 175 Clinton Pl. Zip: 07112. Tel: 923-6472. Pres.: Joseph C. Martin; Mgr.: Angelo Pompeo; Buyer: Ed Gries. (SEE ADVERTISEMENT)

- Service One Stop Dist., 16 Fenwick St. Tel: 243-8700. Owner: Irv Cohen; Mgr.: Ralph Schechtman; Sales Mgr.: Hal Price. Buyers: Singles, Hal Price; Albums, Frank Di Marsico.  
Branch: Springfield, N. J.

- Smoke's Oldies But Goodies, 116 Market St. Zip: 07102. Tel: 242-6868. Pres.: George Blackwell.

- **PARAMUS** (Area Code 201)  
Atlas-Rand, 2 Keystone Pl. Zip: 07652. Tel: 262-7500. NYC Tel: (212) 563-6663. Sales Mgr.: Carl Salikof; Adv. Dir.: Stuart Better (tape only).  
Branches: Burbank, Calif.; Chicago, Ill.; Dallas, Tex.

- **PERTH AMBOY** (Area Code 201)  
Record Rendezvous, 169 High St. Zip: 08861.  
Home office: Philadelphia, Pa.

- **ROCHELLE PARK** (Area Code 201)  
Garden State Rec. Dist. (div. of Interstate Rec. Dist., New York, N. Y.), 68 W. Passaic St. Tel: 843-2670. Owner: M. G. Wells. Buyers: Singles, Max Goldstein; Albums, Stan Sterling.

- **SPRINGFIELD** (Area Code 201)  
Service One Stop Dist., Rt. 22, Runyon Bldg., Fadem Rd. Tel: DR 6-7666. Mgr.: Paul Reilly.  
Home office: Newark, N. J.

- **TRENTON** (Area Code 609)  
Allied Rec. Sales (Oldies But Goodies), 1001 Hamilton Ave. Zip: 08629. Tel: 392-0211. Owners: John T. Gervasoni, Frank Romani.

## NEW YORK

- **ALBANY** (Area Code 518)  
J-S Rec. Dist., 98 Everett Rd. Zip: 12205. Tel: 489-5446. Owner: Joe Spence; Mgr.: Ronald Spence.

- Mobile Rec. Serv., Hotel Wellington, 136 State St. Zip: 12207. Tel: 434-4141. Mgr. Don Gretz.  
Home office: Pittsburgh, Pa.

- **AMSTERDAM** (Area Code 518)  
Almor Playtime, PO Box 111. Zip: 12010; Wallins Corners Rd. Tel: 842-2500. VP: Albert A. Hyman; Mgr. & Buyer: Richard Sukel.

- **BUFFALO** (Area Code 716)  
Buffalo (div. of Transcontinent Rec. Sales), 1790 Main St. Zip: 14208. Tel: 882-0427. Owners: Steve Brodie, Leonard Silver; Mgr.: Joel Pinter.  
Branches: Rochester, N. Y., Rochester One Stop; Syracuse, N. Y., Syracuse One Stop.  
One Stop Tape Ctr., 1133 Main St. Zip: 14208. Tel: 882-0427. Mgr.: Neil Sawyer.

- **FREEPORT, L. I.** (Area Code 516)  
DOUBLE B, 240 E. Merrick Rd. Zip: 11520. Tel: FR 8-2222. Pres.: Bernie Boorstein. (SEE ADVERTISEMENT)

- **GREAT NECK, L. I.** (Area Code 516)  
Variety Audio Prods., 15 Bond St. Zip: 11021. Tel: HU 2-0900. Owner, Mgr. & Buyer: David Shichman.

- **LATHAM** (Area Code 518)  
Bee Gee, Shaker Ind'l Park. Zip: 12110. Tel: 785-1356. Owner: Leonard Smith; Mgr.: T. Markoski. Buyers: Singles, Jack Mirorion; Albums, T. Markoski; Tape, Pete Hannagan.  
L & L Dist. (see Bee Gee).

continued on page 138

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continued

### • NEW YORK CITY (Area Code 212)

- A-1 Rec. Sales, 659 10 Ave. Zip: 10036. Tel: 246-1234/3330.  
All One Stop, 315 W. 47 St. Zip: 10036. Tel: PL 7-8140. Mgr.: Irwin Lisabeth. VP: Bennett Blaine.  
All Rec. Dist., 35-05 Broadway, Long Island City. Zip: 11106. Tel: 657-2055. Mgr. & Buyer: Stan Schneider; Ass't Mgr.: Thomas Hoffman.  
Home office: Williston Park, L. I., N. Y.  
Gen-Mar Dist., PO Box F, Old Chelsea Sta. Pres.: Larry Guttenplan.  
Independent Rec. Promos., 101 Eighth Ave. Zip: 10011. Tel: 989-8644. Pres.: Larry Guttenplan.  
Interstate Rec. Dist., 1290 Ave. of the Americas. Zip: 10019. Tel: 265-7760. Owner & Pres.: Manny G. Wells; Mgr. Max Goldstein. Buyers: Singles, Max Goldstein; Albums, Stan Sterling.  
Branch: Rochelle Park, N. J., Garden State Rec. Dist.  
King Karol Recs., 444 W. 42 St. Zip: 10036. Tel: 594-5550.  
New Deal Rec. Serv., 46-50 54 Ave., Maspeth, N. Y. Tel: 786-6255. VPs: Al Levine & Lou Klayman; Sales Mgr.: Pete Hyman; Gen. Mgr.: Morris Weissman.  
Branches: Los Angeles, Calif.; New Haven, Conn.; Chicago, Ill.; Baltimore, Md.; Detroit, Mich.; Philadelphia, Pa.; Dallas, Tex.  
One-Stop Serv., 133 E. 84 St. Tel: 288-4388. Pres.: Adam Gary.  
Raymar Sales, 170-21 Jamaica Ave., Jamaica. Tel: OL 8-4012.  
Record Shack, 2132 Second Ave. Zip: 10029. Tel: 369-8600. Pres.: Edward Portnoy; Mgr. & Buyer: Larry Sonin.  
Schony's, 2602 Tilden Ave., Brooklyn. Zip: 11226. Tel: BU 7-3576. Partner: L. Schonberger.  
Stratford Dist., 184-23 Jamaica Ave., Hollis. Zip: 11423. Tel: 454-8800. Pres.: Nathan Kaplan; Mgr.: Sam Selwin. Buyers: Singles & Albums, Sam Selwin; Tape, Allen Silverman.  
Town Hall, 9131 Bedell Ln., Brooklyn. Tel: BR 2-9702. Pres.: Ben Reminick; Mgr.: Julius Reminick.  
Win Rec., 858 Ninth Ave. Zip: 10019. Tel: JU 2-0130. Mgr.: George Weiss.

### • OCEANSIDE, L. I. (Area Code 516)

Superior Recs., 3236 Lawson. Tel: 678-6180. Pres.: Stanley Stone; Buyer: Jerry Saks.

### • PORT CHESTER (Area Code 914)

Bandstand Rec., 15 1/2 N. Main St. Tel: WE 7-4092. Owner: Leonard Cooper.

### • ROCHESTER (Area Code 716)

Rochester, 213 Monroe Ave. Zip: 14607. Tel: 454-6968. Owner: Leonard Silver; Mgr. & Buyer: Herb Derman.  
Home office: Buffalo, N.Y., Buffalo One Stop.  
Star, 17 N. Clinton Ave. Zip: 14604. Tel: 454-4635. Owner, Mgr. & Buyer: "J" Schreiber.

### • SYRACUSE (Area Code 315)

Syracuse, 333 W. Fayette St. Tel: GR 6-4019. Owner, Mgr. & Buyer: Ralph La Rosa.  
Home office: Buffalo, N.Y., Buffalo One Stop.

### • WILLISTON PARK, L. I. (Area Code 516)

All Rec. Dist., 67 Hillside Ave. Zip: 11596. Tel: 747-0585. Owner: Charles Nero; Mgr.: Michael Cono. Buyers: Singles, Ben Kaner; Albums & Tape, Thomas Hoffman.  
Branch: New York, N.Y.

## NORTH CAROLINA

### • CHARLOTTE (Area Code 704)

Bib Dist., 126 W. Morehead. Tel: 372-2032. Contact: Joe Vovnow.  
Southeastern Rec. Mdrs., PO Box 1697, 2706 Freedom Dr. Tel: 399-5633. Pres.: Bert Fleishman; Sales Mgr. & Buyer: Charles Hartley.

## OHIO

### • CANTON (Area Code 216)

G & W Prods. Supply, 1703 E. Tuscarawas. Zip: 44707. Tel: 453-7518. Owner: Alex Mastin.  
Stark Rec. Serv., 8000 Freedom Ave. N.W., North Canton. Zip: 44720. Tel: 494-2282. Owners: Paul David, Charles Murray; Gen. Mgr. & Buyer: Phil Shannon.  
Branch: Cleveland, Ohio.

### • CINCINNATI (Area Code 513)

AM BAT, 1667 Central Pkwy. Zip: 45214. Tel: 621-3252. Pres.: Vernon W. Hawk; Mgr.: Earl Schaefer.  
Branch: Dayton, Ohio. (SEE ADVERTISEMENT)  
Royal Dist., 1210 Glendale-Milford Rd. Tel: 771-4256. VP: Jack D. Pierce.

### • CLEVELAND (Area Code 216)

Inland Recs. (div. of Dot Recs.), 12415 Euclid Ave. Zip: 44106. Tel: 421-8208. Mgr.: Nat Kulkin; Buyer: Bonnie Krauss.  
Northern Rec. Sales, 2006 Prospect Ave. Zip: 44115. Tel: 781-7080. Pres.: J. George Freeman; VP, Mgr. & Buyer: Don Rothenberg.

Stark Rec. Serv., 2797 Hamilton Ave. Zip: 44114. Tel: 696-5300. Owners: Paul David, Charles Murray; Mgr.: Bob Zukie; Buyer: Tom Zeitz. Home office: Canton, Ohio.  
Tower Dist'g, 12825 Taft Ave. Zip: 44108. Tel: 851-9000. Mgr.: Ed Kruger.

● **COLUMBUS** (Area Code 614)

Century Rec. Sales, 849 N. High St. Zip: 43125. Tel: 299-5700. Owner: Arthur Freeman; Mgr. & Buyer: David Harmon.

● **DAYTON** (Area Code 513)

AM BAT, 509 Xenia Ave. Zip: 45410. Tel: 256-4212. Pres.: Vernon Hawk; Mgr.: Martha Baker. Branch: Cincinnati, Ohio (SEE ADVERTISEMENT)

● **SPRINGFIELD** (Area Code 513)

Buckeye Ent's., 125 W. North St. Zip: 45502. Tel: 325-8747. Pres.: Asen Kristoff; VP & Buyer: Steve Kristoff.

● **YOUNGSTOWN** (Area Code 216)

Plaza Rec., 309 Boardman Plaza. Tel: SK 8-5795. Owners: Frank A. Valicenti, Jack Smith; Mgr.: Tom Temelkoff.  
Branch: 37 Liberty Plaza. Tel: 759-1800.

**OKLAHOMA**

● **OKLAHOMA CITY** (Area Code 405)

Advanced, 129A N.W. 23. Zip: 73103. Tel: JA 5-9041. Contacts: Cliff Keeton, Ron Waters. All Rec. Dist., 520-522 Classen Blvd. Zip: 73106. Tel: CE 5-3381. Mgr. & Buyer: Bill Hill.  
B & K Dist'g, 129 N.W. 23 St. Zip: 73103. Tel: JA 5-7509. Mgr.: Cliff Keeton. (tape only). Home office: Dallas, Tex.

Phil's, PO Box 60349, 705 N.W. Fourth St. Zip: 73106. Tel: CE 5-0771. Owner: Phil Burlingame; Mgr. & Singles Buyer: Wayne Dunbar.

● **TULSA** (Area Code 918)

Bill's "T" Recs., 19 N. Harvard. Tel: WE 9-6305. Owner: Al Horn; Mgr. & Buyer: Connie Moore.

**OREGON**

● **EUGENE** (Area Code 503)

Thompson, 62 W. Broadway. Tel: 343-9273. Partners: T. F., J. M. & F. H. Thompson; Buyer: J. M. Thompson.

● **PORTLAND** (Area Code 503)

Portland, 511 S.W. Sixth Ave. Zip: 97204. Tel: 226-3660. Pres.: Martin C. McMahon. Buyers: Singles, Martin C. McMahon; Albums, Cecelia Rossmann.

Sea-Port Rec., 21 N.E. Seventh Ave. Zip: 97232. Tel: 234-0965. Mgr.: Tom Choate. Home office: Seattle Wash., Seattle Rec.

Sixth Ave. Rec. & Hi Fi, 511 S.W. Sixth Ave. Zip: 97204. Tel: CA 6-3656. Pres.: Martin C. McMahon.

Branch: 4901 S. W. 76 Ave. Tel: 292-0164. Mgr.: Betty Wood; Buyer: Singles & Tape: Martin C. McMahon; Albums, Cecelia Rossmann.

**PENNSYLVANIA**

● **ERIE** (Area Code 814)

Mobile Rec. Serv., 2908 W. 33 St. Zip: 16506. Tel: 833-7038. Mgr.: Jim McKnight. Home office: Pittsburgh, Pa.

● **FLOURTOWN** (Area Code 215)

Pike Tape & Rec. Ctr., Flourtown Shopping Ctr. Zip: 19031. Tel: AD 3-4414. Owner: Hal Barkan.

● **HARRISBURG** (Area Code 717)

D & H, 2525 N. Seventh St. Tel: 236-8001. Mgr.: David Press; Buyer: Endo Corsetti. Branch: Baltimore & Cheverly, Md.

● **LEWISTOWN** (Area Code 717)

Mobile Rec. Serv., 104 Logan St. Zip: 17044. Tel: 248-6442. Mgr.: John Houser. Home office: Pittsburgh, Pa.

● **PHILADELPHIA** (Area Code 215)

American Rec. Sales, 1242 W. Girard Ave. Zip: 19123. Tel: PD 9-3900. Pres.: Bill Buster; Mgr.: Richard Carroll.

Bandstand, 2522 N. Broad St. Zip: 19132. Tel: BA 9-9110. Owner: Jerry Rappaport. Buyers: Singles, Mary Picano; Albums, Nick DiLisi.

Norman D. Cooper, 6222 Lebanon Ave. Zip: 19151. Tel: TR 8-9591. Pres.: Norman D. Cooper; Gen. Mgr.: Val Shively.

Eastern, 334 N. Broad. Zip: 19102. Tel: LO 4-4415. Mgr.: Ray Pettola.

Mike's, 6720 N. Broad St. Zip: 19126. Tel: WA 7-0253. Pres.: Michael Adler; Mgr.: Angela Scardino. Buyers: Singles, Linda Grauber; Albums, Vicki Kamp. Branch: Atlantic City, N. J.

New Deal Rec. Serv., 2503 N. Broad St. Tel: 229-4555. Mgr.: Pete Voss.

Branches: Los Angeles, Calif.; New Haven, Conn.; Chicago, Ill.; Baltimore, Md.; Detroit, Mich.; New York, N. Y.; Dallas, Tex.

Record Rendezvous, 134 S. 20 St. Zip: 19103. Tel: LO 7-9424. Gen. Mgr.: Edward R. Marcus. Branches: Atlantic City & Perth Amboy, N. J.

Williams, 817 N. Broad St. Tel: CE 2-2020. Owner: Sidney Williams.

● **PITTSBURGH** (Area Code 412)

Continental Rack, 427 Jane St., Carnegie. Zip: 15106. Tel: 923-1490. Pres.: William K. Lawrence; Sales Mgr.: Richard Zimmer; Buyer: James Boyd.

East Coast, 633 Liberty Ave. Tel: 281-6344. Owner: Nicholas Lomakin.

Empire Dist'g, 4610 Liberty Ave. Zip: 15224. Tel: 682-8437. Pres.: S. R. Canterman. (promotional albums).

Klein's Logan Variety Store, 227 Ft. Pitt Blvd. Zip: 15222. Tel: 261-6176. Pres.: Isadore Klein.

Mobile Rec. Serv., 1332 Fifth Ave. Zip: 15219. Tel: 391-0452. Owner: Maurice F. Oseroff; Mgr. & Buyer: Harvey Campbell.

Branches: Kalamazoo, Mich.; Albany N. Y.; Erie, Pa.; Lewistown, Pa.; Pittsburgh, Pa.; 1055 Geyer Rd. Zip: 15209. Tel: 821-6419. Mgr.: Craig Anderson.

One Stop Recs., 1704 Fifth Ave. Zip: 15219. Tel: 471-2377. Owner: Paul S. McGrath.

Regal Recs., 1623 Blvd. of the Allies. Zip: 15219. Tel: 471-6770. Mgr.: Nick Cenci.

● **STATE COLLEGE** (Area Code 814)

Central One Stop, 328½ E. College. Zip: 16801. Tel: 238-5534. Pres.: Ronald Schafer.

● **STROUDSBURG** (Area Code 717)

Dee Jay, 528 Main St. Zip: 18360. Tel: 421-3211.

● **SUMMIT HILL** (Area Code 717)

Barnes Rec. Dist., 13 W. White St. Tel: 645-2321. Prop.: William Barnes.

**RHODE ISLAND**

● **PROVIDENCE** (Area Code 401)

Beacon Shops, 821 N. Main St. Zip: 02904. Tel: 861-7500. Pres.: Milton Israeloff; Mgr.: Ruth Israeloff.

**SOUTH CAROLINA**

● **ABBEVILLE** (Area Code 803)

Savitz, 115 Public Sq. Tel: 459-2143. Owner: Allen Savitz; Mgr.: Creag Booth; Buyer: Susan Hagen. South Carolina (see Savitz).

● **CHARLESTON** (Area Code 803)

Fox, 483 King St. Tel: 722-0511. Owner, Mgr. & Buyer: Harold I. Fox.

*continued on page 140*

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**TENNESSEE**

- **CHATTANOOGA** (Area Code 615)  
Jack's Music Shop, 906 Market St. Tel: 266-8554.  
Owner: Lucille Huffaker.  
Branch: Jack's Soul Shop, 515 E. Ninth St.  
Tel: 267-5311. Mgr. & Buyer: Warren Huffaker.
- **KNOXVILLE** (Area Code 615)  
Tucker's Rec. Shop, 221/2 Market St., On the Mall.  
Tel: 522-9300. Owner: Martin T. Robertson;  
Mgr.: Dale Clark.
- **MEMPHIS** (Area Code 901)  
Home of the Blues, 147 S. Main St. Tel: JA 5-6303.  
Owner & Buyer: Ruben Cherry.  
Poplar Tunes, 308 Poplar St. Zip: 38103. Tel:  
525-6348. Owner: Joe Cuoghi; Mgr.: Frank  
Berretta.
- **NASHVILLE** (Area Code 615)  
Country Music Nashville, PO Box 701. Zip: 37202.  
Tel: 297-4967. Owner: R. Murray Nash.

Heritage Music, 469 Chestnut St. Zip: 37203. Tel:  
244-1790. Contacts: Helen Hall, Marie Silcox,  
Carolyn Rigney.  
Southern, 467 Chestnut St. Tel: 254-1991. Pres.:  
Howard Allison; Sales Mgr.: Jim Green.  
Volunteer, 435 37 Ave. N. Tel: 297-0055. Owner:  
Webber Parrish. Buyers: Singles, R. Crick;  
Albums, H. Kilgore.  
Doug Wayne Entis., PO Box 3202. Zip: 37219. Tel:  
297-5966. Gen. Mgr.: D. W. Bonds Sr.

**TEXAS**

- **AMARILLO** (Area Code 806)  
Western Mdsrs., 1601 W. Third Ave. Tel: 376-6251.  
Owner: Sam Marmaduke; Mgr.: Dick William-  
son; Buyer: Ed Perry.
- **DALLAS** (Area Code 214)  
Atlas-Rand, 7900 Sovereign Row. Zip: 75247. Tel:  
ME 7-2760 (tape only).  
Home office: Paramus, N.J.  
B & K Dist'g., 1411 Round Table Dr. Zip: 75247.  
Tel: ME 7-1920. Mgr.: Bill Burton; Sales Mgr.:  
Tom Sims. (tape only).  
Branch: Oklahoma City, Okla.  
Big State, 1337 Chemical St. Tel: ME 1-1100. Mgr.:  
Bill Emerson.  
H & W Rec. Dist., 2727 Warren Ave. Zip: 75215.  
Tel: HA 1-7396. Owner: Walter Jackson.  
New Deal Rec. Serv., 1409 Round Table Dr. Zip:  
75247. Tel: 637-4580. Mgr.: Arnold Kaplan.  
Branches: New Haven, Conn.; Chicago, Ill.,  
Baltimore, Md.; Detroit, Mich.; New York,  
N. Y.; Philadelphia, Pa.  
North Texas Music, 5806 Velasco. Zip: 75206. Tel:  
TA 7-4016. Owner: John Pool.  
Westex Rec. Serv., PO Box 47167. Zip: 75247. Tel:  
ME 7-1810. Pres.: Lee Trimble; Buyer: Tony  
Garza.
- **EL PASO** (Area Code 915)  
M. B. Krupp Dist., 311 S. Santa Fe. Tel: 532-4961.  
Pres.: M. B. Krupp.  
D J Star Rec'g Serv., 100-102 Texas Ave. Zip:  
79946. Tel: 533-7282. Owners: Joseph Gillman;  
Mgr.: Dora P. Gillman. Buyers: Singles &  
Tape: Joseph Gillman; Albums, Dora P. Gillman.  
Sunland, 2227 Texas Ave. Tel: KE 3-5901. Owner:  
William Shapiro.
- **HOUSTON** (Area Code 713)  
Central Sales, 2104 Leeland St. Tel: CA 4-2626.  
Mgr.: Marge McIntyre; VP: George McIntyre.  
H. W. Daily, 314 E. 11 Ave. Tel: UN 1-6868. Own-  
ers, Mgrs. & Buyers: Bud & Don Daily.

Merrbach Rec. Serv., 323 W. 14 St. Zip: 77008. Tel:  
UN 2-7077. Owner: N. F. Merrbach.  
Record Serv., 614 Dennis St. Zip: 77006. Tel: 528-  
5521. Mgr.: Russ Reeder. Buyers: Singles, Jewel  
Deisch; Albums, Tex Schofield.  
United, 1613 St. Emanuel St. Zip: 77003. Tel: 228-  
8151. Owner: Steve Poncio; Mgr.: J. D. Copley.

- **LUBBOCK** (Area Code 806)  
Recordland USA, 3819 Ave. A. Tel: SH 7-4443.  
Owner: Allan Rosen; Mgr. & Buyer: Bob Iseral.
- **SAN ANTONIO** (Area Code 512)  
Consolidated Rec. Sales, 1390 N. Colorado St. Zip:  
78207. Tel: 732-8831/5841. Mgr.: Charles Cole.  
E & R, 305 S. Main St. Zip: 78205. Tel: CA 2-0911.  
Owner, Buyer & Mgr.: Russell K. Schram.  
Santone Sales, 1400 S. Flores. Zip: 78204. Tel:  
CA 7-5181. Contact: Louis Jamail.  
Perry Shankle, 1801 S. Flores. Tel: CA 3-1801. Mgr.:  
J. J. Schneider.
- **SAN BENITO** (Area Code 512)  
Rio Grande Music, PO Box 861, 119 S. Sam Houston  
Blvd. Zip: 78586. Tel: EX 9-1471. Owner: Paco  
Befancourt; Mgr.: J. Phillips.

**UTAH**

- **SALT LAKE CITY** (Area Code 801)  
Billinis Dist., 3575 South 700 West. Tel: 266-3540/  
8. Owner & Mgr.: John Billinis. Buyers: Singles,  
Ray Peterson; Albums, John Billinis.  
Records Express, 209 E. Ninth St. Zip: 84111. Tel:  
328-3135. Owner, Mgr. & Buyer: H. R. (Dick)  
LaDuke.

**VIRGINIA**

- **ARLINGTON** (Area Code 703)  
Giant Music, 2611 Columbia Pike. Tel: 527-4420.  
Mgr.: Paul Teare.  
Home office: Falls Church, Va.
- **FAIRFAX** (Area Code 703)  
Giant Music, 9416 Main St. Tel: 591-4528. Mgr.:  
James Ballard.  
Home office: Falls Church, Va.
- **FALLS CHURCH** (Area Code 703)  
Giant Music, 109 E. Broad St. Tel: 534-0930. Pres.:  
Jack Shaver; Buyer: Skip Blackburn.  
Branches: Arlington & Fairfax, Va.
- **RICHMOND** (Area Code 703)  
Pat's, PO Box 2219. Tel: MI 8-4791. Pres.: Pat  
Cohen.

**WASHINGTON**

- **SEATTLE** (Area Code 206)  
Disc City, 410 Elliott W. Zip: 98119. Tel: AT 2-7555.  
Mgr.: Larry Dolgoff.  
Seattle Rec., 125 First Ave. N. Zip: 98109. Tel:  
284-8990. Gen. Mgr.: Lew Choate.  
Branch: Portland, Ore., Sea-Port Rec.
- **SPOKANE** (Area Code 509)  
Music Box, 417 W. Riverside Ave. Tel: MA 4-9123.  
Owner: D. A. Drivdahl.

**WEST VIRGINIA**

- **CHARLESTON** (Area Code 304)  
Elkins Rec. Shop, 160 Court St. Zip: 25301. Tel:  
343-7833. Owner & Buyer: M. Z. (Red) Elkins.
- **HUNTINGTON** (Area Code 304)  
Music Man, 803 Fighth Ave. Zip: 25701. Tel:  
522-7551. Pres. & Mgr.: F. J. McGlynn. Buyers:  
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Anderson.  
Branch: 2152 N. Third St. Tel: LO 2-7607.  
Mgr. Michael Mowers. Buyers: Singles, M.  
Mowers; Albums, Mark Olson.  
Record City, 1136 W. Donges Bay Rd., Mequon.  
Zip: 53092. Tel: 241-3970. Mgr.: Harold E.  
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Albums, David L. Wulfsohn; Tape, Don Berg-  
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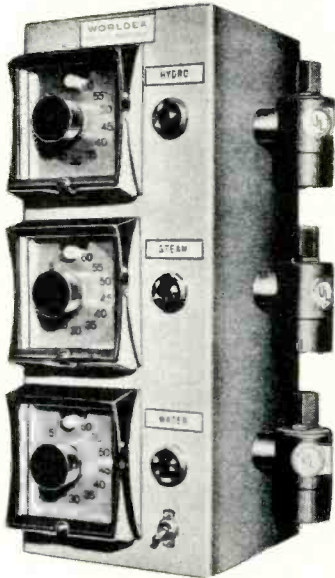
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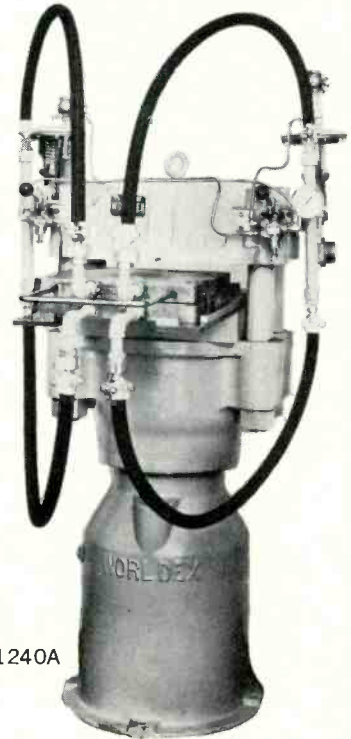
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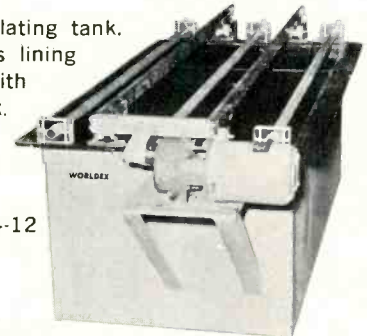
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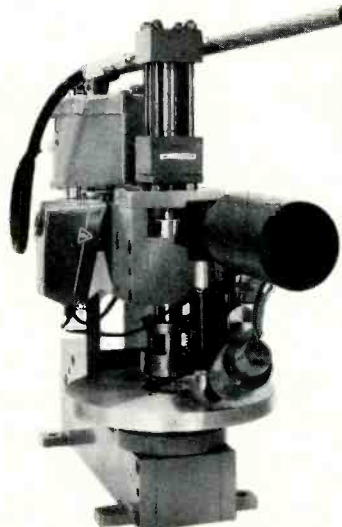


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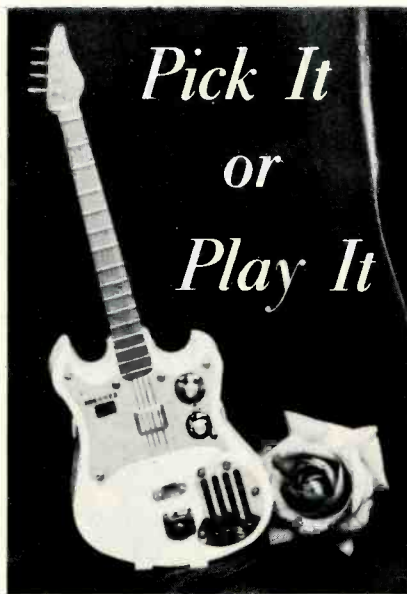
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Zygote (BMI), see Cricket.

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Continued from page 65

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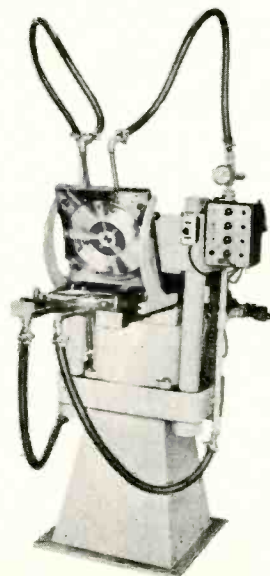
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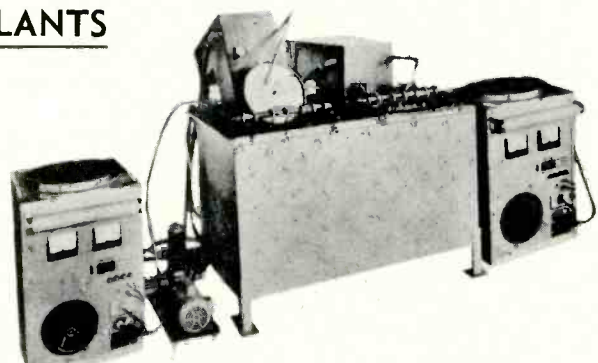
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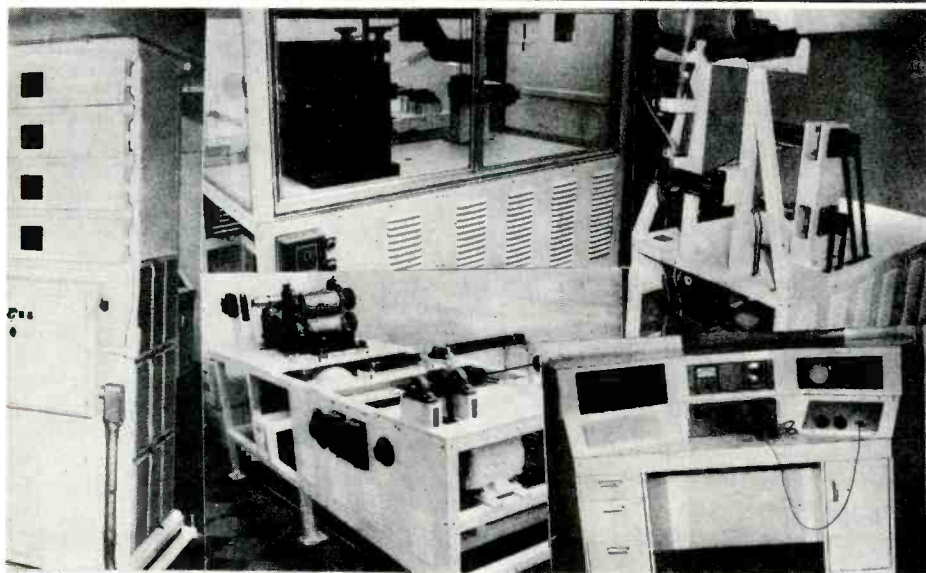
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*continued on page 154*



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 ARTREC PROD'NS, 1688 Meridian Ave., Miami Beach. Zip: 33139. Tel: 532-5474. Pres.: Bob Archibald; VP: Eddie Jacobs. (SEE ADVERTISEMENT)  
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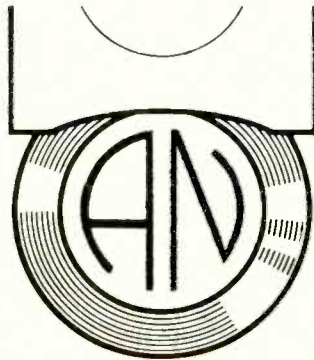
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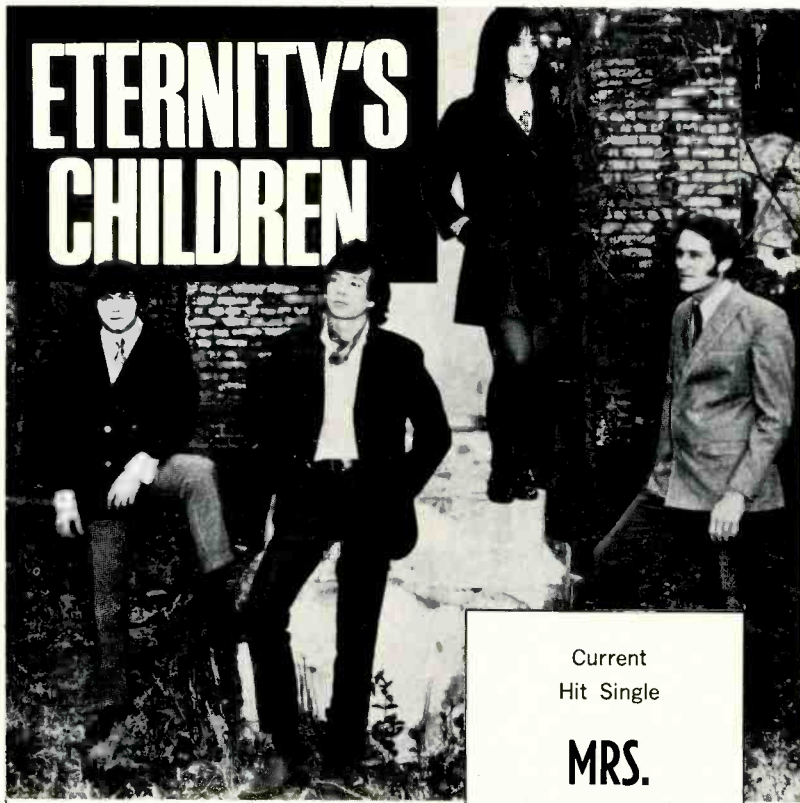
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PROPHET, PO Box 14422. Zip: 33609. Pres.: John Brumage.  
Home office: New York, N.Y. (SEE ADVERTISEMENT)

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- **NEW ORLEANS** (Area Code 504)  
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R. D. Cortina, 136 W. 52 St. Zip: 10019. Tel: JU 2-3845. Pres.: Robert E. Livesey.  
Music Copyright Exchange, 200 Park Ave. Zip: 10017. Tel: YU 6-2515. Pres.: Murray Sporn.  
PROPHET, 373 First Ave. Zip: 10010. Tel: 533-6370. Pres.: John Brumage.  
Branch: Tampa, Fla. (SEE ADVERTISEMENT)  
Publishers' Licensing Corp., 40 W. 55 St. Zip: 10019. Tel: 581-7970. Cable: TABAKURN. Telex: 224128. Pres.: Philip S. Kurnit.  
TRANSGLOBAL, 130 W. 57 St. Zip: 10019. Tel: JU 2-3550. Gen. Mgr.: James Krueger. (SEE ADVERTISEMENT)

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Maple Clamp, 1023 W. First St. Zip: 90012. Tel: 624-9933.  
WORLDEX MFG., 1248 S. Berendo St. Zip: 90006. Tel: 388-9669. Pres.: Louis R. Baptista. (SEE ADVERTISEMENT)

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American Society of Composers, Authors & Publishers (ASCAP), 575 Madison Ave., New York, N. Y. 10022. Tel: (212) 688-8800.

Broadcast Music, Inc. (BMI), 589 Fifth Ave., New York, N. Y. 10017. Tel: (212) 759-1500. Pres.: Edward M. Cramer.

John Brumage (Agent & Trustee), PO Box 14422, Tampa, Fla. 33609. Tel: (813) 839-4880. Owner: John Brumage.

Franco Colombo, 16 W. 61 St., New York, N. Y. 10023. Tel: (212) 582-5300.

Copyright Serv. Bureau, 221 W. 57 St., New York, N. Y. 10019. Tel: (213) JU 2-5030. Pres.: Walter Hofer; Sec'y-Treas.: Sandra Hofer.

Cosimo Rec'g Studios, 748 Camp St., New Orleans, La. 70130. Tel: (504) 523-7474. Owner: C. V. Malassa.

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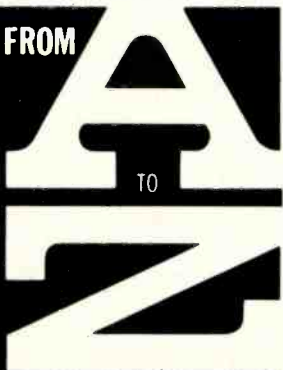
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Capitol Custom Servs. (Sales Office), 151 W. 46  
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Sec'y-Treas.: A. H. Levine. (SEE ADVERTISE-  
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ALLIED REC., 2437 E. 57 St. Zip: 90058. Tel: 582-  
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F. Wegner. (SEE ADVERTISEMENT)  
Capitol, 1750 Vine St., Hollywood. Zip: 90028. Tel:  
HO 2-6252.  
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wood. Zip: 90028. Tel: 466-2481.  
Creative Sound Prod'ns, 9000 Sunset Blvd. Zip:  
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CUSTOM REC. MFG., 5810 S. Normandie Ave. Zip:  
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90038. Tel: HO 6-9511. (SEE ADVERTISEMENT.)  
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MONARCH REC. MFG., 4852-56 W. Jefferson Blvd. Tel: RE 2-6185. (SEE ADVERTISEMENT.)  
R C A Custom Rec. Sales, 6363 Sunset Blvd., Hollywood. Zip: 90028. Tel: HO 1-9171.  
Rainbo, 1041 N. Las Palmas, Hollywood. Zip: 90038. Tel: HO 6-7516. Pres.: Jack G. Brown.  
Research Craft (div. of Liberty Recs.), 1011 N. Fuller. Tel: 876-3440. Mgr.: A. R. Ellsworth.  
H. V. Waddel, 231 W. Olive, Burbank. Zip: 91502. Tel: 849-6501.  
WORLDEX MFG., 1248 S. Berendo St. Zip: 90006. Tel: 388-9669. Pres.: Louis R. Baptista. (SEE ADVERTISEMENT.)

• **LYNWOOD (Area Code 213)**  
Concert Rec'g, PO Box 531, 3318 Platt Ave. Zip: 90262. Tel: 639-1341. Owner; William G. Johnson.

• **SANTA BARBARA (Area Code 805)**  
Aragon Prods., 639 Island View Dr. Zip: 93105. Tel: WO 6-5631. Pres.: Max Eggar.

• **SANTA MARIA (Area Code 805)**  
Columbia Rec. Prod'ns, 900 E. Stowell Rd. Zip: 93454. Tel: WA 2-4511. Nat'l Sales Mgr.: Tom Van Gessel.

• **SAUGUS (Area Code 805)**  
Keysor-Century, 26000 Springbrook Rd. Zip: 91350. Tel: 259-2360. Pres.: James B. Keysor Sr. Branch: Delaware City, Del.

**CONNECTICUT**

• **STAMFORD (Area Code 203)**  
Cook Labs., 351 Courtland Ave., Glenbrook. Zip: 06906. Tel: 348-7578. Pres.: Emory Cook.

**DELAWARE**

• **DELAWARE CITY (Area Code 302)**  
Keysor-Century, Schoolhouse Rd. Zip: 19706. Tel: 834-4551. East Coast Sales Mgr.: Jack Kennedy. Home office: Saugus, Calif.

**DISTRICT OF COLUMBIA**

• **WASHINGTON (Area Code 202)**  
Tri Con Prod'ns, 2741 34 St. N.W. Zip: 20008. Tel: 333-7474. Pres.: Jules Damian.

**FLORIDA**

• **MIAMI METROPOLITAN AREA (Area Code 305)**

ADRIAN ASSOCS., The General Bldg., 6660 Biscayne Blvd. Zip: 33138. Tel: 757-1626. (SEE ADVERTISEMENT.)

Artrec Prod'ns, 1688 Meridian Ave., Miami Beach. Zip: 33139. Tel: 532-5474. Pres.: Bob Archibald; VP: Eddie Jacobs.

Criteria, 1755 N.E. 149 St. Zip: 33161. Tel: 947-5611. Pres.: M. L. Emerman.

Miami Rec. Dist'g, 2819 N.W. Seventh. Zip: 33127. Tel: 635-7925. Pres.: Carlos Diaz-Granados V.

Platinum Recs. (see Artrec Prod'ns).

SOUTHEASTERN REC. MFG., PO Box 2067, 150 W. 29 St., Hialeah. Tel: 888-7311/2365. Pres.: Matthew San Martin. (SEE ADVERTISEMENT.)

• **TAMPA (Area Code 813)**  
PROPHET, PO Box 14422. Zip: 33609. Owner: John Brumage. Home office: New York, N.Y. (SEE ADVERTISEMENT)

**GEORGIA**

• **DECATUR (Area Code 404)**  
National Rec'g, 2871 E. Ponce de Leon Ave. Zip: 30030. Tel: 378-2379. Pres.: James G. Currie.

**ILLINOIS**

• **CHICAGO (Area Code 312)**  
Apex Rec., 2009 W. 69 St. Zip: 60636. Tel: 434-8605. Owner: Sunny Sawyer.

Columbia Rec. Prod'ns, 630 N. McClurg Ct. Zip: 60611. Tel: WH 4-6000.

International Rec'g Co. (IRC), 1649 W. Evergreen Ave. Zip: 60622. Tel: 227-2000. Pres.: Vern Ruvalds; VP: Jerome V. Man.

MIDWEST, 320 E. 21 St. Zip: 60616. Tel: 225-4150. (SEE ADVERTISEMENT)

Musical Prods., 521 W. 26 St. Tel: 225-9117.  
R C A Custom Rec. Sales, 445 N. Lake Shore Dr. Zip 60611. Tel: WH 4-3215.

Sheldon, 211 E. Grand Ave. Zip: 60611. Tel: 828-9262. Pres.: Jack S. Wiener.

• **JACKSONVILLE (Area Code 217)**  
Capitol, PO Box 385. Zip: 62650. Contact: Forrest Dyer.

**INDIANA**

• **RICHMOND (Area Code 317)**  
Mercury Rec. Mfg., 300 S. First St. Tel: 962-9511.

• **TERRE HAUTE (Area Code 812)**  
Columbia Rec. Prod'ns, 1400 Fruitridge Ave. Zip: 47805. Tel: 466-4231—no direct dial.

**LOUISIANA**

• **GRETNA (Area Code 504)**  
PHONO REC. PRESSING, 91 First St. Zip: 70058. Tel: 367-8822. (SEE ADVERTISEMENT)

• **NEW ORLEANS (Area Code 504)**  
Cosimo Rec'g Studios, 748 Camp St. Zip: 70130. Tel: 523-7474. Owner: C. V. Matassa.  
Superior Plastics, 748 Camp St. Zip: 70130. Tel: 523-7474. Pres.: C. V. Matassa.

**MARYLAND**

• **BALTIMORE (Area Code 301)**  
RECORDINGS, INC., 1130 E. Cold Spring Ln. Zip: 21212. Tel: 433-0701. VP: Burgess MacNeal Jr. (SEE ADVERTISEMENT.)

**MICHIGAN**

• **DETROIT (Area Code 313)**  
Archer Rec., 6552 E. Davison. Zip: 48212. Tel: 365-9545. Owner: Norman B. Archer.  
Columbia Rec. Prod'ns, 2990 W. Grand Blvd. Zip: 48202. Tel: 871-6100.

• **NEW HAVEN (Area Code 313)**  
Sound, Inc., 56800 North Ave. Tel: 749-5182.

• **OWOSSO (Area Code 517)**  
American Rec., 1810 W. King St. Tel: 725-8176. Contact: Mrs. Stanton.

**MINNESOTA**

• **MINNEAPOLIS (Area Code 612)**  
SENTINEL REC. CORP., 2129 Washington Ave. N. Zip: 55411. Tel: 522-4353. Pres. & Mng. Dir.: Robert G. Haacke. (SEE ADVERTISEMENT)  
UNIVERSAL AUDIO REC'G, 2541 Nicollet Ave. Zip: 55404. Tel: 827-5442. (SEE ADVERTISEMENT)

**NEW HAMPSHIRE**

• **MANCHESTER (Area Code 603)**  
W & G Rec. Processing, 852 Elm St. Tel: 623-9749.

**NEW JERSEY**

• **ANCORA (Area Code 609)**  
Presswell Rec. Mfg., White Horse Pike. Zip: 08037. Tel: 561-5250.

• **CLIFTON (Area Code 201)**  
Premier Albums of New Jersey, 140 Delawanna Ave. Zip: 07014. Tel: GR 3-7218. Home office: New York, N.Y.

• **KEARNY (Area Code 201)**  
Abbey Rec. Mfg., 160 Passaic Ave. Zip: 07032. Tel: 998-8181. NYC Tel: (212) 944-5148. Controller: Stanley E. Bogest.

• **LITTLE FERRY (Area Code 201)**  
Kay Rec., 110 Bergen Pike. Zip: 07643. Tel: DI 3-5721. Pres.: Stanley Krause.

• **MOUNTAINSIDE (Area Code 201)**  
BESTWAY PRODS., Globe Ave. Zip: 07092. Tel: AD 2-8383. Pres.: Al Massler. (SEE ADVERTISEMENT)

• **NEWARK (Area Code 201)**  
United, 111 New Jersey Railroad Ave. Zip: 07105.

• **PITMAN (Area Code 609)**  
Columbia Rec. Prod'ns, Lambs & Woodbury Rds. Zip: 08071. Tel: LU 9-8000. Nat'l Sales Mgr.: Tom Van Gessel.

• **PLAINFIELD (Area Code 201)**  
Peerless Plastic Molding, 333 North Dr., North Plainfield. Tel: 755-7000. Pres.: J. M. F. Conrad; Gen. Mgr.: R. J. Hoelzer.

• **ROCKAWAY (Area Code 201)**  
R C A Custom Rec. Sales, Greenpond Rd. Zip: 07866. Tel: OA 7-2400.

• **ROZELLE (Area Code 201)**  
All Disc Rec., 625 W. First Ave. Tel: CH 5-7415. NYC Tel: (212) CO 7-1523. Gen. Mgr.: Arthur Conrad.

• **RUNNEMEDE (Area Code 609)**  
Eastern Rec. Mfg., 901 E. Clements Bridge Rd. Zip: 08078. Tel: 931-0558. Pres.: John Dunn; Sec'y-Treas.: Eric P. Friel.

**NEW YORK**

• **GARDEN CITY, L. I. (Area Code 516)**  
Audio Rec'g & Mfg., 64 Vassar St. Zip: 11530. Tel: GE 7-6200. Branch: Allentown, Pa.

• **GLOVERSVILLE (Area Code 518)**  
Decca Mfg., Rt. 30A. Zip: 12078.

• **HOLBROOK, L. I. (Area Code 516)**  
Sonic Rec'g Prods. Zip: 11741. Tel: 589-0462. NYC Tel: (212) 895-6575. Pres.: A. Snyder.

• **NEW YORK CITY (Area Code 212)**  
Allied Creative Serv., 537 W. 53 St. Zip: 10019. Tel: PL 7-6556.

Capitol, 151 W. 46 St. Tel: JU 2-8040.  
Columbia Rec. Prod'ns, 51 W. 52 St. Zip: 10022. Tel: 765-4321.

Decca (div. of MCA), 445 Park Ave. Zip: 10022. Tel: 759-7500.

Don Gabor Ents., 4645 Delafield Ave. Tel: 549-3230. Pres.: Donald H. Gabor.

House of Wax, 1650 Broadway. Zip: 10019. Tel: CI 7-2159. Pres.: Morty Wax.  
 Oasis Rec., 275 S. Second St., Brooklyn. Zip: 11211. Tel: EV 7-1200. Pres.: Roger Lopez.  
 Premier Albums, 1650 Broadway. Zip: 10019. Tel: (212) JU 6-5253.  
 Branch: Clifton, N.J., Premier Albums of N.J.  
 PROPHET, 373 First Ave. Zip: 10010. Tel: 533-6370. Pres.: John Brumage.  
 Branch: Tampa, Fla. (SEE ADVERTISEMENT)  
 R C A Custom Rec. Sales, 155 E. 24 St. Zip: 10010. Tel: MU 9-7200.  
 Romaba, 33 34 St., Brooklyn. Tel: HY 9-3060.

● **UTICA (Area Code 315)**  
 Ultronic Ents., 760 Blandina St. Zip: 13501. Tel: 732-1447. Pres.: Don McEwin.

## NORTH CAROLINA

● **CHARLOTTE (Area Code 704)**  
 Arthur Smith, PO Box 17551, 5457 Old Monroe Rd. Tel: 536-0424. Sec'y: Lynn B. Ward.

## OHIO

● **CINCINNATI (Area Code 513)**  
 Counterpart Music, 2570 Harrison Ave. Zip: 45211. Tel: 481-6877.  
 King Custom Rec. Serv., 1540 Brewster Ave. Zip: 45207. Tel: 751-1910. Pres.: Zella B. Nathan; Gen. Mgr.: Johnnie Miller.  
 Queen City Album, 2832 Spring Grove Ave. Zip: 45225. Tel: 681-8400.  
 Rite Rec. Prod'ns, 9745 Lockland Rd. Zip: 45215. Tel: 733-5533.

● **CLEVELAND (Area Code 216)**  
 Boddie Rec'g, 12202 Union Ave. Zip: 44105. Tel: 752-3440. Pres.: Thomas R. Boddie.  
 Kelmar, 1054 E. 71 St. Zip: 44103. Tel: 391-4518. Pres.: Joel Kischel.  
 Pama, 4991 Osborn Rd. Zip: 44128. Tel: 581-0661. Pres.: Patrick J. Connelly.

## PENNSYLVANIA

● **ALLENTOWN (Area Code 215)**  
 Allentown Rec., 10 & Walnut Sts. Tel: 433-7405. Pres.: S. L. Wertell.  
 Audio Rec'g & Mfg., 1128 N. Graham St. Zip: 18103. Tel: 437-9643.  
 Branch: Garden City, L. I., N. Y.

● **JENKINTOWN (Area Code 215)**  
 Thunder Recs., PO Box 271. Zip: 19046. Pres.: Stan Peahota; VP: Stan Knight.

● **OLYPHANT (Area Code 717)**  
 Specialty Recs. Corp., 210 N. Valley Ave. Zip: 18447. Tel: 489-4717. VP: Richard C. Marquardt.

● **PHILADELPHIA (Area Code 215)**  
 Clarion Rec., 1021 Ridge Ave. Zip: 19123. Tel: CE 6-5252. Pres.: Nat Niederman.  
 Diskmakers, 925 N. Third St. Zip: 19123. Tel: MA 7-2277.  
 Hodge Rec., 1314-24 S. Howard St. Zip: 19147. Tel: DE 6-7001. Pres.: Sam Hodge.

● **PITTSBURGH (Area Code 412)**  
 G & C Rec. Mfg., 2724 Penn Ave. Zip: 15222. Tel: AT 1-9893/9. Mgr.: Glenn E. Campbell.  
 Galaway Rec. & Pressing, Box 603, McKeesport. Zip: 15134. Tel: 672-7106. Owner: Walter Gala.  
 Gateway Rec. Mfg., 256 Fifth Ave. Tel: 471-5875. Pres.: Robert W. Schachner.

● **SCRANTON (Area Code 717)**  
 Capitol, 300 Brook St. Contact: Don Evans.  
 ● **SHARON (Area Code 412)**  
 Marjon, 930 Woodview Pl. Zip: 16146. Tel: DI 7-4726.

● **SOUTHAMPTON (Area Code 215)**  
 Silver Plastics, Southampton Ind'l Park. Zip: 18966. Tel: EL 7-1175. Plant Mgr.: Walt Wardle.

● **STONEBORO (Area Code 412)**  
 Praise Rec., Dept. B. Zip: 16153. Tel: 868-4840. Pres.: Johannes Maas.

## RHODE ISLAND

● **PAWTUCKET (Area Code 401)**  
 Johnston Sound Serv., 111 Sweet Ave. Zip: 02861. Tel: 722-2222. Owner: Lewis Johnston.

## TENNESSEE

● **MEMPHIS (Area Code 901)**  
 Memphis Pressing, 3635 Allandale Rd. Zip: 38111. Tel: 324-4640. Mgr.: Style Wooten.  
 PLASTIC PRODS., 1746 Chelsea Ave. Zip: 38108. Tel: BR 6-7160. (SEE ADVERTISEMENT)

● **NASHVILLE (Area Code 615)**  
 Columbia Rec. Prod'ns, 804 16 Ave. S. Zip: 37203. Tel: 255-0371. Nat'l Sales Mgr.: Tom Van Gessel.

Jay-Cher Ents., PO Box 27. Zip: 37821. Tel: 623-3772/9193. Pres. & Gen. Mgr.: Johnny Carter; VP: Cheryl Carter.  
 Precision, 70 Visco Ct. Zip: 37210. Tel: 256-8978. Pres.: Joe Talbot; VP: Ronnie Yearwood.  
 R C A Custom Rec. Sales, 800 17 Ave. S. Zip: 37203. Tel: AL 5-5781.  
 Sound of Nashville, 160 Second Ave. S. Zip: 37201. Tel: 244-1124. Pres.: Robert R. Nelson.  
 SOUTHERN PLASTICS, 453 Chestnut St. Zip: 37203. Tel: 244-1293. VP: Ed Turnley. (SEE ADVERTISEMENT)  
 Standard, 415 Fourth Ave. S. Zip: 37201. Tel: 244-1867.  
 Supreme Recs. of Nashville, 504 Fifth Ave. S. Zip: 37203. Tel: 256-8479. Pres.: Bob Mooney.

● **NEWPORT (Area Code 615)**  
 Vibrant Rec'gs, 938 E. Broadway. Zip: 37821. Tel: 623-9194. Pres.: Hal R. McGoha; VP: Nick Green.

## TEXAS

● **ARLINGTON (Area Code 817)**  
 Rec-O-Press, 3500 S. Cooper. Zip: 76010. Tel: CR 5-6862. Owner: E. J. Tynan.

● **HOUSTON (Area Code 713)**  
 Houston Recs., 3300 Jensen Dr. Zip: 77026. Tel: 223-5971.

● **SAN ANTONIO (Area Code 512)**  
 Tanner 'N' Texas, 1422 W. Poplar. Zip: 78207. Tel: PE 2-8072. Pres.: Bob Tanner.

● **SAN BENITO (Area Code 512)**  
 Betancourt Ents., PO Box 861, 119 S. Sam Houston Blvd. Zip: 78586. Tel: EX 9-1471. Owner: Paco Betancourt; Mgr.: John F. Phillips.

## WEST VIRGINIA

● **CHARLESTON (Area Code 304)**  
 Kanawha Recs., 1889 Palm Dr. Zip: 25312. Tel: 346-6428. Contacts: Ken & Sharen Davidson.

## WISCONSIN

● **SAUK CITY (Area Code 608)**  
 Cuca Rec. Mfg., 123 Water St. Zip: 53583. Tel: 643-3304. Pres.: Jim Kirchstein.

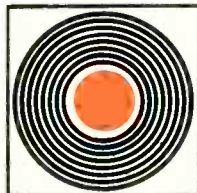
## WYOMING

● **CHEYENNE (Area Code 307)**  
 R M R (Rocky Mountain Rec'g), PO Box 82. Zip: 82001. Tel: 638-8733. Mgr.: Ray Alexander.

*continued on page 164*

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Container-Kraft, 721 E. 61 St. Zip: 90001. Tel: 232-3281. Pres.: A. M. Garson.

CUSTOM REC. MFG., 5810 S. Normandie Ave. Zip: 90044. Tel: 750-3310. Pres.: Joe Bihari. (SEE ADVERTISEMENT)

GILMORE ENVELOPE, 4000 Medford St. Zip: 90063. Tel: AN 8-3401. Art & Adv. Dir.: Art Weiss. (SEE ADVERTISEMENT)

Location Rec'g Serv., 2201 W. Burbank Blvd., Burbank. Zip: 91506. Tel: 849-1321. Partners: Allen J. Fraiberg, Steven A. Guy.

Record Labels, 6211 Santa Monica Blvd. Tel: 466-1307.

Shorewood Packaging of Calif., 1855 Glendale Blvd. Zip: 90026. Tel: 665-5137. Pres.: Bert Couturier; VP Sales: Leo Heydort; Sales Rep.: Lou Cooper.

Branch: New York, N.Y.

● PASADENA (Area Code 213)  
Custom Fidelity, 222 E. Glenarm St. Tel: 441-1114.

● SAN FRANCISCO & BAY AREA (Area Code 415)

Barrington Rec. Graphics (div. of Motivestor Org.), PO Box 1036, South Shore, Alameda. Tel: 533-6299. Pres.: W. F. Schmeltzer Jr.

GOPHER PRODS., PO Box 812, Berkeley. Zip: 94701. Tel: 843-5836. Pres.: Burt Perkins. (SEE ADVERTISEMENT)

## COLORADO

● DENVER (Area Code 303)  
Heather Ent's., 3285 S. Wadsworth Blvd. Tel: 985-7437.

## CONNECTICUT

● BRIDGEPORT (Area Code 203)  
Lithographic Corp., 1501 State St. Zip: 06605. Tel: 333-3337. NYC Tel: (212) WO 6-4353.

## FLORIDA

- MIAMI METROPOLITAN AREA (Area Code 305)

ADRIAN ASSOCS., The General Bldg., 6660 Biscayne Blvd. Zip: 33138. Tel: 757-1626. (SEE ADVERTISEMENT)

ARTEC PROD'NS, 1688 Meridian Ave., Miami Beach. Zip: 33139. Tel: 532-5474. Pres.: Bob Archibald; VP: Eddie Jacobs. (SEE ADVERTISEMENT)

SOUTHEASTERN REC. MFG., PO Box 2067, 150 W. 29 St., Hialeah. Tel: 888-7411/2365. Pres.: Matthew San Martin. (SEE ADVERTISEMENT)

Unitel, 2515 N.E. 207 St., North Miami Beach. Zip: 33160. Tel: 945-2819. Mng. Dir.: C. H. Barkhaus.

- TAMPA (Area Code 813)

PROPHET, PO Box 14422. Zip: 33609. Pres.: John Brumage.  
Home office: New York, N.Y. (SEE ADVERTISEMENT)

## ILLINOIS

- CHICAGO (Area Code 312)

R C S Press, 1130 W. Adams St. Zip: 60607. Tel: 733-3500. Pres.: J. S. Farrell; VP & Sec'y: E. D. Turner; VP Prod'n: Don W. Kosterka; Sales Mgr.: Jac Rager.

## INDIANA

- RICHMOND (Area Code 317)

Mercury Rec. Mfg., 300 S. First St. Tel: 962-9511.

- TERRE HAUTE (Area Code 812)

Thomson Symon, PO Box 28, Zip: 47808; 13 & Beech Sts. Zip: 47804. Tel: 232-4376—no direct dial. Sales Mgr.: John Avelis.

Woodburn Printing, 25 S. Sixth St. Tel: 232-0164—no direct dial.

## LOUISIANA

- NEW ORLEANS (Area Code 504)

Cosimo Rec'g Studios, 748 Camp St. Zip: 70130. Tel: 523-7474. Owner: C. V. Matassa.  
Superior Plastics, 748 Camp St. Zip: 70130. Tel: 523-7474. Pres.: C. V. Matassa.

## MARYLAND

- BALTIMORE (Area Code 301)

RECORDINGS, INC., 1130 E. Cold Spring Ln. Zip: 21212. Tel: 433-0701. VP: Burgess MacNeal Jr. (SEE ADVERTISEMENT)

## MICHIGAN

- DETROIT (Area Code 313)

Archer Rec. Pressing, 6552 E. Davison. Zip: 48212. Tel: 365-9545. Owner: Norman B. Archer.

- NEW HAVEN (Area Code 313)

Sound, Inc., 56880 North Ave. Tel: 749-5182.

## MINNESOTA

- MINNEAPOLIS (Area Code 612)

Sentinel Rec. Corp., 2129 Washington Ave. N. Zip: 55411. Tel: 522-4353. Pres. & Mng. Dir.: Robert G. Haacke.

## MISSOURI

- CAPE GIRARDEAU (Area Code 314)

The Ziolack Corp., Park Bldg., Drawer 839. Zip: 63701. Tel: 334-6308. Pres.: James Floyd Ford; Div. Mgr.: E. J. Thornton; Mktg. Mgr.: D. K. Kitchen.

## NEW JERSEY

- NEWARK (Area Code 201)

Newark Phonolabels, 1159 Broad St. Zip: 07114. Tel: 622-0024. Pres.: Jerry Shifrin.

## NEW YORK

- GREAT NECK, L. I. (Area Code 516)

Ivy Hill Litho (Plant), Community Dr. Tel: HU 7-0200. Sales Office: New York City.

- HAUPPAUGE, L. I. (Area Code 516)

Alemo, Cardinal Ind'l Park. Zip: 11788. Tel: 234-1100. Pres.: Lee Halpern.  
Globe (see Alemo).

- MOUNT VERNON (Area Code 914)

County Box & Album, 201 S. Second Ave. Tel: MO 8-7862. NYC Tel: (212) SY 2-9080.

- NEW YORK CITY (Area Code 212)

G A G (George Alexander Group), 36-25 Prince St., Flushing. Tel: 886-5600. Pres.: Kev Devejian.

Ivy Hill Litho. (Sales office), 18 E. 48 St. Zip: 10017. Tel: 752-4670.

Plant: Great Neck, L. I., N. Y.  
Kaltman Press, 52-35 Barnett Ave., Long Island City. Tel: 457-7700.

Lee-Myles Assocs., 160 E. 56 St. Zip: 10022. Tel: 758-3232.

MacMurray Press, 22 Jones St. Zip: 10014. Tel: WA 4-1530. Pres.: Mac Finesmith; VP: Robert Finesmith.

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 ONE STOP SERV., 133 E. 84 St. Zip: 10028. Tel.: 288-4338. Mgr.: Adam Gary. (SEE ADVERTISEMENT)  
 Progressive Label, 286 Stanhope, Brooklyn. Tel.: HY 7-2320.  
 PROPHECY, 373 First Ave. Zip: 10010. Tel.: 533-6370. Pres.: John Brumage.  
 Branch: Tampa, Fla. (SEE ADVERTISEMENT)  
 QUEENS LITHO., 52-35 Barnett Ave., Long Island City. Zip: 11104. Tel.: 457-7700. (SEE ADVERTISEMENT)  
 Radom & Neidorf, 438 W. 37 St. Zip: 10018. Tel.: BR 9-1591. Sec'y: Ronald Radom.  
 Shorewood Packaging, 724 Fifth Ave. Zip: 10019. Tel.: JU 2-6885. Pres.: Paul Shore; VP Mktg.: Floyd Glinert; Sales Rep.: Ken Rosenblum.  
 Branch: Los Angeles, Calif.  
 Supreme Printing, 147 W. 15 St. Zip: 10011. Tel.: AL 5-0600.

#### NORTH CAROLINA

• **WINSTON-SALEM (Area Code 919)**  
 SNYDER ALBUM, 3083 Indiana Ave. Zip: 27105. Tel.: 722-6768. Pres.: E. Snyder. (SEE ADVERTISEMENT)

#### OHIO

• **CINCINNATI (Area Code 513)**  
 King Custom Rec. Serv., 1540 Brewster Ave. Zip: 45207. Tel.: 751-1910. Pres.: Zella B. Nathan; VP & Gen. Mgr.: Johnnie Miller.  
 Queen City Album, 2832 Spring Grove Ave. Zip: 45227. Tel.: 681-8400.  
 Rite Rec. Prod'ns, 9745 Lockland Rd. Zip: 45215. Tel.: 733-5533.

• **CLEVELAND (Area Code 216)**  
 Kelmar, 1054 E. 71 St. Zip: 44103. Tel.: 391-4518. Pres.: Joel Kischel.

• **COLUMBUS (Area Code 614)**  
 Ekco One-Stop, 135 E. Eighth Ave. Zip: 43201.

• **TOLEDO (Area Code 419)**  
 Pioneer Inds., PO Box 4653, Old West End Sta. Zip: 43620. Tel.: 691-2065. Mgr.: Lowell P. Amos.

#### PENNSYLVANIA

• **PHILADELPHIA (Area Code 215)**  
 Allstate Printing, 1021 S. Ninth St. Zip: 19147. Tel.: WA 5-6685.  
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• **SHARON (Area Code 412)**  
 Marjon, 930 Woodview Pl. Zip: 16146. Tel.: DI 7-4726.

#### TENNESSEE

• **NASHVILLE (Area Code 615)**  
 Atlantic Envelope, PO Box 888. Zip: 37202.  
 Jay-Cher Ents., PO Box 27. Zip: 37821. Tel.: 623-3772/9193. Pres. & Gen. Mgr.: Johnny Carter; VP: Cheryl Carter.  
 SOUTHERN ALBUM SERV., PO Box 303. Zip: 37202. Tel.: 254-1022. Mgr.: Betty Cox. (SEE ADVERTISEMENT)

#### TEXAS

• **SAN ANTONIO (Area Code 512)**  
 Tanner 'N' Texas, 1422 W. Poplar. Zip: 78207. Tel.: PE 2-8072. Pres.: Bob Tanner.

• **WACO (Area Code 817)**  
 Alco Engraving, PO Box 294, 2015 Franklin Ave. Tel.: PL 6-4671. Owner: Mrs. Elizabeth Coffey.

#### WISCONSIN

• **MILWAUKEE (Area Code 414)**  
 Gugler Litho., 1339 N. Milwaukee St. Zip: 53202. Tel.: 276-6969. Sales Mgr.: R. L. Schultz.  
 Neu Printing Serv., 761 N. 29 St. Zip: 53208. Tel.: 344-3925. Owner: Robert J. Neu.

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#### CALIFORNIA

• **LOS ANGELES METROPOLITAN AREA (Area Code 213)**  
 A F M Eng'g, 6209 Santa Monica Blvd. Zip: 90038. Tel.: 466-9291.  
 ALLIED REC., 2437 E. 57 St. Zip: 90058. Tel.: 582-0841. Pres.: Daken K. Broadhead; VP: John F. Wegner. (SEE ADVERTISEMENT)  
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 American Talent Agency (see Consolidated Artists Bureau).  
 Art Benson, PO Box 1563, Hollywood. Zip: 90028. Tel: 876-2403.  
 Consolidated Artists Bureau, PO Box 411, San Fernando. Zip: 91341. Tel: DI 2-9109. Pres.: Virginia Scott; Rep.: Mark Raymer.  
 CONTEMPORARY, 9118 Sunset Blvd. Zip: 90069. Tel: 273-8430. (SEE ADVERTISEMENT)  
 Creative Sound Prod'ns, 9000 Sunset Blvd. Zip: 90069. Tel: CR 1-4843. Pres.: Bob Cotterell.  
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 McFadden, Strauss, Eddy & Irwin, 1017 N. La Cienega. Zip: 90069. Tel: 655-4272. Partner: Frank McFadden.  
 Mike Merrick, 9000 Sunset Blvd. Zip: 90069. Tel: CR 8-1211.  
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H & H Entns., 930 F St. N.W., Suite 615. Zip: 20004. Tel: 347-3944. Nat'l Promo. Dir.: David B. Hoop. Branch: Chevy Chase, Md.  
M S A, 143 Kennedy St. N.W., Suite 11. Zip: 20011. Tel: RA 3-4215. Pres.: Saul Menick.  
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Paul Brown, 507 Fifth Ave. Zip: 10017. Tel: MU 7-3072. Owner: Paul Brown.

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Glenn Prod'ns, 157 W. 57 St. Zip: 10019. Tel: CO 5-6585. Mng. Dir.: Ben Arrigo.

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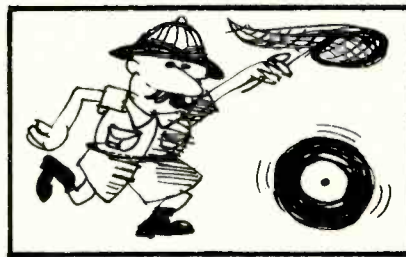
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Master Sound, 1224 Fernwood Circle N.E. Zip: 30319. Tel: 237-2312. Pres.: R. B. Richardson; VP: W. J. Lowery.

• **COLUMBUS (Area Code 404)**  
Ben Parsons Prod'ns, 1743 Warm Springs Rd. Zip: 31904. Tel: 324-1793. Pres.: Ben F. Parsons.

• **MONTICELLO (Area Code 404)**  
Middle Georgia, S. Warren St. Zip: 31064. Tel: 468-8276. Mgr.: Franklin Lynch.

**HAWAII**

• **HONOLULU**  
Commercial Rec'g (CR), 333 Cooke St. Zip: 96813. Tel: 565-439.  
Sounds of Hawaii, 1084 Young St. Tel: 571-442.

**ILLINOIS**

• **CHICAGO (Area Code 312)**  
Agency, 20 N. Wacker Dr. Zip: 60606. Tel: CE 6-3632.  
Balkan, 6917 W. Cermak Rd., Berwyn. Zip: 60402.  
Bel-Aire, 1740 W. 47 St. Zip: 60609. Tel: (312) 847-0659.  
Boulevard, 632 N. Dearborn St. Zip: 60610. Tel: WH 4-2752. Pres.: Hal Kaifchuck.  
Columbia Rec. Prod'ns, 630 N. McClurg Ct. Zip: 60611. Tel: WH 4-6000. Nat'l Sales Mgr.: Thomas G. Van Gessel.  
Filmack, 1327 S. Wabash. Zip: 60605. Tel: HA 7-4855. Pres.: Bernard Mack.

Globe, 230 N. Michigan. Zip: 60601. Tel: RA 6-0126. Mgr.: Don Lavery.  
International Rec'g Co. (IRC), 1649 W. Evergreen Ave. Zip: 60622. Tel: 227-2000. Pres.: Vern Ruvalds; VP: Jerome V. Man.  
Joy, 111 E. Ontario. Zip: 60611. Tel: 337-8055. Pres.: George M. Leatherby.  
Laddie's Rec'g Ent's., 1105 St. Charles, Lombard. Zip: 60148. Tel: 629-6990. Co-owners: O'Brien Fisher, Laddie Olson, Jerry Wooters.  
M B S, 228 S. Wabash. Tel: WE 9-0866. Mgr.: Fred Robbins.  
Parliament, 4005-7 W. Washington Blvd. Zip: 60624. Tel: 638-6851. Contact: Katherine Alexander.

R C A Custom Rec. Sales, 445 N. Lake Shore Dr. Zip: 60611. Tel: WH 4-3215.  
Recordings Unlimited, 64 E. Van Buren. Zip: 60605. Tel: 922-2340. Gen. Mgr.: Oren Stembel.  
Sheldon, 211 E. Grand Ave. Zip: 60611. Tel: B28-9262. Pres.: Jack S. Wiener.  
Sonic Film, 1230 W. Washington. Tel: CH 3-2600.  
Sound Studios, 230 N. Michigan. Zip: 60601. Tel: 236-4814.  
Stereo-Sonic, 528 N. Michigan. Zip: 60611. Tel: 527-2546.  
Ter-Mar, 2030 S. California Ave. Zip: 60616. Tel: CA 5-2770. Mgr.: F. Summers.  
Universal, 46 E. Walton. Zip: 60611. Tel: MI 2-6465. Pres.: A. B. Clapper.  
Webb, 812 N. Dearborn. Zip: 60610. Tel: 664-0705. Pres.: Ed Webb.  
Zenith Cinema Serv., 3252 W. Foster. Tel: 478-2103.

• **LOMBARD (Area Code 312)**  
Laddies Rec'g Ent., 1105 St. Charles Rd. Zip: 60148. Tel: 629-6990, 279-9034. Pres. & Chief Eng.: Laddie Oleson.

• **QUINCY (Area Code 217)**  
I T, 423 S. 16. Zip 62301. Tel: 223-7346.

• **SOUTH PEKIN (Area Code 309)**  
Golden Voice, 700 W. Main St. Zip: 61564. Tel: 348-3112. Pres.: Jerry Milam.

• **URBANA (Area Code 217)**  
RoFran Ent's., 5 Rainbow Ct. Zip: 61801. Tel: 367-9076. Pres.: Roger E. Francisco; Prod'n Mgr.: Howard A. Smith.


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887-7009. Pres.: Ronald E. Wheeler.
- **LAFAYETTE (Area Code 317)**  
L & W, RR 10. Zip: 47905. Tel: 583-2119. Owner:  
John Leopold.
- **RICHMOND (Area Code 317)**  
Airtown, PO Box 973, 723 N. 10 St. Zip: 47374.  
Tel: 962-9600. Owner: Tommy Wills; Mgr.:  
Ken Lane.
- **SOUTH BEND (Area Code 219)**  
Custom (div. of Custom Electronics), PO Box 755.  
Zip: 46624. Tel: 234-4248. Pres.: Thomas W.  
Zoss.

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- **AMES (Area Code 515)**  
Audio sonic, 1214 Roosevelt. Zip: 50010. Tel: 232-  
2991. Pres.: Steve Monroe.

#### KANSAS

- **AUGUSTA (Area Code 316)**  
Romco, 305½ W. Seventh St. Zip: 67010. Tel: SP  
5-2531. Pres.: Richard O. Miller.
- **WICHITA (Area Code 316)**  
High Fidelity Rec'gs, 445 N. Oliver. Zip: 67208. Tel:  
MU 2-7481. Pres.: Raymond Creely.

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- **LEBANON JUNCTION (Area Code 502)**  
Music Mountain Prod'ns. Zip: 40150. Tel: 833-2260.  
Owner: W. A. Masden.
- **LOUISVILLE (Area Code 502)**  
Orbit Radio, PO Box 1644, 1863 Arlington. Zip:  
40201. Tel: 895-1143, 583-7755.  
Sambo Sound, 9912 Taylorsville Rd. Zip: 40299.  
Tel: 267-5466. Contacts: Ray Allen, Hardy  
Martin.  
Sonic Servs., PO Box 5142. Zip: 40205. Tel: 451-  
2234. Owner: Richard W. Crampton.

#### LOUISIANA

- **BATON ROUGE (Area Code 504)**  
Apollo, PO Box 1564, 307 North Blvd., Suite 200.  
Zip: 70801. Tel: 342-3209. Pres.: Ted W.  
Hart; VP: Robert House; Chief Eng.: Bill Triche.
- **LAFAYETTE (Area Code 318)**  
La Louisianne, 711 Stevenson St.; bus. office—2823  
Johnston St. Zip: 70501. Tel: 234-4118.
- **NEW ORLEANS (Area Code 504)**  
Cosimo, 748 Camp St. Zip: 70130. Tel: 523-7474.  
Owner: C. V. Matassa  
Superior Plastics, 748 Camp St. Zip: 70130. Tel:  
523-7474. Owner: C. V. Matassa.

#### MARYLAND

- **ACCOKEEK (Area Code 301)**  
Ray Vernon Prod'ns, PO Box 6. Zip: 20607.
- **BALTIMORE (Area Code 301)**  
Bradley, 531 N. Howard St. Zip: 21201. Tel: 727-  
0950. Owner: F. Joseph Bradley.  
RECORDINGS, INC., 1130 E. Cold Spring Ln. Zip:  
21212. Tel: 433-0701. Chief Eng.: George Mas-  
senburg. (SEE ADVERTISEMENT)

#### MASSACHUSETTS

- **BOSTON METROPOLITAN AREA**  
(Area Code 617)  
A A A, 835 Dorchester Ave. Zip: 02125. Tel:  
288-2770. Pres.: Joseph Saia; Chief Eng.:  
Arnold Zunick; Ass't Prod'r: Amy J. Tosi.  
Casa Grande, PO Box 113, 6 Carter Pl. Zip: 01802.  
Tel: 988-1474. Owner & Gen. Mgr.: Frank P.  
Pappalardo.  
Continental, 12 Irving St., Framingham. Zip: 01701.  
Tel: 879-2430. Pres.: L. Daniel Flynn.  
Fleetwood, 321 Revere St., Revere. Zip: 02151.  
Tel: 284-0750. Sales: Vincent P. Giarusso, Ray-  
mond G. Samora.  
Natural Sound, 102 Hudson Rd., Sudbury. Zip: 01776.  
Tel: 443-6210, 897-7359. Contacts: George S.  
Donald, Lou Casella & Paul Burnell.  
Petrucchi & Atwell, 331 Newbury St. Zip: 02115.  
Tel: 266-3610. Pres.: Robert J. Petrucchi.
- **HOLYOKE (Area Code 413)**  
W G, PO Box 732, 66 Elmwood Ave. Zip: 01040.  
Tel: 536-1793.
- **NEW BEDFORD (Area Code 617)**  
Stereophonics, 403 Rivet St. Zip: 02744. Tel: 999-  
6489, 758-2878, 994-7255. Pres.: Carl German;  
VP: Peter Bonfils.
- **WEST SPRINGFIELD (Area Code 413)**  
Universal, 26 Colton Ave. Zip: 01089. Tel: RE  
6-7727. Mgr.: F. De Angelis.

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 Tera Shirma Sound Studios, Studio A, 15305 Liver-  
 nois. Zip: 48238. Tel: 861-5650. Pres.: Ralph  
 R. Terrana.  
 Tri-Sounds, 11825 Hamilton, Highland Park. Zip:  
 48203. Pres.: Major Reynolds.

● **ECORSE (Area Code 313)**  
 Double U Sound, PO Box 4557, 3973 18 St. Zip:  
 48229. Tel: 381-9216. Pres.: Felton W. Williams  
 Jr.

● **KALAMAZOO (Area Code 616)**  
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 Portage. Zip: 49081. Tel: 327-7051. Gen.  
 Mgr.: Neil Rogers.

● **NEW HAVEN (Area Code 313)**  
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 749-5182.

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 Star, 1615 London Rd. Zip: 55812. Tel: 728-4208.  
 Mgr.: Howard C. Zimm.

● **MINNEAPOLIS (Area Code 612)**  
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 R. A. Gerde.  
 Dove, 9358 James Ave. S. Zip: 55431. Tel:  
 888-4459.  
 Empire Photosound, 4444 W. 76 St. Zip: 55435.  
 Tel: 920-3020. Pres.: William S. Yale; Exec.  
 VP: Richard N. Jamieson; VP Prod'n: Arthur J.  
 Nicol.  
 SENTINEL REC. CORP., 2129 Washington Ave. N.  
 Zip: 55411. Tel: 522-4353. Pres. & Mng. Dir.:  
 Robert G. Haacke. (SEE ADVERTISEMENT)  
 UNIVERSAL AUDIO, 2541 Nicollet Ave. Zip: 55404.  
 Tel: 827-5442. (SEE ADVERTISEMENT)

● **ST. PAUL (Area Code 612)**  
 E M C, 180 E Sixth St. Zip: 55101. Tel:  
 227-7366. Pres.: David E. Feinberg.

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● **JACKSON (Area Code 601)**  
 M A C (div of Mississippi Artist Corp.), 1620 Kent  
 Ave. Zip: 39211. Tel: 362-9482, 352-4923.  
 Owners: Bob McRee, Cliff Thomas, Ed Thomas.  
 Malaco, 3023 W. Northside Dr. Zip: 29213. Tel:  
 982-4522. Pres.: Tom Couch; VP: Mitch Malouf.

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● **INDEPENDENCE (Area Code 816)**  
 Cavern, 16400 E. Truman Rd. Zip: 64050. Tel:  
 CL 4-5600. Dir.: John J. Pearson.  
 ● **KANSAS CITY (Area Code 816)**  
 Fremerman, 4041 Central. Zip: 64111. Tel: 753-6868.  
 Owner: B. Fremerman.  
 Kaytown, 2417 Prospect Ave. Zip: 64127. Tel:  
 482-5272. Contact: L. M. Brown.

**MONTANA**

● **HELENA (Area Code 406)**  
 Valtron, 305 Allen St. Zip: 59601. Tel: 442-0734

**NEBRASKA**

● **LINCOLN (Area Code 402)**  
 Williams Rec. Serv., 2650 N. 48 St. Zip: 68504.  
 Tel: 434-4745. Owner: Lee A. Williams.  
 ● **OMAHA (Area Code 402)**  
 C B C Ents., 4106 Commercial Ave. Zip: 68110. Tel:  
 455-6404. Pres.: Scott A. Cameron; VP: Charles  
 N. Canuso.

**NEVADA**

● **LAS VEGAS (Area Code 702)**  
 United Rec'g Corp. of Nev., 3143 Industrial Rd.  
 Zip: 89102. Tel: 735-7131. Contact: Billy P.  
 Porter.

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● **KEENE (Area Code 603)**  
 Vanguard Prod'ns, 16 Ridgewood Ave. Zip: 03431.  
 Tel: 352-7131.

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● **BERGENFIELD (Area Code 201)**  
 Double Echo, 14 Magnolia St. Zip: 07621. Tel:  
 941-0335. Owner: Louis L. Weintraub.  
 ● **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.  
 ● **CARTERET (Area Code 201)**  
 SAREX, 1001 Roosevelt Ave. Zip: 07008. Tel: 969-  
 2440. Pres.: O. L. Seda. (SEE ADVERTISEMENT)

● **CEDAR GROVE (Area Code 201)**  
 Audio, 471 Pompton Ave. Zip: 07009. Tel: 239-5511.  
 Contact: Frank P. D'Alessio.

● **ENGLEWOOD (Area Code 201)**  
 Town Sound, 1 N. Dean St. Zip: 07631. Tel:  
 567-8282. NYC Tel: (212) 564-5818. Cable:  
 TOOTETOWN. Pres.: Gloria E. A. Toote.

● **MAHWAH (Area Code 201)**  
 Les Paul, 78 Deerhaven Rd. Zip: 07430. Tel: 327-  
 9639. Pres.: Les Paul.

● **TOTOWA (Area Code 201)**  
 Sim-O-Rama Sound Serv., 572 Union Blvd. Zip:  
 07512. Tel: 274-6772. Owner: Tony Simonetti.

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 Hurricane, 1927 San Mateo N.E. Zip: 87110. Tel:  
 265-4039. Pres.: Al Hurricane.  
 John Wagner Prod'ns, 202 Wisconsin N.E. Zip:  
 87108. Tel: 255-8425. Contacts: John Wagner,  
 Richard Scovel.

● **LAS CRUCES (Area Code 505)**  
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 Zip: 88001; 3308 East St., Mesilla Park.  
 Zip: 88074. Tel: 524-1889. Owner: Emmitt H.  
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 9800. Pres.: Clinton D. Buehlman.

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● **GARDEN CITY, L. I. (Area Code 516)**  
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 GE 7-6200.  
 Branch: Allentown, Pa.

● **HEMPSTEAD, L.I. (Area Code 516)**  
 Chime, 223 Jerusalem Ave. Zip: 11550. Tel: IV 6-  
 4767. Pres.: Vaughn Wheeler.  
 Ultra-Sonic, 149 N. Franklin St. Zip: 11550. Tel:  
 IV 5-5066.

● **ITHACA (Area Code 607)**  
 Alcor, 215 S. Tioga St. Zip: 14850. Tel: AR 3-4242.

● **NEW YORK CITY (Area Code 212)**  
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 Pres.: Herb Abramson.  
 A & R, 799 Seventh Ave. Zip: 10019. Tel: JU  
 2-1070.  
 Allegro Sound, 1650 Broadway. Zip: 10019. Tel:  
 246-5161.  
 Artcraft, 285 E. 49 St., Brooklyn. Zip: 11203.  
 Tel: PR 8-5150.  
 Associated, c/o Schnapf, 723 Seventh Ave. Tel: CI  
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Bell Sound, 237 W. 54 St. Zip: 10019. Tel:  
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 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.

Charles Lane, 7 Charles Ln. Zip: 10014. Tel: CH  
 2-1479. Pres.: Michael F. J. Lynch; VP Eng'g:  
 Thomas J. Lyle.

R. D. Cortina, 136 W. 52 St. Zip: 10019. Tel: JU  
 2-3845. Pres.: Robert E. Livesey.  
 Cue, 117 W. 46 St. Zip: 10036. Tel: PL 7-3641.  
 Fine, 118 W. 57 St. Zip: 10019. Tel: CI 5-6959.  
 Glenn Prod'ns, 157 W. 57 St. Zip: 10019. Tel:  
 CO 5-6585. Nat'l Dir.: Ben Arrigo.  
 Groove Sound Studio, 240 W. 55 St. Zip: 10019. Tel:  
 765-0933.

Jaysina, 143 W. 51 St. Zip: 10019. Tel: 582-2630.  
 Knickerbocker Sound, 146 W. 47 St. Zip: 10036.  
 Tel: LT 1-9270. Gen. Mgr.: Phillip De Meo.  
 Lang Electronics, 507 Fifth Ave. Zip: 10017.  
 Tel: MU 2-7147. Pres.: Lou Lang.  
 Madison Sound, 1855 Broadway. Zip: 10023. Tel:  
 582-5560.

Masterstone, 130 W. 42 St. Zip: 10036. Tel: WI  
 7-2940. Pres.: S. Feldman.  
 Olmsted-Sound, 1 E. 54 St. Zip: 10022. Tel: PL  
 1-0890.

R C A Custom Rec. Sales, 155 E. 24 St. Zip: 10010.  
 Tel: MU 9-7200.

R K O Sound, 1440 Broadway. Zip: 10018. Tel:  
 LO 4-8000. Pres.: J. Hayes.  
 Regent Sound, 25 W. 56 St. Zip: 10019. Tel: CI  
 5-2630

Richcraft, 1706 Flatbush Ave., Brooklyn. Zip:  
 11210. Tel: ES 7-1664. Owner: R. Rehme.  
 Stereo Sound, 238 E. 26 St. Zip: 10010. Tel: MU  
 3-5240.

Studio 76, 1650 Broadway. Tel: CI 7-6010. Pres.:  
 Ed Chalpin.  
 True Tone, 160 W. 73 St. Tel: TR 4-2015.  
 Variety Sound, 130 W. 42 St. Zip: 10036. Tel:  
 244-4256. Pres.: W. A. Smith.

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 Ketchum.

- **ROCHESTER** (Area Code 716)  
Fine, 1196 Calkins Rd. Zip: 14623. Tel: 334-9290/  
3229. Owner: Vince Jan.  
Lifetime, 133 North St. Zip: 14604. Tel: 454-1269.
- **UTICA** (Area Code 315)  
Ultronic Ent's., 760 Blandina St. Zip: 13501. Tel:  
732-1447. Pres.: Don McEwin.
- **VESTAL** (Area Code 607)  
The Guitar Center, Highway Fruit Market Bldg., 200  
Clayton Ave. Zip: 13850. Tel: 754-4937.

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(Studio) 1012 E. Lindsay St. Tel: (Office) 275-  
6296, (Studio) 274-2441. Gen. Mgr.: Walter E.  
Copeland. (SEE ADVERTISEMENT)
- **RALEIGH** (Area Code 919)  
Coleman Sound Studios, 2622 Broadwell Dr. Zip:  
27606. Tel: 828-2185. Owner: William Coleman  
Jr.  
Branch: Rocky Mount, N. C.
- **ROCKY MOUNT** (Area Code 919)  
Coleman Sound Studios, Box 1008. Zip: 27801. Own-  
er: William Coleman Jr.  
Home office: Raleigh, N. C.

#### OHIO

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G & W Prod. & Supply, PO Box 335. Tel: 453-7518,  
Owner: Alex Mastin.
- **CINCINNATI** (Area Code 513)  
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561-7818. Pres.: Jack Adkins.  
Counterpart Music, 2570 Harrison Ave. Zip: 45211.  
Tel: 481-6877.  
King Custom Rec. Serv., 1540 Brewster Ave. Zip:  
45207. Tel: 751-1910. Pres.: Zela B. Nathan.  
VP & Gen. Mgr.: Johnnie Miller.  
Recording Studios, 10490 Taconic Terrace. Zip:  
45215. Tel: 771-5523. Pres.: Jack Ralius.  
Rite Rec. Prod'ns., 9745 Lockland Rd. Zip: 45215.  
Tel: 733-5533.
- **CLEVELAND** (Area Code 216)  
Boddie, 12202 Union Ave. Zip: 44105. Tel:  
752-3440. Contact: Mr. Boddie.  
Cleveland, 1515 Euclid Ave. Zip: 44115. Tel: 621-  
9362. Pres.: Frederick C. Wolf; VP: Kenneth  
R. Hamann.  
Kelmar, 1054 E. 71 St. Zip: 44103. Tel: 391-  
4518. Pres.: Joel Kischel.  
Pama, 4991 Osborn Rd. Zip: 44128. Tel: 581-0661.  
Pres.: Patrick J. Connelly.  
Szappanos, 11705 Buckeye Rd. Zip: 44120. Tel:  
561-5524.  
W B K R Broadcast Serv., 1169 Sylvania Rd. Zip:  
44121. Tel: 382-0900.  
Way-Out Recs., 1966 E. 55 St. Zip: 44103. Tel:  
EX 1-0436. VP: Bill Branch; Sec'y: Barbara  
Hylton.
- **COLUMBIANA** (Area Code 216)  
Golden Audio Rec'gs, 170 N. Middle. Zip: 44408.  
Tel: 482-2040. Pres.: Johnny Golden.
- **COLUMBUS** (Area Code 614)  
Magnetic Studios, 1670 W. First Ave. Zip: 43212.  
Tel: 486-2469. Gen. Mgr.: Donald P. Whitticar.  
Mus-I-Col, 780 Oakland Park. Zip: 43224. Tel: 267-  
3133. Pres.: Boyd P. Niederlander; VP: John  
W. Hull.
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Mega City Music, 38 Linden Ave. Zip: 45403. Tel:  
256-6931/6557. Owner & Pres.: Ivan Freeman.
- **HAMILTON** (Area Code 513)  
Melody, 1912 St. Clair St. Zip: 45011. Tel:  
895-0607. Pres.: William M. Jones.
- **MINERVA** (Area Code 216)  
Praise Rec'gs, 15589 Freed Rd. S.E. Zip: 44657.  
Tel: 868-4840. Pres: J. Maas.
- **TOLEDO** (Area Code 419)  
Hanf, 1825 Sylvania Ave. Zip: 43613. Tel:  
475-1616. Mgr.: Jim Thomson.
- **WOOSTER** (Area Code 216)  
Jaycee, Box 592 (C-W). Zip: 44691. Pres.: Judson  
G. Rosebush.
- **YOUNGSTOWN** (Area Code 216)  
United Audio, 10 Ellenwood. Zip: 44507. Tel: 744-  
5819. Owner: William O. Warner.

#### OKLAHOMA

- **MUSKOGEE** (Area Code 918)  
Frank Brock Prod'ns, 928 N. York. Zip: 74401.  
Tel: 682-7500. Pres.: Frank Brock.

*continued on page 176*

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Rex Rec'g, 931 S.W. King Ave. Zip: 97205. Tel: 228-4393. Gen. Mgr.: Bill Rohrer.
- **SALEM (Area Code 503)**  
Pacific Northwest Sound Prod'ns, 570 14 N.E. Zip: 97301. Tel: 362-7821. Pres.: Ray S. Connelly.

**PENNSYLVANIA**

- **ALLENTOWN (Area Code 215)**  
Allentown, 10 & Walnut Sts. Zip: 19107. Tel: 433-7405. Pres.: S. L. Wellrell.  
Audio Rec'g & Mfg., 1128 N. Graham St. Zip: 18103. Tel: 437-9643.  
Branch: Garden City, L. I., N. Y.
- **FRANKLIN (Area Code 814)**  
Process Rec., 439 Wiley Ave. Zip: 16323. Tel: 432-4633. Mgr.: Norman Kelly.
- **JENKINTOWN (Area Code 215)**  
Thunder, PO Box 271. Zip: 19046. Pres.: Stan Peahota; VP: Stan Knight.
- **MECHANICSBURG (Area Code 717)**  
Baldwin Sound Prod'ns, 5252 Trindle Rd. Zip: 17055. Tel: 766-0787. Pres.: D. E. Baldwin.
- **PHILADELPHIA (Area Code 215)**  
Abundant Sounds, 4024 W. Cambridge St. Zip: 19104. Tel: EV 2-4444. Owner: Fred Miles.  
Impact, 7102 1/2 Castor Ave. Zip: 19149. Tel: FI 2-8760/8770. Pres.: Anthony Schmidt.  
Virtue, 1618 N. Broad St. Zip: 19121. Tel: PO 9-9479. Pres.: Frank Virtue.
- **PITTSBURGH (Area Code 412)**  
G & C Rec. Mfg, 2724 Penn. Ave. Zip: 15222. Tel: AT 1-9898/9. Mgr.: Glenn E. Campbell.  
Galaway, Box 603, McKeesport. Zip: 15134. Tel: 672-7106. Owner: Walter Gala.  
Gateway-Dyno, 256 Fifth Ave. Tel: 471-5875. Pres.: Robert W. Schachner.
- **POTTSTOWN (Area Code 215)**  
Vantage, PO Box 212. Zip: 19464. Tel: 323-3336.
- **READING (Area Code 215)**  
McKinnon, 411 Gordon St., Dept. C. Zip: 19601. Tel: 374-6580. Dir.: Leonard McKinnon.
- **SHARON (Area Code 412)**  
Marion, 149 E. State St. Zip: 16146. Exec. office: 930 Woodview Pl. Tel: DI 7-4726.
- **YORK (Area Code 717)**  
Dee-Bee Rec'g Serv., S. Camp St. Ext., Windsor. Zip: 17366. Tel: 244-5411. Owner: Stan Deppen Jr.

**RHODE ISLAND**

- **PAWTUCKET (Area Code 401)**  
Johnston Sound Serv., 111 Sweet Ave. Zip: 02861. Tel: 722-2222. Owner: Lewis Johnston.

**SOUTH CAROLINA**

- **GREENVILLE (Area Code 803)**  
Halo/Klub, Box 7481, Branwood Sta., 10 Michael Dr. Zip: 29610. Tel: 269-3961. Pres.: Bob Edwards.

**TENNESSEE**

- **CHATTANOOGA (Area Code 615)**  
Chattanooga, 1077 Duncan. Zip: 34704. Tel: 629-6884. Owner & Eng'g Dir.: Sonny Limbo; Owner & Mgr.: Paul Gray.
- **KINGSPORT (Area Code 615)**  
Tri-State, 1767 Fort Henry Dr. Zip: 37664. Tel: 246-8651. Pres.: Basil J. Palmer.
- **KNOXVILLE (Area Code 615)**  
Valley Prod'ns, Box 3464. Zip: 37917. Tel: 588-2414. Owners: Donald G. Tonkin, John W. Tipton.
- **MADISON (Area Code 615)**  
Starday Sound & Film, PO Box 115, Dickerson Rd. at Due West. Zip: 37115. Tel: 228-2575.
- **MEMPHIS (Area Code 901)**  
Allandale, PO Box 11522, E. Memphis Sta. Zip: 38111. Tel: 324-4640. Mgr.: Thomas Grissom.  
Arden, 1457 National. Zip: 38122. Tel: 324-5368. Mgr.: John Fry.  
Memphis, 3635 Allandale Rd. Zip: 38111. Tel: 324-4640. Mgr.: Style Wooten.
- **NASHVILLE (Area Code 615)**  
Audiofax, 821 19 Ave. S. Zip: 37203. Tel: 242-5585.  
Bradley's Barn, 1609 Hawkins St. Zip: 37203; Mt. Juliet. Tel: 244-1060, 758-5341. Owners: Jerry Bradley, Owen Bradley, Charles Tallent.

- Fred Foster Sound, 821 19 Ave. S. Zip: 37203. Tel: 255-5424.
- Globe, 420 Broad St. Tel: AL 5-7645. Pres.: Jim Maxwell.
- Music City Rec'rs, 821 19 Ave. S. Zip: 37203. Tel: 242-5585. Pres.: Bill Connor; VP: Scotty Moore.
- NASHVILLE REC. PROD'NS, 905 17 Ave. S. Tel: 244-2554. (SEE ADVERTISEMENT)
- Nugget, PO Box 400, Tinnin Rd. Zip: 37072. Tel: 859-5268. Pres.: Bobby Bobo; VP: Fred Carter Jr.
- R C A Custom Rec. Sales, 800 17 Ave. S. Zip: 37203. AL 5-5781.
- Spar Recs., 110 21 Ave. S. Zip: 37203. Tel: 244-1636. Pres.: Alan Bubis; VP: William Beasley.
- **NEWPORT (Area Code 615)**  
Jay-Cher Ent's., PO Box 27. Zip: 37821. Tel: 623-3772/9193. Pres. & Gen. Mgr.: Johnny Carter; VP: Cheryl Carter.  
Vibrant, 938 E. Broadway. Zip: 37821. Tel: 623-9194. Pres.: Hal McGaha; VP: Nick Green.

**TEXAS**

- **AMARILLO (Area Code 806)**  
Larry Cox, 3412 N.E. 24. Zip: 79107. Tel: 383-4401. Owner & Eng'r: Larry Cox.
- **DALLAS (Area Code 214)**  
Sellers, 2102 Jackson. Zip: 75201. Tel: RI 1-5836.
- **EL PASO (Area Code 915)**  
Star Recs., 102 Texas Ave. Zip: 79946. Tel: 533-7282. Owner: Joseph Gillman.
- **FORT WORTH (Area Code 817)**  
Delta Rec'g Ctr., 910 Currie St., Zip: 76107. Tel: ED 2-3821. Owner: Jackie Layne  
Oakridge, 2001 Elton Rd. Zip: 76117. Tel: TE 8-6608. Pres.: Homer L. Sewell.  
Sound City, 1705 W. Seventh St. Tel: ED 5-9800. Pres.: David R. Anderson; Gen. Mgr.: Frank Henderson.
- **HOUSTON (Area Code 713)**  
Ivory's, 3532 1/2 Jensen Dr. Zip: 77026. Tel: CA 6-9635. Mgr.: Ivory Lee Semiens.
- **McALLEN (Area Code 512)**  
Pharaoh, PO Box 969. Zip: 78501. Tel: MU 6-0791. Owner: Jimmy Nicholls.
- **ODESSA (Area Code 915)**  
Tommy Allsup, PO Box 6406, 5600 E. County Rd. Zip: 79760. Tel: EM 2-1512. Partners: W. G. Maxwell, Tommy Allsup.
- **PORT ARTHUR (Area Code 713)**  
L & F, 1812 Procter St. Zip: 77640. Tel: YU 2-7121.
- **SAN ANTONIO (Area Code 512)**  
Epstein Ent's., PO Box 28123, 735 N. General McMullen Dr. Zip: 78228. Tel: GE 3-1461. Owner & Mgr.: A. Epstein.  
Southern Rec. Serv., 506 W. Hildebrand Ave. Zip: 78212. Tel: PE 3-1721. Mgr.: Jack Bond.  
Tanner 'N' Texas, 1422 W. Poplar. Zip: 78207. Tel: PE 2-8072. Pres.: Bob Tanner.  
Texas Sound, 506 W. Hildebrand Ave. Zip: 78212. Tel: PE 3-1421. Mgr.: R. Jeff Smith.
- **SAN BENITO (Area Code 512)**  
Ideal, 119 S. Sam Houston Blvd. Zip: 78586. Tel: EX 9-1471. Mgr.: John Phillips.  
Rio Grande Music, 119 S. Sam Houston Blvd. Zip: 78586. Tel: EX 9-1471. Mgr.: John Phillips.
- **SAN MARCOS (Area Code 512)**  
Byron, PO Box 261. Zip: 78666. Mgr.: Bo Barber.
- **TYLER (Area Code 214)**  
Brians, PO Box 775. Zip: 75701. Tel: LY 2-7677. Contact: Robin H. Brians.  
Custom Sound, PO Box 231. Zip: 75701. Tel: LY 4-2961. Mgr.: Curtis Kirk.  
Steve Wright, PO Box 626, 1608 S. Fleishel. Zip: 75701. Tel: LY 2-0591. Pres.: Steve Wright.

**UTAH**

- **OGDEN (Area Code 801)**  
Spectra Sonics, 770 Wall Ave. Zip: 84404. Tel: 782-8056. Pres.: William G. Dillely.

**VIRGINIA**

- **NORFOLK (Area Code 703)**  
D'Arcy Sound, 417 W. 21 St. Zip: 23517. Tel: 622-2111.  
Fink, 2732 Beachmont Ave. Zip: 23504. Tel: 627-0957. Pres.: Bill Johnson; Music Dir.: Earl Long.
- **RICHMOND (Area Code 703)**  
Richmond Sound Stages, 2314 W. Cary St. Zip: 23220. Tel: 353-0473. Dir.: Frank L. Brooks.
- **WAYNESBORO (Area Code 703)**  
Major, PO Box 2072. Zip: 22980. Tel: 942-1969/6506. Owner: John Major.

**WASHINGTON**

- **OLYMPIA (Area Code 206)**  
Sound Preservers, 1915 N. Quince. Zip: 98501. Tel: 352-9097. Owner & Pres.: Allen P. Giles.
- **VANCOUVER (Area Code 206)**  
Gibson, 4009 E. 18 St. Zip: 98661. Tel: 695-2112. Mgr.: Rick Keefer.

**WISCONSIN**

- **LA CROSSE (Area Code 608)**  
Coulee, PO Box 968. Zip: 54602. Pres.: Bill Grafft.
- **MILWAUKEE (Area Code 414)**  
P K C Prod'ns, 3240A N. Bartlett Ave. Zip: 53211. Tel: 332-5771. Pres.: Paul Carson; VP: Phillip Klingler.
- **RHINELANDER (Area Code 715)**  
Audio Unlimited, Box 85, 1418 N. Stevens St. Zip: 54501. Tel: 362-2059. Owner & Mgr.: M. Kuehl.
- **SAUK CITY (Area Code 608)**  
Sara Sound, 123 Water St. Zip: 53583. Tel: 643-3304. Pres.: Jim Kirchstein.

**WYOMING**

- **CHEYENNE (Area Code 307)**  
R M R (Rocky Mountain Rec'g), PO Box 82. Zip: 82001. Tel: 638-8733. Mgr.: Ray Alexander. (SEE ADVERTISEMENT)
- **WORLAND (Area Code 307)**  
Wyoming Music Ent's., PO Box 104, 1220 Bulliam St. Zip: 82401. Tel: 347-3872. Pres.: Ray Pendergraft.

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- AKG/North American Philips, 100 E. 42 St., New York, N. Y. 10017. Tel: (212) OX 7-3600. Mgr.: A. Brakhan.  
Chief product: Microphones.
- Aerovox, Moncks Corner, S.C. 29461. Tel: (803) 899-2132. Sales Mgr.: John Gleason.  
Chief product: Professional audio equip.
- Altec Lansing 1515 S. Manchester Ave., Anaheim, Calif. 92803. Tel: (714) PR 4-2900. Sales: H. S. Morris; Adv. Mgr.: Glenn Malme.  
Chief product: General audio equip.
- Ampex, 401 Broadway, Redwood City, Calif. 94063. Tel: (415) 367-2011.  
Audio/Video Communications Div., Mktg. Mgr.: Leon Workman.  
Chief product: Professional tape recorders, duplicators, accessories.
- Magnetic Tape Div., Nat'l Sales Mgr.: Brian Trankle.  
Chief product: Raw tape, lubricated tape.
- Consumer & Educational Prods. Div., 2201 Lunt Ave., Elk Grove Village, Ill. 60007. Tel: (312) 439-8700. Mktg. Mgr.: John H. Trux.  
Chief product: Open reel, 4 & 8-tr. cartridge and cassette recorded tapes.
- Astatic, Harbor & Jackson Sts., Conneaut, Ohio 44030. Tel: (216) 599-6916. Dist. Sales Div. Mgr.: Kenneth E. Rhines.
- Audio-Electronics (div. of Howard Inds.), 7305 Van Nuys Blvd., Van Nuys, Calif. 91405. Tel: (213) 785-8891. Pres.: Sheldon Howard.  
Chief product: Stereo modulator speakers, tape & capstan cleaning cartridges, automatic tape winding machines.
- AUDIO MAGNETICS, 915 Westchester Ave., Bronx, N.Y. 10459. Tel: (212) LU 9-3500. Cable: AUDIOMATIC.  
Chief product: Tape duplicating equip. (SEE ADVERTISEMENT)
- Audiotex (div. of GC—Hydrometals), 400 S. Wyman, Rockford, Ill. 61101. Tel: (815) 968-9661. Pres.: A. C. Valiulis; VP Sales: E. Naretta; VP Mktg.: R. Fleming.  
Chief product: Test lights, stylus pressure gauges, selector switches, microphones, microphone stands, head demagnetizers, strobes & discs, audio tester tapes, cables & adapters.
- Ballantine Labs., PO Box 97, Fanny Rd., Boonton, N.J. 07005. Sales Mgr.: R. C. Dorris.  
Chief product: Voltmeters & other electronic measuring instruments.
- Benjamin Electronic Sound Corp., 40 Smith St., Farmingdale, L. I., N. Y. 11735. Tel: (516) 694-7960. Sales Mgr.: Jules Rubin.  
Chief product: Speaker systems (EMI), turntables (Miracord), cartridges (Elac), compacts (Benjamin).
- R T Bozak Mfg., PO Box 1166, Darien, Conn. 06820; 587 Connecticut Ave., Norwalk, Conn. 06854. Tel: (203) 838-6521.  
Chief product: Speakers.
- F T C Brewer, Town & Country Plaza, Pensacola, Fla. 32505. Tel: (904) 433-7932. Owner: Frederic T. C. Brewer.

C B S Labs, 227 High Ridge Rd., Stamford, Conn. 06905. Tel: (203) 327-2000. Pres.: P. C. Goldmark.

**Chief product:** Recording automatic peak controller.

CADCO AUDIO INDS., Iroquois Ave., Palisades, N.Y. 10964. Tel: (914) 359-4434. Pres.: H. P. Lehle.

**Chief product:** Professional audio equip. (SEE ADVERTISEMENT)

Concertone, 7035 Laurel Canyon Blvd., North Hollywood, Calif. 91605. Tel: (213) 877-0406. Mktg. Dir.: John Pacconi; Nat'l Sales Mgr.: Sid Siegel.

**Chief product:** Tape decks & tape recorders.

Concord Electronic, 1935 Armacost Ave., West Los Angeles, Calif. 90025. Tel: (213) 478-2541.

**Chief product:** Tape recorders.

Criteria, 1755 N.E. 149 St., Miami, Fla. 33161. Tel: (305) 947-5611. Pres.: M. L. Emerman.

**Chief product:** Amplifiers, equalizers, limiter amplifiers, complete mixing consoles—studio & location.

Daven, Grenier Field, Manchester, N.H. 03103. Tel: (603) 669-0940. Sales Mgr.: Stephen Jackson.

**Chief product:** Networks, attenuators, switches, lab measuring equip.

Dynaco, 3060 Jefferson St., Philadelphia, Pa. 19121. Tel: (215) 232-8000. Sales Mgr.: R. Tucker.

**Chief product:** Amplifiers, preamplifiers, tuners, microphones.

Electro-Voice, 600 Cecil St., Dept. W., Buchanan, Mich. 49107. Tel: (616) 695-6831. Pres.: W. A. Beaverson; VP Sales: Lawrence Le Kashman.

**Chief product:** Microphones, speakers, needles, cartridges, high fidelity electronics.

Electrodyne, 7315 Greenbush Ave., North Hollywood, Calif. 91605. Tel: (213) 875-1900. Cable: ELECTRODYNE. Pres.: D. N. McLaughlin.

**Chief product:** Audio control consoles, amplifiers, equalizers.

Elpa Marketing Inds., Atlantic & Thorens Ave., New Hyde Park, N.Y. 11040. Tel: (516) 746-3002. NYC Tel: (212) 523-3324. Adv. Mgr.: E. J. Carrier.

**Chief product:** Tape splicing equip.

Fairchild, 10-40 45 Ave., Long Island City, N.Y. 11101. Tel: (212) ST 4-6163. Sales Admin.: M. P. McLaughlin.

**Chief product:** General audio equip., mixers.

FINEBILT MFG., 931 N. Citrus Ave., Hollywood, Calif. 90038. Tel: (213) HO 6-9511.

**Chief product:** Consoles. (SEE ADVERTISEMENT)

Fisher Radio, 11-40 45 Rd., Long Island City, N.Y. 11101. Tel: (212) 937-2100. Nat'l Sales Mgr.: Harry Norman.

**Chief product:** Amplifiers, tuners, speaker systems.

General Electric (admin. offices), 570 Lexington Ave., New York, N.Y. 10022. Tel: (212) PL 1-1311.

Consumer Electronics Div., Electronics Park, Syracuse, N.Y. 13201.

Audio Products Dept., 2200 N. 22 St., Decatur, Ill. 62525. Tel: (217) 428-4311. Mktg. Mgr.: Jack L. Hunter.

Major Television Div., Electronics Park, Syracuse, N.Y. 13201. Tel: (315) 456-0123. Mktg. Mgr.: Steven R. Mihalic.

Personal Television Dept., College Blvd., Portsmouth, Va. 23705. Mktg. Mgr.: J. L. Myers.

Radio Receiver Dept., 1001 Broad St., Utica, N.Y. 13501. Tel: (315) SW 7-0750. Mktg. Mgr.: Charles W. Kepler.

Visual Communications Products Dept., Electronics Park, Syracuse, N.Y. 13201. Mktg. Mgr.: William B. Gaither.

**Chief product:** General audio equip.

General Radio, 22 Baker Ave., West Concord, Mass. 01781. Tel: (617) EM 9-4400. Sales Mgr.: L. J. Chamberlain.

**Chief product:** Test equip.

Harvey Radio, 2 W. 45 St., New York, N.Y. Tel: (212) JU 2-1500. VP Prof. Prods: Donald J. Plunkett.

**Chief product:** General recording equip.

Hewlett-Packard, 1501 Page Mill Rd., Palo Alto, Calif. 94304. Tel: (415) 326-7000. Chief Exec.: D. Packard.

**Chief product:** Electronic test instruments.

I T T Canon Electric, 3208 Humboldt St., Los Angeles, Calif. 90031. Tel: (213) 225-1251. Pres.: W. M. Wachos.

**Chief product:** Plugs, accessories.

INFONICS, 11650 W. Olympic Blvd., Los Angeles, Calif. 90064. Tel: (213) 477-1561. Pres.: Peter H. Stanton; Sales Co-ord.: P. Nelson; Chief Eng'g: F. Cervantes; Serv. Mgr.: G. Davis.

**Chief product:** cassette & open reel duplicators. (SEE ADVERTISEMENT)

Koss Electronics (Rek-o-Kut), 2227 N. 31 St., Milwaukee, Wis. 53208. Tel: (414) 444-9442. Sales Mgr.: G. Cornehlis.

**Chief product:** Turntables, headphones.

Kulka Electro-Acoustics, 5 Perego Terr., Suite 5, San Francisco, Calif. 94131.

**Branch:** San Francisco, Calif., 665 Harrison St. Zip: 94107. Tel: (415) 781-6306. Pres.: Leo de Gar Kulka.

**Chief product:** Recording consoles, amplifiers of solid state circuitry.

Lang Electronics, 507 Fifth Ave., New York, N.Y. 10017. Tel: (212) MU 2-7147. Pres.: Lou Lang.

**Chief product:** Tape duplicating systems.

Langevin (see Scientific Inds.).

James B. Lansing Sound, 3249 Casitas Ave., Los Angeles, Calif. 90039. Tel: (213) NO 5-4101. Pres.: W. H. Tothmas.

**Chief product:** Speakers, amplifiers, graphic controllers & engerisers.

Magna-Tech Corp., 2300 Ampex Ave., Opelika, Ala. 36801. Tel: (205) 745-6515. Mgr.: Ron Matthews.

McIntosh Lab., 2 Chambers St., Binghamton, N.Y. 13903. Tel: (607) 723-3512. Sales Mgr.: G. Gow; Chief Eng'g: Sidney Corderman.

**Chief product:** Amplifiers, receivers.

Mid America Electronics, 1515 Euclid Ave., Cleveland, Ohio 44115. Tel: (216) 621-9362. Pres.: Kenneth R. Hamann.

**Chief product:** Custom built equip., recording consoles.

North American Philips (see AKG).

Orbit Radio, PO Box 1644, 1863 Arlington, Louisville, Ky. 40201. Tel: (502) 895-1143, 583-7755.

Orion Prods., 154 San Lazaro Ave., Sunnyvale, Calif. 94086. Tel: 245-4479. Pres.: Jack K. Willis.

**Chief product:** Cartridge loaders & tape evaluating equipment.

Pickering, 101 Sunnyside Blvd., Plainview, L.I., N.Y. 11803. Tel: (516) OV 1-0200. Sales Mgr.: Tom Donohue.

**Chief product:** Cartridges, styli.

Pultec (Pulse Techniques), 1411 Palisades Ave., West Englewood, N.J. Tel: (201) TE 7-2575.

**Chief product:** General audio equip.

SAREX, 1001 Roosevelt Ave., Carteret, N.J. 07008. Tel: (201) 969-2440. NYC Tel: (212) 227-6354. Pres.: O. L. Seda; Nat'l Sales Mgr.: Robert F. Baker.

**Chief product:** Cartridge & cassette tape loading equipment, slitting & coating machines. (SEE ADVERTISEMENT)

Scientific Inds., d/b/a Langevin, 1801 E. Carnegie Ave., Santa Ana, Calif. Tel: (714) 546-8830. Pres.: J. Swanson; Mktg. Dir.: J. R. Coleman.

**Chief product:** Complete professional broadcasting, recording & commercial sound equip.

H. H. Scott, 111 Powder Mill Rd., Maynard, Mass. Tel: (617) 897-8801. Sales Mgr.: W. Glaser.

**Chief product:** Amplifiers, speakers, receivers.

Scully Rec'g Instruments, 480 Bunnell, Bridgeport, Conn. 06607. Tel: (203) 335-5146. VP: H. H. Brosious; Contact: Lawrence J. Scully.

**Chief product:** Recording instruments, disc cutting lathes, tape machines.

Sennheiser Electronic, 500 Fifth Ave., New York, N.Y. 10036. Tel: (212) LO 4-0433. Pres.: Thomas Schillinger.

**Chief product:** Microphones, transformers.

Sherwood Electronic Labs., 4300 N. California Ave., Chicago, Ill. 60618. Tel: (312) IR 8-7300. Sales Mgr.: A. Fields.

**Chief product:** Amplifiers, FM tuners.

Shure Bros., 222 Hartrey Ave., Evanston, Ill. 60204. Tel: (312) DA 8-9000.

**Chief product:** Microphones, microphone mixers, playback cartridge, headphone amplifiers, pre-amplifiers.

Sony (see Superscope).

Spectra Sonics, 770 Wall Ave., Ogden, Utah 84404. Tel: (801) 782-8056. Pres.: William G. Dilley; Eng'g Sales: A. V. Siniscal.

Stanton Magnetics, Terminal Dr., Plainview, L.I., N.Y. 11803. Tel: (516) 681-0200. NYC Tel: (212) HI 5-0063. Sales Mgr.: C. R. Bennett.

**Chief product:** Cartridges, styli, tone arms, turntables.

Superscope (Sony), 8150 Vineland Ave., Sun Valley, Calif. 91352. Tel: (213) 875-0810. Pres.: Joseph S. Tushinsky; Sales Mgr.: Paul Markoff; PR Dir.: Elyn S. Rankell.

**Branches:** Clarendon Hills, Ill., 152 Burlington Ave. Zip: 60514. Tel: (312) 325-4433—Newton, Mass., 29 Needham St. Zip: 02161. Tel: (617) 527-5447—St. Clair Shores, Mich., 23000 Industrial Dr. E. Zip: 48080. Tel: (313) 773-3730—Woodside, N.Y., 37-09 56 St. Zip: 11377. Tel: (212) 446-7227—Bellevue, Wash., 11044 S.E. 30 Pl. Zip: 98004. Tel: (206) SH 6-1550.

**Chief product:** Recorders, tapes, microphones.

3 M, 2501 Hudson Rd., St. Paul, Minn. 55119. Tel: (612) 733-1110. Div. Publicist: Mike Tadman.

**Chief product:** Tapes, recorders.

UNITED ELECTRIC & ENG'G, 8545 W. 64 St., Arvada, Colo. 80002. Owner & Gen. Mgr.: L. Edward Beisner. (SEE ADVERTISEMENT)

United Transformer, 150 Varick St., New York, N.Y. Tel: (212) AL 5-3500. Sales Mgr.: J. Barreca.

Sound Div., 809 Stewart Ave., Garden City, L.I., N.Y. 11533. Tel: (516) CH 8-6404. Sales Mgr.: J. Kowaller.

**Chief product:** Transformers, speakers.

UNIVERSAL AUDIO REC'G EQUIP. SALES, 2451 Nicollet Ave., Minneapolis, Minn. 55404. Tel: (612) 827-5443. (SEE ADVERTISEMENT)

*continued on page 178*

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 Chief product: Electronic test equip.  
 Westrex, 1136 N. Las Palmas, Hollywood, Calif. 90038. Tel: (213) 466-7795. Pres.: Gale Livingston; Sales Mgr.: Frank Pontius.  
 Chief product: Professional magnetic & optical rec'g equip., mono & stereo disc cutting equip., densitometers & audio amplifying equip.  
 WORLDEX MFG., 1248 S. Berendo St., Los Angeles, Calif. 90006. Tel: (213) 388-9669. Pres.: Louis R. Baptista. (SEE ADVERTISEMENT)

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 Container-Kraft, 721 E. 61 St. Zip: 90001. Tel: 232-3281. Pres.: A. M. Garson.  
 Tim Gayle & Assocs., 6376 Yucca St., Hollywood. Zip: 90028. Tel: 463-2151. Owner: Tim Gayle.  
 C. P. MacGregor, 729 S. Western Ave. Zip: 90005. Tel: 384-4191. Pres.: C. P. MacGregor.  
 MONARCH REC. MFG., 4852-56 W. Jefferson Blvd. Tel: RE 2-6185. (SEE ADVERTISEMENT)  
 Rainbo, 1041 N. Las Palmas, Hollywood. Zip: 90038. Tel: HO 6-7516. Pres.: Jack G. Brown.
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 Concert Rec'g, PO Box 531, 3318 Platt Ave. Zip: 90262. Tel: 639-1341. Owner: William G. Johnson.

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 Cook Labs., 351 Courtland Ave., Glenbrook. Zip: 06906. Tel: 348-7578. Pres.: Emory Cook.

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 PROPHET, PO Box 14422. Zip: 33609. Pres.: John Brumage.  
 Home office: New York, N.Y. (SEE ADVERTISEMENT)

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 Counterpart Music, 2570 Harrison Ave. Zip: 45211. Tel: 481-6877.  
 King Custom Rec. Serv., 1540 Brewster Ave. Zip: 45207. Tel: 751-1910. Pres.: Zella B. Nathan; VP & Gen. Mgr.: Johnnie Miller.

- **TOLEDO (Area Code 419)**  
 Pioneer Inds., PO Box 4653, Old West End Sta. Zip: 43620. Tel: 691-2065. Mgr.: Lowell P. Amos.

**PENNSYLVANIA**

- **PHILADELPHIA (Area Code 215)**  
 Diskmakers, 925 N. Third St. Zip: 19123. Tel: MA 7-2277.  
 Hodge Rec., 1314-24 S. Howard St. Zip: 19147. Tel: DE 6-7001. Pres.: Sam Hodge.

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- **NASHVILLE (Area Code 615)**  
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 Container-Kraft, 721 E. 61 St. Zip: 90001. Tel: 232-3281. Pres.: A. M. Garson.  
 GILMORE ENVELOPE, 4000 Medford St. Zip: 90063. Tel: AN 8-3401. Art & Adv. Dir.: Art Weiss. (SEE ADVERTISEMENT)

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 FINE-TONE AUDIO PRODS., 24 Cobek Ct., Brooklyn. Zip: 11223. Tel: 336-6662. (SEE ADVERTISEMENT)

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 Plant: Great Neck, L. I., N. Y.

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Kaltman Press, 52-35 Barnett Ave., Long Island City. Zip: 11104. Tel: 457-7700.

Kirsch Music, 15-28 127 St., Flushing. Zip: 11356. Tel: HI 5-7200.

Olympia Mfg., 239 W. 18 St. Tel: 989-7200. Pres.: Ervin Lickei.

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Harrison Tape Catalogs, 274 Madison Ave. Zip: 10016. Tel: MU 5-5383.

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*continued on page 182*

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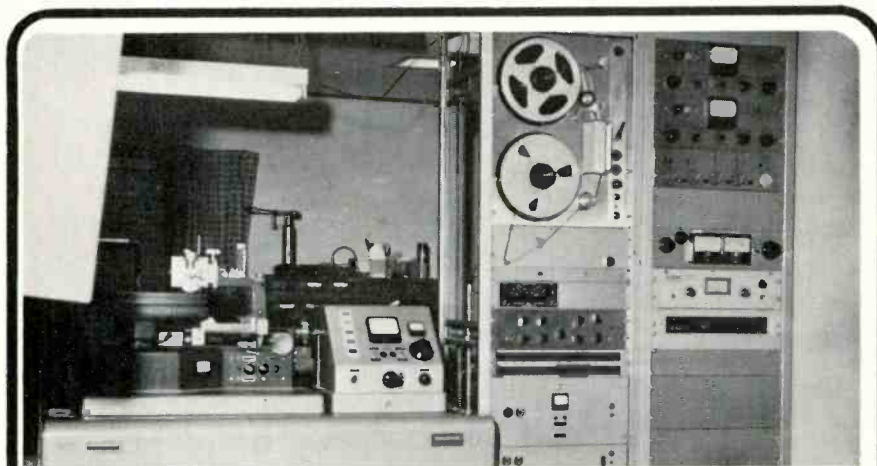


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- LE-BO, 71-08 51 Ave., Woodside. Zip: 11377. Tel: 458-7700. (SEE ADVERTISEMENT)
- Le Mire Prods., 204 W. 55 St. Zip: 10019. Tel: CI 7-3818.

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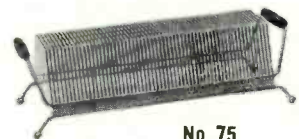


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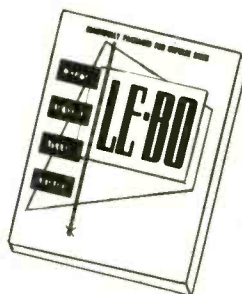
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Sales Mgr.: Bruce Butterworth.

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• **BUCHANAN** (Area Code 616)  
Electro-Voice, 600 Cecil St., Dept. W. Zip: 49107.  
Tel: 695-6831. Pres.: Albert Kahn; VP Sales: Lawrence LeKashman.

**NEW JERSEY**

• **CLIFTON** (Area Code 201)  
Walco-Linck, 1234 State Hwy. 46. Tel: 471-1070.

**NEW YORK**

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American Laubscher, 250 W. 57 St. Zip: 10019.  
Tel: JU 6-7474.  
Decca (div. of MCA), 445 Park Ave. Zip: 10022.  
Tel: 759-7500.  
FINE-TONE AUDIO PRODS., 24 Cobek Ct., Brooklyn.  
Zip: 11223. Tel: 336-6662. (SEE ADVERTISEMENT)  
LE-BO, 71-08 51 Ave., Woodside. Zip: 11377. Tel: 458-7700. (SEE ADVERTISEMENT)  
Olympia Mfg., 239 W. 18 St. Tel: 989-7200. Pres.: Ervin Lickel.  
Recoton, 46-23 Crane St., Long Island City. Zip: 11101. Tel: EX 2-6442.

• **TUCKAHOE** (Area Code 914)  
Aldshir Mfg., 111 Lake Ave. Tel: SP 9-1297. Pres.: Gerald Shirley.

• **WYANDANCH, L. I.** (Area Code 516)  
Tone-King, 354 Long Island Ave. Zip: 11798. Tel: MI 3-8333.

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• **CONNEAUT** (Area Code 216)  
Astatic, Harbor & Jackson Sts. Zip: 44030. Tel: 599-6916.

**TEXAS**

• **EL PASO** (Area Code 915)  
Star Recs., 102 Texas Ave. Zip: 79946. Tel: 533-7282. Owner: Joseph Gillman.

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• **LOS ANGELES METROPOLITAN AREA** (Area Code 213)  
Capitol Recs. Dist., 1750 N. Vine, Hollywood. Zip: 90028. Tel: 462-6251. VP Special Markets: Oris Beucler; Nat'l Mdse. Mgr.: Gil Matthies.  
CUSTOM REC. MFG., 5810 S. Normandie Ave. Zip: 90044. Tel: 750-3310. Pres.: Joe Bihari. (SEE ADVERTISEMENT)  
M A R C O Ents. (Mitchell A. Rothberg Co.), 8633 W. Pico Blvd. Zip: 90035. Tel: 272-3189. Pres.: Mitch Rothberg.  
Branch: Brooklyn, N.Y.

Paramount Wire Prods., 5164 Alcoa Ave. Zip: 90058. Tel: LU 9-5721.  
Raxall Systems, Box 5006, Sherman Oaks. Zip: 91413. Contact: C. W. Brohammer.

**ILLINOIS**

• **CHICAGO** (Area Code 312)  
Seebro Prods., 2416 S. Michigan Ave. Tel: VI 2-8221. Pres.: Irving Siegal; VP & Gen. Sales Mgr.: Robert Siegal.

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• **CHARLEVOIX** (Area Code 616)  
Freedman Artcraft, PO Box 228. Zip: 49720. Tel: 547-6501.

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• **CEDARHURST, L. I.** (Area Code 516)  
GUY BARRY ENTS., 92 Columbia Ave. Zip: 11516. Tel: 239-8227. Pres.: Guy Barry. (SEE ADVERTISEMENT)

• **MERRICK, L. I.** (Area Code 516)  
Wiremaster Corp. of America, 10 Kees Pl. Tel: MA 3-3629. Dir.: Nat Shriftman.

• **NEW YORK CITY** (Area Code 212)  
Art & Industry, 43 W. 27 St. Tel: 889-4551.  
FINE-TONE AUDIO PRODS., 24 Cobek Ct., Brooklyn. Zip: 11223. Tel: 336-6662. (SEE ADVERTISEMENT)  
LE-BO, 71-08 51 Ave., Woodside. Zip: 11377. Tel: 458-7700. (SEE ADVERTISEMENT)  
M A R C O Ents. (Mitchell A. Rothberg Co.), 601 Van Sindre St., Brooklyn.  
Home office: Los Angeles, Calif.  
Olympia Mfg., 239 W. 18 St. Tel: 989-7200. Pres.: Ervin Lickel.  
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Hit Program Serv., 1175 Broad St. Zip: 07114. Tel: BI 3-0222. Mgr.: Dick Steinberg.  
STERLING, 1175 Broad St. Zip: 07114. Tel: 243-0222. NYC Tel: (212) 682-7783. Mgr.: Dick Steinberg. (SEE ADVERTISEMENT)

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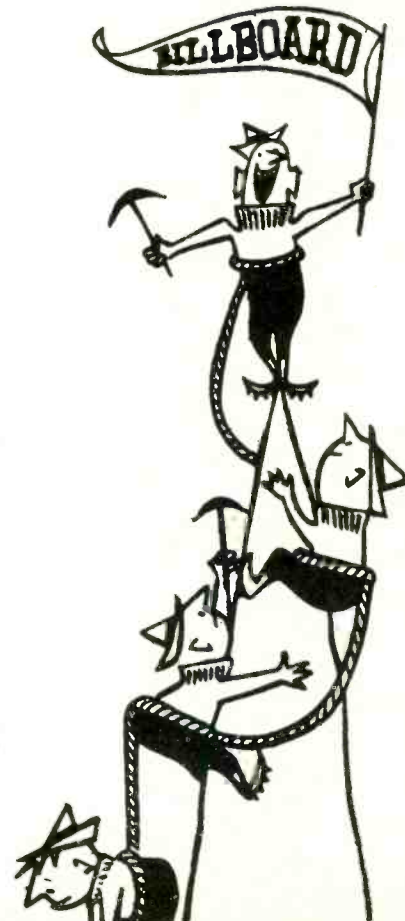
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AUDIO DEVICES, 235 E. 42 St., New York, N.Y. 10017. Tel: (212) MU 7-0800. VP: Herman Kornbrodt; Sales Mgr.: Richard H. Vaughan; Adv. Mgr.: Cliff Shearer (cartridge & cassette).  
**Brand name:** Audiopak. (SEE ADVERTISEMENT)

Audio-Electronics (div. of Howard Inds.), 7305 Van Nuys Blvd., Van Nuys, Calif. 91405. Tel: (213) 785-8891. Pres.: Sheldon Howard (cartridge & cassette).  
**Branch:** St. Claire Shores, Mich., Playmate Inds.

AUDIO MAGNETICS CORP. (AMC), 14600 S. Broadway, Gardena, Calif. 90247. Tel: (213) 321-6841. Telex: 674311. Pres.: Irving Katz (cassette). (SEE ADVERTISEMENT)

Audiopak (see Audio Devices).

Capitol Recs. Dist'g, 1750 N. Vine, Hollywood, Calif. 90028. Tel: (213) 462-6251. VP Special Markets: Oris Beucler; Nat'l Mdse. Mgr.: Gil Matthies (cassette).

Cassette Corp. of America, 640 S. Commercial Ave., Carlstadt, N.J. 07072. Tel: (201) 933-9125. Pres. Walter Elterman; VP: Allen Braverman; Sec'y: Milt Blutter (cassette).

Certron, 1701 S. State College Blvd., Anaheim, Calif. 92805. Tel: (714) 633-4280. Pres.: Edward R. Gamson; VPs: Herbert A. Gold, John M. Nashu (cassette).

Challenger (div. of Coast Mfg.), 105-23 New York Blvd., Jamaica, N.Y. 11433. Tel: (212) 297-8383. Gen. Mgr.: Jack Canton (cartridge & cassette).

Data Packaging, 205 Broadway, Cambridge, Mass. 02139. Tel: (617) 868-6200 (cartridge & cassette).

Duotone, 6875 S.W. 81 St., South Miami, Fla. Tel: (305) 665-1121. Pres.: Stephen Nester (cassette).

Dynapak (see Stereodyne).

Expo Trading, 3650 Dyre Ave., Bronx, N.Y. 10466. Tel: (212) 994-7000. Pres. & Sales Mgr.: Robert Pfeffer (cassette).

Fidelipak (see TelePro).

FINE-TONE, 24 Cobek Ct., Brooklyn, N.Y. 11223. Tel: (213) 336-6662 (cartridge & cassette). (SEE ADVERTISEMENT)

Le-Bo, 71-08 51 Ave., Woodside, N.Y. 11377. Tel: (212) 458-7700 (cartridge & cassette).

LEAR JET INDS. (Stereo Div.), 1313 Lyndon Ave., Detroit, Mich. 48227. Tel: (313) 272-0730. VP & Gen. Mgr.: Ed G. Campbell; VP Mktg.: James R. Gall; Distributor Sales Mktg. Mgr.: Larry L. Yantiz; Cartridge Dept. Optrs. Mgr.: Ralph Habersstock (cartridge). (SEE ADVERTISEMENT)

Marathon Prods., 334 W. Boylston St., West Boylston, Mass. 01583. Tel: (617) 853-0988. Pres.: Richard Myers; Treas.: Bart Bagdasarian (cartridge).

Ortrronics, PO Box 864, Toledo, Ohio; 30335 Oregon Rd., Perrysburg, Ohio. Tel: (419) 693-0641. Pres.: Keith Wilson; Sales Mgr.: Joseph Meidt; Adv. Mgr.: Michael Seiler (cartridge).

Pickwick Int'l, Pickwick Bldg., 8-16 43 Ave., Long Island City, N.Y. 11101. Tel: (212) EM 1-8811. Pres.: Cy Leslie; Exec. VP: Ira L. Moss; VP Sales: Ralph Berson (cassette).  
**Brand name:** Pickwick.

Plastic Reel Corp. of America, 640 S. Commercial Ave., Carlstadt, N.J. 07072. Tel: (201) 933-9125. Pres.: Walter Elterman; VP: Allen Braverman; Sales Dir.: Milt Blutter (reels).  
**Branch:** Hollywood, Calif.: 905 N. Cole Ave. Zip: 90038. 20021 Avalon, St. Claire Shores, Mich. 48080. Tel: (313) 759-4488. Contact: Ted Ritz Jr. (cassette).  
**West Coast office:** Van Nuys, Calif., Audio-Electronics.

PlayTape, 1115 Broadway, New York, N.Y. 10010. Tel: (212) 675-8050. Pres.: Frank Stanton (cartridge).

Reeves Soundcraft, Great Pasture Rd., Danbury, Conn. 06810. Tel: (203) 743-7601. Sales Mgr.: Arthur Fritog; Mktg. Mgr.: William Morrison.  
**Branch:** Englewood Cliffs, N.J., 301 Silvan Ave. Zip: 07632. Tel: (201) 567-3684. NYC Tel: (212) 244-2384 (cassette).

Selective Prods., 49 E. 41 St., New York, N.Y. 10017. Tel: (212) MU 7-4185. VP: P. S. Emmer (cassette).

STEREO TAPE, 1305 S. Strong Ave., Copiague, L.I., N.Y. 11726. Tel: (516) 893-1000. Pres.: Paul C. Smith Jr. (cassette). (SEE ADVERTISEMENT)

STEREODYNE, 2810 Elliott, Troy, Mich. 48084. Tel: (313) 585-1440. Pres.: D. R. Kraus; VP & Gen. Mgr.: A. A. Blay; VP Mktg.: D. S. Condon (cartridge & cassette).  
**Brand name:** Dynapak. (SEE ADVERTISEMENT)

T D K Electronics, 82 Wall St., New York, N.Y. 10005. Tel: (212) 425-7070.  
**Branches:** Los Angeles, Calif., McCulloch Bldg., 6151 W. Century Blvd. Zip: 90045. Tel: (213) OR 0-5515—Chicago, Ill., 2906 W. Peterson Ave. Zip: 60645. Tel: (312) 973-1222 (cassette).

TelePac (see TelePro).

Telephone Dynamics, 1333 Newbridge Rd., North Bellmore, L.I., N.Y. Zip: 11712. Tel: (516) 221-9870. Pres.: Leonard Young (reels).

TELEPRO INDS., Cherry Hill Ind'l Center, Cherry Hill, N.J. 08034. Tel: (609) 424-1234. Cable: TELEPRO. Pres.: Aaron R. Wall; Mktg. Dir.: Ray Stolzman; Sales Mgr.: Roger Cappelle (cartridge & cassette).  
**Brand name:** Fidelipak, TelePac. (SEE ADVERTISEMENT)

Unireel, 1279 Rt. 46, Parsippany, N.J. 07054. Tel: (201) 335-1053. Gen. Mgr.: Joseph T. Vito.

## RAW TAPE MANUFACTURERS

American (see Greentree Electronics).

Ampex (Magnetic Tape Div.), 401 Broadway, Redwood City, Calif. 94063. Mktg. Mgr.: Paul Weber; Sales Mgr.: Brian Trankle; Promo. Supervisor: Donald Larsen.  
Plant: Opelika, Ala., PO Box 190. Zip: 36801. Tel: (205) 745-7643.

Astatic Harbor & Jackson Sts., Conneaut, Ohio 44030. Tel: (216) 599-6916. Dist. Sales Div. Mgr.: Kenneth E. Rhines.

AUDIO DEVICES, 235 E. 42 St., New York, N.Y. 10017. Tel: (212) MU 7-0800. VP: Herman Kornbrodt; Sales Mgr.: Richard H. Vaughan; Adv. Mgr.: Cliff Shearer.  
**Brand name:** Audiotape. (SEE ADVERTISEMENT)

Audio-Electronics (div. of Howard Inds.), 7305 Van Nuys Blvd., Van Nuys, Calif. 91405. Tel: (213) 785-8891. Pres.: Sheldon Howard.

AUDIO MAGNETICS CORP. (AMC), 14600 Broadway, Gardena, Calif. 90247. Tel: (213) 321-6841. Telex: 674311. Pres.: Irving Katz. (SEE ADVERTISEMENT)

Audiotape (see Audio Devices).

Burgess Battery, Div. of Clevis Corp., Freeport, Ill. 61032. Tel: (815) 232-2161. Sales Mgr.: W. W. Riddell.  
**Brand name:** Burgess.

Capitol Recs. Dist'g, 1750 N. Vine St., Hollywood, Calif. 90028. Tel: (213) 462-6251. VP Special Markets: Oris Beucler; Nat'l Mdse. Mgr.: Gil Matthies.

Certron, 1701 State College Blvd., Anaheim, Calif. 92805. Tel: (714) 633-4280. Cable: CERTAPE. Pres.: Edwin R. Gamson; VPs: Herbert A. Gold, John M. Nashu, Tape Sales Mgr.: Alan Kovac.

du Pont Film Dept., Nemours Bldg., Rm. 944A, Wilmington, Del. Tel: (302) 774-3549. Contact: C. A. Robino Jr.  
**Brand name:** Mylar.

Duotone, 6875 S.W. 81 St., South Miami, Fla. Tel: (305) 665-1121. Pres.: Stephen Nester.

Expo Trading, 3650 Dyre Ave., Bronx, N.Y. 10466. Tel: (212) 994-7000. Pres. & Sales Mgr.: Robert Pfeffer.

Fidelitone, 6415 N. Ravenswood Ave., Chicago, Ill. Tel: (312) BR 4-0075.

FINE-TONE AUDIO PRODS., 24 Cobek Ct., Brooklyn, N.Y. 11223. Tel: (212) 336-6662. (SEE ADVERTISEMENT)

Finebilt Mfg., 931 N. Citrus Ave., Los Angeles, Calif. 90038. Tel: (213) 466-9511. Cable: COEXPORT. Pres.: Alwin P. Schmid; VP: Joe Bouzaglou.

Greentree Electronics, 2135 Canyon Dr., Costa Mesa, Calif. Tel: (714) 549-2265. Sales Dir.: James Neiger.  
**Brand name:** American.

Irish Magnetic Rec'g Tape (div. of Morhan Nat'l Sales), 458 Broadway, New York, N.Y. 10013. Tel: (212) WA 5-1257. Cable: MORHANEX. Pres.: S. Zigman; VP: H. Zigman; Mgr.: George Krug.

Mylar (see du Pont Film Dept.).

Nassau (see Telephone Dynamics).

Northridge Magnetics, 19017 Parthenia, Northridge, Calif. 91325. Tel: (213) 349-0661. Pres.: R. B. Huffman.

Int'l rep.: Chicago, Ill. E. D. Magnus Co., 5717 N. Lincoln Ave. Zip: 60645.

Pfanstiehl Chemical, 3300 Washington Ave., Waukegan, Ill. Tel: (312) 623-1360.

R C A Magnetic Prods. Div., 15 E. 26 St., New York, N.Y. 10010. Tel: (212) MU 9-7200.  
**Branches:** Hollywood, Calif., 6363 Sunset Blvd. Zip: 90028. Tel: (213) 461-9171—San Francisco, Calif., 343 Sansome St. Zip: 94104. Tel: (415) 981-5600—Washington, D.C., 1725 K St. N.W. Zip: 20006. Tel: (202) 337-8500—Chicago, Ill., 120 S. Riverside Plaza. Zip: 60606. Tel: (312) 782-0700—Boston, Mass., 2260 Prudential Ctr. Tel: (617) 536-0880—Dallas, Tex., 210-C Court Terr., Exchange Park N. Zip: 75235. Tel: (214) 351-5361.

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.

Reeves Soundcraft, Great Pasture Rd., Danbury, Conn. 06810. Tel: (203) 743-7601. Mktg. Mgr.: William Morrison. Sales Mgr.: Arthur Fritog.  
**Branch:** Englewood Cliffs, N.J., 301 Silvan Ave. Zip: 07632. Tel: (201) 567-3684. NYC Tel: (212) 244-2384.

Robins Inds., 15-58 127 St., Flushing, N.Y. 11356. Tel: (212) 445-7200. Sales Mgr.: Robert A. Cohen.

Scotch (see 3M).

Telephone Dynamics, 1333 Newbridge Rd., North Bellmore, L.I., N.Y. 11712. Tel: (516) 221-9870. Pres.: Leonard Young.  
**Brand name:** Nassau.

TELEPRO, Cherry Hill Ind'l Ctr., Cherry Hill, N.J. 08034. Tel: (609) 424-1234. Pres.: Aaron R. Wall; Mktg. Dir.: Ray Stolzman; Sales Mgr.: Roger Cappello.  
**Brand name:** Teletape. (SEE ADVERTISEMENT)

Teletape (see TelePro).

3 M (Minnesota Mining & Mfg.), 2501 Hudson Rd., St. Paul, Minn. 55119. Tel: (612) 733-1110.  
**Brand name:** Scotch.

United Inds., 37 Meridian Rd., Iselin, N.J. 08830. Tel: (201) 549-3460/3. VP: Jack Cabasso.

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Cartridge, 9-tr.: Alector.  
**Type of distribution:** Record & tape dists.

Ambassador, 145 Komorn St., Newark, N.J. 07105. Tel: (201) MA 3-4214. Pres.: Martin Kasem; Sales Mgr.: Mark Friedman.  
**Branch:** Los Angeles, Calif., 742 E. 61 St. Tel: (213) 231-2144. Mgr.: Fred Levi.  
Cartridge: 4-tr.: ARC.  
**Type of distribution:** Record & tape dists.

Ampex Stereo Tapes, 2201 Lunt Ave., Elk Grove Village, Ill. 60007. Tel: (312) 439-8700. VP: Donald V. Hall; Nat'l Sales Mgr.: Julius Cohen; Adv. Sales Promo. Mgr.: James Johnson; New Prod. Mgr.: Jack Woodman; Mktg. Planning Mgr.: Bill Johnson.  
Cartridge: 4 & 8-tr.: ABC, A&M, Acta, Archive, Atco, Atlantic, Audio Spectrum, Bang, Bell, Bluesway, BT Puppy, Caedman, Command, Contemporary, Crimson, DCG, Deram, Dot, Dunhill, DynoVoice, Elektra, Fantasy, Four Corners, Galaxy, Good Time Jazz, Hi, Institute for Language Study, Impulse, Jay-Jay, Kama Sutra, Kapp, London, Mainstream, MGM, Monitor, Monument, New Voice, Nonesuch, Original Sound, Parrot, Philly Groove, Press, Reprise, Scepter, Senate, Shout, Skye, Stax, USA, Vanguard, Verve, Viva, Volt, Vortex, Wand, Warner Bros.-Seven Arts, White Whale.  
Cassette: ABC, A&M, Acta, Atco, Atlantic, Audio Spectrum, BT Puppy, Bang, Bell, Bluesway, Command, Contemporary, Crimson, Deram, Dot, Dunhill, Elektra, Fantasy, Four Corners, Galaxy, Good Time Jazz, Gordy, Hi, Impulse, Jay Jay, Kama Sutra, Kapp, London, MGM, Mainstream, Monitor, Monument, Motown, Nonesuch, Original Sound, Parrot, Philly Groove, Project 3, Reprise, Scepter, Shout, Skye, Soul, Stax, Tamlia, 20th Century-Fox, Vanguard, Verve, Viva, Volt, Wand, Warner Bros.-Seven Arts, White Whale.  
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*continued on page 188*

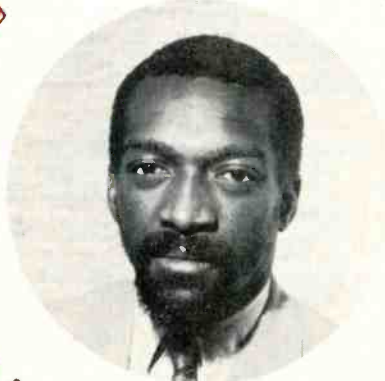




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**Type of distribution:** Record & tape dists. photographic & automotive outlets, department stores.

Apon, PO Box 131, Grand Central Sta., 1541 First Ave., New York, N.Y. 10017. Tel: (212) YU 8-0450. Pres.: Andrej Poncic.

**Cartridge, 4 & 8-tr.; cassette; open reel:** Amadeo, Apon, Discapon, Harmonia, Mundi.

**Type of distribution:** Record & tape dists.

Atlas-Rand, 2 Keystone Pl., Paramus, N.J. 07652. Tel: (201) 262-7500. NYC Tel: (212) 563-6663. VP Tape: Harold Rosen; Sales Mgr.: Carl Salikof; Adv. Dir.: Stuart Better.

Branches: Burbank, Calif., 1011 Chestnut St. Zip: 91502. Tel: (213) 845-2401—Chicago, Ill., 3770 W. Pratt Ave., Lincolnwood. Zip: 60645. Tel: (312) 679-4680—Dallas, Tex., 7900 Sovereign Row. Zip: 75247. Tel: (214) ME 7-2760.

**Cassette; open reel:** Sentry.

**Type of distribution:** Record & tape dists.

Audio Book, 4220 W. Jefferson Blvd., Los Angeles, Calif. 90016. Tel: (213) 731-8880. VP & Gen. Mgr.: E. M. Rush; VP Eng'g: C. C. McDonald.

**Cassette; open reel:** Audio Book.

**Type of distribution:** Record & tape dists.

Berkshire (see Stereo Tape).

Berlitz Publ'ns, 866 Third Ave., New York, N.Y. 10022. Tel: (212) 935-7985. Sales Dir.: G. Kaufmann.

**Cartridge:** licensed to Decca.

**Cassette; open reel:** Berlitz.

Bible Voice, PO Box 3521, Van Nuys, Calif. 91407. Tel: (213) 985-5600. Pres.: George Otis; VP & Gen. Mgr.: Dave Keklikian; Adv. Dir.: Jerry Jensen.

Int'l rep.: New Zealand.

**Cartridge, 4-tr.:** licensed to Muntz.

**Cartridge, 4 & 8-tr.; cassette; open reel:** Bible Voice, Audio Publishers.

**Type of distribution:** Record & tape dists.

Brite-Star, PO Box 56, Downtown, Newbury, Ohio 44065. Tel: (216) JO 4-2211. Mgr.: Tex Clark; Pub. Dir.: Judy Parker; Promo. Mgr.: Joey Sasso; Int'l: Jack Greene.

Branches: Holland, Mich., 124 Clover. Mgr.: Bill Laakson—New York, N.Y., 525 Lexington Ave., Suite 427. Tel: (212) PL 3-4951. Promo.: Joey Sasso—Nashville, Tenn., 209 Stahlman Bldg. Tel: (615) 244-4064.

**Cartridge, 8-tr.:** Brite.

Budget Tape Cartridge Mfg., 4376 Sunset Dr., Los Angeles, Calif. 90016. Tel: (213) 933-5867. Pres.: Don MacMillan.

**Cartridge; cassette:** Budget Tape (private labels).

Capitol Recs. Dist'g, 1750 N. Vine St., Hollywood, Calif. 90028. Tel: (213) 462-6252. VP & Gen. Mgr.: Robert L. Yorke; Sales Mgr.: Roger Brown; Adv. Dir.: Hal Rothberg.

**Cartridge, 4-tr.:** licensed to Muntz.

**Cartridge, 8-tr.:** cassette; open reel: Capitol, Angel, Melodiya/Angel.

**PlayTape.**

**Type of distribution:** Record & tape dists., automotive, photo & hi fi outlets.

Carbooks, 259 S.W. 21 Terr., Ft. Lauderdale, Fla. 33310. Tel: (305) LU 1-7300. Pres.: Fletcher Smith.

**Cartridge, 4 & 8-tr.; cassette; open reel:** Stereo-ditties.

**Type of distribution:** Record & tape dists.

Caytronics, 240 Madison Ave., New York, N.Y. 10018. Tel: (212) 683-7911. Pres.: Joe Cayre; Sales Mgr.: Ken Cayre.

Branches: Mexico, Stereo Jet of Mexico.

**Cartridge, 4 & 8-tr.; cassette:** ABC, Alegre, Bluesway, Columbia, Command, Disco CBS, Discos Tico, Grand Award, Impulse, Roulette.

**Type of distribution:** Record & tape dists., automotive & electronic outlets.

Columbia, 51 W. 52 St., New York, N.Y. 10019. Tel: (212) 765-4321. Pres.: Clive Davis; Nat'l Sales Mgr.: Don England; Tape Sales: George Novak; Adv. Dir.: Morris Baumstein.

**Cartridge, 4 & 8-tr.:** Columbia, Epic, Okeh, Date, Ode, Immediate.

**Open reel:** Columbia, Epic.

**Type of distribution:** Record & tape dists., automotive sub-distributors.

Consolidated Tape Cartridges, 1584 E. 31 St., Cleveland, Ohio 44114. Tel: (216) 861-7286. Pres.: John R. Gayer.

**Cartridge, 8-tr.:** Delta Int'l.

Decca (div. of MCA), 445 Park Ave., New York, N.Y. 10022. Tel: (212) 759-7500. Pres.: Milton R. Rackmil; Gen. Mgr.: Sydney N. Goldberg; Adv. Dir.: Murray Lorber.

**Cartridge, 4 & 8-tr.; cassette; open reel:** Decca, Coral, Brunswick.

**Type of distribution:** Decca distributors.

Deutsche Grammophon, 1350 Ave. of the Americas, New York, N.Y. 10019. Tel: (212) 262-3131. Cable: METROCORD. Pres.: Mort L. Nasatir; Pub.: Sol Handwerker; Adv.: Jack Maher.

Branches: Los Angeles, Calif., 2053 Venice Blvd. Tel: (213) 733-2114. Mgr.: Mel Price—Chicago, Ill., 1112 S. Wabash Ave. Tel: (312) 341-0660. Mgr.: Morrie Price—New York, N.Y., 547 W. 52 St. Tel: (212) CO 5-1872. Mgr.: Stan Drayson.

**Cartridge, 8-tr.; open reel:** licensed to Ampex.

**Cassette:** imported by MGM.

**Type of distribution:** Record & tape dists.

Dooto, 13440 S. Central Ave., Los Angeles, Calif. 90059. Tel: (213) 774-0743. Pres.: Dootsie Williams.

**Cartridge, 4 & 8-tr.:** Dooto.

**Type of distribution:** Record & tape dists.

Double Shot, 6565 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) 461-3471. Pres.: Joseph Hooen; VP & Int'l: Hal Winn; VP Sales & Mktg., Pub., Adv., Promo.: Irwin Zucker.

**Cartridge, 4 & 8-tr.; cassette; open reel:** Double Shot, Whlz.

**Type of distribution:** Record & tape dists.

Dubbings (see Stereo Tape).

E L J, 1344 Waldron, University City, St. Louis, Mo. 63130. Tel: (314) VO 3-3605. Pres., Sales & Mktg.: Edwin L. Johnson; Music Dir.: Ora Lovings.

**Cartridge, 8-tr.:** E.L.J.

**Type of distribution:** Record & tape dists.

49th State Hawaii, 5810 S. Normandie Ave., Los Angeles, Calif. 90044. Tel: (213) 750-3310. Pres.: George K. Ching.

Branch: Honolulu, Hawaii, 1218 Kaunualii St. Zip: 96817.

**Cartridge, 4-tr.:** 49th State Hawaii.

**Open reel:** Steno-Disc.

**Type of distribution:** Record & tape dists.

G R T (see General Recorded Tape).

GENERAL RECORDED TAPE (GRT), 1286 Lawrence Station Rd., Sunnyvale, Calif. 94086. Tel: (408) 734-2910. Pres.: Alan Bayley; Sales: Herb Hershfield; Mktg.: Tom Bonetti; Eastern Sales: John Spellman. Tel: (201) 778-9010; Midwestern Sales: Don Unger. Tel: (312) 731-3447; Southern Sales: Bill Wyds, Tel: (713) 468-

continued on page 190

# FINE-TONE TAPES UNLIMITED—OUR MIDDLE NAME IS TAPE! TO REALLY GET INTO THE TAPE PICTURE TRY FINE-TONE



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SEE OUR AD IN ACCESSORIES SECTION

# Have you ever looked in back of the front money?

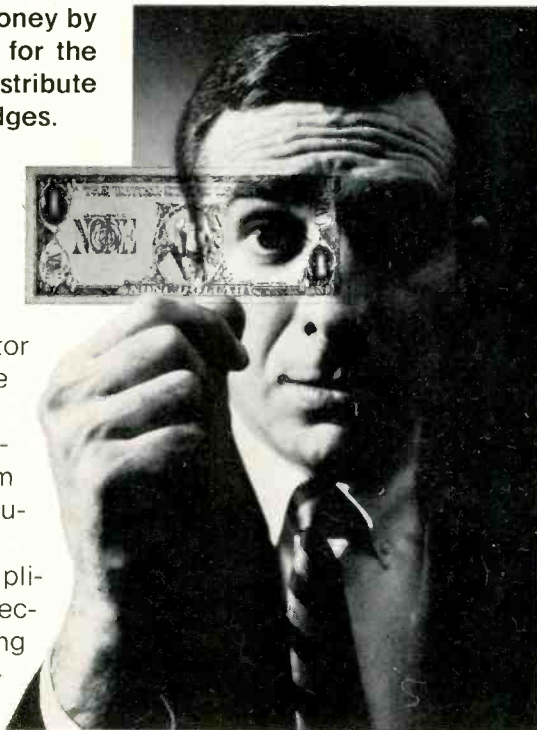
**A not-so-little bit of information for all you record companies who have been losing money by getting cash in advance for the rights to duplicate and distribute your music in tape cartridges.**

Front money isn't difficult to see through. You, the record company, sell your music rights to a tape duplicator for cash in advance. The duplicator then produces the music in tape cartridges and sells them through his own distribution outlets.

Good deal for the duplicator. Bad deal for the record company who is losing out on hundreds of thousands of dollars in distribution profits each year.

It might have been a good hedge a year or two ago when you didn't know if the tape cartridge industry would cut the mustard. But not today.

Stereodyne is a duplicator who gambled the tape cartridge business would make it. That's why we structured ourselves this way. When the record companies contract with us, they retain the rights to their music. They send Stereodyne engineers a master tape, and get back a completely packaged and saleable product.



These companies sell the tape cartridges with their own sales organization to their established distribution. They make the selling profit. The record companies we service already had a selling cost; adding tape cartridge sales to their force was nowhere as costly as giving the rights to someone else.

If you've been giving away your distribution rights, it's time you faced the music. The tape cartridge industry is here to stay, and current sales volume proves it. If you want to get the most out

of it—and by most we mean profit—talk to us at Stereodyne.

We're not in the music business or retail sales. We do business with people who are. The record companies who have made us the largest independent tape duplicator.

And we concentrate on quality of product—the reason we invented the Dynapak cartridge. It's called the no-return cartridge because there is virtually nothing that can go wrong with it. We guarantee it.

Profit is a hard thing to find today. But, if you're taking "front money", you're sitting on top of a big profit opportunity in the music you already own. Get behind your own business. Let Stereodyne supply you with finished tape cartridges; the finest available in the industry. And let your distribution set-up take it from there.

Together, we can make beautiful music.



**Stereodyne Inc.**

Troy, Mich. 48084

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Toronto 14, Ontario, Canada



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continued

8411; Western Sales: Warren Gray, Tel: (213) 870-6832.

**Cartridge, 4 & 8-tr.:** cassette; open reel: ABC, Abnak, Atlantic/Atco (open reel only), Backbeat, Bang/Shout, Bell Group, Bluesway, Boone, Chess/Checker/Cadet, Command, Crescendo, Diamond, DynoVoice, Duke/Peacock, Dunhill, Everest, ESP-Disk, Falcon, Gamble, Gateway, Hickory/TRX (cartridge & open reel only), HiFi (no 4-tr. cartridge), Hob, Impulse, Jamie/Guyden, Jerden, Jewel/Paula, Kapp/Four Corners (cartridge only), King, Monument, Major Minor, Musicor (cassette & open reel only), MTA, Nashboro, New Voice, Phil-L.A. of Soul, Philly Groove, Project 3 (cassette & open reel only), Ranwood (cartridge & cassette only), Reo Tahiti, Roulette, Request, Repeat (open reel only), Scepter/Wand, Starday, Sound Stage 7, Stax/Volt (open reel only), 20th Century-Fox (cassette only), Tetragrammaton, Tico/Alegre, Tradition/Archive, Uni/Revue (no 4-tr. cartridge), Vault, Westminster, White Whale.

**Type of distribution:** Record & tape dists., photographic, electronic & automotive outlets. (SEE ADVERTISEMENT)

Goldband, PO Box 1485, 313 Church St., Lake Charles, La. 70601. Tel: (318) 439-8839. Pres.: Eddie Shuler.

**Cartridge, 4 & 8-tr.:** Goldband.

Greentree Electronics (div. of Bell & Howell), 2135 Canyon Dr., Costa Mesa, Calif. 92626. Tel: (714) 549-2265. Pres.: Sidney Brandt; Sales Dir.: James Neiger; Nat'l Sales Mgr., Stereotape Div.: J. A. Rubinstein.

**Open reel:** Reprise, Warner Bros.-Seven Arts, Liberty, Blue Note, Imperial, Soul City, World Pacific, Double Shot, Ranwood, Audio Library, Bible Voice.

**Type of distribution:** Record & tape dists., electronic & photographic dists.

Heart Warming, 136 Fourth Ave. N., Nashville, Tenn. 37219. Tel: (615) 254-6558. Pres.: John T. Benson Jr.; Nat'l Sales Dir.: Joe Light.

**Cartridge, 8-tr.:** Heart Warming, Impact.

**Type of distribution:** Record & tape dists.

I T C C (International Tape Cartridge Corp.), 663 Fifth Ave., New York, N.Y. 10022. Tel: (212) 421-8080. Pres.: H. Earl Smalley; Exec. VP: James Elkins; VP & Sec'y: Larry Mirken; VP & Treas.: Harry Ringler; VP Sales: Jerry Geller; VP Music: James Tyrell.

**Branches:** Sun Valley, Calif. West Coast Tape Cartridge Corp., 11656 Pendleton St. Zip: 91352. Tel: (213) 768-1601, 875-0611—Arlington, Tex., Texas Tape Cartridge Corp., 725 Great Southwest Pkwy. Zip: 76010. Tel: (817) 277-6121. Dallas Tel: (214) AN 2-4535.

**Cartridge, 4 & 8-tr.:** cassette: ABC, A&M, Amy, Audio, Fidelity, Bell, Buddah, Col-Pix, Command, Dana, Dextra, Dot, Ember, Fidu, Fontana, Four Corners, GNP Crescendo, Glad-Hamp, Grand Award, Hanna-Barbera, Hob, Horizon, Impulse, Josie, Jubilee, Kama Sutra, Kapp, Kendall, Laurie, MGM, Mace, Mala, Mira, Mirwood, Mobile Fidelity, Moonglow, Musicor, New Voice, Prima, Project 3, Roulette, Roulette Silver Seal, Scepter, Seeco, Sesac, Smash, Sphere Sound, Spoken Arts, Starday, Surrey, Tico/Alegre, 20th Century-Fox, Vault, Vee Jay, Verve, Verve/Forecast, Village Gate, Wand, Westminster, White Whale, Whitehall.

**Open reel:** Laurie, Musicor, Project 3, Roulette, Starday, Tico/Alegre.

**Type of distribution:** Record & tape dists., automotive & electronic dists., marine equip. outlet, chain stores, playback equip. dists.

International Artists Prod'g Corp., 2049 Richmond Ave., Houston, Tex. 77006. Tel: (713) JA 9-3665. Pres.: N. C. Ginther Jr.

**Cartridge, 4 & 8-tr.:** International Artists.

**Type of distribution:** Record & tape dists.

High Fidelity Rec'g, 445 N. Oliver, Wichita, Kan. 67208. Tel: (316) MU 2-7481. Pres.: Raymond Creely; Sales Mgr. & Adv. Dir.: Don Clyne.

**Cartridge, 4-tr.;** open reel: Kanwic.

**Type of distribution:** Record & tape dists.

International Tape Cartridge Corp. (see ITCC). King, 1540 Brewster Ave., Cincinnati, Ohio 45207. Tel: (513) 751-2211/1910. Exec. VP: Jack Pearl; VP & Gen. Mgr.: Johnnie Miller; Int'l: Gladys Knochelman.

**Open reel:** King.

**Type of distribution:** Record & tape dists.

La Louisianne, 2823 Johnston St., Lafayette, La. Tel: (301) CE 4-4118. Pres.: Carol J. Rachou; Sales & Promo.: Harry Albarado.

**Cartridge, 8-tr.:** La Louisianne.

Liberty Stereo Tape, 6920 Sunset Blvd., Los Angeles, Calif. 90028. Tel: (213) 464-8101. Cable: LIBRECORD. Pres.: Alvin S. Bennett; Exec. Ass't to Pres.: Ron Bledsoe; Gen. Mgr.: Earl Horowitz; Nat'l Sales Mgr.: Wally Peters.

**Cartridge, 4 & 8-tr.;** cassette: Liberty, Blue Note, Imperial, Minit, Pacific Jazz, Soul City, Sunset, World Pacific, United Artists (cartridge only).

**Open reel:** Liberty labels licensed to Greentree Electronics.

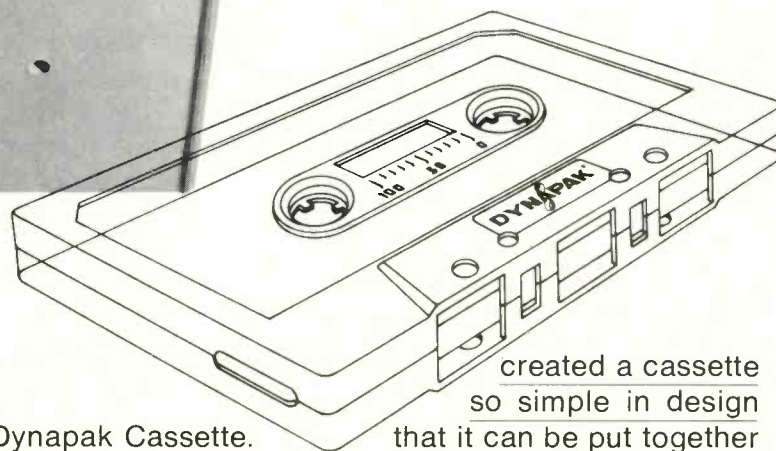
**Type of distribution:** Liberty record & tape dists., & qualified sub dists. (electronic & automotive).

continued on page 192

Did the fact  
that we created Dynapak,  
the world's first  
no-return cartridge,  
saddle us with the responsibility  
of designing a  
no-return cassette, too?



Damn right.



So we did.  
We call it Dynapak Cassette.  
It's as superior to the cassette  
you're accustomed to as Dynapak  
is to old-fashioned tape cartridges.

It contains only ten parts. The  
present most-widely used cassette  
has seventeen. Thus, the Dyna-  
pak Cassette eliminates seven  
chances for assembly line or oper-  
ating foul-ups.

Simplicity is the keynote of its  
design.

For example: Its two halves  
snap onto a one-piece hub. No  
sonic welding. No screws.

For example: The loading of  
its spring pad assembly is so un-  
complicated, its slot design so in-  
genious, the tape can be dropped  
into place.

Do you begin to see the impli-  
cations of this? Stereodyne has

created a cassette  
so simple in design  
that it can be put together  
on a 100% automated assembly  
line.

In short, the Dynapak Cas-  
sette is so brilliantly engineered to  
be fool-proof that it is now the  
cassette against which all others  
must be judged.



**Stereodyne Inc.**

Troy, Mich. 48084  
STEREODYNE LTD.  
Toronto 14, Ontario, Canada



*continued*

Lindberg, 1445 Sunset Ridge Rd., Glenview, Ill. 60025. Tel: (312) 729-2047. Pres.: Sven Lindberg.  
**Cartridge, 4 & 8-tr.; open reel:** Lindberg, Norsk Tape, Dansk Tape, Svensk Tape.  
**Type of distribution:** Direct to selected worldwide outlets.

Livingston Audio Prod., 1275 Bloomfield Ave., Fairfield, N.J. 07006. Tel: (201) 226-8300. Pres.: Darrell Scholten; VP Sales & Adv. Dir.: Thomas J. Hofbauer.  
**Cartridge, 4 & 8-tr.; cassette; open reel, PlayTape:** Livingston, Gospel, Regent, Savoy, Worldwide.  
**Type of distribution:** Record & tape dists., automotive outlets.

McKinnon, 411 Gordon St., Reading, Pa. 19601. Tel: (215) 374-6580. Pres. & Adv.: Leonard McKinnon.  
**Open reel:** McKinnon, Center City.  
**Type of distribution:** Record & tape dists.

Mercury, 35 E. Wacker Dr., Chicago, Ill. 60601. Tel: (312) DE 2-5788. NYC Tel: (212) 245-7300. Cable: MERREC. Pres.: Irving B. Green; Gen. Mgr.: Harry Kelly; Adv. Dir.: Jim Ladwig.  
**Cartridge, 4 & 8-tr.:** Mercury, Philips, Smash, Fontana, Limelight.  
**Cassette:** ABC, Audio Fidelity, Bluesway, Command, Dunhill, Hickory, Impulse, Roulette, Tico, TRX, 20th Century-Fox, United Artists, Vanguard, Veep, Crescendo, HiFi.  
**Open reel:** licensed to Ampex.  
**Type of distribution:** Record & tape dists.

Modern Tape, 5810 S. Normandie Ave., Los Angeles, Calif. 90044. Tel: (213) 753-2481. Pres.: Saul Bihari; VP: Fred DeMann.  
**Cartridge, 4 & 8-tr.; cassette:** Modern, Kent.  
**Type of distribution:** Record & tape dists.

Motown, 2457 Woodward Ave., Detroit, Mich. Tel: (313) 965-9270. Pres.: Berry Gordy Jr.; Sales Mgr.: Ron Newman; Adv. Dir.: Phil Jones.  
**Cartridge, 4 & 8-tr.:** Motown, Tamla, Gordy, Soul, VIP.  
**Cassette; open reel:** licensed to Ampex.  
**PlayTape.**  
**Type of distribution:** Record & tape dists., automotive outlets.

Muntz Stereo-Pak, 7715 Densmore Ave., Van Nuys, Calif. 91406. Tel: (213) 989-5000. Pres.: Earl W. Muntz; Sales Mgr.: James LeVitus; Adv. Dir.: Tod Falkiner; Music Dept. Head: Ed Michel.

**Cartridge, 4-tr.:** ABC, Accent, Acta, Adventure, Alegre, Amy, Archive of Folk Music, Arhoolie, Art, Arvee, Audio Stereo, Audray, Auto-Learning, Ava, Bach Guild, Baroque, Bee, Bell, Bible Voice, Big D, Big Top, Birdland, Blue Rock, Bluesway, Boom, Borderline, Boss, Brother, Calendar, California, Cameo, Canusa, Capitol, Cardinal, Carnation, Carousel, Charger, Charlie Parker, Charter, Command, Concert-Disc, Contemporary, Corito, Cougar, Counterpoint, Crusader, Cumberland, DF, Dart, December, Del-Tone, Delmark, Diamond, Dixieland Jubilee, Dot, Dove, Duke, Dunhill, DynoVoice, Echo, Elektra, Elf, Emerald, End, Esoteric, Eurotone, Everest, Everyman, Fat Fish, Fax, Fermata, Flashback, Fontana, 49th State Hawaii, GNP Crescendo, Gee, General Music, Goldwax, Good Time Jazz, Gordy, Grand Award, Hamilton, Hanna-Barbera, Heath Prod'ns, Hickory, HiFi, Hot Biscuit Disc, Hot Line Music Journal, Hue, Humorsonic, Impulse, Jay Jay, Jed Int'l, Jerden, Kiddie-Go, La Comedie Francaise, Lancelot, Lancer, Life, Limelight, Lockett Sales, Loma, Lucky Eleven, Luv, MTA, Mala, Maze, Mel, Mercury, Milestone, Monitor, Monument, Moon-glow, Motown, Muntz, Music Guild, Music Images, Namdam, National Rec. Library, New Voice, New World, Nite Life, Nonesuch, Old Town, Omega, Our, PFX, Pala, Palette, Parkway, Peacock, Pep, Period, Philips, Phillies, Philly Groove, Premier, Pure Soul, RGE, Rampart, Raynel, Red Bird, Renaissance, Reprise, Revue, Rexford, Riot, Riverside, Roadrunner, Roost, Roulette, Sansu, Scala, Smash, Society For Forgotten Music, Som/Maior, Sonik, Soul, Sound Stage 7, Sphere Sound, Squire, Steed, Stradivari, Sue, Summit, Sunburst, TRX, Tamla, Tangerine, Taurus, Tico, Timmy, Tizoc, Tou-Sea, Tradition, Triumph, Twin Stacks, Uni, USA, Valiant, Vanguard, Vault, Walt Heebner Prod'ns, Warner Bros.-Seven Arts, Westminster, White Whale, Whitehall, Windy C, Wing, Word, Wyncofe, York.  
**Type of distribution:** Muntz Stereo-Pak franchised stores, Montgomery Ward & major chain dept. stores, independent cartridge-stereo stores, record & tape dists., electronic & automotive outlets.

Music Tapes, 230 N. Michigan Ave., Chicago, Ill. 60601. Tel: (312) 829-8292. Pres. & Sales Mgr.: Peter Fabri.  
**Open reel:** Cadet, Checker, Chess, Concertapes, Discovery, Elektra, Sound Effects, Everest, GNP Crescendo, HiFi, Mahalo, Mobile Fidelity, Monitor, Music Tapes.  
**Type of distribution:** Record & tape dists.

Original Sound, 7120 Sunset Blvd., Hollywood, Calif. 90046. Tel: (213) 466-6255. Pres. & Int'l: Art Laboe.  
**Branch: Palisades Park, N.J., 61 Bergen Blvd., Suite 7-A. Zip: 07650. Tel: (201) 941-2323. Rep.: Charlie Peters.**  
**Cartridge, 4 & 8-tr.; cassette:** Original Sound.  
**Type of distribution:** Record & tape dists.

Penguin Prod'ns, 575-B Harding Rd., Zanesville, Ohio 43701. Tel: (614) 452-4663. Pres.: Benjamin W. Gilliotte.  
**Cartridge, 4 & 8-tr.; cassette; open reel:** Penguin, Educa-tapes.  
**Type of distribution:** Record & tape dists., automotive, photographic & bookstore outlets.

Pickwick Int'l, Pickwick Bldg., 8-16 43 Ave., Long Island City, N. Y. 11101. Tel: (212) EM 1-8811. Pres.: Cy Leslie; Exec. VP: Ira L. Moss; VP Sales: Ralph Berson.  
**Branches:** Los Angeles, Calif.; Atlanta, Ga.  
**Cartridge, 4 & 8-tr.:** Pickwick/33, Design, Happy Time, Cricket, Show Case, PIP.  
**Type of distribution:** Record & tape dists.

Playette, 585 Ninth Ave., New York, N.Y. 10036. Tel: (212) BR 9-5379. Pres.: Sidney A. Evans.  
**Open reel, 2-tr.:** Playette.  
**Type of distribution:** Record & tape dists.

PlayTape, 1115 Broadway, New York, N.Y. 10010. Tel: (212) OR 5-8050. Pres.: Frank Stanton; Sales Mgr.: Hal Dennis; Adv. Dir.: I. Bernard Sussman.  
**Cartridge, 2-tr.:** ABC, A&M (Tijuana Brass), Cameo, Capitol, Disneyland, Dot, Kama Sutra, MGM, Motown, Parkway, Reprise, United Artists, Verve, Warner Bros.-Seven Arts.  
**Type of distribution:** Record & tape dists., Sears, major catalogues, major dept. stores.

Process, 439 Wiley Ave., Franklin, Pa. 16323. Tel: (814) 432-4633. Partners: Norman & Delbert Kelly.  
**Cartridge, 4-tr.; open reel:** Process, Country Star, Mersey.  
**Type of distribution:** Record & tape dists.

Protone Recs. & Tapes, 6114 Santa Monica Blvd., Hollywood, Calif. 90038. Tel: (213) 462-6058. Partners: James Welton, Jane Courtland; Sales & Mktg.: Dorothy Wisner; Adv.: Victoria Ellen.  
**Open reel:** Protone, Recotape.  
**Type of distribution:** Record & tape dists.

Proverb, 5328 S. Central Ave., Los Angeles, Calif. 90011. Tel: (213) AD 1-9261. Pres.: S. C. Henderson; Pub.: Nick Henderson; Adv.: A. L. Brown; Promo.: Dot Henderson.

*continued on page 194*

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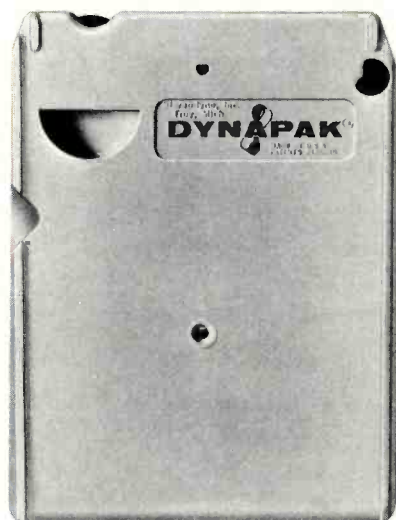
### DON'T WASTE TIME . . .

searching for all hard-to-find information—just check Buyer's Guide. It's at-a-glance information.

# Only accessory line in guaranteed cartridges and cassettes.

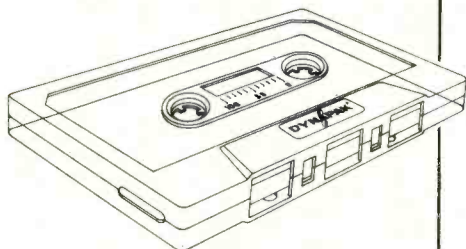
So, like everything else from Stereodyne,  
you know it's not just another line.

A full one-year guarantee on  
every Dynapak® cartridge and cassette.



### Dynapak 4-8 track no-return cartridges.

Stereodyne designed the Dynapak cartridge to eliminate the industry's biggest problem: loss of profits due to 100% exchange of fouled up cartridges. A Dynapak cartridge stays sold. No more re-handling of returns. There is virtually nothing that can go wrong with a Dynapak cartridge in normal use. So, how can you go wrong selling it?



### Dynapak no-return cassettes.

The fact that we designed a no-return cartridge saddled us with a major responsibility: Design a no-return cassette, too. So we did. And by something less than sheer coincidence, we call it the

Dynapak Cassette. It contains only ten parts. The present most-widely used cassette contains seventeen. So, with Dynapak, there are seven fewer chances for foul-ups than with other cassettes.

The Dynapak cassette is made up of two halves which snap together on a one-piece hub. Loading of spring pad assembly is so uncomplicated, its slot design so ingenious, tape can be dropped into place. Dynapak is the only cassette designed for 100% automated assembly.



### Dynapak Blank Tape. Cartridges/Cassettes.

With or without tape, if it's Dynapak, it's no-return. Loaded cartridges are available with blank tape in any length you specify. The Dynapak Cartridge is absolutely jam-proof and spill-out proof. Its extra large spill chamber—biggest in the industry—allows amply for tape take-up inside. Ends tape pleating and pile-up. Dynapak no-return cassettes, also, are so brilliantly engineered to be fool-proof that they are now the cassettes against which all others must be judged. Available in C-30, C-60, C-90, C-120 lengths. Both Dynapak cassettes and cartridges are guaranteed for one year.



### Guaranteed head cleaning cartridges and cassettes.

Round out your line with Dynapak head and capstan cleaning cartridges and cassettes. The only cartridges and cassettes with that customer-winning one-year guarantee.



### Your own private label

Why put a good name like yours on a product that's not guaranteed? With Dynapak guaranteed cartridges and cassettes you protect and build both your corporate image and brand name. At the same time, you eliminate the competitive factor. Because your only competition is yourself. And if that isn't the best way to control distribution, we'd like to know what is.

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*continued*

**Cartridge, 4 & 8-tr.:** Proverb, Góspel Corner.  
**Type of distribution:** Record & tape dists.

**R C A, 155 E. 24 St., New York, N.Y. 10010.** Tel: (212) MU 9-7200. VP: Norman Racusin; VP Opns. Div.: Harry E. Jenkins; Mds'g Mgr.: E. O. Welker.  
**Cartridge, 8-tr.:** RCA Victor, RCA Camden, RCA Red Seal, Kapp, Scepter, Wand, Buena Vista, Crescendo, Prestige, Diamond, Colgems, Chart, White Whale.  
**Open reel:** RCA Victor, RCA Camden, RCA Red Seal, Colgems.  
**Type of distribution:** Record & tape dists.

**Ron, 220 Oklahoma St., Suite 116, Baton Rouge, La. 70802.** Tel: (504) 348-6190. Pres.: Ron Shaab; Mgr.: John Foster; Sales & Mktg.: John Hemshaw; Int'l: Fifi Mussali, Fuente del Parian 37, Techamachalco, Edo. de Mexico, Mexico.  
**Branches:** Bradley Beach, N.J., 207 Third Ave. Tel: (201) 776-5867. VP: Morton C. Rance—Brooklyn, N.Y., 2160 Ocean Pkwy. Tel: (212) NI 5-5769. Mgr.: Mosie Cabasso.  
**Cartridge, 4 & 8-tr.;** cassette: Ron, Lucky Sounds, Sole.  
**Type of distribution:** Record & tape dists.

**ROPER, 45-48 48 St., Long Island City, N.Y. 11104.** Tel: (212) HA 6-1190. VP: Franc Peri.  
**Cartridge, 4-tr.;** open reel: Roper.  
**Type of distribution:** Record & tape dists. (SEE ADVERTISEMENT)

**Sound Preservers, 1915 N. Quince St., Olympia, Wash. 98501.** Tel: (206) 352-9097. Owner: Allen P. Giles.  
**Branch:** Upper Darby, Pa., Park Lane East, Rm. K10, 250 Beverly Blvd. Zip. 19082. Tel: (215) MA 2-2776. Mgr.: Bill Boyd.  
**Cassette;** open reel: Excursion.  
**Type of distribution:** Record & tape dists.

**Spoken Arts, 59 Locust Ave., New Rochelle, N.Y. 10801.** Tel: (914) 636-5482. Pres.: Arthur Luce Klein; VP: Luce A. Klein; Nat'l Sales Mgr.: Peter Redgrove; Mktg. Dir.: Billy Paul Williams; VP Pub.: Paul Kresh; Adv. Dir.: Natalie Slohm.  
**Open reel:** Spoken Arts.  
**Type of distribution:** Record & tape dists.

**Standard Phono, 30 Nashua St., Woburn, Mass. 01801.** Tel: (617) 935-4700. Pres.: Robert D. Levinson.  
**Cartridge, 8-tr.:** Standard, Colonial.  
**Type of distribution:** Record & tape dists.

**STEREO TAPE, 1305 S. Strong Ave., Copiague, L.I. N.Y. 11726.** Tel: (516) 893-1000. Pres.: Paul C. Smith Jr.  
**Cartridge, 4 & 8-tr.:** private labels.  
**Cassette:** Berkshire.  
**Type of distribution:** Record & tape dists. (SEE ADVERTISEMENT)

**STEREODYNE, 2810 Elliott, Troy, Mich. 48084.** Tel: (313) 585-1440. Pres.: D. R. Kraus; VP & Gen. Mgr.: A. A. Blay; VP Mktg.: D. S. Condon.  
**Cartridge:** Canadian labels.  
**Type of distribution:** Record & tape dists. (SEE ADVERTISEMENT)

**Summit Sound Systems, 52 Pitman Ave., Ocean Grove, N.J. Tel: (201) 775-4952.** Pres.: William Jelley.  
**Cartridge, 8-tr.;** open reel: Summit.  
**Type of distribution:** Record & tape dists.

**Swallow, PO Box 506, Villa Platte, La. 70586.** Tel: (318) 363-2138.  
**Cartridge, 8-tr.:** Swallow.  
**Type of distribution:** Record & tape dists.

**Texas Tape Cartridge Corp. (see ITCC).**

**Tucker Prod'ns, 157 W. 57 St., New York, N.Y. 10019.** Tel: (212) CO 5-0408. Pres.: George Tucker; Adv. Dir.: Cherie Shaw.  
**Cartridge, 4-tr.;** open reel: private labels.  
**Type of distribution:** Record & tape dists., mail order.

**United States, 1549 N. Vine St., Suite 20, Hollywood, Calif. 90028.** Tel: (213) 462-0447. Owner: Joseph Van Winkle; Independent Promo.: George Jay.  
**Open reel:** United States.  
**Type of distribution:** Record & tape dists.

**Universal Artists, 4230 Magazine St., New Orleans, La. 70115.** Tel: (504) 891-1202. Owner, Sales, Mktg. & Promo.: Lou Krabe; Mgr. & Adv.: Barry Crabbe; Pub.: Harold Crabbe.  
**Cartridge, 4-tr.;** open reel: Universal Artist.  
**Type of distribution:** Record & tape dists.

**Valtron, 305 Allen St., Helena, Mont. 59601.** Tel: (406) 442-0734. Owner & Mgr.: Lester L. Liedle; Sales Dir.: Sandy Liedle.  
**Cartridge, 4-tr.;** open reel: Valtron.  
**Type of distribution:** Record & tape dists.

**Vince Jan Cartridge Tapes, 1196 Calkins Rd., Rochester, N.Y. 14623.** Tel: (716) 334-9290. Pres.: Vince Jan.  
**Cartridge, 4-tr.;** cassette: Vince Jan Prod'ns, Fine Sound.  
**Open reel:** Fine, Tone, In.  
**Type of distribution:** Record & tape dists., automotive & electronic outlets, department stores.  
**West Coast Tape Cartridge Corp. (see ITCC).**

*continued on page 196*

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White Rock, 401 Wintermantle Ave., Scranton, Pa. 18505; Tel: (717) 343-6718. Owner: Phil Ladd; Partner: Bob Baker.  
Cartridge, 2-tr.; open reel: White Rock.  
Type of distribution: Mail order.

**TAPE PLAYBACK EQUIPMENT  
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- A I W A (see Selectron Int'l).
- A K G-Div. of North American Philips, 100 E. 42 St., New York, N. Y. 10017. Tel: (212) 697-3600. Pres.: Peter Vink; Sales Mgr.: C. Borgard; Adv. Dir.: Paul Nelson.  
Cassette: (10 models) 1 auto, 6 home, 3 portables. Price range: \$29.95-\$249.95.  
Open reel: (2 models) 2 & 4 tr. compatible. Price range: \$239.50-\$349.50.  
Brand name: Norelco.
- A R C Electronics, 15302 S. Illinois Ave., Paramount, Calif. 90723. Tel: (213) 636-9171. Pres.: Robert B. Tibbetts; Sales Mgr.: Tom Zirnite; Adv. Dir.: Richard J. McMullen.  
Cartridge: (6 models) 3 auto—1 4-tr., 1 8-tr., 1 4&8-tr. compatible; 3 home—1 4-tr., 1 8-tr., 1 4&8-tr. compatible. Price range: \$79 and up.  
Admiral, 3800 W. Cortland St., Chicago, Ill. 60647. Tel: (312) 292-2600. Chm.: R. D. Siragusa; Pres.: Vincent Barreca; VP Mktg. & Sales: W. L. Hullsiek; Int'l Pres.: Norman E. Johnson.  
Int'l branches: Canada, Mexico.  
Cartridge: (1 model) 8-tr. portable. Price: \$59.95.  
Cassette: (4 models) portable. Price range: \$49.95-\$79.95.
- Alaron (see B&B Import/Export).
- Ampex, 2201 Lunt Ave., Elk Grove Village, Ill. 60007. Tel: (312) 439-8700. Consumer & Educational Prods. Div. VP & Gen. Mgr.: Rein Norma; Mktg. Mgr.: Peter E. Larmer; Regional PR Mgr.: John B. Hatch.  
Home office: Redwood City, Calif., 401 Broadway. Zip: 94063. Tel: (415) 367-2011. Pres.: William E. Roberts; Sales Mgr.: Peter E. Larmer; Adv. Dir.: Ronald Cohen.  
Cassette: (4 models) 2 home, 2 portable. Price range: \$69.95-\$199.95.  
Open reel: (9 models) 5 4-tr., 4 4-tr. portable. Price range: \$199.95-\$599.95.
- Aristo Inds., 240 Fifth Ave., New York, N.Y. 10001. Tel: (212) 685-2060. Pres.: Victor Shalom; Sales Mgr.: Jimmie Weiss; Adv. Dir.: Al Eisenberg.  
Cassette: (1 model) home & portable. Price range: \$49.99-\$59.99.  
Open reel: (4 models) 2 4-tr., 2 2-tr. portable. Price range: \$14.98-\$198.
- Arvin Inds., 1531 13 St., Columbus, Ind. 47201. Tel: (812) 372-7271. Pres.: E. H. Stonecipher; VP & Gen. Mgr. Consumer Div.: John P. Sohn; VP Mktg. Consumer Div.: Thomas E. Wall; Adv. Mgr.: Fred Meyer.  
Branches: Los Angeles, Calif., Home Furnishing Mart—Chicago, Ill., 1422 Merchandise Mart.  
Cartridge: (5 models) 4 & 8-tr. compatible home. Cassette: (3 models) home. Price range: \$19.95-\$179.95.  
Open reel: (6 models) 1 2-tr., 1 2&4-tr., 4 2-tr. portable. Price range: \$29.95-\$159.95.
- Atlas-Rand, 2 Keystone Pl., Paramus, N.J. 07652. Tel: (201) 262-7500. NYC Tel: (212) 563-6663. VP Tape: Harold Rosen; Tape & Electronic Div. Sales Mgr.: Carl Salikof; Adv. Dir.: Stuart Better.  
Branches: Burbank, Calif., 1011 Chestnut St. Zip: 91502. Tel: (213) 845-2401—Chicago, Ill., 3770 W. Pratt Ave. Zip: 60645. Tel: (312) 679-4680—Dallas, Tex., 7900 Sovereign Row. Zip: 75247. Tel: (214) ME 7-2760.  
Cassette: (4 models), 1 home, 3 portable. Price range: \$29.95-\$299.95.  
Brand name: Keystone.
- Audio/Stereo (see Muntz Stereo-Pak).
- Audiosphere (see Livingston Audio Prods.).
- Audiovox, 156 Fifth Ave., New York, N.Y. 10010. Tel: (212) 243-4940. Pres.: John J. Shalom; Sales Mgr.: Art Fleisher.  
Cartridge: (1 model) 8-tr. home. Price: \$129.95.
- Auto-Sonic (see SJB).
- B & B Import/Export, 15755 Wyoming Ave., Detroit, Mich. 48238. Tel: (313) 864-9015. Owners: Bernard Klein, Alexander Hermann.  
Cassette: (1 model) portable. Price: \$49.95.  
Brand name: Alaron.  
Open reel: (5 models) 2-tr. portable. Price range: \$9.99-\$59.95.  
Brand names: Alaron, Rhapsody.
- Beocord (see Dynaco).
- Blaupunkt (see Robert Bosch).
- Borg-Warner, 25 & Madison Sts., Bellwood, Ill. Tel: (312) LI 4-2600. Consumer Prods. Dir.: Vincent R. Vecchione  
Cartridge: (4 models) 2 8-tr. auto., 1 8-tr. home, 1 8-tr. portable. Price range: \$39.95-\$109.95.

continued on page 198

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Robert Bosch, 2800 S. 25 Ave., Broadview, Ill. 60153. Tel: (312) 681-5000. Pres.: H. H. Schirmer; Sales Mgr.: W. A. May; Adv. Dir.: H. Lachner.  
**Cassette:** (1 model) auto/portable. Price: \$110.50; auto mounting bracket, \$29.00.  
**Brand name:** Blaupunkt.

Capitol Recs. Dist'g, 1750 N. Vine St., Hollywood, Calif. 90028. Tel: (213) 462-6251. Pres.: Stanley M. Gortikov; Special Prod. Div. Sales Mgr.: Roger Brown; Special Prod. Div. Mktg. & Adv. Dir.: Hal Rothberg.  
**Branch:** New York, N.Y., 1290 Ave. of the Americas, Rm. 3214. Zip: 10019. Tel: (212) PL 7-7470. Eastern Special Prods. Sales Mgr.: Paul Adams.  
**Cartridge:** (5 models) 1 8-tr. auto., 4 8-tr. home. Price range: \$79.95-\$279.95.  
**Brand name:** Capitol. (distributes Universal Tape-dex).

CAR TAPES, 320 W. Ohio St., Chicago, Ill., 60610. Tel: (312) 943-5158. Pres.: James LeVitus; VP Mktg.: Ed Swire.  
**Branch:** Van Nuys, Calif., 16725 Roscoe Blvd. Zip: 91406. Tel: (213) 894-8368. Mgr.: Len Lasker.  
**Cartridge:** (4 models) 3 auto-1 4-tr., 1 8-tr., 1 4&8-tr. compatible; 1 8-tr. home. Price range: \$49.95-\$89.95.  
**Cassette:** (1 model) auto. Price: \$119.95.  
**Brand name:** Cartape. (SEE ADVERTISEMENT)

Columbia, 51 W. 52 St., New York, N.Y. 10019. Tel: (212) 765-4321. Pres.: Clive J. Davis; Dir.: J. J. Harris.  
**Cartridge:** (4 models) 1 8-tr. home; 3 portable-1 4-tr., 2 8-tr. Cassette: (2 models) portable. Price range: \$44.95-\$139.50.  
**Open reel:** (2 models), 1 2-tr., 1 4-tr. Price range: \$79.95-\$139.95.  
**Brand name:** Masterwork.

Commodore Import, 507 Flushing Ave., Brooklyn, N.Y. 11205. Tel: (212) 522-3407. Gen. Mgr.: Jack Schneider; Sales Mgrs.: Mike Simon, Joe McLaughlin.  
**Cartridge:** (1 model) 8-tr. auto. Price: \$79.95.  
**Cassette:** (1 model) portable. Price: \$49.95.  
**Open reel:** (3 models) 2 2-tr. portable, 1 4-tr. portable. Price range: \$14.95-\$59.00.  
**Brand name:** Commodore.

Concertone (div. of Monarch Int'l), 7035 Laurel Canyon Blvd., North Hollywood, Calif. 91605. Tel: (213) 877-0406. Pres.: M. P. Price; Mktg. Dir.: John Pacconi; Sales Mgr.: Sid Siegal.

**Cartridge:** (2 models) 8-tr. home. Price range: \$100-\$175.  
**Cassette:** (2 models) 1 home, 1 portable. Price range: \$69.95-\$179.95.  
**Open reel:** (5 models) 1 4-tr., 1 2&4-tr., 1 2-tr. portable, 2 4-tr. portable. Price range: \$100-\$300.

Concord Electronics, 1935 Armacost Ave., Los Angeles, Calif. 90025. Tel: (213) 478-2541. Cable: CONCORLEC. Pres.: Howard P. Ladd; Sales Mgr.: Bernard Mitchell; Adv. Dir.: Lee Ann Blystone.  
**Cartridge:** (6 models) 2-tr. portable. Cassette: (1 model) portable. Price range: \$25-\$200.  
**Brand names:** Concord, Radiocorder, Sound Camera.  
**Open reel:** (17 models) 3 2-tr., 8 4-tr., 6 2-tr. portable. Price range: \$200-\$350.  
**Brand names:** Concord, Radiocorder.

Consolidated Mdsq., 520 W. 34 St., New York, N.Y. Tel: (212) LW 4-1050. Pres.: Victor Reichenstein; Sales Mgr.: Bruce Penslar; Adv. Dir.: Monroe Schuder.  
**Cartridge:** (15 models) 7 home-3 4-tr., 3 8-tr., 1 PlayTape; 8 portable-3 4-tr., 3 8-tr., 2 PlayTape.  
**Cassette:** (8 models) 4 home, 4 portable.  
**Open reel:** (17 models) 6 2-tr., 8 4-tr., 3 2&4-tr. compatible.  
**Brand names:** Webcor, Viscount.

Craig, 2302 E. 15 St., Los Angeles, Calif. 90021. Tel: (213) 623-2421. Pres.: Ed Y. Motokane; Sales Mgr.: Jack Doyle; Adv. Dir.: Mario J. Machado.  
**Cartridge:** (8 models) 5 auto-2 4-tr., 2 8-tr., 1 4&8-tr. compatible; 3 home-1 8-tr., 2 4&8-tr. compatible. Price range: auto \$49.95-\$99.95; home \$69.95-\$144.95.  
**Cassette:** (6 models) portable. Price range: \$69.95-\$139.95.  
**Open reel:** (10 models) 4 2-tr. portable, 6 4-tr. portable. Price range: \$39.95-\$349.95.

Crown (see Industrial Suppliers).

Dejay Inds., 90 N. Washington St., Boston, Mass. 02114. Tel: (617) 523-1439. Pres.: William Blotnick.  
**Cartridge:** (2 models) 1 8-tr. auto, 1 8-tr. home. Price: \$89.95.

Delmonico Int'l, 50-35 56 Rd., Maspeth, N. Y. 11378. Tel: (212) 392-7100. Pres.: Herbert Kabat; Exec. VP: Raymond J. Gincauage; Sales Mgr.: Irving Murray; Adv. Dir.: Milton M. Kay.  
**Cartridge:** (2 models) 8-tr. home. Price range: \$199.95-\$209.95.

Dynaco, 3060 Jefferson St., Philadelphia, Pa. 19121. Tel: (215) 232-8000. Pres.: David Fafler; Sales Mgr.: Robert Tucker.  
**Open reel:** (2 models) 4-tr. Price range: \$498-\$525.  
**Brand names:** Dynaco, Beocord.

Electra Radio, 30 W. 23 St., New York, N. Y. 10010. Tel: (212) 675-7640. Pres.: Richard Beda; Sales Mgr.: David Silverman; Adv. Dir.: Edward Beda.  
**Cassette:** (4 models) portable. Price range: \$29.95-\$59.95.  
**Open reel:** (2 models) 2-tr. portable. Price range: \$12.95-\$15.95.  
**Brand name:** Electra.

Electro-Brand, 210 W. Chestnut St., Chicago, Ill. 60610. Tel: (312) 944-5460. Pres.: Samuel Dry; Sales Mgr. & Adv. Dir.: Richard Ettelson.  
**Cassette:** (1 model) portable. Price: \$59.95.  
**Open reel:** (3 models) 2-tr. portable. Price range: \$14.95-\$29.95.

Elgin Radio (div. of Elgin Nat'l Watch), 841 W. Jackson Blvd., Chicago, Ill. 60606. Tel: (312) 666-3400. Gen. Mgr.: James Moore.  
**Cartridge:** (1 model) 8-tr. portable. Price: \$89.95.  
**Brand name:** Elgin.

Emerson Television & Radio (div. of National Union Electric Corp.), PO Box 499, Stamford, Conn. 06904. NYC Tel: (212) 993-4300. VP Sales: John P. Ryan; VP Opns.: Harvey Tullo.  
**Cassette:** (2 models) portable. Price range: \$49.95-\$125.

General Electric (Audio Prods. Dept.), 2200 N. 22 St., Decatur, Ill. 62525. Tel: (217) 429-2921. Gen. Mgr.: Cecil S. Semple; Sales Mgrs.: (consoles) C. A. Groene, (portables) W. W. Williams; Adv. Dir.: R. S. Murphy.  
**Branch:** Utica, N. Y., 831 Broad St. Tel: (315) 798-7011. Tape Prods. Mgr.: J. S. Chamberlin.  
**Cassette:** (1 model) portable.  
**Open reel:** (3 models) 4-tr. Price range: \$549.95-\$795.00.

Goer (see Goodway).

Goodway, 11401 Roosevelt Blvd., Philadelphia, Pa. 19154. Tel: (215) 677-6200. Pres.: Berly J. Wolk; Exec. Dir. Entertainment Div.: Robert Goldsmith.  
**Cartridge:** (1 model) 8-tr. portable. Price: \$99.95.  
**Brand name:** Goer.

Goodyear (see Orrtronics).

*continued on page 200*

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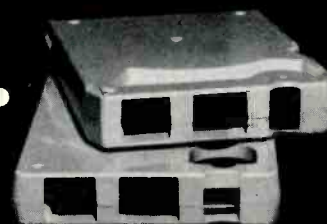
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Grundig Electronic Sales, 355 Lexington Ave., New York, N. Y. 10017. Tel: (212) 661-2020. Pres.: A. Stambach; Sales Mgr.: Richard Bates. Cassette: (2 models) portable. Price range: \$99.95-\$134.95. Open reel: (5 models) 4 4-tr., 1 2-tr. portable. Price range: \$179.95-\$349.95.

Heritage Int'l Trading, 1330 Stuyvesant Ave., Union, N. J. 07083. Tel: (201) 964-1330. Pres.: Allan Mogull; Sales Mgr.: Ralph Setton. Cassette: (3 models) portable. Price range: \$29.99-\$69.95. Brand name: Heritage.

Hitachi Sales, 48-50 34 St., Long Island City, N. Y. 11101. Tel: (212) 361-3090. Pres.: E. Matsu-mura; Sales Mgr.: E. Schillinger; Mktg. Dir.: M. M. Schwartz. Cassette: (4 models) auto. Price range: \$49.95-\$119.95. Open reel: (6 models) 4 2-tr., 2 4-tr. Price range: \$39.95-\$199.95.

Industrial Suppliers, 755 Folsom St., San Francisco, Calif. 94107. Tel: (415) 781-3030. Partners: James & C. C. Chiang; Nat'l Sales Mgr.: C. W. Hancock; Nat'l Mktg. Dir.: Al Barsimanto. Cassette: (6 models) portable. Price range: \$39.95-\$189.95. Open reel: (10 models) 2-tr. portable. Price range: \$44.95-\$169.95. Brand name: Crown.

Juliette (see Topp Import/Export).

Keystone (see Atlas-Rand).

Kinematrix, 2150 W. Lawrence, Chicago, Ill. 60625. Tel: (312) 878-3700. Pres.: Len Fish; Sales Mgr.: Mort Posner. Cartridge (5 models) 1 8-tr. auto, 4 8-tr. home. Price range: \$19-\$375. Brand names: Mello-Matix, Musi-Matix, Record-Matix.

Lafayette Radio Electronics, 111 Jericho Tnpk., Syosset, L. I., N. Y. 11791. Tel: (516) 921-7700. Cable: LAFRADELEC. Pres.: Abraham Pletman; VP Sales, Purchasing & Mdsq.: Gerald Russell; Mdsq. Mgr.: Mort Gleberman. Cassette: (5 models) portable. Price range: \$29.95-\$329. Open reel: (10 models). Price range: \$29.95-\$299.95.

LEAR JET INDS. (Stereo Div.), 13131 Lyndon Ave., Detroit, Mich. 48227. Tel: (313) 272-0730. VP & Gen. Mgr.: Ed G. Campbell; VP Mktg.: James R. Gall; Dist. Sales Mktg. Mgr.: Larry L. Yanitz. Cartridge: (15 models) 6 auto-5 8-tr., 1 4&8-tr. compatible; 6 8-tr. home; 3 8-tr. portable. Price range: \$49.95-\$299.95. Brand name: Lear Jet Stereo "8." (SEE ADVERTISEMENT)

Livingston Audio Prods., 1275 Bloomfield Ave., Fairfield, N. J. 07006. Tel: (201) 226-8300. Pres.: Darrell Scholten; VP Sales & Adv. Dir.: Thomas Hofbauer. Cartridge: (5 models) 3 auto-1 4-tr., 1 8-tr., 1 4&8-tr. compatible; 1 4&8-tr. compatible home; 1 4&8-tr. compatible portable. Price range: \$79.95-\$219.95. Brand name: Audiosphere.

Major Electronics, 649 39 St., Brooklyn, N. Y. 11232. Tel: (212) 854-2100. Pres.: M. V. Lane; Sales Mgr.: Jack Mandell; Adv. Dir.: Bill Lane. Cartridge: (3 models) 8-tr. home. Cassette: (1 model) home. Price range: \$69.95-\$129.95. Brand names: Major, Majorette.

Majorette (see Major Electronics).

Mar-lin Ents., 45 W. 27 St., New York, N. Y. 10001. Tel: (212) 686-8630. Pres.: Morris Dweck; Sales Mgr.: Elliot Dweck; Adv. Dir.: Jack Turzi. Cassette: (1 model) portable. Price: \$39.95. Open reel: (1 model) 2-tr. portable. Price: \$19.90. Brand name: Starfire.

Martel Electronic Sales, 2339 S. Cotner Ave., Los Angeles, Calif. 90064. Tel: (213) 479-4491. Pres.: David Krechman; Sales Mgr.: George Rose. Open reel: (11 models) 1 1-tr., 2 2-tr., 5 4-tr., 2 2-tr. portable, 1 4-tr. portable. Price range: \$440-\$600. Brand name: Uher.

Masterwork (see Columbia).

Matsushita Electric Corp. of America (Panasonic), 200 Park Ave., New York, N. Y. 10017. Tel: (212) 973-5700. Pres.: K. Isomura; VP Consumer Sales: Ray Gates; Adv. Dir.: Russ W. Johnson. Cartridge: (3 models) 8-tr. home. Cassette: (2 models) 1 portable, 1 auto/portable. Price range: \$59.95-\$249.95. Open reel: (12 models) 5 2-tr., 6 4-tr., 1 4-tr. portable. Price range: \$39.95-\$699.95. Brand name: Panasonic.

Mayfair Electronics (div. of Artic Import), 666 W. Kinzie St., Chicago, Ill. 60610. Tel: (312) 243-8050. Cable: ARTICOOK. VP Sales: Gary Braver. Cartridge: (2 models) 1 4&8-tr. compatible home, 1 8-tr. portable. Price range: \$79.95-\$99.95. Cassette: (1 model) portable. Price: \$79.95. Open reel: 12 (models) 1 2-tr., 2 4-tr., 8 2-tr. portable, 1 4-tr. portable. Price range: \$14.95-\$229.95.

Mello-Matix (see Kinematix).

Mercury Home Entertainment Prods. Div., 35 E. Wacker Dr., Chicago, Ill. 60601. Tel: (312) 332-5788. Pres.: Irving B. Green; Sales Mgr.: Lester Smith; Adv. Dir.: James Ladwig. Cassette: (6 models) 1 auto, 2 home, 3 portable. Price range: \$69.95-\$159.95.

Metra Electronics, 660 McDonald Ave., Brooklyn, N. Y. 11218. Tel: (212) TR 1-4100. Pres.: Charles R. Fox; Adv. Dir.: Jefferson Treen. Cartridge (1 model) 8-tr. auto/home. Note: Also manufacture a record-playback 4-tr. unit for recording in the cartridge. Brand name: Traveltime.

Metro of Calif., 4861 Santa Monica Blvd., Los Angeles, Calif. 90029. Tel: (213) 664-1908. Owner: Ralph Slotnick. Cartridge: (17 models) 13 auto-6 4-tr., 2 4&8-tr. compatible, 5 8-tr.; 4 home-1 4-tr., 2 8-tr., 1 4&8-tr. compatible.

Midland Int'l, 1909 Vernon St., North Kansas City, Mo. 64116. Tel: (816) VI 2-0511. Pres.: Edward L. Benson; Sales Mgr.: James R. Love; Adv. Dir.: Robert L. Caldwell. Cassette: (7 models) 2 home, 5 portable. PlayTape: (2 models) portable. Price range: \$18.95-\$169.95. Open reel: (8 models) portable-7-tr., 1 4-tr. Price range: \$12.95-\$179.95.

Monarch (see Monarch Int'l).

Monarch Int'l, 7035 Laurel Canyon Blvd., North Hollywood, Calif. 91605. Tel: (213) 765-1810. Pres.: M. P. Price; Sales Mgr.: Herbert Levy. Cartridge: (3 models) 1 4&8-tr. compatible auto, 1 8-tr. home, 1 8-tr. portable. Price range: \$70-\$150. Cassette: (2 models) 1 home, 1 portable. Price range: \$59-\$130. Brand name: Monarch. Open reel: (3 models) 4-tr. portable. Price range: \$110-\$159. Brand names: Monarch, Monacor.

Morse Electro, 92-00 Atlantic Ave., Ozone Park, N. Y. 11416. Tel: (212) 441-6600. Pres.: Phillip S. Morse; VP & Adv. Dir.: David Cole. Cartridge: (1 model) 8-tr. portable. Brand name: Morse.

Motorola Automotive Prods., 9401 W. Grand Ave., Franklin Park, Ill. 60131. Tel: (312) GL 1-1000. Cable: MOTOROLACO. VP & Gen. Mgr.: O. P. Kusisto; Int'l Dir.: R. A. Winsauer. Branch: Detroit, Mich., 16180 Wyoming Ave. Zip: 48221.

*continued on page 202*

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1

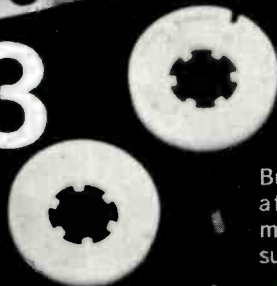
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Or, you may wish to record directly onto tape pre-loaded into the Audiopak Compact Cassette. In which case, you'll be glad to know the tape you'll be recording on is low-noise Audiotape. You see, we're the only cassette and cartridge manufacturer who also makes tape. So you can be sure our specially-formulated Audiotape matches the needs of the cassette perfectly.



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**Cartridge:** (22 models) 17 8-tr. auto, 5 8-tr. home. Price range: \$49.95-\$129.95.  
**PlayTape:** (3 models) auto. Price range: \$49.95-\$84.95.  
**Note:** Also manufacture for Borg-Warner, RCA, Ford Motor, Volkswagen, American Motors, Chrysler Corp., Volvo, International Harvester Truck.

**Muntz Stereo-Pak,** 7715 Densmore Ave., Van Nuys, Calif. 91406. Tel: (213) 989-5000. Pres.: Earl Muntz; Sales Mgr.: Gene Block; Adv. Dir.: Tod Faulkner.  
**Cartridge:** (17 models) 8 auto-6 4-tr., 2 4&8-tr. compatible; 8 home-6 4-tr., 2 4&8-tr. compatible; 1 4-tr. portable. Price range: \$29.95-\$300.  
**Brand names:** Muntz Stereo-Pak, Audio/Stereo. Musi-Matix (see Kinematix). N A C O (see North American Foreign Trading). NordMende (see Sterling Hi-Fidelity). Norelco (see AKG).

**North American Foreign Trading,** 1115 Broadway, New York, N. Y. 10010. Tel: (212) 255-5400. Pres.: Maurice Lowinger; Sales & Adv. Dir.: Andy Lowinger.  
**Cassette:** (5 models) portable. Price range: \$29.95-\$59.95.  
**Open reel:** (5 models) 2-tr. portable. Price range: \$19.95-\$29.95.  
**Brand names:** NACO, North American. North American Philips (see AKG).

**Nuvox Electronics,** 150 Fifth Ave., New York, N. Y. 10011. Tel: (212) 243-2110. Pres.: Edmond Sassoon; Sales Mgr.: Abe Liniado.  
**Cassette:** (1 model) portable. Price: \$49.95.  
**Open reel:** (2 models) 2-tr. portable. Price range: \$15.95-\$29.95.

**Olympic Radio & Television Sales** (div. of Lear Siegler), 34-01 38 Ave., Long Island City, N.Y. 11101. Tel: (212) EX 2-5200. VP Sales: Harold Gold; Export Mgr.: Abe Cooper.  
**Cartridge:** (2 models) 8-tr. home. Price range: \$99.95-\$139.

**Orrtronic,** PO Box 864, 30335 Oregon Rd., Toledo, Ohio 43601. Tel: (419) 693-0641. Pres.: Keith Wilson; Sales Mgr.: Joseph C. Meidt; Adv. Dir.: Michael Seiler.  
**Cartridge:** (6 models) 4 auto-1 4-tr., 3 8-tr.; 2 8-tr. home. Price range: \$79-\$199.95.  
**Brand names:** Orrtronic, Sears, White, Good-year, Capitol.

**Packard-Bell,** 12333 W. Olympic Blvd., Los Angeles, Calif. 90025. Tel: (213) 272-6141. Chm.: R. S. Bell; Pres.: W. B. Sell; Sales Mgrs.: (Western)

D. W. Phillips, (Eastern) P. E. Bryant; Adv. Dir.: W. T. Reedy.  
**Cartridge:** (2 models) 8-tr. home.  
**Panasonic** (see Matsushita Electric Corp. of America).  
**Peerless Telerad,** 162 Fifth Ave., New York, N. Y. 10010. Tel: (212) 255-2808. Pres.: Harvey Dyer.  
**Branch:** Chicago, Ill., 62 E. 13 St. Zip: 60605.  
**Cartridge:** (1 model) 8-tr. home. Price: \$149.95.  
**Cassette:** (2 models) portable. Price range: \$14.95-\$39.95.  
**Brand name:** Peerless.

**Pfanstiehl Chemical,** 3300 Washington St., Waukegan, Ill. 60085. Tel: (312) 623-1360. Pres.: Bruce Wight; Sales Mgr.: Al Clinton.  
**Cassette:** (1 model) home/portable. Price: \$59.50.  
**Brand name:** Pfanstiehl.

**Philco-Ford,** "C" & Tioga Sts., Philadelphia, Pa. 19134. Tel: (215) 443-5967. VP & Gen. Mgr.: A. E. Allen; Sales Mgr.: J. A. O'Hara; Adv. Dir.: C. S. Grill.  
**Cartridge:** (3 models) 8-tr. home. **Cassette:** (6 models) 4 home, 2 portable. Price range: \$59.95-\$499.95.  
**Open reel:** (8 models) 1 2-tr., 4 4-tr., 3 2-tr. portable. Price range: \$39.95-\$950.

**PlayTape,** 115 Broadway, New York, N. Y. 10010. Tel: (212) OR 5-8050. Pres.: Frank Stanton; Sales Mgr.: Hal Dennis; Adv. Dir.: I. Bernard Sussman.  
**PlayTape:** (12 models) 4 2-tr. home, 8 2-tr. portable. Price range: \$14.95-\$69.95.

**RCA Sales,** 600 N. Sherman Dr., Indianapolis, Ind. 46201. Tel: (317) 635-9000. Pres.: B. S. Durant; Sales Mgr.: Jack K. Sauter; Adv. Dir.: Jack M. Williams.  
**Cartridge:** (2 models) 8-tr. home. **Cassette:** (5 models). Price range: \$30-\$129.95.  
**Open reel:** (9 models) 5 2-tr., 4 4-tr. Price range: \$20-\$229.95.  
**Brand name:** RCA, Radio Corp. of America.

**Radio Corp. of America** (see RCA Sales).  
**Radiocorder** (see Concord Electronics).  
**Recorda-Matix** (see Kinematix).  
**Rhapsody** (see B&B Import/Export).

**Roberts** (div. of Rheem Mfg.), 5922 Bowcroft St., Los Angeles, Calif. 90016. Tel: (213) 870-9631. VP & Gen. Mgr.: O. X. Pitney; VP Mktg.: C. E. Phillips; Adv. Dir.: Geri Langsner.  
**Reel-to-reel:** (17 models). Price range: \$179.95-\$800.  
**Note:** 2 units with 8-tr. cartridge & 4-tr. reel-to-reel.

continued on page 204

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**EASY TO USE** — Press strobe wheel gently against tape, check direction of pattern for off-speed condition. Any 60-cycle light source furnishes the basic timing.

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Ross Electronics, 589 E. Illinois St., Chicago, Ill. 60611. Tel: (312) 527-0505. Pres.: Samuel Ross; Nat'l Sales Mgr.: Bernard Leavitt; Adv. Dir.: Samuel H. Levin.  
Cartridge: (1 model) 8-tr. home. Price: \$129.95.  
Cassette: (6 models) portable. Price range: \$29.95-\$79.95.  
Open reel: (6 models) 2-tr. portable. Price range: \$16.95-\$79.95.

S J B (automotive div. of Martel), 2253 Pontius Blvd., Los Angeles, Calif. Tel: (213) 477-6095. Pres.: Sheldon Krechman; Sales Mgr.: Anthony Antonelli.  
Cartridge: (9 models) 4&8-tr. compatible home. Price range: \$49.95-\$179.98.  
Brand name: Auto-Sonic.

Sears (see Orrtronics).  
Selectron Int'l, 4215 W. 45 St., Chicago, Ill. 60632. Tel: (312) 254-7900. Pres.: Nicholas Milovac; Sales Mgr.: John Mikulski; Adv. Dir.: Thomas C. Rafinski.  
Cassette: (17 models) 1 auto, 7 home, 9 portable. Price range: \$34.95-\$269.95.  
Open reel: (22 models) 15 2-tr., 7 4-tr. Price range: \$14.95-\$349.95.  
Brand name: AIWA.

Sharp Electronics, 178 Commerce Rd., Carlstadt, N. Y. 07072. Tel: (201) 933-4200. Pres.: K. Saito; Sales Mgr.: Gene Gold.  
Cassette: (3 models) portable. Price range: \$39.95-\$69.95.  
Open reel: (3 models) 4-tr. Price range: \$149.95-\$299.50.

Sony (see Superscope).  
Sony/Superscope (see Superscope).  
Sound Camera (see Concord Electronics).  
Standard Radio, 60-09 39 Ave., Woodside, N. Y. 11377. Tel: (212) 651-6100. Pres.: R. Hiroshima; Sales Mgr.: M. J. Kaplan; Adv. Dir.: Mr. Nagano.  
Cassette: (2 models) portable. Price range: \$44.95-\$59.95.  
Open reel: (4 models) 2-tr. Price range: \$39.95-\$139.95.  
Brand name: Standard.

Starfire (see Mar-Lin Ents.).  
Stereo Magic (div. of Eastern Specialties Corp.), 5 Richard Dr., Mount Arlington, N. J. 07856. Tel: (201) 398-2430. Pres.: Robert F. Kenny.  
Cartridge: (2 models) 1 8-tr. auto, 1 8-tr. home. Price range: \$99.95-\$129.95.

Sterling Hi-Fidelity, 22-20 40 Ave., Long Island City, N. Y. 11101. Tel: (212) 361-8989. Pres.: Louis Silver; Sales Mgr.: Robert Silver.  
Cassette: (1 model) portable. Price: \$59.95.  
Open reel: (1 model) 4-tr. Price: \$429.95.  
Brand name: NordMende.

Superscope, 8150 Vineland Ave., Sun Valley, Calif. 91352. Tel: (213) 875-0810. Pres.: Joseph S. Tushinsky; Sales Mgr.: Paul Markoff; PR Dir.: Elyn S. Rankell.  
Branches: Clarendon Hills, Ill., 152 Burlington Ave. Zip: 60514. Tel: (312) 325-4433—Newton, Mass., 29 Needham St. Zip: 02161. Tel: (617) 527-5447—St. Clair Shores, Mich., 23000 Industrial Dr. E. Zip: 48080. Tel: (313) 773-3730.—Woodside, N. Y., 37-09 56 St. Zip: 11377. Tel: (212) 446-7227—Bellevue, Wash., 11044 S.E. 30 Pl. Zip: 98004. Tel: (206) SH 6-1550.  
Cartridge: (3 models) 1 8-tr. home, 2 8-tr. portable. Price range: \$99.50-\$129.50.  
Open reel: (18 models) 6 4-tr., 1 2&4-tr. compatible, 5 2-tr. portable, 6 4-tr. portable. Price range: \$69.50-\$695.  
Brand names: Sony, Sony/Superscope.

Symphonic Radio & Electronic, 470 Park Ave. S., New York, N. Y. 10016. Tel: (212) 889-6800. Pres.: M. J. Zimmer; Sales Mgr.: Stan Seltzer; Adv. Dir.: Ken Freeland.  
Cartridge: (2 models) 1 4-tr. portable, 1 8-tr. portable. Cassette: (1 model) portable. Price range: \$59.95-\$159.95.  
Brand name: Symphonic.

T P I (see TelePro Inds.).  
Taiko, 11656 Pendleton St., Sun Valley, Calif. 91352. Tel: (213) 875-0611, 768-1601. Pres.: Sol Zamek; Sales Mgr.: Charles Dondoro.  
Cartridge: (1 model) 8-tr. auto. Price: \$99.50.

Teac, 1547 18 St., Santa Monica, Calif. 90404. Tel: (213) 394-0240. Pres.: Tomomá Tani; Sales Mgr.: M. Mitsubayashi; Adv. Agency: Marketing World, NYC.  
Open reel: (3 models) 4-tr. Price range: \$399.50-\$539.50.

Tele-Tone, 444 S. Ninth Ave., Mount Vernon, N. Y. 10550. Tel: (914) 699-2100. Pres.: Mr. Rothman; Sales Mgr. & Adv. Dir.: Milton C. Perlmutter.  
Cartridge: (1 model) 8-tr. home. Price: \$129.

Telefunken Sales, South St., Roosevelt Field, Garden City, N. Y. 11530. Tel: (516) 741-1390. Pres.: Eric Zwarg; Sales Mgr.: Charles Gavin; Adv. Dir.: Don Diamond.  
Cassette: (1 model) auto/portable. Price: \$69.95.  
Open reel: (6 models) 1 2-tr., 3 4-tr., 1 2-tr. portable, 1 4-tr. portable. Price range: \$99.95-\$299.95.

continued on page 206

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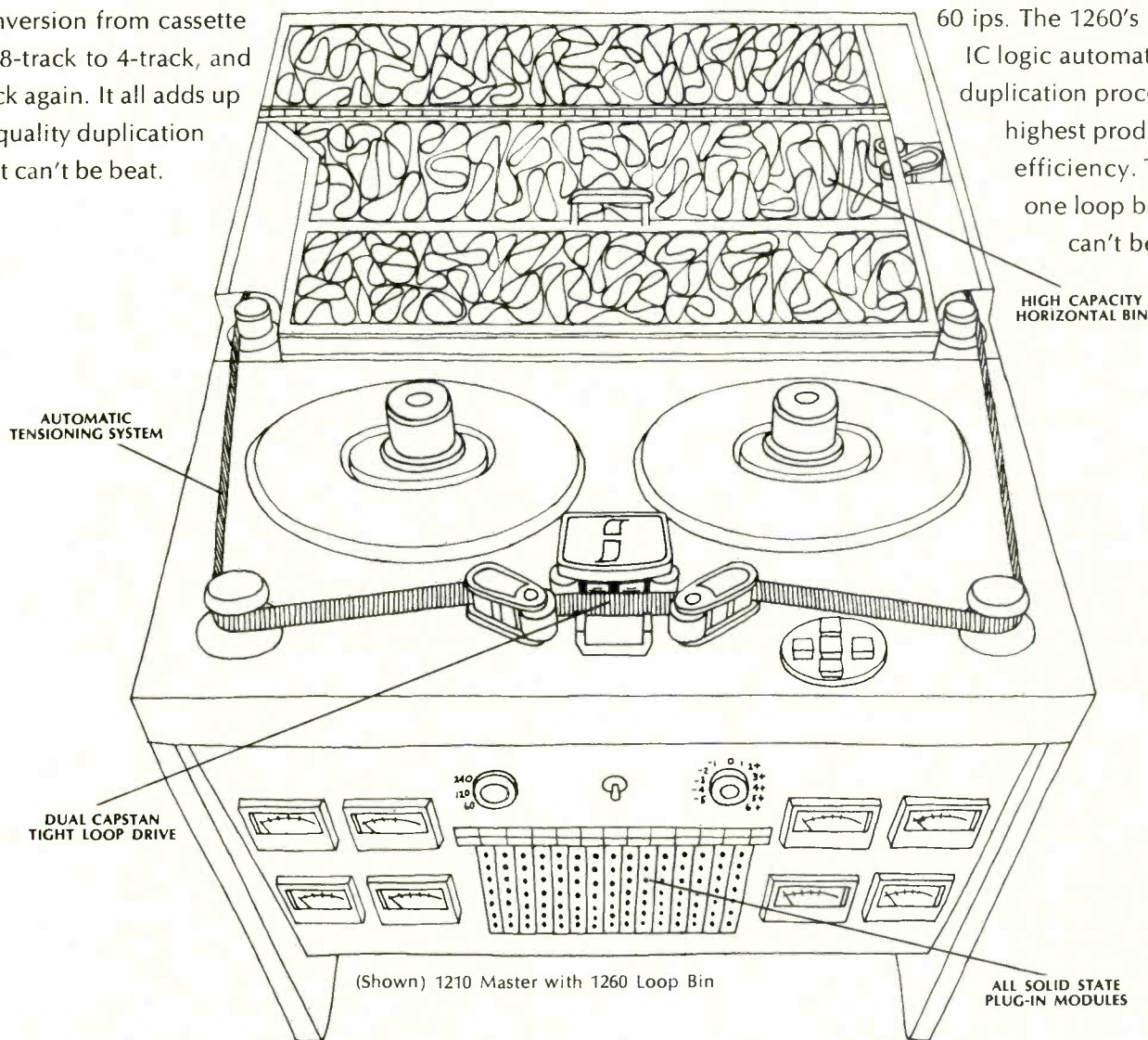
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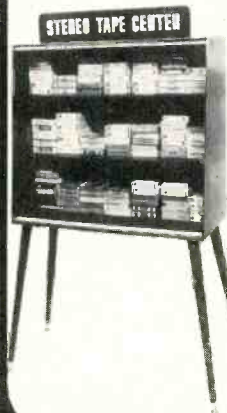
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TELEPRO INDS., Cherry Hill Ind'l Ctr., Cherry Hill, N. J. 08034. Tel: (609) 424-1234. Pres.: Aaron R. Wall; Sales Mgr.: Roger Cappello; Mktg. Dir.: Ray Stolzman.  
Cartridge: (2 models) 1 8-tr. home, 1 4-tr. portable. Price range: \$60-\$100. (SEE ADVERTISEMENT)

Telex Communications Div., 9600 Aldrich Ave. S., Minneapolis, Minn. 55420. Tel: (612) 881-2636. Pres.: Ansel Kleiman; Nat'l Sales Mgrs.: (Consumer Prods.) Russ Molloy, (Broadcast & Ind'l Prods.) Paul Bunker; Mktg. Dir.: James S. Arrington; Adv. Dir.: Peter Schwarz.  
Note: Cartridge & open reel product of Magnecord & Viking.

Telex-Phonola (see Waters-Conley).  
Tenna, 19201 Cranwood Pkwy., Warrensville Heights, Ohio 44128. Tel: (216) 475-1400. Pres.: Morton R. Mendes.

3 M, Mincom Div., 3M Ctr., St. Paul, Minn. 55343. Tel: (612) 733-1110. Pres.: Harry Heltzer; Sales Mgr.: D. H. Boyd; Adv. Dir.: Carl Andrews.  
Cassette: (2 models) portable. Price range: \$54.95-\$69.95.  
Open reel: (9 models) 6 2&4-tr., 3 2-tr. portable. Price range: \$89.95-\$259.95.  
Brand name: Wollensak.

Topp Import/Export, 4201 N.W. 77 Ave., Miami, Fla. 33166. Tel: (305) 887-6201. Pres.: Louis Topp; Sales Mgr.: J. Grubb; Adv. Dir.: Charles Kates.  
Cassette: (9 models) 3 home, 6 portable. Price range: \$34.95-\$224.95.  
Open reel: (4 models) 2-tr. portable. Price range: \$12.95-\$58.95.  
Brand name: Juliette.

Toshiba America, 477 Madison Ave., New York, N. Y. Tel: (212) 758-6161. Pres.: N. Takamiya; Sales Mgr.: J. Spelman; Adv. Dir.: T. Rittenband.  
Cartridge: (2 models) 8-tr. home. Price range: \$69.50-\$119.50.  
Open reel: (4 models) 4-tr. portable. Price range: \$79.50-\$249.50.  
Brand name: Toshiba.

TransWorld, 1020 Edenborn St., Metairie, La. 70004. Tel: (504) 834-9097. Pres.: Edward Conrad; VPs: Fernando Davila, Ray Hauch; Adv. Dir.: Peg Conrad.  
Cartridge: (7 models) 4 auto-3 4-tr., 1 8-tr.; 3 home-1 4-tr., 1 8-tr., 1 4&8-tr. compatible. Price range: auto \$39.95-\$89.95; home \$99.95-\$199.95.

Traveltime (see Metra Electronics).

Uher (see Martel Electronic Sales).

Universal Audio Rec'g Equip. Sales, 2451 Nicollet Ave., Minneapolis, Minn. 55404. Tel: (612) 827-5443.

V-M (Voice of Music), 305 Territorial Rd., Benton Harbor, Mich. 49022. Tel: (616) 925-8841. Pres.: Victor Miller; Mktg. Mgr.: M. B. Cain; Adv. Mgr.: K. E. Markel.  
Cassette: (2 models) 1 home, 1 portable. Price range: \$79.95-\$199.95.  
Open reel: (9 models) 4 2-tr., 3 4-tr., 1 4-tr. portable, 1 2 & 4-tr. portable. Price range: \$99.95-\$469.95.  
Brand name: Voice of Music.

Valiant Radio, 380 Second Ave., New York, N. Y. 10010. Tel: (212) 674-5800. Pres.: Joseph Katz; Sales Mgr.: Al Tranter.  
Cartridge: (5 models) 2-tr. portable. Price range: \$33-\$49.  
Cassette: (2 models) portable.  
Open reel: (1 model) 2-tr. portable. Price: \$9.95.  
Brand name: Valiant.

Viscount (see Consolidated Mds.).  
Voice of Music (see V-M).

Waters-Conley, 645 N. Michigan Ave., Chicago, Ill. 60611. Tel: (312) 944-5125. Pres.: Herbert M. Greenspan; Sales Mgr. & Adv. Dir.: Edward Boba.  
Cassette: (1 model) portable. Price: \$59.95.  
Open reel: (4 models) 2 4-tr., 2 4-tr. portable. Price range: \$89.95-\$549.95.  
Brand name: Telex-Phonola.

Webcor (see Consolidated Mds.).

Westinghouse Electric (Portable Prods. Div.), Rt. 27 & Vineyard Rd., Edison, N. J. 08817. Tel: (201) 287-2000. Div. Mgr.: W. E. Eutzky; Sales Mgr.: C. N. Daigneault; Prod. Planning Mgr. (Radio, Phono, Tape): F. S. Davis; Adv. Mgr.: E. J. Geczik.  
Cassette: (4 models) portable. Price range: \$49.95-\$89.95.  
Open reel: (5 models) 4 2-tr. portable, 1 4-tr. portable. Price range: \$24.95-\$209.95.  
Brand name: Westinghouse.

White (see Orrtronics).

Wollensak (see 3M).

York Radio, 15 Empire Blvd., South Hackensack, N. J. 07606. Tel: (201) 488-7400. Pres.: Morris Feldman; Sales Mgr.: Harris Bryant; Mktg. Dir.: John Olney.  
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Brand name: York.

continued on page 208

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• COSTA MESA (Area Code 714)

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Audiophysics, 16428 Vanowen St., Van Nuys. Zip: 91406. Tel: 782-3638. VP & Gen. Mgr.: Don Washbrook.

Budget Tape Cartridge Mfg., 2235 S. La Brea Ave. Zip: 90016. Tel: 933-5867. Pres.: Don Macmillan.

Capitol, 1750 N. Vine St., Hollywood. Zip: 90028. Tel: HO 2-6252.

Columbia Rec. Prod'ns, 6121 Sunset Blvd. Zip: 90028. Tel: 466-2481.

CUSTOM TAPE, 5810 S. Normandie Ave. Zip: 90044. Tel: 753-2481. Pres.: Joe Bihari; Gen. Mgr.: Don Macmillan. (SEE ADVERTISEMENT)

E M C (Educational Materials Center), 7000 Santa Monica Blvd., Hollywood. Zip: 90038. Tel: HO 3-3282.

Finebilt Mfg., 931 N. Citrus Ave., Hollywood. Zip: 90038. Tel: HO 6-9511.

GAUSS ELECTROPHYSICS, 1653 12 St., Santa Monica. Zip: 90404. Tel: 451-9876. Cable: GAUSS. Pres.: K. O. Johnson; VP & Gen. Mgr.: W. L. Cara. (SEE ADVERTISEMENT)

International Magne-Tape, 8400 Sunset Blvd., Hollywood. Zip: 90069. Tel: 666-6510. Cable: INMAGTAPE. Pres.: H. Leigh; Gen. Mgr.: M. Kopelman.

Magnetic Tape Duplicators, 7925 Santa Monica Blvd., Hollywood. Zip: 90046. Tel: OL 4-6900. VP: Herbert A. Gold.

Modern Tape (see Custom).

R C A Custom Rec. Sales, 6363 Sunset Blvd., Hollywood. Zip: 90028. Tel: HO 1-9171.

T D K Electronics, McCulloch Bldg., 6151 W. Century Blvd. Zip: 90045. Tel: OR 0-5515. Home office: New York, N. Y.

Whitney Rec., 1516 W. Glenoaks Blvd., Glendale. Tel: 245-6801. Owner: Larin Whitney.

WORLDEX MFG., 1248 S. Berendo St. Zip: 90006. Tel: 388-9669. Pres.: Louis R. Baptista. (SEE ADVERTISEMENT)

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*continued on page 210*

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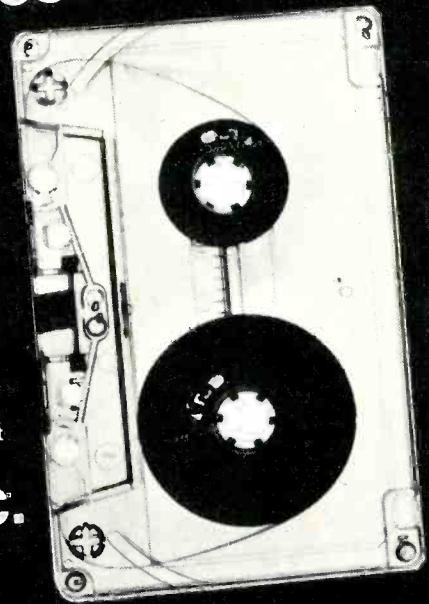
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60611. Tel: WH 4-6000.

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Ave. Zip: 60622. Tel: 227-2000. Pres.: Vern  
Ruvalds; VP: Jerome V. Man.

R C A Custom Rec. Sales, 445 N. Lake Shore Dr.  
Zip: 60611. Tel: WH 4-3215.

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2340. Gen. Mgr.: Oren Stembel. (SEE ADVER-  
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Home office: New York, N. Y.

Tape Transfer Techniques, 4919 N. Clark St. Zip:  
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Tono-Tape, 46 E. Walton. Tel: 642-6465.

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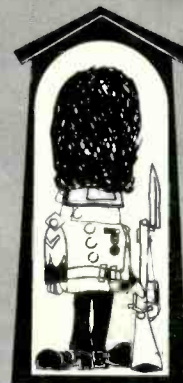
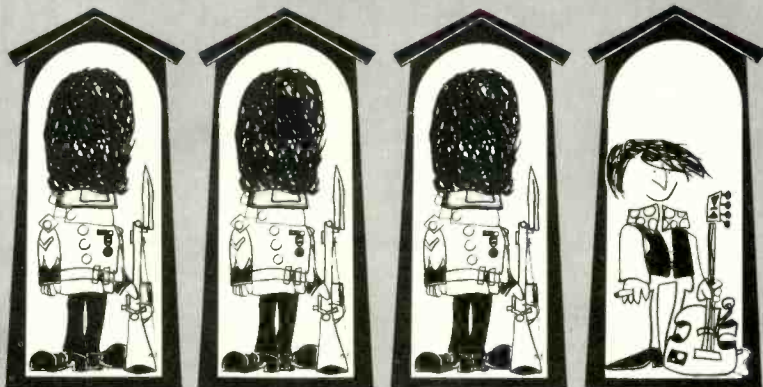
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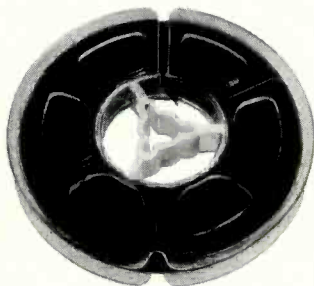




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# U.S. MUSICAL INSTRUMENT MANUFACTURERS

(Including Amplifiers & Microphones)

The following is a list of major manufacturers, importers, exporters and distributors of popular musical instruments and accessories. Instruments normally carried by record dealers are listed. Since these companies manufacture or import under various product names, a cross-reference by categories is provided following the company listings. Where company name differs from that of the product, the name follows in parenthesis.

The following abbreviations identify function: (M) manufacturer; (I) importer; (E) exporter; (D) distributor.

- A K G—Div. of North American Philips, Professional Prods. Div., 100 E. 42 St., New York, N.Y. 10017. Tel: (212) 697-3600. Pres.: Pieter Vink; Gen. Mgr.: Andrew Bracken; Sales Mgr.: Robert W. Miller; Adv. Dir.: George Garnes.  
Microphones: AKG (I,D).
- A M R A W C O, 8550 W. 43 St., Lyons, Ill. 60534. Tel: (312) 447-3400. Pres.: Richard Craft.  
Drums: Premier (D).  
Accessories: Drum—heads—AMRAWCO (M).
- Ace Musical Strap, 1619 N. Hoyne Ave., Chicago, Ill. 60647. Tel: (312) BR 8-7572. Pres.: Ben Steinborn.  
Accessories: Guitar: straps (M).
- Alamo Electronics, 922-926 W. Laurel, San Antonio, Tex. 78201. Tel: (512) PE 5-2853. Pres.: Charles Eilenberg. Sales: Milton Fink.  
Amps: Guitar: Alamo (M).
- Charles Alden Music, Southwest Ind'l Park, Westwood, Mass. 02090. Tel: (617) 326-6040. Pres.: Charles Alden; Gen. Mgr.: Richard A. Spencer; Sales Mgr.: Robert C. Shurtleff.  
Amps: Almuco (D), Yamaha (D).  
Drums: Ralston (D), Yamaha (D).  
Guitars: Ralston (D), Suzuki (D), Yamaha (D).  
Harmonicas: Hohner (D).  
Accessories: Drum—Carpenter (D), Dewey (D), Duplex (D), El Rico (D), Evans (D), Gretsch (D), Pro Mark (D), Ralston (D), Regal (D), Remo (D), Rogers (D), Walburg (D), Zildjian (D); Guitar—Ace (D), Artistic (D), Black Diamond (D), Fender (D), Geib (D), Gibson (D), Grover (D), Gretsch (D), Jax (D).  
Microphones: Fender (D), Jax (D).
- Allen Organ, Locust St., Macungie, Pa. 18062. Tel: (215) 965-0901. Pres.: Jerome Markowitz; Sales: Robert Pearce.  
Organs: Allen (M).
- Allied Music, Box 287, Elkhorn, Wis. 53121. Tel: (414) 723-2287. Pres.: J. Robert Getzen; Gen. Mgr.: Stuart Recknagel.  
Branch: Santa Rosa, Calif., PO Box 6654, 1701 Piner Rd. Zip: 95406. Tel: (707) 544-8190. Gen. Mgr.: Art Kostenko.  
Accessories: Cases—Allied (D).
- Altec Lansing, 1515 S. Manchester Ave., Anaheim, Calif. 92803. Tel: (714) 744-2900. Pres.: A. A. Ward; VP Mktg. H. S. Morris; Mktg. & Sales: D. H. Palmquist; Adv. Dir.: G. Malmé.  
Amps: Altec Lansing (M).  
Microphones: Altec Lansing (M).
- American Audion, 200 Fifth Ave., New York, N.Y. Tel: (212) OR 5-4700. Pres.: Herbert L. Merin; Sales: Jack Oxman.  
Amps: Audion (I).  
Drums: Audion (I).  
Guitars: Audion (I).  
Organs: Audion (M).
- American Gelosco Electronics, 251 Park Ave. S., New York, N.Y. 10010. Pres.: Samuel J. Spector; Sales: Bernard L. Cahn.  
Amps: Gelosco (M).  
Microphones: Gelosco (M).
- American Plating & Mfg., 2241 S. Indiana Ave., Chicago, Ill. 60616. Tel: (312) 225-4906. Pres.: C. T. Urban Sr.; VP: Chuck Urban Jr.; N.Y. Rep.: Irving Kreiger, 41 Union Square, New York, N.Y. 10003. Tel: (212) WA 9-5015.  
Accessories: Guitar—Hawaiian steels, picks (M).
- Ampeg, 330 Dalziel Rd., Linden, N.J. 07036. Tel: (201) 925-6700. Sales: Henry J. Augustine.  
Amps: Ampeg (M).  
Guitars: Grammer (D).
- Alexander Apfelbaum, 286 Fifth Ave., New York, N.Y. 10001. Tel: (212) 244-8144. Owner: Alexander Apfelbaum.  
Harmonicas: Rauner-Hugo (I), Egmond (I).
- Artistic Cover Prods., 121 W. 19 St., New York, N.Y. Tel: (212) 255-5585. Pres.: Ted Wolf.  
Accessories: Drum: covers, bags (M); Guitar: covers, bags (M).
- Astra Trading, 175 Fifth Ave., New York, N.Y. 10010. Tel: (212) 254-9995. Pres.: Frank Friedheim; Sales: George Rutkin.  
Amps: Prestige (M,D).  
Drums: Prestige (I,D).  
Guitars: Prestige (I,D).  
Harmonicas: Prestige (I,D).  
Organs: Prestige (I,D).  
Accessories: Drum—Prestige (I,D); Guitar—Prestige (I,D).  
Microphones: Prestige (M,D).
- Atlas Accordion, 319 W. John St., Hicksville, L.I., N.Y. Tel: (516) GE 3-2260. Owner: Jean Terranova; Sales: V. Ceccarelli.  
Drums: Atlas (I,D), Century (I,D), Sterling (I,D).  
Guitars: Atlas (I,D), Century (I,D), Sterling (I,D).  
Organ: Sterling (I,D).  
Accessories: Drum & Guitar—Atlas (I,D), Century (I,D), Sterling (I,D).  
Microphones: Sterling (M,D).
- Baldwin Piano & Organ, 1801 Gilbert Ave., Cincinnati, Ohio 45202. Tel: (513) 621-4300. Pres.: Lucien Wulsin; VP Sales: J.M.E. Mixer, Adv. Mgr.: James B. Lohr.  
Amps: Guitar & Organ—Baldwin (M), Sho-Bud (D).  
Guitars: Baldwin (M,I), Sho-Bud—pedal steel (D).  
Organs: Baldwin (M).  
Accessories: Guitar: strings—Baldwin (I), pedal steel strings—Sho-Bud (I).
- Ernie Ball Custom Guitar Accessories, Box L, Newport Beach, Calif. 92663. Tel: (714) 646-5078. Pres.: Ernie Ball; Sales: Gene Bresh.  
Accessories: Guitar: picks & strings (M).
- Barth-Feinberg, (div. of Pickwick Int'l), 890 Broadway, New York, N.Y. 10003. Tel: (212) 255-7060. VP: Eugene Minkoff.  
Amps: De Armond (D), Encore (M,D), Hilgen (D), Kay (D), Supro (D).  
Drums: Kent (D), Muskateteer (D).  
Guitars: Barth (D), Egmond (D), Encore (I,D), Greco (D), Hilgen (D), Kay (D), Supro (D).  
Harmonicas: Hohner (D).  
Organs: Rheem (D).  
Accessories: Drum—Muskateer (D), Pro Mark (D), Regal (D), SML (D), Weatherking (D); Guitars—Black Diamond (D), Fender (D), Goya (D), Hilgen (D), LaBella (D), Mari (D).  
Microphones: Electro Voice (D), Jax (D), Kent (D), Turner (D).
- Bigsby Accessories, 3521 E. Kilgore Rd., Kalamazoo, Mich. 49002. Tel: (616) 344-1662. Pres.: Theodore McCarty; VP: John Huis.  
Accessories: Guitar: steels—Bigsby (M,D), strings—Bigsby (M,D), tailpiece—Bigsby (M,D).
- Bogen (div. of Lear-Siegler), PO Box 500, Paramus, N.J. Tel: (201) 343-5700. Exec. VP: Bernard Lazarus; Sales Dir.: Mortimer Sumberg.  
Amps: Bogen (M).
- Bridgeport Musical String, 1860 State St., Bridgeport, Conn. Tel: (203) 333-0652. Pres.: Alexander Kroo.  
Accessories: Guitar: strings (M,I).
- Browning Labs., 1269 Union Ave., Leconia, N.H. 03246. Tel: (603) 524-5454. Pres.: Gardner Green Sr.; Sales: Gardner Green Jr.  
Amps: Browning (M).
- C. Bruno & Sons, 55 Marcus Dr., Melville, N.Y. 11746. Tel: (516) 694-9090. Pres.: Edwin C. Sonfield; Sales: Jeremy Dworkin.  
Branches: Los Angeles, Calif., 5720 Union
- Pacific Ave. Zip: 90022—San Antonio, Tex., 3043 E. Commerce St. Zip: 78206.  
Amps: Guitar—Alamo (D), Harmony (D).  
Drums: Conqueror (I,D), Leedy (D), Lyra (I,D), Maxitone (I,D).  
Guitars: Conqueror (I,D), Harmony (D), Kay (D), Maxitone (I,D), Royal Artist (I,D), Ventura (I,D).  
Harmonicas: Hohner (D).  
Buegeleisen & Jacobson, 5 Union Square, New York, N.Y. 10013. Tel: (212) AL 5-6433. Pres.: Harry Buegeleisen; Sales: Austin Lempi. Branches: Mountain View, Calif., 2350 Charleston Ave. Zip: 94040—Atlanta, Ga., 534 Armour Circle N.E. Zip: 30324.  
Int'l branch: Canada, 720 Bathurst St., Toronto.  
Amps: Guitar—Abbott (M,D), Kent (M,D), Winston (M,D).  
Drums: Stewart (I,D).  
Guitars: Espana (I,D), Kent (I,D), Winston (I,D).  
Organs: Rockland (D).  
Microphones: Kent (I,D).
- J.D. Calato Mfg., 4501 Hyde Park Blvd., Niagara Falls, N.Y. Tel: (716) 284-7433.  
Accessories: Drums: sticks & brushes—Regal-Tip (E,M).
- Camco Drum, 9221 S. Kilpatrick Ave., Oaklawn, Ill. Tel: (312) GA 3-2900. Pres. & Sales: John Rochon.  
Drums: Camco (M).  
Accessories: Drum—Camco (M).
- Capitol Recs. Dist'g., 1750 N. Vine, Hollywood, Calif. 90028. Tel: (213) 462-6251. Sales: Roger Brown.  
Harmonicas: Capitol (M).
- Carpenter (div. of Harmon Mute), 8030 N. Ridgeway, Skokie, Ill. 60076. Tel: (312) 676-0405. Owner: Sidney A. Greenspan.  
Accessories: Drum: stands (M), thrones (M); Guitar: stands (M).
- Cases, Inc., 1305 N. 35 St., Seattle, Wash. 98103. Tel: (206) ME 3-2141. Pres.: W. L. Peterson.  
Accessories: Guitar: cases (M).
- Chicago Music Sales, 1838 S. Halstead, Chicago, Ill. 60608. Tel: (312) HA 1-2126. Owner: Harry Fistall; Mgr.: Morris Wolfe.  
Amps: Bell Bogen (D), Echocord (D), Halifax (D), Lectrolab (D), Slipco (D), Theremin (D), Toby (D).  
Drums: Kingston (D), Slingerland (D), Zipco (D).  
Guitars: Kingston (D), Salamanca (D), Zipco (D).  
Harmonicas: Jolly Jack (D).  
Organs: Kingston (D).  
Accessories: Guitar: cables—Toneline (D), cases & covers—Lowenthal (D).  
Microphones: Astatic (D), Electro Voice (D), Norelco (D), Shure (D).
- Chicago Musical Instrument (CMI), 7373 N. Cicero Ave., Lincolnwood, Ill. 60664. Tel: (312) IN 3-5616, OR 5-2000. Pres.: Arnold M. Berlin; Sales: L. B. Propp.  
Amps: Guitar—Epiphone (M,D), Farrisfa (I,D), Gibson (M,D), Kalamazoo (M,D), Maestro (M,D).  
Drums: Pearl (I,D).  
Guitars: Epiphone (M,D), Gibson (M,D), Kalamazoo (M,D), Mozzani (I,D).  
Organs: Farrisfa (I,D), Gibson (M,E,D), Lowrey (M,D), Story & Clark (M,D).  
Accessories: Guitar—Gibson (M).
- Coast Whsle. Music of Los Angeles, 3701 S. Broadway, Los Angeles, Calif. 90015. Tel: (213) 235-4161. Pres.: Robert M. Weitkamp; VP Sales: Eric Emerson. (see Coast Whsle. Music of San Francisco for products.)

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- Coast Whse. Music of San Francisco, 274 Brannon St., San Francisco, Calif. 94107. Tel: (415) 781-4840. Pres.: W. I. Moliis; VP Sales: Robert M. Gamble.  
**Amps:** Harmony (D), Supro (D).  
**Drums:** Ludwig (D).  
**Guitars:** Aria (I,D), Franciscan (I,D), Harmony (D), C. F. Martin (D), Orpheus (I,D), Supro (D).  
**Harmonicas:** Hohner (D).  
**Organs:** Rheem (D).  
**Accessories:** Drum—Ludwig (D), Remo (D); Guitar—all well known brands.  
**Microphones:** Fender (D), Kent (D), Rheem (D).  
 Code, 1016 Clinton St., Hoboken, N.J. Tel: (201) 792-1955. Pres.: Leonard Defelippis.  
**Guitars:** Code (M).
- Columbia Leather Works, 3411 S. Harlem Ave., Berwyn, Ill. 60402. Tel: (312) 788-7749. Pres.: Joseph F. Chlumsky.  
**Accessories:** Guitar: cases (M).
- Custom Music, 107 Allenhurst St., Royal Oak, Mich. 48067. Tel: (313) 546-7502. Pres.: Fred Marrich.  
**Amps:** Bell (D), Custom (M,D), Fender (D), Gibson (D), Guild (D), Stadel (D), Toby (D).  
**Drums:** Camco (D), Gretsch (D), Ludwig (D), Premier (D), Rogers (D), Slingerland (D).  
**Guitars:** Fender (D), Framus (D), Gibson (D), Gretsch (D), C. F. Martin (D), Mosrite (D), Rickenbacker (D).  
**Harmonicas:** Hohner (D), Kratt (D).  
**Organs:** Estey (D), Farfisa (D), Fender (D), Ideal (D).  
**Accessories:** Drum & Guitar—all well known brands (D).  
**Microphones:** Electro Voice (D), Shure (D), Turner (D).
- D'Aleo's of Calif., 2912 Compton Blvd., Gardena, Calif. 90249. Tel: (213) 321-1421. Pres.: Ted D'Aleo; Sales: Robert Toomey.  
**Accessories:** Drum: covers (M,D); Guitar: covers (M,D).
- D'Andrea Mfg., 115 Eileen Way, Syosset, L.I., N.Y. 11791. Tel: (516) 921-0350. Pres.: Anthony D'Andrea Sr.; VP: Anthony J. D'Andrea.  
**Accessories:** Guitar: cases—Viscoloid (M), picks—D'Andrea (M), Viscoloid (M).
- Danelectro, 211 W. Sylvania Ave., Neptune, N.J. 07753. Tel: (201) 774-7600. Pres.: Nathan I. Daniel; VP: Milton Edelman; Sales: Magnus Hendell.  
**Amps:** Coral (M,E,D), Danelectro (M,E,D).  
**Guitars:** Coral (M,E,D), Danelectro (M,E,D).
- Darco, 12-12 Astoria Blvd., Long Island City, N.Y. Tel: (212) 274-2525. Pres. & Sales: John Daddario.  
**Accessories:** Guitar: strings—Darco Black Label (M), Gemini (M), Puccini (M).
- Decca Dist., 445 Park Ave., New York, N.Y. 10022. Tel: (212) 759-7500. Sales: Claude Brennan.  
**Amps:** Decca (M,D).  
**Drums:** Decca (I,D).  
**Guitars:** Decca (I,D).  
**Organs:** Decca (M,D).  
**Accessories:** Drum & Guitar—Decca (M,D).
- Doric Organs, 128 James St., Morristown, N.J. 07960. Tel: (201) JE 9-1040. Pres.: Alfred Mayer; Sales: John Grey.  
**Amps:** Doric (M,D).  
**Organs:** Doric (I), Eminent (I).
- Dorn & Kirschner, 77 Springfield Ave., Newark, N.J. 07103. Tel: (201) 622-4223. Officers: Irving Kirschner, Renee Malange.  
**Guitars:** United (D).  
**Accessories:** Guitar: all well known brands (D).
- Drum City Ents., 6226 Santa Monica Blvd., Hollywood, Calif. 90038. Tel: (213) 467-1060. Pres.: Roy Harte; Sales: Hugh Allison.  
**Drums:** all major makes (D).
- Drumland/Ralph Kester, 202 Lincolnway E., South Bend, Ind. 46601. Pres.: Ralph Kester.  
**Branch:** West Palm Beach, Fla., 3244 S. Dixie Hwy. Zip: 33405. Tel: (305) 655-4717.  
**Drums:** Flat/Jaxs (M,E,D).
- Duotone, 6875 S.W. 81 St., Miami, Fla. 33143. Tel: (305) 665-1121. Pres.: Stephan Nester; Gen. Mgr.: Benjamin Rosenberg; Adv. Dir.: E. J. Marcus.  
**Accessories:** Guitar—Duotone (M,I).  
**Microphones:** Duotone (I).
- Dynacord of America, 1421 S. Salina St., Syracuse, N. Y. 13205. Tel: (315) 478-2173. Pres.: Bela Sternberg; Gen. Mgr.: Mrs. Edith Holmes; Sales Mgr.: Elie J. Levy; Adv. Dir.: K. H. Propst.  
**Drums:** Halifax (I,D), Kent (I,D).  
**Guitars:** Halifax (I), Lord (I), Van Gaugh (I).  
**Harmonicas:** Hohner (D).  
**Accessories:** Drums: thrones—Dewey (D); Guitar: picks—D'Andrea (D), straps—Bobby Lee (D), strings—La Bella (D).  
**Microphones:** Halifax (I).
- Electro String Instrument (div. of Rickenbacker), 3127 S. Kilson, Santa Ana, Calif. 92701. Tel: (714) 545-5574.  
**Accessories:** Guitar: strings—Rickenbacker (M).
- Elger, Chestnut & Biddle Ave. Ardmore, Pa. 19003. Tel: (215) MI9-1652. Pres.: Harry Rosenbloom; Gen. Mgr.: Gerson Rosenbloom; Sales Mgr.: Bruce Wiley.  
**Amps:** Elger (I).  
**Guitars:** Elger (M).  
**Accessories:** Guitar—Elger (M).
- L.A. Elkington, 2664 Park Ave., Bronx, N.Y. 10451. Tel: (212) 665-6611. Pres.: Louis P. Velazquez.  
**Accessories:** Guitar & Drum—Elton (M).
- Norman English Sales, 1131 E. Michigan Ave., Lansing, Mich. 48912. Tel: (517) 484-8368. Pres.: Norman English; VP: Margaret Eileen English.  
**Amps:** Tonemaster (M).  
**Guitars:** Harmony (D), National (D), Supro (D), Tonemaster (M,D).  
**Accessories:** Guitar—De Armond (D), Tonemaster (M,D).
- Esquire-Merz Case, 629 W. Cermak, Chicago, Ill. 60616. Tel: (312) CH 3-1310. Pres.: George H. Miller.  
**Accessories:** Cases (M).
- Estey Musical Instrument, Ziegler St., Harmony, Pa. 16037. Tel: (412) 452-7400. Pres.: Stanley Green; Sales Mgr.: Saul Knazick.  
**Amps:** Magnatone (M).  
**Organs:** Estey (M).
- Evans All Weather Drum Heads, 201 W. Trail St., Dodge City, Kan. 67801. Tel: (316) 227-3971. Pres. & Sales: Robert Beals.  
**Accessories:** Drum: heads—All Weather (M).
- Excelsior Accordions, 333 Ave. of the Americas, New York, N.Y. 10014. Tel: (212) 929-0171. Pres.: Mario Pancotti; VP Sales: Joe Rascio.  
**Branch:** San Francisco, Calif., 37 Leland Ave.  
**Amps:** Excelsior (M).  
**Guitars:** Excelsior (I).  
**Organs:** Courvior 33 (I).
- Fender Musical Instruments, (div. of CBS Musical Instruments), 1402 E. Chestnut St., Santa Ana, Calif. Pres.: Donald D. Randall; Exec. VP: John J. Lorenz; VP: Stanley Compton; Mktg. Dir.: William E. Johnson; Adv. Dir.: Charles H. Rosenthal.  
**Branch:** Tulsa, Okla., 912 West Skelly Dr.  
**Amps:** Fender (M,E).  
**Guitars:** Fender (M,E), Regal (I), Tarrega (I).  
**Organs:** Fender (M, E).  
**Microphones:** Fender (I).
- G H S, 46 Liberty St., Battle Creek, Mich. Tel: (616) 965-2873. Pres.: Mae Holcomb; Sales: O. B. Holcomb.  
**Accessories:** Guitar: strings—Color-Cue (M), GHS Custom (M).
- G M Electronics, 4719 E. Seven Mile Rd., Detroit, Mich. 48234. Tel: (313) 891-1400. Pres.: Gerald H. Getty; Sales: Hoot Gibson.  
**Amps:** GM (M,E,D).
- Gar Zim Musical Instruments, 762 Park Pl., Brooklyn, N.Y. 11216. Tel: (212) SL 6-5450. Pres.: Larry Zimmerman; Sales: Martin Cohen.  
**Amps:** Zim-Gar (I,D).  
**Drums:** Zim-Gar (I,D).  
**Guitars:** Zim-Gar (I,D).  
**Harmonicas:** Zim-Gar (I,D).  
**Organs:** Zim-Gar (I,D).  
**Accessories:** Drum & Guitar—Zim-Gar (I,D).  
**Microphones:** Zim-Gar (I,D).
- Geib, 1757 N. Central Park Ave., Chicago, Ill. 60641. Tel: (312) BE 5-1694. Pres.: N. J. Geib.  
**Accessories:** Guitar: cases (M).
- Giant Music, 10861 Garden Grove, Garden Grove, Calif. 92640. Tel: (714) 537-4085. Pres.: Harry Stewart; Gen. Mgr.: Frank Paige.  
**Amps:** Giant (I,D).  
**Drums:** Giant Music (I,E,D), Marco Polo (I,D).  
**Guitars:** Giant Music (I,E,D), Marco Polo (I,D).  
**Accessories:** Drum—Giant Music (I,E,D).
- Gibson (see Chicago Musical Instruments)
- Giulietti Accordion, 257 Park Ave. S., New York, N.Y. 10003. Tel: (212) 254-5450. Pres.: Julio Giulietti.  
**Amps:** JG (M).  
**Guitars:** JG (I).  
**Accessories:** Guitar: strings—JG (I).
- Global Music Instrument (div. of Foreign & Domestic Trade Consultants), 7720 N. Sheridan Rd., Chicago, Ill. 60626. Tel: (312) 338-0700. Pres.: Roy A. Kramer.  
**Amps:** Sorento (I,D).  
**Drums:** Sorento (I,D).  
**Guitars:** Sorento (I,D).  
**Accessories:** Drum & Guitar—Sorento (I,D).  
**Microphones:** Sorento (I,D).
- Goya Guitars (div. of Avnet), 53 W. 23 St., New York, N.Y. 10010. Tel: (212) 255-0709. Pres.: Jerome Hershman; VP: John L. Martin.  
**Amps:** Goya (M,E,D).  
**Guitars:** Goya (M,E,D), Greco (I,E,D), Professional (I,E,D), Topline (I,E,D).  
**Organs:** Stinger (I,D).  
**Accessories:** Guitar—Goya (I,E,D), Herco (M,E,D).
- William R. Gratz, 14 Bixley Heath, Lynbrook, L.I., N.Y. 11563. Tel: (516) LY 9-3003. Gen. Mgr.: John M. Connolly Jr.  
**Guitars:** Hofner (I).
- Fred Gretsch, 60 Broadway, Brooklyn, N.Y. 11211. Tel: (212) 387-5200. Pres.: Fred Gretsch Jr.; VP Sales: Phil Grant.  
**Branch:** Chicago, Ill., 218 S. Wabash. Zip: 60604. Tel: (312) HA 7-7707. VP: C. W. Kramer.  
**Amps:** Gretsch (M,D,E), Harmony (D,E).  
**Drums:** Gretsch (M,D,E).  
**Guitars:** Gretsch (M,E,D), Harmony (S,D).  
**Harmonicas:** Hohner (D).  
**Accessories:** Drum & Guitar—Gretsch (M,D,E).
- Grossman Music, 1278 W. Ninth St., Cleveland, Ohio 44113. Tel: (216) 696-1234. Pres.: Henry S. Grossman; VP: Leo Handel.  
**Amps:** Gregory (D), Harmony (D), Kay (D), Supro (D).  
**Drums:** Dixie (I,D), Duplex (M,D).  
**Guitars:** Harmony (D), Kay (D), Martin (D), Mayfair (I,D), Supro (D).  
**Harmonicas:** Hohner (D).  
**Organs:** Combo—Rheem (D).  
**Accessories:** Drum & Guitar—all well-known brands.
- Guild Musical Instruments (div. of Avnet, Inc.), 300 Observer Hwy., Hoboken, N.J. 07030. NYC Tel: (212) BA 7-5390. Pres.: Alfred Dronze; Sales: Marc Dronze.  
**Amps:** Binson (D), Guild (M).  
**Guitars:** Copicat (D), Echorec (D), Guild (M).  
**Microphones:** Norelco (D).
- L. W. Hagelin, 16 Glenwood Ave., Minneapolis, Minn. 55403. Tel: (612) 338-7037. Pres. & Gen. Mgr.: L. W. Hagelin; Sales Mgr.: Frank Ness; Adv. Dir.: R. P. Hagelin.  
**Amps:** Harmony (D), Jordan (D), Kay (D), Supro (D).  
**Drums:** Kent (D), Premier (D), Stetson (I,D).  
**Guitars:** Harmony (D), Kay (D).  
**Stetson (I,D), Supro (D).**  
**Harmonicas:** Hohner (D).  
**Organs:** Ideal (D).  
**Accessories:** Drum & Guitar—all well-known brands (D).  
**Microphones:** Fender (D), Kent (D), Shure (D).  
 Hammond Organ, 4200 W. Diversey Ave., Chicago, Ill. 60639. Tel: (312) AV 3-2000. Pres.: David H. Kutner; Sales: H. R. Letzier.  
**Organs:** Hammond (M).
- Harlin Bros., 359 N. Illinois St., Indianapolis, Ind. 46204.  
**Guitars:** Multikord (M).
- Harmony, 4600 S. Kolin Ave., Chicago, Ill. 60632. Tel: (312) 523-0721. Pres.: Jay L. Kraus; VP Sales: Charles A. Rubovits.  
**Amps:** Harmony (M).  
**Guitars:** Classic (M), Harmony (M), Meteor (M), Monterey (M), Patrician (M), Rocket (M), Roy Shecker (M), Sovereign (M), Stella (M).
- Harpitone Mfg., 127-133 S. 15 St., Newark, N.J. Tel: (201) 482-4687. Pres.: Sol Brooks.  
**Accessories:** Guitar: cases (M).
- Harris-Fandel, 200 First Ave., Needham Heights, Mass. 02194. Tel: (617) 444-3910. Pres.: Mrs. Sylvia Harris Wolper; VP Sales: Martin Harris.  
**Amps:** Gregory (D), Hilgen (D), Jordan (D), Kay (D), Supro (D).  
**Drums:** Black Jack (I,D), Premier (D).  
**Guitars:** Aria (I,D), Black Jack (I,D), Diamond (I,D), Eko (D), Fandel (I,D), Kay (D), Rosita (I,D), Supro (D).  
**Organs:** Rheem (D).  
**Accessories:** Drum—Pasha (D), Premier (D), Rogers (D), Walburg (D), Zildjian (D), Zyn (D); Guitars: all well-known brands.  
**Microphones:** Claricon (D), Electro Voice (D), Kent (D), Shure (D), Turner (D).
- Harris-Teller, 56 W. 103 St., Chicago, Ill. 60628. Tel: (312) 785-0700. Pres.: Edward Harris.  
**Amps:** Lectrolab (D), Vivant (D).  
**Drums:** Beverley (I,D), Kingston (D).  
**Guitars:** Kingston (D), Telleno (D).  
**Organs:** Kingston (D).
- Heit Int'l, 10 Bushes Ln., East Paterson, N.J. 07407. Tel: (201) 772-5866. Pres.: Robert Heit.  
**Amps:** Heit (I,D).  
**Drums:** Heit (I,D).  
**Guitars:** Heit (I,D).  
**Accessories:** Guitar—Heit (I,D).  
**Microphones:** Heit (I,D).
- Herco Prods. (sub. of Goya Music), 53 W. 23 St., New York, N.Y. 10010. Tel: (212) 255-0709. Pres.: Jerome Hershman; VP: John L. Martin.  
**Accessories:** Guitar: picks—Herco (M,I).
- M. Hohner, Andrews Rd., Hicksville, L.I., N.Y. 11802. Tel: (516) WE 5-8500. Pres.: Frank Hohner; Sales: Galen E. Stine; Adv. Dir.: Edward S. Lovern.  
**Drums:** Sonor (I).  
**Guitars:** Contessa (I).  
**Harmonicas:** Hohner (I).  
**Organs:** Clavinet (I), Hohner Organa 12 (I), Planet (I), Symphonic 35 (I).  
**Accessories:** Drum—Sonor (I).  
**Microphones:** Echolette (I).
- Humes & Berg, 4801 Railroad Ave., East Chicago, Ind. 46321. Tel: (219) 397-1980. Pres.: W. Berg; Gen. Mgr.: Irwin Berg.  
**Accessories:** Drum: cases—H&B (M,D).
- Ideal Musical Mds., 889 Broadway, New York, N.Y. 10003. Tel: (212) GR 7-0130. Pres.: Jack Loeb.  
**Drums:** Ideal (I).  
**Guitars:** Ideal (I), Karl Hauser (I), Tatra (I).  
**Organs:** Ideal Porto-Organ (I).  
**Accessories:** Drum & Guitar—Ideal (I).
- Imperial Accordion Mfg., 2622 W. 59 St., Chicago, Ill. 60629. Tel: (312) 476-4702. Owners: Carl Gasparetti, M. Malafesta.  
**Amps:** Magnatone (D).  
**Drums:** Astro (I,D), Kingston (D).  
**Guitars:** Imperial (I,D), Kingston (D).  
**Organs:** Crumar (I,D), Estey (D), Kingston (D).  
**Microphones:** Monarch (D), Norelco (D), Shure (D).
- Jax International, 744 Broad St., Newark, N.J. 07102. Tel: (201) 642-0814. Pres.: Jacqueline Teisholz; Sales: Al Alexander.  
**Accessories:** Guitar: leads & cords—Jax (M).  
**Microphones:** Jax (M).

K&K Musical Instrument, 5 Union Square, New York, N.Y. 10003. Tel: (212) 255-7285. Pres.: Robert Diamond; VP: Max Freedman.  
**Amps:** Dynamic (M,D), Kay (D), Supro (D).  
**Drums:** Coronet (I,D), Kent (D), Regent (I,D).  
**Guitars:** Cortez (I,D), Dynamic (I,D), Kay (D), Regent (I,D), Supro (D).  
**Organs:** Ideal (D).  
**Microphones:** De Armond (D), Dynamic (M,D), Jax (D), Kent (D), Turner (D).  
 Kansas Music, 228 North Market St., Wichita, Kan. 67202. Tel: (316) 264-6516. Owner: Henry M. Puls.  
**Amps:** Harmony (D), Gregory (D).  
**Drums:** Kingston (D), Star (I,D).  
**Guitars:** Harmony (D).  
**Harmonicas:** Bandmaster (D), Kratt (D).  
**Accessories:** Drum & Guitar—all well-known brands.  
**Microphones:** Kent (D), Turner (D).  
 Kapa Guitar, 5416 46 Ave., Hyattsville, Md. 20781. Tel: (301) 779-0385. Pres.: Koob Veneman.  
**Drums:** Kapa (I).  
**Guitars:** Kapa (M,I).  
 Kaplan Musical String, 101 Highland Ave., S. Norwalk, Conn. Tel: (203) 866-3455. Owner: Otto Kaplan; N.Y. Sales Rep: Gustave Nordenholz, 446 Walton, West Hemstead, L.I., N.Y.  
**Accessories:** Guitar: strings—Kaplin-Maestro (M).  
 Kay Musical Instruments (see Valco Guitar).  
 E. W. Kent Mfg., 1189 Military Rd., Kenmore, N.Y. 14217. Tel: (716) 873-9650. Pres.: Edward W. Kent.  
**Drums:** Kent (M,E,D).  
**Accessories:** Drums—Kent (M,E,D).  
 Kimball Piano & Organ, 15 & Cherry Sts., Jasper, Ind. 47546. Tel: (812) 482-1600. Pres.: Thomas L. Habig; Sales Mgr.: R. R. Laube; Adv. Dir.: Thomas B. March.  
**Organs:** Kimball (M,E,D).  
 Kluson Mfg., 3830 N. Kilbourn Ave., Chicago, Ill. 60641. Tel: (312) AV 6-2127. Pres.: Anthony J. Kluson.  
**Accessories:** Guitar—Kluson (M), Kluson Deluxe (M), Seal-Fast (M).  
 Koss Electronics, 2227 N. 31 St., Milwaukee, Wis. 53208. Tel: (414) 444-9442. Pres. & Gen Mgr.: John Koss; Sales: Greg Cornehl; Adv. Dir. Harry Horning.  
**Amps:** Koss (M).  
 William Kratt, 9888 Johnson Pl., Union, N.J. 07083. Tel: (201) 688-8600. Pres.: William Kratt.  
**Harmonicas:** Kratt (M).  
 Krauth & Benninghofen, 3001 Symmes Rd., Hamilton, Ohio 45012. Tel: (513) 892-7033. Pres.: Frederick Diesbash.

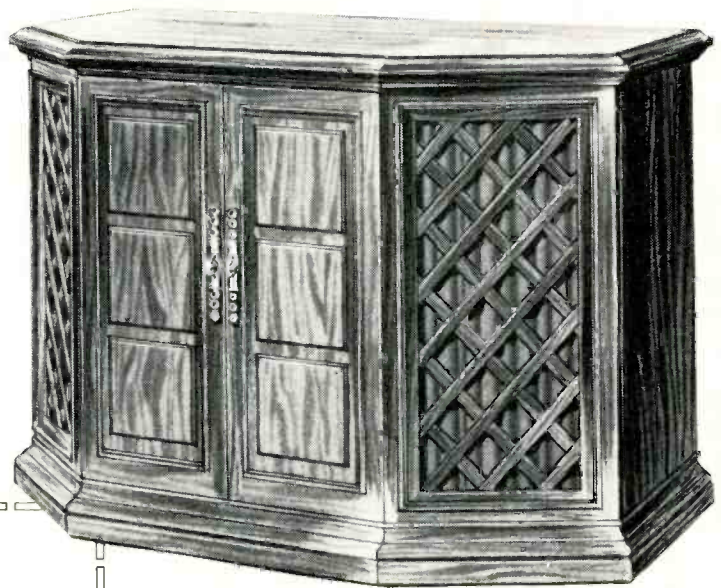
**Accessories:** Drum & guitar: stands—Hamilton (M); capos—Hamilton (M).  
 LaPlaya Dist'g, 3725 Woodward Ave., Detroit, Mich. 48201. Tel: (313) 831-5440. Sales Mgr.: William Armstrong.  
**Drums:** LaPlaya (I,D), Starlight (I,D).  
**Guitars:** Crestwood (I,D).  
**Accessories:** Drum—Starlight (I,D).  
 Leban Imports, Hollins Bldg., 2315 Hollins St., Baltimore, Md. 21223. Tel: (301) 945-0212. Pres.: Ralph C. Levy; VP Sales: Michael Leban.  
**Amps:** Leban (I).  
**Drums:** Leban (I).  
**Guitars:** Leban (I).  
**Accessories:** Drum & Guitar—Leban (I).  
**Microphones:** Claricon (D), Jax (D), Leban (I), Teisco (I).  
 Leeco, 6301 N. Sheridan Rd., Chicago, Ill. 60626. Tel: (312) 274-7175. Pres.: Michael Zindell.  
**Accessories:** Guitar: bags—Leeco (M,I,E,D); Organ: covers—Leeco (M,I,E,D).  
 Leedy Drum (div. of Slingerland), 6633 N. Milwaukee Ave., Chicago, Ill. 60648. Tel: (312) 763-3664. Gen. Mgr.: Myron Foley.  
**Drums:** Leedy (M).  
**Accessories:** Drum—Leedy (M).  
 Lifton Mfg., 84-40 101 St., Richmond Hill, N.Y. 11418. Tel: (212) 441-9200. Pres.: Maurice Lifton; Sales: H. Shandell.  
**Accessories:** Guitar: cases—Lifton (M).  
 Maurice Lipsky Music, 30 Irving Pl., New York, N.Y. 10003. Tel: (212) 673-4300. Co-owners: Maurice & Jack Lipsky.  
**Amps:** Domino (I,D).  
**Drums:** Jewel (D), Kent (D).  
**Guitars:** Domino (I,D), Egmond (D), Harmony (D), Stadium (D), Supro (D).  
**Organs:** Combo King (D), Domino (I,D).  
**Accessories:** Drum—Duplex (D); Guitar: strings—Black Diamond (D), LaBella (D), Olivieri (D).  
**Microphones:** Kent (D).  
 LoDuca Bros. Musical Instruments, 3034 W. Walnut St., Milwaukee, Wis. 53208. Tel: (414) 344-5410.  
**Amps:** Eko/Triumph (I,D), Worldwide (M,D).  
**Drums:** Duke (I,D).  
**Guitars:** Eko (I,D).  
**Organs:** LoDuca (I,D).  
**Accessories:** Guitar: strings—Galli; Eko (I), cases—Lo Duca (M).  
 Lowenthal, 1728 S. Michigan, Chicago, Ill. 60616. Tel: (312) 939-3311. Sales Mgr.: Harry Fistill.  
**Amps:** Slipco (M).  
**Drums:** Zipco (M).  
**Guitars:** Zipco (M).  
**Accessories:** Lowenthal (M).

Ludwig Inds., 1728-42 N. Damen Ave., Chicago, Ill. 60647. Tel: (312) 276-3360. Pres.: William F. Ludwig Sr.; Sales Mgr.: F. K. Pepler; Export Mgr.: Frank Baxpehler.  
**Drums:** Ludwig (M,E), WFL (M,E).  
**Accessories:** Drum—Ludwig (M,E), WFL (M,E).  
 Magnavox, 270 Park Ave., New York, N.Y. 10017. Tel: (212) 986-0055. Pres.: Robert H. Platt; VP Sales: George Fezell.  
**Branch: Fort Wayne, Ind., Bueter Rd. Zip: 46803. Tel: (219) 743-9721.**  
**Amps:** Magnavox (M,D).  
 Magnus Organ, 1600 W. Edgar Rd., Linden, N.J. 07036. Tel: (201) 925-8700. Pres.: E. A. Tracey; Sales Mgr.: I. Monroe.  
**Branch: Commerce (L.A.), Calif., 2700 S. Garfield Ave.**  
**Organs:** Magnus (M).  
 Manhattan Novelty, 263 Canal St., New York, N.Y. 10013. Tel: (212) CA 6-1081. Pres.: N. Flomenhaft; Sales Mgr.: Ben Schragar.  
**Amps:** St. Moritz (I).  
**Drums:** Tulio (I).  
**Guitars:** Tulio (I), St. Moritz (I).  
**Microphones:** Bentone (D).  
 Manoloff Musical Supply, 7018 S. Ashland Ave., Chicago, Ill. 60636. Tel: (312) WA 5-9005. Pres.: Nick Manoloff.  
**Accessories:** Guitar—Manoloff (M).  
 Mapes Piano String, 133 St. & Willow Ave., Bronx, N.Y. 10054. Tel: (212) 635-2606. Pres.: W. G. Schaff.  
**Accessories:** Guitar: Steel strings (M).  
 E. O. Mari, 38-01 23 Ave., Long Island City, N.Y. 11105. Tel: (212) AS 8-4005. Pres.: Olinto Mari; Sales: Daniel Mari.  
**Accessories:** Guitar: strings—La Bella (M).  
 J. L. Marsh, 7600 Wayzata Blvd., Minneapolis, Minn. 55426. Tel: (612) 544-4201. Pres.: Amos Heilicher; Gen. Mgr.: Manuel Swatez; Sales Mgr.: Gene Patch; Adv. Dir.: Stuart Kloner.  
**Drums:** Mitchell (I,D).  
**Guitars:** Mitchell (I,D).  
 C. F. Martin, 510 Sycamore St., Nazareth, Pa. 18064. Tel: (215) 759-2837. Pres.: C. Frederick Martin III; VP: Robert Johnson.  
**Guitars:** C. F. Martin (M,E).  
 Mastro Inds., 3040 Webster Ave., Bronx, N.Y. 10467. Tel: (212) 547-5600. Pres.: Mario Maccaferri; Sales: Milan Lang. Showroom: 200 Fifth Ave., New York, N.Y. 10010. Tel: (212) 242-3440.  
**Drums:** Mastro (M,E,D).  
**Guitars:** Maccaferri (M,E,D).  
**Accessories:** Drum—Mastro (M,E,D).

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Merson Musical Prods., 33 Frost St., Westbury, N.Y. 11590. Tel: (516) 333-9100.  
**Branches:** Denver, Colo., 1110 Yuma St. Tel: (303) 255-2877—Portland, Ore., 2182 N. Lewis Ave. Zip: 97217. Tel: (503) 288-6821.  
**Amps:** Marshall (I,D), Tempo (I,D), Univox (M,D), Univox (M,D).  
**Drums:** Tempo (I,D).  
**Guitars:** Giannini (I,D), Hagstrom (I,D), Tempo (I,D), Univox (I,D).  
**Harmonicas:** Hohner (D).  
**Organs:** Univox Panther (I,D).  
 Mexican Traders, 7510 N. Ashland Ave., Chicago, Ill. 60626. Tel: (312) 338-8900. Pres.: Gilberto Fernandez.  
**Amps:** Checkmate (D), Crescendo (D), Gregory (D), Hilgen (D), Matador (M,D), Teisco (D).  
**Drums:** Del-Ray (D), Kingston (D).  
**Guitars:** Kingston (D), La Madrilena (I,D), Teisco (D).  
**Harmonicas:** Hohner (D), Hugo-Rauner (D).  
**Organs:** Ideal (D), Teisco (D).  
**Microphones:** Balladeer (D), Kingston (D).  
 Maxwell Meyers (div. of Targ & Dinner), 820 E. Houston, San Antonio, Tex. 78205. Tel: (512) CA 7-0211. Pres.: Maxwell Meyers; VP: Gene McKinney; Ass't VP: Randy Tucker.  
**Amps:** Harmony (D), Jordan (D).  
**Drums:** Leedy (D), Olympian (D).  
**Guitars:** Aria (I), Harmony (D), Yamaha (D).  
**Organs:** Marveltone (D), Rheem (D).  
**Accessories:** Drum: cases, covers, heads, sticks, thrones—Dewey (D), Evans (D), Olympian (D), Promark (D), Regal-tip (D), Remo (D), Rogers (D), Zildjian (D); Guitar: cases, carrying bags, straps, picks, strings—Black Diamond (D), D'Andrea (D), Fender (D), Gieb (D), Gibson (D), La Bella (D), Maxwell (D,M).  
**Microphones:** Fender (D), Kent (D), Shure (D).  
 Midwest Musical Instrument, 908 W. Fayette, Effingham, Ill. 62401. Owner: Lowell D. Samuel. Tel: (217) 342-3121.  
**Amps:** Teisco (D), Yamaha (D).  
**Drums:** Kent (D), Kingston (D), Yamaha (D).  
**Guitars:** Kingston (D), Suzuki (I,D), Yamaha (D).  
**Harmonicas:** Bandmaster (D), Yamaha (D).  
**Organs:** Teisco (D).  
**Accessories:** Drum & Guitar—all well-known brands.  
**Microphones:** Jar (D), Shure (D).  
 Moshay Pick, 604 N. Alta Dr., Beverly Hills, Calif. 90210. Pres.: Joe Moshay.  
**Accessories:** Guitar: picks (M).  
 Music Dist., 1115 Hawthorne Ln., Charlotte, N.C. 28205. Tel: (704) 377-3695. Owner: Joe N. Tillman; Sales Mgr.: Harry B. Hughes.  
**Amps:** Estey (D), Gregory (D), Hilgen (D), Magnatone (D).  
**Drums:** Ideal (D), Kent (D).  
**Guitars:** Ideal (D), Kapa (D).  
**Harmonicas:** Kraft (D).  
**Organs:** Doric (D), Ideal (D).  
**Accessories:** Drum—Evans (D), Ideal (D), Remo (D), Rogers (D); Guitar—Bobby Lee (D), Criterion (D), Fender (D), Gibson (D), Goya (D), La Bella (D), Sekova (D).  
**Microphones:** Claricon (D), Electro Voice (D), Monarch (D), Shure (D), Turner D.  
 Musical Ind., 200 W. 57 St., New York, N.Y. 10019. Tel: (212) CO 5-4300. Cable: MUSIND. Pres.: J. L. Mortin.  
**Amps:** (M).  
**Guitars:** (M).  
 Musical Specialties, 316 Memorial Pkwy., New Brunswick N.J. 08901. Pres.: Walter J. Miklas; Gen. Mgr.: Anthony Donofrid.  
**Guitars:** Chris (D).  
**Accessories:** Drum: sticks—Kadent (D), Pro-Mark (D); Guitar: straps—Bobby Lee (D), strings—Gibson (D), E. O. Mari (D).  
**Microphones:** Jax (D), Shure (D).  
 N H F Musical Mds., 914 Walnut St., Philadelphia, Pa. 19107. Tel: (215) 627-8340. Pres.: Nate Freilick.  
**Amps:** Danelectro (D), Gregory (D), Kay (D), Kingston (D), Supro (D).  
**Drums:** Kent (D), Olympic (D), Premier (D).  
**Guitars:** Favilla (D), Kay (D), Kingston (D), Supro (D).  
**Harmonicas:** Hohner (D).  
**Organs:** Ideal (D).  
**Accessories:** Drum & Guitar—all well-known brands.  
**Microphones:** Fender (D), Jax (D), Kent (D), Shure (D), Turner (D).  
 National Musical String, PO Box 151, New Brunswick, N.J. 08903. Tel: (201) 545-0038/9. Pres.: Edwin Sonfield; VP & Gen. Mgr.: Herbert N. Hagel; Mgr.: James M. Voorhees Sr.  
**Accessories:** Guitar: strings—Bell (M), Black Diamond (M).  
 Newark Musical Mds., 470 Broad St., Newark, N.J. 07102. Tel: (201) 642-3331. Pres.: Armidore Ciarfella.  
**Amps:** Lectrolab (D), Teisco (D), Yamaha (D).  
**Drums:** Drumtrab (I,D), Yamaha (D).  
**Guitars:** Del-Ray (D), Kapa (D), Suzuki (D), Yamaha (D).  
**Harmonicas:** Bandmaster (D), Kraft (D).  
**Organs:** Bernini-Reco (I,D), Teisco (D).  
**Accessories:** Drum—Drumcraft (D), Duplex (D); Guitar—Elton (D), Grover (D), Herco (D), Kluson (D), Manoloff (D), Russell (D).

**Microphones:** De Armond (D), Electro Voice (D), Jax (D), Shure (D).  
 North American Philips (see AKG).  
 OSC (Organized Sales Corp), 3650 Dyre Ave., Bronx, N.Y. 10466. Tel: (212) 994-7000. Pres.: Robert Pfeffer.  
**Drums:** Kimberly (I).  
**Guitars:** Kimberly (I).  
**Organs:** Kimberly (I).  
**Microphones:** OSC (I).  
 Oahu Publishing, PO Box 5110, 1701 Payne Ave., Cleveland, Ohio 44101. Tel: (216) 861-5151. Pres.: Harry G. Stanley; Gen. Mgr.: Betty Glynn.  
**Amps:** Supro (D).  
**Guitars:** Multikord (D), Oahu (M,D), Supro (D).  
 Organaire, 1155 W. Fayette St., Syracuse, N.Y. Tel: (315) 475-3712.  
**Organs:** Organaire (M).  
 PANcordion, (div. of Ernest Deffner), 111 Fourth Ave., New York, N.Y. 10003. Tel: (212) 477-8670. Pres.: Ernest Deffner; VP: Mrs. E. Deffner.  
**Amps:** PANaramic (M).  
**Guitar:** PANaramic (M).  
**Organs:** PANorgon (M).  
**Accessories:** Guitar—PANaramic (M).  
 Philadelphia Music, 456 W. Ridge Pike, Limerick, Pa. 19468. Tel: (215) 495-6266. Pres.: William Bass; VP: Fred Bass.  
**Guitars:** Framus (M,I,D).  
 Premier Drums, 825 Lafayette St., New Orleans, La. 70113. Tel: (504) 525-4235. Pres.: Warren L. Campo.  
**Drums:** Premier (I).  
**Accessories:** Drum—Premier (I).  
 Recoton, 46-23 Crane St., Long Island City, N.Y. 11101. Tel: (212) 392-6442. Pres.: Herbert Borchardt; Gen. Mgr.: Robert Borchardt; Sales Mgr.: Peter Wish; Adv. Dir.: Ron McPherson.  
**Accessories:** Guitar—Bravo (M,I).  
 Remo, 12804 Raymer St., North Hollywood, Calif. 91605. Tel: (213) 764-7417. Pres.: Remo D. Belli; VP: Samuel N. Muchnick.  
**Drums:** Roto Tom (M).  
**Accessories:** Drum: heads—SoundMaster (M), Sparkitone (M), WeatherKing (M).  
 Rheem Musical Instruments, 5922 Bowcroft St., Los Angeles, Calif. 90016. Tel: (213) 870-9631. Gen. Mgr.: O. X. Pitney; Mktg.: C. E. Phillips.  
**Organs:** Rheem (M).  
 Rickenbacker, 201 E. Stevens St., Santa Ana, Calif. 92707. Tel: (714) 545-5574. Pres.: F. C. Halls.  
**Amps:** Electro (M), Rickenbacker (M).  
**Guitars:** Electro (M), Rickenbacker (M).  
 Rogers Drums (div. of CBS Musical Instruments), 1005 E. Second St., Dayton, Ohio 45402. Tel: (513) 223-4275. Dir.: Charles E. Hughes; Sales Mgr.: Ben Strauss.  
**Branches:** Cleveland, Ohio, 3501 Chester Ave., Zip: 44114. Tel: (216) 431-1378—New York, N.Y., Columbia Broadcasting Systems, 51 W. 52 St. Zip: 10019.  
**Drums:** Rogers (M,E,D).  
**Accessories:** Drum—Rogers (M,E,D).  
 Ross, PO Box 669, Chanute, Kan. 66720. Tel: (316) HE 1-4380. Pres.: Charles A. Ross; Sales: Keith Dodd.  
**Amps:** Kustom (M).  
**Guitars:** Kustom (M).  
**Organs:** Kustom (M).  
**Microphones:** Kustom (M).  
 Rowe Accordions 2841 Greenbriar Pkwy. S.W., Atlanta, Ga. 30331. Tel: (404) 344-4023. Pres.: B. G. Rowe; VP: Gloria Rowe.  
**Guitars:** Ro-Co (I).  
**Accessories:** Guitar—Ro-Co (I).  
 J. M. Sahlein Music, 1174 Howard St., San Francisco, Calif. 94103. Tel: (415) 621-0626. Pres.: Jules M. Sahlein; Sales Mgr.: Alvin Cohen.  
**Amps:** Crest (D), Harmony (D), Kay (D), Supro (D).  
**Drums:** Crest (I,D), Leedy (D), Premier (D), Renown (I,D).  
**Guitars:** Canora (D), Crest (I,D), Favilla (D), Grenada (I,D), Harmony (D), Hauser (D), Kay (D), Supro (D), Westbrook (I,D).  
**Harmonicas:** Hohner (D).  
 St. Louis Music Supply, 3711 W. Pine Blvd., St. Louis, Mo. 63108. Tel: (314) FR 1-4522. Pres.: Bernard Kornblum.  
**Amps:** Apollo (I, D), Custom Kraft (M,D), Harmony (D), Kay (D), Lindell (I,D), Magnatone (D), Supro (D).  
**Drums:** Apollo (I,D), Polar (I,D).  
**Guitars:** Apollo (I,D), Custom Kraft (M,D), Harmony (D), Kay (D), Lindell (I,D), Supro (D).  
**Organs:** Apollo (I,D), Rheem (D).  
**Harmonicas:** Hohner (D).  
**Microphones:** Apollo (I,D), Kent (D), Shure (D), Rheem (D), Turner (D).  
 Sano, 1281 Springfield Ave., Irvington, N.J. 07111. Tel: (201) 373-0700. Pres.: Joseph Son-Frilli.  
**Amps:** Sano (M).  
 H & A Selmer, Box 310, Elkhart, Ind. 46514. Tel: (219) 264-4141. VP Sales: Kenneth L. Ingram; Sales Promo. Mgr.: Charles Slinkard.  
**Amps:** Varitone (D).  
**Microphones:** Varitone (D).  
 Shabbarrasi Accordions, 1068 Dewey Ave., Rochester, N.Y. 14613. Tel: (716) CL 4-5260.  
**Organs:** (M).  
 Sherry-Brener, 3145 W. 63 St., Chicago, Ill. 60629. Tel: (312) RE 7-1711. Pres.: James Sherry.  
**Guitars:** Barbero (I), Esteso (I), Flota (I), Garcia (I), Hernandez (I), Ramires (I), Rodriguez (I).

Sho-Bud Guitar, 416 Broadway, Nashville, Tenn. 37203. Tel: (615) 244-4770. Pres.: Harold B. Jackson; Gen. Mgr.: George L. Lewis; Adv. Dir.: Paul Garrison, of Garrison, Womack & Jones.  
**Amps:** Sho-Bud (M,I,E,D).  
**Guitars:** Sho-Bud (M,D,E).  
 Shure Brothers, 222 Hartrey Ave., Evanston, Ill. 60204. Tel: (312) DA 8-9000. Pres.: S. N. Shure; Sales: R. E. Ward.  
**Microphones:** Shure (M).  
 Slingerland Drum, 6633 Milwaukee Ave., Niles, Ill. 60648. Tel: (312) 763-3664. Pres.: H. H. Slingerland Jr.; Sales: Don Osborn.  
**Drums:** Slingerland (M,E).  
**Accessories:** Drum—Slingerland (M,E).  
 Sonotone Audio Prods., Elmsford, N.Y. 10523. Tel: (914) 592-9600. VP & Gen. Mgr.: Albert Pichitino; Sales: J. Mahler.  
**Microphones:** Sonotone (M).  
 Sorokin Music, 370 Vanderbilt Motor Pkwy., Hauppauge, L.I., N.Y. 11787. Tel: (516) 231-7700. Pres.: Harold Sorokin; VP: Joseph Saltzman.  
**Amps:** Harmony (D), Marvel (I,D), Premier (D).  
**Drums:** Revere (I,M,D).  
**Guitars:** Beltone (I,M,D), Blue Comet (M,D), Egmond (I,D), Harmony (D), Hofner (I,D), Marvel (I,D), Premier (I,D).  
**Harmonicas:** Hohner (D).  
**Organs:** Ace Tone (I,E,D), Multivox (I,E,D).  
**Microphones:** Shure (D), Spotlight (D).  
 Sottile Mfg., Beech Ave., Patton, Pa. 16668. Tel: (814) 674-8972. Pres.: B. L. Sottile; VP: Tony J. Sottile.  
**Accessories:** Guitar: straps—Bobby Lee (M).  
 Sound Projects, 2410 S. Central Ave., Chicago, Ill. 60650. Tel: (312) BI 2-1712. Pres.: M. F. LeClair.  
**Amps:** Lectrolab (M).  
 Southland Musical Mds., Box 6125, 826 Winston St., Greensboro, N.C. 27405. Tel: (919) 272-5123. Pres.: Harry Greenberg; Sales: Lee Ingber.  
**Amps:** Harmony (D), Kay (D), Supro (D), Yamaha (D).  
**Drums:** Leedy (D), Marathon (I,D), Yamaha (D).  
**Guitars:** Harmony (D), Kay (D), Marathon (I,D), Melodier (I,D), Supro (D), Yamaha (D).  
**Harmonicas:** Hohner (D).  
**Organs:** Porto (D).  
**Accessories:** Guitar—all well-known brands.  
**Microphones:** ElectroVoice (D), Jax (D), Kent (D), Shure (D), Turner (D).  
 V. C. Squier (div. of CBS Musical Instrument), 472-29 Capitol Ave. S.W., Battle Creek, Mich. 49015. Tel: (616) 968-8191. Gen. Mgr.: David L. Towns; Sales Mgr.: Donald Johnston.  
**Accessories:** Guitar: strings—Concert Master (M), Esquier (M), Nyl Brand (M) Squier-Trued (M).  
 Strum & Drum, 177 W. Hintz Rd., Wheeling, Ill. 60090. Tel: (312) 537-7777. Pres.: Norman R. Sackheim; Gen. Mgr.: Revelle Berman; Sales Mgr.: Ron Sackheim.  
**Amps:** Norma (M).  
**Drums:** Norma (I).  
**Guitars:** Norma (I), Nobel (I).  
 Sunn Musical Equip., Amburn Ind'l Park, Tualatin, Ore. 97062. Tel: (503) 638-4115. Pres.: Conrad E. Sundholm; VP Mfg.: James A. Peterson; VP Mktg.: Robert P. Selby Jr.  
**Nat'l Promo. Office:** Hollywood, Calif., 4290 Sunset Blvd., Suite 421. Tel: (213) 462-6533. Dir.: Jay B. Munger.  
**Amps:** Sunn (M,D).  
 Fulvio Talso, 381 Park Ave., New York, N.Y. 10016. Tel: (212) 683-2346. Pres.: Andrew Pappalardo; VP: Bertha Talso.  
**Guitars:** (I).  
**Organs:** Marinucci (I).  
**Accessories:** Guitar: straps (I).  
 Targ & Dinner, 2451 N. Sacramento, Chicago, Ill. 60617. Tel: (312) 384-6200. Pres.: Samuel Targ; Sales & Gen. Mgr.: Edward A. Targ.  
**Amps:** Harmony (D), Jordan (D).  
**Drums:** Leedy (D), Olympian (I,D).  
**Guitars:** Harmony (D), Hoyer (D).  
**Organs:** Marveltone (D), Porto (D), Rheem (D).  
**Accessories:** Drum: heads—Evans (D), Gold Crown (D), Remo (D), sticks—Nalo-tip (D), ProMark (D), Regal-tip (D), Rhythm King (D), VeriSonic (D); Guitar: picks—D'Andrea (D), Du-Pic (D), Fender (D), Herco (D), Gibson (D), Manoloff (D), Maxwell (D), strings—Augustine (D), Black Diamond (D), Fender (D), Gibson (D), Goya (D), LaBella (D), Mapes (D), Maxwell (D), Squier (D), Milton G. Wolf (D).  
**Microphones:** Fender (D), Kent (D), Shure (D).  
 Tatay, 319 W. 48 St., New York, N.Y. 10036. Tel: (212) JU 2-4280. Pres.: Gabriel Oller; Sales: Andrew Montero.  
**Guitars:** Tatay (M,D).  
**Accessories:** Guitar—Tatay (M).  
 Tel-Ray Electronics Mfg., 8114 Avalon Blvd., Los Angeles, Calif. 90003. Tel: (213) 752-4155. Pres.: Ray Lubow; Gen. Mgr.: Ray Chorus; Sales Mgr. & Adv. Dir.: Marvin Lubow.  
**Amps:** Tel-Ray (M).  
 Tele-Star Musical Instrument, 651 Broadway, New York, N.Y. 10012. Tel: (212) 674-4900. Pres. & Adv.: Maurice Laboz; Gen. Mgr.: Martin Steiner; Sales Mgr.: Jack Laboz.  
**Amps:** Tele-Star (I,E,D).  
**Drums:** Laboz (I,E,D).  
**Guitars:** Laboz (I,E,D), Tele-Star (I,E,D).

**Organs:** Laboz (I,E,D), Tele-Star (I,E,D).  
**Accessories:** Guitar: straps—Bobby Lee (E,D), strings—La Bella (E,D), Tele-Star (E,D), cases—Tele-Star (E,D).  
**Microphones:** Musicraft (I,E,D), Tele-Star (I,E,D).  
 Tele-Tone, 444 S. Ninth Ave., Mt. Vernon, N.Y. Tel: (914) OW 9-2100. Pres.: Isidore Rothman; Sales: Milton C. Perlmutter.  
**Amps:** (M).  
 Thomas Organ, 8345 Hayvenhurst, Sepulveda, Calif. 90048. Tel: (213) 894-7161. Pres.: Bob Bloomberg.  
**Branch:** New York, N.Y., 310 Fifth Ave. Tel: (212) 947-7261. Gen. Mgr.: Murray Fiebert.  
**Amps:** Vox (M,I,E,D).  
**Guitars:** Vox (M,I,E,D).  
**Organs:** Thomas (M,E,D), Vox (M,E,D).  
 Tilben, 340 Monroe Ave., Detroit, Mich. 48226. Tel: (313) 965-0325. Pres.: Basil Tilben.  
**Amps:** Harmony (D), Supro (D).  
**Drums:** Aria (I,D), Leedy (D).  
**Guitars:** Diamond (I,D), Harmony (D), Supro (D).  
**Harmonicas:** Hohner (D), Kratt (D).  
**Accessories:** Guitar & Drum—all well-known brands.  
**Microphones:** Fender (D), Kent (I). Sanders.  
 Toby Music Systems, 3939 Broadway Ave., Ft. Worth, Tex. 76118. Tel: (817) TE 4-5595. Pres.: J. W. Sanders.  
**Amps:** Toby (M).  
 Toneline, 1812 S. Halsted, Chicago, Ill. 60608. Tel: (312) SE 3-3285.  
**Accessories:** Guitar: cables—Toneline (M).  
 Trezo, 120 S. 13 St., Philadelphia, Pa. 19107. Tel: (215) SA 7-9548. Owner: Johnny Trezo.  
**Accessories:** Drum: sticks—Trezo T-X-5 (M,D).  
 U S Musical Mdse., 860 Broadway, New York, N.Y. 10003. Tel: (212) 674-3100. Owner: Carl Davidoff; Sales: Ed Davidoff.  
**Amps:** Harmony (D), Jordan (D), Sekova (M,D), Supro (D).  
**Drums:** U.S. Mercury (I,D).  
**Guitars:** Aria (D), Harmony (D), Sekova (I,D), Supro (D), U.S. Strad (M,I,D).  
**Harmonicas:** Hohner (D).

**Organs:** Ideal (D).  
**Accessories:** Drum: Sekova (M,D); Guitar: strings—Augustine (D), Black Diamond (D), Fender (D), Gibson (D), Goya (D), Guild (D), Harmony (D), Saverz (D), Sekova (M,D).  
**Microphones:** Electro Voice (D), Sekova (I,D), Shure (D), Turner (D).  
 United Guitar, 278 Johnson Ave., Jersey City, N.J. 07304. Tel: (201) 333-1457. Gen. Mgr.: Bernard A. Forcello.  
**Guitars:** United (M).  
 United Rawhide Mfg., 1644 N. Ada, Chicago, Ill. 60622. Tel: (312) 276-5800. Pres.: Stefan Palansky.  
**Accessories:** Drumheads & Covers (M).  
 VALCO GUITAR, 2201 Arthur, Elk Grove Village, Ill. 60007. Tel: (312) 437-5200. Pres.: Robert Engelhardt; VP: Allen Link; Sales Mgr.: Will Scanlan.  
**Amps:** Kay (M,E), National (M,E), Supro (M,E), Guitars: Kay (M,E), National (M,E), Supro (M).  
**Accessories:** Guitar: picks—Dobro (M), National (M). (SEE ADVERTISEMENT)  
 Vega Instrument, 155 Reservoir St., Needham Heights, Mass. 02194. Tel: (617) 449-1150/1. Pres.: William Nelson; Gen. Mgr.: Paul Badger; Adv. Dir.: John Burgoyne.  
**Amps:** Guitar—Vega (M,D).  
**Guitars:** Vega (M,I,E,D).  
 VeriSonic, 9617 Clinton Rd., Cleveland, Ohio 44144. Tel: (216) 651-6488. Pres.: Al Robba.  
**Accessories:** Drum: sticks (M).  
 Victoria Luggage, 8900 Aviation Blvd., Inglewood, Calif. Tel: (213) 678-4359. Owner: Henry Bart.  
**Accessories:** Guitar: cases (M).  
 W M I, 1228 Emerson St., Evanston, Ill. 60201. Tel: (312) 328-4588. Pres.: Sylvain Weindling; Sales Mgr.: Robert Weintraub.  
**Amps:** Checkmate (M), Teisco (M,I).  
**Drums:** Del Rey (M,I).  
**Guitars:** Del Canto (M,I), Gaucho (M,I), Marlin (M), Teisco/Del Rey (M,I).  
**Organs:** Teiscord (M,I).  
**Microphones:** Teisco (M,I).  
 Wellcor, 1214-18 N. Wells St., Chicago, Ill. 60610. Tel: (312) DE 7-1814. Pres.: Samuel Grode.  
**Organs:** Grand Prix (M,D), Wellcor (M,D).

Westheimer Imp. & Mfg., 1331 S. Michigan Ave. Chicago, Ill. 60605. Tel: (312) WE 9-0913. Pres. & Sales Mgr.: Jack L. Westheimer; Gen. Mgr.: Max Wasserman.  
**Drums:** Kingston (I).  
**Guitars:** Kingston (I).  
**Organs:** Kingston (I).  
**Accessories:** Drum & Guitar—Kingston (I).  
 David Wexler, 823 S. Wabash Ave., Chicago, Ill. 60605. Tel: (312) 427-0560. Pres.: David Wexler; VP: B. R. Wexler.  
**Amps:** Harmony (D), Supro (D).  
**Drums:** Leedy (D), Whitehall (I,D).  
**Guitars:** Conrad (D), Cordova (I,D), Harmony (D), Multikord (D), Savilla (D).  
**Harmonicas:** Hohner (D).  
**Organs:** Whitehall (I,D).  
**Accessories:** Guitar & Drum: all well-known brands.  
**Microphones:** ElectroVoice (D), Kent (D), Primo (D), Shure (D).  
 White Eagle Rawhide Mfg. (WERC0), 1652 N. Troop St., Chicago, Ill. 60622. Tel: (312) 276-0872. Owner: John R. Janac; Sales Mgr.: George W. Janac.  
**Drums:** WERC0 (I,D).  
**Guitars:** WERC0 (I,D).  
**Accessories:** Drum—WERC0 (M,D), Gold Crown (M), Reno (D); Guitar—WERC0 (M).  
 Frank Wolf Drum Supplies, 160 W. 48 St., New York, N.Y. 10036. Tel: (212) CI 5-4778.  
**Drums:** all major brands (D).  
 WURLITZER, 1700 Pleasant St., DeKalb, Ill. 60115. Tel: (815) 756-2771. Pres.: William N. Herleman; Mktg. Mgr.: Walter R. Benson; Adv. & Sales Promo. Mgr.: Margaret Ostrom.  
**Amps:** Wurlitzer (M).  
**Guitars:** Wurlitzer (M).  
**Organs:** Wurlitzer (M). (SEE ADVERTISEMENT)  
 Yamaha Int'l, 7733 Telegraph Rd., Montebello, Calif. 90022. Tel: (213) 685-5135.  
**Branch:** New York, N.Y., 200 W. 57 St. Zip: 10019. Tel: (212) 246-9778.  
**Amps:** Yamaha (I).  
**Drums:** Yamaha (I).  
**Guitars:** Yamaha (I).  
**Organs:** Yamaha (I).

# MUSICAL INSTRUMENTS BY CATEGORY

*The name of the line appears on the left. Where the name of the line and the manufacturer are not the same, the manufacturer's or importer's name appears in parentheses.*

## AMPLIFIERS

Abbott (Buegeleisen & Jacobson).  
 Alamo.  
 Altec Lansing.  
 Ampeg.  
 Apollo (St. Louis Music Supply).  
 Audion (American Audion).  
 Baldwin.  
 Bogen.  
 Browning.  
 Checkmate (WMI).  
 Coral (Danelectro).  
 Custom.  
 Custom Kraft (St. Louis Music Supply).  
 Danelectro.  
 Decca.  
 Domino (Maurice Lipsky Music).  
 Doric.  
 Dynamic (K&K Musical Instrument).  
 Eko/Triumph (LoDuca Bros. Musical Instruments).  
 Electro (Rickenbacker).  
 Elger.  
 Encore (Barth-Feinberg).  
 Epiphone (Chicago Musical Instrument).  
 Excelsior Accordions.  
 Farfisa (Chicago Musical Instrument).  
 Fender.  
 G M Electronics.  
 Geloso (American Geloso Electronics).  
 Giant.  
 Gibson (Chicago Musical Instrument).  
 Goya.  
 Gretsch (Fred Gretsch).  
 Guild.  
 Harmony.  
 Heit.

J G (Giulietti Accordion).  
 Kalamazoo (Chicago Musical Instrument).  
 Kay (Valco Guitar).  
 Kent (Buegeleisen & Jacobson).  
 Koss.  
 Kustom (Ross).  
 Leban.  
 Lectrolab (Sound Projects).  
 Lindell (St. Louis Music Supply).  
 Maestro (Chicago Musical Instrument).  
 Magnatone (Estey Musical Instrument).  
 Magnavox.  
 Marvel (Sorkin Music).  
 Musical Industry.  
 National (Valco Guitar).  
 Norma (Strum & Drum).  
 PANaramic (PANcordion).  
 Prestige (Astra Trading).  
 Rickenbacker.  
 St. Moritz (Manhattan Novelty).  
 Sano.  
 Sekova (U. S. Musical Mdse.).  
 Sho-Bud Guitar.  
 Slipco (Lowenthal).  
 Sorento (Global Musical Instrument).  
 Sunn.  
 Supro (Valco Guitar).  
 Teisco (WMI).  
 Tel-Ray.  
 Tele-Star.  
 Tele-Tone.  
 Tempo (Merson Musical Prods.).  
 Toby.  
 Tonemaster (Norman English Sales).  
 Unicord (Merson Musical Prods.).  
 Univox (Merson Musical Prods.).  
 Vega.  
 Vox (Thomas Organ).  
 Winston (Buegeleisen & Jacobson).  
 Worldwide (LoDuca Bros. Musical Instruments).

Wurlitzer.  
 Yamaha.  
 Zim-Gar (Gar Zim).

## DRUMS

Apollo (St. Louis Music Supply).  
 Aria (Tilben).  
 Astro (Imperial Accordion).  
 Atlas (Atlas Accordion).  
 Audion (American Audion).  
 Beverly (Harris-Teller).  
 Black Jack (Harris-Fandel).  
 Camco.  
 Century (Atlas Accordion).  
 Conqueror (C. Bruno & Sons).  
 Coronet (K&K Musical Instrument).  
 Crest (J. M. Sahlein Music).  
 Decca.  
 Del Ray (WMI).  
 Dixie (Grossman Music).  
 Drumcraft (Newark Musical Mdse.).  
 Duke (LoDuca Bros. Musical Instruments).  
 Duplex (Grossman Music).  
 Flat/Jax (Drumland/Ralph Kester).  
 Giant Music.  
 Gretsch (Fred Gretsch).  
 Halifax (Dynacord of America).  
 Heit.  
 Ideal.  
 Kapa Guitar.  
 Kent (Dynacord of America, E. W. Kent).  
 Kimberly (OSC).  
 Kingston (Westheimer).

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continued

Laboz (Tele-Star Musical Instrument).  
LaPlaya.  
Leban.  
Leedy.  
Ludwig.  
Lyra (C. Bruno & Sons).  
Marathon (Southland Musical Mdse.).  
Marco Polo (Giant Music).  
Mastro.  
Maxitone (C. Bruno & Sons).  
Mitchell (J. L. Marsh).  
Norma (Strum & Drum).  
Olympian (Targ & Dinner).  
Pearl (Chicago Musical Instrument).  
Polaris (St. Louis Music Supply).  
Premier.  
Prestige (Astra Trading).  
Regent (K&K Musical Instruments).  
Renown (J. M. Sahlein Music).  
Revere (Sorkin Music).  
Rogers.  
Roto Tom (Remo).  
Slingerland.  
Sonor (M. Hohner).  
Sorento (Global Musical Instrument).  
Star (Kansas Music).  
Starlight (LaPlaya).  
Sterling (Atlas Accordion).  
Stetson (L. W. Hagelin).  
Stewart (Buegeleisen & Jacobson).  
Tempo (Merson Musical Prods.).  
Tulio (Manhattan Novelty).  
U. S. Mercury (U. S. Musical Mdse.).  
W E R C O (White Eagle Rawhide).  
W F L (Ludwig).  
Whitehall (David Wexler).  
Yamaha.  
Zim-Gar (Gar Zim).  
Zipco (Lowenthal).

## HARMONICAS

Capitol.  
Egmond (Alexander Apfelbaum).  
Hohner.  
Kraft (William Kratt).  
Prestige (Astra Trading).  
Rauner-Hugo (Alexander Apfelbaum).  
Zim-Gar (Gar Zim).

## GUITARS

Apollo (St. Louis Music Supply).  
Aria (Harris-Fandell, Maxwell Meyers, Coast Whsle. Music of San Francisco).  
Atlas (Atlas Accordion).  
Audion (American Audion).  
Baldwin.  
Barbero (Sherry-Brener).  
Beltone (Sorkin Music).  
Black Jack (Harris-Fandell).  
Blue Comet (Sorkin Music).  
Century (Atlas Accordion).  
Classic (Harmony).  
Code.  
Conqueror (C. Bruno & Sons).  
Contessa (M. Hohner).  
Coral (Danelectro).  
Cordova (David Wexler).  
Cortez (K&K Musical Instrument).  
Crest (J. M. Sahlein Music).  
Crestwood (LaPlaya).  
Custom Kraft (St. Louis Music Supply).  
Danelectro.  
Decca.  
Del Canto (WMI).  
Diamond (Harris-Fandell, Tilben).  
Domino (Maurice Lipsky Music).  
Dynamic (K&K Musical Instrument).  
Egmond (Sorkin Music).  
Eko/Triumph (LoDuca Bros. Musical Instruments).  
Electro (Rickenbacker).  
Elger.  
Encore (Barth-Feinberg).  
Epiphone (Chicago Musical Instrument).  
España (Buegeleisen & Jacobson).  
Esteso (Sherry-Brener).  
Excelsior Accordions.  
Fandell (Harris-Fandell).  
Fender.  
Fleta (Sherry-Brener).  
Framus (Philadelphia Music).  
Franciscan (Coast Whsle. Music of San Francisco).  
Garcia (Sherry-Brener).  
Gaucho (WMI).  
Giannini (Merson Musical Prods.).  
Giant Music.  
Gibson (Chicago Musical Instrument).  
Goya.  
Greco (Goya).  
Grenada (J. M. Sahlein Music).  
Gretsch (Fred Gretsch).  
Guild.  
Hagstrom (Merson Musical Prods.).  
Halifax (Dyncord of America).  
Harmony.  
Karl Hauser (Ideal).

Heit.  
Hernandez (Sherry-Brener).  
Hofner (Sorkin Music, William R. Gratz).  
Ideal.  
Imperial.  
J G (Giulietti Accordion).  
Kalamazoo (Chicago Musical Instrument).  
Kapa.  
Kay (Valco Guitar).  
Kent (Buegeleisen & Jacobson).  
Kimberly (OSC).  
Kingston (Westheimer).  
Kustom (Ross).  
La Madrilena (Mexican Traders).  
Laboz (Tele-Star Musical Instrument).  
Leban.  
Lindell (St. Louis Music Supply).  
Lord (Dyncord of America).  
Maccaferri (Mastro Inds.).  
Marco Polo (Giant Music).  
Marlin (WMI).  
C. F. Martin.  
Marvel (Sorkin Music).  
Maxitone (C. Bruno & Sons).  
Mayfair (Grossman Music).  
Melodier (Southland Musical Mdse.).  
Meteor (Harmony).  
Mitchell (J. L. Marsh).  
Monterey (Harmony).  
Mozzani (Chicago Musical Instrument).  
Multikord (Harlin Bros.).  
Musical Industry.  
National (Valco Guitar).  
Nobel (Strum & Drum).  
Norma (Strum & Drum).  
Oahu.  
Orpheus (Coast Whsle. Music of San Francisco).  
PANaramic (PANcordion).  
Patrician (Harmony).  
Premier (Sorkin Music).  
Prestige (Astra Trading).  
Professional (Goya).  
Ramires (Sherry-Brener).  
Regal (Fender Musical Instruments).  
Regent (K&K Musical Instrument).  
Rickenbacker.  
Ro-Co (Rowe Accordions).  
Rocket (Harmony).  
Rodriguez (Sherry-Brener).  
Rosita (Harris-Fandell).  
Royal Artist (C. Bruno & Sons).  
St. Moritz (Manhattan Novelty).  
Sekova (U. S. Musical Mdse.).  
Sho-Bud.  
Roy Smeck (Harmony).  
Sorento (Global Musical Instrument).  
Sovereign (Harmony).  
Stella (Harmony).  
Sterling (Atlas Accordion).  
Stetson (L. W. Hagelin).  
Supro (Valco Guitar).  
Suzuki (Midwest Musical Instrument).  
Fulvio Talso.  
Tarrega (Fender Musical Instruments).  
Tata.  
Tatra (Ideal).  
Teisco/Del Rey (WMI).  
Tele-Star.  
Tempo (Merson Musical Prods.).  
Tonemaster (Norman English Sales).  
Topline (Goya).  
Tulio (Manhattan Novelty).  
U. S. Strad (U. S. Musical Mdse.).  
United.  
Univox (Merson Musical Prods.).  
Van Gaugh (Dyncord of America).  
Vega.  
Ventura (C. Bruno & Sons).  
Vox (Thomas Organ).  
W E R C O (White Eagle Rawhide).  
Westbrook (J. M. Sahlein Music).  
Winston (Buegeleisen & Jacobson).  
Wurlitzer.  
Yamaha.  
Zim-Gar (Gar Zim).  
Zipco (Lowenthal).

## ORGANS

Ace Tone (Sorkin Music).  
Allen (Allen Organ).  
Apollo (St. Louis Music Supply).  
Audion (American Audion).  
Baldwin.  
Bernini-Reco (Newark Musical Mdse.).  
Clavinet (M. Hohner).  
Courvior 33 (Excelsior Accordions).  
Crumar (Imperial Accordion).  
Decca.  
Domino (Maurice Lipsky Music).  
Doric.  
Eminent (Doric).  
Estey.  
Farfisa (Chicago Musical Sales).  
Fender.  
Gibson (Chicago Musical Instrument).  
Grand Prix (Wellcor).  
Hammond.  
Hohner Organa 12.  
Ideal Porto-Organ.  
Kimball.  
Kimberly (OSC).  
Kingston (Westheimer).

Kustom (Ross).  
Laboz (Tele-Star Musical Instrument).  
LoDuca.  
Lowrey (Chicago Musical Instrument).  
Magnus.  
Marinucci (Fulvio Talso).  
Multivox (Sorkin Music).  
Organaire.  
PANorgan (PANcordion).  
Pianet (M. Hohner).  
Prestige (Astra Trading).  
Rheem.  
Shabbarrasi.  
Sterling (Atlas Accordion).  
Stinger (Goya Guitar).  
Story & Clark (Chicago Musical Instrument).  
Symphonic 35 (M. Hohner).  
Teiscord (WMI).  
Tele-Star.  
Thomas.  
Unicord Panther (Merson Musical Prods.).  
Vox (Thomas Organ).  
Wellcor.  
Whitehall (David Wexler).  
Wurlitzer.  
Yamaha.  
Zim-Gar (Gar Zim).

## DRUM ACCESSORIES

A M R A W C O—heads.  
All Weather—heads (Evans).  
Artistic Cover Prods.—covers, bags.  
Atlas (Atlas Accordion).  
Camco.  
Carpenter—stands.  
Century (Atlas Accordion).  
D'Aleo's of Calif.—covers.  
Decca.  
Elton (L. A. Elkington).  
Giant Music.  
Gold Crown (White Eagle Rawhide).  
Gretsch (Fred Gretsch).  
H & B—cases (Humes & Berg).  
Hamilton—stands (Krauth & Benninghofen).  
Ideal.  
Kent (E. W. Kent).  
Kingston (Westheimer).  
Leban.  
Leedy.  
Lowenthal.  
Ludwig.  
Mastro.  
Premier.  
Prestige (Astra Trading).  
Regal-Tip—sticks, brushes (J. D. Calato).  
Remo (White Gayle Rawhide).  
Rogers.  
Sekova (U. S. Musical Mdse.).  
Slingerland.  
Sonor (M. Hohner).  
Sorento (Global Musical Instrument).  
Soundmaster (Remo).  
Sparkitone (Remo).  
Starlight (LaPlaya).  
Sterling (Atlas Accordion).  
Trezco T-X-5—sticks (Trezco).  
United Rawhide Mfg.—heads, covers.  
VeriSonic—sticks.  
W E R C O (White Eagle Rawhide).  
W F L (Ludwig).  
Weather-King (Remo).  
Zim-Gar (Gar Zim).

## GUITAR ACCESSORIES

Ace Music Straps.  
American Plating & Mfg.—Hawaiian steels, picks.  
Artistic Cover Prods.—covers, bags.  
Atlas (Atlas Accordion).  
Baldwin—strings.  
Ernie Ball—picks, strings.  
Bell—strings (National Musical String).  
Biggsby—steels, strings, tailpieces.  
Black Diamond—strings (National Musical Strings).  
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Bravo (Recoton).  
Bridgeport Musical String.  
Carpenter—stands, thrones.  
Cases, Inc.  
Century (Atlas Accordion).  
Color Cue—strings (GHS).

Columbia Leather Works—cases.  
 Concert Master—strings (V. C. Squier).  
 D'Aleo's of Calif.—covers.  
 D'Andrea—cases, picks.  
 Darco Black Label—strings (Darco).  
 Decca.  
 Dobro—picks (Valco Guitar).  
 Duotone.  
 Eko—strings (LoDuca Bros. Musical Instruments).  
 Elger.  
 Elton (L. A., Elkington).  
 Esquier (V. S. Squier).  
 Fulvio Talso—straps.  
 G H S—custom strings.  
 Galli—strings (LoDuca Bros. Musical Instruments).  
 Geib—cases.  
 Gemini—strings (Darco).  
 Gibson (Chicago Musical Instrument).  
 Goya.  
 Gretsch (Fred Gretsch).  
 Hamilton—stands, capos (Krauth & Benninghofen).  
 Harptone—cases.  
 Heit.  
 Herco (Goya).  
 Ideal.  
 J G—strings (Giulietti Accordion).  
 Jax—leads, cords.  
 Kaplan-Maestro—strings (Kaplan Musical String).  
 Kingston (Westheimer).  
 Kluson.  
 LaBella—strings (E. O. Mari).  
 Leban.  
 Leeco—bags.  
 Lifton—cases.  
 LoDuca—cases.  
 Lowenthal.  
 Manoloff.  
 Mapes—strings.  
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 PANaramic (PANcordion).  
 Prestige (Astra Trading).  
 Puccini—strings (Darco).

Rickenbacker—strings (Electro String Instrument).  
 Ro-Co (Rowe Accordions).  
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 Sekova (U.S. Musical Mdse.).  
 Sorento (Global Musical Instrument).  
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 Sterling (Atlas Accordion).  
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## MICROPHONES

A K G (AKG—Div. of North American Philips).  
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 Apollo (St. Louis Music Supply).  
 Duotone.  
 Dynamic (K&K Musical Instrument).  
 Echolette (M. Hohner).  
 Fender.  
 Geloso (American Geloso Electronics).  
 Halifax (Dynacord of America).  
 Heit.  
 Jax.  
 Kent (Buegeleisen & Jacobson).  
 Kustom (Ross).  
 Leban.  
 Musicraft (Tele-Star Musical Instrument).  
 O S C.  
 Prestige (Astra Trading).  
 Sekova (U.S. Musical Mdse.).  
 Shure.  
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- A I W A (see Selectron Int'l).
- A K G Div. of North American Philips, 100 E. 42 St., New York, N.Y. 10017. Tel: (212) OX 7-3600. Pres.: P. C. Vink; Exec. VP: M. Dorenbosch; Gen. Mgr.: William B. Keepin; Adv. Dir.: John Sciacchitano. Models: 1 portable, \$33.95. Brand name: Norelco.
- A M C (see Wells-Gardner Electronics).
- Admiral, 3800 W. Cortland St., Chicago, Ill. 60647. Tel: (312) 292-2600. Cable: LARIMDA. Pres.: Vincent Barreca; Exec. VP: R. D. Siragusa; VP Mktg. & Sales: William L. Hullsiek; Pres. Int'l: Norman E. Johnson. Int'l branches: Canada, Mexico.
- Alaron (see B&B Import/Export).
- Aristo Inds., 240 Fifth Ave., New York, N.Y. 10001. Tel: (212) 685-2060. Pres.: Victor Shalom; Sales Mgr.: Jimmie Weiss; Adv. Dir.: Al Eisenberg. Models: 2 portable, \$22.99-\$45.99.
- Arvin, 1531 13 St., Columbus, Ind., 47201. Tel: (812) 372-7271. Pres.: E. H. Stonecipher; VP & Gen. Mgr. Consumer Div.: John P. Sohn; VP Mktg. Consumer Div.: Thomas E. Wall; Adv. Mgr.: Fred Meyer. Branches: Los Angeles, Calif., Home Furnishing Mart—Chicago, Ill., 1422 Merchandise Mart.
- Automatic Radio, 2 Main St., Melrose, Mass. 02176. Tel: (617) 321-2300. Pres.: David Housman; Exec. VP: E. L. Housman; VP Consumer Prods. Div.: David Nager; Consumer Prods. Div. Sales Mgr.: Jim Russo; Adv. Mgr.: M. Gordon; Mktg. Dir.: Bert Housman; VP Int'l Div.: Walter Semonoff. Int'l Branch: Canada.
- Autosonic (see Martel Electronic Sales).
- B & B Import/Export, 15755 Wyoming Ave., Detroit, Mich. 48238. Tel: (313) 864-9015. Owners: Bernard Klein, Alexander Herrmann. Models: 3 portable, \$19.95-\$39.95. Brand name: Alaron.
- Bogen Communications (Div. of Lear Siegler), PO Box 500, Paramus, N.J. 07652. Tel: (201) 343-5700. Exec. VP: B. Lazarus; Sales Mgr.: M. Sumberg; Adv. Dir.: D. Pear. Models: 6 portable, \$187.90-\$487.10. Brand name: Bogen.
- Bradford (see Wells-Gardner Electronics).
- Broadmoor Inds., 530 Santa Rosa Dr., Des Plaines, Ill. 60018. Tel: (312) 774-3047. Pres.: Robert Moore; Sales Mgr.: D. Stout. Models: 3 console, \$369.
- Capitol, Hollywood & Vine, Hollywood, Calif. 90028. Tel: (213) 462-6252. Bd. Chm. & Chief Exec. Officer: Glenn E. Wallichs; Pres. Capitol Industries: Alan W. Livingston; VP & Gen. Mgr., Capitol Recs. Dist'g Corp.: Robert L. Yorke; VP Capitol Inds. Int'l Div.: Lloyd W. Dunn; VP Special Markets, Capitol Recs. Dist'g Corp.: Oris W. Beucler; Press & PR Nat'l Mgr.: Larry Delaney. Branch: New York, N.Y., 1290 Ave. of the Americas. Zip: 10019. Tel: (212) PL 7-7470. Price range of models: \$19.95-\$139.95.
- Channel Master (div. of Avnet), Ellenville, N.Y. 12428. Tel: (914) 647-5000. VP Sales & Mktg: Phillip Decker; Adv. Mgr.: Walter D. Scott. Models: 4 portable, \$29.95-\$64.95. Brand names: Disco-Take, Swinger.
- CHEESEBORO PRODS., 1515 S. Santa Fe Ave., Compton, Calif. 90220. Tel: (213) 636-9991, 537-3575. Pres.: Robert G. Cheesebore; VP Mfg.: James K. Bibeau; VP Admin.: Dr. Karl Knapp. Models: 1 portable. Brand name: Swinger Stereo. (SEE ADVERTISEMENT)
- Clairtone Electronic, 6 Aerial Way, Syosset, N.Y. 11791. Tel: (516) 433-0688. Pres.: Milton Dolnick; VP Admin.: Morris Kravetzky; Sales Mgr.: James Klivans. Models: 1 portable, \$99; 14 console, \$350-\$1,000.
- Columbia Masterwork Audio Prods., 51 W. 52 St., New York, N.Y. 10019. Tel: (212) 765-4321. Dir.: J. J. Harris. Branches: Los Angeles, Calif., 6922 Hollywood Blvd., Suite 702, Hollywood, Zip: 90028. Tel: (213) HO 6-2481—Chicago, Ill., 5404 W. Touhy Ave., Skokie, Zip: 60078. Tel: (312) 463-0900—Nashville, Tenn., 804 16 Ave. S. Tel: (615) 255-0373. Models: 14 portable, \$16.95-\$149.95; 2 table, \$185-\$199.95; 4 console, \$139.95-\$259.95. Brand name: Masterwork.
- Commodore Import, 507 Flushing Ave., Brooklyn, N.Y. 11205. Tel: (212) 522-3407. Gen. Mgr.: Jack Schneider; Sales Mgr.: Mike Simon, Joe McLaughlin. Models: 2 portable. Brand name: Commodore.
- Consolidated Mds., 520 W. 34 St., New York, N.Y. Tel: (212) LW 4-1050. Pres.: Victr Reichenstein; Gen. Mgr.: Monroe Schulder. Branches: Los Angeles, Calif.; Atlanta, Ga.; Chicago, Ill.; Dallas, Tex. Models: 65 portable; 25 table; 8 console. Brand names: Webcor, Viscount.
- Coronad (see Wells-Gardner Electronics).
- Crestmark (see Gotham).
- Crown (see Industrial Suppliers).
- Curtis-Mathes, 2220 Young St., Dallas, Tex. Tel: (214) RI 8-8311. Pres.: H. B. Kelson; VP: Ray Harvey; Sec'y-Treas.: R. C. Owens Jr.
- Decca, 445 Park Ave., New York, N.Y. 10022. Tel: (212) 759-7500. Pres.: Milton R. Rackmil; Exec. VP: Leonard W. Schneider; VP: Martin Salkin. Models: 14 portable, \$16.95-\$149.95; 2 table, \$69.95-\$99.95; 3 console, \$79.95-\$159.95.
- Dejay Inds., 90 N. Washington St., Boston, Mass. 02114. Tel: (617) 523-1439. Pres. & Sales Mgr.: William Blotnick. Models: 12 portable, \$14.95-\$99.95.
- Delmonico Int'l, 50-35 56 Rd., Maspeth, N.Y. 11378. Tel: (212) 392-7100. Pres.: Herbert Kabat; Exec. VP: Raymond J. Gincavage; Sales Mgr.: Irving Murray; Adv. Dir.: Milton M. Kay. Models: 3 portable, \$34.95-\$219.95; 32 console, \$69.95-\$399.95; 1 portable with TV, \$219.95.
- Disco-Take (see Channel Master).
- Discomatic, 640 S. Second St., Plainfield, N.J. 07060. Tel: (201) 754-8844. Pres.: M. Phipps; Gen. Mgr. & Adv. Dir.: Jack Najork. Model: 1 portable \$225.
- DuMont (see Emerson Television & Radio).
- Dynavox Electronics, 40-05 21 St., Long Island City, N.Y. 11101. Tel: (212) ST 6-3770. Pres.: Joseph Dworcen. Models: 21 portable, \$12-\$152.
- Elect (see Morse Electro Prods.).
- Electone (see Electron Ent's).
- Electra Radio, 30 W. 23 St., New York, N.Y. 10010. Tel: (212) 675-7640. Pres.: Richard Beda; Sales Mgr.: David Silverman; Adv. Dir.: Edward Beda. Models: 3 portable, \$19.95-\$39.95. Brand name: Electra.
- Electro-Brand, 210 W. Chestnut St., Chicago, Ill. 60610. Tel: (312) 944-5460. Pres.: Samuel Dry; Sales Mgr. & Adv. Dir.: Richard Ettelson. Models: 4 portable, \$12.95-\$39.95.
- Electrohome, 919 N. Michigan Ave., Chicago, Ill. 60611. Tel: (312) 787-7750. Contact: Oscar Katov. Home office: Canada. Models: 7 portable, up to \$139.95; 3 table, \$119.95-\$249.95; 19 console, \$179.95-\$1,495.
- Electron Ent's., 6645 W. Stanley Ave., Berwyn, Ill. Tel: (312) BI 2-2636. Pres.: J. Cimfe; VP: R. Stauber; Sales: J. R. Cimfe. Models: 10 portable, \$12.95-\$69; 3 table, \$79; 2 console, \$149. Brand name: Electone.
- Emerson Television & Radio (div. of National Union Electric Corp.), PO Box 499, Stamford, Conn. 06904. NYC Tel: (212) 993-4300. VP Sales: John P. Ryan; VP Opns.: Harvey Tullo. Models: 9 portable, \$17.95-\$99.95; 11 console, \$169.95-\$299.95. Brand names: Emerson, DuMont, Pilot.
- Fisher Radio, 11-40 45 Rd., Long Island City, N.Y. 11101. Tel: (212) 937-2100. Pres.: Avery Fisher; VP Mktg.: James J. Parks; Sales Mgr., Harry Norman; Int'l: Ben Buxton.
- General Electric, Radio Receiver Dept., 1001 Broad St., Utica, N.Y. Tel: (315) SW 7-1000. Mktg. Mgr.: C. W. Kepler; Mfg. Mgr.: R. H. Traeger. Main Branch for Audio Prods.: Decatur, Ill., 2200 N. 22 St. Zip: 62525. Tel: (217) 429-2921. Gen. Mgr.: H. B. Waldon; Mktg. Mgr.: J. L. Hunter; Sales: (consols) J. E. Wiegel, (portables) W. W. Williams.
- Gotham-Crestmark, 170 Michael Dr., Syosset, N.Y. 11791. Tel: (516) WA 1-4500. Pres.: Marvin J. Frank; VP: Stanley Cohen; VP Sales: Jose R. Mendez.
- Grafonola (see Guild Radio & Television).
- Grundig Electronic Sales, 355 Lexington Ave., New York, N.Y. 10017. Tel: (212) 661-2020. Pres.: A. Stambach; Sales Mgr.: Richard Bates. Models: 14 console, \$249.95-\$999.95.
- Guild Radio & Television, 460 N. Eucalyptus Ave., Inglewood, Calif. 90302. Tel: (213) OR 8-7771. Pres. & Sales Mgr.: Lou Dolgin. Models: 1 table, \$219.50; 2 console, \$599.50-\$639.50. Brand names: Grafonola, New Englander, Stereodeon.
- Heritage Int'l Trading, 1330 Stuyvesant Ave., Union, N.J. 07083. Tel: (201) 964-1330. Pres.: Allen Mogull; Gen. Mgr.: Robert Rothschild. Models: 4 portable, \$17.95-\$65. Brand name: Heritage.
- Hitachi Sales, 48-50 34 St., Long Island City, N.Y. 11101. Tel: (212) 361-3090. Pres.: E. Matsumura; Mktg. Dir.: Morton Schwartz; Sales Mgr.: Gene Schillinger. Branches: Los Angeles, Calif., 1830 W. Olympic Blvd. Zip: 90006. Tel: (213) 385-0465—Honolulu, Hawaii, 743-G Waiakamilo Rd. Zip: 96817. Tel: 810-431—Chicago, Ill., 333 N. Michigan Ave. Zip: 60601. Tel: (312) 726-4572. Models: 2 portable, \$24.95-\$29.95.
- Industrial Suppliers, 755 Folsom St., San Francisco, Calif. 94107. Tel: (415) 781-3030. Partners: James & C. C. Chiang; Nat'l Sales Mgr.: C. W. Hancock; Nat'l Mktg. Dir.: Al Barsimato. Models: 3 portable, \$37.50-\$59.95. Brand name: Crown.
- Juliette (see Topp Import/Export).
- K L H Research & Development, 30 Cross St., Cambridge, Mass. 02139. Tel: (617) 491-5060. Pres.: R. H. Elman; VP: S. P. Pressman; Sales Mgr.: Fred Goldstein. Models: 1 portable, \$200; 1 console, \$425.
- Kuba (see Phillips Audio Sales).
- Lemart (see Martel Electronic Sales).
- Lion Electronic, S. Eighth St., Brooklyn, N.Y. Tel: (212) 387-8070. Pres.: Jack Kahan; Sales Mgr.: Robert Siegal. Brand name: Stereo Prinz.
- M P Audio, Fairfield, Conn. 06430. Tel: (203) 268-2385. Pres.: M. Paneyko. Models: 1 table, \$250; 1 console, \$1,600.
- Magnavox Consumer Electronics, 270 Park Ave., New York, N.Y. 10017. Tel: (212) YU 6-0055. Pres.: George H. Fezel; VP & Sales Mgr.: James A. Egan; Pub. Mgr.: Joan Hafey. Models: 14 portable, \$19.90-\$249.90; 44 console, to \$850, Imperial line to \$1,050.
- Major Electronics, 649 39 St., Brooklyn, N.Y. 11232. Tel: (212) 854-2100. Pres.: M. V. Lane; VPs: Steve Lane, Bill Lane; Gen. Mgr.: S. Smolen. Models: 16 portable, \$17.95-\$199.95; 2 consoles, \$89.95-\$109.95. Brand names: Major, Majorette, Royal York.
- Majorette (see Major Electronics).
- Mar-Lin Ent's., 45 W. 27 St., New York, N.Y. 10001. Tel: (212) 686-8630. Pres.: Morris Dweck; Sales Mgr.: Elliot Dweck; Adv. Dir.: Jack Turzi. Branch: Los Angeles, Calif., 1250 Santee St. Zip: 90015. Tel: (213) 749-3219. Models: 3 portable, \$19.95-\$39.95.
- Martel Electronic Sales, 2339 S. Cotner Ave., Los Angeles, Calif. 90064. Tel: (213) 479-4491. Pres.: David Krechman; Sales Mgr.: George Rose. Branches: Chicago, Ill., 5415 N. Lincoln; Sales Mgr.: H. Freidberg—New York, N.Y., 1199

*continued on page 224*

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Broadway. Tel: (212) 684-5452. Sales Mgr.: M. Eisenberg.  
**Brand names:** Uher, Rotel, Autosonic, Lemart.

Mastercraft Electronics, 1115 Broadway, New York, N.Y. 10010. Tel: (212) 989-4500. Pres.: J. S. Farwell; Gen. Mgr.: J. Gluskin; Sales Mgr.: I. Dayon.  
**Models:** 4 portable, \$19.95-\$49.95; 3 table, \$99.95-\$179.95.

Masterwork (see Columbia Masterwork Audio Prods.).

Matsushita Electric (Panasonic), 200 Park Ave., New York 10017. Tel: (212) 973-5700. Cable: MECAVORK. Pres.: K. Isomura; VP Consumer Sales: Ray Gates; Adv. Dir.: Russell W. Johnson.  
**Models:** 10 portable, \$19.95-\$249.95; 4 console, \$109.95-\$299.95.  
**Brand name:** Panasonic.

Mercury, 35 E. Wacker Dr., Chicago, Ill. 60601. Tel: (312) DE 2-5788. Pres.: Irving B. Green; Sales Mgr.: Lester Smith; Adv. Dir.: James Ladwig.  
**Models:** 1 portable, \$39.95.

Midland Int'l, 1909 Vernon St., North Kansas City, Mo. 64116. Tel: (816) VI 2-0511. Pres.: Edward L. Benson; Sales Mgr.: James R. Love; Adv. Dir.: Robert L. Caldwell.

Morse Electro Prods., 92-00 Atlantic Ave., Ozone Park, N.Y. 11416. Tel: (212) 441-6600. Pres.: Phillip S. Morse; VP & Adv. Dir.: David Cole.  
**Models:** 43 console.  
**Brand names:** Morse, Elect.

Motorola Consumer Prods., 9401 W. Grand, Franklin Park, Ill. Tel: (312) NA 5-6000. Exec. VP & Gen. Mgr.: A. L. Reese; VP Mktg.: Edward P. Reavéy Jr.; Mgr. Radio-Audio Prod.: C. V. Phillips; Distribution Mgr.: Art Schnipper Jr.; Adv. Dir.: R. G. Farris.  
**Models:** 11 portable, \$19.95-\$369.95; 14 console, \$229.95-\$639.95.  
**Brand name:** Motorola.

N A C O (see North American Foreign Trading).

New Englander (see Guild Radio & Television).

NordMende (see Sterling Hi-Fidelity).

Norelco (see AKG).

North American Foreign Trading, 1115 Broadway, New York, N.Y. 10010. Tel: (212) 255-5400. Pres.: Maurice Lowinger; Sales Mgr. & Adv. Dir.: Andy Lowinger.  
**Models:** 8 portable, \$9.95-\$99.  
**Brand names:** North American, NACO.

Nuvov Electronics, 150 Fifth Ave., New York, N.Y. 10011. Tel: (212) 243-2100. Pres.: Edmond Sassoon; Sales Mgr.: Abe Liniado.  
**Models:** 5 portable, \$24.95-\$59.95.

Olympic Radio & Television Sales (div. of Lear Siegler), 34-01 38 Ave., Long Island City, N.Y. 11101. Tel: (212) EX 2-5200. Pres.: Harry Kane; Sales Mgr.: Harold Gold; Adv. Mgr.: Jerry Wissett.  
**Branches:** Los Angeles, Calif., 4341 District Blvd. Tel: (213) LU 9-5246—San Francisco, Calif., 2041 Evans Ave. Tel: (415) 824-9511—Hartford, Conn., 175 Locust St. Tel: (203) 249-7721—Chicago, Ill., 1447 Diversey Pkwy. Tel: (312) WE 5-6421—Baltimore, Md., 6700 White Stone Rd. Tel: (301) 944-4900—Roxbury, Mass., 7 Westminster Ave. Tel: (617) GA 7-7047—Detroit, Mich., 7460 Intervale Ave. Tel: (313) TE 4-6720—St. Louis, Mo., 7155 Manchester Ave. Tel: (314) MI 7-1155—Buffalo, N.Y., 94 Pearl St. Tel: (716) TL 6-2651—Glendale, N.Y., 89-89 Union Tpk. Tel: (212) HI 1-6400—Cleveland, Ohio, 2625 St. Clair Ave. Tel: (216) MA 1-4136—Philadelphia, Pa., 910 Arch St. Tel: (215) 925-6932—Pittsburgh, Pa., 2930 Liberty Ave. Tel: (412) GR 1-4081—Dallas, Tex., 9001 Diplomacy Row. Tel: (214) ME 7-0790—Houston, Tex., 2210 Edwards St. Tel: (713) UN 9-4677.  
**Models:** 7 portable, 3 table, 21 console.  
**Brand name:** Olympic.

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; Adv. Dir.: W. T. Reedy.  
**Models:** 1 portable, \$260-\$325; 27 console, \$260-\$1,000.

Panasonic (see Matsushita Electric).

Peerless Telerad, 162 Fifth Ave., New York, N.Y. 10010. Tel: (212) 255-2808. Pres.: Harvey Dyer.  
**Branch:** Chicago, Ill., 62 E. 13 St.  
**Models:** 3 portable, \$39.95-\$49.95.  
**Brand name:** Peerless.

Penncrest (see Wells-Gardner Electronics).

Peter Pan (see Teletone).

Philco-Ford (subsidiary of Ford Motor Co.), "C" & Tioga Sts., Philadelphia, Pa. 19134. Tel: (215) 443-6000. Pres.: Robert O. Fickes; VP Int'l Div.: W. S. Bopp.  
**Int'l branches:** Argentina, Brazil, Canada, Italy, Mexico.  
**Models:** 16 portable & table, \$19.95-\$229.95; 35 console, \$159.95-\$950.  
**Brand name:** Philco.

Phillips Audio Sales, 29-28 41 St., Long Island City, N.Y. Tel: (212) RA 9-1235. Pres.: Mr. Phillips; Sales Mgr.: M. M. Reissman.  
**Models:** 9 console, \$229-\$495.  
**Brand name:** Kuba.

Phonola (see Waters-Conley).

Pilot Radio, 14 & Coles Sts., Jersey City, N.J. (see Emerson).

RCA Sales, 600 N. Sherman Dr., Indianapolis, Ind. 46201. Tel: (317) 635-9000. Pres.: Bryce S. Durant; Exec. VP Sales Opns.: Jack K. Sauter; VP Prod. Planning: R. W. Hanselman; Public Affairs Mgr.: Frank McCann; VP Adv. & Sales Promo.: Jack M. Williams; VP Sales: Joseph P. Bannon; VP Distributor Opns. Servs.: J. L. Albers.  
**Models:** 16 portable, \$19.95-\$229.95; 31 console, \$129.95-\$795.

Radiomaster, 1314 Blondell Ave., Bronx, N.Y. 10451. Tel: (212) 824-6300. Pres.: Aaron Ignal; Gen. Mgr. & Adv. Dir.: Henry Fogel.  
**Models:** 12 portable, \$14.95-\$79.95; 12 console, \$99.95-\$299.95.

Rheem Califone-Roberts (div. of Rheem Mfg.), 5922 Bowcroft St., Los Angeles, Calif. 90016. Tel: (213) 870-9631. VP & Gen. Mgr.: O. X. Pitney; VP Mktg.: C. E. Phillips; Adv. Mgr.: Geri Langsner.

Roberts (see Rheem Califone-Roberts).

Ross Electronic, 589 E. Illinois St., Chicago, Ill. 60611. Tel: (312) 527-0505. Telex: 254518. Pres.: Samuel Ross; Nat'l Sales Mgr.: Bernard Leavitt; Adv. Dir.: Samuel H. Levin.  
**Models:** 6 portable, \$29.95-\$69.95.

Rotel (see Martel Electronic Sales).

Royal York (see Major Electronics).

H. H. Scott, 111 Powder Mill Rd., Maynard, Mass. 01754. Tel: (617) 897-8801. Pres.: H. H. Scott; Gen. Mgr.: Victor Pomper; Sales Mgr.: & Adv. Dir.: William Glaser.

Seeburg Electronic, 178 Commerce Rd., Carlstadt, N.J. 07072. Tel: (201) 933-4200. Pres.: L. J. Nicastro; VP: H. C. Lembke; Sales Mgr.: W. S. Adair; Adv. Dir.: B. Cohen.  
**Models:** 6 console, \$895-\$1,295.

Selectron Int'l, 4215 W. 45 St., Chicago, Ill. 60632. Tel: (312) 254-7900. Pres.: Nicholas Milovac;

Sales Mgr.: John Mikulski; Adv. Dir.: Thomas Rafinski.

**Branches:** Los Angeles, Calif.; Miami, Fla.; New York, N.Y.; Dallas, Tex.  
**Models:** 27 portable, \$14.95-\$349.95; 3 table, \$109.95-\$189.95.  
**Brand name:** AlWA.

Sharp Electronics, 178 Commerce Rd., Carlstadt, N.J. 07072. Tel: (201) 933-4200. Pres.: A. Saeki; Sales Mgr.: Gene Gold.  
**Home office:** Japan; Hayakawa Electric.  
**Models:** 3 portable, \$29.95-\$39.95.

Silvertone (see Warwick Electronics).

Sonora Corp. of America, 130 Cedar St., New York, N.Y. 10006. Tel: (212) CO 7-9070. Pres.: Harry Antin; Gen. Mgr. & Sales: Edwin Antin.  
**Models:** 8 portable, \$19.95-\$89.95; 2 console, \$99.95-\$129.95.

Stereo Prinz (see Lion Electronics).

Stereodeon (see Guild Radio & Television).

Sterling Hi-Fidelity, 22-20 40 Ave., Long Island City, N.Y. 11101. Tel: (212) 361-8989. Pres.: Louis Silver; Sales Mgr.: Robert Silver.  
**Models:** 1 table, \$179.95.  
**Brand name:** NordMende.

Swinger Stereo (see Cheeseboro Prods.).

Swingster (see Channel Master).

Sylvania Electric Prods., 730 Third Ave., New York, N.Y. 10017. Tel: (212) 551-1409. Pres.: Gene K. Beare. Project Mgr.: Patrick R. Wilson.  
**Branch:** Batavia, N. Y., Sylvania Home Entertainment Electronics, 700 Ellicott Ave.  
**Models:** 11 portable, \$99.95-\$299.95; 40 console, \$169.95-\$995.

Symphonic Radio & Electronic, 470 Park Ave. S., New York, N. Y. 10016. Tel: (212) 889-6800. Pres.: Max J. Zimmer; Exec. VP: J. J. Zimmer; Sales Mgr.: Stan Seltzer; Adv. Dir.: Ken Freeland.  
**Models:** 14 portable, \$16.95-\$179.95; 14 console, \$99.95-\$519.95.  
**Brand name:** Symphonic.

TeleTone, 444 S. Ninth Ave., Mount Vernon, N.Y. 10550. Tel: (914) OW 9-2100. Pres. & Gen. Mgr.: Isidore Rothman; Sales Mgr. & Adv. Dir.: Milton C. Perlmutter.  
**Models:** 13 portable, \$12.95 & up; 2 table, \$99.95; 1 console, \$79.95.  
**Brand names:** TeleTone, Peter Pan.

Telex (see Waters-Conley).

Telefunken Sales, South St., Roosevelt Field, Garden City, L.I., N.Y. 11530. Tel: (516) 741-1390. Pres.: Eric Zwart; Mdsgr. Mgr. & Promo. Mgr.: Don Diamond; Nat'l Sales Mgr. & Adv. Dir.: Charles W. Gavin.  
**Models:** 1 portable, \$149.95; 1 table, \$199.95; 7 console, \$249.95.

Topp Import/Export, 4201 N.W. 77 Ave., Miami, Fla. 33166. Tel: (305) 887-6201. Pres.: Louis Topp; Sales Mgr.: J. Grubb; Adv. Dir.: Charles Kates.  
**Models:** 6 portable, \$19.95-\$49.95.  
**Brand name:** Juliette.

Truetone (see Wells-Gardner Electronics).

Uher (see Martel Electronic Sales).

V-M, 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; Adv. Mgr.: K. E. Markel.  
**Models:** 8 portable, \$29.95-\$199.95; 2 table, \$129.95; 13 console, \$149.95-\$875.  
**Brand name:** Voice of Music.

Victrola (see RCA Sales).

Viscount (see Consolidated Mdsgr.).

Voice of Music (see V-M).

Vox (see Warwick Electronics).

Warwick Electronics, 7300 N. Lehigh, Chicago, Ill. 60648. Tel: (312) 774-6400. Pres.: Glenn Evans; VP: John Kahelin; VP Mktg.: Robert Gunts.  
**Brand names:** Silvertone, Vox.

Waters-Conley, 645 N. Michigan Ave., Chicago, Ill. 60611. Tel: (312) 944-5125. Pres.: Herbert M. Greenspan; Sales Mgr. & Adv. Dir.: Edward Boba.  
**Models:** 10 portable, \$19.95-\$99.95; 4 table, \$139.95-\$289.95; 11 console, \$104.94-\$299.95.  
**Brand names:** Telex, Phonola.

Webcor (see Consolidated Mdsgr.).

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 Mgr.: Allan Gardner.  
**Brand names:** AMC, Bradford, Coronado, Truetone, Penncrest.

Zenith Sales, 1900 N. Austin Ave., Chicago, Ill. 60639. Tel: (312) 745-5000. Cable: ZENITHRAD. Pres.: Walter Fisher; VP Sales Mgr.: J. Dougherty; VP Adv.: Gordon G. Hurl.  
**Models:** 13 portable, \$19.95-\$279.95; 22 console, \$199.95-\$800.  
**Brand name:** Zenith.

THE  
INTERNATIONAL  
INFLUENCE  
OF  
**BILLBOARD**  
**GROWS**  
**AND**  
**GROWS**





## INTERNATIONAL MARKET REPORT

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

## ALGERIA

Population: 12,102,000.  
 Official rate of exchange: \$1 (US) = 4.9 dinars.  
 No. of radios: 1,500,000.  
 No. of TV sets: 150,000.  
 Holidays: Jan. 1, July 1 (Independence Day)  
 Nov. 1 (National Day), and religious holidays.

## ● record &amp; phonograph importers

Francois Algarrá, 18 rue Lamoricier, Oran.  
 L'Auditorium, Ets. Berrachou, Galerles Perez, 12 Blvd. Emir Abdelkader, Oran.  
 Lahouari Benafia, 17 Blvd. N. Boutlelis, Oran.  
 Ets. Belkacem Boualel, 23 rue El-Moungar, Oran.  
 Boucherfi, 19 Av. d'Oujda, Oran.  
 Confort Nouveau, 54 rue Larbi Ben m'Hidi, Oran.  
 Ahmed Tiab Dahou, 24 Blvd. Zabana, Oran.  
 Roland Figue, 19 rue Mohamed Khemisti, Oran.  
 Brahim Fouatin (ex. El-Feth), rue de Nostaganem, Oran.  
 Benkabou Frein, 41 Blvd. Emir Abdelkader, Oran.  
 Fadlallah Halti, 4 rue Beranger, Oran.  
 Ben Mohamed Khelifa, 2 Av. d'Oujda, Oran.  
 Abdellatif Lablack, 2 Pl. de la Concorde, Oran.  
 Boutehal Larcen Tolba, 2 rue St. Gregoire, Oran.  
 Miloud Menaouidi, 6 rue Duterte, Oran.  
 Yahia Meniaoui, 13 rue Nobel, Oran.  
 Benouis Mohamed (Ahlam el Youm), 60 rue Heredia, Oran.  
 Abdelkader Neddár, 98 rue Larbi Ben m'Hidi, Oran.  
 Sid Ahmed Sari, 42 Blvd. Emir Abdelkader, Oran.  
 Societe Algerienne de Radio Electricite, 8 Blvd. Emir Abdelkader, Oran.  
 Societe Fali Kada, 38 Blvd. Emir Abdelkader, Oran.  
 Societe Sonorisation Tele Radio-Menagere, 7 rue Mohamed Khemisti, Oran.  
 Sidi Mohamed Soulimane, 18 rue Larbi Ben m'Hidi, Oran.  
 Gaston Henri Zabalet, 40 rue Larbi Ben m'Hidi, Oran.

## ARGENTINA

Population: 22,500,000.  
 Per capita income: \$80 (US).  
 Official rate of exchange: \$1 (US) = 350 Pesos.  
 No. of homes with record players: 3,000,000.  
 Records sold domestically: LPs: 1967—4,000,000 units @ \$12,000,000; LPs 1966—3,500,000 units @ \$7,600,000; up 12% (units). EPs 1967—1,200,000 units @ \$1,860,000; EPs 1966—1,672,000 units @ \$1,600,000; down 23% (units). Singles 1967—5,000,000 units @ \$5,250,000; Singles 1966—5,300,000 @ \$3,400,000; down 7% (units).  
 Records imported from USA (factory value): 1967—\$107,800; 1966—\$93,880; up 15%.  
 Records exported to USA (factory value): 1967—4,500 units @ \$6,500; 1966—3,987 units @ \$6,114; up 12%.  
 Average retail price per record: LP—\$3.00; EP—\$1.55; Singles—\$1.05.  
 Stereo sales: 5% of total sales.  
 Discounting: Frequent.  
 Type of promotions: Broadcasting, disk jockey programs, magazine and newspaper advertising.

Juke boxes: 1,000.  
 Radio stations: 90 commercial; 1 government; 6 FM.  
 Type of programming: 85% music—55% recorded, 45% live; 85% pop, 15% classical.  
 Radios: 6,200,000.  
 TV stations: 30—1 government, 29 commercial.  
 Type of programming: Musicals, shows, sports, series.  
 TV sets: 1,600,000.  
 Holidays: January 1, Good Friday, May 1 (Labor Day), Carnival Monday & Tuesday (40 days before Easter), May 25 (Anniversary of the 1810 Revolution), June 20 (Flag Day), July 9 (Independence Day), October 12 (Discovery of America), December 25, and important Christian holidays.  
 Ruben Machado

## ● record manufacturers

Ariel (see Famous).  
 B G M, Lavalle 1546, Buenos Aires. Tel: 46-8576. Pres.: Fernando Luis Labrana; Dir.: Rodolfo Enrique Ghiso; Pop A&R Mgr.: Adalberto Levi Hembra; Classical A&R Mgr.: Adalberto Levi Hembra; Sales Mgr.: Oscar Kirovsky.  
 Labels: BGM, Galatea, Guaira, Magenta, Regina.  
 Int'l firms represented: Chant du Monde (France), Deutsche Vogue (Germany) Fonior (Belgium), Hed-Arzi (Israel), Manu (Norway), Metronome (USA), Quality (Canada), Sobedi (Belgium), Sonet (Sweden), Supertone (Germany), Tempo (Germany), Tono (Denmark), Transatlantic (United Kingdom).  
 Belter, Sarmiento 1238, Buenos Aires. Pres.: Jose Navas Aguilar.  
 C B S Columbia, Paraguay 1583, Buenos Aires. Tel: 42-1201. Cable: COLRECORD. VP: John Truden; Gen. Mgr.: Harold Morris; Mgr.: Hecio Cuomo; Pop A&R Mgr.: John Lear; Classical A&R Mgr.: Alberto Caldeiro; Sales Mgr.: Luis Aguado; Pub. & Adv. Mgr.: Orlando Rosemberg; Promo. Mgr.: Hugo Piombi.  
 Labels: CBS, Orfeo.  
 Int'l firms represented: Artone (Belgium), Capco (USA), Discofon (Spain), Epic (USA), Family-Request (USA), Musicor (USA), Ode (USA), Old Town (USA), Plaza (Brazil), Ricordi (Italy), Rojac (USA), Sonoradio (Peru), United Artists (USA).  
 Calesita (see Surco).  
 Coleccion Musical (see Industrias Electricas & Musicales Odeon).  
 Columbia (see CBS).  
 Dial, Pasteur 341, Buenos Aires. Tel: 47-0145. Mgrs.: C. L. Tealdo Alizieri & Cesar A. Divaga; Adv. & Promo. Mgr.: Pablo Rossi.  
 Label: Dial.  
 Int'l firms represented: Accent, Fantasy, GNP Crescendo, Mainstream, Time (all USA).  
 Disc Jockey, Pedro Goyena 70-72, Buenos Aires. Tel: 92-7700. Pres.: Manuel Rodriguez Luque; VP: Tata Rodriguez Luque; Sales Mgr.: Ricardo Portela; Pub. Mgr.: Roberto Quirno; Promo.: Jose Rodriguez.  
 Label: Disc Jockey.  
 Int'l firms represented: Barclay (France), CEM (Spain), Carosello (Italy), Chantecler (Brazil), Continental (Brazil), El Virrey (Peru), Italdisc (Italy), Riviera (France), Sesson (Spain), Sonoradio (Peru), Tempo (Spain).  
 E M I Suppliers, Corrientes 485, Buenos Aires. Tel: 49-6651. Mgr.: Juan Carlos Menna; A&R Mgr.: Ramon Villanueva; Sales Mgr.: Oscar Fabri.  
 Int'l firms represented: A&M (USA), EMI (United Kingdom), Liberty (USA), Deram (United Kingdom), Imperial (USA), Decca (United King-

dom), Parlophone (United Kingdom), Immediate (United Kingdom), Impact (France).  
 Famous, Peru 151, Buenos Aires. Tel: 26-3298. Gen. Mgr.: L. W. Morris; Mgr.: Mike Davis; Promo. Mgr.: Dora Greene.  
 Labels: Ariel, Famous.  
 Int'l firms represented: EMI (United Kingdom), Fonograma (Venezuela), Musidisc (Brazil), Nilser (Brazil), Tropical (Colombia), Pathe Marconi (France), Imperial (Brazil).  
 FERMATA, San Martin 640, Buenos Aires. Tel: 31-9330. Pres.: Enrique Lebendiger & Mauricio Brenner; Mgr.: Gerardo Grassi.  
 Label: Fermata.  
 Int'l firms represented: AZ (France), Ariston (Italy), CMS (Italy), Cameo (USA), Cian (Italy), Class (Uruguay), Ferbra (Brazil), Fonit-Cetra (Italy), GTA (Italy), Inter (Italy), Jaguar (Italy), Momo (Brazil), Parkway (USA), Prosadis (France), RGE (Brazil), Red Bird (USA), Shot (USA), Style (Italy). (SEE ADVERTISEMENT)  
 Galatea (see BGM).  
 Guaira (see BGM).  
 Industrias Electricas y Musicales Odeon (EMI), Corrientes 485, Buenos Aires. Tel: 49-6651. Cable: TURNTABLE. Gen. Mgr.: Edward Kinley; Mgr.: George W. Ferguson; Comm'l Dir.: Enrique Rosso; Pop A&R Mgr.: Jose Angel Rota; Classical A&R Mgr.: Denis Dunn; Int'l A&R Mgr.: Miguel Scaglia; Sales Mgr.: Roberto A. Abbatte; Pub. Mgr.: Domingo A. Ramos.  
 Branches: Buenos Aires—Cordoba 669. Tel: 31-6017. Contact: Jose Cortez—Lavalle 465. Tel: 32-6269. Contact: Aida Verdi—Mendoza 2150. Tel: 76-2347. Contact: Enrique Linch.  
 Labels: Coleccion Musical, Odeon, Odeon Pops, Pop.  
 Int'l firms represented: Capitol (USA), Carisch (Italy), Columbia (Italy), Cubartimpex (Cuba), Ember (USA), London (United Kingdom), Toshiba (Japan), Voce del Padrone (Italy).  
 Magenta (see BGM).  
 Marpar (see Ver-Clark Fonografica).  
 Martin Fierro (see Ver-Clark Fonografica).  
 Microfon, Lavalle 1759, Buenos Aires. Tel: 49-6128. Pres. & Gen. Mgr.: Mario R. Kaminsky; VP, Int'l A&R Mgr.: Norberto Kaminsky; Pop A&R Mgr.: Horacio Malvicino; Promo.: Edmundo Calcagno; Coord.: Osvaldo Guerra.  
 Label: Microphon.  
 Int'l firms represented: Audio Fidelity (USA), Bang (USA), Brunswick (USA), Cadet (USA), Checker (USA), Chess (USA), Coral (USA), Kama Sutra (USA), Karate (USA), Secco (USA), Som Major (Brazil), Buddah (USA).  
 Music Hall (see Sicaneriana).  
 Neptuno (see Ver-Clark Fonografica).  
 Odeon (see Industrias Electricas y Musicales Odeon).  
 Odeon Pops (see Industrias Electricas y Musicales Odeon).  
 Opus (see Surco).  
 Orfeo (see CBS).  
 Philips (see Phonogram).  
 Phonogram, Cordoba 1351, Buenos Aires. Tel: 41-0048. Gen. Mgr.: Hugo A. J. Persichini; Pop A&R Mgr.: Santos Lipesker; Sales Mgr.: Leo Bentivoglio; Pub. & Adv. Mgrs.: Italo Bartolomeo, Alfredo Zucotti; Promo. Mgr.: Alfredo Leutgebeweger.  
 Labels: Philips, Polydor.  
 Int'l firms represented: Archiv (Germany), DGG (Germany), Disneyland (USA), MGM (USA), Mercury (USA), Polydor (Germany, United Kingdom), Verve (USA).  
 Polydor (see Phonogram).  
 Pops (see Industrias Electricas y Musicales Odeon).

continued on page 228



# THE SOUND OF ATLANTIC RECORDS AROUND THE WORLD!

*Atlantic Records are released on the  
Atlantic Label in the following countries...*

**ARGENTINA:**  
SURCO INDUSTRIAS MUSICALES

**AUSTRALIA:**  
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**BELGIUM:**  
COMPAGNIE PHONOGRAPHIQUE  
FRANCO-BELGE BARCLAY

**BRAZIL:**  
COMPANHIA BRASILEIRA  
DE DISCOS

**CANADA:**  
QUALITY RECORDS, LTD.

**CHILE:**  
PHILIPS CHILENA S.A.

**COLOMBIA:**  
PHILIPS COLOMBIANA S.A.

**COSTA RICA:**  
INDUSTRIA DE DISCOS  
CENTROAMERICANA

**DENMARK:**  
METRONOME RECORDS A/S

**ENGLAND:**  
POLYDOR RECORDS LTD.

**FRANCE:**  
DISQUES BARCLAY

**GERMANY:**  
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RIFI RECORD CO.

**JAMAICA:**  
LEE ENTERPRISES (HOLDINGS) LTD.

**JAPAN:**  
NIPPON GRAMMOPHON CO. LTD.

**MEXICO:**  
DISCOS UNIVERSALES S.A.

**PERU:**  
EL VIRREY INDUSTRIAS  
MUSICALES S.A.

**PHILIPPINES:**  
MARECO, INC.

**PORTUGAL:**  
RADIO TRIUNFO

**SINGAPORE:**  
COSDEL (SINGAPORE) LTD.

**SOUTH AFRICA:**  
TEAL RECORD CO. LTD.

**SPAIN:**  
HISPAVOX S.A.

**SWEDEN:**  
METRONOME RECORDS AB

**SWITZERLAND:**  
BARCLAY RECORDS S.A.

**TURKEY:**  
MELODI RECORDS

**VENEZUELA:**  
SIEMENS VENEZOLANA S.A.



*ATLANTIC RECORDS, 1841 Broadway,  
New York, N.Y. 10023, (212) PL 7-6306*



continued

Prodisa, Thames 2472, Buenos Aires. Tel: 72-1862.  
Gen. Mgr.: Jorge Cesar Esperon; Musical Dir.:  
Julio C. Frade; Sales Mgr.: Facundo J. Martinez;  
Sales: Luis Pissolito; Import/Export Mgr.: Ian  
Wilson.

Labels: Prodisa, Tonodisc.

**Int'l firms represented:** Command, 20th-Fox,  
Westminster, Project 3, ABC, LHI, Monument  
(all USA).

Quinto, Rodriguez Pena 40, Buenos Aires. Tel:  
46-5827. Gen. Mgr.: Ricardo Romero; Sales  
Mgr.: Angel Musumessi; Pub. Mgr.: Alberto  
Del Rosal; Mktg. Mgr.: Pascual Selva; PR:  
Eduardo Pereira.

Label: Quinto.

**Int'l firms represented:** Velvet (Venezuela), FTA  
(Peru), Bambuco (Colombia), Sondor (Uruguay),  
Tiffany (Italy), Rex (Italy), Fox (Italy).

RCA Camden (see RCA Victor).

R C A Victor, Paroissien 3960, Buenos Aires. Tel:  
70-4171. Pres.: Robert F. Cook; Gen. Mgr.:  
Adolfo Pino; Classical Mgr.: Aquiles Iacometti;  
Sales Mgr.: Manuel Sylva; Pub., Adv. & Promo.  
Mgr.: Carlos Garbarino; Int'l A&R Mgr.:  
Ulises Granito; Mgr. (Jubilee, BT Puppy, Groove,  
Tamlam): Francisco Azzarito.

Labels: RCA Victor, RCA Camden, Victrola, Vik.  
**Int'l firms represented:** Colgems (USA), Dun-  
hill (USA), Groove (USA), Montilla (USA), Mo-  
town (USA), STA (Peru), Sonolux (Colombia),  
Tamlam (USA), Jubilee (USA), BT Puppy (USA).

Regina (see BGM).

Sicamericana (SACIFI), Jose E. Uriburu 40, Buenos  
Aires. Tel: 46-9807. Pres.: Nestor Selasco; VP:  
Luis Calvo; Pop A&R Mgr.: Jose Carli;  
Sales Mgr.: Ricardo Taverna; Pub. & Adv. Mgr.:  
Jorge Montes; Promo. Mgr.: Roque Yacomu;  
Mgr.: Elsa Ferreyra; Prod'n Mgr.: Juan Kregar.  
Label: Music Hall.

**Int'l firms represented:** Copacabana (Brazil),  
Demon (Chile), Dot (USA), Durium (Italy), Fes-  
tival (France), Hispavox (Spain), Kapp (USA),  
Musart (Mexico), Peerless (Mexico), Pye (United  
Kingdom), Reprise (USA), Roulette (USA), Van-  
guard (USA), Warner Bros.-Seven Arts (USA).

Surco, Tucuman 439, Buenos Aires. Tel: 32-0123.  
Gen. Mgr.: Enrique Iriberrri; Mgr. & Sales  
Mgr.: Atilio Suva; Pop A&R Mgr.: Enrique  
Iriberrri.

Labels: Calesita, Opus, Surco.  
**Int'l firms represented:** Atlantic (USA),  
Deutsche Vogue (Germany) President (France),  
Telefunken (Germany), Vogue (France), Volt  
(USA).

Tonodisc (see Prodisa).

Trova, Corrientes 2434, Buenos Aires. Tel: 49-9996.  
Gen. Mgr.: Jorge Calandra; Mgr.: Alfredo Sil-  
verstein; Pop A&R Mgr.: Alfredo Radoszynsky.  
Label: Trova.

**Int'l firms represented:** Concertdisc (USA),  
Contemporary (USA), Counterpoint (USA), El-  
enco (Brazil), Esoteric (USA), Folkways/Schol-  
astic (USA), Good Time Jazz (USA), World  
Pacific (USA).

Ver-Clark Fonografica, Chile 1529, Buenos Aires.  
Tel: 38-0821. Gen. Mgr.: Juan Carlos Calvo.  
Pop A&R, Pub., Adv., Promo. Mgr.: Miguel  
J. F. Benitez; Sales Mgr.: Mario Rotman.  
Labels: Neptuno, Marpar, Martin Fiore.  
**Int'l firms represented:** Marfer (Spain), Chan-  
tecler (Brazil), Chaco Boreal (Paraguay).

Victrola (see RCA Victor).

Vik (see RCA Victor).

## ● music publishers

Ed. Accorde, see EDAMI.

Barry, Talcahuano 860, Bajo B, Buenos Aires.

Canciones del Mundo, see Julio Korn.

Connelly (Argentina), see Julio Korn.

E D A M I (Editorial Argentina de Musica Inter-  
nacional), (SADAIC), Lavalle 1494, Buenos  
Aires. Tel: 40-1633. Gen. Prof. Mgr.: Juan  
Carlos Protocchini.

Affiliate: Ed. Accorde.

**Int'l firms represented:** EMI (Mexico), Musica  
del Mundo (Spain), Peer Int'l (USA), SEMI  
(France), Southern (Italy, United Kingdom,  
USA).

Ed. Europa, see Julio Korn.

FERMATA (SADAIC), San Martin 640, Buenos Aires.  
Tel: 31-9330. Pres.: Enrique Lebendiger &  
Mauricio Brenner; Gen. Mgr.: Gerardo Grassi.

**Int'l firms represented:** Fermata (Brazil, Chile,  
Mexico, Paraguay, Uruguay). (SEE ADVERTISE-  
MENT)

Jobete (USA), see Relay.

Julio Korn (SADAIC), Moreno 2038, Buenos Aires.  
Tel: 47-3622. Pres. & Gen. Mgr.: Ricardo I.  
Korn; Gen. Prof. Mgr.: Felix Lipseker.

Affiliates: Canciones del Mundo, Connelly (Ar-  
gentina), Ed. Europa, Latin, Vitale Argentina.  
**Int'l firms represented:** Acuff-Rose (USA), Arc  
(USA), Branbilla (Mexico), Walt Disney (USA),  
Morro (USA), United Artists (USA).

Lagos (SADAIC), Talcahuano 638, Buenos Aires.  
Tel: 40-3746. Pres.: R. Lagos.

Latin, see Julio Korn.

E. B. Marks (USA), see Relay.

Melograf (SADAIC), Charcas 1422, Buenos Aires.  
Tel: 44-2854. Contact: Stanko Jerevic.

Musicales Internacionales, see Relay.

Neumann (SADAIC), Maipu 235, Buenos Aires. Tel:  
46-5343. Gen. Mgr.: Carlos Di Liscia.

P P X (USA), see Relay.

Pirovano (SADAIC), Paco 1267, Buenos Aires. Tel:  
23-0275. Pres.: Laura C. de Pirovano.

R C A (Brazil), see Relay.

R C A Espanola, see Relay.

R C A Italiana, see Relay.

R C A Mexicana, see Relay.

Relay (SADAIC), Paroissien 3960, Buenos Aires. Tel:  
70-4171. Mgr.: Beatriz Luppó.

Affiliates: Jobete (USA), E. B. Marks (USA),  
Musicales Internacionales, PPX (USA), RCA  
(Brazil), RCA Italiana, RCA Mexicana, RCA  
Espanola, Trousdale, Universal (Peru).

**Int'l firms represented:** Lee Hazlewood (USA),  
Roosevelt (USA), RCA Italiana (Italy), Eusa  
(Peru), PMI (France), Johnny Rivers (USA).

Ricordi Americana (SADAIC), Cangallo 1558, Buenos  
Aires. Tel: 40-9841. Gen. Mgr.: Renzo Val-  
carenchi.

Sprint (SADAIC), Lavalle 560, Buenos Aires. Tel:  
32-8936. Gen. Mgr.: Jose Russo.

Trousdale, see Relay.

Universal (Peru), see Relay.

Vitale Argentina, see Julio Korn.

## ● supplies & services

### ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Asociacion de Directores de Orquesta.

Asociacion de Profesorado Orquestal (APO).

Asociacion Wagneriana de Buenos Aires, Santa Fe  
1243, 1<sup>a</sup>, Buenos Aires.

Collegium Musicum de Buenos Aires, Libertad 1630,  
Buenos Aires.

Mozarteum Argentino, Rodriguez Pena 1882, 2<sup>o</sup>,  
Dept. 2, Buenos Aires.

Sindicato de Musicos.

Sociedad Argentina de Autores Compositores de  
Musica (SADAIC), Lavalle 1547, Buenos Aires.

## PRESSING PLANTS

C B S Colombia, Victor Martinez 1824, Ciudadela,  
Buenos Aires.

Galvadis, 11 de Setiembre 481, Ciudadela, Buenos  
Aires.

Phonogress, Perito Moreno 235, Temperley, Buenos  
Aires.

Plastigal, Francisco Bilbao 2248, Buenos Aires.

## RECORDING STUDIOS

C B S Columbia, Paraguay 1583, Buenos Aires.

Constelacion, Belgrano 1666, Buenos Aires.

Ion, Hipolito Yrigoyen 2512, Buenos Aires.

Musical Hall, Jose E. Uriburu 40, Buenos Aires.

Odeon, Cordoba 669, Buenos Aires.

Phillips, Cordoba 1351, Buenos Aires.

Phonal, Santa Fe 3117, Buenos Aires.

R C A Victor, Paroissien 3960, Buenos Aires.

San Martin, Tucuman 451, Buenos Aires.

T N T, Santa Fe 1050, Buenos Aires.

## ● phonograph manufacturer

Philco Argentina, Casilla de Correo 39797, Correo  
Central, Buenos Aires. Tel: 60-2061. Pres. &  
Gen. Mgr.: W. S. Rolston.

Home office: USA.

## AUSTRIA

Population: 7,225,000.

Per capita income: \$1,020.

Official rate of exchange: \$1 (US)=25.6 Austrian  
Schillings.

No. of homes with record players: 480,000.

Records sold domestically: LP's 1967-972,700 units  
@ \$5,836,200; 1966-868,657 units @ \$4,521,-

056. EP's 1967-396,000 units @ \$792,000;

1966-405,928 units @ \$893,041. Singles 1967

-2,000,000 units @ \$2,500,000; 1966-1,880,-

616 units @ \$2,482,413.

Records imported from USA (factory value): 1967-

\$120,400; 1966-\$81,800.

Records imported from countries other than USA  
(factory value): 1967-\$2,301,560; 1966-\$2,260,-

600.

Records exported to USA (factory value): 1967-

\$3,280; 1966-\$4,068.

Records exported to countries other than USA  
(factory value): 1967-\$775,760; 1966-\$702,120.

Average retail price per record: (mono & stereo,  
same price) 12-inch LP-\$6; 10-inch LP-\$4; 7-

inch EP-\$2.20; Singles, \$1.25.

Stereo sales: 80% of total sales.

Record club sales: 17% of total sales.

Tape: (Reel-to-reel & cartridge). All tapes sold in  
Austria are imported. Although 14,000 cartridge

playback units were sold in 1967, this has had  
little apparent effect on the sale of phono-

graphs. In the cartridge field, Philips Musi-

cassette systems prevail.

Discounting: Never.

## BILLBOARD INTERNATIONAL CORRESPONDENTS

### AUSTRALIA

Jock Veitch  
c/o Sun-Herald  
Box 506 GPO  
Sydney, N.S.W.

### AUSTRIA

Manfred Schreiber  
Universitätsstr 10  
1090 Wien IX  
Tel: 42.40.083

### BELGIUM

Jan Waldorp  
Humo Magazine  
97 rue de Livourne  
Brussels 5

### CANADA

Kit Morgan  
22 Tichester Rd.  
Apt. 107  
Toronto 10  
Tel: (416) Le 3-2274

### CHILE

Ricardo Garcia  
Casilla 1032  
Santiago

### CZECHOSLOVAKIA

Lubomir Doruzka  
Vinohradská 3  
Praha-Vinohrady  
Tel: 22-10-54

### EIRE

Ken Stewart  
Dublin Evening Mail  
31-32 Westmoreland St.  
Dublin

### FINLAND

Kari Helopaltio  
Perftula, Suomi

### FRANCE

Michael Way  
61 rue Daguerre  
Paris 14

### GERMANY

Wolfgang Spahr  
2359 Harten Holm  
Kreis Segeberg  
Tel: 04195/226  
Alfred Friedel  
Automatenmarkt  
Ekbertstrasse 14  
Braunschweig  
Ursula Schuegraf  
Prinzregentenstrasse 54  
Munich 22

### HOLLAND

Bas Hageman  
Postbus 406  
Boschplein 2, Hilversom  
Bussum  
Tel: 02950/10601

### HUNGARY

Paul Gyongy  
Derekvta 6  
Budapest

### ISRAEL

Avner Rosenblum  
8, Gezzer Street  
Tel Aviv

### ITALY

Germano Ruscitto  
Galleria del Corso 2  
Milano  
Tel: 70.15.15

### JAPAN

Elson E. Irwin  
Entertainment Editor  
Stars & Stripes  
APO San Francisco, Calif.

### MEXICO

Kevin Kelleghan  
c/o Telesistema Mexicano  
Varsovia 54  
Mexico, D. F.

### NEW ZEALAND

J. P. Monaghan  
c/o Box 79  
Wellington

### NORWAY

Espen Eriksen  
Verdens Gang  
Akersgaten 34  
Oslo  
Tel: Centralboard 332-380

### PHILIPPINES

Oskar Salazar  
Cubao, Quezon City

### POLAND

Roman Waschko  
Warszawa 45  
Magiera 9 M 37  
Warsaw 22  
Tel: 34-36-04

### PUERTO RICO

Antonio Contreras  
Box 6886 Loizata St.  
Sanurce  
Tel: 722-3441

### SPAIN

Rafael Revert Martinez  
Ponzano 26  
Madrid 3  
Tel: 222.1181

### SWEDEN

Kjell E. Genberg  
c/o Jaderius  
Gotgatan 91B  
Stockholm 50

### SWITZERLAND

Robert Treichler  
Staffelstrasse 8  
Ch 8003  
Zurich

### UNITED KINGDOM

Mike Hennessey  
7 Welbeck St.  
London W.1  
Tel: 486-5971

### VENEZUELA

Eleazar Lopez C.  
Avenida Paraiso  
Qta. Triana, San Bernardino  
Caracas  
Tel: 55-17-33

### YUGOSLAVIA

Borjan Kostic  
Balkanska 30  
Belgrade

**Type of distribution:** Manufacturer-to-wholesaler-to-retailer system begins to be replaced by the manufacturer-to-retailer system and record clubs are acquiring an increasing share of the market.

**Type of promotion:** Austrian broadcasting system is the main source of record promotion followed by newspapers and fan clubs.

**Juke boxes:** Approximately 7,300.

**Radio stations:** 2 AM, 1 FM.

**Type of programming:** 62% music—15% classical, 47% light.

**Radios:** 2,150,000.

**TV Stations:** 9 channels.

**Type of programming:** (Program 1) 4% music—1.7% classical, 2.3% light; (Program 2) 10.1% music—4.4% classical, 5.7% light.

**TV sets:** 711,000.

**Holidays:** January 1 (New Year), January 6 (Epiphany), Easter (Sunday & Monday), May 1 (Labor Day), Ascension, Pentecost, Corpus Christi Day, August 15 (Assumption of the Blessed Virgin), October 26 (Official Austrian Holiday), November 1 (All Saints Day), December 8 (Immaculate Conception), December 25 (Christmas), December 26 (St. Stephen).  
Manfred Schreiber

## • record manufacturers

Accardia (see Centrocord).

Amadeo, Untere Donaust. 17, A 1020 Vienna. Tel: 24-35-98. Cable: AMAEODISC. Gen. Mgr.: Stephan von Friedberg; Variety A&R & Pub.: Hannes Hula. Classical A&R: Rudolf Mráz. Labels (owned): Amadeo, Amphora, Amanda; (distributed) Quodlibet.

**Tape:** Cassette & open-reel.

**Int'l firms represented:** Ariston (Italy), Barclay (France), Christophorus (Germany), Fonit-Cetra (Italy), Palette (Belgium), Ricordi (Italy), Rifi (Italy), Vanguard (USA).

**Int'l reps.:** Belgium (Inelco), Denmark (Tono), Finland (Fazer, Finnlevy), France (CED), Germany (Philips, Phonogram Hamburg), Italy (Ricordi), Japan (Nippon Columbia), Netherlands (Inelco), Norway (Norsk Phonogram), Spain (Hisvovox), Sweden (Philips Sonora), Switzerland (Phonag), USA (Apon).

Amanda (see Amadeo).

Amphora (see Amadeo).

Ariola, Rotenturmstr. 5-9, 1010 Vienna. Tel: 63-55-97 Mng. Dir.: Egmont Lueftner; A&R: Georg Pendl; Sales Dir.: Elisabeth Rossbacher; Pub., Adv. & Promo.: Walter Scherling; Int'l: Gunther Zitta.

**This company represents:** Ariola, Ariston, Atco, Athena, Atlantic, Baccarola, Blue Note, Cameo, Clan, Dunwich, Eurodisc, Golden Guinea, Golden Zwoelf, Hansa, Hippo, Imperial, International, Italia, Liberty, Marble Arch, Melodia, Metronome, Pacific Jazz, Piccadilly, President, Pye, Stax, Sunset, Top Music, Volt, World Pacific.

**Tape:** Cassette.

C B S, Stubenring 6, 1010 Vienna. Tel: 52-31-31. Cable: COLRECORD. Mgr.: Hans van Grondelle. **This company represents:** Amy (USA), Artone (Netherlands), Bell (USA), CBS (Int'l), CGD (Italy), Epic (USA), Hallmark (United Kingdom), Mala (USA), Motown (USA), Movietone (USA), Tania (USA), 20th Century-Fox.

**Tape:** Cassette.

**Int'l reps.:** CBS affiliates world-wide.

Centrocord, Johannesgasse, 4/6, 1000 Vienna. Tel: 52-99-55. Mng. Dir.: Helmut Bischof.

**Label:** (distributed) Accardia.

**Tape:** Cassette.

**Int'l firms represented:** Bellaphon, Belter, Cornet, Durium, Elite Special, Popular, Saba, Tempo, Vedette, Vibration, Vogue (and labels licensed by Vogue).

Columbia Graphophon, Fuehrichgasse 2, 1000 Vienna. Tel.: 52-36-75/77-45. Cable: COLPHO. Mng. Dir.: Frank W. Beh; A&R Prod'r: Erich Chobot; Mng. Dir., Sales Mgr., Pub., Adv., Promo.: Dr. Erich Firon.

**Branches:** Salzburg, Sigmondsplatz 2. Tel: (06222) 83-215. Mgr.: Edmond Pichler.—Vienna, Karnthnerstr. 30. Tel: 52-36-75. Mgr.: Karl Pfeiffer.

**This company represents:** Acta, Angel, Capitol, Carish, Columbia, Concert-Classics, Command, Cotta, Disneyland, Dot, Electrola, Encore, English by Radio, Erato, Gloria, His Master's Voice, Hoer'zu, Immediate, Imperial, Jewel, Jugolon, La Voce del Padrone, La Voix de son Maître, MMO, Monitor, Murco, Musica Sacra, Odeon, Parlophone, Pathe, Paula, Pickwick, Regal, Ronn, Sidewalk, Stateside, Steed, Tower, Trianon, Uptown, Volksplatte.

**Int'l reps.:** all over the world (EMI).

Decca (see Musica).

Deram (see Musica).

Kabarett aus Wien/Souvenir (see Preiserrecords).  
Musica, PO Box 132, Neustiftgasse 3, 1070 Vienna. Tel: 93-65-97. Dir.: Rudolph Friedman; A&R & Sales: Erich Lehegzek; Pub.: E. Gebenholtz. Labels: Decca, Deram, Muzik fuer Alle, Telefunken.

**Int'l firms represented:** Coral (USA), Hoer'zu (Germany), London (United Kingdom), Monument (USA), RCA (USA), Reprise (USA), Warner Bros.-Seven Arts (USA).

**Int'l reps.:** Germany (Teldec), Switzerland Musikvertrieb).

continued on page 230

# FERMATA

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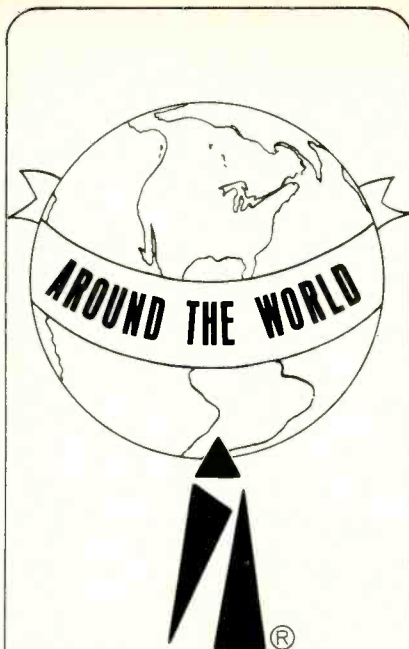
- \*ASI ES EL AMOR - HERNAN FIGUEROA REYES (Argentina)
- LA LA LA - CARAVELLI (France)
- CAMINA CON FE EN TU CORAZON - POPSINGERS (Argentina)
- \*CUANDO - ROBERTO CARLOS (Brazil)
- PORQUE YO TE AMO - SANDRO (Argentina)
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continued

Musik fuer Alle (see Musica).  
Polyphon, Mariahilferstr. 127, A-1060 Vienna. Tel: 56-35-06. Mng. Dir.: Gerhard Gebhardt; Variety A&R Mgr.: Franz J. Wallner; Classical A&R: Johann Linder; Sales Mgr.: I. Gerald Jacobs; Adv.: Miss Waltraud Buckmaier; Promo.: Alfred Mihats.

**This company represents:** ABC Amadeo, Archiv, Barclay, Command, DGG, Deutsche Grammophon, Fontana, Heliodor, MGM, Mercury, Philips, Polydor, Supraphon, United Artists, Verve.

**Labels:** Cassette & open reel.

**Int'l reps.:** world-wide (Philips, DGG).

Preiserecords, Fischerstiege 9/4, 1000 Vienna. Tel: 63-62-28, 63-18-53. Owners: Otto G. Preiser, Max Werther; Sales Mgr.: Max Werther; A&R & Int'l: Juergen Schmidt.

Quodlibet (see Amadeo).

**Labels:** Preiserecords, Kabarett aus Wien/Souvenir.

**This company represents:** Arc (United Kingdom), Harmonia Mundi (France, Germany), Lyricord (USA), Vox (USA).

**Int'l reps.:** Germany (Electrola), Japan (Nippon Columbia), Switzerland (Emiag).

Symphony Tone Prod'ns, Konzerthaus, Lothringerstr. 20, Vienna. Tel: 57-54-82. Cable: IMROSA. Pres.: Imre Rozsa.

**Int'l branch:** USA, Eurotone Int'l.

Telefunken (see Musica).

#### BUDGET LABELS

Amanda (see Amadeo).

Gloria (see Columbia Graphophon).

Hallmark (see CBS).

Kabarett aus Wien/Souvenir (see Preiserecords).

Movietone (see CBS).

Muzik fuer Alle (see Musica).

Pickwick (see Columbia Graphophon).

Regal (see Columbia Graphophon).

Trianon (see Columbia Graphophon).

Volksplatte (see Columbia Graphophon).

#### ● music publishers

A Musik (see Hermann Schneider).

Admira (see Hermann Schneider).

Arena (see Hermann Schneider).

Austro Gerig (see Josef Hochmuth).

B Musik (see Hermann Schneider).

Bosworth, Dr. Karl Lueger Platz 2, 1010 Vienna.

Tel: 52-81-40. Contact: Ernst Schwager.

**Int'l branches:** Germany, United Kingdom.

Ludwig Doblinger, Dorotheergasse 10, 1010 Vienna.

Tel: 52-35-04. Cable: MUSICDOB. Gen. Mgr.: Christian Wolf.

Josef Doerr, Wiedner-Hauptstr. 152, 1050 Vienna.

Tel: 57-89-715. Gen. Mgr.: Josef Doerr.

Eberle (see Josef Hochmuth).

Gloria (see Hermann Schneider).

Josef Hochmuth, Seilergasse 12, 1010 Vienna. Tel:

52-72-51/80-785, 73-37-45/67-392.

**Affiliates:** Weltmusik, Metroton, Eberle, Wiener

Boheme, Austro Gerig.

**This company represents:** Peer-Southern, South-

ern (both USA).

Jenisch, Alberichgasse 8, A 1150, Vienna. Tel:

92-32-62/56-50. Dir.: Erwin H. Jenisch.

Jonny, see Hermann Schneider.

Jungbrunnen, Rauhensteingasse 5, A 1011 Vienna.

Tel: 52-12-99. Gen. Mgr.: Hans Matzenauer.

Johann Kliment, Kolingasse 15, 1090, Vienna. Tel:

34-51-47. Gen. Mgr.: Johann Kliment.

Ludwig Krenn, Reindorfegasse 42, A 1150, Vienna.

Tel: 83-99-474.

Mayrische, Theatergasse, 5020 Salzburg. Tel: 73-

596. Contact: Otto Neugebauer.

Metroton, see Josef Hochmuth.

Papageno, Linke Wienzeile 6, 1060 Vienna. Cable:

WEINJOS. Gen. Mgrs.: Dr. Michael Muller-

Blattuu, Johann Michel; Gottfried Indra.

**Branch:** Vienna, Mahlerstr. 11. Tel: 52-16-68.

**Int'l reps.:** Germany (Musik und Buehne),

United Kingdom (Josef Weinberger).

Peer-Southern, see Josef Hochmuth.

Otto Riedlmayer, see Solisten.

Adolf Ribitschek, Graben 14, A 1011 Vienna. Tel:

52-32-89. Contact: Karl Ribitschek.

**Int'l branch:** Germany.

Rubato, Hollandstr. 1811, 1020 Vienna. Tel: 35-

46-42. Contacts: Gretl Hruves, Ludwig Babinski.

**Int'l firms represented:** Apex (United Kingdom),

Asu (Germany), Atlantic (Netherlands), Brinker

(Germany), Basart (Netherlands), Bestgen (Swit-

zerland), Biedermann (Germany), Bennefeld

(Germany), Barbey (Belgium), Capriccio (Ger-

many), Crescendo (Germany), Cortina (Germany),

Drei Ringe (Germany), Del Mondo (Spain), Erdo

(Germany), Finale (Germany), Fuhrmann (Ger-

many), Fonogramm (Belgium), Gona (Italy),

Galiko (USA), Grabau (Germany), Hoeh (Ger-

many), Harth (Germany), Hohner (Germany), In-

selton (Germany), Knoechel (Germany), A. Kalina

(Germany), Komat (Germany), J. Litscher (Swit-

zerland), E. Lunden (Sweden), Ed. Musicales

Group (USA), Sede (Italy), F. Munoz

(Spain), Muller u. Glogger (Germany),

Meteor (Germany), Metro (Netherlands), Mel-

odie der Welt (Germany), Orkana (Germany),

Pera (Germany), Ed. Passe Partout (Belgium),

Rene Albi (USA), Radio Record (Italy), Richter

(Germany), Royal (Germany), The Ramboll/Los

Gatos (USA), Seith (Germany), Soto (Germany)

Sowa (Germany), Stani (Czechoslovakia), Stutt-

gartner Musik (Germany), Testa (Germany), H.

Theis (Germany), Wewerka (Germany), Zeidler

(Germany), Zvonelic (Yugoslavia).

**Int'l reps.:** all the above companies.

Hermann Schneider, Gluckgasse 1, Vienna. Tel: 52-

63-46.

**Affiliates:** Admira, Arena, Gloria, Jonny, A

Musik, B Musik.

Solisten, c/o Otto Riedlmayer, Alserstr. 43, 1080

Vienna. Tel: 42-63-64. Owner: Frieda Riedl-

mayer.

**Int'l reps.:** Germany (Bosworth), Switzerland

(Helbling).

Southern, see Josef Hochmuth.

Stanberg, Joanneumring 12, 8010 Graz. Tel: 92-5-93.

Owner Johanna Stanberg.

Symphonia, Lothringer Str. 20, 1030 Vienna. Tel:

72-44-48. Gen. Mgr.: Prof. Herbert Wegricht.

Universal Edition, Karlsplatz 6, Vienna.

Vamco, Fischerstiege 4, 1010 Vienna. Tel: 63-91-65.

Gen. Mgr.: Rolf Chitil.

**Int'l reps.:** Germany (Johann Andree), USA

(Dr. Fred Schadler).

Josef Weinberger, Mahlerstr. 11, Vienna. Tel: 52-

16-68. Gen. Mgrs.: Johann Michel, Dr. Michael

Mueller-Blattau.

**Int'l firms represented:** Francis, Day & Hunter

(Germany), Melodie der Welt (Germany).

**Int'l reps.:** Germany (Melodie der Welt, Josef

Weinberger).

Weltmusik, see Josef Hochmuth.

Wiener Melodie, Mahlerstr. 11, Vienna. Tel: 52-16-68.

Cable: WEINJOS. Gen. Mgr.: Johann Michel, Dr.

Michael Mueller-Blattau.

**Int'l firm represented:** April (Germany), Sam

Fox (USA).

**Int'l rep.:** Germany (Melodie der Welt).

Wiener Arion, Schoenbrunnerstr. 124, 1050 Vienna.

Tel: 57-54-92. Gen. Mgr.: Franz Christ.

Wiener Boheme, see Josef Hochmuth.

Wiener Verlagsanstalt, Johannsgasse 12/4, 1010

Vienna. Tel: 52-37-39. Gen. Mgr.: Thomas

Sessler.

**Int'l reps.:** Germany (Apollo, Melodie der Welt,

Ed. Modern, Rex), Switzerland (Zurich AG).

#### ● record wholesalers

##### DISTRIBUTORS

Johann Ariett, Kirchengasse 15, 1070 Vienna. Tel:

93-42-55.

A. Burkl (OHG), Reiserstr. 32, 1030 Vienna. Tel:

72-14-59.

Karl Moser, Landstr-Hauptstr. 90, 1030 Vienna. Tel:

73-20-865.

Otto Schaeffle, Webgasse 43, 1060 Vienna. Tel:

56-56-795.

##### IMPORTER AND EXPORTER

Migo, Fuchsthallerergasse 11, 1090 Vienna. Tel: 34-

24-42. Contact: Rudolf Matiasovics.

#### ● supplies & services

##### ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Austrian Society for Contemporary Music, Park-

ring 4, Vienna.

International Bruckner Society, Bosendorferstr. 12,

Vienna.

International Music Center, Vienna Academy of Mu-

sic, Lothringerstr. 18, Vienna. Pres.: Hans

Sittner.

International Society for Contemporary Music, Karl-

splatz 6, Vienna.

Mozart Society of Vienna, Bosendorferstr. 12,

Vienna.

Musikergewerkschaft (Gewerkschaft fur Kunst &

Freie Berufe), Maria Theresenstr. 11, 1090

Vienna.

Society of Authors, Composers & Music Publishers,

Baumannstr. 8, Vienna.

Society of Friends of Music, Bosendorferstr. 12,

Vienna.

##### MUSIC LICENSING ORGANIZATIONS

Austro-Mechana, Ungargasse 2, 1030 Vienna. Tel:

72-63-62. Dir.: Dr. Bloderer. (Mechanical right

society).

I F P I, Tegetthofstr. 3, 1015 Vienna. Tel: 52-68-

41. Mgr.: Dr. Schoenherr. (Performing right

society).

##### PRESSING PLANT

Oskar Czeija, Hammerschmidtg. 18, 1190 Vienna.

Tel: 36-12-61/35-61.

##### RECORDING & TAPE DUPLICATING STUDIOS

Amadeo, Untere Donaustr. 17, A 1020 Vienna. Tel:

24-35-98.

Austrophon, Lothringerstr. 20, 1030 Vienna. Tel:

72-44-01.

Musikproduktion Sued, Lothringerstr. 20, 1030

Vienna. Tel: 57-54-23.

Symphonia, Lothringerstr. 20, 1030 Vienna. Tel:

72-44-48.

Tonstudio, Kaerntnerstr. 51, 1010 Vienna. Tel: 52-

27-56.

Veritas, Singerstr. 26, 1010 Vienna. Tel: 52-12-81.

## ● tape

### OPEN REEL TAPE RECORDER MANUFACTURERS

Hornophon, Dr. Bohrgasse 7, 1030 Vienna. Tel: 72-51-81.  
Philips, Triesterstr. 64, 1100 Vienna. Tel: 64-55-11.  
Viktor Stuzzi, Stattermayerg 28-30, 1150 Vienna. Tel: 92-76-76.

### IMPORTER & DISTRIBUTOR

Hans R. Weihs, Kreindlgasse 8, 1190 Vienna. Tel: (0222) 36-18-285/314. Product: 8-tr. cartridge players/recorders & 8-tr. cartridges.

## ● musical instruments

Akustische und Kino-Geräte, Nobilg 50, 1150 Vienna. Tel: 92-76-86.  
Product: microphones.  
Ferdinand Blau, Klosterneuburgerstr. 18, 1200 Vienna. Tel: 35-23-03.  
Imports: drums, guitars.  
Rudolf Elftner, Kaserngasse 22, 8750 Judenburg. Imports: drums, guitars.  
HEA-Werk, Friedrich Houben, Linzerstr. 235a, 1140 Vienna. Tel: 94-41-61/2.  
Product: amplifiers.  
Hohner, Landstr.-Hauptstr. 47-49, 1030 Vienna. Tel: 73-53-43.  
Imports: harmonicas.  
Anton Nogler, Universitätsstr. 34, 6010 Innsbruck, Tel: (05222) 245975.  
Imports: harmonicas.  
Dr. A. Radermacher, Lidmanskýgasse 31, 9010, Klagenfurt. Tel: (04222) 5069.  
Imports: guitars.  
Josef Rossmel, 5760 Saalfelden, Salzburg. Tel: (06502) 538.  
Manufacturers: guitars.  
Hans Schaffer, Wielandgasse 16, 1100 Vienna. Tel: 64-13-44.  
Manufactures: drums.  
Josef Schauer, Zimmermannsgasse 1, 1090 Vienna. Tel: 45-43-03.  
Imports: guitars.  
Hugo Stelzhammer, Linzerstr. 24/26, 1140 Vienna. Tel: 92-43-75.  
Imports: drums, band organs.

## AUSTRALIA

Population: 13,000,000.  
Official rate of exchange: \$1 (US) = \$1.12 (A).  
Records manufactured for domestic and export sale: 1966/67—LP's 6,679,000 units; 1965/66—5,096,797 units. 7" LP's 1966/67—2,099,000; 1965/66—1,484,000 units. Singles 1966/67—4,635,000; 1965/66—4,296,000.  
Records imported from USA (CIF): 1967—\$514,327 (US); 1966—\$481,214 (US).  
Records exported to USA (FOB): 1967—1,650 units @ \$2.156 (US); 1966—375 units @ \$699 (US).  
No. of radios: 2,524,000.  
No. of TV sets: 1,954,000.  
Holidays: January 26 (Australia Day), Good Friday, Easter, Saturday, Easter Monday, April 25 (Anzac Day), Second Monday in June (Queen's Birthday), Labour Day (Western Australia and Tasmania, March 4; Victoria, March 11; Queensland, May 6; New South Wales, October 7; South Australia, October 14), Christmas Day, Boxing Day, New Year's Day (January 1).

## ● record manufacturers

A T A, 96 Glebe Rd., Glebe, Sydney, N.S.W., Tel: 68-3372. Mng. Dir.: Kevin Jacobsen. (distributed by Festival).  
Astor Electronics, Astor House, 161-173 Sturt St., South Melbourne, Victoria. Tel: 69-0300. Rec. Div. Mgr.: Neville Smith.  
Label: Astor.  
Int'l firms represented: Audio Fidelity, Colpix, Elektra, Go, Hanna-Barbera, HiFi, Kama Sutra, Marble Arch, Nonesuch, Pye, Red Bird, Vanguard.  
Australian, 11-19 Hargrave St., East Sydney, N.S.W.; PO Box 267, Darlinghurst, N.S.W. Tel: 31-4111. Cable: COLRECORD. Mng. Dir.: A. W. T. Smith; Gen. Sales Mgr.: R. C. Bull.  
Label: CBS.  
Int'l firms represented: Chess, Columbia, Epic, Harmony, Hickory, Kapp, Musicor, Pacific, Palette, Reprise, Sue, Warner Bros.  
C B S (see Australian).  
Carinia, Daking House, Rawson Pl., Sydney, N.S.W. Tel: 211-339 & 211-3193. Dir.: M. Kulakowski. This company represents: Barclay, Belter, Discophon, Ducretet-Thomson, Elite Special, Fiesta, Fonit-Cetra, Jugoton, Metronome, Monitor, Ricordi, C. N. Rood, Super Majestic, Telefunken, Tunabout, Vedetta, Vox.  
Clarion (see Festival).  
Combo (see Minstrel).  
Concert Rec'g, 10 Caloola Rd., Wentworthville, N.S.W. Rep.: John Clancy.  
Durin (see Minstrel).

E M I, Emitron House, 301 Castlereagh St., Sydney, N.S.W. Tel: 2-0912. Cable: EMITRON. Chm. & Mng. Dir.: J. M. Burnett, CBE; Asst. Mng. Dir.: N. W. Scott.  
Int'l firms represented: Ace of Clubs, Ace of Diamonds, Admiral, Amy, Angel, Bell, Belfone, Boone, Brotherphone, Bunky, Chairman, Challenge, Chapter One, Columbia (United Kingdom), Concert-Disc, Counterpoint, Crescendo, Crimson, Decca (United Kingdom), DeFi, Deram, Diamond, Discocoda, Disneyland, Electrola, Emerald, Envoy, Era, Esoteric, Everest, Fantasy, Felsted, GNP, Gordy, HMV, Hi, Hollywood, Immediate, Jay-Gee, Josie, Jubilee, London, Lucky Eleven, Mala, Major Minor, Maxx, Metronome (Sweden), Motown, New Voice, Norman Petty Prod'ns, Odeon, Page One, Panther, Parlophone, Pathe, Philles, Philly-Groove, Pompeii, Press, Regal, Roulette, Shout, Soul, Starday, Stateside, Sun, Tamla, Toshiba, Transatlantic, Tower, USA, VIP, Vault, Viking, Vocalion, Voix d'Islam, Waverley, White Whale, Workshop.  
Festival, PO Box 16, 63-79 Miller St., Pyrmont, Sydney, N.S.W. Exec. Dir.: F. C. Marks; Sales Mgr.: N. W. Brown.  
Labels: ATA, Clarion, Festival, Leedon, Spin, Sunshine.  
Int'l firms represented: (USA) ABC, A&M, Abnak, Accent, ACTA, Amada, Atco, Atlantic, Aurora, BBC, Bakersfield-Int'l, Bethlehem, Blue Note, Bluesway, Boom, Brunswick, Carla, Chancellor, Command, Concert House, Coral, Decca, Dial, Dollie, Dot, Double Shot, Drew, Dunwich, Enterprise, Era, Equinox, Fame, Federal, Grand Award, Imperial, Impulse, In-Sound, Independence, Jab, Jay Gee, Jetstar, Jewel, Karen, Kimberley, King, LHI, Laurie, Liberty, Magic Touch, Minaret, Minit, Mr. G. Mojo, Monument, Moon-glow, Murco, Music Guild, New Breed, Pacific Jazz, Paula, Peanut Country, President, Providence, Project 3, Rack, Ranwood, Rising Sons, Ronn, Rust, SSS, Senate, Shafisbury Music, Shelby Singleton, Sirrah, Sockio, Solid State, Soul City, Sound Stage 7, South Camp, Stax, Steed, Sunset, T&L, Tale Spinners, Tambourine, Tangerine, Teal, Tip Top, United Artists, Veep, Velvet Sound, Viva, Vocalion, Volt, Vortex, Wallis Original, Wand, Westminster, Whiz, World Pacific; (Europe) Dolphin, Eurovox, Ember, Elite Special, Emerald, Island, Lantern, Planet, Target; (Japan) King; (Canada) Canadian Music, Sparton; (South America) Orfeon.  
Marvel, 187 a'Beckett St., Melbourne, Victoria 3000. Tel: 329-7255. Cable: DUALSCALE. Dir. Gen.: E. A. White; Mng. Dir.: Ron Gillespie.  
Jewel, 29 Bligh St., Sydney, N.S.W. Mng. Dir.: D. B. Lockyer.  
Labels: Jewel, Talent.  
Leedon (see Festival).  
Minstrel, 467 Parramatta Rd., Leichhardt, N.S.W. Tel: 56-4383. Mgr.: A. D'Ambr. Labels: Durin, Combo, Phonotype.  
Phonogram, 69-79 Clarence St. Sydney, N.S.W. Tel: 2-0223. Mgr.: Paul Turner.  
Int'l firms represented: Deutsche Grammophon, Fontana, MGM, Mercury, Philips, Polydor, Verve, Zodiac.  
Phonotype (see Minstrel).  
R C A, 11 Khartoum Rd., North Ryde, Sydney, N.S.W. Tel: 88-5444. Mng. Dir.: J. W. Tyler; Gen. Mgr. Rec. Div.: W. J. Walsh.  
Int'l firms represented: Bluebird, Colgems, Contemporary, Chart, Dunhill, Good Time Jazz, RCA Camden, RCA Victor, Victrola.  
Spin (see Festival).  
Sunshine (see Festival).  
Talent (see Jewel).  
W & G, 185/7 a'Beckett St., Melbourne, Victoria. Tel: 329-7255. Mng. Dir.: E. A. White.  
Int'l firms represented: Ambassador, Artone, Banff, CGD, Carisch, Carosello, Cemea, Chapel, Diaphon, Everest, Fraternity, Gaiety, Gem, In, Jaguar, Jerden, Marvel, Master Releasing, Melbourne, Mozart, Music Minus One, Paxton, Pickwick, Prima, Quality, Rampart, Robert Stone Assocs., Rodeo, Spoken Arts, Swaggie, TCF-Hall.

## ● independent record producers

Johnny Devlin, 6 Finch Ave., East Ryde, Sydney, N.S.W.  
Syd McDonagh, PO Box 15, Roseberry, N.S.W.

## ● record clubs

Australian, 11-19 Hargrave St., East Sydney, Sydney, N.S.W.  
Universal, 63-69, Miller St., Pyrmont, Sydney, N.S.W.  
World, 330 Flinders St., Melbourne.

## ● music publishers

A J S, c/o J. Belfer, T & G Bldg., 205 Elizabeth St., Sydney, N.S.W.  
Affiliate: A. Schroeder.  
Accolade, 83 Miller St., North Sydney, N.S.W. Mgr.: Robert Iredale.  
J. Albert & Son, 137 King St., Sydney, N.S.W. Mng. Dir.: A. F. Albert.  
Allans, 276 Collins St., Melbourne, Victoria.

Apollo, Astor House, 121 Sturt St., South Melbourne, Victoria. Mgr.: Neville Smith.  
April, c/o Australian Rec., 11-19 Hargrave St., East Sydney, N.S.W. Tel: 31-4111. Contact: Peter Lewis.  
Belinda, 403 George St., Sydney, N.S.W. Prof. Mgr.: Gus McNeil.  
Boosey & Hawkes, 250 Pitt St., Sydney, N.S.W. Mgr.: G. S. Cooper.  
Castle, 301 Castlereagh St., N.S.W. Mgr.: Phillips Matthews.  
Chappell, 68-70 Clarence St., Sydney, N.S.W. Tel: 29-4681. Cable: SYMPHONY. Mgr.: W. B. Ahrens.  
Cricket, see Leeds.  
Crown, c/o Festival Rec., 63-79 Miller St., Pyrmont, N.S.W. Tel: 68-4021.  
Essex, Griff House, 324 Pitt St., Sydney, N.S.W. Tel: 61-8523. Cable: SEMUS. Mgr.: Barry Kimberley.  
Sam Fox, see Southern.  
Jaspar-Woomera (APRA), see Woomera.  
Joye, c/o ATA, 96 Glebe Rd., Glebe, Sydney, N.S.W. Kangaroo (see Leeds).  
Leeds, Poplar and Pelican Sts., Sydney, N.S.W. Cable: LEEDSMUSIC. Mng. Dir.: Jack H. Argent. Affiliates: Cricket, Crown, Kangaroo, Maxana, Pincus-Gil, Screen Gems Columbia, Spoons, Tangerine, Tu-Con, Victoria.  
Maxana, see Leeds.  
Ivan Mogull (APRA), 301 Castlereagh St., Sydney, N.S.W. Pres.: Ivan Mogull.  
Home office: (USA).  
Music Houses of Australia, 416 George St., Sydney, N.S.W. Mng. Dir.: B. J. 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. A. Grant.  
Sandy, 27 O'Connell St., Suite 533, Sydney, N.S.W. A. Schroeder, see AJS.  
Screen Gems (see Leeds).  
Southern, Carleton House, 40 York St., Sydney, N.S.W. Tel: 29-2547. Cable: SOUTHMUSIC. Mng. Dir.: C. Vaughan-Smith.  
Home office: USA.  
Affiliates: Sam Fox, Music Publ'g of Australia, Peer Int'l.  
Spanka, 185 a'Beckett St., Melbourne, Victoria. Mgr.: C. C. Bruce.  
Spoone, see Leeds.  
Tangerine, see Leeds.  
T M, 403-411 George St., Sydney, N.S.W.  
Tree, King York House, 32-34 York St., Sydney, N.S.W. Gen. Mgr.: Barry Kimberley.  
Tu-Con, see Leeds.  
Victoria, see Leeds.  
Woomera (APRA), 185/7 a'Beckett St., Melbourne, Victoria. Tel: 329-7255. Mgr.: C. C. Bruce. Affiliate: Jaspar-Woomera.

## ● record wholesalers

### RECORD DISTRIBUTORS

Australian Rec., 11-19 Hargrave St., East Sydney, N.S.W.  
Outlets: Newmarket, Queensland, Colin Hopwood, 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.  
Carinia, Daking House, Rawson Pl., Sydney, N.S.W.  
Julius Cohn, 31 Giles St., Adelaide, S.A.  
Europa, Adams Chambers, 484 George St., Sydney, N.S.W.  
Peter Mann Rec'gs, 294 Little Collins St., York House Basement, Melbourne, Victoria.  
Michaelis, Hallenstein & Co., 150 Buckhurst St., South Melbourne, Victoria.  
Branches: Launceston, Tasmania, 143 Wellington St.—Hobart, Tasmania, 118-124 Bathurst St.  
Minstrel, 467 Parramatta Rd., Leichhardt, Sydney, N.S.W.  
Musical Whlse. Supplies, 416 George St., Sydney, N.S.W.  
Supreme Prod'ns (S.E. Asia), PO Box 216, Broadway, Brisbane, Queensland.

### IMPORTERS & EXPORTERS

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

## ● supplies & services

### ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Musica Viva Society of Australia, 391 George St., Sydney, N.S.W.  
Recording Society of Australia, 4 Harston Ave., Mosman, Sydney, N.S.W. Pres.: Prof. Donald Peart.

### MUSIC LICENSING ORGANIZATIONS

Australian Performing Rights Assn., 66 Pitt St., Sydney, N.S.W.  
J. McFadden, 67 York St., Sydney, N.S.W.

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continued

## PRESSING PLANTS

Astor Electronics, Astor House, 161 Sturt St., South Melbourne, Victoria.  
 Australian Rec., 11-19 Hargrave St., East Sydney, N.S.W.  
 E M I, 301 Castlereagh St., Sydney, N.S.W.  
 Festival Recs., 63-79 Miller St., Pyrmont, Sydney, N.S.W.  
 Peter Mann, 3 Estella St., Melbourne, S.E. 6, Victoria.  
 R C A, 11 Khartoum Rd., North Ryde, N.S.W.  
 W & G Rec's Processing, 187 a'Beckett St., Melbourne, Victoria.

## RECORDING STUDIOS

Amalgamated Wireless, 167 Queen St., Melbourne, Victoria.  
 Branch: Sydney, N.S.W. 47 York St.  
 Australian, 63-79 Miller St., Pyrmont, 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, 63-79 Miller 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, 187 a'Beckett St., Melbourne, Victoria.

## BAHAMAS

Population: 160,000.  
 Official rate of exchange: \$1 (US) = \$1.02 Bahaman dollars.  
 No. of homes with record players: 20,000.  
 Records imported from USA: (factory value) 1967—\$163,722; 1966—\$125,023.  
 Records exported to USA: (factory value) 1966—95 units @ \$333.  
 Average retail price per record: LP—\$5.06 (US); EP—\$2.05 (US); single: \$1.20 (US).  
 Stereo sales: 50% of total sales.  
 Type of record distribution: Manufacturer to wholesaler to retailer; rarely manufacturer to retailer.  
 Juke boxes: 500 (approx).  
 Radio stations: AM—2, combined government and commercial; FM—2 experimental.  
 Radios: 30,000.  
 TV Sets: 3,100 (1964).  
 Import-Export regulations: 27½% import duty on goods from US; 17½% duty on goods from United Kingdom. Little exportation.  
 Holidays: Jan. 1, Easter (three days Mar.-Apr.), Whit Monday (May-June), May 24 (Commonwealth Day), Labor Day (June), July 9 (Queen's Birthday), Aug. 1 (Emancipation Day), Aug. Bank holiday, Oct. 12 (Discovery of America), Dec. 25, 26.

## ● record manufacturers

## AND/OR WHOLESALE &amp; IMPORTERS

Bahama Recs., PO Box 942; George St. Nassau. Tel: 2-8055.  
 Carter's Rec. & Juke Box Dist'rs, PO Box 934; Shirley, Nassau. Tel: 2-3626.  
 J. E. Forsythe, PO Box 703, Nassau. Tel: 2-4904.  
 John S. George, Palmdale, Nassau. Tel: 2-8421; Freeport, Grand Bahama. Tel: 6049.  
 Label: Pye.  
 Tape: (open reel) Cetron.  
 Tape playback equip.: Sony.  
 Frank I. Hazlewood/John Bull, PO Box 737, Nassau. Tel: 2-2657.  
 Island Music Dist's. (IMD), PO Box 5432, Nassau. Tel: 28784, 21864. Cable: TROPICAL. Mgr.: Donald Roberts; Promo.: Tom Jacobs.  
 Home office: Miami Springs, Fla., USA (see Miami Metro. area).  
 Labels: Carib, Island Artists, Famo, Tropical, Westindy.  
 Tape: (cartridge, cassette, open reel) Carib, Island Artists.  
 Tape playback equip.: Columbia, Capitol, Ampex, Norelco.  
 Musical instruments: congo & bongo drums (Carib), steel drums (Carib & Little Sparrow).  
 Musical accessories: recording tape (RCA).  
 George Moxey Jr., Wulff Rd., Nassau.  
 Penny Farthing, PO Box 5668, Nassau. Tel: 2-8986.

## BELGIUM

Population: 9,650,000.  
 Per capita income: \$1,818.  
 Official rate of exchange: \$1 (US)=50 francs.  
 No. of homes with record players: 787,500.

Records sold domestically: LP's 1967—3,486,240 units. EP's & singles 1967—6,477,357 units.  
 Records manufactured for domestic & export sale: LP's 1967—294,761 units; 1966—170,000 units. EP's & singles 1967—2,947,310 units; 1966—2,525,000 units.  
 Records imported from USA: LP's 1967—86,082 units. Singles 1967—11,350 units, 1966—99,091 total units.  
 Records imported from countries other than USA: LP's 1967—3,105,379 units. EP's & singles 1967—3,818,891 units.  
 Records exported to USA: (factory value) 1967—figure reported as negligible. 1966—453 units @ \$987.  
 Average retail price per record: LP's—\$3 to \$7; EP's—\$2; Singles—\$1.30.  
 Stereo sales: 5% of EP sales; 75% of LP sales.  
 Record club sales: 4% of total.  
 Type of distribution: manufacturer- or importer-to-retailer.  
 Discounting: frequent.  
 Type of promotion: government stations and newspaper criticism for classical & pop; fan magazines for pop.  
 Jukeboxes: 32,000.  
 Radio stations: no commercial; 1 government with 3 programs.  
 Type of programming: 60% of radio music is recorded, of which 80% is pop and 20% classical.  
 No. of radios: 3,189,000.  
 TV stations: 2 government channels.  
 No. of TV sets: 1,800,625.  
 Import/export regulations: As of 1 July 1968, no import duty on records coming from other Common Market countries.  
 Holidays: Jan. 1, May 1 (Labor Day), July 21 (Independence Day), Nov. 1 (All Saints Day), Nov. 11 (Armistice Day), Nov. 15 (King's Birthday), Dec. 25 (Christmas), Easter, Ascension Day, Whit Monday, Assumption.

Jan Waldorp

## ● record manufacturers

Alpha (see Leman & Gorle).  
 Anvers Radio, 10 Pl. de l'Yser, Brussels. Tel: 18.74.00/08/09 & 18.73.77. Cable: ANRAD. Pres. & Pub.: W. Goldschmidt; VP: M. Dejardin; Sales Mgr.: Ph. Van den Borre.  
 This company represents: ABC, Audio Fidelity, Austronit, Chic, Command, Das Alte Werke, Ducretet-Thomson, Elite, Ember, Fonit-Cetra, Grand Award, Hebra, Impulse, Jerden, Karate, Musik & Ihre Zeit, NMC, Phonoband, Starlet, Tangerine, Telefunken.  
 Artone, 20-21 Blvd. Baudouin, Brussels 1. Tel: 19.11.70. Mng. Dir.: Mme P. Robiefroid; Pub. & Press Mgr.: W. Delabastila; Label Mgr.: J. Tyberghem.  
 Home office: Netherlands.  
 Labels: (owned) Artone; (distributed) Palette.  
 Int'l firms represented: Apex (Canada), Argo (USA), Ascot (USA), Baerenreiter (Germany), CGD (Italy), Checker (USA), Chess (USA), Colpix (USA), Compo (Canada), DCP Int'l (USA), Dimension (USA), Epic (USA), Festival (France), Funkler (Netherlands), Gordy (USA), Hickory (USA), Joy (USA), MRC (Italy), Melody (USA), Okkeh (USA), Prima (USA), Pythia (Netherlands), Ricordi (Italy), Soul (USA), Tamla (USA), Temporel (France), United Artists (USA), VIP (USA), Veep (USA).  
 Barclay, 31 rue du Lombard, Brussels. Tel: 11.81.97. Mgr.: V. Bral.  
 Home office: France.  
 Int'l firms represented: Ariola (Germany), Atco (USA), Atlantic (USA), BT Puppy (USA), Baccarola (Germany), Bang (USA), Buddah (USA), CNR (Netherlands), Chant du Monde (France), Erato (Germany), Eurodisc (Germany), Fleche (France), Josie (USA), Jubilee (USA), MK-Melodia (USSR), Monument (USA), Movietone (USA), Negram (Netherlands), Project 3 (USA), Riviera (France), Saba (Germany), Stax (USA), 20th Century-Fox (USA), Volt (USA).  
 Beldisc, 70 Frank Craeybecklaan, Deurne, Antwerp. Tel: 36.97.73. Dir.: Rene van Hoogten.  
 Label: Soulvilla.  
 C B S, 20-21 Blvd. Baudouin, Brussels 1. Tel: 18.64.00. Mng. Dir.: Pascal Robiefroid; Pub. & Press Mgr.: Leon Deneumostier.  
 This company represents: Paramount, Dot.  
 Candle, Av. du Boulevard 19, Bolwerklaan, Brussels. Tel: 78.06.83. Gen. Mgr.: Camille Saey.  
 This company represents: Candle, Christoforus, Europhon-Basart, Wham, Philips group.  
 Cardinal, 143 Belgielei, Antwerp. Tel: 30.54.54. Pres.: Rocco Granata.  
 Discobol, 50 Regentlaan, Brussels. Tel: 13.39.45. Pres.: Werner Huys; Sales Mgr.: R. Vervaeet.  
 This company represents: Carina, Charlin, Corsair, Cynus, DRM, Discostar, Europa, Impact, Lumen, President, Qualiton, Roher, Rsaissi, SM, Somerspt, Teesett, Telstar, Vedette.  
 Discotrade, 88 rue Gaillait, Brussels 3. Tel: 16.16.40. Dir.: Robert R. Poulet.  
 Labels: Discotrade, Victory.  
 Fonior, 26-28 Quai des Charbonnages, Brussels 8. Tel: 25.40.10. Cable: FONIORA. Mng. Dir.: E. W. Pelgrims de Bigard; A&R Mgr.: A. E. Palmans; Classical Promo. & Pub. Mgr.: M. Hotchamps; Comm'l Mgr.: M. De Reuck; Promo. & Press: Denise Vlamincq; Sales Mgr.: M. Barday.  
 This company represents: Blue Beat, Brunswick,

Cid, Coral, Decca, Deram, Emerald, London, Lyrique Pour Tous, Major-Minor, Musique Pour Tous, Suga, Toast, Top, Varietes Pour Tous, Vega, Vocalion, Week-End.  
 Gramophone, 171 Blvd. Maurice Lemonnier; Brussels. Tel: 12.98.15. Mng. Dir.: John Kirsch; Ass't Gen. Mgr.: S. J. Robins; A&R Mgr.: Jeff De Boeck; Pub. & Adv. Mgr.: Robert Huysens; Promo. Mgr.: Jose Langlois.  
 Branch: Record Div., 72 Quai des Charbonnages, Brussels 8. Tel: 27.43.90. Comm'l Mgr.: Emile Garin.  
 Tape: 4 & 8-tr. cartridge, cassette & open reel licensed to EMI, Capitol.  
 This company represents: Cameo, Capitol, Columbia, Cornet, Dolton, Electrola, Encore, Gloria, HMV, Immediate, Imperial, Liberty, Markel, Parkway, Pathe-Marconi, Regal, Trianon, Voix de son Maître.  
 Hebra, 30 rue St. Christophe, Brussels. Tel: 12.73.61. Mng. Dir.: Mme. Brauer; Artistic Dir.: M. Darlier; PR: Mme. Danval. (distributed by Anvers Radio).  
 This company represents: Blue Jeans, Carisch, Costa Brava, Jaguar, Janeret, Lord, New Music, SFPP, Vedette.  
 Hurrah (see Palette).  
 Inelco, 24 rue de l'Hopital, Brussels 1. Tel: 11.22.20. Cable: INELCOBEL. Gen. Mgr.: Pierre-Jean Goemaere; A&R Mgr.: Ivon De Bie; Sales Mgr.: Roger Colpin; Pub., Adv. & Promo.: Paul Moors.  
 Int'l branch: Netherlands.  
 This company represents: Amadeo, Amanda, Camden, Colgems, Dunhill, Iramac, Relax, RCA Victor, Victrola.  
 Tape: RCA Victor: 4 & 8-tr. cartridge & open reel.  
 Intervox, Kastanjelaan 1, Aartselaar, Antwerp. Tel: 78.29.26. Pres. & A&R: L. Van Rymentan; Sales Mgr.: J. Kolsteren; Promo. Mgr.: Rudy Witt.  
 This company represents: Arcade, Dino, Intervox, Memo, PXX Ents.  
 Leman & Gorle, 52 Av. Notre Dame de Lourdes, Brussels 9. Tel: 27.33.72. Pres.: Pierre Gorle; A&R Mgr.: William Pichal.  
 Label: Alpha.  
 Int'l firms represented: Argo (United Kingdom), BAM (France), Discophiles Francais (France), Dover (USA), Emerald (United Kingdom), Int'l reps.: France (Pathe-Marconi), Germany (Baerenreiter), Netherlands (Basart, Stibbe), Switzerland (Disques Office).  
 Micro (see Ränd).  
 Nowtone (see SOMEDI).  
 Olympia (see SOMEDI).  
 Palette, 13 rue de la Madeleine, Brussels. Tel: 11.51.20. Pres.: Felix R. Faecq; Gen. & Prod'n Mgr.: Roland Kluger; Promo. Mgr.: P. Meyer; Int'l Mgr.: Ida Hallia. (distributed by Artone).  
 Labels: Palette, Hurrah.  
 Int'l reps.: Argentina (Diskorn), Australia (Australian Rec.), Austria (Amadeo), Belgium (Artone), Brazil (Som), Canada (Compo), Costa Rica (CBS Int'l), Denmark (Dansk), Finland (Scandia), France & French community Algeria, Tunisia, Morocco (Festival), Germany (Deutsche Vogue), Greece (Music-Box), Italy (Fonit-Cetra), Japan (Nippon Columbia), Lebanon (Societe Libanaise du Disque), Mexico (Provedora de Discos Veltro), Netherlands (Artone), New Zealand (Viking), Norway (Arne Bendiksen), South Africa (Teal), Spain (Belter), Sweden (Sonet), Switzerland (deutsche Vogue), Turkey (Odeon/Alguadis), United Kingdom (CBS, Pye, Fontana), USA (Kapp, Warner Bros.-Seven Arts), Venezuela (Velvet).  
 Polydor, 116 Chaussee de Charleroi, Brussels 6. Tel: 37.31.00 & 38.60.80. Cable: SIEMENS. Mng. Dir.: Walter Holzapfel; Pop A&R, Sales & Mktg.: Maurice Mertens; Classical A&R: Mlle. Matagne & Mme. Speder; Pub. & Adv.: Mlle. Matagne; Promo.: Maurice Mertens & Mlle. Matagne.  
 Tape: cassette.  
 This company represents: A&M (USA), Adria, Archiv, Archive Litteraire, Belvedere, Canetti, Charley Parker, Choreo, Cub, DGG, Heliodor, Kama Sutra, Karussell, Lion, MGM, Metro, Metro-jazz, Metronome, Produktion, Sonet, Storyville, Supraphon (Czechoslovakia), Swedisc, Tip, Verve, Verve/Folkways.  
 Polygram, 37 rue d'Anderlecht, Brussels. Tel: 12.50.04. Dir.: Paul J. Lebbink; Pop A&R: (French) D. Poutrain, (English, Flemish & German) P. Moens; Classical A&R, Sales & Mktg.: C. Licoppe; Pub., Adv. & Promo.: E. De Bisschop.  
 Tape: cassette licensed to Philips.  
 This company represents: Ember, Fontana, King, Mercury, Oiseau Lyre, Pacific Jazz, Philips. President, Star Club, World Pacific.  
 Ranch, 90 rue Gallait, Brussels 3. Tel: 41.22.80/87. Cable: BENSAMUSIC. Gen. Mgr.: Janine Bosmans; Prod'n: Harry Frekin; Pub. & Promo.: Raymond Vervaeet.  
 Labels: Micro, Ranch.  
 S O B E D I (Societe Belge du Disque), 20 Blvd. Maurice Lemonnier, Brussels. Tel: 13.13.07. Pres.: F. Janssens; Mgr.: G. Martens.  
 Labels: Newton, Olympia, SOBEDI.  
 Int'l reps.: Canada (London), France (Pathe-Marconi).  
 Selection (see Will).

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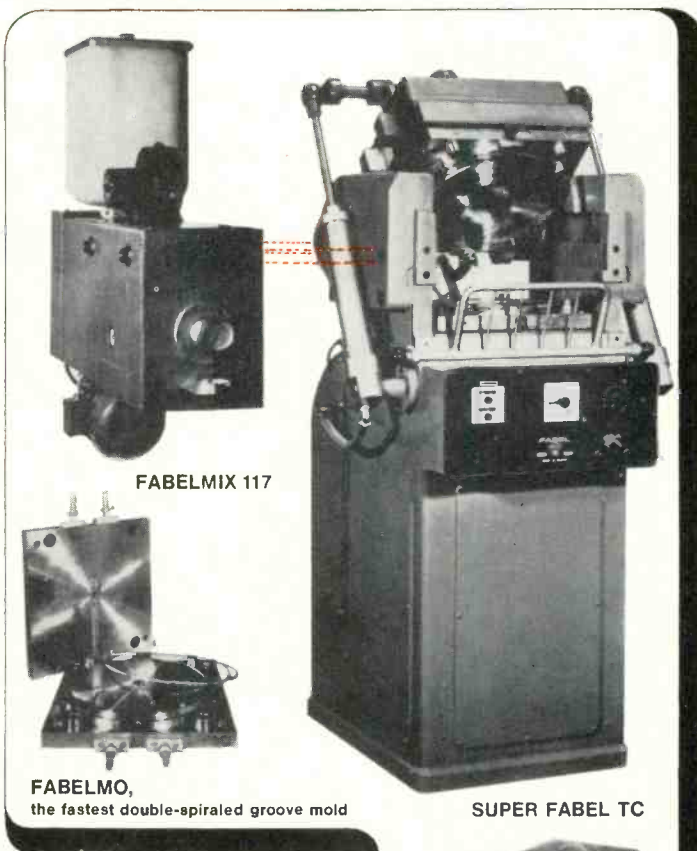
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Soulville (see Beldisc).  
 Teenager Club (see Will).  
 Victory (see Discotrade).  
 Vogue, 35 Blvd. Barthelemy, Brussels 1. Tel: 11.79.91. Cable: VOGDISC. Pres.: Leon Cabat; Mng. Dir.: Roger Meylemans; A&R Mgr.: Roland Verlooven; Sales Mgr.: Jose Leruth; Adv. Promo. & PR: Gigi Basjin.  
 This company represents: Disc'AZ, Autumn, BT Puppy, Back Beat, Belter, Blue Cat, Brent, Chanson d'Orphee, Collection Sidney Bechet, Contrepoint, Delta, Deutsche Vogue, Diadem, Dot, Durium, Elektra, Epsilon, Franco Disques, GNP-Crescendo, Glad-Hamp, Golden Guinea, Guardian, Hamilton, Hispavox, Jay Gee, Jazz Selection, Jolly, Kapp, Laurie, Legrand, Line, Loma, Lou, Mainstream, Marble Arch, May, Maya, Medallion, Miller, Mocambo, Mode, Monte Carlo, Music, Negram, Nixa, Number One, Orfeu, Orphee, Orpheon, Pacific, Piccadilly, Pop, Premier, Pye, Red Bird, Reprise, Roulette, SAAR, Scepter, Somerset, Sprint, Swing, Teichiku, Time, Tono, Trans Canada, Vogue, Vogue Int'l, Wand, Warner Bros.  
 Will, 159 Blvd. Anspach, Brussels 1. Tel: 11.02.52. Mng. Dir.: Pierre Pletinckx. Artistic Dir.: Georges Legrand; Comm'l Dir.: Juliette Debus. Labels: Selection, Teenager Club, Will.

### ● music publishers

Acuff-Rose, see World Music Group.  
 Ardmore & Beechwood, 72 Quai des Charbonnages, Brussels. Tel: 27.43.90. Cable: GRAMOPHONE. Gen. Mgr.: John Kirsch; Mgr.: Jeff De Boeck.  
 Audeo, see World Music Group.  
 Beat, see Dancing.  
 Bel, see World Music Group.  
 Belga, 69 Chaussee de Diest, Aarschot. Tel: 669.99. Pres.: Jules Nijs.  
 Belgo Mondiales, see World Music Group.  
 Belinda-Dolfi, 155 Blvd. Anspach, Brussels. Tel: 11.83.13. Gen. Mgr.: Edgard Plumart.  
 Bens, 90 rue Gallait, Brussels 3. Tel: 41.22.80. Gen. Mgr.: Janine Bosmans; Prod'r: Harry Frekin; Pub., Adv. & Promo.: Raymonde Vervaeat.  
 Bizet, see World Music Group.  
 H. Brauer, 30 rue St. Christophe, Brussels. Tel: 12.73.61. Mng. Dir.: Mme Brauer; Artistic Dir.: M. Darlier; PR: Mme. Danval.  
 Raoul Breton, see World Music Group.  
 Brussels, see World Music Group.  
 Champs-Elysees, see Francis-Day.



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37, Anderlechtstreet - Brussels 1

Chappell, 218 Galerie du Centre, Brussels 1. Tel: 12.73.48. Gen. Mgr.: S. de Coene-Dom.  
 Comubel, see World Music Group.  
 Dancing (SABAM), 7 Kwadenplasstr., Heist o/D Berg. Affiliate: Beat.  
 Disco, 34 Dascoffelei, Deurne, Antwerp. Tel: 36.75.97. Prop.: Mme. Lydie Huys-Vanneste; Mng. Dir.: Werner Huys.  
 Eurovox, 1 Kastanjelaan, Aartselaar, Antwerp. Tel: 78.29.26. Pres.: L. Van Rymenant; Sales Mgr.: J. Kolsteren; Promo. Mgr.: Rudy Witt.  
 Feldman, see Francis-Day.  
 Fonior, 26-28 Quai des Charbonnages, Brussels 8. Tel: 25.40.10. Cable: FONIORA. Pres.: E. W. Pelgrims de Bigard; Gen. Mgr.: A. E. Palmans; Gen. Prof. Mgr.: G. Delfosse.  
 Fonogram, 20 Blvd. Maurice Lemonnier, Brussels. Tel: 13.13.07. Pres.: F. Janssens.  
 France-Melodie, see Francis-Day.  
 Francis-Day, 25 Pl. St. Gery, Brussels. Tel: 12.41.70. Mgr.: Mme. Henriette Duluiu.  
 Affiliates: Champs-Elysees, Feldman, France-Melodie.  
 Frankie (BIEM), 74 Greinstr., Antwerp. Tel: 32.24.85.  
 Granata, 143 Belgielei, Antwerp. Tel: 30.54.54. Pres.: Rocco Granata.  
 I M C, see World Music Group.  
 Italmusic, see World Music Group.  
 Jean Kluger (SABAM), Galerie du Centre, Bloc 3, Apt. 339, Brussels. Tel: 12.92.38. Gen. Mgr.: Jean Kluger.  
 Peter Maurice, see World Music Group.  
 Metropolis, 24 Frankrijklei, Antwerp 1. Tel: 33.11.42. Mgr.: Albert Rollewagen.  
 Int'l reps.: Canada (H. Elkin), United Kingdom (Hinrichsen Ed.), USA (H. Elkin).  
 Ivan Mogull, c/o SABAM, 61 rue de la Loi, Brussels.  
 Oqay, see World Music Group.  
 Peter Plum, 18 rue des Teinturiers, Brussels. Tel: 11.52.29 & 11.47.43. Cable: PLUMUSIC. Pres.: Peter Plum; Prof. Mgr.: Mimi Faelens.  
 Int'l firms represented: French Music (France).  
 Primavera, 22 Blvd. Maurice Lemonnier, Brussels 1. Tel: 13.37.89. Dir.: L. van den Hout; PR: Hans Kusters.  
 Radio Tele, 11 Av. Lloyd George, Brussels. Gen. Mgr.: H. J. M. Terheggen.  
 Rakki, 74 Greinstr., Antwerp.  
 Sab, see Voix du Rhythme.  
 Schott Freres, 30 rue St. Jean, Brussels 1. Tel: 12.39.80. Gen. Mgr.: Jean-Jacques Junne.  
 Screen Gems, see World Music Group.  
 Sorbet, see Disco.  
 Southern, see World Music Group.  
 Top, see World Music Group.  
 Universal Songs, 24 rue de l'Hopital, Brussels 1. Tel: 11.22.20. Cable: UNISON. Dir.: Pierre Goemaere.  
 Vitale, see World Music Group.  
 Vogue, 35 Blvd. Barthelemy, Brussels 1. Tel: 11.54.17. Pres.: Leon Cabat; Gen. Mgr.: Roger Meylemans; Gen. Prof. Mgr.: Roland Verlooven.  
 Int'l firms represented: Alpha (France), Carrousel (France), Vogue (France).  
 Voix du Rhythme, 159 Blvd. Anspach, Brussels 1. Tel: 11.02.52. Mng'g Dir.: Pierre Pletinckx; Artistic Dir.: Georges Legrand; Comm'l Dir.: Juliette Debus.  
 Affiliate: Sab.  
 World, see World Music Group.  
 World Music Group, 13 rue de la Madeleine, Brussels. Tel: 11.51.20. Pres.: F. R. Faeca; Gen. Mgr.: R. Kluger; Gen. Prof. Mgr.: P. Meyer & Mme. Ida Halila.  
 Affiliates: Acuff-Rose, Audeo, Bel, Belan Mondiales, Bizet, Raoul Breton, Brussels, Comubel, I M C, Italmusic, Peter Maurice, Oqay, Screen Gems, Southern, Top, Vitale, World.  
 Int'l reps.: Argentina (Ed. Europa), Australia (World), Austria (Welt Muziek), Canada (TransCanada), Czechoslovakia (State Publ'g House), France (Magellan), Germany (Tone, Kunst), Greece (Apollon), Italy (World), Japan (Shinko), Luxembourg (Luxembourg Music), Mexico (Bram-billa), Netherlands (IMC), New Zealand (Southern), Scandinavia (INTRECO c/o Sonet), South Africa (Good), Spain (World), Switzerland (World), United Kingdom (Good), USA (Zodiac/Compton).

### ● record distributors

Cobedi, 32 rue St. Christophe, Brussels 1. Tel: 11.20.61. Pres.: F. Janssens.  
 Sonobel, 15 Pl. Rouppe, Brussels. Tel: 12.09.28. Pres.: Pierre Borzee.  
 Labels: Ambassador, Angelicum, Chant du Monde, Musidisc, Pickwick, Turnabout, Vergara, Vox.  
 Schott Freres, 30 rue St. Jean, Brussels 1. Tel: 12.39.80. Gen. Mgr.: Jean-Jacques Junne.  
 Labels: Black & Blue, Blue Note, ESP-Disk, Folkways/Scholastic, Harmonia Mundi, Monitor, Valois, Wergo.

### ● supplies & services

#### ASSOCIATION & PROFESSIONAL ORGANIZATIONS

Association pour la Diffusion Artistique et Culturelle, 10 rue Royale, Brussels. Dir.: Pierre Janlet.

Association pour l'Expansion de l'Art Belge, 39 rue l'Escrime, Brussels. Sec'y Gen.: Antoine Ysaye.  
 Association Professionnelle des Agents Artistiques Belges, 134 rue du Midi, Brussels.  
 Centrale Syndicale Liberale de Belgique, 2 rue Bredende, Brussels.  
 Chambre Syndicale Belge de l'Industrie de la Musique Enregistree, Centre Rogier, Bureau 410, Brussels. Gen. Sec'y: George Verneave. Tel: 17.46.57. (Record mfrs.' ass'n).  
 Chambre Syndicale des Editeurs de Musique Legere de Belgique, 13 rue de la Madeleine, Brussels. Tel: 11.51.20. Pres.: Felix Faecq. (Publishers' ass'n).  
 Chambre Syndicale des Fabricants d'Instruments de Musique), 271 rue Royale, Brussels. Sec'y: Edmond Hautrive. (Musical instrument mfrs.' ass'n).  
 Comite National des Usages de Droits d'Auteur (CUNDA), 50 rue Neuve, Brussels.  
 Federation Belge du Spectacle, 8 rue Joseph Herens, Brussels.  
 Hot Club de Belgique, 34 rue d'Arenberg, Brussels.  
 International Federation of Musical Youth, Palais des Beaux-Arts, 11 rue Baron Horta, Brussels. Sec'y Gen.: Paul Willems.  
 National Music Committee of Belgium, Palais des Beaux-Arts, 11 rue Baron Horta, Brussels. Sec'y: Jacques Vaerewyck.  
 Syndicat de Spectacle, 20 Av. de l'Astronomie, Brussels.  
 Union des Artistes Dramatiques et Lyriques de Belgique, 29 rue Greftry, Brussels. Pres.: Lucien Van Obergh.  
 Union des Chefs d'Orchestre de Belgique, 48 rue Malibran, Brussels.

### JACKET MANUFACTURERS

S O B E D I (Societe Belge du Disque), 4 Waalse Krook, Ghent. Tel: 25.47.60.  
 WORLD MUSIC GROUP, 13 rue de la Madeleine,

### MUSIC LICENSING ORGANIZATIONS

S A B A M (Societe Belge des Auteurs, Compositeurs et Editeurs), 61 rue de la Loi, Brussels. Tel: 12.51.30. (Performing right society).  
 S A C E M (Societe des Auteurs, Compositeurs et Editeurs de Musique), 54 rue du Meridien, Brussels.

### PRESSING PLANTS

Discopress, 88 rue Gallait, Brussels 3. Tel: 16.16.40. Dir.: Robert R. Poulet.  
 Fabeldis, 4-10 rue Ste. Marie, Brussels 8. Tel: 25.65.01. Gen. Mgr.: E. W. Pelgrims de Bigard.  
 Gramophone, 72 Quai des Charbonnages, Brussels 8. Tel: 27.43.90.  
 S O B E D I (Societe Belge du Disque) 20 Blvd. Maurice Lemonnier, Brussels. Tel: 13.13.07. Pres.: F. Janssens; Mgr.: G. Martens.  
 Plant—pressing, plating & printing: 4 Waalse Krook, Ghent. Tel: 25.47.60.

### RECORDING & TAPE DUP. STUDIOS

Discopress, 88 rue Gallait, Brussels 3. Tel: 16.16.40. Dir.: Robert R. Poulet.  
 Fonior, Studio A—26 Quai des Charbonnages, Brussels 8. Tel: 25.40.10; Studio B—218 Chaussee de Jette, Brussels 8. Tel: 26.33.63; Studio C—17 rue du Poincon, Brussels 1. Tel: 12.28.70. Gen. Mgr.: M. Smits.  
 Gramophone, 171 Blvd. Maurice Lemonnier, Brussels 1. Tel: 12.98.15.  
 S O B E D I (Societe Belge du Disque), 20 Blvd. Maurice Lemonnier, Brussels. Tel: 13.13.07. Pres.: F. Janssens; Mgr.: G. Martens.  
 Studio Madeleine, 13 rue de la Madeleine, Brussels. Tel: 11.51.20. Pres.: Felix R. Faecq; Gen. Mgr.: R. Verbestel.

## BERMUDA

Population: 52,000.  
 Per capita income: \$2,820.  
 Official rate of exchange: \$2.40 (US) = 1 pound sterling.  
 No. of homes with record players: 13,000.  
 Records manufactured for domestic & export sales: LP's 1966—\$93,000; Singles 1966—\$5,000.  
 Records imported from USA: (FOB) 1967—\$141,832; 1966—\$196,177.  
 Records imported from countries other than USA (factory value): \$18,000.  
 Records exported to USA (factory value): \$10,000.  
 Average retail price per record: LP—\$5; Single—\$1.25.  
 Stereo sales: 70% of total sales.  
 Record club sales: none.  
 Tape: Pre-recorded tape has just been introduced. It is becoming more popular but sales are still at a minimum.  
 Type of distribution: (domestic product) manufacturer-to-retailer; (imported product) wholesaler-to-retailer.  
 Discounting: Never.  
 Type of promotion: Mainly through radio stations (including a new stereo FM station) and live & televised in-person performances.

Juke boxes: 60.

Radio stations: 4 commercial; 3 AM, 1 FM.

Type of programming: 50% music (all pop or easy listening), 50% talk, tape & news.

No. of radios: 24,000.

TV stations: 2 commercial channels.

Type of programming: Some local news, but mostly canned network features from USA (ABC & CBS shows predominantly), from 3 p.m. to 11:30 p.m. daily.

No. of TV sets: 12,600.

Import/export regulations: 20% tax + 10% of invoiced price.

Holidays: January 1, Good Friday, May 24 (Commonwealth Day), July 9 (Queen's Birthday), July 28 (Cup Match Day), July 29 (Somers Day), November 11 (Remembrance Day), December 25 & 26 (Christmas).

## record manufacturers

BDA (see Bermuda Rec.).

Bermuda Rec., PO Box 452, Hamilton, Tel: 2-1122.

Pres.: Walt Staskow; Mng. Dir.: Kenny Harris.

Labels: BDA, Bermuda.

Int'l branch: USA, ISL, 20 E. 46 St., New York, N.Y. 10036.

Duane, c/o Music Box, Queen St., Hamilton, Tel: 2-4182. Pres.: Eddy DeMello.

Edmar, Harrington Hundreds, Smith's Parish. Pres.: Eddy DeMello.

## independent record producer

Advertising Assoc., Bermudiana Arcade, Suite 308, Hamilton. Mng'g Dir.: John H. White.

## music publishers

Maredken, Harrington Hundreds. Pres.: Eddy DeMello.

Pembroke (BIEM), PO Box 452, Hamilton, Tel: 2-1122. Dir.: Kenny Harris.

## record wholesalers

### RECORD DISTRIBUTORS

Bermuda Rec., PO Box 452, Hamilton, Tel: 2-1122.

Pres.: Walt Staskow. Mng. Dir.: Kenny Harris.

Eddy de Mello Prod'ns, Harrington Hundreds.

This company represents: Merrydisc (Barbados), Wirl (Barbados).

### IMPORTERS & EXPORTERS

Bermuda Rec., PO Box 452, Hamilton, Tel: 2-1122.

Pres.: Walt Staskow. Mng. Dir.: Kenny Harris.

Music Box, Queen St., Hamilton, Tel: 2-4182. Mgr.: Max Lambert.

Music City, Par-La-Ville, PO Box 811, Hamilton, Tel: 2-5158. Cable: SOUNDS. Mng. Dir.: Gerald Daley.

## services & supplies

### DESIGN, ARTWORK, DIRECT MAIL SERVICE, PROMO. & PUBLICITY

Advertising Assoc., Bermudiana Arcade, Suite 308, Hamilton.

### RECORDING STUDIO

Z B M, PO Box 452, Hamilton, Tel: 2-1122. Dir.: Bryan Lodge.

## musical instrument distributors

Music City, Par-La-Ville Rd., PO Box 811, Hamilton, Tel: 2-5158. Cable: SOUNDS. Mus. Dir.: Gerald Paley.

Distributors: Fender, Ludwig, Gretsch, WEM, Boosey & Hawkes.

## BOLIVIA

Population: 4,000,000.

Per capita income: \$114.97.

Official rate of exchange: \$1 (US) = 12 pesos.

No. of homes with record players: approx. 100,000.

Records sold domestically: 1966—kk5m787 units @ \$1,263,267; 1965—99,970 units @ \$1,117,214.

Records manufactured for domestic & export sale: 1966—157,978 units @ \$1,214,474; 1965—188,023 units @ \$699,442.

Records imported from USA (factory value): 1967—\$22,171; 1966—3,866 kilos @ \$16,515.

Records imported from countries other than USA (factory value): 1967 (1/2-year)—6,707 kilos @ \$24,331; 1966—14,687 kilos @ \$60,805.

Average retail price per record: LP's—\$6; EP's—\$4; singles—\$1.50.

Stereo sales: approx. 75% of total.

Tape: no tape industry.

Type of promotion: all kinds of music promoted by commercial radio stations.

Jukeboxes: 10.

Radio stations: 35; 1 government, 34 commercial.

Type of programming: about 70% music.

No. of radios: 525,000.

Holidays: Jan. 1, May 1 (Labor Day), July 21 (Martyr's Day), Aug. 5-7 (Independence Day), Oct. 12 (Discovery of America), plus Christian religious holidays.

## record manufacturers

Discolandia Dueri, Evaristo Valle 239, La Paz.

Tel: 8685. Pres.: Miguel A. Dueri.

Int'l firms represented: A&M, Columbia.

Philips Sudamericana, Cajon Postal 2964, La Paz.

Cable: PHIBOL. Mgr.: W. Carp; Head Rec. Dept: O. Quiroga.

Int'l firms represented: ABC, Mercury, Philips.

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

## BRAZIL

Population: 87,679,000.

Per capita income: \$300 annually.

Official rate of exchange: \$1 (US) = 2.68 Cruzeiros.

Records sold domestically: 1965—LP's, 3,303,293 units; EP's, 1,059,543; singles, 2,556,028.

Records imported from US: 1967—\$148,725; 1966—\$35,891.

Records exported to USA: 1967—5,116 units @ \$7,424.

Average retail price per record: LP—\$3.50; EP's—\$1.50; Singles—\$1.

Tape: The retail price of a pre-recorded cartridge or cassette is \$9.00. Estimated number of tape machines: (open reel) 100,000; (4-tr. players) 35,000; (8-tr. players) 5,000; (4 & 8-tr. players) 20,000; (cassette machines) 70,000.

Type of record distribution: Manufacturer-to-retailer only.

Discounting: rare.

No. of radios: 12,000,000.

No. of TV sets: 2,835,000.

Holidays: Jan. 1, Four Days to Shrove Tuesday Carnival, Easter Friday, May 1 (Labor Day), Sept. 7 (Independence Day), Nov. 15 (Proclamation of the Republic), Dec. 25.

## record manufacturers

A U (see Rozenblit).

Abril Cultural, Rua Joao Adolfo 118, Sao Paulo.

Contact: Charles A. Nobili.

Angel (see Industrias Eletricas e Musicais Fabrica Odeon).

C B S, PO Box 5304, Rua Visconde do Rio Branco 53, Rio de Janeiro. Tel: 31-4040. Cable: COLRECORD. Pres.: Dr. Terencio Cattley; VP: Evandro Ribeiro.

Labels: CBS, Epic, Okeh, Entre.

This company represents: Columbia (USA), Epic (USA), Harmony (USA), Okeh (USA), Date (USA), Musicor (USA), Sono Radio (Peru), Plaza (Brazil).

Int'l reps.: Australia (Australian), Bolivia (Discolandia), Canada (Columbia), Central America (Indica), Chile (Philips Chilena), Ecuador (Emporio Musical), Peru (Sono Radio), Philippine (Mareco), Portugal (Radio Triunfo), South Africa (Gramophone), Spain (Discophon), USA (Miami), Uruguay (Sondor), Venezuela (La Discotecca).

Caboclo (see Gravacoes Eletricas).

Capitol (see Industrias Eletricas e Musicais Fabrica Odeon).

Carrusel (see Companhia Industrial de Discos).

Cassio Muniz, Rua Aurora 1011, Sao Paulo. Contact: J. Rahmi.

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).

Circo (see Companhia Industrial de Discos).

Codil-Comercial de Discos, Av. Rio Branco 277 grupo 1505, Rio de Janeiro. Pres.: Jose Pinheiro Ramos; Exec. Dir.: Jose Stockler de Moraes; Mgr.: Rodolfo Zuckermann.

Labels: Compacto, Rittmos.

Compacto (see Codil-Comercial de Discos).

Companhia Brasileira de Discos, Av. Rio Branco 311, 4º andar, Rio de Janeiro. Tel: 42-0964.

Cable: DISCOSINTER. Exec Dir.: Alain Trossat.

Labels: (owned) Eleno, Forma, Heliodor, Philips, Polydor; (distributed) Festa.

This company represents: Atco (USA), Atlantic (USA), DGG (Germany), MGM (USA), Mercury (USA), Philips (Netherlands), Polydor (Germany), Reprise (USA), Warner Bros.-Seven Arts (USA).

Int'l reps.: Argentina (Philips), Bolivia (Philips), Chile (Philips), Colombia (Philips), France

(Philips, Polydor), Germany (Philips, DGG), Italy (Phonogram), Netherlands (Philips), Portugal (Philips), Spain (Fonogram), Uruguay (Philips), USA (Mercury), Venezuela (Siemens).

Companhia Industrial de Discos, Rua 29 de Julho 158, Rio de Janeiro. Tel: 304871. Cable: CARDISCO. Pres.: Hermann Zuckermann; Mgr.: Arlindo Alves do Nascimento.

Labels: Itamaraty, Senador, Circo, Carrusel, Interdisc.

Continental (see Gravacoes Eletricas).

Copacabana (see Som Industria & Comercio).

Dimp (see Plaza).

Disquinho (see Gravacoes Eletricas).

E M I (see Industrias Eletricas e Musicais Fabrica Odeon).

Eleno (see Companhia Brasileira de Discos).

Entre (see CBS).

Epic (see CBS).

Equipe, Av. Rio Branco 156-1º sobreloja-nº 233, Rio de Janeiro. Tel: 52-8921. Pres.: Oswaldo S. Cadaxo; Int'l Dept.: Roberto Nunes.

Labels: Equipe, Spot.

This company represents: Viva (USA), Hi-Fi (USA), Ember (United Kingdom), Palette (Belgium), Delron (Australia).

Fermata do Brasil, Av. Ipiranga 1123, Sao Paulo. Tel: 239-5638, 37-2660. Pres.: Enrique Lebendigier; A&R: Julio Nagib.

Label: Fermata.

This company represents: AZ (France), Durium (Italy), Fonit-Cetra (Italy), Jupiter (Germany), King (USA), Minerva (Germany), Moonglow (USA), Original Sound (USA), Prosadis (France), C.N. Rood (Netherlands), Ranwood (USA).

Festa, Av. Franklin Roosevelt 84, Rio de Janeiro. Tel: 52-4460. Pres.: Irineu Garcia. (Distributed by Companhia Brasileira de Discos).

Forma (see Companhia Brasileira de Discos).

Gravacoes Eletricas, Rua 7 de Abril 59, 8 andar. Tel: 37-54-39, 33-24-16. Pres.: Alberto Jackson Byington Neto; Exec. Sec'y: Monacir Stella; Superintendent: Miguel Gomes Campodarve; Sales Mgr.: Wilson Rodrigues Poso; Repertoire: Nazareno de Brito; Promo.: Luiz Mocazel.

Branch: Rua Pedro Lessa 35, 7 andar, Rio de Janeiro. Tel: 32-31-41.

Labels: Caboclo, Continental, Disquinho, Musicolor.

This company represents: Alvorada (Portugal), Ducretet Thomson (France), Jewel/Paula (USA), Radio Triunfo (Portugal), Teldec (Germany).

Int'l reps.: Argentina (Disc-Jockey), France (Ducretet Thomson), Japan (Teichiku), Portugal (Alvorada, Radio Triunfo), Venezuela (Musitron).

Gravacoes Tropicana, Av. Gomes Freire, 176-s/Loja 1, Rio de Janeiro. Contact: Afranio M. Develly.

Heliodor (see Companhia Brasileira de Discos).

Imperial (see Industrias Eletricas e Musicais Fabrica Odeon).

Industrias Eletricas e Musicais Fabrica Odeon (EMI), Rua Evaristo da Veiga 20, Caixa Postal 2752—ZC 00, Rio de Janeiro. Tel: 22-9887.

Cable: TURNTABLE. Mng. Dir.: Dr. Henry Jensen; Int'l Div.: Luiz Amaral; Int'l A&R: Jose de Sa.

Labels: Odeon, Capitol, Angel, Parlophone, Pathe, Imperial.

This company represents: London (USA), Decca (United Kingdom), A&M (USA), Deram (United Kingdom), Immediate (United Kingdom), Bell (USA), President (United Kingdom).

Interdisc (see Companhia Industrial de Discos).

Itamaraty (see Companhia Industrial de Discos).

Mocambo (see Rozenblit).

Musicolor (see Gravacoes Eletricas).

Musidisc, Rua da Lapa nº 120-12º andar, Rio de Janeiro. Tel: 52-0474. Cable: MUSIDISC. Pres.: Nilo Santos-Pinto.

Branch: Sao Paulo, Av. Ipiranga nº 1123-3º andar, Gr. 304.

This company represents: Pye (United Kingdom), Major Minor (United Kingdom), Riviera-Barclay (France), Saar (Italy), Metronome (Germany), Sonolux-Industria Electro Sonora (Columbia), Discomoda-Fabrica Venezolana de Discos (Venezuela).

Int'l reps.: Argentina (Famous), Chile (Industrias Eletricas y Musicales Odeon), Colombia (Sonolux-Industria Electro Sonora), France (Riviera-Barclay), Germany (Metronome), Italy (Saar), Mexico (Discos Musart), San Salvador (Discos Dicesa Centroamericanos), United Kingdom (Major Minor), USA (Rec. Dist. of America), Venezuela (Discomoda-Fabrica Venezolana de Discos).

Odeon (see Industrias Eletricas e Musicais Fabrica Odeon).

Okeh (see CBS).

Parlophone (see Industrias Eletricas e Musicais Fabrica Odeon).

Passarella (see Rozenblit).

Pathe (see Industrias Eletricas e Musicais Fabrica Odeon).

Philips (see Companhia Brasileira de Discos).

Plaza, Rua Alvaro Alvim 31, gr. 1302, Rio de Janeiro, GB. Tel: 428587. Pres. & Owner: H. Gandelman.

Labels: Dimp (budget), Plaza.

Int'l rep.: world-wide (Columbia).

Polydor (see Companhia Brasileira de Discos).

RCA (see RCA Eletronica Brasileira).

RCA Camden (see RCA Eletronica Brasileira).

continued on page 236



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continued

RCA Eletronica Brasileira, Av. Ipiranga 1097, Sao Paulo. Tel: 35-0178. Cable: RADIOINTER. Pres.: Douglas J. M. Reid; Exec. Dir.: David W. Jones. Branch: R. Correia Dutra 126, Rio de Janeiro. Labels: RCA, RCA Camden, RCA Victor. This company represents: Colgems, Buena Vista, Disneyland, Dunhill, Minil, World Pacific, Sunset, Soul City, Imperial, Dolton, Blue Note, Calendar, Chart, BT Puppy, Liberty, Equinox (all USA), Fermata, RGE, Som Maior (all Brazil).

RCA Victor (see RCA Eletronica Brasileira). R G E, Av. Ipiranga 1123, Sao Paulo. Tel: 34-8990, 37-2660. Pres.: Enrique Lebendiger; A&R & Int'l: Julio Nagib. Label: RGE. This company represents: Ariston (Italy), Barclay (France), Dof (USA), Musart (Mexico), Page One (United Kingdom), Roulette (USA). Ritmos (see Codil-Comercial de Discos). Rosicler (see Chantecler). Rozenblit, Estrada dos Remedios, 855, Recife, Pernambuco. Cable: MOCAMBODISCOS. Top Exec.: Jose Rozenblit; Sales: Isaac & Adolfo Rozenblit; A&R: Roberto Corte Real; Int'l: Kurt Sondermann. Labels: Mocambo, AU (Artistas Unidos), Passarella. Branches: Av. Rio Branco 14, 15 andar., Rio Janeiro; Promo.: Jose Rozenblit Sobrinho—Rua Conselheiro Nebias 662, Sao Paulo. Promo.: Amaury Mazorca. This company represents: Kapp (USA), Motown (USA), Scepter (USA), Vogue (France), Deutsche Vogue (Germany), Vedette (Italy).

Sabia (see Som Industria & Comercio). Sacy (see Som Industria & Comercio). Senador (see Companhia Industrial de Discos). Sertanejo (see Chantecler). Som (see Som Industria & Comercio). Som Industria & Comercio, Av. Rio Branco, 43-9º andar, Rio de Janeiro. Tel: 43-4862. Cable: SOMDISCOS. Pres.: Emilio M. Vitale. Branch: Av. Paulista, 1009-22º andar, Sao Paulo. Tel: 31-4278. Labels: Copacabana, Sabia, Sacy, Som. This company represents: Verve, United Artists, Westminster, Project 3, Abnak, Montilla (all USA), Palette (Belgium), Miura (Italy), Music Hall (Argentina).

Som/Maior, Av. Ipiranga 1123, Sao Paulo. Tel: 37-2660. Pres.: Enrique Lebendiger; Mgr. & A&R: Julio Nagib. Label: Som/Maior. This company represents: CDI (Italy), CMS

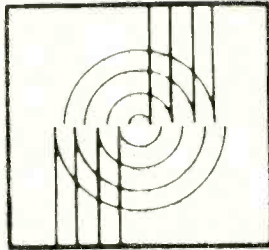
(Italy), Cadet, Chess, Checker (USA), Double Shot (USA), GNP (USA), Interrecord (Italy), Markal (Belgium). Spot (see Equipe).

## INDEPENDENT RECORD PRODUCER

Plaza, Rua Alvaro Alcivar 31, gr. 1302, Rio de Janeiro. Tel: 428587. Pres. & Owner: H. Gandelman. Label credits: CBS.

## music publishers

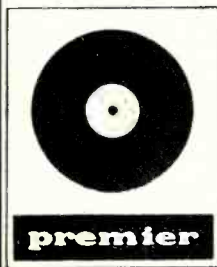
Acuff-Rose, Rua Quintino Bocaiuva 22, Sao Paulo. Aquarela do Brazil, Rua Buenos Aires 58, Rio de Janeiro. Tel: 37-3566. Dir.: Ary Barroso. Arlequim, Av. Ipiranga 1123, Sao Paulo. Tel: 35-1921. Mgr.: Waldemar Marchetti. Bandeirante, Rua do Seminario 165, Sao Paulo. Mgr.: A. A. Lentino. Brasileira, Rua Santa Luzia 799, Rio de Janeiro. Tel: TT-3642. Mgr.: Dalvo Mendes. Brasilrhythmos Vitale, Rua Quintino Bocaiuva 22-1, Sao Paulo. Tel: 7-1136. Mgr.: Emilio Vitale. Compacto Editora Musical de Discos, Av. Rio Branco 277 grupo 1504, Rio de Janeiro. Tel: 529708. Dirs.: Jose Pinheiro Ramos, Harry Zuckermann & Antonio Aguiar. Companhia Industrial de Discos, Rua Joao Lira 19, Rio de Janeiro. Tel: 304871. Cable: CARDISCOS. Pres.: Hermanno Zuckermann. 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 B R A U—Editora Brasileira Autores Unidos, Rua Siqueira Campos 143 (Loja 135), Rio de Janeiro. Tel: 36-3790. Mgr.: Ademio Fernando Anjos. E L A M, Rua Visconde do Rio Branco 53, Rio de Janeiro. Tel: 31-4040. Mgr.: Evandro Ribeiro. Edicoes Clave Musical, Rua General Gustavo Cordeiros de Farias 545, Rio de Janeiro. Dir.: Fernando Cesar. Edicoes Euterpe, Av. Rio Branco, 180-2º andar, Salas 204/6, Rio de Janeiro. Tel: 32-0074. Admin.: Vicente S. Mangione. Affiliates: Editora de Musicas Universal (EMU), Publicacoes Panamericanas. Edicoes Musicais Ata, Av. Rio Branco 156, Rio de Janeiro. Tel: 42-4336. Edicoes Musicais Fontana, Av. Rio Branco 311-4 and., Rio de Janeiro. Tel: 42-0964. Contact: Jose Loureiro. Affiliates: Edicoes Musicais Helo, Edicoes Musicais Pergola, Edicoes Musicais Saturno. Edicoes Musicais Helo (see Edicoes Musicais Fontana). Edicoes Musicais Pergola (see Edicoes Musicais Fontana). Edicoes Musicais RCA, Av. Ipiranga 1097, Sao Paulo. Tel: 35-0178. Cable: RADIOINTER. Mgr.: Osmar Zandomenigui. Branch: Rio de Janeiro, r. Correia Dutra, 126. Edicoes Musicais Saturno (see Edicoes Musicais Fontana). 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 de Musicas Universal (EMU), see Edicoes Euterpe. Editora Musical Mills, Av. Ipiranga 1123, Sao Paulo. Fermata do Brazil, Av. Ipiranga 1123, Sao Paulo. Tel: 35-2832, 37-2660. Mgr.: Juvenal Fernandez. Frevo, Rua dos Palmares 174, Recife, Pernambuco. Mgr.: Nelson Ferreira. I T A I P U (Sociedade Brasileira de Edicoes, Publicidade e Servicos Artisticos), Rua Evaristo da Veiga, 20-1º andar, Rio de Janeiro. Gen. Mgr.: Dr. Henry Jessen; Int'l Div.: Luiz Amaral. Ilha Bela, Rua Barao de Itapetininga 255, Sao Paulo. Mgr.: Herivelto Martins. Irmaos Vitale Industria e Comercio, Rua Quintino Bocaiuva, 22-1, Sao Paulo. Tel: 7-1136. Cable: IRVITALE. Contact: Plinio Augusto Vitale. Branch: Rio de Janeiro, Av. Rio Branco 25. Tel: 43-4862. Mangione, Av. Treze de Maio 13, Rio de Janeiro. Tel: 42-3223. Pres.: Estevao Mangione. Ivan Mogull c/o Edicoes Musicas RCA, Av. Ipiranga 1097, Sao Paulo. Pres.: Ivan Mogull. Mundo Musical, Rua Visconde do Rio Branco 53, Rio de Janeiro. Tel: 31-4040. Mgr.: Evandro Ribeiro. Musibras, Av. Ipiranga 1123, Sao Paulo. Tel: 35-1721. Mgr.: Waldemar Marchetti. Nossa Terra, Rua Visconde Inhauma 134, Rio de Janeiro. Mgr.: Alcir Pires Vermelho. Pierrot, Av. Ipiranga 1123, Sao Paulo. Tel: 35-1721. Mgr.: Waldemar Marchetti. Publicacoes Panamericanas, see Edicoes Euterpe. Reunidas, Av. Caspar Libero 58, Sao Paulo. Tel: 36-8229. Ricordi Brasileira, Rua Conselheiro Nebias, 773/777, Sao Paulo. Tel: 220-3131. Cable: RICORDI-BRASIL. Rio Musical, Rua Visconde Inhauma 134, Rio de Janeiro. Mgr.: Roberto Martins.



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Ritmos Edicoes Musicais, Av. Rio Branco 227 grupo 1504, Rio de Janeiro. Dirs.: Jose Stockler de Morais, Rodolfo Zuckermann.  
 Romance, Rua Visconde Inhauma 134, Rio de Janeiro. Mgr.: Milton Biffencourt.  
 Samba, Rua General Gustavo Cordeiro Farias 545 Rio de Janeiro. Tel: 34-8105. Mgr.: Fernando Cesar.  
 Sao Jorge, Rua Visconde Inhauma 134, Rio de Janeiro. Mgr.: Ary Monteiro.  
 Seresta, Av. Ipiranga 1123-5 andar, Sao Paulo. Tel: 35-2832.  
 Todamerica, Rua Santa Luzia 799, Rio de Janeiro. Tel: 22-3642.  
 Vitale (see Irmaos Vitale).

## ● distributor & importer/exporter

Companhia Industrial de Discos, Rua Joao Lira 19, Rio de Janeiro. Tel: 30-4871. Cable: CARDIS-COS. Pres.: Hermann Zuckermann.

## ● supplies & services

### ASSOCIATIONS, MUSIC LICENSING & PROFESSIONAL ORGANIZATIONS

A D D A F (Associação Defensora dos Direitos Artísticos e Fonomecânicos), Rua Visconde Inhauma 167, Rio de Janeiro. Tel: 23-1693. Pres.: Ataúlpho Alves.  
 Associação de Canto Coral, (ACC), Rua das Marrecas 40 9 andar, Rio de Janeiro. Pres.: Moacyr Villas-Boas.  
 Associação Brasileira dos Produtores de Fonogramas (Brazilian Association of Phonographic Producers), Rua Rego Freitas 354, Sao Paulo. Tel: 35-0665. Pres.: Sebastião R. Bastos.

B I E M, Rua Evaristo da Veiga 35, Rio de Janeiro. Tel: 22-7219. Mgr.: Umberto Marconi.

Bureau International de l'Édition Mécanique (see BIEM).

Collegium Musicum, Rua Joao Pinheiro 412, Sao Paulo 5.

Instituto Cultural Italo-Brasileiro, Rua Sete de Abril 230, 5 andar, s/580, Sao Paulo.

Museo Villa-Lobos, Rua Imprensa 16, Palacio da Cultura, Room 911, Rio de Janeiro. Dir.: Arminda Neves d'Almeida.

S A D E M B R A, Rua Buenos Aires 58-A, Rio de Janeiro. Tel: 52-9630. Mgr.: Cesar do Prado.

S B A C E M (Sociedade Brasileira de Autores, Compositores e Editores de Musica), Rua Buenos Aires 58, Rio de Janeiro. Tel: 23-1935.

S B A T, Rua Buenos Aires 58-A, Rio de Janeiro. Tel: 42-5452. Pres.: Juracy Camargo.

U B C (União Brasileira de Compositores), Rua Visconde Inhauma 134, Rio de Janeiro. Tel: 23-16-93. Pres. Osvaldo Santiago.

PRESSING PLANTS

Companhia Brasileira de Discos, Estrada das Furnas 1467, Rio de Janeiro.

Companhia Industrial de Discos, Rua 29 de Julho 157, Rio de Janeiro.

Gravacoes Eletricas, Av. do Estado 4755, Sao Paulo. Tel: 35-35-74.

Industrias Eletricas e Musicais Fabrica Odeon (EMI), Rua Odeon s/n, Sao Bernardo do Campo.

Musidisc, Rua Quissama 190, Petropolis.

R C A Eletronica Brasileira, Av. Engenheiro Billings 2229, Sao Paulo.

Rozenblit, Estrada dos Remedios 855, Recife, Pernambuco.

Som, Rua Argentina 173, Sao Bernardo do Campo. Tel: 42-74-11.

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.

Gravodisc, Rua General Osorio 707, Sao Paulo.

Industrias Eletricas e Musicais Fabrica Odeon (EMI), Av. Rio Branco 277, 4º andar, Rio de Janeiro. Tel: 22-5106.

Musidisc, Rua Joaquim Silva, 56-5º andar, Rio de Janeiro.

Promotion Studio, Av. Marechal Camara 271, Rio de Janeiro

Publi-Son, Rua Santa Luzia 799, Rio de Janeiro.

Rozenblit, Estrada dos Remedios 855, Recife, Pernambuco.

● tape

TAPE DUPLICATOR & DISTRIBUTOR

Tapecar Gravacoes, Rua 17 de Fevereiro 159, Rio de Janeiro. Tel: 30-4255. Dir.: Sebastião R. Bastos. Tape: 4 & 8-tr. cartridge, cassette, open reel.

● phonograph manufacturers

Philco Radio e Televisao, Virginia 299 (Tatuape), Sao Paulo, Tel: 93-6193. Mng. Dir.: F. L. Sherman. Home office: USA.

# BULGARIA

Population: 8,334,000.  
 Official rate of exchange: \$1 (US)=1.17 lev.  
 Average retail price per record: 12" LP's—\$1.96; 10" LP's—\$1.54; 7" LP's—\$0.89; 7" singles—\$0.55.  
 Radio stations: 18 government.  
 No. of radio: 2,217,685.  
 TV stations: 4 government.  
 No. of TV sets: 420,228.  
 Holidays: Jan. 1, May 1, 2 (Labor Day), May 24 (Education Day), Sept. 9, 10 (National Day), Nov. 7 (October Revolution).

## ● record manufacturer

Balkanton, 2 Haydushka Poljana St., Sofia 12. Tel: 52-54-51.

## ● supplies & services

### ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Union of Bulgarian Composers, Ivan Vazov 2, Sofia. Pres.: Filip Koutev.

Union of Musicians in Bulgaria, Alabin 52, Sofia. Pres.: Dimiter Rouskov.

### PRESSING PLANT

Balkanton, 2 Haydushka Poljana St., Sofia 12. Tel: 52-54-51.

## ● tape recorder manufacturer

Electroimpex, 17 G. Washington St., Sofia. Tel: 88-49-91.

# CANADA

Population: 20,700,000.  
 Per capita income: \$2,312.  
 Official rate of exchange: \$1 (US)=1.07½ (Canadian).  
 No. of homes with record players: 3,240,000.  
 Records manufactured & sold domestically (units): LP's 1967—21,365,037; 1966—20,040,937. Singles 1967—13,891,935; 1966—14,153,547.  
 Net sales of records manufactured domestically: LP's & Singles: 1967—\$40,509,715; 1966—\$37,322,245.  
 Records manufactured for domestic & export sale (units): LP's 1967—26,424,565; 1966—23,141,861. Singles 1967—16,961,524; 1966—17,135,533.  
 Records imported from USA (factory value): 1967—2,766,323 units @ \$1,668,000 (Canadian); 1966—2,959,962 units @ \$1,672,000 (Canadian).  
 Records imported from countries other than USA (factory value): 1967—1,219,589 units @ \$1,474,000 (Canadian); 1966—701,245 units @ \$698,000 (Canadian).  
 Records exported to USA (factory value): 1967—172,916 units @ \$115,000 (Canadian); 1966—67,508 units @ \$79,000 (Canadian).  
 Records exported to countries other than USA (factory value): 1967—34,465 units @ \$43,000 (Canadian); 1966—8,674 units @ \$12,000 (Canadian).  
 Average retail price per record: LP's—\$4.98 (Canadian); Singles—\$9.8 (Canadian).  
 Stereo sales: 41.2% of total LP sales.

● tape

● record manufacturer

● supplies & services

● associations & professional organizations

● pressing plants

● recording studios

● tape duplicator & distributor

● phonograph manufacturers

● tape

● record manufacturer

● supplies & services

● associations & professional organizations

● pressing plants

● recording studios

● tape duplicator & distributor

● phonograph manufacturers

● tape

● record manufacturer

● supplies & services

● associations & professional organizations

● pressing plants

Holidays: January 1, Good Friday, Easter Monday, Victoria Day (Monday preceding May 25), Dominion Day (July 1), Civic Holiday (first Monday in Aug.), Labor Day (first Monday in Sept.), Thanksgiving (second Monday in Oct.), Christmas. Kit Morgan

## ● record manufacturers

Abnak (see Compo).  
 Accent (see Compo).  
 Alkon (see Klondike).  
 Allegro (see Pickwick).

ALLIED, 110 Barbados Blvd., Scarborough, Ont. Tel: (416) 267-4460. Pres.: Bruce Beatty; Gen. Mgr.: Jack Boswell.

Branch: Montreal West, P.Q., 190 Ronald Dr. Sales Mgr.: Bill Fisher.

Label: Allied.  
 This company represents: Bang, Cala, Compass, Elektra, Gateway, Marble Arch, Nonesuch, Pentagon, Pye, Roulette, Shout, Time. (SEE ADVERTISEMENT)

Alouette (see Archambault).  
 American Metropolitan Ents., 3768 Bathurst St., Toronto, Ont. Tel: (416) ME 8-3261.

Int'l branch: USA.  
 Angel (see Capitol).  
 Apex (see Compo).

Aragon Ents., 1234 W. Sixth Ave., Vancouver 9, B.C. Tel: (604) 732-6010. Pres.: Al Reusch.  
 Labels: Aragon, Aramac, Arrex, Sixth Avenue. (distributed by London).

Aramac (see Aragon).  
 Arc (see Arc Sound).

(416) 751-1613. Cable: ARCSOUND. Pres. & ARC SOUND, 20 Cranfield Rd., Toronto 16, Ont. Tel: Gen. Mgr.: Phil G. Anderson; VP, Sales & Mktg.: Bill Gilliland; Nat'l Sales Mgr.: Tom Burney; US Rep.: Fred Mancuso, 136 Dean St., Buffalo, N.Y. 14043.

Branches: Edmonton, Alta., 6811 104 St. Tel: (403) 434-3372—Winnipeg, Man., 1436 Erin St. Tel: (204) 943-4087.

Labels: Arc, Arc Centennial, Arc Citation, Good Groove, Yorkville.

This company represents: Alshjre Presents, Europa, International Artists, Kent, Metronome, Miller Int'l, Somerset, Stereo Fidelity. (SEE ADVERTISEMENT)

ED. ARCHAMBAULT, 500 St. Catherine St. E., Montreal, P.Q. Tel: (514) 849-6201. Cable: ARCHMUSIC. Co-Prop.: Rosaire Archambault; Artistic Dir.: John Damant; Mgr.: Charles Pilon; Promo.: Claude Rancourt.

Labels: Alouette, Select.  
 Tape: 8-tr. cartridge & cassette.

This company represents: Ades, Assimil Language Courses, Belair, Chant du Monde, Charlin, Coq Sonore, Festival, Iramac, Jericho, L'Encyclopedie Sonore, Lumen, Musidisc, Pleiade, Scoladisque, Studio S.M., Trianon, Valois, Vega. (SEE ADVERTISEMENT)

Archive (see Polydor).  
 Arrex (see Aragon).

B T Puppy (see Compo).  
 Baiff (see Rodeo).

BARCLAY, 189 Rockland Rd., Town of Mount Royal, Montreal, P.Q. Tel: (514) 731-7791. Pres.: Jean-Paul Rickner; VP: Aubert Brillant; Sales & Mktg. Mgr. & Int'l: John Williams.

Labels: Barclay, Riviera. (SEE ADVERTISEMENT)

Barry (see Quality).  
 Bettini (see Video Audio Prod'ns).

Blanche Neige (see Trans-World).  
 Boo-Power (see Rebel).

Bravo (see Canadian Music Sales).  
 Brunswick (see Compo).

C B S (see Columbia).  
 Caedmon (see Compo).

Caledon (see Robert J. Stone).  
 Camden (see RCA Victor).

Campus (see Rodeo).  
 Canaan (see Word).

Canada Int'l (see RCA Victor).  
 Canadian Music Sales, 58 Advance Rd., Toronto 18, Ont. Tel: (416) 239-2361. Cable: MUSICSALES.

Pres.: T. St. Clair Low; Sales Mgr.: T. P. Regan.

Labels: Bravo, Dominion.

CAPITOL, 3109 American Dr., Malton, Ont. Tel: (416) 677-5050. Cable: CAPITOLREC. Pres.: G. Edward Leatham; VP & Mktg.: E. Taylor Campbell; A&R Dir.: Adv. Mgr.: Paul White.

Branch: Montreal, P.Q., 155 Port Royal W. Zone: 11 Tel: (514) 389-3588.

Labels: Capitol, Angel, Melodiya/Angel, Muse, Pathe, Seraphim, Studio Two, Waverley.

This company represents: Disneyland, Movie-tone, Odeon, Parlophone, Pickwick, Stone, 20th Century-Fox.

Tape: Capitol, Angel, Melodiya/Angel: 4 & 8-tr. cartridge, cassette. (SEE ADVERTISEMENT)

Caprice (see Rodeo).

CARAVAN, 117 Midwest Rd., Scarborough, Ont. Tel: (416) 757-2455. Pres.: Frank P. Swain; Mktg. Mgr.: L. Harris; Sales Mgr.: M. Mirowski; Promo. Mgr.: Scott Irwin.

Labels: Caravan, Caravan Int'l.

This company represents: Carinia, Design, Fiesta, Hal, Kismet, Nimbus 9, Spur, UK, V Recs., Venus. (SEE ADVERTISEMENT)

continued on page 238



## CANADA



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continued

Caravan Int'l (see Caravan).  
CARDINAL, 1244 Dufferin St., Bldg. 3, Toronto 4.  
Ont. Tel: (416) 531-5754. Gen. Mgr.: G. E.  
Wade; Opns. Mgr.: Laurence Heseltine.  
Labels: Cardinal, Magnaphonic.

This company represents: Custom, Crown, Fox,  
Robin Hood, United. (SEE ADVERTISEMENT)  
Carnaval (see Compo).  
Carole (see Compo).  
Celtic (see Rodeo).  
Century (see Word).  
Challenge (see Compo).  
Cloune (see Trans-World).  
COLUMBIA, 1121 Leslie St., Don Mills, Ont. Tel:  
(416) 447-3311. Cable: COLRECORDS. VJ &  
Mng. Dir.: Fred T. Wilmot; Gen. Mgr., Sales,  
Mktg., Int'l: J. Robertson; Mds'g & Sales  
Promo. Mgr.: William Eaton.

Branches: Don Mills, Ont., 1113 Leslie St.  
Tel: (416) 444-6651/2/3. Mgr.: Edward Colero;  
Promo.: C. Camilleri—Montreal, P.Q., 1168  
Montee de Liesse. Tel: (514) 748-9648. Mgr.:  
Jacques Gagne; Promo.: J. Frechette.  
Labels: Columbia, CBS, Date, Epic, Harmonie,  
Harmony, Odyssey, Okeh.

This company represents: Dover, Gregar, Im-  
mediate, Major Minor, Musicor, Nashville, Ode,  
Rojac, Starday.

Tape: Columbia, Epic, Ode, Immediate: 4 & 8-tr.  
cartridge, cassette, open reel. (SEE ADVER-  
TISEMENT)

COMPO, 2377 Remembrance St., Lachine, P.Q. Tel:  
(514) 637-2561. Cable: COMPOCO. VP & Gen.  
Mgr.: R. A. Chislett; VP & Sales Mgr.: S. D.  
Roberts; Pop A&R: Lee Armstrong; Sales, Mktg.  
& Adv.: Decca Div., S. D. Roberts; Apex Div.,  
Lee Armstrong; Pub. & Promo.: Roy Smith;  
Field Promo. Mgr.: Al Mair.

Branch: Toronto, Ont., Apex 76, Colville Rd.  
Zone: 15. Tel: (416) 249-7551. Mgr.: George  
Offer.

Labels: (Decca Div.) Decca, Brunswick, Caed-  
mon, Coral, Vocalion; (Apex Div.) Apex, Abnak,  
Accent, B.T. Puppy, Carnival, Carole, Chal-  
lenge, GNP Crescendo, Damon, Diamond, Double  
Shot, Jetstar, Lero, Point, Project 3, Revue,  
Scepter/Wand, Soma, Uni, United Artists.

Tape: Decca, Coral, Brunswick, GNP Crescendo,  
United Artists: 4 & 8-tr. cartridge, cassette;  
Diamond, Project 3; Uni: 4 & 8-tr. cartridge.  
(SEE ADVERTISEMENT)

Coral (see Compo).  
Crescendo (see Compo).  
Cricket (see Pickwick).  
DGG (see Polydor).  
Damon Prod'ns, 5503 84 Ave., Edmonton, Alta. Tel:  
(403) 469-7955. Pres.: Garry L. McDonall; VP:  
Wallis A. Petruk. (distributed by Compo).

Date (see Columbia).

Decca (see Compo).

Delta (see Phonodisc).

Design (see Pickwick).

Diamond (see Compo).

Disque Monde (see Trans-World).

Disques Tempo, 412 Richard St., Laval des Rapides,  
P.Q. Pres.: Tony Choma.

Dominion (see Canadian Music Sales).

Double Shot (see Compo).

Eagle, PO Box 3539, Winnipeg 4, Man. Tel: (204)  
582-5287. Pres.: R. W. Nowosad; Sec'y-Treas.:  
C. D. Ward.

Labels: Eagle, Ruler.

This company represents: Dr. Murray Banks,  
Frontier, Klondike.

Elegante (see Trans-World).

Epic (see Columbia).

Europa (see Rodeo).

Excellent, PO Box 3066, Sta. C, Ottawa, Ont. Tel:  
(613) 729-0614. Pres.: Alex Sherman.

Exclusive, 32 Orchard Park Dr., West Hill, Ont. Tel:  
(416) 282-3586. Owner: Patrick G. Scott.

Flick, 90 Yorkville Ave., Toronto 5, Ont. Tel: (416)  
929-5894, 922-4716. Pres.: Andrew A. Mel-  
zer; VP: Christopher Carter; Sec'y: George D.  
Butterfield.

Fountain, 10534 109 St., Edmonton, Alta. Tel:  
(403) 422-1251. Pres.: Ray Schwartz.

Labels: Fountain, Pace.

4 Square (see Rebel).

Franco Disque, 189 Rockland Rd., Town of Mount  
Royal, Montreal, P.Q. Tel: (514) 731-7791.

Pres.: Jean-Paul Rickner; VP: Aubert Brillant.

Labels: Franco-Disque, Trans-Canada.

This company represents: Franco Elite, Grand  
Prix, AZ (France).

Franklin, 412-261 Fort St., Winnipeg, Man. Tel:  
(204) 947-0092. Pres.: Frank Wiener; PR:  
Tania James.

Frontier, PO Box 489, Waterloo, P.Q. Pres.: B. R.  
Gibbs.

Int'l reps.: Netherlands (J. E. V. Ellinkhuizen),  
United Kingdom (Greenwood).

GNP Crescendo (see Compo).

Gaiety, 232 Lincoln St., Port Arthur, Ont. Tel:  
(807) 345-6298. VP: William Posmituk.

Gala (see RCA Victor).

Galaxy, 678 Polson Ave., Winnipeg, Man. Tel: (204)  
589-1876. Contact: Alex Moodrey.

Gamma, 389 St. Paul W., Montreal, P.Q. Tel:  
(514) AV 8-1592. Pres.: Jack Lazare; VP:  
Christian Larsen.

Giant, 73 Yorkville Ave., Toronto, Ont. Tel: (416)  
923-3316. Pres.: Ben. McPeck.

Good Groove (see Arc Sound).  
Happy Time (see Pickwick).  
Harmonie (see Columbia).  
Harmony (see Columbia).  
Helodor (see Polydor).  
Hit-Bound, 440 Winona Dr., Suite 523, Toronto 10,  
Ont. Tel: (416) 783-4386. Pres.: Andrew A.  
Melzer.

Instant Learning (see Pickwick).  
Island (see Robert J. Stone).  
Jet, 1145 Bernard, Suite 219, Montreal 8, P.Q. Tel:  
(514) 374-1202.

Labels: Jet, Lotta Soul.

Jetstar (see Compo).

Jupiter, 4824 Cote des Neiges, Suite 44, Montreal,  
P.Q. Tel: (514) 733-9673. Pres.: Yvan Du-  
fresne. Adv. & Promo. Mgr.: Claude Palardy.

Labels: Jupiter, Prestige.

Kerr, PO Box 217, Ottawa, Ont.

Home office: USA, 15831 Simonds St., Granada  
Hills, Calif. 91344. Tel: (213) 361-2334.

Labels: Kerr, Spotlight.

Klondike, PO Box 561, Whitehorse, Yukon. Gen.  
Mgr.: Al Oster.

Int'l branch: USA, Alkon Int'l.

Labels: Klondike, Alkon.

Lero (see Compo).

LONDON, 190 Graveline St., St. Laurent, P.Q. Tel:  
(514) 631-2061. Cable: FULLRANGE. Gen. Mgr.:  
F. C. Jamieson; Asst. Gen. Mgr.: Miss Alice  
Koury; Sales Mgr.: A. G. Bilodeau.

Branches: Calgary, Alta., 628 11 Ave. S.W.  
Tel: (403) 264-5605. Mgr.: Ted Blair—Van-  
couver, B.C., 3166 Lake City Way, Lake City  
Ind'l Park, Burnaby 2. Tel: (604) CY 8-6471.

Mgr.: Ormond L. Jones—Winnipeg, Man., 23  
Keith Rd. Zone: 21. Tel: (204) 772-4315. Mgr.:  
Gerry Young—Toronto, Ont., 1630 Midland Ave.,  
Scarborough. Tel: (416) 755-3373. Mgr.: Gilles  
Aubin.

This company represents: London, Ace of Clubs,  
Ace of Diamonds, Aragon, Argo, Aura, Back-  
beat, Banff, Belair, Beltona, Blue Note, Blue  
Rock, Caprice, Celtic, Citation, Click, Coli-  
seum, DSP, Das Alte Werke, Deram, Duke,  
Durium, ESP-Disk, Emmercy, Era, Etiquette, Eu-  
ropa, Fontana, France-Canada, Franklin, Gamma,  
Golden, Hi, Imperial, Innis, Jamie, Jet, Liberty,  
Limelight, Marjion, Melbourne, Mercury, Minif,  
Mobile Fidelity, Monument, L'Oiseau Lyre, Pa-  
cific Jazz, Parrot, Peacock, Pergola, Philips,  
Philles, Press, Rheims, Rodeo, Rusticana, Smash,  
Societe Francaise du Son, Soul City, Sound Stage  
7, Sun, Sunset, Telefunken, Tribe, Viva, Wing,  
World Pacific.

Tape: cartridge & cassette (London, Liberty,  
Mercury, Philips); open reel (London, Mercury,  
Philips). (SEE ADVERTISEMENT)

Lotta Soul (see Jet).

Magnaphonic (see Cardinal).

Magnaphonic (see Caravan).

Maritime, 981 A Main St., Moncton, N.B. Tel: (506)  
389-1341. Pres. & Gen. Mgr.: William D.  
Mitton.

Marque XII (see Trans-World).

Marvel, 4824 Cote des Neiges Rd., Montreal, P.Q.  
Tel: (514) 0889. Cable: RODEO. Mng. Dir.:  
George Taylor; A&R Dir.: Dougal Trineer.

Match Music, 6 Wellington St. S., Sherbrooke, P.Q.  
Tel: (819) 569-6314. Gen. Mgr.: Russell M.  
Marois.

Labels: Match, Meteor, Plus Ultra, Worth.

Melbourne (see Rodeo).

Melodiya/Angel (see Capitol).

Meteor (see Match Music).

Montagnard (see Trans-World).

Monticana, 2955 Fendall St., Montreal 26, P.Q.  
Tel: (514) 739-8935, 342-2500. Pres. & A&R  
Dir.: Dave Leonard.

Muse (see Capitol).

Musimart, 970 McEachran, Montreal 8, P.Q. Tel:  
(514) 273-8354. Cable: MUSCAN. Pres.: George  
Erlick; Gen. Mgr.: Fred Drucker; Sales: Jack  
Inhaber.

Labels: Pierrot, Planet.

Nimbus 9 Prod'ns, 131 Hazelton Ave., Toronto 5,  
Ont. Tel: (416) 923-2392. Pres.: J. A. Richard-  
son; Dir.: Ben McPeck.

Now (see Robert J. Stone).

Odyssey (see Columbia).

Okeh (see Columbia).

Pace (see Fountain).

Pathe (see Capitol).

PHONODISC, 355 King St. W., Toronto, Ont. Tel:  
(416) 366-8744. Pres. & Gen. Mgr.: D. A.  
McKim; Dir. & Sales Mgr.: Hal Ross; Int'l:  
Woody Hinderling.

Branches: Vancouver, B.C., 3931 E. Hastings  
St., Burnaby 2. Mgr.: Frank Weaver—Winnipeg,  
Man., PO Box 1021. Tel: (204) 783-8436. Mgr.:  
Walter Sokulsky—Montreal, P.Q., 809 William  
St. Tel: (514) 861-5891. Mgr.: James Corbett.

Int'l branch: USA, 619 Broadway, New York,  
N.Y. Contact: David Thomson.

Labels: Phonodisque, Delta, Regency.

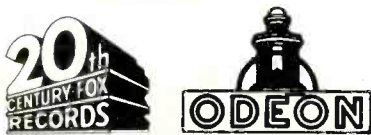
This company represents: Ariston, Audio Fidi-  
fidelity, Cadet, Checker, Chess, Colonial, Gordy,  
Jewel, Kapp, King, Motown, Paula, Standard,  
Tamil.

Tape: 8-tr. cartridge & cassette (Cadet, Chess,  
Checker, Gordy, Motown, Tamil). (SEE ADVER-  
TISEMENT)

Phonodisque (see Phonodisc).

Pickwick, 460 Fairall Ajax, Ont.

Labels: Pickwick/33, Design, Happy Time,  
Cricket, Showcase, Instant Learning, Allegro.



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**pickwick/33**

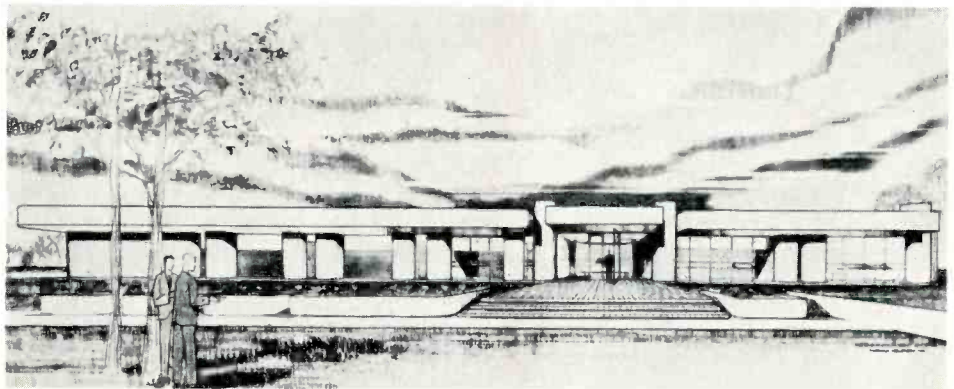


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# RECORD COMPANY NUMBER ONE

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continued

Pickwick/33 (see Pickwick).  
Pierrot (see Musimart).  
Planet (see Musimart).  
Plus Ultra (see Match Music).  
Point (see Compo).  
POLYDOR 4115 Sherbrooke St. W., Montreal, P.Q.  
Tel: (514) 933-4201. Gen. Mgr.: Charles van  
Rompou; Gen. Mktg. Mgr.: Goy Bertrand; Clas-  
sical & Jazz Mktg.: Gilles Marchand; Pop  
Promo. Mgr.: Rudy Assaly.  
Branches: **Vancouver, B.C.**, 196 Smithe St.  
Tel: (604) 681-0268. Mgr.: Don Carter—  
Cookeville, Ont., 3279 Lenworth Dr. Tel: (416)  
625-3990. Mgr.: Don Carter—**Montreal, P.Q.**,  
5000 Buchan St. Tel: (514) 733-3761. Mgr.:  
Frank Henry.  
Labels: Polydor, Archive, DGG, Heliodor, Tip.  
(SEE ADVERTISEMENT)  
Project 3 (see Compo).  
QUALITY, 380 Birchmount Rd., Scarborough, Ont.  
Tel: (416) 698-5511. VP & Mng. Dir.: George  
L. Keane; Ass't Mng. Dir.: W. R. Bays; Gen.  
Sales Mgr.: Lee W. Farley.  
Branches: **Winnipeg, Man.**, Galt Bldg., 4th Fl.  
Tel: (204) WH 3-6563. Mgr.: Chuck Porter—  
**Toronto, Ont.**, 130 Mack Ave. Tel: (416) 698-  
5643. Mgr.: Harold Winslow—**Montreal, P.Q.**,  
2215 Beaconsfield Ave., Rm. 4. Zone: 28. Tel:  
(514) HU 1-1167. Mgr.: Robert Nickford.  
Labels: Quality, Barry, Reo.  
This company represents: A&M, Amy, Atco,  
Atlantic, Buddha, Cameo, Dot, Hickory, Kama  
Sutra, Laurie, MGM, Parkway, Ranwood, Verve.  
(SEE ADVERTISEMENT)  
RCA VICTOR, 3333 Cavendish Blvd., Montreal, P.Q.  
Tel: (514) 482-9912. VP & Gen. Mgr.: G. I.  
Harrison; Pop A&R Mgr.: W. Gilmeister; Sales  
& Mktg. Mgr.: Knox Coupland; Product Mgrs.:  
Bill Patterson, Andy Nagy, Roger Belair.  
Branches: **Calgary, Alta.**, 4120 Sixth St. S.E.,  
PO Box 5158, Station A. Tel: (403) CH 3-4661.  
Mgr.: R. Girouard—**Vancouver, B.C.**, 2876 Rupert  
St. Tel: (604) 433-6881. Mgr.: G. A. Bell—  
**Winnipeg, Man.**, 2070 Notre Dame Ave., St.  
James. Zone: 21. Tel: (204) 772-0481. Mgr.:  
R. T. Nugent—**Halifax, N.S.**, 3611 Commission  
St. Tel: (902) 455-7247. Mgr.: V. A. Plourde.  
—**Toronto, Ont.**, 1450 Castlefield Ave. Tel: (416)  
651-6550. Rec. Mgr.: J. R. Feeney—**Montreal,**  
**P.Q.**, 5575 Royalmount Ave. Tel: (514) 342-  
9220. Rec. Mgr.: J. G. Bergeron.  
Labels: RCA Victor, Camden, Canada Int'l, Gala.  
This company represents: Calendar, Colgems,  
Chart, Dunhill, Heartwarming, Sir John A.  
Tape: 8-tr. cartridge & open reel (RCA Victor,  
Buena Vista, Camden, Chart, Colgems, Diamond,  
Institute for Language Study, White Whale).  
(SEE ADVERTISEMENT)  
Rebel, Box 32, Willowdale, Ont. Tel: (416) 223-  
9730. Pres.: John C. Irvine.  
Int'l branch: USA.  
Labels: Rebel, Boo-Power, 4 Square, Super, Zap.  
Regency (see Phonodisc).  
Reo (see Quality).  
Reprise (see Warner Bros.-Seven Arts).  
Revue (see Compo).  
Riviera (see Barclay).  
Rodeo, 4824 Cote des Neiges Rd., Montreal 26, P.Q.  
Tel: (514) 731-0889. Pres.: George Taylor;  
VP: Frank W. McKnight; A&R Dir.: Dougal  
Trineer.  
Labels: Rodeo, Banff, Campus, Caprice, Celtic,  
Europa, Melbourne.  
Ruler (see Eagle).  
S G M, PO Box 4374, Station D, Vancouver 9, B.C.  
Tel: (604) 683-5332. Pres.: Stan Cayer; A&R:  
Mel Gordon.  
Sackville, 719 Yonge St., Suite 5, Toronto 5, Ont.  
Pop A&R: John Norris, William E. Smith.  
Sacred (see Word).  
Sacred Songs (see Word).  
Scepter (see Compo).  
Select (see Archambault).  
Seraphim (see Capitol).  
Showcase (see Pickwick).  
Sir John A, 1335 Bloomsbury Crescent, Ottawa,  
Ont. Tel: (613) 729-8094. Pres. & PR: John  
D. Pozzer; VP & Gen. Mgr.: Ron Greene; Pop  
A&R: Don Norman. (distributed by RCA Victor).  
Sixth Avenue (see Aragon Ent's).  
Soma (see Compo).  
Sonologue, 3512 Durocher St., Suite 206, Montreal,  
P.Q. Tel: (514) 845-8805. Mgr.: James A.  
Gow.  
Int'l branches: USA, United Kingdom.  
Sparton, PO Box 2125, London, Ont. Tel: (519)  
455-6320. VP & Gen. Mgr.: W. L. Page; Sales  
Mgr.: Dave Grief; Prod. Coordinator: E. Twohey.  
Branches: **Toronto, Ont.**, 658 Millwood Rd.  
Zone: 17. Tel: (416) 425-8545—**Montreal, P.Q.**,  
200 Bates Rd. Tel: (514) 739-1995. Sales Mgr.:  
R. Boa.  
Label: Sparton.  
This company represents: ABC, Ashley, Blues-  
way, Boone, Command, Contemporary, Eurotone,  
Good Time Jazz, Grand Award, Mirwood, Satel-  
lite, Simon Says, Summit, Spruaphon, Surrey,  
Tangerine, Tiffany, Westminster, Whitehall.  
Tape: 8-tr. cartridge, cassette, open reel.  
Specialty Series (see Video Audio Prod'ns).  
Spotlight (see Kerr).  
Stone (see Robert J. Stone).

ROBERT J. STONE, 172 King St., E. Oshawa, Ont.  
Tel: (416) 723-0898. Toronto Tel: (416) 925-  
6840. Cable: MUSICCAN. Pres.: Robert J. Stone;  
VP: Harold E. Pounds; A&R: Bill Henning;  
Sales Mgr. & PR: Terry Mann.  
Branch: **London, Ont.**, PO Box 4245. Tel: 432-  
6575. VP: Harold E. Pounds.  
Labels: Stone, Caledon, Island, Now.  
This company represents: Award, Drew, Emer-  
ald, Golden H, Great, Island, Major Minor,  
Nestor, Nuggett, Philips (Norway), Sonet  
(Sweden), Sportsdisc (United Kingdom), Trolia  
(Sweden), Viking (Australia). (SEE ADVERTISE-  
MENT)  
Studio Two (see Capitol).  
Super (see Rebel).  
Sword (see Word).  
Tip (see Polydor).  
Trans-Canada (see Franco Disque).  
Trans-World, 1180 St. Antoine St., Montreal, P.Q.  
Tel: (514) 866-2884. Pres.: Art Young; A&R  
Dir.: Ken Ayoub; Sales Mgr.: Marcel Robitaille;  
Adv. Mgr.: S. Rubin.  
Labels: Trans-World, Blanche Neige, Cloune,  
Disque Monde, Elegante, Marque XII, Montag-  
nard.  
This company represents: Trans-World, Artia,  
Ash, Battle, Blanche Neige, Broadside, Bunky,  
Canterbury, Cloune, Conversaphone, Disque  
Monde, Douglas Int'l, Dover, Elegante, Fantasy,  
Fiesta, Forecast, Grecophon, Mainstream, Marque  
XII, Montagnard, Murray Banks, Riverside,  
Spoken Arts, Spoken Word, V Recs., Verve Won-  
derland.  
Transcend (see Video Audio Prod'ns).  
Trax, 167 Mt. Royal Ave. E., Montreal 14, P.Q.  
Tel: (514) 844-5332. A&R Mgr.: Martin Martin;  
Adv., Promo. & Int'l Mgr.: Harold Finkelstein.  
Ukranian, Box 1493, Winnipeg 1, Man. Tel: (204)  
475-5874. Pres.: L. Brittain; VP: H. Brittain.  
Uni (see Compo).  
United Artists (see Compo).  
Video Audio Prod'ns, 2804 26 St. S.W., Calgary,  
Alta. Tel: (403) 249-1507. Pres.: L. D. Mc-  
Murchy; Prod. Mgr.: Brian E. Sullivan.  
Labels: Bettini, Specialty Series, Transcend.  
Vocalion (see Compo).  
Wand (see Compo).  
WARNER BROS.-SEVEN ARTS, 220 Brunswick Blvd.,  
Pointe Claire, P.Q. Tel: (514) 697-7440. VP &  
Gen. Mgr.: K. N. Middleton; Controller: J. E.  
Edwards; Sales & Mdse. Mgr.: C. McGregor.  
Branch: **Downsview, Ont.**, 4480 C Nesswood Dr.  
Tel: (416) 630-3033. Mgr.: R. L. Martin;  
Promo. Mgr.: M. Reed.  
Labels: Warner Bros.-Seven Arts, Reprise.  
This company represents: Tetragrammaton,  
Vogue.  
Tape: 4 & 8-tr. cartridge, cassette, open reel.  
(SEE ADVERTISEMENT)  
Waverley (see Capitol).  
Word, 7555 Cambie St., Vancouver 14, B.C. Tel:  
(604) 321-6785. Pres., Sales & Mktg.: Gerry  
Scott; VP: J. E. Scott; Adv. & Promo.: Shirley  
M. Slade.  
Labels: Word, Canaan, Century, Sacred, Sacred  
Songs, Sword.  
This company represents: Janz Bros.  
World, 172 King St. E., Oshawa, Ont. Tel: (416)  
723-0898. Pres.: W. Henning.  
Worth (see Match Music).  
Yorkville (see Arc Sound).

## ● budget line record manufacturers

Where parent company name differs from that of  
the label, the company name follows in parentheses.  
For complete listing, see Record Manufacturers.

Alouette (see Archambault).  
Aragon.  
Arc (see Arc Sound).  
Banff (see Rodeo).  
Bravo (see Canadian Music Sales).  
Camden (see RCA Victor).  
Campus (see Rodeo).  
Caprice (see Rodeo).  
Celtic (see Rodeo).  
Dominion (see Canadian Music Sales).  
Frontier (see Eagle).  
Gala (see RCA Victor).  
Heliodor (see Polydor).  
Match (see Match Music).  
Meteor (see Match Music).  
Muse (see Capitol).  
Seraphim (see Capitol).  
Sword (see Word).  
Tip (see Polydor).  
Worth (see Match Music).

## ● independent record producers

### Alberta

#### ● CALGARY (Area Code 403)

Chariot Mgmt. & Prod'ns, PO Box 1046. Tel: 264-  
0943. Pres.: Doug Hutton.  
Label credits: Apex, Warner Bros.-Seven Arts,  
Sparton, RCA.

continued on page 242

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3333 Cavendish Blvd.,  
Montreal 28, Quebec.  
Attn. of: Andy Nagy.

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Andy Nagy.*

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continued

### • EDMONTON (Area Code 403)

Damon Prod'ns, 5503 84 Ave. Tel: 469-7955. Pres.: Garry L. McDonall; VP: Wallis A. Petruk. Label Credit: Point.

### Manitoba

#### • WINNIPEG (Area Code 204)

Ukrainian Recs., 937 Byng Pl. Zone: 19. Tel: 475-5874. Pres.: L. Brittain; VP: H. Brittain.

### Ontario

#### • AYLMEYER (Area Code 519)

Bison Recs., PO Box 430. Tel: 773-8679. Pres.: Bruce Shaver. Label credits: Caledon, Spartan.

#### • PORT ARTHUR (Area Code 807)

Gaiety, 232 Lincoln St. Tel: 345-6298. Pres.: Don Grashy; VP: Charles Williams. Int'l branch: USA, Hollywood, Calif. Label credits: Epic, Chatahoochee, Crusader, London, Musicor, RCA Victor, Reo, Venture, W&G (Australia).

#### • TORONTO & AREA (Area Code 416)

Cranberry Roadhouse Prod'ns, 11 Leader Lane. Tel: 751-5565. Dirs.: Terry Volum, W. Misener. Gordon C. Hill Ent's., 40 Keystone Ave. Zone: 13. Tel: 0X 4-8392. Pres.: Gordon C. Hill; Pop A&R Dir.: Bernie Early; Promo.: Ben Kerr. Label credits: Columbia, Spur. Random Rec. Prod'ns, 5 Ilfracombe Crescent, Scarborough. Pres.: Jack Boswell. Rebel Recs., Box 32, Tel: 223-9730. Pres.: John C. Irvine. Int'l branch: USA, Mt. Rainier, Md. Label credit: Caravan. Tuesday Music Prod'ns, Shore Acres House, Suite 46, 1262 Don Mills Rd. Tel: 487-3576. Label credits: Apex, Columbia, Giant, Quality, RCA Victor.

### Quebec

#### • MONTREAL (Area Code 514)

Canusa Recs., 990 Jean Talon W. Tel: 274-7641. Contact: Tony Roman. Label credit: Bell.

Impact Prod'ns, 167 Mt. Royal Ave. E. Tel: 844-5332. Contacts: Martin Martin, Harold Finkelstein.

Label credits: Brunswick (USA), Columbia, Compo, Kama Sutra (USA), London (USA), MGM (USA), Quality, RCA Victor, Trans-Canada.

Laurentian Rec. Leasing, 1396 St. Catherine St. W., Zone: 25. Tel: 866-2801. Gen. Mgr.: R. H. Hahn. Label credits: Columbia, Polydor, RCA Victor, Stone.

Monticana Ent's., 2955 Fendall St. Zone: 26. Tel: 739-8935 & 342-2500. Pres.: Dave Leonard.

Label credits: Allied, Arc, Bell (USA), Columbia, London, Quality.

Norm-Anne Prod'ns, 4918 Ponsard Ave. Zone: 29. Tel: 489-6351. Pres.: M. E. Adilman.

Label credits: London, RCA Victor.

Hank Squires Prod'ns, 3454 Peel. Tel: 634-4897. Owner: Hank Squires.

Int'l branch: South Africa.

Label credits: Trans-World, Columbia (S. A.).

### • record clubs

Capitol, 6260 Viscount Rd., Malton, Ont. Tel: (416) 677-5050. Gen. Mgr.: Alan R. Black; Fulfillment Mgr.: Adrian van Ryjs.

Columbia, 1121 Leslie St., Don Mills, Ont. Tel: (416) 447-3311. VP & Mng. Dir.: Fred T. Wilmot; Gen. Mgr.: Peter Westwood; Opns. Mgr.: Frederick Rich.

Magic Music, 4 Finch Ave. W., Willowdale, Ont. Tel: (416) 222-5444. Pres.: R. Hintler. (Tape only).

Labels: Atlantic, Capitol, Columbia, Quality, Pickwick.

R C A, 3333 Cavendish Blvd., Montreal 28, P.Q. Tel: (514) 482-9912. Mgr.: A. J. Panef-Raymond.

Record Club of Canada, 62 Richmond St. W., Suite 415, Toronto 1, Ont. Tel: (416) 366-6547. Pres.: Seymour Iseman; VP & Gen. Mgr.: Lawrence Graner.

Record Treasury (div. of Columbia), Box 600, Scarborough, Ont. Tel: (416) 449-3811. VP & Mng. Dir.: Fred T. Wilmot; Mgr.: Peter Westwood.

### • music publishers

A B C Melody (CAPAC), 408 St. James W., Montreal 1, P.Q. Tel: (514) 849-8904. Pres.: Moe Fligel; Gen. Mgr.: Jimmy Burns.

American Metropolitan Ent's., 3768 Bathurst St., Int'l Branch: USA. Toronto, Ont. Tel (416) 638-3261.

Andersongs (BMI), see Bay.

Antrim (BMI), 2412 Fourth St. S. W., Calgary, Alta. Tel: (403) 266-2487. Gen. Mgr.: Les Weinstein. Int'l branch: USA.

April (CAPAC), see Blackwood. ED. ARCHAMBAULT (CAPAC), 500 St. Catherine St. E., Montreal P.Q. Tel: (514) 849-6201. (SEE ADVERTISEMENT)

Arrex, see Empire.

Ashley (BMI), 651 Yonge St., Toronto, Ont. Tel: (416) 921-8945. Pres.: Brian Pombiere; Gen. Mgr.: Walter Balune.

Astral (BMI), PO Box 4374, Sta. D, Vancouver 9, B.C. Tel: (604) 683-5332. Pres.: Stanley Cayer; Gen. Mgr.: Mel Gordon.

B M 1 Canada, 41 Valleybrook Dr., Don Mills, Toronto, Ont. Tel: (416) 445-8700. Gen. Mgr.: William Harold Moon; Gen. Prof. Mgrs.: (Classical) Ron Napier, (Pop) S. B. "Whitey" Hains. Branch: Montreal, P.Q., 1440 St. Catherine St. W., Suite 324.

B + 3, see Montana.

Banff (BMI), 215 Victoria St., Toronto, Ont. Tel: (416) 362-1403. Pres.: George Taylor; Gen. Mgr.: Bailey Bird; Gen. Prof. Mgr.: Al Allbut. Int'l Branch: USA.

Affiliate: Leeds.

Bay (BMI), 5 Waterman Ave., Toronto 16, Ont. Tel: (416) 751-2233. Pres.: D. J. Anderson; Gen. Mgr.: P. G. Anderson.

Affiliate: Andersongs (BMI).

Belafonte, see Chappell.

Irving Berlin (ASCAP), see Chappell.

Betanne (CAPAC), 4824 Cote des Neiges Rd., Montreal 26, P.Q. Tel: (514) 739-4774. Pres.: Ben Kaye; Gen. Mgr.: George Kushnir.

Blackwood (BMI), 1121 Leslie St., Don Mills, Toronto, Ont. Tel: (416) 447-3311. VP & Mng. Dir.: F. T. Wilmot.

Boo Power (CAPAC), see Chipewa.


Boosey & Hawkes (CAPAC), 209 Victoria St., Toronto 2, Ont. Tel: (416) 368-1874. Cable: SONOROUS. Gen. Mgr.: W. J. I. Croombs.

Home office: England.

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Canadian Electronics, Columbia Recs. Div., 10580 115 St. Tel: (403) 424-3988. Mgr.: John A. Davies; Reps.: Mike Stech, Paul F. Bickert, Glenna Hogg, Marty Hjelmsvold. Labels: Columbia, Epic, Musicor, Harmony, Barclay, Odyssey, CBS, Starday, Nashville, Date, Immediate. Tape: (cartridge) Columbia, Epic, Date, Immediate; (open reel) Columbia, Epic. Grosvenor (see Van Dusen Bros.). T P C (Taylor, Pearson & Carson Rec. Div.), PO Box 508. Tel: (403) 482-1531. Mgr.: John A. Ford. Home office: Calgary, Alta. (see for products distributed). Van Dusen Bros., 10528 123 St. Tel: 488-0440. VP: F. L. Hardy; Mgr. & Promo.: Bill Maxim. Branches: Calgary, Alta.; Regina, Sask.; Grosvenor. Labels: Capitol, Angel, Buena Vista, Disneyland, Hilltop, Pickwick, 20th Century-Fox, V Recs., Living Language. Tape: (cartridge & open reel) Capitol, Angel. Musical accessories: needles, etc. (Duo-tone), carrying cases for LP's, 45's, cartridges.

### British Columbia

#### • KELOWNA (Area Code 604)

Emerson Sales, 1945 Richter St. Tel: 762-0813. Home office: Vancouver, B.C. (see for products distributed).

#### • VANCOUVER (Area Code 604)

Emerson Sales, 1859 W. 4 St. Tel: 733-3525. Mgr.: Donald Short; Promo.: F. McKenzie. Branches: Kelowna, B.C.; Victoria, B.C. Labels: Arc, Somerset, Alshire, Centennial, Dominion, Bravo, Alto, Citation, Educo, Edmonton, Universal, Classic, All Nations, Alma, B&F Budapest, Collectors, Bruno, Square Dance, Scandinavian, MMO, Music Minus One, Bravo, Spanish.

Johnston Appliances, 5239 Victoria Dr. Zone: 16. Tel: FA 5-3261. Mgr.: Miss Pat van Kleek. Home office: Montreal, P.Q., Compo. (see for products distributed).

Lee-Bern Electronics, Rec. Div., 3511 Main St. Labels: Warner Bros.-Seven Arts, Reprise, Vogue, Tetragrammaton. Tape: (4 & 8-tr. cartridge, cassette & open reel) Warner Bros.-Seven Arts, Reprise.

LONDON, 3166 Lake City Way, Lake City Ind'l Park, Burnaby 2. Tel: CY 8-6471. Cable: FULL-RANGE. Branch Mgr.: Ormond Jones.

Home office: Montreal, P.Q. (see for products distributed). (SEE ADVERTISEMENT) Park Lane Books, 8-636 W. Broadway. Gen. Mgr.: R. A. Gillespie. PHONODISC, 3931 E. Hastings St., Burnaby. Mgr.: Frank Weaver. Home office: Toronto, Ont. (see for products distributed). (SEE ADVERTISEMENT) POLYDOR, 196 Smithe St. Tel: 681-0268. Mgr.: Dieter Radecki. Home office: Montreal, P.Q. (see for products distributed). (SEE ADVERTISEMENT) R C A VICTOR, 2876 Rupert St. Tel: 433-6881. Mgr.: G. A. Bell. Home office: Montreal, P.Q. Distributes: RCA Victor Product. (SEE ADVERTISEMENT)

Select Music, 1803 Commercial Dr. Zone: 12. Tel: 255-3101. VP: T. A. Folliot; Mgr.: W. E. Kiss. Labels: Capitol, Angel, Pathe, Odeon, Parlophone, 20th Century-Fox, Pickwick, Disneyland, V Recs., Living Language, Young People's Recs. Tape: (4 & 8-tr. cartridge & open reel) Capitol, Angel.

T P C (Taylor, Pearson & Carson Rec. Div.), 2182 W. 12 Ave. Zone: 9. Tel: 736-7657. Mgr.: Reg Ayres; Promo.: Rich Simons, Peter Morch. Home office: Calgary, Alta. (see for products distributed).

Van Horne Electric Supply, 550 Cambie St. Zone: 3. Tel: 684-3321. Pres.: E. R. Gordon; Mgr.: G. L. Springate; Rec. Dept. Mgr.: A. Cummings.

Labels: Columbia, Epic, Musicor, Starday, Odyssey, CBS. Tape: (cartridge) Columbia, Epic, Musicor, Starday; (open reel) Columbia, Epic.


Wholesale Appliances, 8401 Fraser St. Zone: 15. Tel: 325-3281. Gen. Mgr.: R. M. Wilson; Gen. Sales Mgr.: D. C. Mainwaring; Rec. Dept. Mgr.: H. A. Miller.

Territories: Alberta (Richard Watt, Mgr.); British Columbia (Jerry Lazarowich, Mgr.). Labels: (Spartan) ABC and all subsidiary labels, Ashley, Boone, Contemporary, Good Time Jazz, Eurotone, HiFi Life, Mira/Surrey, MTA; (Allied) Allied, Bang, Shout, Roulette, Nonesuch, Electra, Checkmate, Pye, Time; (Trans-World) Dance-A-Long, Fiesta, Grecophon, Folkways, Mainstream, Riverside, Verve/Forecast, Wonderland; (Stone) Island, Caledon; (Trans-Canada) Barclay, Crown, Robin Hood, Design, Pickwick Budget, Fantasy, Fax, Murril, Tartan, Melodiya. Tape: (cartridge) various; (open reel) Tape-Mates.

Tape playback equip.: Automatic Radio. continued on page 248



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H & H, 34 Habitant Dr. Tel: 742-408. Pres.: Hal A. Hill; VP: Margaret I. Hill; Promo. Mgr.: John W. Norris.


Labels: Almanac, Arhoolie, Arpeggio, Audio Precision, Audiophile, Bakton, Belzona, Blackbird, Blues Classics, Cavalier, Cav-A-Bob, Centre, Changes, County, Delmark, Emerald, Euphonic, Exclusive, Folk-Legacy, Folk-Lyric, Folklore, GHB, Happy Jazz, Historical Jazz, Jansara, Jansco, Jazzology, Jazz Crusade, Jazz Panorama, Jazz Treasury, Melodeon, Merry Makers, Milneburg, Milestone, Nessa, Nobility, Old Timey, Origin, Pearl, Pinnacle, Portents, RFW, Ragtime Society, Revelation, Riverboat, Rivoli, Seventy Seven, Testament, VJM.

### Quebec

#### • MONT-JOLI (Area Code 418)

Disbec, 169 Jacques Cartier Blvd. Tel: 775-7226. Pres.: Josette P. Ouellet; VP & Gen. Mgr.: Raymond Paradis; Sales Rep.: Carol Coulombe. Labels: Angel, Allied, Apex, Alouette, Pathe, Warner Bros.-Seven Arts, Brunswick, Philips, Carnaval, RCA Camden, Gala, Rusticana, Colum-

continued on page 250



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Emerson Sales, 1522 Cold Harbor Rd. Tel: 384-9694.  
Mgr.: R. Taylor.  
Home office: Vancouver, B.C. (see for products distributed).

**Manitoba**

• **WINNIPEG (Area Code 204)**

ARC SOUND, 1436 Erin St. Tel: 943-4087.  
Home office: Toronto, Ont. (see for products distributed). (SEE ADVERTISEMENT)  
Eagle, Box 3539. Zone: 4. Tel: 582-5287. Contacts: R. W. Nowosad, C. D. Ward.  
Labels: Eagle, Ruler, Dr. Murray Banks, Klondike, Frontier.  
Electrical Supplies, 312 William Ave. Zone: 2. Tel: 943-8491. Pres.: E. H. Oliver; Rec. Div. Mgr.: W. L. Bright.  
Labels: Capitol, Angel, Pickwick, Disneyland, Vista, 20th Century-Fox, Waverley, Pathe, Odeon, Parlophone, Stone, Living Language.  
Tape: (cartridge & open reel) Capitol.  
Musical accessories: Duotone, cases (Amfile).  
Laurel, 1299 Strathcona St. Zone: 3. Tel: 783-0436.  
Owner: W. V. Sokulsky; Mgr.: J. Toews; Promo.: D. La Roche.

Home office: Toronto, Ont. (see for products distributed). (SEE ADVERTISEMENT)  
R C A VICTOR, 2070 Notre Dame Ave. Tel.: 772-0481. Mgr.: R. T. Nugent.  
Home office: Montreal, P.Q.  
Distributes: RCA Victor Product. (SEE ADVERTISEMENT)  
Thomas Rathwell, 575 Roseberry St. Tel: 783-5764.  
Pres.: Thomas Rathwell; Sales Mgr.: Gordon Kardashinski; Promo.: Wayne Preston.  
Home office: Montreal, P.Q., Compo. (see for products distributed).  
Trans World, 1299 Strathcona. Tel: SU 3-0436.  
Mgr.: Ethel Gore Smith.  
Home office: Montreal, P.Q. (see for products distributed).

**New Brunswick**

• **LEWISVILLE (Area Code 506)**

Eastern, 144 Glenwood. Mgr.: Bob Tower.  
Home office: Oshawa, Ont. (see for products distributed).

• **MONCTON (Area Code 505)**

Crawford-Atlantic, 42 Brandon St.

**Nova Scotia**

• **AMHERST (Area Code 902)**

**Ontario**

• **LONDON (Area Code 519)**

Sparton, Box 2125. Tel: 455-6320. VP & Gen. Mgr.: W. L. Page.  
Branches: Toronto, Ont.; Montreal, P.Q.  
Labels: ABC, Ashley, Bluesway, Boone, Command, Command Classics, Contemporary, Euro-tone, Grand Award, Good Time Jazz, HiFi, HiFi Life, Impulse, Mira, Mirwood, MTA, Satellite, Simon Says, Sparton, Summit, Supraphon, Surrey, Tangerine, Tiffany, Westminster, Whitehall.  
Tape: (cartridge) all labels.

• **OSHAWA (Area Code 416)**

Eastern, 172 King St. E. Tel: 723-0898. Gen. Mgr.: Bob Stone; Sales Mgr.: Bob Tower; Promo.: Terry Mann.  
Branch: Lewisville, N.B.  
Labels: Stone, Island, Now, Caledon, Golden H, Nestor.  
Tape: (cartridge) Stone.

• **TORONTO METROPOLITAN AREA (Area Code 614)**

ALLIED, 110 Barbados Blvd., Scarborough. Tel: 267-4460. Pres.: Bruce T. Beatty; Gen. Mgr.: J. W. Boswell.

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bia, Vogue, Canusa, Citation, Coq-Sonore, Musidisc, Barclay, Dunhill, Decca, Dot, Deram, London, Reprise, Kapp, France-Canada, Franco-Elite, Trans Canada, Gamma, Polydor, Capitol, Jupiter, Lero, Elysee, Deutsche Grammophon, Liberty, Montagnard, Select, Meteor, Fontana, Smash, Radio-Marie, Point, Pickwick, Phonodisc, Pop, Banff, Riviera, Sunset, Sparton, United Artists, Pergola, DSP.  
Tape (cartridge) RCA Victor, London, Capitol, Warner Bros.-Seven Arts, Columbia, Quality, United Artists, Philips, Mercury, Smash, DSP, Decca, Polydor; (open reel) RCA, Capitol, London, Decca, Quality, Tape-Mates.  
Musical accessories: needles, styli, center posts, adapters, spindles, carrying cases, disc-o-cases, metal racks, cleaning cloths.

• **MONTREAL METROPOLITAN AREA (Area Code 514)**

ALLIED, 190 Ronald Dr., Montreal West. Mgr.: W. H. Fisher.

Home office: Toronto, Ont. (see for products distributed). (SEE ADVERTISEMENT)

ALMADA, 380 Craig St. W. Zone: 1. Tel: 844-4006.  
Cable: CHANGERS. Contacts: Aaron Lipsin, Marvin Drimer.

Labels: Alector, American Rusalka, Archive of Folk Music, Archive of Piano Music, Arka, Bach Recordings, Baroque, Baronet, CMS, Cambridge, Camelot, Cetra, Chwgli Dnistra, Classica, Comedie Francaise, Concert Disc, Connoisseur Society, Coronet, Counterpoint Cuffy Wren, Design, Desto, Duna, Eros, Esoteric, Everest, Hall of Fame, Happy Time, Haydn Society, Heritage, Iramac, Ital, Janus, Jay Jay, Kellit, Living Language, Mace, Monitor, Musica Rara, Mykola Denysiuk, Nina, Olympia, Oryx, Pan, Period, Pirouette, Psyche, Premier, Renaissance, Request, Rumba, Saga, Society, Spinorama, Stradivari, Sunshine, Supradisc, Tradition, Twinkle, Unesco Collection, United, Venus, Washington, Worthy, Young People's Recs.

Tape: (open reel) Pan Canada.  
Musical accessories: cartridges (Astatic, Ronette), needles (Almada, Astatic, Ronette), stylus timers (PlayFair), other (Transcriber). (SEE ADVERTISEMENT)

ED. ARCHAMBAULT, 500 St. Catherine St. E. Tel: 849-6201. Cable: ARCHMUSIC. Dir.: Rosaire Archambault; Mgr.: John Damant; Promo.: Claude Rancourt.  
Labels: Select, Alouette, Assimil Language

Courses, Studio SM, Musidisc, Festival, Ades, Le Chant, du Monde, Trianon, L'Encyclopedie Sonore, La Boite a Musique, Pleiade, Valois, Charlin, Belair, Vega, Jericho, Scoladisque, Lumen, Cog Sonore.  
Tape: (cartridge, cassette) Select, Alouette. (SEE ADVERTISEMENT)

CAPITOL, 155 Port Royal W. Tel: 389-3588.

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COLUMBIA, 1168 Montee de Liesse. Tel: 748-9648.

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Home office: Toronto, Ont. (see for products distributed). (SEE ADVERTISEMENT)

COMPO, 2377 Remembrance St., Lachine. Tel: 637-2561. Cable: COMPOCO. VP & Gen. Mgr.: R. A. Chislett; VP & Sales Mgr.: S. D. Roberts.  
Branches: Calgary, Edmonton, Alta., Acklands-Vancouver, B.C., Johnston Appliances-Winnipeg, Thomas Rathwell-Amherst, N.S., Waldale-Toronto, Ont., Apex.

Labels: (Decca Div.) Brunswick, Caedmon, Coral, Decca, Vocalion; (Apex Div.) Abnak, Accent, Apex, BT Puppy, Carnival, Carole, Challenge, Damon, Diamond, Double Shot, GNP Crescendo, Jetstar, Lero, Point, Project 3, Revue, Scepter/Vand, Soma, Uni, United Artists.  
Tape: (4 & 8-tr. cartridges) Decca, Coral, Brunswick, United Artists, Project 3, GNP Crescendo, Diamond, Uni; (musicassettes) Decca, Coral, Brunswick, United Artists, GNP Crescendo. (SEE ADVERTISEMENT)

Erpol Music, Belgo Bldg., Suite 523, 372 St. Catherine St. W. Tel: UN 1-3106. Pres.: Ernest Pollak.

Labels: Amiga, Baidaphon, Bartok, Bonita, Cantilena, Mex. Columbia, Cymbal, Da Camera, Eco, Elite Special, USA Eterna, German Eterna, Favorit, Fidelity Sound Rec's, Fuentes, Italdisc, Ital Recs., Kabarett, Lebendiges Wort, Litera, Mandolino, Maype, Miami, Montilla, Preiser, Prominent Stimme, Rico-Vox, Rococo, Son Art, Style, Simm, Unikum, Valmy.

LONDON, 190 Graveline St. St. Laurent. Tel: 631-2061. Cable: FULLRANGE. Gen. Mgr.: F. C. Jamieson; Asst. Gen. Mgr.: Miss Alice Koury; Nat'l Sales Mgr.: A. G. Bilodeau; Sales & promo Mgrs.: (Classical) Jacques Druelle, (French Product) Jean-Pierre Beaulieu, (Philips/Mercury) Gary Kouri, (Liberty) Dave Doucette.  
Branches: Calgary, Alta.; Vancouver, B.C.; Winnipeg, Man.; Toronto, Ont.; Montreal, P.Q., 180 Graveline St., St. Laurent. Mgr.: Fred Reffca.

Labels: Ace of Clubs, Ace of Diamonds, Aragon, Argo, Aura, Backbeat, Banff, Belair, Belfona, Blue Rock, Blue Note, Caprice, Celtic, Click, Coliseum, Citation, Das Alte Werke, Dolton, Duke, Durium, DSP, Deram, Emarcy, Era, Etiquette, Europa, ESP-Disk, Franklin, Fontana, France-Canada, Gamma, Golden, Hi, Imperial, Innis, Jamie, Jet, Liberty, Limelight, London, Marjón, Melbourne, Mercury, Mobile Fidelity, Monument, Minit, L'Oiseau Lyre, Pacific Jazz, Parrot, Peacock, Pergola, Philips, Philes, Press, Rheims, Rodeo, Rusticana, Smash, Societe Francaise du Son, Sun, Sunset, Soul City, Sound Stage 7, Telefunken, Tribe, Viva, Wing, World-Pacific.  
Tape: (cartridge & cassette) London, Liberty, Philips, Mercury; (open reel) London, Philips, Mercury. (SEE ADVERTISEMENT)

Musimart, 970 McEachran Ave. Zone: 8. Tel: 273-8354. Cable: MUSCAN. Pres.: George E. Erlick; Gen. Mgr.: Fred Drucker; Sales: Jack Inhaber.  
Branches: Vancouver, B.C.; Toronto, Ont.

Labels: Vanguard, Vox, Peter Pan, Bach Guild, Cardinal, Da Camera, Prestige, Super Majestic, Turnabout, Tikva, Veritas, Apon, Copley, Pierrot, Planet, Stinson, Lyrichord, Diplomat, Guest Star.  
Tape: (cartridge) Prestige.  
Musical accessories: Styli (Goldring), all other (Tone-King).

PHONODISC, 809 William St. Tel: 861-5891. Mgr.: Jim Corbett.

Home office: Toronto, Ont. (see for products distributed). (SEE ADVERTISEMENT)

POLYDOR, 4115 Sherbrooke St. W. Tel: 933-4201.  
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Mgr.: Frank Henry.

Labels: Polydor, DGG, Archive, Heliodor, Tip. (SEE ADVERTISEMENT)

QUALITY, 2215 Beaconsfield Ave., Rm. 4. Tel. HU 1-1167. Mgr.: Robert Nickford.

Home office: Toronto, Ont. (see for products distributed). (SEE ADVERTISEMENT)

R C A VICTOR, 333 Cavendish Blvd. Zone: 28. Tel: 482-9912. VP & Gen. Mgr.: G. I. Harrison; Sales & Mds'g Mgr.: Knox Coupland.  
Branches: Calgary, Alta.; Vancouver, B.C.; Winnipeg, Man.; Halifax, N.S.; Toronto, Ont.  
Labels: RCA Victor, Camden, Gala, Canada Int'l, Camden Classics, Colgems, Dunhill, Chart, Sir John A, Calendar, Heart Warmind.  
Tape: (cartridge & open reel) RCA Victor, Camden, Chart, Colgems, Buena Vista, Diamond, White Whale, Institute for Language Study. (SEE ADVERTISEMENT)

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Trans-World, 1180 St. Antoine St. Tel: 866-2884. Pres.: Art Young; Sales Mgr.: Marcel Robitaille; Promo.: S. Rubin.

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Buyer: W. Anderson.  
Handleman, 4644 Pacific Rd. N.E. Tel: 276-2224.  
Mgr.: Narfi Olafson; Buyers: Narfi Olafson, Edna Hunter.  
Home office: USA, Detroit, Mich.  
KENSINGTON, 455 42 St. S.E. Tel: 287-0980. Buyer: Singles & LP's, M. Hewer.

Home office: Toronto, Ont., Waco Sales. (SEE ADVERTISEMENT)

● **EDMONTON (Area Code 403)**

KENSINGTON, 10528 123 St. Tel: 482-4871.  
Home office: Toronto, Ont., Waco Sales. (SEE ADVERTISEMENT)

**British Columbia**

● **VANCOUVER (Area Code 604)**

B C Rec. Servs., 780 Beatty St. Tel: 682-7858.  
Owner: Margaret Kelly; Mgr.: Ray Gora; Buyers: Singles: Carole Johl; LPs: Claire Cadieux.  
KENSINGTON, 120 W. Hastings St. Zone: 3. Tel: 683-7501. Buyer: L. Alden.  
Home office: Toronto, Ont., Waco Sales. (SEE ADVERTISEMENT)

**Manitoba**

● **WINNIPEG (Area Code 204)**

KENSINGTON, #1-685 Tache St. Tel: 247-2478.  
Home office: Toronto, Ont., Waco Sales. (SEE ADVERTISEMENT)  
Melody Recs. Servs., 678 Polson Ave. Zone: 4. Tel: 589-1876. Owner & Mgr.: Alex Moodrey.  
National Rec. Dist., 358 Colony. Tel: 783-7081.  
Mgr.: B. J. Samuels; Buyer: LPs, R. Lauze.  
Branch: Regina, Sask.

**New Brunswick**

● **MONCTON (Area Code 506)**

Sherman Music Dists., 1540 Main St. Tel: 382-9373.  
Mgr.: James D. MacLeod. Buyers: Singles, Jane Donovan; Albums, J. MacLeod.  
Home office: Ottawa, Ont.

**Ontario**

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Branch: Moncton, N. B.

● **TORONTO METROPOLITAN AREA (Area Code 416)**

Abel's Recs., 137 Jarvis St. Zone: 1. Tel: 364-1077.  
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Sam Zaffuto; Buyer: LPs, Lou Shafir.  
Branch: Calgary, Alta.  
All Recs. Supply, 180 Nantucket Blvd., Scarborough. Tel: 759-1700. Owner & Mgr.: Roy J. Perini. Buyers: Singles, John Simons; LPs, Roy J. Perini, John Simons.  
Canada Rec. Sales, 355 King St. W. Tel: 363-1019. Owner: H. Berne. Buyers: Singles, B. Bernadetti; Albums, H. Berne.  
Fireco Sales, 33 Racine Rd. Tel: 244-6481. Owner: J. Firestone; Buyer: M. James C. Rombough.  
Handleman, 132 Manville Rd., Scarborough. Tel: 759-1166. Mgr.: David Lewis. Buyers: Singles, Doris Fujioka; Albums, David Lewis.  
Home office: USA, Detroit, Mich.  
Kensington, see Waco Sales.  
Mr. Music Mdsrs., 20 Cranfield Rd. Zone: 16.  
Robinson's Rec. Sales, 117 Midwest Rd., Scarborough. Tel: 757-5909. Owner: Doris Robinson; Mgr.: Ross Robinson; Buyer: Doris Robinson.  
WACO SALES, 446 Birchmount Rd., Scarborough. Tel: 699-6082. Mgr.: L. S. Farquharson; Dir.: J. D. Macmillan.  
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**Quebec**

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Disbec, 169 Jacques Cartier Blvd. Tel: 775-7226.  
Pres.: Josette P. Ouellet; VP & Gen. Mgr.: Raymond Paradis.

● **MONTREAL (Area Code 514)**

R M P Rec. Sales, 183 Bates Rd., Town of Mount Royal. Tel: 739-5662. Owner & Mgr.: Leslie Faludi. Buyers: Singles, W. Taylor; Albums, Leslie Faludi.  
WACO SALES, 8713 Eighth Ave., Ville St. Michel. Tel: 729-1869. Mgr.: J. Y. Lamothe.  
Home office: Toronto, Ont. (SEE ADVERTISEMENT)

**Saskatchewan**

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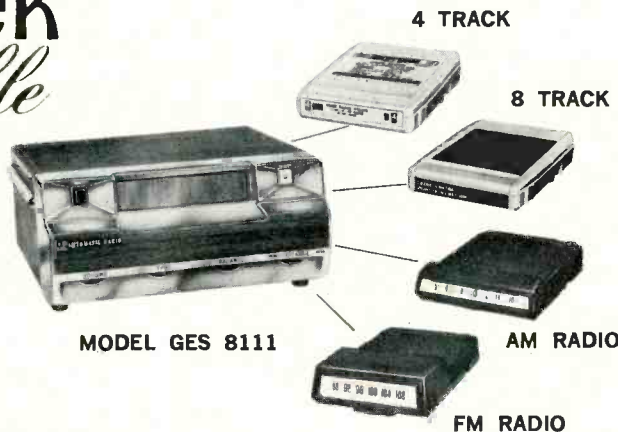
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Home office: Toronto, Ont., Waco Sales.  
National Rec. Dist., 2833 S. Railway. Tel: 527-1071.  
Mgr.: T. Hinds.  
Home office: Winnipeg, Man.

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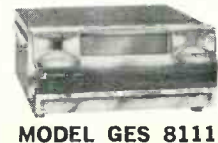
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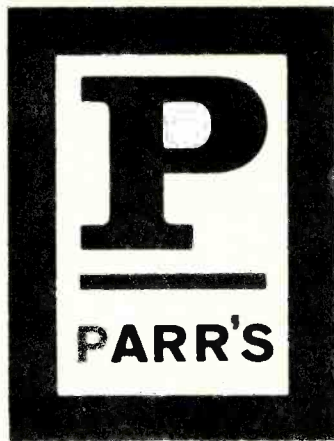
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*continued*

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M. Hewer.  
Home office: Toronto, Ont., Waco Sales.
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Home office: Toronto, Ont., Waco Sales.

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Home office: Vancouver, B.C.
- **POWELL RIVER (Area Code 604)**  
Harper's, 4703 Marine Ave.  
Home office: Vancouver, B.C., E. A. Morris.
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E. A. Morris, 475 E. Broadway. Tel: 876-4141. Mgr.:  
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- **OTTAWA (Area Code 613)**  
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wich; Gen. Mgr.: Russell P. Wheaton. Buyers:  
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Branch: Moncton, B.C.
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Frank.  
Canada Rec. Sales, 355 King St. W. Tel: 363-1019.  
Owner & Pres.: H. Berne. Buyers: Singles, B.  
Bernadetti; LPs, H. Berne.  
International, 35 Canyon Ave., #505, Downsview.  
Tel: ME 8-4577. Owner: Arthur Sugarman;  
Mgr. & Buyer: Nat Segal.  
Kensington, see Waco.  
Robinson's Rec. Sales, 117 Midwest Rd., Scarborough.  
Tel: 757-5909. Owner & Buyer: Doris Robin-  
son; Mgr.: Ross Robinson.  
Taylor's Rec. Sales, 66 Industry St. Zone: 15. Tel:  
766-6801. Owner: H. H. Taylor; Mgr.: H. W.  
Taylor. Buyers: Singles, Jessie Taylor; LPs,  
H. W. Taylor.  
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Branch: Quebec City, P.Q. (SEE ADVERTISE-  
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- WACO SALES, 8713 Eighth Ave., Ville St. Michel.  
Tel: 729-1869. Mgr.: J. Y. Lamothe.  
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- **QUEBEC CITY (Area Code 418)**  
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Canadian Bandmasters Ass'n (CBA), Admin. Bldg.,  
Canadian Nat'l Exhibition, Toronto 2B, Ont.  
Tel: (416) 366-7551. Contact: Richard Edmunds.  
Canadian Bureau for the Advancement of Music  
(CBAM), Admin. Bldg., Canadian Nat'l Exhibi-  
tion, Toronto 2B, Ont. Tel: (416) 366-7551.  
Contact: Richard Edmunds.  
Canadian Federation of Music Teachers Ass'ns, 10  
Kitimat Crescent, Ottawa 6, Ont. Pres.: Mrs.  
Flora Goulden.  
Canadian Folk Music Society, c/o Dr. G. George,  
Dept. of Music, Queen's Univ., Kingston, Ont.  
Canadian League of Composers (CLC), 33 Edward St.,  
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Saul Irving Glick.  
Canadian Music Centre, 33 Edward St., Toronto 2,  
Ont. Tel: (416) 364-8436. Exec. Sec'y: Keith  
McMillan.  
Canadian Music Council, 181 Elmwood Ave., Willow-  
dale, Ont. Sec'y: John Cozens.  
Canadian Music Educators Ass'n (CMEA), Regina  
Campus, Univ. of Saskatchewan, Regina, Sask.  
Canadian Music Library Ass'n (CMLA), c/o Canadian  
Library Ass'n, 63 Sparks St., Ottawa 4, Ont.  
Contact: Mrs. Ogretta McNeill.  
Canadian Music Publishers Ass'n (CMPA), Board of  
Trade Bldg., 11 Adelaide St. W., Toronto, Ont.  
Chm.: Matt Heft.  
Canadian Record Manufacturers Ass'n, 225 Mutual  
St., Toronto, Ont. Tel: (416) 362-7595. Exec.  
Sec'y: A. L. Betts.  
Federation of Canadian Music Festivals (FCMF), 1181  
Portage Ave., Rm. 203, Winnipeg 10, Man.  
Sec'y: Richard W. Cooke.  
Les Jeunesses Musicales du Canada (JMC), 430 St.  
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*continued on page 254*

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Billboard 1968-1969 International Music-Record Directory

## CHILE

Population: 9,800,000.  
Official rate of exchange: \$1 (US) = 8.55 escudos.  
Per capita income: \$500.  
No. of homes with record players: 500,000.  
Records sold domestically: LP's 1967-925,000 units @ \$2,800,000; LP's 1966-850,000 units @ \$2,770,000; up 1%. EP's 1967-80,000 units @ \$122,000; 1966-100,000 units @ \$105,000; up 16%. Singles 1967-800,000 units @ \$779,000; 1966-706,000 units @ \$666,000; up 17%.  
Records imported from USA: 1967-\$24,497.  
Average retail price per record: LP's-\$3.50; EP's-\$1.64; Singles-\$1.06.  
Stereo sales: 8% of total sales.  
Type of distribution: Manufacturer-to-retailer system predominates.  
Discounting: Frequent.  
Type of promotion: Radio stations are principal type of promotion for record companies, but in the last two years, fan magazines like RITMO or ECRAN have increased record sales through coverage of musical talent.  
Juke boxes: 10,000.  
Radio stations: 140 commercial-123 AM, 17 FM.  
Type of programming: Recorded pop music and news; 2 stations have live shows; FM stations carry 20% classical music.  
No. of sets: 1,500,000.  
TV stations: 2 non-commercial channel.  
Type of programming: University controlled-Channel 13 belongs to Catholic University, Channel 9 belongs to University of Chile.  
Programming is based on commercial films from Peyton Place (highest rating) to Dr. Kildare.  
TV sets: 100,000.  
Import/export regulations: Record importing is forbidden. All records are pressed locally on license from company of origin.  
Holidays: January 1, May 1 (Labor Day), May 21 (Navy Day), June 29 (St. Pete and St. Paul Day), August 15 (Assumption Day), September 18 (Commemoration of Independence), October 12 (Columbus Day), December 25 (Christmas Day).

Ricardo Garcia

## record manufacturers

Arena, Matias Cousine 150, 6 piso, Santiago. Owner & Gen. Mgr.: Camile Fernandez. (Pressed by RCA).  
Asfona, Ahumada 131, Oficina 505, Santiago. Tel: 33-152. Owner & Gen. Mgr.: Arnoldo Vera; Promo.: Mauricio Alvarez.  
Label: Astral.  
Int'l firms represented: Audio Fidelity (USA), Charlie Parker (USA), Coro (Mexico), Festival (France), Hispavox (Spain), Music Hall (Argentina), Orfeon (Mexico), Vanguard (USA), Vox (USA).  
Astral (see Asfona).  
Caracol, San Antonio 551, Santiago. Owner & Gen. Mgr.: Antonio Contreras (pressed by Odeon).  
EMI (see Industrias Electricas y Musicales Odeon).  
Ed. Chilena de Discos (see Orpal).  
Ed. Ortiz, Union Central 1020, Santiago. Owner & Gen. Mgr.: L. R. Ortiz.  
Label: Ediciones Ortiz.  
Int'l firm represented: Folkways (USA).  
Goluboff Industrias Fonograficas, Miraflores 113, Santiago. Tel: 39-3328. Cable: GODAV. Owner & Gen. Mgr.: Diego Goluboff; Sales Mgr.: E. Gonzalez; Promo.: Juan Castro.  
Int'l firms represented: Alshire, Amadeo, Barclay (France), Erato, Harmonia Mundi, Pye (United Kingdom), Ricordi (Italy), Sono Radio (Peru).  
Industrias Electricas y Musicales Odeon (EMI), San Antonio 551, Casilla 1860, Santiago. Tel: 8-5545. Cable: TURNTABLE. Gen. Mgr.: Enrique Epple; A&R: Ruben Nouzeilles, Jorge Onate. Promo.: Hector Barrientes.  
Int'l firms represented: Angel (United Kingdom), Capitol (USA), Coral (USA), Decca (USA), London (United Kingdom), Milser (United Kingdom), Musidisc (Brazil), Verve (USA), Stateside (USA), Verve (USA), Warner Bros. (USA).  
Odeon (see Industrias Electricas y Musicales Odeon).  
Orpal (Ed. Chilena de Discos), San Diego 408; Santiago. Owner & Gen. Mgr.: Carlos Patino.  
Int'l firms represented: Epic (USA), Microfon (Argentina).  
Philips (Chile), Av. Santa Maria 0760; Casilla 2687, Santiago. Tel: 35-081. Cable: PHILCHASI. Gen. Mgr.: Jorge Undurraga; A&R: Saul San Martin; Int'l: Miriam Von Schroeder.  
Int'l firms represented: Atco (USA), Archiv (Germany), CBS (USA), Deutsche Grammophon (Germany), El Virrey (Peru), MGM (USA), Mercury (USA), Peenless (Mexico), Polydor (Germany), Reprise (USA), Seeco (USA), United Artists (USA).  
R C A (Corporacion de Radio de Chile), Av. Vicuna Mackenna 3333, Santiago. Tel: 50-081. Sales Mgr.: Hector Urbina; Mgr. Rec. Dept.: Jorge Rencoret; A&R: Hugo Beiza; Promo.: Jorge Mackenna.

Int'l firms represented: Disneyland (USA), Dot (USA), Fermata (Argentina), Motown (USA), Telefunken (Germany).

## music publishers

Fermata, Argustinas 853, oficina 619, Santiago.  
Home office: Brazil.  
Southern, Los Lirios 273, Santiago. Tel: 84-588.  
Cable: SOUTHMUSIC. Mgr.: Alfredo Burgos.  
Home office: USA.

## sheet music jobbers

Albeniz, Maclver 211, Santiago.  
Calvety, San Diego 611, Santiago. Tel: 84-833.  
Casa Amarilla, San Diego 128, Santiago. Tel: 83-483.  
Margarita Friedmann, Agustinas 1287, Santiago. Tel: 88-360.

## supplies & services

### ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

C O D A Y C O (Corporacion de Autores y Compositores), San Antonio 427, Santiago.  
Centro de Profesores de Educacion Musical, Casilla 2804, Santiago.  
Departamento del Pequeno Derecho de Autor, San Antonio 427, 2º, Santiago.  
Instituto de Extension Musical, Casilla 14050, Santiago. Dir.: Leon Schidlowsky.  
Instituto de Investigaciones Musicales, Casilla 2100, Santiago.  
Instituto Interamericana de Educacion Musical, Compania 1264, Santiago.  
Sindicato Profesional de Actores, San Diego 246, Santiago. Tel: 85-268.  
Sindicato Profesional de Folkloristas, Compania 1361, Santiago. Tel: 64-501.  
Sindicato Profesional Orquestal, Agustinas 560, Santiago.  
Sociedad de Autores Teatrales, San Diego 246, Santiago.

### PRESSING PLANTS

Odeon (Industrias Electricas y Musicales), Compania 2045. Tel: 85-545.  
R C A (Corporacion de Radio de Chile), Av. Vicuna Mackenna 3333, Santiago. Tel: 50-081.

### RECORDING STUDIO

Odeon, San Antonio 551, Santiago.  
RCA, Matias Cousino 150, 6 piso, Santiago.  
Splendid, Catedral 1029, Santiago.

## phonograph manufacturers

Cantolla, Amunategui 447, Santiago.  
Odeon, Compania 2045, Santiago.  
RCA (Corporacion de Radio de Chile), Av. Vicuna Mackenna 3333, Santiago.

## musical instrument manufacturers & importers

(Including Amplifiers & Microphones)

Doggenweiler, Santa Rosa 35, Santiago.  
Imports: Musical instruments.  
Marqarita Friedmann, Agustinas 1287, Santiago.  
Imports: Musical instruments.  
Gallyas, Carrascal 5150, Santiago. Tel: 73-2073.  
Manufactures: guitars.  
Indelec, Monjitas 492, Santiago.  
Imports: jukeboxes (AMI).  
Philips, Av. Sta. Maria 0760, Santiago.  
Manufactures: amps, microphones, TV and radio sets.  
R C A (Corporacion de Radio de Chile), Av. Vicuna Mackenna 3333, Santiago.  
Manufactures: amps, microphones, TV and radio sets.

## CHINA, REPUBLIC OF

Population: 13,300,000.  
Per capita income: \$209.  
Official rate of exchange: \$1 (US) = 40 New Taiwan Dollars.  
Records exported to USA: (factory value) 1966-3,120 units @ \$1,043.  
Average retail price per record: LP's-\$0.37 to \$0.62.  
Type of distribution: Manufacturer-to-wholesaler-to-retailer; manufacturer-to-retailer.  
Radio stations: 28 commercial, 51 government (all AM).  
No. of radios: 1,114,000.

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continued

TV stations: 2-1 government, 1 commercial.  
No. of sets: 150,000.

Import/export regulations: Export of reproductions of foreign records is prohibited. Foreign records may be imported only with permission of the Ministry of Interior.

Holidays: Jan. 1, 2 Chinese Lunar New Year (early Feb.), March 29 (Youth Day), Sept. 28 (Teacher's Day), Oct. 10 (National holiday), Oct. 25 (Taiwan Restoration Day), Nov. 12 (Dr. Sun Yat-sen's Birthday), Dec. 25 (Constitution Day).

## ● record manufacturers

Cathay, 2nd fl., 108 Kaifeng St., Sec. 1, Taipei.  
Columbia, 144 Hsin Section, Chung Hwa Emporium, Taipei.

Four Seas Rec. Publ'g, 11 Omei St., Taipei.

Hai Fay Ents, 28 Chin Chow St., Taipei.  
Hai Shan, 114 Pee Ling, Tu Chen, Panchiao Chen, Taipei Hsien.

Hsin Hsin, 133-135 Hsin Section Chung Hwa Emporium, Taipei.

International, 61-2 Yenping N. Rd., Sec. 3, Taipei.  
Li Lo, 51 Ai Section, Chung Hwa Emporium, Taipei.  
Li Mien Rec. Publ'g, 1537-1 Chung Cheng Rd., Taipei.

Lico, 1 Lane 19, Chenteh Rd., Taipei.

Lucky Rec. Publ'g, 2-1 Lane 81, Kwang Chow St., Taipei.

M G M, 151-149 Hsin Section, Chung Hwa Emporium, Taipei.

May La, 187 Yenping N. Rd., Sec. 2, Taipei.

Nana, 17 Chung Section, Chung Section, Chung Hwa Emporium, Taipei.

Tien Ta, 2 Lane 28, Kaifeng St., Sec. 2, Taipei.  
Universal Rec. Store, 150 Chung Hwa Rd., Taipei.

## ● association

Taiwan Importers & Exporters Ass'n, 42 Kuan Chien Rd., Taipei. Tel: 24049, 21687. Pres.: P. I. Ho.

## COLOMBIA

Population: 19,500,000.

Per capita income: \$167.32.

Official rate of exchange: \$1 (US) = 16.25 pesos.  
Records manufactured for domestic & export sale: 1965-10,026,878 units @ \$75,382,720; 1964-9,744,792 units @ \$52,446,735. Dollar value of record production has risen from \$6,648,547 in 1956, an increase of approximately 1,170% through 1965; figures for 1966 and 1967 not provided.

Records imported from USA: (factory value including matrices, molds & educational discs) 1967 -1,455 net kilos @ \$18,027; 1966-\$16,457 (including record blanks & pre-recorded tapes).

Records imported from countries other than USA: (factory value including matrices, molds & educational discs) 1967-419 net kilos @ \$5,683.

Records exported 1967: Venezuela only, 318 net kilos educational discs @ \$3,333.

Radio stations: 238 commercial, 5 government (all AM).

No. of radios: 3,000,000.

TV stations: 2 channels, 1 government, 1 commercial channel.

No. of TV sets: 350,000.

Import-export regulations: Pressed records, except educational discs, illegal; master importation only.

Holidays: Jan. 1, May 1 (Labor Day), July 20 (Independence Day), Nov. 11 (Independence of Cartagena), Dec. 25 (Christmas), and all important Christian religious holidays.

## ● record manufacturers

C B S, Apdo. Aereo 15756, Bogota. Tel: 47-13-41. Cable: COLRECORD. Mg'g Dir.: Stefan Riess.

Chaves, Apdo. Aereo 304, Pasto Colombia Carrera 23, 18-43. Tel: 20-51. Cable: ALMACHAVES. Contact: Ramiro Chaves.

Codiscos (see Colombiana de Discos).

Colombiana de Discos (Codiscos), Apdo. Aereo 1428, Medellin. Tel: 46-16-00 & 46-21-29. Cable: CODISCOS. Gen. Mgr.: Alfredo Diez; A&R: Alvaro Arango & Guillermo Diez; Promo.: Humberto Moreno; Int'l: Guillermo Diez.  
Labels: Costeno, Zeida.

This company represents: Angel (USA), Bell (USA), Capitol (Mexico & USA), Discuba (USA), Immediate (United Kingdom), Imperial (USA), Liberty (USA), Musart (Mexico), Odeon (Argentina, Brazil & Chile), Pye (United Kingdom), Regal (France, Italy & Spain), Reprise (USA), Riviera (France), Starbright (USA), Viva (USA), Vogue (France), Warner Bros. (USA), World Pacific (USA).

Int'l reps.: Chile (Odeon), Mexico (Musart), USA (Record Disks of America), Venezuela (Distribuidor Discos Zeida, Antonio J. Segura).

Costeno (see Colombiana de Discos).  
Daro Int'l, Apdo. 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 reps.: Chile (Odeon), USA (Daro Int'l).

Discos Fuentes, Apdo. Aereo 1960, Medellin. Tel: 46-08-60. Cable: DISFUENTES. Pres.: Antonio J. Fuentes; A&R: Pedro A. Fuentes; Int'l: Jose Ma. Fuentes.

This company represents: Chantecler (Brazil), Eurodisc (Germany), Music Hall (Argentina), Palacio de la Musica (Venezuela), Panart (Cuba), Peerless (Mexico), Ricovox (Puerto Rico), Rondador (Ecuador), Roulette (USA), Seeco (USA), Sonus (Venezuela), United Artists (USA).

Int'l reps.: Argentina (Music Hall), Brazil (Chantecler), Central America (Dicesa), Ecuador (Rondador), Mexico (Peerless), USA (Miami), Venezuela (Discos Fuentes).

Fonoton (see Philips).

Emilio Fortou P., Apdo. Aereo 793, Barranquilla. Tel: 16-509. Cable: RADIAG. Pres.: Emilio Fortou P.

Fuentes (see Discos Fuentes).

Ondina, Apdo. Aereo 915, Medellin. Tel: 44-10-00 & 44-33-33. Mgr.: Rafael Acosta Salinas.

Label: Ondina.

Orbe, Apdo. Aereo 8860, Bogota. Cable: AJOVER. Contact: Luis Angel Restrepo.

This company represents: Dot (USA), Vox (USA).  
Philips Colombiana, Departamento de Discos, Calle 19 #5-51, 4th floor, PO Box 6393, Bogota D.E. Tel: 425646, 425784. Cable: DISCOPHIL. Gen. Mgr.: Alfonso Escolar Nieto; A&R: Manuel J. Bernal.

Labels: Philips, Polydor, Fonoton.  
This company represents: Philips, Mercury, Smash, Fontana, Wing, Phonogram, DGG, Polydor, Archiv, MGM, Verve, Ansonia, Alco, Atlantic.

Polydor (see Philips).

Sonolux, Apdo. Aereo 640, Calle 29, No. 43a - 5, Medellin. Tel: 41-35-55.

Victoria, Calle 12, No. 8-85, Cali. Mgr.: Mario Mendez.

Zeida (see Colombiana de Discos).

## ● independent record producer

Ingeson, Apdo. Aereo 4007, Calle 22, No. 6-27, Bogota. Tel: 43-60-44. Cable: INGETADA. Mgr.: Manuel Drezner.

## ● record club

Disco (Circulo Musical), Este 2 Con Sur 23, El Conde, Bogota. Tel: 550851, 558555 & 558640.  
Int'l branch: Venezuela.  
Companies represented: Crescendo, Everest.

## ● music publishers

E C O M U S, (see Editoria Colombiana de Musica).  
Editoria Colombiana de Musica (ECOMUS), Calle 52, No. 40-64, 2 piso, 202, Medellin. Mgr.: Francisco F. Silva.

Peer de Colombia, Apdo. 8665, Edif. Bristol, Calle 18, No. 6-31, Of. 406, Bogota. Tel: 41-98-64. Cable: PEERCO.

## ● importers & exporters

Colombiana de Discos (Codiscos), Apdo Aereo 1428, Medellin.

Daro Int'l, Apdo Aereo 4578, Bogota.

## ● supplies & services

### ASSOCIATION & PROFESSIONAL ORGANIZATION

Asociacion Colombiana de Musicos Profesionales (ACOMPAS), Carrera 8, No. 11-15, Of. 202, Bogota.

### PLATING PLANTS

Codiscos, Apdo. Aereo 1428, Medellin. Tel: 46-16-00 & 46-21-29.

Ondina, Apdo, Aereo 915, Medellin. Tel: 44 33 33, 44 10 00.

### PRESSING PLANTS

Ajover, Apdo. 4911, Bogota.

Codiscos, Apdo. Aereo 1428, Medellin.

Curro, Apdo. 1344, Cartagena.

Discos Fuentes, Apdo. 1960, Medellin.

Fonoton, Apdo. 7080, Bogota.

Industrias Fonograficas del Caribe, Carrera 40, No. 41-33, Barranquilla.

Industrias Fonoton (owned by Philips), PO Box 4282, Bogota D.E. Tel: 47 36 40. Cable: PHIL-COLON.

Lusar, Apdo. 679, Calle 25, No. 4C-61, Ibaque.

Ondina, Apdo. 915, Calle 67-A, No. 51-D-33, Medellin.

Sello Vergara, Apdo. 3587, Bogota.

Silver, Calle 41 K-48, No. 46-55, Medellin.

Sonolux, Apdo. 640, Medellin.

Tropical, Apdo. Aereo 793, Barranquilla. Pres.: Emilio Fortou P.

Victoria, Apdo. 2264, Cali.

## PRINTERS & LITHOGRAPHERS

Codiscos, Apdo Aereo 1428, Medellin. Tel: 46-16-00 & 46-21-29.

Ondina, Apdo. Aereo 915, Medellin. Tel: 44 33 33, 44 10 00. (Printer only.)

## RECORDING STUDIOS & TAPE DUPE. STUDIOS

Colombiana de Discos, Apdo. Aereo 1428, Medellin. Daro, Apdo. Aereo 4578, Bogota.

Fonoton, Apdo. Aereo 12330, Bogota.

Ingeson, Apdo. Aereo 4007, Calle 22 No. 6-27, Bogota. Tel: 43-60-44. Cable: INGETADA. Mgr.: Manuel Drezner.

Ondina, Apdo. Aereo 915, Medellin. Tel: 44 33 33, 44 10 00.

Suramericana de Grabaciones, Carrera 8, No. 18-27, Bogota.

## ● phonograph manufacturers

Codiscos (COFONO), Apdo. Aereo 1428, Medellin.

Ondina, Apdo. Aereo 915, Medellin. Tel: 44 33 33, 44 10 00.

## COSTA RICA

Population: 1,413,500.

Official rate of exchange: \$1 (US) = 7 colons.

Records imported from USA (FOB): 1967-\$34,254; 1966-\$32,752.

Radio stations: 5.

Radios: 123,000 (1964).

TV stations: 1

TV sets: 35,000 (1964).

Holidays: Jan. 1, Sept. 15 (Independence Day), Oct. 12 (Columbus Day), Dec. 25 and all important Christian religious feasts.

## ● record manufacturers

INDICA (Industria de Discos Centroamericana), Apdo. 4093, Av. 8, calles 11/13, San Jose. Tel: 21-31-22. Cable: INDICA. Gen. Mgr.: Guillermo Lopez R.

Label: INDICA.

Int'l firms represented: Atlantic (USA), Columbia (USA), DGG (Germany), Dot (USA), Kapp (USA), MGM (USA), Mercury (USA), Philips group, Project 3 (USA), Reprise (USA), Verve (USA), Warner Bros. (USA).

Note: The Central American Common Market is serviced through INDICA (British Honduras, Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua, Panama).

## ● record wholesalers

### DISTRIBUTOR

Instrumentas Musicales, Juan Bansch K., Apto. 1238, San Jose. Tel: 21-00-52.

### IMPORTERS & EXPORTERS

Coronado (formerly Almacen Philco), Av. Central, calles AV/1, San Jose.

Distributes: Records, cartridges, cassettes, electric guitars & amplifiers, needles, cleaners & brushes, recording tapes, drums.

Discolandia Reuben, Calle 1, av. 1/3, San Jose. Impo-Discos, Apto. 1645, San Jose. Contact: Oscar Stupp.

## ● services & supplies

### ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Asociacion de Musicos y Compositores Costarricenses, Apto. 4365, San Jose.

### PLATING & PRESSING PLANT, PROMOTION & PUBLICITY & RECORDING STUDIO

INDICA (Industria de Discos Centroamericana), Apto. 4093, Av. 8, calles 11/13, San Jose. Tel: 21-31-22. Cable: INDICA. Gen. Mgr.: Guillermo Lopez R.

## CYPRUS

Population: 614,000.

Per capita income: \$77.

Official rate of exchange: \$1 (US) = 3.5 Cyprus pounds.

No. of homes with record players: 55,000 to 60,000 units.

Records imported from USA: (factory value) 1966-3,804 units @ \$6,654; 1965-1,977 units @ \$4,483.

Records imported from countries other than USA (CIF): 1966-319,896 units @ \$176,103; 1965-235,048 units @ \$127,409.

Average retail price per record: LP's—\$5.28; EP's—\$1.86; Singles—\$1.

Juke boxes: 83.

Radio stations: 1 government station.

No. of radios: 125,000.

TV stations: 2 channels (1 government).

No. of sets: 9,100.

Holidays: Jan. 1, Jan. 6 (Epiphany), March 25 (Greek Independence), Good Friday, Easter Monday, Aug. 16 (Independence Day), Oct. 1, Oct. 28 (OHI Day), Oct. 29 (Turkish Republic Day), Dec. 25, 26.

## ● record manufacturers & importers

F. Colakides & Son, PO Box 48, Nicosia. Tel: 3778.  
Delta Trading, PO Box 588, Nicosia. Tel: 4689.  
J. Evangelides, PO Box 1514, Nicosia. Tel: 62400.  
K. S. Hassapis, PO Box 255, 26 Athens St., Limassol. Tel: 2654.

Leon's Music Store, 13 Victoria Rd., Nicosia. Tel: 7-5653.

Costas I. Loizides, PO Box 571, Nicosia. Tel: 3748.

S. Moussoulides & Son, PO Box 423, Nicosia. Tel: 2672.

## CZECHOSLOVAKIA

Population: 14,058,000.

Official rate of exchange: \$1 (US)=7.20 koruna.

Number of homes with record players: 1,115,000.

Records sold domestically: LP's 1967—1,094,000 units @ \$5,376,000; 1966—933,000 units @ \$4,632,000; up 15%. EP's 1967—552,000 units @ \$1,170,000; 1966—652,000 units @ \$1,410,000; down 19%. Singles 1967—4,189,000 units @ \$6,120,000; 1966—3,591,000 units @ \$5,230,000; up 17%.

Records manufactured for domestic & export sale: LP's 1967—1,827,000 units; 1966—1,946,000 units; down 6.2%. EP's 1967—775,000 units; 1966—848,000 units; down 8.6%. Singles 1967—4,646,000 units; 1966—4,302,000; up 8%.

Records & tapes imported from USA: (CIF) 1967—\$25,482; 1966—\$14,409.

Average retail price per record: LP's—\$4.91; EP's—\$2.12; Singles—\$1.46.

Stereo sales: 5.1% of total sales.

Industry: Industry still practically nonexistent.

Type of distribution: Both record companies, Supraphon and Panton, use record clubs to reach specialized audience; club distribution follows mostly the manufacturer-to-retailer system.

Discounting: Rare.

Type of promotion: Radio stations cooperate with private disk jockeys using records from their private collections. Fan magazines have considerable influence.

Juke boxes: 400.

Radio stations: 10 government, 3 national, 7 regional.

Type of programming: Large percentage of classical and live pop music of local production. Foreign records used mostly in specialized teenagers' programs.

No. of sets: 3,727,000.

TV stations: 1 government.

Type of programming: TV films using local pop songs. Foreign songs used in local versions.

No. of sets: 2,113,000.

Import/export regulations: Import and export exclusively through ARTIA, Foreign Trade Corporation for Import & Export of Cultural Commodities.

Holidays: January 1, Easter Monday, May 1 (Labor Day), May 9 (Liberation Day), October 28 (Nationalization Day), December 25, 26.

Dr. Lubomir Doruzka

## ● record manufacturers & music publishers

Panton, Rec. Co. & Music Publishers for the Guild of Czechoslovakia Composers (Panton, nakladatelství Svazu csl, spisovatelů), Rincni 12, Prague 1, Mala Strana. Tel: 53-90-20. Dir.: Dr. Jan Matejcek; Artistic Dir.: Jan Hanus.

Supraphon, Rec. Co. & Music Publishing House, Palackeho 1, Prague 1, Nove Mesto. Tel: 24-92-51. Dir.: Dr. Vojtech Strnad; Artistic Dir.: Dr. Jaroslav Seda; Deputy Dir.: Josef Rathbauer; Sales Mgr.: Miroslav Pavlovsky; Copyright Dept. & Int'l: Jiri Vinaricky.

## ● importer & exporter

ARTIA, Foreign Trade Corporation for the Import & Export of Cultural Commodities, Ve Smeckach 30, Prague 1. Tel: 24-62-84 & 24-63-92.

## ● association

Association of Czechoslovakian Composers, Valdestejnske nam. 1, Prague. Pres.: Vaclav Dobias.

Billboard 1968-1969 International Music-Record Directory

## DENMARK

Population: 4,800,000.

Official rate of exchange: \$1 (US) = 7.47 Danish Krone.

No. of homes with record players: 610,000.

Records sold domestically: LP's 1967—1,308,000 units @ \$5,725,950 (up 10.2% from 1966); 1966—1,192,000 units @ \$5,196,893. EP's 1967—174,000 units @ \$348,245 (down 27.8% from 1966); 1966—239,000 units @ \$482,186. Singles 1967—1,711,000 units @ \$2,223,410 (up 2.5% from 1966); 1966—1,666,000 units @ \$2,169,840.

Records imported from USA: (factory value) 1967—\$272,185; 1966—\$166,086.

Records imported from countries other than USA: (factory value) 1967—2,691,900 units @ \$1,898,000 (up 35.7% from 1966); 1966—2,137,300 units @ \$1,399,142.

Records exported to USA: (factory value) 1966—3,600 units @ \$5,759 (down 20.4% from 1965); 1965—5,300 units @ \$7,233.

Records exported to countries other than USA: (factory value) 1966—164,900 units @ \$103,536 (up 1.2% from 1965); 1965—176,100 units @ \$102,330.

Average retail price per record: LP's—\$2.95 to \$6.65; EP's—\$2.30; Singles—\$1.47; Musicassettes—\$5.95.

Stereo sales: 95% of total LP sales.

Record club sales: 7% of total sales.

Juke boxes: 1,300.

Radio stations: 1 government.

No. of radios: 1,587,000.

Television stations: 1 commercial.

No. of TV sets: 1,084,000.

Import/export regulations: Duty of about 70c per kilo on imports from non-EFTA countries.

Holidays: Jan. 1, Apr. 2 (Maundy Thursday), Apr. 3 (Good Friday), Apr. 6 (Easter Monday, May 2 (St. Bededag), May 15 (Ascension Day), May 26 (Whit Monday), June 5 (Constitution Day), Dec. 25, Dec. 26.

## ● record manufacturers

Dansk, Dortheavej 39, 2400 Copenhagen NV. Tel: Taga 8505. Cable: DANRECORD. Mng. Dir.: Karl Emil Knudsen; A&R: Gustav Winckler.

Labels: (owned) Ecco, Life, Mascot, Sonet, Storyville; (distributed) DRC, Pete, Ring.

Int'l firms represented: Amigo (Sweden), Archiv (Germany), Artone (Netherlands), Baroque (USA), Bill (Sweden), Cadet (USA), Checker (USA), Chess (USA), Counterpoint (USA), Design (USA), Durium (Italy), ESP-Disk (USA), Epic (USA), Esoteric (USA), Europa (Germany), Everest (USA), Fidelity (United Kingdom), Folkways (USA), Funckler (Netherlands), Gazell (Sweden), Grand Prix (Sweden), Major Minor (United Kingdom), Monitor (USA), Musidisc (France), Okeh (USA), Palette (Netherlands), Pan (United Kingdom), Period (USA), Pirouette (USA), RFB (USA), Roost (USA), Roulette (USA), Saga (United Kingdom), Savoy/Musidisc (United Kingdom), Scala (USA), Society (United Kingdom), Somerset (USA), Supraphon (Czechoslovakia), Tradition (USA), Transatlantic (United Kingdom), Xtra (United Kingdom).

Int'l reps.: Europe outside Scandinavia (DGG), Japan (Teichiku), USA (Everest).

E M I (see Electric & Musical Industries).

Electric & Musical Industries (EMI), Hoffdingsvej 18, Copenhagen, Valby. Tel: 306711. Cable: GRAM-MOPHON. Mng. Dir.: S. L. G. Gottlieb; Mktg. Mgr.: K. Hviid Mikkelsen. Rec'g Mgr.: P. Sorensen. Adv. Mgr.: M. Helsing; Int'l: M. Koefoed Eriksen.

Labels: (owned) Angel, Capitol, Columbia, Electrola, HMV, Imperial, Odeon, Parlophone, Pathe, Regal, Seraphim, Stateside, Die Volksplatte, Waverley; (distributed) ASA, Disneyland, Musi-Cabaret, Troubadour.

Int'l firms represented: ABC (USA), Bell (USA), Blue Note (USA), Bluesway (USA), Buena Vista (USA), Capitol (USA), Columbia (United Kingdom), Cornet (Germany), Delyse (United Kingdom), Discophiles Francais (France), Disneyland (USA), Dolton (USA), Dot (USA), Ducretet-Thomson (France), DynoVoice (USA), Electrola (Germany), Ember (United Kingdom), Encore (United Kingdom), Erato (France), Gloria (Germany), HMV (United Kingdom), Hilltop (USA), Immediate (United Kingdom), Imperial (USA), Impulse (USA), Jay Gee (USA), Jubilee (USA), Juaton (Yugoslavia), Liberty (USA), Motown (USA), Odeon (United Kingdom), Pacific Jazz (USA), Parlophone (United Kingdom), Pathe (France), Pickwick (USA), President (United Kingdom), Prestige (USA), Regal (United Kingdom), Regal-Zonophone (United Kingdom), Seraphim (USA), Stateside (USA), Sunset (USA), Svensk-American (Sweden), Tamla-Motown (USA), Topic (United Kingdom), Toshiba (Japan), Tower (USA), Die Volksplatte (Germany), Walt Disney (USA), Waverley (United Kingdom), Wergo (Germany), World Pacific (USA), Xtra (USA).

Int'l reps.: EMI Group throughout the world.

Metronome, 31 Vibevej, 2400 Copenhagen NV. Tel: Aegir 8112. Cable: METRORECORDS. Gen. Mgr. & Int'l: Bent Fabricius-Bjerre; A&R, Pub., Adv., Promo.: Olav Bennike.

Int'l firms represented: Ariola (Germany), Atco (USA), Athena, Atlantic (USA), Baccarola (Germany), Bang (USA), Bounty (USA), Brilliant (USA), Cameo-Parkway (USA), Dunwich (USA), Checkmate (USA), Dial (USA), Dunwich (USA), Elektra (USA), Enterprise (USA), Eurodisc (Germany), Focus (USA), Golden 12 (Germany), Hansa (Germany), Joker, Karusell (Sweden), Mondial, Nonesuch (USA), Pere, Shout (USA), Stax (USA), Swe-Disc (Sweden), Top Hit (USA), Volt (USA), Vortex (USA).

Int'l reps.: Finland (Musikkii), France (Festival), Germany (Metronome), Japan (Teichiku), Norway (Nor-Disc), Sweden (Metronome).

Hede Nielsens, Grundtvigsvej 10A, 1864 Copenhagen V. Tel: 21-41-20. Cable: HENIGRAM.

Gen. Mgr.: Leif Risell; A & R & Sales Dir.: Ole Jochimsen; PR Mgr., Pub., Adv., Promo.: Betty Stendys.

Int'l firms represented: Monument (USA), RCA (USA), Reprise (USA), Warner Bros.-Seven Arts (USA).

Nordisk Polyphon, Emdrupvej 115, Copenhagen NV. Tel: 69-25-22. Mng. Dir.: W. Hamburger; Variety A&R: Bruno Henriksen; Teen A&R: Johnny Reimar; Pub.: Hanne Sleen; Adv.: H. Karlsson; Promo.: (DGG) A. Arfmann, (Decca) H. Jensen, (CBS, Philips) O. Wiisholm.

Labels: (owned) A&M, Brunswick, Buddah, CBS, DGG, Decca, Heliodor, Kama Sutra, MGM, Melody, Mercury, Page One, Philips, Tip, United Artists, Wing; (domestic rec'gs distributed under the following) CBS, Decca, Fontana, Melody, Philips, Polydor.

Tape: cassette.

Int'l reps.: Germany (DGG), Netherlands (Philips), USA (CBS).

Tono, Dortheavej 1, Copenhagen NV. Tel: Aegir 9680. Cable: TONORECORDS. Procuror & Sales Dir.: Svend Hansen; Asst. Buyer: C. Elgstrom; Int'l & A&R: E. Oellgaard; Pub. & Adv.: O. Helmut Frederiksen.

Labels: Teener, Tono.

Int'l firms represented: Amadeo (Austria), Audio Fidelity (USA), Barclay (France), Contemporary (USA), Mainstream (USA), Riviera, Scepter (USA), Time (USA), 20th Century-Fox (USA), Vanguard (USA), Vogue (France).

## ● music publishers

Acuff-Rose Scandia, Vesterport 247, Copenhagen V. Tel: 11-50-00. Gen. Mgr.: K. Moerk.

Int'l firm represented: Acuff-Rose (USA).

continued on page 258



**SUPRAPHON**

Gramophone Records

&

Music Publishing House

Praha 1, Pala Kého 1

GRAMOPHONE RECORDS

LICENSING DEALS

CUSTOM PRESSING

CUSTOM RECORDINGS

CO-PRODUCTIONS

PRESSING MATERIAL

BOOKS ON MUSIC

SHEET MUSIC

SOLE EXPORTERS

**ARTIA**

Foreign Trade Corporation

for the Export and Import

of Cultural Commodities

PRaha 1, VE Smeckách 30  
CZECHOSLOVAKIA





continued

Reg Connelly, Gothersgade 9-11, Copenhagen K. Tel: (01) 11-78-88. Cable: MUSIKHANSEN. Pres.: Mrs. Hanne Wilhelm Hansen & Mrs. Lone Wilhelm Hansen; Gen. Mgr.: Arne Spliid. Int'l firms represented: Campbell Connelly and affiliates (United Kingdom).

Datano, Pilestræde 2, 1112 Copenhagen. Tel: 15-95-49. Prof. Mgr.: S. E. Jorgenson. Int'l firms represented: Sonora (Sweden), Warner Bros.-Seven Arts (USA).

Francis, Day & Hunter, Gothersgade 9-11, 1123 Copenhagen K. Tel: (01) 11-78-88. Cable MUSIKHANSEN. Pres.: Mrs. Hanne Wilhelm Hansen, Mrs. Lone Wilhelm Hansen; Gen. Mgr.: Arne Spliid. Int'l firm represented: Affiliated Music (United Kingdom).

Wilhelm Hansen, Gothersgade, 9-11, Copenhagen. Tel: (01) 11-78-88. Pres.: Mrs. Hanne Wilhelm Hansen, Mrs. Lone Wilhelm Hansen; VP: Arne Spliid.

Int'l firms represented: AB Nordisk (Sweden), Norsk (Norway), Wilhelmiana (Germany), J & W Chester (United Kingdom).

Imudico, Colbjørnsensgade 19, 1652 Copenhagen V. Tel: (01) 21-56-25. Mng. Dir.: Brian Jeffery; Gen. Mgr.: John Rasmussen.

Int'l firms represented: Accord (Germany), Ardmore & Beechwood (Belgium, Mexico, South Africa, United Kingdom, USA), Arion (Greece), Anagon (Netherlands), Belcas (New Zealand), Castle (Australia), Ego (Spain), Noel Gay (United Kingdom), Jobete (USA), Odeon (Argentina, Sweden), Pathe (Far East), Keith Prowse & Peter Maurice (United Kingdom), Saturday (USA), Sociedade Brasileira de Edicoes Publicidade e Servicos Artisticos (Brazil), Toshiba (Japan), Voce del Padrone (Italy).

Int'l reps.: Argentina (Odeon), Australia (Castle), Belgium (Ardmore & Beechwood), Brazil (Sociedade Brasileira de Edicoes, Publicidade e Servicos Artisticos), Far East (Pathe), Germany (Accord), Greece (Arion), Italy (Voce del Padrone), Japan (Toshiba), Mexico (Beechwood), Netherlands (Anagon), New Zealand (Belcas), Spain (Ego), Sweden (Odeon), South Africa (Ardmore & Beechwood), United Kingdom (Ardmore & Beechwood), USA (Beechwood).

Melcher, Gothersgade 9-11, 1123 Copenhagen K. Tel: (01) 11-78-88. Cable: MUSIKHANSEN. Pres.: Mrs. Hanne Wilhelm Hansen, Mrs. Lone Wilhelm Hansen; Gen. Mgr.: Arne Spliid. Int'l firms represented: Daywin (USA).

Multitone, Vibevej 31, Copenhagen NV. Tel: 34-21-28. Pres.: Harry Jensen.

## ● importers & exporters

Frode Herloev, 14 Borgergade, Copenhagen K. Tel: 14-98-50 & 14-98-51. Cable: SELECTA-HERLOEV. Pres.: Henning B. Petersen. Imports: pre-recorded reel-to-reel & cartridge tape, raw tape & playback equipment.

## ● supplies & services

### ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Den Danske Gruppe af Grammofonindustriens, Internationale Federation, Sankt Anna Plads 11, Copenhagen K. Tel: 14-44-01. Secy: Otto Lassen.

### LICENSORS, TAPE & RECORD

Friberg-Jacobsen Prod'n, Chr. IX's gade 6, Copenhagen K. Tel: 11-85-26. Cable: CENTROPRESS. Pres.: K. B. Friberg-Jacobsen; VP: Paul Jorgensen.

### MUSIC LICENSING ORGANIZATIONS

Gramex (affiliate of Koda-record royalties, etc.), Kronprinsesgade 26, Copenhagen. Tel: CE 2276.

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| Dorteavej, Phone: AEgir 9680



Koda (counterpart of ASCAP), Kronprinsesgade 26, Copenhagen. Tel: 14-22-77.

Nordisk Copyright Bureau, Upsalagade 24, Copenhagen. Tel: TR 3660. Pres.: S. T. Wilson; Mgr: Dir.: K. Nielsen.

### POLYETHYLENE BAGS

Norlip, Prinsesgade 29A, Copenhagen B. Pres.: H. S. Philippsen.

### PRESSING PLANTS

Plasfja, Dorteavej 1, Copenhagen NV. Tel: Aegir 9680.

Skandinavisk Bakelite, Proevensvej 35, Copenhagen V. Tel: 70-15-21.

Skandinavisk Grammophon, Hoffdingsvej 18, Copenhagen. Tel: 30-67-11.

### PROMOTION & PUBLICITY

Popic Prod'ns, PO Box 1218, 2300 Copenhagen S. Tel: 58-35-39. Mng. Dir.: O. Trosborg.

### RECORDING STUDIOS

Metronome, Vibevej 31, Copenhagen. Tel: Aegir 8112. Contact: Birger Svan.

Polyphon, Emdrupvej 115, Copenhagen. Tel: 69-25-22. Cable: POLYPHON.

Skandinavisk Grammophon, Hoffdingsvej 18, Copenhagen. Tel: 30-67-11. Contact: S. L. G. Gottlieb. Tono; Dorteavej 1, Copenhagen. Tel: Aegir 9680.

### RECORDING STUDIO EQUIPMENT

F H C-Electronics, Landgreen 7, Copenhagen K. Tel: 14-69-93. Pres.: Henning B. Petersen.

### TAPE CARTRIDGE PLAYBACK EQUIPMENT MANUFACTURERS

Internorth Music, Chr. IX's gade 6, Copenhagen. K. Tel: (office) 11-85-26; (factory) Hellerup 2956. Cable: CENTROPRESS. Pres.: K. B. Friberg-Jacobsen; Chief Engineer: Sven O. Jensen. Cartridge: 4 & 8-tr. compatible. Brand name: Audio Master.

### TAPE DUPLICATION

F H C-Electronics, Landgreen 7, Copenhagen K. Tel: 14-69-93. Pres.: Henning B. Petersen. Internorth Music Studio, Chr. IX's gade 6, Copenhagen K. Tel: 11-85-26. Cable: CENTROPRESS. Pres.: K. B. Friberg-Jacobsen; Sound Engineer: Boerge Rasmussen.

## DOMINICAN REPUBLIC

Population: 3,889,390.

Official rate of exchange: \$1 (US) = 1 peso. Records & tapes imported from USA: (CIF) 1967—\$72,257; 1966—\$37,341.

Average retail price per record: LP's—\$4.95 local manufacture; \$7 imported; EP's—not sold; singles—\$1.50 local manufacture, \$2 imported.

Stereo sales: 5% of total sales.

Record Club Sales: None.

Type of record distribution: Manufacturer to wholesaler to retailer and manufacturer to retailer. In the last two years there has been a lot of individual buying by dealers and small wholesalers who travel to Puerto Rico and buy quantities of records which they then introduce to the market.

Discounting: Rare.

Jukeboxes: 5,000. Two-thirds location owned & one-third on commission.

Radio Stations: 75 (approx.) including government stations.

Radios: 139,000.

TV stations: Two channels—Television Dominicana (government), HIN (private).

NOTE: Due to conditions in this country during 1967, it is impossible to obtain at this time figures on sales, importation and manufacture of records. Owing to high custom duties and other charges 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.

Holidays: Jan. 1, Feb. 27 (Independence day), Maundy Thursday, May 1 (Labor day), May 30 (End of Trujillo Era), Aug. 16 (Restoration day), Sept. 24 (Mercedes), Dec. 25, all important Christian religious holidays

Antonio Contreras

## ● record manufacturers

Fabiola, El Conde & Espallat, Santo Domingo. Fabrica Dominicana de Discos, Centro de los Heroes, Santa Domingo.

Industria Sonora Dominicana, Calle Maria Montes, Santo Domingo. Prop.: Ocravio Vargas G.I. Radio Santo Domingo (government), Santo Domingo. Salon Mozart, El Conde 106, Santo Domingo.

## ● music publisher

Salon Mozart, El Conde 106, Santo Domingo.

## ● wholesalers

### IMPORTERS & EXPORTERS

Amaro Discos, Apartado 1270, Santo Domingo. Discolandia, Ravelo 92, Santo Domingo. Distribuidora Dom de Discos, El Conde 96, Santo Domingo. Guarachia, El Conde 108, Santo Domingo. Bartolo Primero, Av. Mella 156, Santo Domingo. Manuel B. Soler, Duarte 47, Santo Domingo. Julio Tonos, Aptdo. 364, Santa Domingo.

### DISTRIBUTOR & RACK JOBBER

Distribuidora Dom de Discos, El Conde 96, Santo Domingo.

## ● supplies & services

### ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Ass'n of Musicians, Dancers & Singers (AMUCABA), Santo Domingo. Pres.: Andres Garcia.

### PRESSING PLANTS

See Record Manufacturers.

### RECORDING STUDIOS

Most local recording done at radio and television studios.

## ECUADOR

Population: 5,649,800.

Per capita income: \$201.

Official rate of exchange: \$1 (US) = 20.36 Sucres. Records imported from USA: (factory value) 1967—\$16,395.

Records exported to USA: (factory value 1966—1,138 units @ \$1,509.

No. of radios: 510,000.

No. of TV sets: 42,000.

Holidays: Jan. 1, Feb. 6, 7 (Carnival), Easter Day, May 1 (Labor Day), May 24 (Battle of Pichincha), July 24 (Birthday of Simon Bolivar), Aug. 10 (Independence Day), Oct. 9 (Guayaquil independence), Oct. 12 (Columbus Day), Nov. 3 (Cuenca Independence), Dec. 6 (Founding of Quito), Dec. 25, religious holidays.

## ● record manufacturers

Emporio Musical, Casilla 1276, Guayaquil. Tel: 14174. Cable: EMPORMUSIC. Mgr.: Carlos Pino Plaza.

This company represents: Columbia (USA). Fabrica de Discos (FADISA), Casilla 201, Quito. Tel: 212820. Contact: Trajano Recalde Cruz.

Fabrica Ecuatoriana de Discos (Fediscos), Km. 7 Via a la Costa, Guayaquil. Pres.: Francisco Garcia Guerrero.

Industria Fonografica Ecuatoriana (IFESA), Apdo. 3885, Galicuchima y Rumichaca, Guayaquil. Tel: 14103. Cable: IFESA. Mng. Dir.: Joe Magen.

This company represents: Mercury, Reprise, Warner Bros., Wing (all USA).

E. Maulme (div. of Discos RCA Victor), Apdo. 3885, Galicuchima y Rumichaca, Guayaquil. Tel: 14102. Cable: EMPORMUSIC. Gen. Mgr.: Luis Pino Y.

This company represents: RCA Victor (USA). Philips Ecuador, Casilla 343, Quito. Contact: H. Gazan.

This company represents: Fontana, Limelight, Philips, Smash.

RCA Victor (see E. Maulme).

## ● music publisher

S A D R A M (Sociedad de Representaciones y Administraciones Musicales), Apdo. Guayaquil. Guayaquil.

## ● importer & exporter

Almacenes de Musica, J. D. Feraud Guzman, Apdo. 856, Guayaquil. Tel: 13932.

## ● services & supplies

### ASSOCIATION & PROFESSIONAL ORGANIZATION

Casa de la Cultura Ecuatoriana, Aptdo. 67, Quito. Branch: Casilla 3542, Guayaquil.

### PRESSING PLANTS

Importadora Velaga, Casilla 318, Ambato. Industria Fonografica Ecuatoriana, Apdo. 3885, Guayaquil.

## EIRE

Population: 2,881,000.  
Per capita income: \$750 annually.  
Official rate of exchange: \$1 (US)=8 shillings, 4 pence.  
Average retail price per record: LP's—\$3.60; EP's—\$1.32; Singles—\$0.84.  
Records imported from USA: 1967—\$35,871; 1966—\$52,506.  
Records exported to USA: 1967—1,150 units @ \$1,238; 1966—697 units @ \$1,329.  
Stereo Sales: 5% of total.  
Type of distribution: manufacturer-to-wholesaler-to-retailer.  
Discounting: rare.  
Jukeboxes: approx. 650.  
Radio stations: 1 government.  
Type of programming: Music is mostly pop—Radio Eireann is adding another 25 hours per week of music this year. Some British stations are received clearly; Radio Luxembourg is particularly popular.  
No. of radios: 750,000.  
TV stations: 1 government channel.  
Type of programming: General.  
No. of TV sets: 290,000.  
Import-export regulations: Duty of 7.6% on records imported from UK; 15% duty on records imported from other countries.  
Holidays: March 17 (St. Patrick's Day), Good Friday, Easter Monday, Whit Monday, August 29, Dec. 25, 26.

## ● record manufacturers

Capitol (see EMI).  
Checker (see Pye).  
Claddah (see EMI).  
Columbia (see EMI).  
Dolphin (see EMI).  
EMI (Ireland Ltd) 23 Lower Dominick St., Dublin. Tel: 46108/9. Cable: JABBERMINT. Mng. Dir.: H.D. Christmas; Commercial Mgr.: J. McCabe; Pub. Adv., Promo.: Anthea Joseph.  
Labels: (owned) EMI Group (HMV, Columbia, Parlophone, Capitol); (distributed) Glenside, Claddah, Dolphin, Tribune.  
Tape: Cassette & open reel self-mfd. & licensed to Philips.  
Int'l firms represented: Delyse (UK), Ember (UK), Immediate (USA), MGM (USA), Verve (USA), President (UK), Reymouse (France), Disneyland (USA).  
Int'l reps.: World-wide EMI.  
Emerald, 2 Dame Lane, Trinity St., Dublin. Tel: 772-384. Mgr.: Louis Solomon.  
Home office: Northern Ireland.  
Glenside (see EMI).  
Grammophone (see EMI).  
H M V (see EMI).  
Parlophone (see EMI).  
Pye, 24 Mountjoy Sq., Dublin 1. Tel: 46441. Area Mgr.: John Woods.  
Home office: England.  
Label: Checker (Ireland).  
Saga, Broombridge Rd., Finglass, Dublin 11. Tel: 301-166.  
Home office: England.  
Tribune (see EMI).

## ● music publishers

Etude (M.C.P.S., P.R.S.), 38 Lower Mountpleasant Ave., Dublin 6. Tel: 80YLE 156. Pres.: T. McEniry; Gen. Mgr.: William B. Devine; Gen. Prof. Mgr.: Gay McKeon.  
Midway Music, Grange, Mullingar, County Westmeath. Tel: Mullingar 8671. Dir.: Seamus Casey.  
Segway Music, 4/7 Cathal Brugha St., Dublin 1. Tel: 46943. Mng. Dir.: Vincent J. Nordell; Dir.: Tom Costello; Sec'y: Miss B. Sheridan.  
Int'l rep.: UK (Welbeck).  
Walton's Musical Galleries, 2 N. Frederick St., Dublin. Tel: 47041. Mng. Dir.: Martin Walton.

## ● record wholesalers

### DISTRIBUTORS

Associated Rec'gs, Broombridge Rd., Finglass, Dublin 11. Tel: 301-166.  
Home office: England.  
Demesne Whise, 22 Ellis Quay, Dublin 7. Tel: 774674. Mgr.: Jack Walsh.  
Dolphin, 164 Capel St., Dublin.  
Dun Aluinn, Lake Lawn, Well Rd., Cork. Tel: 31545. Area rep.: M. W. Shannon.  
Home office: Irish Rec. Factors. (see for product distributed).  
EMI (Eire), 23 Lower Dominick St., Dublin 1. Tel: 46108. Dir.: H. D. Christmas.  
Irish Rec. Factors, 9/10 Hanover St. E., Dublin 2. Tel: 779631/2/3. Cable: IRECFACFS. Gen. Mgr.: M. H. Geoghegan; Sales & Mktg.: Hugh O'Reilly; Pub., Adv., Promo.: Miss Phyl Mitton.  
Branch: Dun Aluinn.  
Labels: Ace of Hearts, Argo, Avoca, Beacon, Chapter One, Coral, Daily Express, Deram, Emerald, Folklore, Folkways, Harmonia Mundi,

King, Liberty, London-Globe, MCA, Minit, Monument, Outlet, Page One, Philips Group, RCA, Rex, Teepee, Topic, Transatlantic, Turnabout, Uni, Viva, Vocalion, Vox.  
Symphola, 12 Lower Camden, Dublin. Tel: 80-73-83.  
Rep.: J. Curran.  
Home office: England.

## IMPORTERS & EXPORTERS

Dolphin Discs, 164 Capel St., Dublin. Tel: 72187.  
Branch: 58 Stephen's St., Dublin. Tel: 53198.  
Dolphin-Seak, 22 Marlboro St., Dublin. Tel: 46525.  
Prop.: Joseph P. O'Reilly.  
Gael-Linn, 54 Sraid Grafton, Dublin.  
Pye Rec. Sales, 24 Mountjoy Sq., Dublin 1. Tel: 46441. Mgr.: John Woods.  
Siemens-Schuckert, 49 Middle Abbey St., Dublin.  
Solomon & Peres, 2 Dame Ln., Trinity St., Dublin.  
Labels: Decca Group, HMV.

## ● supplies & services

### PRESSING PLANTS

Carlton Proc'ns, Drimnagh Ind'l Estate, Long Mile Rd., Dublin 12. Tel: 505773. Mgr.: Robert McGrattan.  
E M I, Ferrybank, Waterford. Tel: 4196. Mgr.: John Baker.

### RECORDING & TAPE DUP. STUDIOS

An Comhlacht Taifeadadh, 2 & 26 Upper Mount St., Dublin 2. Tel: 63330.  
Eamonn Andrews, 4 Henry St., Dublin. Tel: 49191.  
Dirs.: Eamonn Andrews, Dermot Cafferky, Lorcán Bourke, Fred O'Donovan.  
Peter Hunt, 130 St. Stephen's Green, Dublin.  
Silverpine, Bray, County Wicklow.

## EL SALVADOR

Population: 3,140,000.  
Official rate of exchange: \$1 (US) = 2.5 colones.  
Records imported from USA: (factory value) 1967—66,610; 1966—72,929.  
Radio stations: 25.  
No. of radios: 396,000.  
TV stations: 2.  
No. of sets: 35,000.  
Holidays: Jan. 1, Easter Sunday, May 1 (Labor Day), May 10 (Mother's Day), Fiesta (July-Aug.), Aug. 3 (Worker's Day), Sept. 15 (Independence Day), Oct. 12 (Columbus Day), Nov. 5 (First Call to Independence), Dec. 25.

## ● record manufacturers

Discos Centroamericanos (DICESA), Apdo. 847, Blvd. del Ejercito Nacional, Km. 4, San Salvador. Tel: 27-0855. Cable: DICESA. Mgr.: Mrs. Maria Rodriguez de Boet.  
Int'l firms represented: RCA Victor (USA), United Artists (USA).  
Lesser, Apdo. 104, San Salvador.

## ● importers & exporters

Almacenes Kismet, Edificio Comercial, 4a Av. Sur 322, San Salvador.  
Casa Cueva, 5a Av. Norte 222, San Salvador.  
Casa de la Musica, 2a C.O. 222, San Salvador.  
Casa Flores, 1a Av. Sur 428, San Salvador. Tel: 21-9282 & 21-6920. Cable: FLORES. Sales Mgr.: Francisco T. Flores.  
Casa Rivas, Calle Ruben Dario 708, San Salvador.  
Dada-Dada, Calle Delgado 232, San Salvador.  
Estereolandia, Edificio Gina, Paseo General Escalon, San Salvador.  
Radio Electrica, 4a Av. Sur 228, San Salvador. Tel: 5609 & 3967. Contact: Ricardo Dutriz.

## FINLAND

Population: 4,664,000.  
Per capita income: \$1,220.  
Official rate of exchange: \$1 (US)=4.20 Finnish marka.  
No. of homes with record players: 265,000.  
Records sold domestically: LP's 1967—226,699 units; EP's 1967—71,217 units; Singles 1967—463,932 units; Pre-recorded tape 1967—\$45,374; Total recs. 1966—\$635,554; Total pre-recorded tapes 1966—\$33,572.  
Records manufactured for domestic & export sale: Total recs. 1966—309,000 units @ \$507,143.  
Records imported from USA: 1967—\$19,780; 1966—\$19,603.  
Records imported from countries other than USA: (factory value) 1967—\$480,000; 1966—\$476,905.  
Records exported to USA: (factory value) 1967—\$2,587; 1966—\$3,333.

Records exported to countries other than USA: (factory value) 1967—\$33,795; 1966—\$28,095.  
Average retail price per record: LP's—\$5.71; EP's—\$2.50; Singles—\$1.64.  
Stereo sales: 30% to 50% of total sales.  
Tape: Only recently introduced.  
Type of distribution: Manufacturer-to-wholesaler-to-retailer and manufacturer-to-retailer. There are a few rack-jobbers, primarily inland, among electrical equipment shops, bookstores and the like.  
Discounting: Rare.  
Type of promotion: Primarily through government radio's light programming. Newspaper and magazine advertising is minimal, with a few influential pop-music magazines as exceptions.  
Juke boxes: 2,400.  
Radio stations: 4 networks—Finnish, Swedish, Swedish & Finnish, Light Program. Also Yleisradio Oy sponsors provincial programs.  
Type of programming: Light Program—mostly taped and announced music programs, hourly news. Other networks mostly spoken word programs.  
No. of radios: 1,523,975.  
TV stations: 2 networks—TV-I seen throughout the country; TV-II seen only in parts of Southwest Finland.  
Type of programming: TV-I has 8 hours of commercial programming per week; TV-II has 45-minute commercial program each Thursday and advertising spots during the week. Commercial ads are handled by Independent Mainos-TV Oy.  
No. of TV sets: 732,000.  
Import/export regulations: No custom charges on goods imported from EFTA countries. There is, however, a purchase tax of 12.4% plus a wholesaler tax. Licenses are not needed for records. Export tax is from 4 to 9%.  
Holidays: Jan. 1, Jan. 6 (Epiphany), Good Friday, Easter Monday, May 1, Ascension day, Whit Monday, June 20 (Mid-Summer day), All Saints Day (Saturday before first Sunday of Nov.), Dec. 6 (Independence day), Dec. 25, 26.

Kari Helopaltio

## ● record manufacturers

Blue Master (see PSO).  
Blue Note (see Finndisc).  
C B S (see Finnley).  
Columbia (see EMI).  
Decca (see Finnley).

continued on page 260

## finnshow



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Cable: FINNSHOW



continued

Discophon, Takomontie 3, Helsinki 37. Tel: 451627. Cable: DISCOY. Dir.: Benght Liljeroth; Sales & A&R: Johan Vikstedt. Labels: RCA, RCA Camden. This company represents: RCA (US), Monument (US).

E M I Finland Ltd., Kuortaneenkatu 13, Helsinki 51. Tel: 712300. Mng. Dir.: Reino Baeckman; PR: Risto Baeckman. Label: Columbia. This company represents: ABC (US), Bell (US), Capitol (US), Columbia United Kingdom, Dot (US), Electrola (West Germany), HMV (United Kingdom), Hoer Zu (West Germany), Immediate (United Kingdom), Liberty (US), Odeon (Spain, France & Norway), Parlophone (United Kingdom), Regal (United Kingdom), Stateside (US), Svensk-American (Sweden), Jamlamotown (US). Int'l reps.: EMI affiliates around the world.

Estepain (see Finnlevy).  
Fennica (see Suomen Saaveltajat).  
Finlandia (see PSO).

Finndisc, Mannerheimintie 16, Helsinki 10. Tel: 644877. Mng. Dir.: Rolf Kronqvist; Sales & A&R: Erik Lindstroem. Labels: Safir, Blue Note, Nashville.

Finnlevy, Valimontie 2, Helsinki 37. Tel: 453136. Cable: FINNLEVY. Mng. Dir. & Sales: Osmo Ruuskanen; A&R: Jaakko Borg & Toivo Kaerki; PR: Miss Tuula Valkama. Labels: CBS, Decca, Fontana, Philips, Polydor, Rytmi, Saevel. Tape: (cartridge) London; (cassette) Barclay, CBS, Decca, Fontana, London, Mercury, Philips, Polydor. This company represents: Abbey (USA), Amadeo (Austria), Artone (Netherlands), CBS (USA), Coral (USA), Barclay (France), Cupol (Sweden), Decca (United Kingdom), Elektra (USA), Fontana (United Kingdom), Hispavox (Spain), London (USA), Mercury (USA), MGM (USA), Olga (Sweden), Page One (United Kingdom), Polar (Sweden), Philips (Netherlands), Pye (United Kingdom), Sonora (Sweden), Star-Club, Swe-Disc (Sweden), Sveriges Radio (Sweden), United Nations, 20th Century-Fox (USA).

Fintone, Valimontie 2, Helsinki 27. Tel: 455671. Mng. Dir. Sales: Henrik von Denffer. This company represents: A&M (USA), DGG (West Germany), Kama Sutra (USA), Karusell (Sweden), MGM (USA, United Kingdom), Polydor (United Kingdom), United Artists (USA).

Fontana (see Finnlevy).  
Heraettaja-Yhdistys, Lapua.  
Label: Heraettaja.

IBRA-Laehetys, Pengerkatu 9, Helsinki 53. Tel: 716544. Dir.: Eino Manninen; Sales & Studio: Raimo Liukkonen. Label: IBRA. This company represents: IBRA (Sweden).

Kansan Raamattuseura, P. Esplanadi 27C, Helsinki 10. Tel: 650655. Label: Sana ja Saevel.

Kuula Institute, Kasarminkatu 5, Vaasa. Label: Kuula Seura.

Kuula Seura (see Kuula Institute).  
Love, Arinatie BC, Helsinki 37. Tel: 454025. Dirs.: Otto Donner & Christian Schwindt; PR: Atte Blom. Label: Love. Int'l rep.: Sweden (Karusell).

Metronome (see Scandia Musiikki).  
Nashville (see Finndisc).

Ordoksisista kirkkolaulua (see Ortodoksinen nuottijulkaisu).

Ortodoksinen nuottijulkaisu, Lukkarinkatu 38, Kuopio. Label: Ordoksisista kirkkolaulua.

Otava, Uudenmaankatu 8-12, Helsinki 18. Tel: 10652. Label: Otava.

P S O, Vuorikatu 14, Helsinki 10. Tel: 12651. Cable: NEA. Dirs.: D. W. Rokkanen & Lauri Rokkanen; Music Dept. Mgr.: Martti Piha; PR: Ritva Liikonen. Branches: Torikatu 16, Oula. Tel: OURO 21044; Hovioikeudenpolku 20, Vaasa. Tel: 961/12012. Labels: Top Voice, Blue Master, Finlandia. This company represents: Cornet (West Germany), Counterpoint (USA), Elite Special (Switzerland), Erato (France), Music Minus One (USA), Reality, Riviera (France), Saga (United Kingdom), Vogue (France).

Philips (see Finnlevy).  
Polydor (see Finnlevy).  
RCA (see Discophon).  
RCA Camden (see Discophon).  
Rytmi (see Finnlevy).  
Saehkolikkeiden, Takomontie 3, Helsinki 37. Tel: 454401. Cable: SLOY. Rec. Dept. Mgr.: Johan Vikstedt. This company represents: Reprise (USA), Telefunken (West Germany), Warner Bros.-Seven Arts (USA).

Saevel (see Finnlevy).  
Safir (see Finndisc).  
Sana ja Saevel (see Kansan Raamattuseura)

Scandia Musiikki, Arinatie BC, Helsinki 37. Tel: 458401. Cable: SCANDIAMUSIC. Dir.: Harry Orvomaa; Mng. Dir.: Paavo Einio; Sales: Kai

Alen; A&R: Jaakko Salo; PR: Arto Helismaa. Labels: Scandia, Metronome. This company represents: Amigo (Sweden), Ariola-Eurodisc (West Germany), Atlantic (USA), Atco (USA), Bang (USA), Chess (USA), Crescendo (USA), Durium (Italy), Elektra (USA), Epic (USA), Europa (Sweden), Island (United Kingdom), Kapp (USA), Knapupp (Sweden), Major Minor (United Kingdom), Megaphon (Sweden), Metronome (Sweden), Palette (Belgium), Pickwick (USA), Polar (Sweden), Riviera (USA), Roulette (USA), Savoy (USA), Scan-Disc (Sweden), Scepter (USA), Somerset (USA), Sonet (Sweden), Specialty (USA), Stax (USA), Storyville (USA), Sue (USA), Supraphon (Czechoslovakia), Vanguard (USA), Volt (USA). Int'l rep.: Scandinavia (Sonet Group).

Suomen Saaveltajat, Hietalahdenkatu 2, Helsinki 10. Tel: 448509. Label: Fennica.

Tammi, Haemeentie 15, Helsinki 53. Tel: 716522. Label: Tammi.

Top Voice (see PSO).

W S O Y, Bolevardi 12, Helsinki 10. Tel: 643521. Label: WSOY.

Westerlund, P. Esplanadi 37, Helsinki 10. Tel: 10396. Cable: PIANOWESTERLUND. Rec. Dept. Head & PR: Erkki Paelli. Branches: Vaasanpuistikko 20, Vaasa; Koskikatu 7, Tampere; Eerikinkatu 11, Turku. This company represents: Ember (USA), HiFi/Fife (USA), Specialty (USA), Beacon (United Kingdom).

## ● music publishers

Coda Edition, Ritokalliontie 8-16 P, Helsinki 33. Tel: 486007. Mgr.: Johan Vikstedt.

Eteepain, c/o Finnlevy, Valimontie 2, Helsinki 37. Tel: 453136.

Heraettaja-Yhdistys, Lapua.

IBRA-Laehetys, Pengerkatu 9, Helsinki 53. Tel: 716544. Dir.: Eino Manninen; Sales & Studio: Raimo Liukkonen.

Kansan Raamattuseura, P. Esplanadi 27C, Helsinki 10. Tel: 650655.

Kuula Institute, Kasarminkatu 5, Vaasa.

Levysaevel, Vuorikatu 14, Helsinki 10. Tel: 12651. Mgr.: Lauri Rokkanen.

Levytutku, Frederikinkatu 45A, Helsinki 10. Tel: 659581. Mgr.: Niilo Saarikko.

Libito, Frederikinkatu 32A, Helsinki 14. Tel: 14520.

Lindstroem, c/o Finndisc, Mannerheimintie 16, Helsinki 10. Tel: 644877. Mgr.: Erik Lindstroem.

Love Recs., Arinatie BC, Helsinki 37. Tel: 454025. Mgr.: Otto Donner.

Music Fazer, Aleksanterinkatu 11, Helsinki 10. Tel: 10751. Mgr.: Einar Marvia.

Ortodoksinen nuottijulkaisu, Lukkarinkatu 38, Kuopio.

Otava, Uudenmaankatu 8-12, Helsinki 18. Tel: 10652.

Scandia Musiikki, Arinatie BC, Helsinki 37. Tel: 458401. Mgr.: Paavo Einio.

Suomen Saaveltajat, Hietalahdenkatu 2, Helsinki 10. Tel: 448509.

Tammi, Haemeentie 15, Helsinki 53. Tel: 716522.

W S O Y, Bulevardi 12, Helsinki 10. Tel: 643521.

Westerlund, P. Esplanadi 37, Helsinki 10. Tel: 10396. Mgr.: Jorma Pukkila.

X-Saevel, Humalistonkatu 17, Helsinki 25. Tel: 494987. Mgr.: Toivo Kaerki.

## SHEET MUSIC JOBBERS

Levytutku, Frederikinkatu 45A, Helsinki 10. Tel: 659581.

Musiikki Fazer, Aleksanterinkatu 11, Helsinki 10. Tel: 10751. Branch: Haemeentie 29, Tampere.

Erkki Nikun, Satomaeki, Tiikkurila. Tel: 832571.

Nuotti ja Kirja, P. Makasininkatu 7, Helsinki 13. Tel: 630086.

Ortodoksinen Nuottijulkaisu, Lukkarinkatu 38, Kuopio.

Tabor, Albertinkatu 31, Helsinki 10. Tel: 628558.

Westerlund, P. Esplanadi 37, Helsinki 10. Tel: 10396. Branches: Vaasanpuistikko 20, Vaasa; Koskikatu 7, Tampere; Eerikinkatu, 11, Turku.

## ● record wholesalers

### DISTRIBUTORS

Finnlevy, Valimontie 2, Helsinki 37. Tel: 453136. Labels: Discophon, EMI, Eteepain, Fennica, Finndisc, Fintone, Heraetys, IBRA, Love, Kuula Seura, Ortodoksisista Kirkkolaulua, Otava, Saehkolikkeiden, Sana ja Saevel, WSOY.

Levytutku, Frederikinkatu 45A, Helsinki 10. Tel: 659581. Distributes: musical instruments, sheet music, records.

Music Fazer, Aleksanterinkatu 11, Helsinki 10. Tel: 10751. Distributes: musical instruments, sheet music.

P S O, Vuorikatu 14, Helsinki 10. Tel: 12651. Label: Scandia Musiikki. Distributes: musical instruments.

Westerlund, P. Esplanadi 37, Helsinki 10. Tel: 10396. Distributes: musical instruments, records, sheet music.

## IMPORTERS & EXPORTERS

Braun Electrics, Karvaamokuja 3, Helsinki 37. Tel: 457785. Imports: Braun phonographs.

Discophon, Takomontie 3, Helsinki 37. Tel: 451627. Cable: DISCOY. Dir.: Benght Liljeroth.

E M I, Kuortaneenkatu 13, Helsinki 51. Tel: 712300. Mng. Dir.: Reino Baeckman; PR: Risto Baeckman.

Elektro-Foto, Annankatu 16, Helsinki 12. Tel: 640317. Imports: phonographs.

Finnlevy, Valimontie 2, Helsinki 37. Tel: 453136. Cable: FINNLEVY. Mng. Dir. & Sales: Osmo Ruuskanen; PR: Tuula Valkama.

Fintone, Valimontie 2, Helsinki 37. Tel: 455671. Cable: FINTONE. Mng. Dir. & Sales: Henrik von Denffer.

F U G A, Frederikinkatu 34, Helsinki 10. Tel: 631240. This company represents: Cantate (West Germany), Da Camera (West Germany), Harmonia Mundi (West Germany), Musica Sacra (West Germany), Pelca, Studio SM (France).

Isma, Kalevankatu 2, Helsinki 10. Tel: 630309. Imports: Record players.

Kansankulttuuri, Simonkatu 8, Helsinki 10. Tel: 632861. This company represents: Kniga (USSR).

Music Fazer, Aleksanterinkatu 11, Helsinki 10. Tel: 10751. Imports & exports: musical instruments.

P S O, Vuorikatu 14, Helsinki 10. Tel: 12651. Imports: record players, Hi-fi.

Philips, Kaivokatu 8, Helsinki 10. Tel: 10915. Imports: phonographs.

Radiotutku, Hoylaamontie 11, Helsinki 37. Tel: 458484. Imports: Perpetuum-Ebner phonographs (West Germany).

Rego, Frederikinkatu 25A, Helsinki 12. Tel: 10741. Imports: Dual phonographs (West Germany).

Saehkolikkeiden, Satamakatu 4, Helsinki 16. Tel: 11501. Imports: AEG & Telefunken phonographs (West Germany).

Suomen Siemens, Mikonkatu 8, Helsinki 10. Tel: 10714. Imports: Siemens phonographs (West Germany).

Westerlund, P. Esplanadi 37, Helsinki 10. Tel: 10396. Imports: musical instruments.

## ● supplies & services

### ASSOCIATION & PROFESSIONAL ORGANIZATION

Automaattiyhdistys, It. Puistotie 6B9, Helsinki 14. Tel: 61169.

Finnish Festivals, Satamakatu 3, Savonlinna.

Finnish Music Information Center, Kampinkatu 8C, Helsinki 10. Tel: 646563.

Musical Society of Turku (Sibelius-Museum), Piispankatu 15, Turku.

Musiikkialan Tuottajaliitto, Mikonkatu 13A, Helsinki 10. Tel: 666726.

Raha-automaattiyhdistys, Mariankatu 9, Helsinki 17. Tel: 658700.

Sibelius-Fund & Finnish Composers, Hietaniemenkatu 2, Helsinki 10. Tel: 448509.

Sulasol, Kluuvikatu 8, Helsinki 10. Tel: 637010.

Suomen Jazz-liitto, P.O. Box 10054, Helsinki 10.

Suomen Musiikkiaupiasliitto, c/o Musiikki Kaerki, Kauppatkatu 22, Kuopio.

Suomen Musiikkiojentiitto, Uudenmaankatu 36, Helsinki 12. Tel: 657337.

Suomen Soitinteilijayhdistys, Ratakatu 29, Helsinki 10. Tel: 631337.

### JACKET MANUFACTURERS

Nova, Tehtaankatu 29, Helsinki 15. Tel: 658968.

Offset Oy, Tehtaankatu 27-29, Helsinki 15. Tel: 659608.

Painoporras, Castreninkatu 3, Helsinki 53. Tel: 768437.

### MUSIC LICENSING ORGANIZATIONS

Teosto, Hietalahdenkatu 2, Helsinki 10. Tel: 448509. Mgr.: Martti Turunen.

### PRESSING PLANTS

Airam, Pursimiehenkatu 29-31, Helsinki 15. Tel: 11431. Mgr.: Mauri Haro.

Akkuteollisuus, Neitsytpolku 1B, Helsinki 14. Tel: 11912. Mgr.: Ea Kyrklund.

Finnvox, Arinatie 8, Helsinki 37. Tel: 454521. Mgr.: Aarno Raninen.

### RECORDING & TAPE DUPLICATING STUDIOS

Aanitoisto, Mechelininkatu 19B, Helsinki 25. Tel: 494111. Mgr.: Harry Jokilehto.

Elektrovox, Neitsytpolku 1B, Helsinki 14. Tel: 639059. Mgr.: Pentti Wallenius.

Filmi-Aani, Annankatu 16 E, Helsinki 10. Tel: 626142. Mgr.: Evan Englund.

Finnvox, Arinatie 8, Helsinki 37. Tel: 454521. Mgr.: Aarno Raninen.

Levytutku, Kirjatyontekijainkatu 10, Helsinki 17. Tel: 14375. Mgr.: Niilo Saarikko.

Scandia-Studio, Sturenkatu 4, Helsinki 51. Tel: 458401. Mgr.: Jaakko Salo.  
Sokeain Keskusliitto, Frederikinkatu 34A, Helsinki 10. Tel: 641701.

### RECORD DEALER ACCESSORIES & SUPPLIES

Finnlevy, Valimontie 2, Helsinki 37. Tel: 453136. Cable: FINNLEVY.  
P S O, Vuorikatu 14, Helsinki 10. Tel: 12651. Cable: NEA.  
Westerlund, P. Esplanadi 37, Helsinki 10. Tel: 10396. Cable: PIANOWESTERLUND.

### musical instrument manufacturers

Kitarateos, Tehtaankatu 5, Helsinki 15. Tel: 666059. Product: guitars.  
Sarco, Vironkatu 12D, Helsinki 17. Tel: 61061. Product: amplifiers.  
Soitintarvike, Loennrothinkatu 20B, Helsinki 18. Tel: 663114. Product: various musical instruments & accessories.  
Tarvonen, Tehtaankatu 19, Helsinki 15. Tel: 662346.

## FRANCE

Population: 50,014,000.  
Per capita income: \$2,863.  
Official rate of exchange: \$1 (US) = 5 francs.  
No. of homes with record players: 5,650,000 (33.3% of total).  
Records sold domestically: LP's 1966-10,500,000 units; 1965-12,500,000 units; down 16%. EP's 1966-24,000,000 units; 1965-28,500,000 units; down 16%. Singles 1966-2,500,000 units; 1965-3,000,000 units; down 16%.  
Records imported from USA: 1967-\$347,559; 1966-\$391,909.  
Records exported to USA: 1967-64,873 units @ \$100,114; 1966-81,987 units @ \$117,134.  
Average retail price per record: LP-\$4.55; EP-\$2; single-\$1.  
Stereo sales: 29.9% of total sales.  
Record club sales: 5% of total sales.

**Tape:** The Philips musicassette system prevails with more than a quarter of a million playback units sold in 1966, but cassette sales are slow at fractionally more than one per playback unit. Four track stereo, imported from Japan, is now established in France with an estimated 10,000 playback units sold. Recorded cassettes are manufactured locally and blank cassettes are imported; approximately 200,000 cassettes were sold in 1967.

**Type of distribution:** Almost exclusively manufacturer-to-retailer. Record wholesalers exist to supply juke box requirements.

**Discounting:** Frequent in Paris, around 9% of total sales.

**Type of promotion:** France Inter (ORTF) and the peripheral commercial stations (Radio Luxembourg and Europe No. 1) are the main radio promotion channels. Increasing exposure to record artists is noted on the two ORTF TV channels. Fan magazines, such as "Salut les Copains," (nearly 1 million sales monthly) are also an aid to record companies.

**No. of juke boxes:** 30,000.

**Radio stations:** no commercial; 1 government-AM/FM.

**Type of programming:** The one ORTF station operates on 3 wavelengths with a different program on each. France Inter (AM/FM) is the popular program featuring a high percentage of popular music of which 90% is recorded. France Music (FM) features classical and contemporary music, and France Culture (AM/FM) cultural programs. There is no commercial radio in France, but the peripheral commercial stations (Europe No. 1 and Radio Luxembourg) each broadcasting a high percentage of popular music (95% recorded), are received in northern and central France. Two other southern peripheral stations, both commercial (Radio Monte Carlo in Monaco and Radio des Valles in Andorra) feature a high pop record content in their programs and are received in southern France. Radios: 22,000,000.

**TV Stations:** 2 channels; 2 government-no commercial.

**Type of programming:** There is a trend toward increasing emphasis on popular music on both channels.

**Tv sets:** 8,390,000.

**Import-export regulations:** 20% tax on imported records.

**Holidays:** January 1, May 1 (Labor Day), July 14 (Bastille Day), November 1 (All Saints Day), November 11 (Armistice Day), December 25 (Christmas), Madri Gras, Mi-Careme, Easter, Ascension, Whit Monday, Pentecost.

Mike Hennessey

### record manufacturers

A F A (Artistes Francais Associes), 23 rue Pierre Semard, Paris 9. Zone: 75. Tel: 526.52.47. Pres.: Freddy Carrara.

A R E A (Applications et Realisations Electriques et Acoustiques), 52 Av. Hoche, Paris 9. Zone: 75. Tel: 924.33.60. Cable: AREADIS. Pres.: Andre Jeanneret; Sales Dir.: Jacques Buche; Adv.: Mary Buriel; Promo. & Mktg.: Claude Gagniere.

**This company represents:** RCA, Camden, Victrola.

**Tape:** 4 & 8-tr. cartridge, cassette, open reel. Int'l rep.: RCA.

A Z (see Disc'AZ).

Ades, 141 rue La Fayette, Paris 10. Zone: 75. Tel: 878.05.31/72.92. Pres.: Lucien Ades; Artistic Dir.: Jacques Pradere; Pub. Dir.: Monique Navratil.

**Labels:** Navratil, Anthologie Sonore, Domaine Musical, Florilege, Petit Menestrel, Poetes d'Aujourd'hui. (distributed by Polydo).

**Int'l reps.:** Belgium (Disco-Livre), Canada (Archambault), Japan (Philips), Switzerland (Disques Office), USA (Everest).

America (see Musidisc-Europe).

Anthologie Sonore (see Ades).

Arion (see CED & CBS).

Avant Premier (see Pathe-Marconi).

B A M (see Boite a Musique).

Bagatelle, 10 rue Washington, Paris 8. Zone: 75. Tel: 256.17.99. Pres.: Denis Bourgeois.

Barclay, 143 Av. de Neuilly, Neuilly-sur-Seine. Zone: 92. Tel: 722.60.30. Cable: BARCLAYDISC. Pres.: Eddie Barclay; Gen. Mgr.: Hubert Ballay; Artistic Dir.: Jean Fernandez; A&R Mgr.: Gerard Cote; Commercial Mgr.: Jo Milgram; Adv. Mgr.: Sophie Caillon; Prod'n Mgr.: Marcel Romanet; A&R Int'l Mgr.: Bernard de Bosson; Admin. & Personnel Mgr.: Henri Rossi.

**Int'l branches:** Belgium, Netherlands, Switzerland.

**Labels:** (owned) Barclay, Classic, (distributed) Monestier, Black & Blue, Meys, Fleche.

**Tape:** cassette, licensed to Philips.

**Int'l firms represented:** Atlantic (USA), BT Puppy (USA), Bang (USA), Buddha (USA), Compass (USA), Elenco (Brazil), Gamma (Canada), HiFi (USA), Forma (Brazil), Jubilee (USA), Monument (USA), Musidisc (Brazil), RIFI (Italy), Suprahon (Czechoslovakia), Transatlantic (United Kingdom), 20th Century-Fox (USA), Vanguard (USA), Yameta Prod'ns.

**Int'l reps.:** Algeria (Diffusion), Argentina (Disc Jockey), Austria (Amadeo), Brazil (RGE),

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- Canada (Barclay), Czechoslovakia (Supraphon), Denmark (Tono), Finland (Finnlevy), Germany (Metronome), Greece (Helladic), Israel (Hed Arzi), Italy (RCA), Japan (King), Lebanon (SLD), Mexico (Orfeon), Morocco (Somidex), Norway (Nordisc), Spain (Barclay-Sonoplay), South Africa (EMI), Sweden (Metronome), Turkey (Grunberg), Venezuela (El Palacio de la Musica).
- Bel-Air (see Musidisc-Europe).  
Belvedere (see Elysee).  
Black & Blue (see Barclay).  
Bcite a Musique (BAM), 133 Blvd. Raspail, Paris 6. Tel: 548.16.12. Pres.: Albert Levi Alvarez; Dir. & Int'l: Odile Levi Alvarez; Pub.: R. Planet; Promo.: G. Dewing.  
Labels: BAM, La Fine Fleur, Voix et Images.  
Int'l rep.: Japan (Nippon Columbia).
- C B S, rue Freycinet, Paris 16. Zone: 75. Tel: 727.26.45. Pres. & Gen. Mgr.: Jacques Souplet; Ass't Mng. Dir.: Jean Queines; Prod'ns Mgrs.: Jacques Plait, Henri Renaud & Georges Kadar; Sales Mgr.: Francois Dacla; Pub. Mgr.: Christian Doffes; Masters Acquisition & Special Projects: Jacques Ferrari; Export Mgr.: Yves Masson.  
Labels: (owned) CBS, Gemini; (distributed) Arion, Maxi, Chappell, Temporel, Rigolo, Critere.  
Tape: CBS, Epic: 4 & 8-tr. cartridge, cassette, open reel.  
This company represents: Okeh, Epic, Date, Dynamo, Ode, Blue Horizon, Musicor, Major, Direction, DeeJays, Top 12 BWD (all USA), Artone (Netherlands), Wergo (Germany), NEMS (United Kingdom).
- C E D (Compagnie Europeenne du Disque), 19 rue Soyer, Neuilly-sur-Seine. Zone: 92. Cable: CEDISC. Pres.: Eddie Barclay; VP: Hubert Bailly; Dir. & Sales: Gerard Deserbais; Gen. Dir.: & Riviera A&R: Leo Missir; Classical A&R: Michel Garcin; Adv.: Sophie Caillon; Promo.: Alain Marouani; Int'l Sales & Promo. Mgr.: Cyril Brilliant.  
Int'l branches: Belgium, Canada, Italy, Switzerland.  
Labels: (owned) Arion, Jag, Riviera; (distributed) Erato, CMF, Palmares.  
Tape: (cassette), Philips.  
This company represents: Amadeo, Atco (USA), Chess (USA), Checker (USA), Argo, Cadet (USA), Stax (USA), Tempo, Vanguard popular (USA).  
Int'l reps: Algeria (Diffusion), Argentina (Disc Jockey), Austria (Ariola), Belgium (Barclay), Brazil (Musidisc), Canada (Barclay), China (Guozhi Shudan), Colombia (Codiscos), Costa Rica (Kapp), Denmark (Tono), Eire (Major Minor), Finland (PSO), Germany (Ariola), Italy (SIF), Japan (King), Lebanon (SLD), Morocco (SOMIDE), Netherlands (Bovema), New Zealand (Action), Norway (Nor-Disc), Poland (Ars Polona), Portugal (Radio Triunfo), Puerto Rico (Kapp), Rumania (Artimex), Spain (Sonoplay), Sweden (Sonet), Switzerland (Barclay), Turkey (Grunberg), United Arab Republic (Sono Cairo), United Kingdom (Major Minor), USA (Kapp), U.S.S.R. (M-K), Venezuela (Volnet), Yugoslavia (Y-K).
- C M F (see CED).  
Caecus (see Homere).  
Jacques Canetti, 252 rue du Faubourg St. Honore, Paris 8. Zone: 75. Tel: 227.60.24. Pres.: Jacques Canetti. (Distributed by Polydor.)  
Claude Carrere, 14 rue Lincoln, Paris 8. Zone: 75. Tel: 256.05.22. Dir.: Claude Carrere. (Distributed by Philips).
- Cercle des Collectionneurs (see Guilde Int'le du Disque).  
Chant du Monde, 32 rue Beaujon, Paris 8. Zone: 75. Tel: 924.67.73. Cable: CHAMODISC. Pres.: Jean Loire; VP: Jean Mialhe; Variety A&R: Yvette Loreille; Classical A&R: George Boyer; Sales Dir.: Andre Mercier; PR Mgr.: Anne Marical.  
Labels: (owned) Enfance du Monde, Musique du Monde, Sideral; (distributed) Valois.  
Tape: (cassette) Philips.  
This company represents: Baerenreiter Germany, Cantate (Germany), Folkways (USA), Melodia (USSR).  
Int'l reps: Spain (Hispanvox), Sweden (Lyra), USA (Monitor, Vanguard, Nonesuch).
- Chappell (see CBS).  
Charlin, 15 Av. Montaigne, Paris 8. Zone: 75. Tel: 225.01.37. Mng. Dir.: Andre Charlin; Gen. Sec'y: Mme. Martzel; Pub.: Charles Gurnaud.  
Label: Charlin (distributed by Festival).  
Clartes (see Office Catholique du Disque).  
Classic (see Barclay).  
Club des Grandes Vedettes (see Guilde Int'le du Disque).  
Cochon d'Inde (see Vogue).  
Columbia (see Pathe-Marconi).  
Concert Hall (see Guide Int'le du Disque).  
Contrepoint (see Vogue).  
Critere, 3 rue de Faubourg St. Honore, Paris 8. Zone: 75. Tel: 265.11.37. Pres.: Roland Douatte. (Distributed by CBS.)  
Cynus (see Decca).  
DGG (see Polydor).
- D M O, 12 Av. Soeur Rosalie, Paris 13. Zone: 75. Tel: 402.29.07. Pres.: M. Cartayrade; A&R: M. Pinchard; Sales Dir.: M. Charrier.
- Decca (Societe Francaise du Son), 30 rue Beaujon, Paris 8. Zone: 75. Tel: 924.19.01 & 924.33.60. Cable: DECCADIS. Pres.: Andre Jeanneret; Sales Dir.: Claude Boutin; Adv.: Mary Bulet; Promo. & Mktg.: Claude Gagniere.
- Labels: (owned) Vega; (distributed) Cynus.  
Tape: 4 & 8-tr. cartridge, cassette.  
This company represents: Decca, Deram, London, Argo, Beitona, Coral, Zafiro.  
Int'l rep.: Decca.  
Deese Folk Sar (see Festival).  
Deller (see Harmonia Mundi).  
R. S. Hugues Desalle, 4 villa du Pont de Grenelle, Paris 15. Zone: 75. Tel: 842.56.76. Mng. Dir.: Hugues Desalle.  
Dimension (see Pathe-Marconi).  
Disc AZ, 32 rue Francois Premier, Paris 8. Zone: 75. Tel: 359.90.06. Pres.: Roger Creange; Gen. Dir.: Lucien Morisse; A&R: Maurice Valensin; Pub.: M. Crissmanovitch; Promo.: Fantic Berweiller; Int'l: Simon Hosemans.  
Label: DiscAZ (distributed by Discodis).  
This company represents: Double Shot (USA), Spark (United Kingdom), Kingston.  
Int'l reps: Algeria (Discodis), Arab countries (EMI Lebanon), Austria (Centrocord), Belgium (Vogue), Canada (Transcanada), Denmark (Hede Nielsen), Finland (Discophon), French Africa (Discodis), Germany (Deutsche Vogue), Greece (Columbia), Israel (Hataikit), Italy (SAAR), Mexico (Gamma), Morocco (Somidex), Norway (Nera), Portugal (Trinidad), South America (Fermata), Spain (Hispanvox), Sweden (Electra), Switzerland (Vogue), Tunisia (Discodis), Turkey (Gramophon).
- Disc Young, 15 Av. Hoche, Paris 8. Zone: 75. Tel: 227.00.89. Dir.: Jean-Luc Young.  
This company represents: Kent, Modern (USA). (distributed by Discodis).  
Discophiles Francais (see Pathe-Marconi).  
Disques JS (see Festival).  
Domaine Musical (see Ades).  
Ducretet-Thomson (see Pathe-Marconi).
- E P O C, 71 rue de Provence, Paris 9. Zone: 75. Tel: 874.15.68. Dir.: Francis O'Neill; Mgr.: Roger Corsin.
- Elysee, 96 rue Thiers, Boulogne-Billancourt. Zone: 92. Tel: 825.30.94. Mng. & Sales Dir.: Genevieve Geffray; Publ'g Dept. Head: George Solovieff; A&R Dir.: Meinhard Winkler.  
Labels: (owned) Elysee; (distributed) Belvedere.  
Int'l reps: Austria (Centrocord), Switzerland (Phonag), United Kingdom (Tudor).
- Enfance du Monde (see Chant du Monde).  
Erato (see CED).  
Festival (Disques de France), 3 rue de Gramont, Paris 2. Zone: 75. Tel: 742.96.10. Pres.: Pierre Duprat; Gen. Dir.: Andre Chagneau; Variety A&R: Roger Maruani; Sales Dir.: J.L. Dasque; Adv. Mgr.: A. Tisserand; Press Officer: Monique Perou.  
Labels: (owned) Festival, Totem; (distributed) Charlin, La Compagnie, Deese Folk Sar, Disques JS, Mouloudji, Perides, Serizier.  
Tape: (cassette) Philips.  
This company represents: Siceramica (Argentina), W&G (Australia), Symphonie Tone (Austria), Cassio Muniz (Brazil), Palette (Belgium), Canusa (Canada), Metronome (Denmark), Vergara (Spain), RSL (United Kingdom), Artone (Netherlands), Alvorada (Portugal), CGD & Ricordi (Italy), Cupol (Sweden), Cornet (Germany), Mira (USA), Jamie-Guyden (USA), Calla (USA), Hickory (USA).  
Int'l reps.: Argentina (Siceramica), Australia (W&G), Belgium (Artone, Gramophone & Palette), Brazil (Chantecler), Canada (Archambault, Canusa & RCA), Denmark (Morks & Metronome), Israel (Gal Ron), Italy (CGD & Ricordi), Japan (Nippon Columbia), Lebanon (SLD), Mexico (Gamma), Netherlands (Artone), Portugal (Radio Triunfo), Switzerland (Musikvertrieb), Turkey (Alquadis), West Germany (Ariola, Metronome), Spain (Veraga), USA (Playette, MGM).
- La Fine Fleur (see Boite a Musique).  
Fleche, 45 rue Pierre Charron, Paris 8. Zone: 75. Tel: 359.93.22. Pres.: Claude Francais; Mgn. Dir.: E. Eschenlohr. (distributed by Barclay).  
Florilege (see Ades).  
Fontana (see Philips).  
Gala des Varietes (see Guilde Int'le du Disque).  
Gemini (see CBS).  
Germinal, 4 rue Claude Tillier, Paris 12. Zone: 75. Tel: 628.30.49. Mng. Dir.: Claude Laugere.  
Label: Germinal (distributed by Discodis).  
This company represents: Jupiter (Canada).  
Int'l rep.: Discodis.
- Guilde Internationale du Disque, 97 rue Jean-Jaures, Levallois-Perret. Zone: 92. Tel: 737.29.86. Cable: GUILDISQUE. Paris. Pres.: Wladimir Fradkin; Dir. & Sales Mgr.: Daniel Benedite; Prod'ns Dir.: Claude Chuteau; A&R Mgr.: Dorel Handman; PR Dir.: Georges Brisset; Adv. & Promo.: Agence Propart, 4 rue de Vienne, Paris 8.  
Labels: Cercle des Collectionneurs, Club des Grandes Vedettes, Concert Hall, Gala des Varietes, Guilde du Jazz, Histoire Vivante, Invitation a la Musique, Phonothèque de l'Histoire, Ronde des Enfants.  
Guilde du Jazz (see Guilde Int'le du Disque).
- Harmonia Mundi, Saint-Michel de Provence. Zone: 04. Tel: Saint-Michel 33. Pres.: Bernard Coutaz; A&R: Mme. Francine Peiffer; Int'l: Jacques Meunier.  
Labels: Deller, Harmonia Mundi.  
Int'l reps.: Australia (WR Club), Austria (Otto Preiser), Canada (Arts-Quebec), Germany (Harmonia Mundi), Italy (Voci del Mondo), United Kingdom (Oryx), USA (CBS).  
Histoire Vivante (see Guilde Int'le du Disque).
- Homere, 3 Cite Magenta, Paris 10. Zone: 75. Tel: 208.93.80. Pres.: R. Canetti; Gen. Mgr.: M. Herault; Int'l R&B Prod'r: L. Tabare; Pop A&R: J.F. Chevais; Promo: A. Pillant.  
Labels: Homere, SuperSoul, Caecus.  
Horizon (see Vogue).  
Invitation a la Musique (see Guilde Int'le du Disque).  
Iramac, 17 bis rue des Tilleuls, Boulogne-sur-Seine. Zone: 92. Tel: 408.59.62. Dir.: Aurele Samama; Promo. Mgr.: Georges Nahon.  
Labels: Iramac, Relax.  
This company represents: Dover (USA), Pelca (Switzerland), Saba (Germany), Starday (USA).  
Jag (see CED).  
Jazz Selection (see Vogue).  
Kangourou (see Vogue).  
La Compagnie, 11 rue Magdebourg, Paris 16. Zone: 75. Tel: 553.53.13. Pres.: Norbert Saada. (Distributed by Festival).  
Leo The Lion (see MGM).
- Line, 5 rue du Bois de Boulogne, Paris 16. Zone: 75. Tel: 704.53.53. Pres.: Louis Gaste.  
Int'l reps.: Belgium (Gramophone), Italy (Carisch), Switzerland (Musikvertrieb), USA & English speaking countries (Capitol).  
Loisirs (see Vogue).  
Lumen (see Studio SM).
- M G M, 37 rue Condorcet, Paris 9. Zone: 75. Tel: 878.78.00. Cable: METROFILM. European Rep.: John E. Nathan.  
Labels: MGM, Verve, Verve/Forecast, Metro, VSP, Leo The Lion (distributed by Polydor).  
Tape: (cassette) Philips (distributed by Polydor).
- M P D Prod'ns Sonores, 35 Av. du Bac, La Varenne St. Hilaire. Zone: 94. Tel: 472.53.29. A&R Dir.: Maurice Pon; Sales Dir.: L. Pon.  
Label: Mirliton.
- Magali, 33 rue de la Rochefoucauld, Paris. Zone: 75. Tel: 744.77.35. Pres.: Jean Lenoir; Studio Mgr.: Mme. Alice Lenoir.
- MANDY MUSIC, 95 rue Championnet, Paris 18. Zone: 75. Tel: 255.49.95. Dir.: Jack Robinson, Georges Chatelain & Bernard Estarty. (SEE ADVERTISEMENT)
- Maxi, 67 rue de Provence, Paris 9. Zone: 75. Tel: 874.19.41. Pres.: Gerard Tournier. (Distributed by CBS.)  
Mercury (see Philips).  
Metro (see MGM).  
Meys, 10 rue St. Florentin, Paris 1. Zone: 75. Tel: 742.44.34. Pres.: Gerard Meys; Mng. Dir.: Jacques Boyer. (Distributed by Barclay).  
Michel-Ange (see Vogue).  
Mirliton (see MPD Prod'ns Sonore).  
Monestier (see Barclay).  
Monte Carlo (see Vogue).  
Mouloudji (see Festival).  
Musidisc (see Musidisc-Europe).  
MUSIDISC-EUROPE, 7 rue Traversiere, Courbevoise. Zone: 92. Tel: 333.59.49. Pres.: Philippe Thomas; Int'l Mgr.: Pierre Berlot.  
Labels: Musidisc, Bel-Air, Visadisc, Score, America.  
Tape: 4 & 8-tr. cartridge, cassette.  
This company represents: Cetra, Vox, Debut, Turnabout, Fantasy, Galaxy.  
Int'l reps.: Belgium (Sonobel), Italy (Cetra), Switzerland (Disc Office), USA (Fantasy). (SEE ADVERTISEMENT)
- Musique du Monde (see Chant du Monde).  
National (see President).
- O C O R A (Office de Co-operation Radiophonique), 46 rue d'Amsterdam, Paris 9. Zone: 75. Tel: 285.11.11. Gen. Dir. ORTF: Jacques-Bernard DuPont; Gen. Dir.: Francois Cardin; Gen. Sec'y: Georges Ridoux.  
Label: Ocora.
- Office Catholique du Disque, 31 rue de Fleurus, Paris 6. Zone: 75. Tel: 548.49.95. Pres.: Guy Dupuy; Gen. Sec'y & A&R Dir.: Jacques Berthier; Sales Dir.: Herve de Laubier; Pub.: Genevieve Flusin.  
Labels: (owned) Unidisc, Pastorale et Musique; (distributed) Clartes.
- Oiseau-Lyre (1°), Les Ramparts, Monte Carlo, Monaco. Gen. Dir.: J. B. Hanson.  
Label: L'Oiseau Lyre.  
Int'l rep.: United Kingdom (Decca).  
Orphee (see Vogue).
- P D G, 68 rue Edouard Nortier, Neuilly. Zone: 92. Pres.: Daniel Gerard. (Distributed by Philips).  
Branch: (studio) 134 Blvd. Haussman, Paris 8. Tel: 227.64.53.  
Pacific (see Vogue).  
Palmares (see CED).  
Paris (see President).  
Pastorale et Musique (see Office Catholique du Disque).
- Pathe (see Pathe-Marconi).
- Pathe-Marconi, Industries Musicales et Electriques (EMI), 19 rue Lord Byron, Paris 8. Zone: 75. Tel: 225.53.00. Cable: GRAMOPHONE. Pres.: Francois Minchin; Comm'l Dir.: Jacques Helard; Prod'ns Dir.: Jacques Simeon; Pop A&R Dir.: Pierre Bourgoing; Classical A&R Dir.: Peter V. de Jongh; Pop Mgr.: (Artistic), Roland Gerbauff, Charles Vannes, Alain Vallat; (Sales) Lionel Boullen; Classical Promo.: (Artistic), J. Saccazes; (Sales), Francois Gelebart; Int'l Serv.: Jean-Jacques Timmel.  
Labels: (owned) Columbia, Discophiles Francais, Ducretet-Thomson, Pathe, Trianon, Voix de son Maitre, Avant Premier, Dimension, Plaisir Musical.

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**Int'l firms represented:** ABC (USA), Academy (USA), Afrique Ambiance (Cameroun), Amy (USA), Antar (Uruguay), Artone (Netherlands), Baidaphon (Lebanon), Bell (USA), Blue Note (USA), Bluesway (USA), Boone (USA), Cairophon (United Arab Republic), Cameo (USA), Capitol (USA), Caracol (Chile), Celtic (USA), Chariot (USA), Command (USA), Contemporary (USA), Delwood (USA), Diamond (USA), Dolton (USA), Downey (USA), Dunhill (USA), DynoVoice (USA), Elf (USA), Ember (United Kingdom), Fairmount (USA), Frankie Music (Belgium), Gazell (Sweden), Goldwax (USA), Good Time Jazz (USA), Goodtime (USA), Gordy (USA), Immediate (United Kingdom), Imperial (USA), Impulse (USA), Ivanhoe (USA), Jed (USA), Jerden (USA), Jugoton (Yugoslavia), Les Bantous de la Capitale (Congo), Liberty (USA), Lucky 11 (USA), Lyra (Greece), Mala (USA), Minit (USA), Motown (USA), Murco (USA), Musicland (USA), New Voice (USA), Nitelife (USA), Norman (USA), OK Jazz (Congo), Pala (USA), Parkway (USA), Paula (USA), Prestige (USA), Ronn (USA), Rood (Netherlands), Rotate (USA), Round (USA), Sansu (USA), Select (Canada), Senate (USA), Sentar (USA), Showplace (USA), Sidewalk (USA), Simco (USA), Sonet (Sweden), Soul (USA), Soul City (USA), Soutelphan (United Arab Republic), Sphere Sound (USA), Starbird (USA), Stenco (Congo), Tam Bot (USA), Tama (USA), Tangerine (USA), Telefunken (Germany), Tomorrow (USA), Toshiba (Japan), Tower (USA), Uptown (USA), VIP (USA), Voix de l'Orient (Lebanon), Voix d'Islam (United Arab Republic), Voix de Liban (Lebanon), Winchester (USA), Windy (USA).

**Int'l reps.:** Belgium (Anvers Radio), Canada (Archambault, Capitol), Colombia (Colombiana de Discos), Ecuador (Industria Fonografica), Germany (Teldec), Italy (RCA Italiana), Japan (Toshiba), Mexico (Gamma), Netherlands (CNR), Peru (EMI), Portugal (Valentim de Carvalho), Radio Triunfo, Spain (Hispanovox), USA (Capitol), Venezuela (Musitron), Yugoslavia (Jugoton).

Pergola (see Philips).  
Pergoles (see Festival).  
Petit Menestrel (see Ades).  
Philips, 6 rue Jenner, Paris 13. Zone: 75. Tel: 707.75.28. Cable: PHILIDISC. Pres.: Georges Meyerstein-Maigret; Dir. Gen.: Louis Hazan; Pop A&R Dir.: Jean-Jacques Tilche; Classical A&R Mgr.: Igor Maslowsky; Classical Artistic Dir.: Jean-Francois Baudot; Comm'l Dir.: Jacques Caillart; Pub. Mgr.: Robert Laplace; PR Dir.: Andre Asseo; Prod'n Mgr.: Michel Borochovitch.  
**Int'l branch:** Netherlands.  
**Labels:** (owned) Fontana, Mercury, Pergola, Philips.  
**Tap:** Fontana, Mercury, Philips: cassette.  
**Int'l firms represented:** President (United Kingdom), Island (United Kingdom), United Artists (USA).

Phonothèque de l'Histoire (see Guilde Int'l du Disque).  
Pinguin (see Vogue).  
Plaisir Musical (see Pathe-Marconi).  
Poetes d'Aujourd'hui (see Ades).  
Polydor, 2 rue Cavallotti, Paris 18. Zone: 75. Tel: 522.05.39. Cable: POLYDORDISC. Gen. Mgr.: J. Kerner; Admin. Dir.: H. Simon; A&R & Promo. Head: Henri Belolo; A&R Mgrs.: J. Bedos & R. Bennett; Classical A&R Dir.: R. Ducarre; Sales & Mktg.: Claude Paulin; Pub. & Adv.: Guy d'Heudieres; Int'l Label Mgr.: Andre Poulain.  
**Tap:** A&M, Kama Sutra, DGG, King, MGM, Polydor, Verve: cassette.  
**This company represents:** A&M (USA), Abnak (USA), Ades (France), Archiv (Germany), Canetti (France), DGG (Germany), Heliodor (Germany), King (USA), MGM (USA), Riverside (USA), Verve (USA).

Pop (see Vogue).  
President, 30 rue Pierre Semard, Paris 9. Zone: 75. Tel: 526.49.20. Cable: PRESIDENTDISC. Pres.: Jean Moura; A&R Dir.: Roger Samyn; Comm'l Mgr.: Mme. Cats; Pub. Mgr.: Jacqueline Begou.  
**Labels:** Paris, President, National, Roy.  
RCA (see AREA).  
R O G, 7 rue St. Lazare, Paris 9. Zone: 75. Tel: 878.76.96. Pres.: Marcel d'Anella; Gen. Mgr.: Roger Airaut; A&R: Daniele Brua, Marc Degat, Benny Layne.  
**Reflets** (see Studio SM).  
Relax (see Iramac).  
Rigolo (see CBS).  
Riviera (see CED).  
Ronde des Enfants (see Guilde Int'l du Disque).  
Roy (see President).  
S E M I, 5 rue Lincoln, Paris 8. Zone: 75. Tel: 359.50.90. Pres.: Rolf Marbot.  
S M (see Studio SM).  
Salvador, 6 Place Vendome, Paris 1. Zone: 75. Tel: 073.87.05. Pres.: Jacqueline Salvador; Gen. Dir.: Henri Salvador.  
**Label:** Rigolo (distributed by CBS).  
Saravah, 15 Av. Hoche, Paris 8. Zone: 75. Tel: 227.00.89. Mng. Dir.: Pierre Barouh; Gen. Sec'y: Fernand Borruso.  
**Int'l rep.:** USA (MCA).  
Score (see Musidisc-Europe).  
Serizier (see Festival).  
Sideral (see Chant du Monde).

Societe Francaise du Son (see Decca).  
Studio SM, 54 rue Michel-Ange, Paris 16. Zone: 75. Tel: 224.50.60. Top Execs.: Maurice Robreau & Simone Robreau; A&R: Maurice Robreau; Sales Dir.: Mme. Lebrun; Pub., Adv. & Promo.: M. Bricard.  
**Branch:** 11 rue Perronet, Neuilly-sur-Seine. Zone: 92.  
**Labels:** Lumen, SM, Reflets.  
**Int'l rep.:** Canada (Archambault).  
Super Majestic (see Vox).  
SuperSoul (see Homere).  
Swing (see Vogue).  
Temporel, 28 rue d'Armenonville, Neuilly-sur-Seine. Zone: 92. Tel: 624.84.98. Dir.: Guy Beart. (Distributed by CBS).  
Teppaz, 170 Blvd. de la Croix Rousse, Lyon 1. Zone: 69. Tel: 28.56.75. Pres.: Mme. Yvonne Teppaz.  
**Branch:** 7 rue de Dunkerque, Paris 10. Zone: 75.  
Totem (see Festival).  
Trianon (see Pathe-Marconi).  
Typic (Ed. Julio Garzon), 13 rue de l'Echiquier, Paris 10. Zone: 75. Tel: 770.39.15. Pres.: Julio Garzon; Artistic Dir.: Luis Garzon.  
**Int'l reps:** Germany (Bellaphon), Netherlands (Munnikendam), Switzerland (Finsterwald & Cantacuzene).  
Unidisc (see Office Catholique du Disque).  
United Artists (Ed. Associes), 7 rue de la Pepiniere, Paris 8. Zone: 75. Tel: 387.35.85. Gen. Mgr.: Eddie Adams.  
V S P (see MGM).  
Valois, 19 bis, rue de Vanves, Boulogne-Billancourt. Zone: 92. Tel: 825.99.99. Owner, Pres. & A&R: Michel Bernsjein. (Distributed by Chant du Monde).  
Vega (see Decca).  
Verve (see MGM).  
Verve/Forecast (see MGM).  
Visadisc (see Musidisc-Europe).  
Vogue, 82 rue Maurice Grandcoing, Villetaneuse. Zone: 93. Tel: 752.73.00. Cable: VOGDISC. Pres.: Leon Cabat; Mng. Dir.: Guy Khavessian; Admin. Dir.: Cesar Rossini; Financial Dir.: Jean Cauvin; Prod. Dir.: Leo Vidalie; Gen. Sec'y: Paul Claude; Pub. Dir.: Charles De-launay; A&R: Jacques Wolfsohn & Serge Goron; Sales Dir.: Simon Kaba & Maurice Synchoviez; Pub. Mgr.: Charles Vella; Promo.: Jean Georghieff; Int'l: Colette de Nattes & Andre Vidal.  
**Branches:** (promotion) 20 bis, rue Louis-Philippe, Neuilly-sur-Seine. Zone: 92. Tel: 722.05.30—(recording studio), 54, rue d'Hauteville, Paris 10. Zone: 75. Tel: 824.93.82.  
**Labels:** (owned) Contrepoint, Jazz Selection, Loisirs, Swing, Vogue; (distributed) Pacific, Orpheo, Monte Carlo.  
**Budget labels:** (owned) Cochon d'Inde, Kangourou, Mode, Pinguin, Pop; (distributed) Horizon, Michel-Ange.  
**Tap:** (4 & 8-tr. cartridge, cassette) GRT (USA), Muntz (USA), Philips (France).  
**Int'l firms represented:** Allegro (USA), Budget Sound (USA), Co & Ce (USA), Crescendo (USA), Deutsche Vogue (Germany), Duke/Peacock (USA), Durium (Italy), Elektra (USA), Gen Norm (USA), Golden Guinea (United Kingdom), Guardian, Hatakliit (Israel), Hispanovox (Spain), Hit Tone, Kapp (USA), Laurie (USA), Loma (USA), Maistréam (USA), Marble Arch (United Kingdom), Nonesuch (USA), Orfeu (Portugal), Piccadilly (United Kingdom), Pye (United Kingdom), Reprise (USA), Roulette (USA), Scepter (USA), Sprint (Italy), Tico (Mexico), Time (USA), Wand (USA), Warner Bros.-Seven Arts (USA).  
**Int'l reps.:** Argentina (Surco), Austria (Centrocord), Belgium (Vogue), Canada (Warner), Colombia (Codiscos), Denmark (Tono), Finland (PSO), Germany (Deutsche Vogue), Greece (Music Box), Hong Kong (Cosdel), Israel (Hatakliit), Italy (Vogue), Japan (Cosdel), Lebanon (Haddad), Mexico (Tico), Netherlands (Vogue), Norway (Arne Bendiksen), Philippines (Dyna), Portugal (Trinidad), Singapore (Isaac), Spain (Hispanovox), Sweden (Gramophone Electric), Switzerland (Vogue), United Kingdom (Pye), USA (Warner, Kapp, Elektra, Scepter), Venezuela (Favedica).  
Voix de son Maître (see Pathe-Marconi).  
Voix et Images (see Boite a Musique).  
Vox (see Vox Prod'n).  
Vox Prod'n, 15 Av. Pierre Ier de Serbie, Paris 16. Zone: 75. Tel: 704.27.07. Cable: VOXPRODUCT. Pres.: Mme. de Mendelssohn Bartholdy; Pub.: Mme. Mousseaux; Promo. & Int'l: Mme. Blancbrude.  
**Int'l branch:** USA.  
**Labels:** Super Majestic, Vox.

Andorra, 52 rue du Faubourg St. Martin, Paris 10. Zone: 75. Tel: 607.45.91. Pres.: Yves Baquet; Artistic Dir.: Mme. Barbara Warren.  
**Affiliates:** Pierre Baetz, Universelles.  
April, 3 rue Freycinet, Paris 16. Zone: 75. Tel: 704.65.76. Cable: COLRECORD. Dir.: Philippe Boutet.  
**Int'l firms represented:** April, Blackwood, Walt Disney Prod'n (world-wide).  
**Int'l reps.:** World-wide (April & Blackwood).  
Arpege (see Paul Beuscher).  
Baerenreiter, 19 bis rue de Vanves, Boulogne-sur-Seine. Zone: 92. Tel: 825.99.99. Gen. Mgr.: Mme. Maria Bernstein.  
Pierre Baetz (see Andorra).  
Bagatelle, 10 rue Washington, Paris 8. Zone: 75. Tel: 256.17.99. Cable: BAGATELMUSIC. Pres.: Denis Bourgeois; Gen. Prof. Mgr.: Mlle. Brigitte Bourgeois.  
**Affiliates:** Gimmick, Music 18, Serge Gainsbourg.  
Barclay, 44 rue de Miromesnil, Paris 8. Zone: 75. Tel: 265.87.80. Cable: EDDIMUSIC. Gen. Dir.: Gilbert Marouani; Artistic Dir.: Regis Talar & Mme. Rolande Bismuth-Filliat; Int'l: Charles Ganem.  
**Affiliates:** Bernet, Cap, Catalogue, Cirta, Comtesse, Dauphine, Jeune, MARINE, Robert Mellin, Premieres, 707, Spanka France.  
**Int'l firms represented:** Panton (Czechoslovakia), Sparta, Florida, Mood, Franco London (all United Kingdom), Pamper, Lois, Celestial, Dwarf, Columbia Pictures, Combine, Wide World, Paradox Group, Pennywhistle, Timberhead, Milkman's Chiviarle, Pamco-Amco (all USA).  
**Int'l reps.:** Austria (Barclay), Belgium (Barclay), Canada (Barma), Germany (Barclay), Italy (Les Copains), South & Central America (CBS), Switzerland (Editions des Rives).  
Barton (see Robert Salvat).  
Bernet (see Barclay).  
Bessel, 78 rue de Monceau, Paris 8. Zone: 75. Tel: 522.02.13. Contact: Alexandre Bessel.  
PAUL BEUSCHER, 25-29 Blvd. Beaumarchais, Paris 4. Zone: 75. Tel: 887.09.03. Cable: ALLMUSIC. Pres. & Gen. Dir.: Philippe Seiller; Prof. Mgr.: Rene Desmarly.  
**Affiliates:** Allmusic, Arpege, PDG, SIM.  
**Int'l firms represented:** Music Corp. of America, Warner Bros.-7 Arts, Edward B. Marks (all USA). (SEE ADVERTISEMENT)  
Billaudot, 14 rue de l'Echiquier, Paris 10. Zone: 75. Tel: 770.14.64. Pres.: Robert Billaudot; Prof. Mgr.: Gerard Billaudot.  
**Int'l reps.:** Germany (Otto Junne), Italy (Carisch), United Kingdom (United), USA (Baron).  
Bornemann, 15 rue de Tournon, Paris 6. Zone: 75. Tel: 326.05.88. Gen. Mgr.: Maurice Bornemann.  
**Int'l reps.:** Germany (Otto Junne), United Kingdom (United), USA (H.W. Gray).  
Bourne (France) (see Gerard Tournier).  
Raoul Breton, 3 rue Rossini, Paris. Zone: 75. Tel: 824.53.64. Pres.: Mme. Raoul Breton.  
**Affiliates:** Edimarton, Maillochon, Star, Vianelly.  
**Int'l branch:** Belgium.  
Brull & Harmonic, 18 rue de Provence, Paris 9. Zone: 75. Tel: 224.84.86. Pres.: Mary-Therese Fiacre; Gen. Mgr. Jean Fiacre; Gen. Prof. Mgr.: Kurt Schick, 18 Tiverton Rd., London N.W. 10, England.  
**Affiliate:** Ambiance Musicale Illustration Sonore (AMIS).  
**Int'l firms represented:** Aequator (Germany), Charles Brull (United Kingdom, USA), Brull Cinematic Library (USA), Cosmofon (Germany), Doblinger (Austria), Domo (Germany), Harmonic (United Kingdom), Modern (Germany), Odeon (USA).  
Gerard Calvi, 54 rue d'Hauteville, Paris 10. Zone: 75. Tel: 824.93.83. Pres. & Gen. Mgr.: J. Wolfson.  
**Int'l reps.:** Germany (Ed. Montana), Italy (National), Spain (Ed. Columbia), United Kingdom (Rogers).  
Cap (see Barclay).  
Caravelle (see Jacques Plante).  
Claude Carrere, 89 rue de la Boetie, Paris 8. Zone: 75. Tel: 359.76.54. Pres.: Claude Carrere.  
Carrousel, 20 bis, rue Louis Philippe, Neuilly-sur-Seine. Zone: 92. Tel: 722.05.30. Pres.: Jean Cauvin; Admin. Dir.: Jacques Barouh; Artistic Dir.: Alain Boublil.  
**Affiliate:** Vogue Int'l.  
**Int'l reps.:** Austria (Belmont), Belgium (Vogue Int'l), Germany (Belmont), Netherlands (Vogue Int'l), Switzerland (Belmont), United Kingdom (Welbeck), USA (Leeds).  
Catalogue (see Barclay).  
Chaillot, 37 rue de Chaillot, Paris 16. Zone: 75. Tel: 704.62.49. Pres.: Edouard Chekler.  
**Branch:** 13 rue Washington, Paris 8. Zone: 75. Tel: 359.34.35.  
**Affiliate:** Moisson.  
**Int'l firm represented:** New Music Corp. (Belgium).  
Chant du Monde, 32 rue Beauvau, Paris 8. Tel: 924.67.73. Cable: CHAMODISC. Pres.: Jean Roire; VP: Jean Mialthe; Sales Dir.: Andre Mercier; Classical A&R: Georges Boyer; Variety A&R: Mme. Yvette Lorheille; Press Officer: Mlle. Anne Marical.  
**Affiliate:** Philippe Gerard.  
**Int'l firm represented:** MMS (USSR).  
**Int'l reps.:** Germany (Hans Sikorski), Italy (Ricordi), United Kingdom (United), USA (MCA).

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A cuff-Rose (see Chappell).  
Agence Musicale Int'l (see Gerard Tournier).  
Alleluia, 10 rue St. Florentin, Paris 1. Zone: 75. Tel: 073.85.05. & 742.44.34. Pres.: Gerard Meys; Dir.: Jacques Boyer.  
Allmusic (see Paul Beuscher).  
Ambiance Musicale Illustration Sonore (AMIS), Gen. Prof. Mgr.: Serge A. de Flascy (see Brull & Harmonic).  
Amour, 30 rue Pierre Semard, Paris 9. Zone: 75. Tel: 526.49.20. Pres.: Jean Moura.  
Amphion, 26 rue de la Pepiniere, Paris 8. Zone: 75. Pres.: Herve Dugardin.

Chappell, 4 rue d'Argenson, Paris 8. Zone: 75. Tel: 265.56.05. Cable: SYMPHONY: Pres.: Georges Roquiore.

**Affiliates:** Acuff-Rose, Cinq Continents, Sylva.

**Int'l firms represented:** E.H. Morris, Famous Chappell, Ipanema, Irving Berlin, Rumbalero, Anglo Pic.

Choudens, 38 rue Jean Mermoz, Paris 8. Zone: 75. Tel: 225.17.21. Cable: CHOUSENSEITEUR. Dir.: Andre Chevrier.

**Int'l reps.:** Austria (Verlag-Eirich), Germany (Ahn & Simrock), Italy (Sonzogno), Netherlands (Albersen), United Kingdom (Unijed), USA (Peters).

Cinq Continents (see Chappell).

57, 7 Cite Trevisse, Paris 9. Zone: 75. Tel: 824.57.95. Contact: Andre Pierron.

Cirta (see Barclay).

Colby (see Robert Salvat).

Compagnie, 22 rue Troyon, Paris 17. Zone: 75. Contact: Norbert Saada.

Comtesse (see Barclay).

Concorde, 7 rue Paul Lelong, Paris 2. Zone: 75. 488.34.48. Contact: A. Roux.

Contemporaines, 23 rue Pierre Semard, Paris 9. Zone: 75. Tel: 526.52.47. Pres.: Freddy Carrara.

Continental, 17 rue Monsigny, Paris 2. Zone: 75. Tel: 742.05.23. Cable: CONTINENTMUSIC. Dir.: Pierre Hebrard.

**Int'l firms represented:** Moss-Rose (USA), Kaskat (USA).

Courcelles (SEPRIC), 61 rue de Lourmel, Paris 15. Zone: 75. Tel: 828.71-26. Mng. Dir.: Claude Waddington; Artistic Dir.: Odette Sciot.

**Int'l firms represented:** Brauer (Belgium), Inmus (Germany), Leonardi (Italy).

**Int'l reps.:** Austria (Inmus), Belgium (Brauer), Germany (Inmus), Italy (Leonardi), Luxembourg (Brauer), Netherlands (Brauer), United Kingdom (Mondervill), USA (Mondervill).

Criterion, 27 Blvd. des Italiens, Paris 2. Tel: 742.69.95. Contact: Jack Robinson.

**Affiliate:** Mandy.

Cromwell (see Essex).

Marcel d'Anella, 7 rue St. Lazare, Paris 9. Zone: 75. Tel: 878.76.96. Pres. & Gen. Mgr.: Marcel d'Anella; Gen. Prof. Mgrs.: Benny Layne & Midi Meo.

**Affiliate:** Paris-Inter.

Dany, 68 rue Edouard Nortier, Neuilly-sur-Seine. Zone: 92. Tel: 227.64.53. Pres.: Danyel Gerard.

Dauphine (see Barclay).

De Clercq, 44 rue du Colisee, Paris 8. Zone: 75. Tel: 359.26.82.

**Affiliate:** France Vedettes.

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Studio: 162 rue du Faubourg St. Denis, Paris  
10. Zone: 75. Tel: 607.48.61.  
Arsonor, 19 rue Burq, Paris 18. Zone: 75. Tel:  
254.37.06.  
Barclay-Hoche, 9 Av. Hoche, Paris 8. Zone 75.  
Tel: 924.81.30.  
C B E, 95 rue Championnet, Paris 18. Zone: 75.  
Tel: 255.49.95. Dirs.: Georges Chatelain &  
Bernard Estardy. (SEE ADVERTISEMENT)  
Centre d'Enregistrement des Champs-Elysees, 15 Av.  
Montaigne, Paris 8. Zone: 75. Tel: 225.01.37.  
Technical Dir.: Andre Charlin.  
Davout, 73 Blvd. d'Avout, Paris 20. Zone: 75. Tel:  
797.53.39.  
Decca-RCA, 30 rue Beaujon, Paris 8. Zone: 75.  
Tel: 924.19.01.  
Diffusion Magnetique Sonore (DMS), 29 rue d'Haut-  
poul, Paris 19. Zone: 75. Tel: 208.12.80. Dir.:  
Hubert de la Selle.  
E. T. A. Robert Gaffinel, 35 bis rue de l'Abbe  
Gregoire, Paris 6. Zone: 75. Tel: 222.49.29.  
Europa Sonor—Studio A, 15 rue Charcot, Paris 13.  
Zone: 75. Tel: 587.33.33—Studio B, 20 bis  
rue de la Gaitte, Paris 14. Zone: 75. Tel:  
633.53.53.

Louis Gaste, 5 rue du Bois de Boulogne, Paris 16.  
Zone: 75. Tel: 704.53.53.  
Rene Geneix, 6 rue Jouvenet, Paris 16. Zone: 75.  
Tel: 288.08.52.  
Magali, 33 rue de la Rochefoucauld, Paris 9.  
Zone: 75. Tel: 744.77.35.  
Multi-Techniques, 55 bis, rue de Ponthieu, Paris 8.  
Zone: 75. Tel: 225.41.10.  
Pathe-Marconi, 62 rue de Sevres, Boulogne-sur-  
Seine. Zone: 92. Tel: 825.01.66.  
Philips, 94 Blvd. August Blanqui, Paris 13. Zone:  
75. Tel: 535.07.89.  
Polydor, 44 rue des Dames, Paris 17. Zone: 75.  
Tel: 522.55.90.  
Societe Francaise des Enregistrements Sonores  
(SOFRESON), 18 rue Pigalle, Paris 9. Zone: 75.  
Tel: 874.25.73.  
Societe Francaise du Son, see Decca-RCA.  
Studio 10, 10 rue Washington, Paris 8. Zone: 75.  
Tel: 225.80.76. Gen. Mgr.: Denis Bourgeois;  
Engineer: Guy Salmon.  
Vogue, 54 rue d'Hauteville, Paris 10. Zone: 75.  
Tel: 824.93.82.  
Voxigrave, Steinway Hall, 6 rue de Lisbonne, Paris  
8. Zone: 75. Tel: 522.66.84.

### ● tape

#### CARTRIDGE CASE MANUFACTURERS

Diffusion Magnetique Sonore, 29 rue d'Hautpoul,  
Paris 19. Zone: 75. Tel: 208.12.80. Comm'l  
Dir.: Hubert de la Selle. (Philips Musicassettes).

#### RAW TAPE MANUFACTURERS

Ampex, 41 Av. Bosquet, Paris. Zone: 75. Tel:  
705.38.10.  
Kodak, 37 Av. Montaigne, Paris 8. Zone: 75. Tel:  
256.48.11.  
Minnesota de France, 135 Blvd. Serurier, Paris 16.  
Zone: 75. Tel: 205.71.19.  
Pyrat, 47 rue de l'Echat, Creteil. Zone: 94. Tel:  
207.48.90.  
Sonocolor, 35 Quai de la Baronnie, Ablon. Zone: 94.  
Tel: 922.30.04.  
3 M, see Minnesota de France.

#### TAPE CARTRIDGE PLAYBACK EQUIPMENT MANUFACTURERS

Philips ELA, 162 rue St. Charles, Paris 15. Zone:  
75. Tel: 532.21.29.

#### TAPE & PLAYBACK EQUIPMENT IMPORTERS

JOUBERT, 34 rue de la Victoire, Paris 9. Zone: 75.  
Tel: 622.28.57. (SEE ADVERTISEMENT)  
Mood Music, 143 rue de Verdun, Suresnes. Tel:  
506.20.19. Pres.: H. da Silva Ramos.  
Product: 4 & 8-tr. cartridge (ITCC & Barclay).

#### TAPE DUPLICATION

Decca, 30 rue Beaujon, Paris 8. Zone: 75. Tel:  
924.19.01.  
Philips, 6 rue Jenner, Paris 13. Zone: 75. Tel:  
707.75.28.  
Mood Music, 143 rue de Verdun, Suresnes. Tel:  
506.20.19.  
Societe Francaise du Son (see Decca).

### ● musical instrument importers & manufacturers

Georges Becker, 54 rue des Petites Ecuries, Paris  
10. Tel: 770.17.18.  
Drums: Pearl; Organs: Farfisa.  
Deblaye & Meunier, 42 rue de Paradis, Paris 10.  
Tel: 770.68.01. Pres.: M. Champetier de Ribes.  
Drums: Ludwig; Guitars: Baldwin, Framus;  
Amps: Baldwin; Organs: Baldwin.  
Hohner (France), 19 rue Van Loo, Paris 16. Tel:  
224.63.50. Pres.: Jacques Coulon.

Drums: Sonor; Guitars: Holiday; Harmonicas:  
Hohner; Organs: Hohner.  
Alain Le Meur, 94 rue Bernardin de St. Pierre, Le  
Havre. Zone: 76. Tel: 42.60.54. Pres.: Alain  
Le Meur.  
Brand names: Pearl, Austrovox, Guild, Shel-  
tone & Watkins/Wem equipment.  
Selmar, 18 rue de la Fontaine au Roi, Paris 11.  
Zone: 75. Tel: 023.09.74. Pres.: George Selmer.  
Factories: 25-27 rue Maurice Berteaux, Mantes  
—84 rue Myrha, Paris 18. Zone: 75.  
Manufactures: wind instruments.  
Imports: drums (Beverly & Premier).  
Strasser-Marigaux, 144 Blvd. de la Villette, Paris  
19. Zone: 75. Tel: 208.40.79. Cable STRA-  
MUSIC.  
Manufactures: wind & woodwind instruments.  
Imports: Drums (Slingerland), cymbals (Avedis  
Zildjian), drum heads (Remo & Weatherking).

### ● background music suppliers

Mood Music, 143 rue de Verdun, Suresnes. Tel:  
506.20.19. Pres.: H. da Silva Ramos. Product:  
Fidelipac cartridges.

## GERMANY, EAST

Population: 17,012,000.  
(No other statistics available).

### ● record manufacturers

Deutsche Schallplatten (VEB), Reichstagufer 4-5,  
108 Berlin. Tel: 22-50-71. Contact: Wille  
Werbeleiter.  
Record Playing, Kurt Ehrlich, Otto Gedlichstr. 25,  
Pirna Copitz.

### ● music publishers


Breitkopf & Haertel (VEB), PO Box 147, Karlstr. 10,  
701 Leipzig. Tel: 7351.  
Deutscher Verlag fuer Musik (VEB), PO Box 147,  
Karlstr. 10, 701 Leipzig. Tel: 7351.  
Edition Peters (VEB), Talstr. 10, 701 Leipzig. Tel:  
20 93 36.

*continued on page 268*

*éditions*

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**1968**



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Harth, PO Box 467, Karl-Liebknechtstr. 12, 701 Leipzig. Tel: 32612. Cable: MUSICA. Pres.: Curt Clauss.  
 Affiliate: Pro Musica.  
 Friedrich Hofmeister (VEB), PO Box 147, Karlstr. 10, 701 Leipzig. Tel: 7351.  
 Lied der Zeit (VEB), PO Box 1515, Hankestr. 3, 102 Berlin. Tel: 425081. Cable: Lied der Zeit. Pro Musica (see Harth).

**IMPORTER & EXPORTER**

Deutscher Buchexport & Import, Leninstr. 16, 701 Leipzig.

**ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS**

Association of German Composers & Musicologists, Leipzigerstr. 26, 108 Berlin. First Sec'y: Prof. N. Notowicz.

**GERMANY, WEST**

Population: 56,000,000.  
 Official rate of exchange: \$1 (US) = 3.95 marks.  
 No. of homes with record players: 53% of all households.  
 Records sold domestically: LP's 1967-25,000,000; 1966-18,300,000. EP's 1967-5,100,000; 1966-5,300,000. Singles 1967-27,200,000; 1966-23,900,000.  
 Records manufactured for domestic & export sale: LP's 1967-32,900,000; 1966-28,600,000; EP's 1967-7,300,000; 1966-6,900,000; Singles-1967-35,400,000; 1966-29,800,000.  
 Records imported: LP's 1967-2,200,000; 1966-1,920,000; EP's 1967-120,000; 1966-220,000; Singles 1967-430,000; 1966-320,000.  
 Records imported from USA: 1967-\$757,200; 1966-\$977,567.  
 Records exported: LP's 1967-9,900,000; 1966-7,400,000; EP's 1967-900,000; 1966-900,000; Singles 1967-7,600,000; 1966-4,400,000.  
 Records exported to USA: 1967-708,056 units @ \$1,003,316; 1966-1,026,883 units @ \$1,134,098.  
 Average retail price per record: LP's-\$4.75; EP's-\$2.00; Singles-\$1.25.  
 Stereo sales: 90% of total sales.  
 Record club sales: 1966-5,200,000.  
 Tape: The industry offers 1,000 musicassettes. DGG

manufactures 1,000,000 cassettes per year. All major manufacturers make cassettes.

**Type of distribution:** Manufacturer-to-retailer predominates; also manufacturer-to-wholesaler-to-retailer.

**Juke boxes:** 75,000.

**Radio stations:** 14 medium wave, 12 FM. More coverage of popular music is expected in the future.

**No. of radios:** 30,000,000.

**TV stations:** 3 channels.

**No. of sets:** 13,000,000.

**Holidays:** Jan. 1, June 17 (East Berlin Rising), Nov. 2 (Day of Atonement), Dec. 25, 26 (Christmas), Easter Monday, White Monday.

Wolfgang Spahr

**record manufacturers**

A M S (see L. Schwann).

Abanori, Burgstr. 21, Nuremberg 85. Contact: Heinz Schiegel.

Int'l rep.: Switzerland (Turicaphon).

Acondor, Bei der Schilleroper 5-7, 2 Hamburg 50. Gen. Mgr.: Harald Goetsche; Sales: Eric Storz; Pub. & Press: Dirk Hellweg.

Branch: Bein Gruenen Jaeger 10a, 2 Hamburg.

Tel: (0411) 43.63.55.

Int'l rep.: USA, Herb Wittka, 7607 W. Green-

tree Rd., Milwaukee, Wis.

Amati (see Schallplatten-Dienst).

Ams-Studio (see L. Schwann).

Archiv (see Deutsche Grammophon Gesellschaft).

Ariola (see Ariola-Eurodisc & Eurodisc).

Ariola-Athena (see Ariola-Eurodisc & Eurodisc).

ARIOLA-EURODISC, Friedrichsdorferstr. 75, 488

Guetersloh. Tel: (0524) 123427. Mng. Dir.:

Werner Vogelsang; Sales: Friedrich Schmidt;

Int'l: George Ehmke; Pop A&R: Egmont Leuff-

ner, Sonnenstr. 19, 8 Munich 15. Tel: (0811)

551741; Classical A&R: Fritz Ganss, Viktoria

Louise Platz 7, 1 Berlin 30. Tel: (0311) 244292.

(also see Eurodisc).

Labels: Ariola-Athena, Baccarola, Ember,

Eurodisc, Hansa, Melodia-Eurodisc, President,

Riviera.

**This company represents:** President (United

Kingdom), World Record Club (United Kingdom),

Negram (Netherlands), Ariston (Italy), Clan-

Celentano (Italy), Fonit-Cetra (Italy), Vergara

(Spain), Laurie (USA), Delta (Netherlands), HA-

VOC (Netherlands).

Int'l reps: Australia (W&G), Austria (Ariola),

Belgium (Barclay), Canada (Canadian Music

Sales), Denmark (Metronome), United Kingdom

(Disc-Imports), Finland (Scandia), Netherlands

(Negram), Italy (Fonit-Cetra), Norway (Nor-

Disc), South Africa (Teal), South Tyrol (Wagner), Sweden (Cupol), Switzerland (Musikvertrieb), USA (Deutschland-sender Chicago & German News). (SEE ADVERTISEMENT)

Ariston (see Eurodisc).

Aronda, Oberurselerstr. 27a, 6375 Oberstedten/Ts.

Contact: Guenther Mueller.

Aura (see Liberty).

Avanti Garde, 23 Neideckstr., 8000 Munich 60. Tel:

(0811) 87 78 67. Cable: RAHNPRODUCTIONS.

Gen. Mgr.: Eckart Rahn.

Int'l branch: USA.

Baccarola (see Ariola-Eurodisc & Eurodisc).

Baerenreiter, Heinrich-Schuetz-Allee 29/37, 35 Kassel-

Wilhelmshoehe. Tel: (0561) 3.00.11. Gen. Mgr.:

Wolfgang Matthei; Sales Mgr.: Joachim von

Hecker; Prod'r: Michel Bernstein.

Labels: Baerenreiter-Musicaphon, Laudinella,

Valois (distributed by Vereinigte).

Baerenreiter-Musicaphon (see Baerenreiter).

Bel Air (see Bellaphon).

Bella Musica (see Multiklang & Schallplatten-Dienst).

Bellaphon, c/o Reidel & Co., Zeil 123, 6 Frankfurt/

Main. Tel: (0611) 28.71.14 & 29.16.34. Gen.

Mgr.: B. Zivanovic; Prod'n Mgr.: Roland

Schneider.

Labels: Bel Air, Bellaphon, Belvedere, Musidisc,

Super-Majestic, Typic, Visadisc.

Belvedere (see Bellaphon).

Bertelsmann, 483 Guetersloh. (distributed by Euro-

disc).

Labels: Bertelsmann, Gong, Marcato, Parnass,

SR-Int'l.

**This company represents:** Amadeo (Austria).

Int'l reps: Austria (C. Bertelsmann), Switzer-

land (Arcadia).

Blue Note (see Liberty).

C B S, Palmengartenstr. 4, 6 Frankfurt/AM. Tel:

(0611) 77 08 61. Mng. Dir.: Bernhard Mikul-

ski; Int'l Pop A&R Mgr.: Juergen Kramer; Int'l

& German Classical A&R Mgr.: Hans-Richard

Stracke; Sales & Mktg.: Herbert Giesewetter;

PR Mgr.: Herbert Muller; Adv. Mgr.: Anton

Simmert; German Pop A&R Mgr.: Rudolf

Kreuzer.

Branches: CBS, 1000 Berlin 31. Tel: (0311)

883-2852. Mgr.: Martha-Anne Glantz; CBS,

2000 Hamburg 13. Tel: (0411) 457-400. Mgr.:

Hedy Schaeztle; CBS, 8000 Munich 12. Tel:

(0811) 538-0304. Mgr.: Ursula Franz.

**This company represents:** Backbeat, Date,

Duke, Epic, Gordy Musicor, Okeh, Ode, Peacock,

Song Bird, Soul, Sure Shot, Tamla-Motown,

VIP, Westminster.

Int'l rep.: Columbia Rec. Int'l.

Calig, Werderring 6, 78 Freiburg. (distributed by

Vereinigte).

Int'l reps: Austria (Faehrmann), Switzerland

(Baerenreiter).

Camarata, c/o Moeseler Verlag, Hoffmann-von-

Fallerslebenstr. 8, 334 Wolfenbuettel. Tel:

(05331) 22684. Cable: MOESELERVERLAG. Dir.:

Karl Heinrich Moeseler; Classical A&R: Friedrich

Wilhelm Seifert; Sales & Mktg.: Heinz Gemmel;

Pub.: Juergen Koehel; Int'l: Reinhard Huch.

(distributed by Deutsche Austrophon).

Int'l branch: Switzerland.

Int'l rep.: USA (Elektra).

Cantagallo (see Italia).

Cantate, Heinrich-Schuetz-Allee 33, 35 Kassel-Wil-

helmshoehe. Tel: (0561) 3.00.13. Gen. Mgr.:

Dietfried Mundry; Sales Mgr.: Helmut Fricke;

Prod'n: Ulrich Zimmer & Wilhelm Ehmann.

(distributed by Vereinigte).

Capitol (see Electrola).

Center (see Saba).

Cetra (see Eurodisc).

Chestland (see Philips).

Christiana, Postfach 406, 8000 Munich 13. (dis-

tributed by Vereinigte).

Christophorus, Hermann-Herderstr. 4, 78 Freiburg.

(distributed by Deutsche Austrophon).

Labels: Christophorus, Lumen, Studio SM.

Int'l reps: Austria (Amadeo), Belgium (Basart),

Netherlands (Basart), Switzerland (Finsterwald

& Cantacuzene).

Columbia (see Electrola).

Concert-Hall, Elbingerstr. 1-3, 6000 Frankfurt/Main.

Conti (see Schallplatten-Vertrieb Delmenhorst).

Coral (see Teldec).

Cornet, Sonnenweg 9, 5062 Forsbach b. Cologne.

Tel: 02.205/29.30. Gen. Mgrs.: Heinz Gietz &

Guenther Ilgner; Sales Mgr.: Rudolf Engleder;

Tech. Dir.: Wolfgang Hirsohmann; Pub.: Guen-

ther Ilgner.

Credo, c/o Verlag Junge Gemeinde, Staffenbergstr.

38, 7000 Stuttgart 1. Contact: E. Schwing-

hammer.

Int'l reps: Austria (Wartburg), Switzerland

(Christl).

DGG (see Deutsche Grammophon Gesellschaft).

Da Camera, Hollmuthstr. 48, 6903 Neckargemuend.

(distributed by Deutsche Austrophon).

Decca (see Teldec).

Deram (see Teldec).

Deutsche Austrophon, 2840 Diepholz/Hann. Tel:

(05 441) 344. Gen. Mgr.: Roif Neumann Jr.;

Sales Mgr.: Ulrich Wilke.

Labels: Camerata, Christophorus, Da Camera,

Elite Special, Hippo, Jupiter, MCE, Pelka, Swiss

Jazz, Triola.

Int'l reps: Austria (Centrocord), Switzerland

(Turicaphon).

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★ Ariola 10 years in record business ★



1958—1968 a decade of constant progress

Courtesy "Musikmarkt"  
Germany's  
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## Ariola-Eurodisc controls 25% of MUSIKMARKT-LP-Hit-Parade

### The success of Ariola/Eurodisc

Few companies in the history of the German Record Industry can boast of quicker success than Ariola/Eurodisc in Guetersloh, the youngest of the German record companies. In the LP-Hit-Parade of MUSIKMARKT on 15th May 1968 ten out of 40 records are from the Ariola/Eurodisc repertoire. Here is the list:

- (2) Peter Alexander with "Pop Rendezvous with Peter Alexander"
- (7) "Peter Alexander sings special songs from Bohemia, Austria and Hungary"
- (12) Heintje
- (13) "Magic Land of the Balalaika"
- (16) Udo Jürgens with the Ariola-"Bunte"-LP: "My song for you"
- (24) Udo Jürgens with the Ariola-"Stern"-LP: "What I want to tell you"
- (25) "Trip through the Operettas" with Peter Alexander
- (32) "Im Frühtau zu Berge" with Renate and Werner Leismann
- (35) The Hollies "Butterfly"
- (39) "The Most Beautiful Russian Folk Songs"

Courtesy "Der Spiegel",  
Germany's  
leading news magazine

### BESTSELLER

#### E-MUSIK

- 3. Tschaikowski - Wettbe- (2)  
werb Moskau 1966. Euro-  
disc; 20 Mark.
- 5. Tschaikowski: Drei Mei- (8)  
stersinfonien. Eurodisc;  
Sonderpreis; 30 Mark.

#### U-MUSIK

- 1. Heintje. Ariola; 19 Mark. (2)
- 3. Peter Alexander: Schlager- (3)  
Rendezvous. Ariola; 19 Mark.
- 5. Udo Jürgens: Mein Lied für (5)  
dich. Ariola Bunte Illu-  
strierte; 19 Mark.
- 7. Peter Alexander: Speziali- (8)  
täten. Ariola; 19 Mark.



continued

Deutsche Grammophon Gesellschaft (DGG), Rothenbaumchaussee 5, 2 Hamburg 13. Tel: 44.17.91. Mgr.: Richard Busch; Sales Mgr.: Heinz Holle; Polydor Prod'n: Oskar Drechsler; Pub.: Werner Klose; Polydor Pub.: Klaus Reimann; Artist Promo.: Hanna Reinecke.

Labels: Deutsche Grammophon Gesellschaft, Archiv, Heliodor, Literarisches Archiv, MGM, Polydor, United Artists, Verve.

Deutsche Oversea, Muntpratstr. 18, Box Office 31, 775 Konstanz. Tel: 45.17. Gen. Mgr.: Michel Liber.

Labels: (owned) Oversea; (distributed) Royal Splendid, Topas.

Int'l firms represented: Athenee (Greece), Clan Celentano (Italy), Italmusica (Italy), Maietti (Italy), Marfer (Spain), Melodi (Turkey), Melody (Greece), Panorama (France), Primary (Italy), Ribalta (Italy), Ricordi (Italy), Rifi (Italy), Said (Italy), Silver (Italy), Sonor (Italy), Sunstar (Italy), Vis Radio (Italy), Toga (Italy), Variety (Italy), Zephyr (Italy).

Deutsche Tanzmusik, Ohmstr. 8, 8000 Munich 23. Prod'r: Hans Lang.

Labels: Edig, Eurex, Freiton, Royal Splendid. Int'l reps.: Austria (Royal), Canada (Royal), Ital/ (Royal) Switzerland (Royal), United Kingdom (Royal).

Deutsche Vogue, Zur Muehle 2, 5021 Grosskoenigsdorf. Tel: 3961/62. Cable: DEUVOG. Mng. Dir.: Pop & Classical A&R: Jean-Jacques Finsterwald; Gen. Mgr.: Roger Lilla; Sales Mgr.: Heinz Juergens; Press Rep.: Gerdi Bartelt; Adv. Press Rep. & Promo.: Peter M. Deburba; Int'l: Manno Ilirich.

Branches: Holbeinstr. 42, 1 Berlin-Lichterfelde. Tel: 736442 & 7735242. Mgr.: Gerd Rehn; Dreilindenstr. 79, 43 Essen. Tel: 226469. Mgr.: Eckehard Ploetz; Holbeinstr. 41, 6 Frankfurt/M. Tel: 414003. Mgr.: Uwe Detlefsen; Schopenhohl 22, 2 Hamburg 1. Tel: 322025/26. Mgr.: Horst Wagner; Klenzestr. 37, 8 Munich. Tel: 261638. Mgr.: Adolf Mueller.

This company represents: Autumn, BT Puppy, Blue Cat, Cadet, Caramba, Cellograf-Simp, Celson, Checker, Chess, Collection du Chat Botte, Collection du Musee de l'Homme, Congress, Contrepoint, Conversaphone, Disc'AZ, Dixieland Jubilee, Dot, Durium, Elektra, Everest, Fono, Four Corners, GNP Crescendo, Hispavox, Hitton, Horizons, Jazz Selection, Jolly, Josie, Jubilee, Kapp, Line, MK, Michel-Ange, Mode Int'l, Musefte Club, Music, Negram, Orphee, PC, Pacific, Pacific Junior, Paulette, Phonocolor, Piccadilly, Penguin, Pop, Premier, Primavera,

Pye, Red Bird, Roulette, SP, Saar, Scepter, Simon, Stella, Strike, Style, Swing, Tico, Time, Transatlantic, Visages de France, Visages du Monde, Vogue, Vogue France, Wahd, Xtra, Zafira.

Deutschesaga, Hoehenstr. 85, 4000 Dueseldorf. Tel: 721-066. Mgr.: Marcel Rodd.

Home office: England, Saga, 325 Kensal Rd., London W.10.

Label: Saga.

Discoton (see P. P. Kelen).

Walt Disney, Taunustr. 52, 6 Frankfurt.

Dixieland (see Philips).

Dolton (see Liberty).

Double Shot (see Liberty).

Douglas, Luthestr. 63, 3000 Hannover. Contact: Alfons Dreyer.

Edig (see Deutsche Tanzmusik).

Electrola, Maarweg 149, 5 Cologne-Braunsfeld. Tel: (0221) 49.31.31. Gen. Mgr.: Dr. L. Veder; Comm'l Dir.: Dr. G. Hundertmark; Tech. Dir.: B. Burkowitz; Prod'n Dir.: K. Damm; Sales & Mktg.: W. Jung; Pub.: H. Intveen; Artist Promo.: W. Friedrich; Export: A. Batzen; Classical Prod'n: H. Storjohann & G. Berg. Labels: Capitol, Columbia, Electrola, Hoer zu, Odeon.

This company represents: Amy (USA), Angel (USA), Apollon (Greece), Armonia (Greece), Athenee (Greece), Avalon (Greece), Baidaphon, BAM (France), Barone (USA), Beca, Bell (USA), Buena Vista (USA), Cairophon, Capitol (Mexico), Carisch (Italy), Chrissio Mikrophono (Greece), Classic Editions (USA), Cortina (Greece), DaCapo (Italy), Dede (Liberia), Desto (USA), Diamond (USA), Directional Sound (USA), Discophiles Francais (France), Discophon (Greece), Disneyland (USA), Dore (Greece), DynoVoice (USA), Ember (United Kingdom), Encore (United Kingdom), Erato (France), Esengo, Favorit (Austria), Folkways/Scholastic (USA), Greek Voice (Greece), Gloria, HMV (United Kingdom), Imperial (Netherlands), Karbarett aus Wien (Austria), Keravnophone (Greece), Kristall, Lawn (USA), Lebendiges Wort (Austria), Lilly (Greece), Logo (USA), Lyra (Greece), Mala (USA), Ma. Miranda M. (Greece), Melody (Greece), Mocambo (Brazil), Monitor (USA), Musart (Mexico), Music (Austria), Music Minus One (USA), Music-Box (Greece), Musicland (USA), Muza (Poland), Nashboro (USA), New Voice (USA), Olutome, Oskar (Greece), Pan-Vox (Greece), Parlophone, Pathe-Marconi (France), Phoenix (Greece), Polyphone (Greece), Popular (Greece), Preiser (Austria), Premiere (USA), Die Prominente Stimme (Austria), Pronit (Poland), Regal, Regal-Zonophone, Rhythmophone (Greece), Rogie, Sahibin

Sesi (Turkey), Salonica (Greece), Simoneffa (Greece), Sout-Elephan, Souvenir (Austria), Stateside (USA), Stella (Greece), Sun-Sing (Hong Kong), Swan (USA), Tina (Greece), Toshiba (Japan), Tower (USA), Trianon (France), Unikum (Austria), Uptown (USA), Voce del Padrone (Italy), Voix de l'Islam, Voix de l'Orient, Voix de son Maitre (France), Voix de Liban (Lebanon), La Voz de su Amo (Spain), A Voz do Dono (Portugal), Waverly (United Kingdom), Zeida (Colombia).

Elite Special (see Deutsche Austrophon).

Ember (see Ariola-Eurodisc).

Eurex (see Deutsche Tanzmusik).

Eurocord, Libanstr. 5, 7000 Stuttgart 13. (distributed by Finae).

Int'l reps.: Austria (Centrocod), Switzerland (Phonag).

Eurodisc, Sonnenstr. 19, 8 Munich 15. Tel: 55.17.41. Mng. Dir.: Egmont Lueftner; Pop A&R: Wolfgang Renk; Classical A&R: Fritz Ganss; Int'l: Helga Verfeiger. (also see Ariola-Eurodisc).

Labels: Ariola, Ariola-Athens, Ariston, Baccarola, Cetra, Discoton, Eurodisc, Gong, Hansa, Marcato, Melodia-Eurodisc, Mentor, Opera, Orbis, Parnass, President, Stone Assocs.

Int'l reps.: Argentina (H&R), Australia (WRC & W&G), Austria (Ariola), Benelux (Negram), Brazil (Fermaf), Canada (Canadian Music Sales), Colombia (Discos Fuentes), Denmark (Metronome), Finland (Nor-Disc), Italy (Fonit-Cetra), Greece (Helladisc), Japan (King), Mexico (Discos Musart), Norway (Nor-Disc), South Africa (Teal), Spain (Vergara, Circulo de Lectores), Sweden (Cupol), Switzerland (Musikvertrieb), United Kingdom (WRC), USA (RCA Victor, Fiesta, Elektra, Kapp).

Europa (see Miller Int'l).

Eurosonic (see Miller Int'l).

Everest (see hitsville-spectrum).

Fidula, Ahornweg 19/21, 5407 Boppard-Buchenau. Contact: Johannes Holzmeister.

Label: Fidulafon.

Fidulafon (see Fidula).

Finale, Max-Ethstr. 52, 3 Hannover. Tel: (0511) 81.29.76. Gen. Mgr.: Wilhelm F. Schmid; Sales Mgr.: Lothar Kratzel.

Branch: 7 Stuttgart-Vahingen, Hoehenrandstr. 4. Labels: (owned) Finale; (distributed) Eurocord.

Folksong (see Wergo).

Fontana (see Philips).

Freiton (see Deutsche Tanzmusik).

GLOBAL, Moerikestr. 32, 7 Stuttgart 1. Tel: 64.16.26 & 46.16.27. (SEE ADVERTISEMENT)

Golden 12, Papehuderstr. 42, Hamburg 22. Tel: 24.69.54. Contact: Reinhard Streit. (distributed by Metronome).

Golden State Rec's, Forsthausweg 3, Zeppelinheim bei Frankfurt a/m.

Int'l branch: USA.

Gong (see Bertelsmann & Eurodisc).

Good Time Jazz (see Philips).

Hansa, Witterlsbacherstr. 18, Berlin 31. Tel: 881.40.57. Gen. Mgr.: Peter Meisel; Int'l: Irmtrud Sennert; Radio & TV Promo.: Jack Martin; Press, Adv. & Sales: Hans-Eberhard Blume; Prod'n: Christian Bruhn & Peter Meisel. (distributed by Ariola-Eurodisc & Eurodisc).

Harmonia Mundi, Postfach 662, Bismarckallee 14, 78 Freiburg. Tel: (0761) 2.54.71. Gen. Mgr.: Rudolf Ruby; Prod. Mgr.: Dr. Alfred Krings. (distributed by Fono-Schallplatten).

Harrison (see Monopol).

Heliodor (see Deutsche Grammophon Gesellschaft).

HiFi (see Philips).

HiFi Jazz (see Philips). Hippo Records, Hotel Stadt Altona, Apt. 606, Hamburg-Altona. Tel: 38.44.08. Mng. Dir.: Frank Valdor; Dist'n Dir.: Joe Moser. (distributed by Deutsche Austrophon).

Int'l reps.: Switzerland (Metronome, Pick).

hitsville-spectrum (div. of Karl L. Schneider), PO Box 64, Im Leimen 21, 61 Darmstadt-Arheilgen. Tel: (06151) 31125. Pres.: Karl L. Schneider; Exec. VP & Int'l Mgr.: Gangolf K. Zimmermann. Labels: (owned) hitsville, spectrum, sonate; (distributed) Original Sound, Everest Group.

This company represents: Everest Group, Original Sound, Dibella Prod'ns, Glenn, IGL, Kammy, Millage, Panther, Parasonic (all USA). Int'l rep.: USA (Parasonic Ents).

Hoer zu, Postfach 827, 5000 Cologne 1; Kaiser-Wilhelmstr. 6, 2000 Hamburg 36. (distributed by Electrola).

Imperial (see Liberty).

International (see Italia).

Iramac, Josefskirchplatz 5, 44 Muenster. (distributed by Fono-Schallplatten).

Labels: Iramac, Relax.

Italia, Sonnenstr. 20, 8000 Munich 15. Labels: Cantagallo, International, Italia, Top Hit.

This company represents: Chant du Monde, Festival, 20th-Century Fox.

Jaguar (see Schallplatten-Vertrieb Delmenhorst). Jupiter, Biederstein 7, 8 Munich 23. Tel: (0811) 34.70.11/2. Cable: SIEGELMUSIK. Gen. Mgr. & Prod'r: Ralph Maria Siegel. (distributed by Deutsche Austrophon).

Labels: Jupiter, Stellina.

P. P. Kelen (Ring der Musikfreunde), Eickhoffstr. 14-16, 483 Guetersloh. (distributed by Eurodisc).

Labels: Discoton, Orbis.

Koegler (see Walter Koegler).

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Walter Koegler, Fleischhauerstr. 50, 7000 Stuttgart-Moehringen.

Labels: Koegler, K. Tanz.  
Int'l rep.: Austria (Faehrmann).

Laudinella (see Baerenreiter).

Liberty, Faerbergraben 1, 8 Munich 2; PO Box 544, 8 Munich 33. Tel: 26 50 93. Telex: 05-28378 libre. Mng. Dir.: Siegfried E. Loch; PR Mgr.: Heinz Lukas; PR Dept.: Klaus Boehnke; Export & Prod. Mgr.: Karlheinz Freynik; Office Mgr.: Jerg Bronner; Sales Mgr.: Peter Hube.

Labels: Aura, Blue Note, Dolton, Double Shot, Imperial, Liberty, Liberty Premier, Minit, Robert Rheims, Soul City, Sunset, Whiz.

Liberty Premier (see Liberty).

Literarisches Archiv (see Deutsche Grammophon Gesellschaft).

London (see Teldec).

Lumen (see Christophorus).

Luxor (see Richter).

M C E (see Deutsche Austrophon).

M G M (see Deutsche Grammophon Gesellschaft).

M P S (see Saba).

Marcato (see Bertelsmann & Eurodisc).

Maris, Lietzenburgerstr. 90, 1 Berlin 15. Tel: (0311) 883.52.55. Telex: 0184813. Gen. Mgr.: Herberf Maris; Prod'r: Uli Roever; PR: Henno Lohmeyer.

Melodia-Eurodisc (see Ariola-Eurodisc & Eurodisc).

Melodisca (see Ostinato).

Mentor (see Eurodisc).

Metronome, Keidenkampsweg 76 B, 2 Hamburg 1. Tel: 24.12.61. Gen. Mgr. & Commercial Dir.: Leif E. Kraul; Sales Mgrs.: Leif E. Kraul & Reinhard Streit; Sales Ass't: Klaus Lenfeldt; Import-Export: Ursula Bull & Helge Wagner.

Labels: Metronome, Golden 12, Quadriga.  
This company represents: Atco (USA), Atlantic (USA), Bang (USA), Barclay (France), Belter (Spain), Brilliant, Festival, Metronome (Denmark, Sweden), RSL (United Kingdom), Riviera (France), Simon, Sonet (Denmark, Sweden), Storyville (Denmark), Supraphon (Czechoslovakia).

Int'l reps.: Austria (Ariola), Belgium (Polydor), Denmark (Metronome), Finland (Scandia-Musikkki), France (Festival, Spholest), Luxembourg (Polydor), Netherlands (Dureco), Norway (Nordisc), Spain (Belter), Sweden (Metronome), Switzerland (Jecklin), United Kingdom (EMI), USA (Atlantic, Metronome).

Miller Int'l, 2-4 Justus von Liebig-Ring, 2085 Quickborn bei Hamburg. Tel: (04106) 2885. Gen. Mgr.: Harald A. Kirsten; Prod'n Dir.: Erich Beurmann; Sales: Friedrich Wilhelm Reise; Mktg.: Hans-Martin Neumann; PR: Bert Varell.

Labels: Europa, Eurosonic, Somerset, Sonic.  
This company represents: Budget Sound (USA).

Int'l reps.: Austria (Elektro-Moser), Italy (Bluebell).

Minit (see Liberty).

Monopol, Wittelsbacherstr. 18, 1 Berlin 31. Tel: (03 11) 8.83.23.45. Gen. Mgr. & Sales Mgr.: Will Meisel; Prod'n Dir.: Rudolf Schroeder.  
Labels: Harrison, Monopol.

Monument (see Teldec).

Multiklang, 6000 Frankfurt/Main. (distributed by Schallplatten-Dienst).

Labels: Bella Musica, Welt-Melodie.

Musica Mundi (see L. Schwann).

Musica Sacra (see L. Schwann).

Musidisc (see Bellaphon).

Odeon (see Electrola).

Opera (see Eurodisc).

Orbis (see P. P. Kelen).

Original Sound (see hitsville-spectrum).

Oscra (see Special-Record).

Ostinato, Loogestr. 28, 2000 Hamburg 20.

Labels: Melodisca, Ostinato.

Oversea (see Deutsche Oversea).

Parnass (see Bertelsmann & Eurodisc).

Pat (see L. Schwann).

Patmos see L. Schwann).

Pelka (see Deutsche Austrophon).

Pergola (see Philips).

Philips, Moenckebergstr. 7, 2 Hamburg 1. Tel: (0411) 32.10.17. Gen. Mgr.: Hans Schrade; Sales Mgr.: Georg Augustin; Prod'n Dir.: Wolfgang Kretzschmar.

Labels: Chestland, Dixieland, Fontana, Good Time Jazz, HiFi, HiFi Jazz, Pergola, Philips, Star Club.

This company represents: ABC (USA), Amadeo (Austria), Audio Fidelity (USA), Dauntless (USA), Debut (Denmark), Dux (Sweden), Emarcy (USA), Impulse (USA), Jazzland (USA), Mercury (USA), Monsville (USA), Octave (Italy), Ofbee (USA), Pacific Jazz (USA), Riverside (USA), Smash (USA), Tangerine (USA), Vee (USA), Washington (USA), Wing (USA), World Pacific (USA).

Int'l reps.: Argentina (Philips), Australia (Philips), Belgium (Phonogram), Brazil (Companhia Brasileira de Discos), Colombia (Phonofon, Philips), Chile (Philips), Denmark (Nor-disc, Polyphon), Ecuador (Philips), Finland (Music Fazer), France (Philips, Interdisc), Greece (Heddisc), Italy (Philips, Phonogram), Ireland (Philips), Iran (Philips Teheran), India (Philips India), Japan (Nippon Victor), Lebanon (Philips Lebanon), Mexico (Philips), Netherlands (Fontana, Philips, Phonogram), New Zealand (Philips), Norway (Norsk Phonogram), Paraguay (Philips), Portugal (Philips), Pakistan

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**Polydor** (see Deutsche Grammophon Gesellschaft).  
**Popular** (see Richter).  
**President** (see Ariola-Eurodisc & Eurodisc).  
**Quadriga** (see Metronome).  
**R C A Victor** (see Teldec).  
**Relax** (see Iramac).  
**Rendezvous**, Neue Steig 243, 6984 Reicholzheim. Tel: (09342) 63.54. Mng. Dir.: Heinz Hartmann. **This company represents:** Gospel (USA), Heritage (United Kingdom), Mouloudji (France), Regent (USA), SFP (France), Savoy (USA), Sharp (USA), World Wide (USA).

**Reprise** (see Teldec).  
**Robert Rheims** (see Liberty).  
**Richter**, Postfach 682, Sittardsberger Allee 99, 41 Duisburg-Süd. Tel: (0 21 31) 77.16.34/5. Gen. Mgr.: Hans-Georg Michael; Sales Mgr.: Wolfgang Rothhaupt.  
**Labels:** Luxor, Popular.  
**Int'l reps.:** Austria (Centrocord), Belgium (Barclay), Netherlands (Barclay), Switzerland (Phonag).  
**Ring der Musikfreunde** (see P. P. Kelen).  
**Riviera** (see Ariola-Eurodisc).  
**Royal Splendid** (see Deutsche Oversea & Deutsche Tanzmusik).  
**SR-Int'l** (see Bertelsmann).  
**Saba**, Hermann Schwerstr. 2, 773 Villingen/Schwarzwald. Tel: (0 77 21) 33.51/37. Gen. Mgr.: Hans Georg Brunner-Schwer; Sales Mgr.: Michael Pfeiffer; Prod'n Dir.: Willi Fruth.  
**Labels:** Center, MPS, Saba, Victoria.  
**Int'l reps.:** Austria (Centrocord), Belgium (Polydor), Denmark (CSA), France (Polydor), Italy (Durium), Netherlands (Stibbe), Switzerland (Phonag), United Kingdom (Pye), USA (Pony).

**Saga** (see Deutschesaga).  
**Schallplatten-Dienst**, Nymphenburgerstr. 38, 8000 Munich 2. Contact: Dr. Stein.  
**Labels:** (owned) Amati, Starlet, Supertone; (distributed) Bella Musica, Welt-Melodie.  
**Schallplatten-Vertrieb Delmenhorst**, Orthstr. 16, 287 Delmenhorst/Oldb. Contact: H. Schweizer.  
**Labels:** Conti, Jaguar.  
**Int'l reps.:** Austria (Elektra-Moser), Belgium (Saab), Switzerland (Intercool).  
**Karl L. Schneider** (see hitsville-spectrum).  
**L. Schwann**, Charlottenstr. 80/86, 4000 Dusseldorf. Tel: (0211) 3.55.83.18. Pres.: Dr. Paul Boehringer; Sales Mgr.: Hans Unnewehr.  
**Labels:** AMS, Ams-Studio, Musica Mundi, Musica Sacra, Pat, Patmos, VMS.  
**Int'l reps.:** Spain (Vergara), United Kingdom (Disc Imports).

**777, Im Kirling 11, 414 Rheinhausen.**  
**Int'l rep.:** Netherlands (CNR).  
**Somerset** (see Miller Int'l).  
**Sonate** (see hitsville-spectrum).  
**Sonic** (see Miller Int'l).  
**Soul City** (see Liberty).  
**Special-Record**, Rotwandstr. 16, 8021 Grosshesselohe bei Munich. Tel: (08 11) 79.42.86/66. Gen. Mgr.: Oscar Meissner; Sales Mgr.: Gerhard Draenkow.  
**Labels:** Osca, Special-Record, Tempo.  
**Int'l reps.:** Austria (Centrocord), Benelux (Fono-Import), Canada (European News & Import House), European Music Shop, International Sound, France (Sopholest), Italy (Ludwig Wagner), South Africa (Photo-Disc), Switzerland (Elektromusik), USA (German News, H. Mielke).  
**Spectrum** (see hitsville-spectrum).  
**Star Club** (see Philips).  
**Starlet** (see Schallplatten-Dienst).  
**Stellina** (see Jupiter).  
**Stern Musik**, Hochallee 80, 2000 Hamburg 13.  
**Int'l branch:** Austria.  
**Stigwood Yaskiel Int'l**, Koernerstr. 13, 2 Hamburg 39. Tel: 279.20.81/2. Cable: NEMSENT. Gen. Mgr.: Lawrence M. Yaskiel; Int'l Dir.: Peter Knight; Artist Promo.: Daniella Holubowsky; Pub.: Juergen Otterstein.  
**Stone Assocs.** (see Eurodisc).  
**studio-reihe neuer musik** (see Wergo).  
**Studio SM** (see Christophorus).  
**Sunset** (see Liberty).  
**Super-Majestic** (see Bellaphon).  
**Supertone** (see Schallplatten-Dienst; distributed by Teldec).  
**Supraphon**, Schildeschestr. 2, 48 Bielefeld.  
**Home office:** Czechoslovakia.  
**Swiss Jazz** (see Deutsche Austrophon).  
**K. Tanz** (see Walter Koegler).  
**Teldec**, Heussweg 25, 2000 Hamburg 19. Tel: (0411) 40191. Pres. & Gen. Mgr.: Hans Lieber; VP & Sales Mgr.: Arthur Waizenegger; VP & A&R Mgr.: Kurt Richter; Pop A&R: Guenther Borchert; Classical A&R: Gerhard Slavik; Int'l Sales: Gerhard Detlefs; PR & Press Mgr.: Guenther Braeunlich.  
**Branches:** Nortorf/Schleswig, 2353 Holstein. Tel: (043252) 911; 8000 Munich, Tel: (0811) 5161021/2.  
**Labels:** Coral, Decca, Deram, London, Monument, RCA Victor, Reprise, Supertone, Telefunken, Warner Bros.-Seven Arts.

**Telefunken** (see Teldec).  
**Tempo** (see Special-Record).  
**Tip Produktion**, An der Alster 26, 2 Hamburg 1. Tel: 280.26.62/3. Gen. Mgr. & Prod'n Dir.: Hans Juergén Freuchnicht.  
**Top Hit** (see Italia).  
**Topas** (see Deutsche Oversea).  
**Triola** (see Deutsche Austrophon).  
**Typic** (see Bellaphon).  
**United Artists** (see Deutsche Grammophon Gesellschaft).  
**V M S** (see L. Schwann).  
**Valois** (see Baerenreiter).  
**Verve** (see Deutsche Grammophon Gesellschaft).  
**Victoria** (see Saba).  
**Visadisc** (see Belaphon).  
**Voggenreiter**, Postfach 9020, 5320 Bad Godesberg.  
**Vogue** (see Deutsche Vogue).  
**Warner Bros.-Seven Arts** (see Teldec).  
**Welt-Melodie** (see Multiklang & Schallplatten-Dienst).  
**Wergo**, Postfach 1103, Ludwig-Wilhelmstr. 14, 7570 Baden-Baden. Tel: (0 72 21) 56.82. Gen. Mgr.: Dr. Werner Goldschmidt; Sales Mgr.: Augustine Berndt; Prod'n: Andre Goldschmidt & Holger Soerengaard.  
**Labels:** Folksong, studio-reihe neuer musik, Wergo.  
**Int'l reps.:** Belgium (Schott Freres), France (Harmonia Mundi), Italy (Ricordi), Japan (Universal), Sweden (Skandinaviska Grammophon).  
**Whiz** (see Liberty).

## ● independent record producers

**J. & I. FAMIRA**, Eppendorfer Landstr. 44, 2 Hamburg 20. Tel: 48 10 74. (SEE ADVERTISEMENT)  
**Hippo Records**, Hotel Stadt Altona, Apt. 606, Hamburg-Altona. Tel: 38.44.08. Mng. Dir.: Frank Valdor; Dist'n Dir.: Joe Moser.  
**Minor**, Moerikestr. 32, 7 Stuttgart 1. Tel: (0711) 64.16.26/7. Contact: Peter Kirsten.  
**Viktoria**, Dachauerstr. 16, 8 Munich 2. Tel: 59.21.93. Mgr.: Hanns Huber; Contact: Werner Scharfenberger.  
**Hans Wewerka**, INMUS internationaler Musik-Service, Franz-Josef-Str. 2, 8000 Munich 13. Tel: 34 63 08 & 33 86 88.

## ● record clubs

**Bertelsmann Schallplattenring**, Eickhoffstr. 14, 4830 Guetersloh.  
**British American**, (div. of Karl L. Schneider), PO Box 64, 61 Darmstadt-Arheilgen. Tel: (06151) 31125. Gen. Mgr.: Gangolf K. Zimmermann.  
**Deutsche Schallplatten Gemeinschaft**, Spreestr. 1, 6100 Darmstadt.  
**Deutscher Schallplatten-Club**, Libanonstr. 3, 7000 Stuttgart 13.  
**Europaischer Phonoklub**, Lindenspuestr. 32, 7000 Stuttgart. Contact: Reinhard Mohn.

## ● music publishers

**A B C Musikhaus** (see Busse).  
**A M E Musikverlag Edward Kassner**, Uhlhornstr. 1, Hannover. Tel: 55 62 32 & 55 52 62. Cable: AMEMUSIK. Pres.: Edward Kassner; Prof. Mgr.: Barbara Kist.  
**Int'l reps.:** Canada (American Metropolitan Ents.), Netherlands (Edition Kassner Altona N.V.), Switzerland (Edition AME Kassner), United Kingdom (Kassner), USA (American Metropolitan Ents.).  
**ABERBACH**, Warburgstr. 22, 2000 Hamburg 36. Tel: (0211) 44.20.02. Cable: ABERMUSIK. Gen. Mgr.: Otto Demler.  
**Affiliates:** Bella-Ton, Benday, Colby, Fein, Hanseatic, Harmonie, Kalman, Lark, Progressive, Rondo, Ronny, TM, Tonika-Verlag Horst Buessow. (SEE ADVERTISEMENT)  
**Acuff-Rose**, Am Biederstein 7, Munich 23  
**Ahn & Simrock** Buehnen un Musikverlag, Meinekestr. 10, 1 Berlin 15. Tel: 914766. Gen. Mgr.: Charlotte Eitel.  
**Alba** (see Peer).  
**Alexis** (see Hans Sikorski).  
**Alkor-Edition Kassel**, Heinrich-Schuetz-Str. 29, 35 Kassel-Wilhelmshoeh. Tel: 30014. Gen. Mgr.: Dr. Fritz Oeser.  
**Allegro Theaterverlag** (see Schacht).  
**Alte un Neue Kunst** Ingwald Denzer, Rheingaustr. 3, 1 Berlin 41. Tel: 834153. Gen. Mgr.: Ingwald Denzer.  
**Altus**, Moerikestr. 32, 7 Stuttgart 1. Tel: (0711) 64.16.26/7.  
**Affiliate:** Fanfare.  
**Appollo-Verlag Paul Lincke**, Ostpreussendamm 26, 1 Berlin 45. Tel: 731825. Cable: APPOLLO-VERLAG. Gen. Mgr.: Werner Seifert.  
**Araldton** (see Hans Sikorski).  
**Arcadia** (see Buehnen un Musikverlage Dr. Sikorski).  
**Arcona** (see Hans Sikorski).  
**Paul C.R.** Arends, Hohenweg 22, 8211 Rimstring/Chiemsee. Tel: Prien 634. Cable: ARENDSMUSIC. Pres.: Mrs. Gerda Arends. Prof. Mgr.: Michael Arends.  
**Affiliates:** Hazyland, Italmelodie.  
**Int'l firms represented:** Cielo (Italy), Hazyville (Switzerland), Noslen (USA), Video (Italy).

**Int'l reps.:** Austria (Weltmusik), Eire (Burlington), South Africa (Burlington), Switzerland (Hazyville), United Kingdom (Burlington).  
**Ralf Arnie,** Wrangelstr. 5, 2 Hamburg 20. Tel: 46-40-41. Pres.: Ralf Arnie.  
**A-Tempo** (see Hans Wewerka).  
**Ars Viva** (see B. Schott's Soehne).  
**Astoria,** Brandenburgischestr. 22, 1000 Berlin 31. Tel: 881.88.98.  
**Atrium,** Rothenbaumchaussee 191, 2 Hamburg 13. Tel: 44-78-10. Pres.: Felix Stahl.  
**Auf Wiedersehn** (see Rudolf Slezak).  
**Austria Sonanda** Buehnevertrieb, Tengstr. 32, 8 Munich 13. Tel: 365224. Gen. Mgr.: Sigrid Urchs.  
**Baerenreiter,** Heinrich-Schuetz-Allee 29-37, Kassel-Wilhelmshoehe. Tel: 30011/16. Contact: Dr. Karl Voetterle.  
**Bavariaton,** Sonnestr. 19, 8 Munich 15. Tel: 557957. Gen. Mgr.: Rudolf Foerster.  
**Beboton** (see Buehnen & Musikverlage Dr. Sikorski).  
**Beco** (see Schacht).  
**Bella-Ton** (see Aberbach).  
**Bellevue** (see Busse).  
**Belmont** (GEMA), Zur-Muhle 2, 5021 Grobkonigsdorf Bei Cologne. Tel: (02234) 3961. Mng. Dir.: J. J. Finsterwald; Int'l: Lawrence Yaskiel.  
**Benday** (see Aberbach).  
**Anton J. Benjamin,** Werderstr. 44, 2 Hamburg 13. Tel: 451225. Gen. Mgr.: Rosel Schauer.  
**Blaha** (see Bosworth).  
**Rudolf Bohnen,** Klenzestr. 65, 8 Munich 13. Tel: 292656. Gen. Mgr.: Rudolf Bohnen.  
**Gustav Bosse,** Landshuterstr. 14A, 84 Regensburg. Tel: (0941) 55455. Pres.: Bernhard Bosse.  
**Bosworth,** Hohestr. 133, 5 Cologne. Tel: 21.14.79. Pres.: Maud Sinclair; Gen. Prof. Mgr.: Fritz Hartmann.  
**Int'l branch:** England.  
**Affiliates:** Blaha, Lyra, Roehr.  
**George Brattfisch,** Klostergassel; Treudelstr. 5, 865 Kulmbach. Tel: (09221) 4800. Pres.: Editha Brattfisch.  
**Int'l firms represented:** Joh. de Heer (Netherlands), Richard Schauer (United Kingdom, USA).  
**Brilliant** (see Hans Gerig).  
**Rolf Budde,** Hohenzollerndamm 54A, 1 Berlin 33. Tel: 886 50.51. Pres.: Rolf Budde.  
**Int'l firm represented:** Dick James (United Kingdom), Music Publ'rs Holding Corp. (USA), Northern Songs (United Kingdom).  
**Buehnen und Musikverlage** Dr. Sikorski, Heimhuderstr. 36, 2 Hamburg 13. Tel: 44 62 45/7.  
**Affiliates:** Arcadia, Beboton, Cineton, Neuer Theater.  
**Burlington,** Hoehenweg 22, 8211 Rimsting/Chiemsee. Tel: 08051/634. Cable: ARENDSMUSIC. Bd.

**Chm.:** Dr. H. H. von Rauscher auf Weeg; Gen. Mgr.: Gerda Arends; Ass't Mgr.: Michael Arends.  
**Int'l firms represented:** Acclaim (USA), Blue Crest (USA), Burlington (UK), Cicero (USA), Four Star (USA), Glad (USA), Jack (USA), Jarb (USA), Jec (USA), Palace (United Kingdom), Sagittarius (USA), Saturn (USA), Tuckahoe (USA), Tune-Kel (USA).  
**Int'l reps.:** Austria (Weltmusik), Eire (Burlington), South Africa (Burlington), United Kingdom (Burlington), USA (Burlington).  
**Busse,** Sonnenstr. 20, Munich 15. Tel: 55.80.51. Contact: Dr. Karl Heinz Busse.  
**Affiliates:** ABC Musikhaus, Bellevue, Cantagallo C C C (see Schacht).  
**Cantagallo** (see Busse).  
**Canzonetta,** Wannsee Peltzowstr. 13, Berlin 39. Tel: 809 1740. Pres.: Frances Bochmann.  
**Capella** (see Hans Gerig).  
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dorf. Tel: 3961/2. Cable: DEUV0G.  
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Platten-Busse, Sonnenstr. 21, Munich 15. Contact:  
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 Buena Vista, Disneyland, Reprise, Vedette,  
 Warner Bros.-Seven Arts.

Int'l reps.: Australia (EMI), Benelux (Pathe-  
 Marconi, Barclay, Riviera), Canada (MGM),  
 France (Barclay, Chant du Monde, Pathe-Mar-  
 con, Riviera), Italy (Vedette), South Africa  
 (Gallo), Spain (Pathe-Marconi), United Kingdom  
 (EMI), USA (MGM).

Greca (see Piperakis Studios & Factory).

Greek Phonograph Rec. House, 3 Colocotroni Pl.,  
 Syngrou Arcade, Athens 125. Tel: 225289,  
 231533 & 225130. Pres.: Georgios Orphanidis.  
 Branch: 2 Korai St., Athens 132. Tel: 233069.  
 This company represents: RCA, Telefunken, Dot,  
 ABC-Command, Carisch, Pathe, Chess-Checker-  
 Cadet, Parade, Major-Minor, Maietta, Acta,  
 Everest, Fonit, Melophone-Olympic, Qualiton.  
 Tape: Stereo 8 cartridge, magnetic tapes.

Helladisc, 8 Hermes Str., Athens 126. Tel:  
 238.291/2. Gen. Mgr.: Nicolas Antipapas; A&R  
 Dir.: Spyros Rallis; Sales & Mktg.: Gregoris  
 Bastas; PR Dir.: Jacques Menahem.  
 Branch: 22 Megalou Alexandrou, Salonica. Field  
 Rep.: John Socratides.

Tape: (cartridge) Cassette, M.  
 This company represents: Amadeo, Archiv,  
 Ariola-Eurodisc, Barclay, Cameo, DGG, Fidelity,  
 Fontana, Helidor, Jolly, MGM, Mercury, Park-  
 way, Philips, Polydor, Ricordi, Rifi, Roulette,  
 United Artists.

Nina Hellas, 2 Agiou Constantinou Str., Athens 101.  
 Tel: 531.658. VP & Mgr.: Peter Nicolau.

Int'l branch: USA.  
 Labels: Nina, Olympic.

J. Karakalos (see Fonotechniki).  
 Lambropoulos Bros., Stadiou & Eolou Sts. 99,  
 Athens. Tel: 539.811. Cable: ADELAMBRO. Top  
 Exec.: Them. Lambropoulos.

Lucky (see Anthony Plomaritis Sons).  
 Lyra (see General Publ'g).

Melody (see Anthony Plomaritis Sons).  
 Music-Box, 2 Nikis Str., Athens 126. Tel: 221.574,  
 225.921 & 235.391. Cable: THOMS. Top Execs.:  
 Labels: Pan Vox, Music-Box.

This company represents: CBS, Cetra, Decca,  
 Deram, Durium, Epic, Liberty, London, MGM,  
 Palette, Pye, Verve, Vogue.

Neodisc, 25-29 Panepistimiou St., Athens. Contacts:  
 B. Bravos & B. Rekouniotis.

Nina (see Nina Hellas).  
 Olympic (see Nina Hellas).  
 Georgios Orphanidis (see Greek Phonograph Rec.  
 House).

Pan Vox (see Music-Box).  
 Piperakis Studios & Factory, Studios 52 Nikis,  
 Athens. Tel: 234686.

Labels: Greca, Select.  
 This company represents: all independent la-  
 bels.

Anthony Plomaritis Sons, 3 September 13, Athens.  
 Tel: 527472. Mng. Dir.: Anthony Plomaritis.  
 Labels: Melody, Athenee, Popular, Lucky.

This company represents: Trevisan Combo, Aris-  
 ton, GTA, Curci, Carosello, Styl (all Italy), Ron-  
 nex, Teeny (both Belgium), Festival, Pergola  
 (both France), Selection Editions (USA), Over-  
 sea (Germany).

Anthony Plomaritis (see Melody).

Polydisc, 7 Stadiou Str., Athens.

Popular (see Anthony Plomaritis Sons)

Select (see Piperakis Studios & Factory).

Dimitrios Tsaperis, Platia Ag. Theodoron 1, Athens.

Yannas & Navrogorodato, Rongoti 5, Thessaloniki.

Zodiac (see General Publ'g).

## ● music publishers

Arion, PO Box 287, Athens. Tel: 880.371 & 884.026.  
 Cable: COLGRAPH. Mgr.: Robert Mackenzie.

E L P A-Letteris K. Papadopoulos, 20 Kolonaki,  
 MMM Square, Athens 138. Tel: 625.259.

General Publ'g, 11 Kriezotou St., Athens 134. Tel:  
 616.716 & 633.603. Cable: LYRAHELLAS. Gen.  
 Mgr.: Alexander Patsifas.

Greco Phon, Karagiorgi Servias St., Athens. Tel:  
 225.921. Cable: GRECOPHONE. Mgr.: Mrs.  
 Marika Gesar.

Icaros, 4 Vouliis St., Athens.

Lucky, 14 St. Constantinou, Athens. Tel: 527.472.  
 Contact: G. Plomaritis.

Ivan Mogull, c/o AEPI, 7 Botassi St., Athens.

Plomaritis Prod'ns, 13 Epanissou Athens. Tel:  
 813.918. Mng. Dir.: Lucky Plomaritis.

This company represents: Italian, French &  
 German publishing agencies to all Middle East  
 countries.

## ● record distributor

Minos Matsas & Son, 48 Stadium St., Athens 131.  
 Tel: 316.104, 318.091 & 318.096. Cable: ODEO-  
 PARLOPHONE. Chm.: Minos Matsas; Gen-  
 Mgr.: Makis Matsas; Admin. Mgr.: Theodoros  
 Sergakis; Promo. Mgr.: George Lefantarios.

This company represents: Odeon Parlophone,  
 Tamla-Motown (USA).

## ● services & supplies

### LICENSOR, TAPE & RECORDS

Music-Box, 2 Nikis St., Athens 126. Tel: 221.574,  
 235.391 & 225.921. Cable: THOMS. Top Execs.:  
 Martin Th. Gesar & Mrs. Marika M. Gesar.

### MUSIC LICENSING ORGANIZATION

Societe Anon. Hellenique pour la Protection de la  
 Propriete Intellectuelle (AEPI), 7 Botassi St.,  
 Athens. Tel: 610.322. Mgr.: C. Makris.

### PRESSING PLANT

Columbia Graphophone, PO Box 287, Athens. Tel:  
 880.371. Cable: COLGRAPH. Mng. Dir.: R.  
 Mackenzie.

## GUATEMALA

Population: 4,600,000.

Official rate of exchange: \$1 (US) = 1 quetzal.

Records imported from USA: 1967-\$60,200; 1966-  
 \$50,600.

Records exported to USA: 1966-183 units % \$414.

Average retail price per record: LPs-\$5; EPs-  
 \$1.50; Singles-\$1.

Stereo sales: 25% of total.

Type of distribution: Manufacturer-to-wholesaler-to-  
 retailer; manufacturer-to-retailer.

Radio stations: 71 AM-7 government, 64 commer-  
 cial; 28 FM-3 government, 25 commercial.

Type of programming: recorded music, news-  
 casts.

No. of radios: 27,000.

TV stations: 3.

No. of sets: 55,000.

Import/export regulations: Import duties on juke  
 boxes: \$4 per gross kilo (2.2 lbs.), and 50%  
 ad valorem. Import duties on amusement ma-  
 chines: \$5 per gross kilo and 20% ad valorem.

Holidays: Jan. 1, Holy Thursday, Good Friday,  
 Holy Saturday, May 1 (Labor Day), June 30  
 (Army Day), Sept. 15 (Independence Day), Oct. 12  
 (American Race Day), Oct. 20 (Anniversary of  
 1944 Revolution), Nov. 1 (All Saints Day), Dec.  
 25 (Christmas).

## ● record manufacturers

Discos de Centro America (DIDECA), Apdo. 1792, 12  
 Calle 3-23, Zona 1, Guatemala. Tel: 20442.

This company represents: Imperial, Liberty,  
 Sunset, World Pacific (all USA).

Sr. Manuel Antonio Catalan, Casa Diana, 6a. Av.  
 15-35, Guatemala.

## ● music publishers

Hits Musicales, 4a. Ave. 16-02 Zona 1, Guatemala.  
 Musical, Ing. M. G. Wunderlich, 13 Calle 9-62  
 Zona 1, Guatemala.

## ● record wholesalers

### DISTRIBUTOR

Dist. Electro Musical, 7a. Av. No. 20-06 Zona 1,  
 Guatemala.

### IMPORTERS & EXPORTERS

Salvador Avelar, "Casa Avelar," 18 C. P. No. 3-60  
 Zona 1, Guatemala.

Haroldo Castillo, 6a. Av. 12-15 Zona 1, Guatemala.  
 Dist. Electro Musical, 7a. Av. No. 20-06 Zona 1,  
 Guatemala.

Hits Musicales, 4a. No. 16-20 Zona 1, Guatemala.  
 Instrumentos Musicales, Apdo. 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

### TRADE ORGANIZATIONS

A G A Y C (Asociacion Guatemalteca de Autores y  
 Compositores), 14 Calle 11-42 Zona 1, Guate-  
 mala.

Sociedad Filarmonica de Guatemala, Conservatorio  
 Nacional de Musica y Artes Escenicas, 3a. y  
 5a. Calle Zona 1, Guatemala.

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**PUBLISHERS**

3, Karagiorgi Servias St.  
Athens, 126

Phone: 225 921

Cable: GRECOPHONE

Pres.: Mrs. Marika Gesar



continued

## GUYANA

Population: 680,000.  
Per capita income: \$476 (provisional).  
Official rate of exchange: \$1 (US)=\$2.02 Guianan dollars.  
Records imported from USA: 1967—\$50,028; 1966—\$25,838.  
Records imported from countries other than USA (CIF): 1966—178,428 units @ \$112,292; 1965—98,700 units @ \$77,345.  
Radio stations: 2 commercial.  
Radios: 40,000.  
Holidays: 12.

### ● 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.  
H. B. Gajraj, 13 Water St., Georgetown 2. Chmn.: Rahman B. Gajraj.  
Indian Musical, 13H Water St., Georgetown. Tel: 15000.  
International Musical House, Lombard & De Roy Sts., Georgetown.  
Sandbach, Parker, 45-47 Water St., Georgetown. Tel: 62051.

## HONDURAS

Population: 2,362,817.  
Per capita income: \$226.  
Official rate of exchange: \$1 (US) = 2 lempiras.  
Records imported from USA: (factory value) 1967—\$22,450; 1966—\$27,720.  
Records imported from countries other than USA: (factory value) 1967—12,877 kilos @ \$89,397.31.  
Radio stations: 62 commercial.  
Type of programming: 80% commercial; 20% news, popular & classical music.  
No. of radios: 135,000.  
TV stations: 3 commercial channels.  
Type of programming: 80% commercial; 20% news, historical & dramatic films.  
Holidays: Jan. 1, Apr. 14 (Americas Day), May 1 (Labor Day), 3 days of "Semana Santa," Sept. 15 (Independence Day), Oct. 3 (Army Day), Oct. 12 (Columbus Day), Oct. 21 (Army Forces), Dec. 25.

### ● importers & exporters

Alfredo Campos Marco, Apartado No. 26, Tegucigalpa, D.C.  
Carrousel, Frente Parque Valle, Tegucigalpa, D.C.  
Casa de la Musica, Hotel Prado, Tegucigalpa, D.C.  
Francisco J. Jones, Ave. Paz Barahona, Tegucigalpa, D.C.  
Litografia Suarez Romero, Calle Morelos, Tegucigalpa, D.C.  
Palacio de la Musica, Soledad de Ramirez, Hotel Marichal, Tegucigalpa, D.C.

### ● associations & professional organizations

Direccion Nacional del Folklore, Secretaria de Educacion, Tegucigalpa, D.C.  
Society for the Benefit of Musical Art of Libreria Navarro, Comayaguella, D.C.

## HONG KONG

Population: 3,878,000.  
Per capita income: \$400.  
Official rate of exchange: \$1 (US)=\$6.06 HK.  
Records imported from USA (factory value): 1967—\$552,586; 1966—\$507,436.  
Records imported from countries other than USA (factory value): 1967—1,151,352 units @ \$753.041 (down 17% from 1966); 1966—1,119,444 units @ \$909,792.  
Records exported to USA (factory value): 1967—4,151 units @ \$5,960 (up 2% from 1966); 1966—3,619 units @ \$5,839.  
Records exported to countries other than USA (factory value): 1967—145,467 units @ \$160,733 (down 5% from 1966); 1966—151,231 units @ \$161,518.

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Average retail price per record: LP's—\$3.00; EP's—\$1.15; Singles—\$0.67.  
Stereo sales: 50% of total.  
Tape: Open reel tapes are most popular format, though both 8-tr. cartridges and musicassettes are gaining favor with the trade. Capitol/Angel cartridges and open reel tapes prevail.  
Type of distribution: Manufacturer-to-wholesaler-to-retailer.  
Discounting: Rare.  
Type of promotion: TV & live shows have promoted pop music, especially by local groups. Other promotional mediums are commercial radio, newspapers, record magazines and the annual Talent Quest.  
Jukeboxes: 400.  
Radio stations: 7-3 commercial, 4 government; 5 AM, 2 FM.  
Type of programming: Music accounts for 50% of commercial and 75% of government radio. One-third of all music broadcasts are live; one-third of music is classical.  
No. of radios: 529,000.  
TV stations: 4 commercial channels; 2 English, 2 Chinese.  
Type of programming: English programs are generally imported from USA. About 60% of English programs are transmitted in color. The Chinese channels have much more live programming.  
No. of sets: 150,000.

Import/export regulations: None; this is a free port.  
Holidays: Jan. 1, Jan. 30 to Feb. 1 (Chinese New Year), April 5 (Ching Ming Festival), April 12, 13, 15 (Easter), April 23 (Queen's Birthday), May 31 (Tuen Ng Festival), July 1, Aug. 5, Aug. 26 (Liberation Day), Oct. 7, Oct. 30 (Chung Yeung Festival), Dec. 25, 26 (Christmas).

### ● record manufacturers

Angel (see EMI).  
Colonial Trading, PO Box 950, Luk Hoi Tung Bldg. (Queen's Theatre Bldg.), Hong Kong. Tel: 221109. Cable: COLTRACO. Mng. Dir.: R.A. da Silva; Ass't Mgr.: L.M. da Silva; A&R: Lal Dayaram.  
USA rep.: J.W. Kirk, Home Run Prod'ns, 16648 Addison St., Encino, Calif. 91316.  
Label: Diamond.  
This company represents: CBS (USA), Decca (United Kingdom), Dolton (USA), Imperial (USA), Liberty (USA), United Artists (USA), MGM/Verve (USA), Verve/Forecast (USA).  
Int'l reps.: Singapore (Diamond Music).  
Columbia (see EMI).  
Diamond (see Colonial Trading).  
E M I, 1517 Kowloon Commercial Centre, PO Box 5263, Kowloon. Tel: K-677041. Cable: EMI-TRON. Mng. Dir.: K.F. Bruce (Singapore); Commercial Mgr.: R.H.C. Ascott; A&R: Miriam Wang & Vic Cristobal.  
Labels: Angel, Columbia, Parlophone, Pathe, Regal.  
This company represents: Audio Fidelity (USA), Capitol (USA), Columbia (United Kingdom), Disneyland (USA), Encore (United Kingdom), Odeon (United Kingdom), Parlophone (United Kingdom), Australia, India, Stateside (USA), Vista (USA).  
Int'l reps.: France (Pathe-Marconi), India (Gramophone), Macao (Universal Agencies), Malaysia (Borneo), Philippines (Dyna), Singapore (EMI), United Kingdom (EMI), USA (Capitol).  
The Life Rec., 202 A. Princess Theatre Bldg., Kowloon. Tel: 65986. Mng. Dir.: Ng Lian Chin.  
This company represents: Decca.  
Parlophone (see EMI).  
Pathe (see EMI).  
Regal (see EMI).

### ● music publisher

Pathe (Far East), 1517 Kowloon Commercial Centre, Kowloon. Tel: K-677042. Cable: PATPUB. Dir.: R.H.C. Ascott; Admin. Mgr.: Mrs. J.F. Holdroyd.

### ● record wholesalers

#### DISTRIBUTORS

Cosdel (Far East), 1330 Prince's Bldg., Hong Kong. Tel: H-247040. Dirs.: K.L. Cole & T.K. Whang. Labels: RCA, Camden, Colgems, Dunhill, Chart, Calendar.  
Tape: (cartridge, open reel) RCA, Camden, Colgems, Dunhill, Chart, Calendar.  
Cosdel (Hong Kong), 1331 Prince's Bldg., Hong Kong. Tel: H-247047. Mng. Dirs.: K.L. Cole & T.K. Whang; Dir. & Mgr.: Robert Wong. Labels: Warner Bros.-7 Arts, Reprise, Loma, Atlantic, Atco, Stax, Volt, Dot, Acta, Steed, Viva, Motown, Tamla, Gordy, Soul, Pye, Chess, Checker, Cadet, Prestige, Vogue, Vox, Turnabout, Elektra, Nonesuch, Everest, Ember, Durium, RCA Camden, Colgems, Dunhill, Chart, Calendar.  
Tape: cartridge, cassette, open reel.  
Phonograph: Wurlitzer.  
Playback equip.: Muntz Stereo Home/Car tape cartridge players.

#### IMPORTERS & EXPORTERS

Cosdel (Far East), 1330 Prince's Bldg., Hong Kong. Tel: H-247040. Dirs.: K.L. Cole & T.K. Whang.

Cosdel (Hong Kong), 1331 Prince's Bldg., Hong Kong. Tel: H-247047. Mng. Dirs.: K.L. Cole & T.K. Whang; Dir. & Mgr.: Robert Wong.  
Diamond Music, Queen's Theatre Bldg., Central Hong Kong. Tel: 221109 & 233370.  
E M I, 1517 Kowloon Commercial Centre, Kowloon. Livingston Gibb, PO Box 55, 11th floor, Hang Seng Bank Bldg., Hong Kong. Tel: 234161. Mgr.: W.J. Rodger; Ass't Mgr.: J.L. DeSousa.  
This company represents: RCA.  
Jardine, Matheson, PO Box 70, 22 Pedder St., Hong Kong. Tel: 228011. Cable: JARDIMPO.  
This company represents: EMI (United Kingdom), Australia, Singapore, Capitol (USA), Gramophone (India), Audio Fidelity (USA), Monument (USA), Pickwick Int'l (USA), ABC (USA).  
Moutrie, Alexander Houie, 7 Des Voeux Rd. C, Hong Kong. Tel: 226059.  
T.K. Whang, PO Box 1575, 1332 Prince's Bldg., Hong Kong. Tel: H-240648. Cable: TEKWHANG. Prop.: T.K. Whang.  
Labels: Alshire, Somerset, Stereo-Fidelity.

### ● supplies & services

#### ASSOCIATION & PROFESSIONAL ORGANIZATION

Hong Kong Schools Music Ass'n, Kowloon Center Post Office Bldg., 6th floor, Nathan Rd., Kowloon. Chm.: J. Dunn.

#### PRESSING PLANTS

Colonial Trading, PO Box 950, Queen's Theatre Bldg., Hong Kong. Tel: 221109.  
Diamond Music, Queen's Theatre Bldg., Central Hong Kong. Tel: 221109 & 233370.

#### RECORDING & TAPE DUP. STUDIOS

Diamond Music, Queen's Theatre Bldg., Central Hong Kong. Tel: 221109.  
E M I, Tseuk Kiu St., Yau Yat Chuen, Kowloon.

## HUNGARY

Population: 10,236,000.  
Official rate of exchange: \$1 (US) = 30 forints.  
No. of homes with record players: 2,300,000; 28,000 record players sold in 1967, 20,500 sold in 1966.  
Records sold domestically: 12" LP's 1967—36,000 units @ \$719,330. 10" LP's 1967—52,000 units @ \$77,330. Stereo LP's 1967—16,418 units @ \$38,330. EP's 1967—262,000 units @ \$227,330. Singles 1967—1,711,000 units @ \$1,140,500.  
Records manufactured for domestic & export sale: LP's 1967—424,137 units @ \$810,660. Stereo LP's 1967—16,418 units @ \$38,330. EP's 1967—262,000 units @ \$227,330. Singles 1967—2,250,889 units @ \$1,663,000.  
Records imported from USA: (factory value) 1967—84 units @ \$480; 1966—345 units @ \$326.  
Records imported from countries other than USA: (factory value) 1967—200,493 units @ \$271,300 (down 35.4% from 1966); 1966—390,000 units @ \$420,000.  
Records exported to USA: 1967—8,802 units @ \$5,287; 1966—20,591 units @ \$12,036.  
Records exported to countries other than USA: (factory value) 1967—539,889 units @ \$523,400 (up 17.6% from 1966); 1966—405,000 units @ \$445,000.

Average retail price per record: 12" Mono LP's—\$2.00; 12" Stereo LP's—\$2.33; 10" LP's—\$1.50; EP's—\$0.87; Singles—\$0.67.

Stereo sales: 4.56% of total (LP's only).  
Record club sales: 1 1/2% of total; LP's only sold through slowly-developing club. In 1967, 4,372 mono and 1,981 stereo records sold.

Postcard record sales: 1967—\$130,000.  
Tape: No tape industry. In May 1968 Budapest Fair showed some tape equipment, but effect on industry not yet perceptible.

Type of distribution: Hungarian Record Co. is sole wholesale outlet. Some state department stores sell records. No rack jobbers.  
Discounting: Rare.

Type of promotion: Although TV and radio are state-owned, a popular disc jockey manages to compete on radio with Radio Luxembourg and Radio Free Europe to attract young audience. Youth and other magazines give great publicity to new artists and popular beat groups.

Juke boxes: None.  
Radio stations: 9 (3 mid-wave length, 1 USW, 5 regional) government stations; also several short-wave stations.

Type of programming: about 70% music, of which 90% is pop, 10% classical. 90% of all music recorded. Sports events, particularly football, popular.

No. of radios: 2,478,800.  
TV stations: 12 government channels with identical programming.

Type of programming: news, children's & educational programs, films (foreign & domestic), live coverage of theater, opera, other concert events, sports, international song festivals. Radio & TV will transmit entire 1968 Olympics from Mexico City.  
No. of TV sets: 1,168,800.

**Import/export regulations:** Import duty. Contact with manufacturers and publishers should be made only through the Kultura Foreign Trading Co.

**Holidays:** Jan. 1, April 4 (Liberation Day), Easter Monday, May 1 (May Day), Aug. 30 (Constitution Day), Nov. 7 (October Revolution Day), Dec. 25, 26.

Paul Gyongy

## ● record manufacturer

Hungarian Rec. (Magyar Hanglemeggyarto Vallalat), Semmelweisutca 1-3, Budapest V. Tel: 189-062. Cable: QUALITON. Gen. Mgr.: Jenoe Bors; classical & variety A&R Dir.: Laszlo Beck; Ch., Sales Dept.: Mrs. F. Petravich; Ch., Pub. Dept.: Dr. Peter Erdoes. Labels: Hungaroton, Qualiton. Int'l representation through Kultura Foreign Trading Co.

## ● music publisher

Edito Musica (Aenemukiado Vallalat), Semmelweisutca 1-3, Budapest V. Tel: 184-682. Cable: EDITIOMUSIC. Mng. Dir.: Lazzlo Sarlos; Artistic Dir.: Dr. Laszlo Eosze. Int'l representation through Kultura Foreign Trading Co.

## ● importer & exporter

Kultura Foreign Trading, PO Box 149, Budapest 62. Dir.: Marton Vertes. Int'l reps.: Australia (Boosey & Hawkes), Austria (L. Doblinger, Hofmeister-Figaro, Universal Edition), Belgium (Schott Freres), Bulgaria (Hemus), Canada (Boosey & Hawkes), Czechoslovakia (Artia), Denmark (Wilhelm Hansen), Finland (Fazerin), France (Boosey & Hawkes), East Germany (Deutsche Buchexport), West Germany (Boosey & Hawkes), Israel (From), Italy (Zuvini Zerboni), Japan (Nippon Gaki), Netherlands (Broekmans & Van Poppel), Norway (Norsk Musikforlag), Poland (Ars Polona), Roumania (Cartimex), Sweden (Nordiska), Switzerland (Edition Eulenberg), USA (Boosey & Hawkes), USSR (Mezhdunarodnaja Kniga), United Kingdom (Boosey & Hawkes). Note: All correspondence and catalogs should be sent to this address.

## ● supplies & services

### ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Association of Hungarian Musicians (Magyar Zene-muveszek Szovetsege), Semmelweis u. 1-3, Budapest v. Cable: MUSICUNION. Sec'y Gen.: Tibor Sarai. Bartok Archives (Bartok Archivum), Orszaghaz u. 9, Budapest I. Dir.: Bencke Szabolcsi. Budapest Office of Music Competitions & Festivals (Budapesti Zenei Versenyek es Fesztivalok Irodaja), Liszt Ferenc ter 8, Budapest VI. Cable: FESTIVALBURO. Dir.: Imre Kun. Szerzoei Jogvedoe Hivatal (Copyright Bureau), Deak Ferenc u. Budapest V. Cable: ARTISJUS. Dir.: Istvan Timar. Zenei Alap (Musical Foundation), Bathori u. 10, Budapest V. Dir.: Pal Goerygy. Zenemueszek Szakszervezete (Musicians' Union), Gorkij fasor 38, Budapest VI. Cable: MUDOSZ. Pres.: Janos Kerekes.

### PRESSING PLANT

Villamoszigiteloe es Mueanyaggyar, Fehervari u. 120, Budapest XI.

### RECORDING & TAPE DUP. STUDIO

Hanglemez Studio, Jozsefkorut 19, Budapest VIII. Tel: 139-691. Dir.: Istvan Lakatos. Qualiton, Rottfnbiller u. 47, Budapest VII.

## ● phonograph manufacturer

Electro Acustical Cooperative Society, Szegediut 57/63, Budapest XIII. Tel: 201-020. (Sole manufacturer.)

## ● musical instrument manufacturers

Electrical, Television & Radio Factory, Bajcsi Zsilinszkyut 35, Budapest VI. Tel: 115-839. Products: amplifiers, microphones.

Electro Acustical Cooperative Society, Szegediut 57/63, Budapest XIII. Tel: 201-020. Products: amplifiers, microphones.

Instrument Mfg. Cooperative Society, Rosenbergtuta 15, Budapest V. Tel: 316-772. Product: drum equipment.

Instrument Mfg. Ent., Szeged. Product: guitars, with and w/o amplifiers.

Correspondent indicates guitars and drums also made by some small, private manufacturing firms.

Billboard 1968-1969 International Music-Record Directory

# ICELAND

Population: 196,550.

Per capita income: \$2,450 annually (average wage income of married workers).

Official rate of exchange: \$1 (US) = 57.16 Icelandic Krona.

Records sold domestically: LP's 1966-39,895 units @ \$62,077; 1965-33,269 units @ \$51,765; up 19.9%. EP's 1966-69,840 units @ \$40,540; 1965-49,160 units @ \$28,542; up 42%. Singles 1966-133,334 units @ \$46,447; 1965-115,267 units @ \$40,153; up 15.7%.

Records imported from USA: 1967-\$14,051; 1966-6,620 units @ \$16,162 (factory value), \$48,255 (retail value); 1965-11,152 units @ \$22,348 (factory value), \$64,811 (retail value); down 27% (factory value), down 25.5% (retail value).

Records imported from countries other than USA: 1966-234,449 units @ \$133,117 (factory value), \$386,037 (retail value); 1965-186,544 units @ \$98,280 (factory value), \$385,000 (retail value); up 26.3% (retail and factory values).

Average retail price per record: LP-\$7.55; EP-\$2.90; Single-\$1.75.

Stereo sales: 75% of total sales. Tape: Cartridges have had no impact on Icelandic market as yet.

Type of distribution: Importer to retailer system, predominates.

Record club sales: Very small share of market.

Type of promotion: Direct advertising in the press, radio, and movie theaters predominates. State Radio & Television Services provide considerable indirect promotions through their own programs.

Jukeboxes: 8.

Radio stations: 1 commercial, 1 government.

No. of radios: 75,000.

TV stations: 1 government channel.

No. of TV sets: 5,000.

Type of programming: About 40% of listening time (broadcasting and telecasting time) is spoken word. Classical and semi-classical music has a considerable share of the rest. There are some special pop music programs.

Import-export regulations: 80% import duty on foreign records and 30% duty on records of Icelandic music issued by Icelandic companies but manufactured overseas.

Holidays: Jan. 1, Maundy Thursday, Good Friday, Easter Monday, Apr. 30 (First Day of Summer), May 1 (Labor Day), May 29 (Whitsun), June 17 (National Day), August Bank Holiday, Dec. 25, 26.

## ● record manufacturers

Falkinn, Laugavegur 24, Reykjavik. Tel: 18670. Sales, Pub., Promo., Mfg., Mng. Dir.: Haraldur V. Olafsson; Pop A&R Mgr.: Olafur Haraldsson; Classical A&R, Sales & Mktg. Mgr.; Rec. Dept. Mgr.: Sigridur Sigurbjarnadottir; Adv.: Solvi Eysteinnsson.

This company represents: EMI (United Kingdom), Decca (United Kingdom), including all their labels and subsidiaries. Hijodfaeverzlun Sigridur Hedgadottur, Vesturveri, Reykjavik.

S G Recs., Midstraeti 8b, Reykjavik. Tel: 20549. Mng. Dir.: Svavar Gest.

Stal, PO Box 737, Reykjavik.

This company represents: CBS (USA), Philips (Netherlands & United Kingdom).

## ● supplies & services

### MUSIC LICENSING

S T E F, Freyjugatu 3, Reykjavik.

### ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Icelandic Composers Society (Tonskaldafelag Islands), Freyjugatu 3, Reykjavik. Tel: 24972. Pres.: Jon Leifs.

Icelandic Div. of Int'l Federation of the Phonographic Industry, Laugaveg 24, Reykjavik. Tel: 18670. Chm.: Haraldur V. Olafsson.

Icelandic Musicians Union (Felag islenzkra hljoofaer-aleikara), Ooinngotu 7, Reykjavik. Tel: 19785. Dir.: Svavar Gest.

Society of Icelandic Musical Artists (Felag islenzkra tonlistamanna), Hiallabrekku 23, Kopavogi. Tel: 30037. Pres.: Thorhell Sigurbjornsson.

# INDIA

Population: 483,000,000.

Official rate of exchange: \$1 (US)=7.5 rupees.

Records exported to USA FOB: 1967-29,234 units @ \$49,279; 1966-17,635 units @ \$27,927.

No. of radios: 4,315,000.

Holidays: Jan. 26 (Republic Day), Aug. 15 (Independence Day), Oct. 2 (Mahatma Gandhi's Birthday), Nov. 1 (Guru Nanak's Birthday), Dec. 25.

## ● record manufacturers

The Gramophone Co. of India, PO Box 699, Calcutta 1; 33 Jessore Rd., Dum Dum, Calcutta 28. Tel: 57-24-31. Cable: EMITRON. Mng. Dir. & Int'l: Bhaskar Menon.

Labels: HMV, Columbia, Angel, Parlophone, Capitol, Odeon. Int'l firms represented: RCA (USA), Warner Bros.-Seven Arts/Reprise (USA), Decca (UK), Dot (USA), Tamlam-Motown (USA), Liberty (USA), Monument (USA), Pye (UK), Ember (UK), United Artists (USA).

Philips India, Philips House, 7 Justice Chandra Madhab Rd., Calcutta 20.

## ● supplies & services

### ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Bombay Madrigal Singers Organization, 9 Oak Ln., Bombay 1.

Delhi Music Society, 16-B Sujana Singh Park, New Delhi 3.

Inter-National Cultural Centre, 16 Hailey Rd., New Delhi 1. Exec. Dir.: Mrs. Rekha Menon.

Madras Musical Association, c/o Honey. Secretary, Chelliah E. Peter, Metal Box Co. of India Ltd., PO Box 152, Madras 1.

Triveni Kala Sangam, 205 Tansen Marg, New Delhi.

# INDONESIA

Population: 112,000,000.

Official rate of exchange: \$1 (US) = 295 rupiahs (variable).

Records imported from USA: None.

No. of radios: 1,400,000.

No. of TV sets: 45,200.

Holidays: Jan. 1, May 1 (Labor Day), June 1 (Birth of Pantjasila), Aug. 17 (Independence Day), Christian and Moslem religious holidays.

## ● record manufacturers

Dimita Moulding, Bandung Utara, 40 B, Djakarta. Tel: 21180. Dir.: M. S. Tamimi.

Indonesian Music, Irama, Tjikini Raya 78, 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, 78, Tjikini Raya, Djakarta. Tel: 1892.

## ● supplies & services

### PRESSING PLANTS

Dimita Moulding Ind., Bandung Utara 40 B, Djakarta-Kota.

Indonesian Music, Irama, Tjikini Raya 78, Djakarta. P. N. Lokananta, (Government Enterprise), Djalana Terusan, Surakarta.

Republic Manufacturing, Tanah Pasir (Gedong Pandjang), PO Box 605/DAK., Djakarta-Kota. Tel: OK 23432.

### RECORDING STUDIOS

Indonesian Music, Irama, Tjikini Raya 78, Djakarta. Tel: 1892.

R R I (Government's Radio Republic Indonesia), Djakarta.

Republic Manufacturing, Tanah Pasir (Gedong Pandjang), PO Box 605/DAK., Djakarta-Kota. Tel: OK 23432.

# ISRAEL

Population: 2,789,900.

Per capita income: \$1,240.

Official rate of exchange: \$1 (US) = 3.5 Israeli pound.

No. of homes with record players: 161,000.

Records sold domestically: LP's 1967-470,000 units @ \$1,775,000 (down 12% from 1966); 1966-520,000 units @ \$2,020,000; EP's 1967-80,000 units @ \$120,000 (up 33% from 1966); 1966-60,000 units @ \$92,000; Singles 1967-5,000 units @ \$5,000 (up 83.5% from 1966); 1966-600 units @ \$600.

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continued

**Records manufactured for domestic & export sale:**  
LP's 1967-620,546 units @ \$1,872,596 (down 40% from 1966); 1966-560,991 units @ \$2,974,100; EP's 1967-85,000 units @ \$135,000 (up 30% from 1966); 1966-70,000 units @ \$105,000. Singles 1967-6,500 units @ \$6,500 (up 500% from 1966) 1966-1,100 units @ \$1,100.

**Records imported from USA:** (factory value) 1967-\$20,240; 1966-15,920 units @ \$31,328.

**Records imported from countries other than USA:** (factory value) 10,900 units @ \$17,800.

**Records exported to USA:** 1967-20,823 units @ \$35,123; 1966-9,532 units @ \$16,335.

**Records exported to countries other than USA:** (factory value) 1967-51,812 units @ \$79,424 (up 25% from 1966); 1966-40,247 units @ \$46,500.

**Average retail price per record:** LP's-\$4.24; EP's-\$1.43; Singles-\$0.86.

**Stereo sales:** 30% of total.

**Record club sales:** 6% of total.

**Tape:** Open reel tapes are imported from USA & Europe. At the present time no cartridge or cassette tapes are manufactured.

**Type of distribution:** Manufacturer-to-wholesaler-to-retailer.

**Discounting:** Frequent, about 15%.

**Type of promotion:** As of now, there are four sources used for promotion; they are radio, public performances, advertising, and music columnists. Advent of Israel TV in the near future will add another important medium for promotion.

**Jukeboxes:** none.

**Radio stations:** 1 commercial, 2 government; 3 AM; 2 FM.

**Type of programming:** Government main wave (Kol Israel) features documentary, news & live performances; government light wave. Hagal Hakal features light & pop music and commercials; the Defence Forces Broadcasting Service (Galey Zahal) features light, pop & classical music and documentary programs.

**No. of radios:** 80,000.

**TV stations:** 1 government channel.

**Type of programming:** educational. As we go to press Government General TV is in process of inception. This channel will feature documentary, musical & entertainment programs.

**No. of sets:** 15,000.

**Holidays:** May 2 (Independence Day), Sept. 23, 24 (Rosh Hashanah), Oct. 2 (Yom Kippur), Oct. 14 (Succoth).

Avner Rosenblum

## ● record manufacturers

Arton (see Hed Arzi).

C B S, PO Box 681, Tel Aviv; 50 Tehon St., Holon. Tel: 840191-2-3. Cable: COLRECORD. Mng. Dir.: Simon Schmidt; A&R: Shirley Schmidt; Mktg. Dir.: Avraham Fineberg.

**Labels: (owned)** CBS, Columbia, Epic, Harmony, (distributed) Hataklit.

**Int'l firms represented:** Artone (Netherlands), CGD (Italy), Epic (USA), Musicor (USA), Ricordi (Italy), Steed (USA), 20th Century-Fox (USA), Int'l reps.: CBS-Columbia, world wide.

Capitol (see Palestine Orient).

Columbia (see CBS).

D R G (see Gal-Ron).

Dzigan (see Gal-Ron).

E M I (see Palestine Orient).

Eastronics, PO Box 21095, 75 Haifa Rd., Tel Aviv. Tel: 440466. Telex: 033-638. Cable: EASSTRONIX. Joint Mng. Dirs.: Dov Peleg & T. Kenny.

**Label:** RCA.

**Int'l firms represented:** Acta (USA), Calendar (USA), Camden (USA), Chart (USA), Colgems (USA), Dot (USA), Dunhill (USA), Movietone (USA), Puppy (USA), RCA (USA), RCA Italiana (Italy), Steed (USA), 20th Century-Fox (USA), Victrola (USA).

**Int'l reps.:** all RCA licensees.

Epic (see CBS).

Gal-Ron, 94 Allenby St., Tel Aviv. Tel: 611445, 612162 & 614838. Mgrs.: Abraham Zborowsky, Issaschar Levy; A&R Variety: Henry Teicher; Classical A&R: Eugen Rosenthal.

**Labels: (owned)** DRG, Gal-Ton, Ron-Phon; (distributed) Dzigan, Studio.

**Int'l firms represented:** Festival (France), MK (USSR), Monument (USA), OSI (France), Reprise (USA), Sonoplay (Spain), Warner Bros.-Seven Arts (USA).

Gal-Ton (see Gal-Ron).

Golden Classics (see (Hataklit)).

Harmony (see CBS).

Hataklit, 11 Hertzl St., PO Box 4292, Haifa. Tel: 69950. Cable: RECOMUSIC. Mng. Dir.: Variety A&R: Dan Yakir; Sales Dir.: M. May; Pub., Adv. & Promo.: Sarah Ben Zvi.

**Labels:** Hataklit (distributed by CBS), Teen, Golden Classics.

**Int'l firms represented:** AZ (France), Deutsches Vogue (Germany), Durium (Italy), Everest (USA), Hispavox (Spain), Negram (Netherlands), Piccadilly (United Kingdom), Project 3 (USA), Pye (United Kingdom), Ri Fi (Italy), Vogue (France), Walt Disney (USA).

**Int'l reps.:** France (Vogue), Netherlands (Negram), United Kingdom (Pye).

Hed Arzi, 4 Hilazon St., Ramat-Gan. Tel: 722003 & 723605. Cable: HEDARZI. Gen. & Int'l Mgr.: Zeev Lewin; Treas. & Sales Mgr.: Joseph Grossman; A&R Mgr. & Sales: Dan Fainaru.

**Branch:** General Music, 101 Dizengoff St., Tel Aviv. Tel: 231491.

**Labels:** Arton, Hed-Arzi.

**Int'l firms represented:** ABC (USA), Barclay (France), Command (USA), Cetra (Italy), Decca (USA), Grand Award (USA), MGM (USA), Mercury (USA), Vanguard (USA), Verve (USA).

Isradisc (see Israphon).

Isralectra, 12 Allenby St., Haifa. Tel: 526231. Cable: ISRALECTRA. Mng. Dir.: Leon Sh. Levy.

**Label:** Litratone.

**Int'l firms represented:** Audio Fidelity (USA), Fontana (France), Mercury (France), Pergola (France), Philips (France & Netherlands), Riverside (USA).

Israphon, Industrial Zone B, Azor. Tel: 86542. Mng. Dir.: Naftaly Alshech; Dir.: Jacques Alshech.

**Label:** Isradisc (distributed by Palestine Orient).

Litratone (see Isralectra).

Makolit Gramophone, 15 Hamaor St., PO Box 8031, Tel Aviv. Tel: 821694. Cable: MAKOLIT. Mgrs.: Daniel Antanir & Shlomo Pe'er.

**Label:** Makolit.

Palestine Oreint, PO Box 230, 4 Herzl St., Tel Aviv. Tel: 50440 & 57557. Cable: PALORIENT. Mng. Dir.: Yigal Kimchi; Dir.: Avshalom Rubin.

**Labels:** Capitol, EMI, Isradisc (distributed).

**Int'l firms represented:** Capitol (USA), EMI (United Kingdom), Carisch (Italy).

Pax (see Symphonia).

RCA (see Eastonics).

RZA (see Ron-Ly Zakiphon).

Ron-Ly (see Ron-Ly Zakiphon).

Ron-Ly Zakiphon, 29 Raziell St., Jaffa-Tel Aviv. Tel: 826370. Gen. Mgr.: Raphael Azouly.

**Factory & Studio:** 6 Hassadna St., Azoor Zone, Tel Aviv. Tel: 845347.

**Labels:** RZA, Ron-Ly, Zakiphon.

**Int'l firms represented:** Monitor (USA), Roulette (USA).

Ron-Phon (see Gal-Ron).

Studio, 33 Allenby St., Tel Aviv. Mgr. & Int'l: Herbert Russcol.

**Label:** Studio (distributed by Gal-Ron).

**Int'l firms represented:** Motown (USA), Scepter (USA), Tama (USA), Tigua (USA).

Symphonia, 43 Yehuda Halevi St., Tel Aviv. Tel: 623052. Cable: SYMPHONICA. Mgr.: Gad Berk.

**Labels:** Pax, Symphonia.

**Int'l firms represented:** Decca (United Kingdom), Fonior (Belgium), Kapp (USA), London (USA), Major Minor (United Kingdom), Ste' Francaise Du Son-Deca (France), Tarantula (USA), Tel-Dec (Germany).

Teen (see Hataklit).

Unatex, PO Box 2467, 29 Lilienblum St., Tel Aviv. Tel: 55776. Cable: UNATEX. Gen. Mgr.: Jerry Yanovsky.

**Int'l firms represented:** Amadeo (Germany), Buddha (USA), DGG (Germany), Polydor (Germany), Telefunken (Germany).

Zakiphon (see Ron-Ly Zakiphon).

## INDEPENDENT RECORD PRODUCER

Pashanel, 108 Dizingoff St., Tel Aviv. Tel: 226205. Gen. Mgr.: Avraham Deshe (Pashanel). (Distributed by Hed Arzi).

## ● music publishers

April, PO Box 681, Tev Aviv; 50 Tehon St., Holon. Tel: 840191-2-3. Cable: COLRECORD. Mng. Dir.: Simon Schmidt; Prof. Mgr. & Publ'g Co-Ord.: Carla Czezik.

**This company represents:** April, Blackwood (both worldwide).

**Int'l reps.:** April, Blackwood (both worldwide).

Illan Melody Press, 105 Ben-Yehuda St., Tel Aviv. Tel: 232078. Dir.: Dr. Peter Gradenwitz.

Israel Composers League, PO Box 11180, 73 Nordau Blvd., Tel Aviv. Tel: 440395. Vice-Bd. Chm.: Benjamin Bar-Am.

**Int'l firm represented:** SESAC (USA).

**Int'l rep.:** Mills (USA).

Israeli, Rehov Ben Yehuda 105, Tel Aviv. Tel: 232078. Cable: ISMUSICA. Dir.: Dr. Peter Gradenwitz.

**Int'l firms represented:** Carisch (Italy), J & W Chester (United Kingdom), Curci (Italy), Faber (United Kingdom), Impero-Verlag (West Germany), Oxford Univ. Press (United Kingdom), Schott (West Germany & United Kingdom).

**Int'l reps.:** Austria (Hofmeister-Figaro), West Germany (Impero-Heinrichshofen), Italy (Carisch), Netherlands (Broekmans & van Poppel), Switzerland (Hug), United Kingdom (J & W Chester), USA (Southern).

Izrazemer, PO Box 4292, 11 Hertzl St., Haifa. Tel: 69950. Cable: RECOMUSIC. Mng. Dir.: Don Zeira.

**Int'l firms represented:** Walt Disney (USA), Harvard (USA), Ivan Mogul (USA), Wonderful (USA).

Musicor, PO Box 21029, 75 Haifa Rd., Tel Aviv. Telex: 0331638. Cable: EASTRONIX. Joint Mng. Dirs.: Dov Peleg, T. Kenny.

**Int'l firms represented:** Dunbar (USA), Sunbury (USA).

Osnath, 4 Hilazon St., Ramat Gan. Tel: 722003 & 723605. Dirs.: Zeev Lewin, Benny Amdursky. Pa'amomim (see Subar).

Sharon (see Subar).

Subar, 1 Any Ma'amim St., Ramat-Hasharon. Tel: 981323. Gen. Mgr.: Dr. Ophira Bar-Elan.

**Attributes:** Pa'amomim, Sharon.

**Int'l firms represented:** Acuff-Rose (USA), Essex (France, United Kingdom), Sam Fox (USA), Screen Gems, Columbia (USA), Sparta (United Kingdom), Sugar (Italy), Suvini Zerboni (Italy), The Richmond Organization (USA), World (Belgium).

Tarbut Wechinuch, PO Box 303, 93 Arlozorof St., Tel Aviv. Cable: HISTRADUT. Gen. Mgr.: I. Kotonsky; Prof. Mgr.: S. Kaplan.

## ● record wholesalers

### DISTRIBUTORS

Gal-Ron, 94 Allenby St., Tev Aviv. Tel: 611445, 612162 & 614838. Mgrs.: Abraham Zborowsky, Issaschar Levy; Variety A&R: Henry Teicher; Classical A&R: Eugen Rosenthal.

Hataklit, PO Box 4292, 11 Hertzl St., Haifa. Tel: 69950. Cable: RECOMUSIC. Mng. Dir. & Variety A&R: Dan Yakir; Sales Dir.: M. May; Pub., Adv. & Promo. Sarah Ben Zvi.

Hed Arzi, 4 Hilazon St., Ramat-Gan. Tel: 722003, 723605. Cable: HEDARZI. Gen. & Int'l Mgr.: Zeev Lewin; Treas. & Sales Mgr.: Joseph Grossman; A&R Mgr.: Dan Fainaru.

Unatex, PO Box 2467, 29 Lilienblum St., Tel Aviv. Tel: 55776. Cable: UNATEX. Gen. Mgr.: Jerry Yanovsky.

## ● importers & exporters

C B S, PO Box 681, Tel Aviv; 50 Tehon St., Holon. Tel: 840191-2-3. Cable: COLRECORD. Mng. Dir.: Simon Schmidt; A&R: Shirley Schmidt; Mktg. Dir.: Avraham Fineberg.

Eastonics, PO Box 21095, 75 Haifa Rd., Tel Aviv. Tel: 440466. Telex: 033-638. Cable: EASSTRONIX. Joint Mng. Dirs. Dov Peleg, T. Kenny.

Hed Arzi, 4 Hilazon St., Ramat-Gan. Tel: 722003 & 723605. Cable: HEDARZI. Gen. & Int'l Mgr.: Zeev Lewin; Treas. & Sales Mgr.: Joseph Grossman; A&R Mgr. & Sales: Dan Fainaru.

**Branch:** Tel Aviv, General Music, 101 Dizengoff St. Tel: 231491.

Unatex, PO Box 2467, 29 Lilienblum St., Tel Aviv. Tel: 55776. Cable: UNATEX. Gen. Mgr.: Jerry Yanovsky.

## ● services & supplies

### MUSIC LICENSING ORGANIZATION

A C U M, PO Box 11201, 118 Rothschild Blvd., Tel Aviv. Tel: 240105. Cable: ACUMEMIS. Gen. Dir.: Menachem Avidom.

### PRESSING PLANTS

C B S, PO Box 681, Tel Aviv; 50 Tehon St., Holon. Tel: 840191-2-3. Cable: COLRECORD. Mng. Dir.: Simon Schmidt; A&R: Shirley Schmidt; Mktg. Dir.: Avraham Fineberg.

Hed Arzi, 4 Hilazon St., Ramat-Gan. Tel: 722003, 723605. Cable: HEDARZI. Gen. & Int'l Mgr.: Zeev Lewin; Treas. & Sales Mgr.: Joseph Grossman; A&R Mgr. & Sales: Dan Fainaru.

Israphon, Industrial Zone B, Azor. Tel: 86542. Mng. Dir.: Naftaly Alshech; Dir.: Jacques Alshech.

Makolit Gramophone, 15 Hamaor St., PO Box 8031, Tel Aviv. Tel: 821694. Cable: MAKOLIT. Mgrs.: Daniel Antanir & Shlomo Pe'er.

Ron-Ly Zakiphon, 29 Raziell St., Jaffa-Tel Aviv. Tel: 826370. Gen. Mgr.: Raphael Azouly.

### RECORDING STUDIOS

Kolinar, 28 Bar-Cochba St., Tel Aviv. Tel: 232581. Gen. Mgr.: Emil Bar.

**Branch:** 10 Gilkson St., Tel Aviv. Tel: 238538.

Makolit, 15 Hamaor St., Tel Aviv. Tel: 81694. Mgrs.: Daniel Antanir & Shlomo Pe'er.

Radio-Doctor, 18 Shalom Aleichm St., Tel Aviv. Tel: 244118. Mgr.: Dip. Eng. m.i.e.r. m.i.e.t. H. ralf Hellinger.

Regie Israel, 224 Ben Yehuda St., Tel Aviv. Tel: 447273. Cable: REGIEKOL. Studio Mgr.: Dany Bein.

"Roll" Adv., 43 Shimon Hartarsy St., Tel Aviv. Tel: 440496. Mgrs.: Yair Prodelsky & Meir Eshel.

Ron-Ly Zakiphone, 6 Hassadna St., Azoor Zone, Holon. Tel: 845347. Mgr.: Raphael Azouly.

### SLEEVE MANUFACTURING & OFFSETS

Grapholit, 9 Hagra St., Tel Aviv. Tel: 32983. Gen. Mgr.: Oded Mozes.

Hazincographiot Hamecadot, PO Box 407, 12 Lilienblum St., Tel Aviv. Tel: 55131-2-3. Mng. Dir.: Yehezkiel Talmon.

Or-Sy Offset, 40 Neve Sha'anani St., Tel Aviv. Tel: 32914. Mgrs.: F. Segal, J. Yakoblevitch.

United Artists Lithographers, 111 Allenby St., Tel Aviv. Tel: 615374, 624898. Mgrs.: Moshe Orbach & Leon Lopata.

## ITALY

Population: 53,129,000.  
 Per capita income: \$895.  
 Official rate of exchange: \$1 (US) = 6.25 Lire.  
 No. of homes with record players: 3,000,000.  
 Records sold domestically: 12" LP's 1967—3,640,000 units @ \$9,840,000; 1966—3,000,000 units @ \$10,000,000; 10" LP's 1967—227,000 units @ \$432,000; 7" LP's 1967—1,743,000 units @ \$2,788,000; EP's 1967—370,000 units @ \$350,000 (down 1.25% from 1966); 1966—375,000 units @ \$355,000; Singles 1967—33,160,000 units @ \$24,190,000 (up 14% from 1966); 1966—29,000,000 units @ \$20,000,000 (figures represent wholesale value).  
 Records imported from USA: (CIF) 1967—\$414,733; 1966—\$262,277.  
 Records exported to USA: (FOB) 1967—25,099 units @ \$112,707; 1966—149,073 units @ \$98,505.  
 Average retail price per record: 12" LP's—\$4.10; 10" LP's—\$2.88; 7" LP's—\$2.40; EP's—\$1.44; Singles—\$1.12.  
 Stereo sales: 5% of total 12" LP sales.  
 Record club sales: 5% of total LP sales.  
 Tape: There is almost no open reel market. Philips has prevailed in cartridge business. 4-tr. systems are progressing slowly. Playtape is virtually nonexistent. Through the end of 1967 sales were: 145,000 musicassettes & 150,000 recorder/players (evidencing use of blank cassettes), 15,000 8-tr. cartridges & 5,000 players, 20,000 4-tr. cartridges & 6,000 players.  
 Type of distribution: Records—manufacturer-to-wholesaler-to-retailer & manufacturer-to-retailer; Tape—manufacturer-to-retailer; racks (gas stations, RCA-Italiana 8-tr. only).  
 Discounting: frequent.  
 Type of promotion: Primarily via TV/radio (government controlled, resulting in minimal promotion) and San Remo Festival/Cantagiro (singing tour of Italy).  
 Juke boxes: 30,000.  
 Radio stations: 3 government channels (2 AM, 1 FM).  
 Type of programming: 95% of music is pre-recorded, almost entirely from records. Two stations play pop, one plays classical.  
 No. of radios: 11,490,000.  
 TV stations: 2 government channels.  
 Type of programming: Varied, with music playing a relevant part. Many filmed programs are aired after remarkable delays, thus spoiling any pro-

motional drives for record companies, publishers, and artists.  
 No. of sets: 7,591,820.  
 Import/export regulations: No duties from Common Market countries. However, imports are still subject to accessories fees and 10% luxury tax. For non-Common Market countries, duties vary according to reciprocal policies, plus the accessories fees and 10% luxury tax. Export is free, with 4% return income tax in favor of exporters.  
 Holidays: Jan. 1, Jan. 6 (Epiphany), March 19 (St. Joseph's Day), April 7 (Easter Monday), April 25 (Liberation Day), May 1 (Labor Day), May 15 (Ascension Day), June 2 (Anniversary of the Republic), June 5 (Corpus Christi), June 29 (St. Peter, St. Paul), Aug. 15 (Assumption), Nov. 1 (All Saints Day), Nov. 4 (National Unity Day), Dec. 8 (Immaculate Conception), Dec. 25, 26.  
 Germano Ruscitto

### ● record manufacturers

Ace of Clubs (see Decca Dischi Italia).  
 Ace of Hearts (see Decca Dischi Italia).  
 Adria (see Phonogram).  
 Amico (see Det).  
 Angel (see EMI-Italiana).  
 Angelicum, Piazza S. Angelo 2, Milan. Tel: 654.610.  
 Gen. Mgr. & Int'l: Mr. Allorto (distributed by Ricordi).  
 Antoniano (see Rifi).  
 Arc (see RCA-Italiana).  
 Archiv (see Phonogram).  
 Arcophon, Corso Europa 16, Milan. Tel: 790.073.  
 Pres.: Giovanni Pirelli; A&R Dir.: Angelo Ephrikian; Mgr.: Viscardo Pontini.  
 Ariete (see Carosello).  
 Ariston (see IFI).  
 Arpeggio (see Meazzi).  
 Astrophon (see Meazzi).  
 Baby (see Meazzi).  
 Baby Popular (see Meazzi).  
 BELLDISC-ITALIANA, Via Turati 28, Milan. Tel: 650.675/77. Mng. Dir. & Gen. Mgr.: Antonio Casetta; A&R: Mario de Sanctis; Jazz A&R: Pino Candini; Sales Mgrs.: Andrea Malcotti (North) & Vincenzo Napolitano (South); Pub.: Nicoletta Arcari; Int'l: Bice Paradiso.  
 Labels (owned): Bellidisc, Bluebell, Canadian-American, Mini; (distributed) Hockey.  
 This company represents: Blue Note, Double Shot, ESP-Disk, Hanna Barbera, Liberty, Pacific Jazz, Pickwick, Somerset, World Pacific (all USA).  
 Int'l reps.: Australia (Liberty), Canada (Liberty), Germany (Somerset), Greece (Helladic), Japan

(Philips), Mexico (Gamma), Portugal (Radio Triunfo), Spain (Hisvox), South Africa (Liberty), Turkey (Yasaf Alguadis), United Kingdom (Philips), USA (Liberty).  
 Tape: 4-tr. cartridge (Ecofina); musicassettes (Philips-Phonogram. (SEE ADVERTISEMENT)  
 Bentler, Via Mercato 3, Milan. Tel: 898.635.  
 Big Ben (see Cellograf-Simp).  
 Bluebell (see Bellidisc-Italiana).  
 Brio (see Miura).  
 Broadway (see Ducale Italdisc).  
 Bruber, Piazza Duomo 31, Milan. Tel: 897.097/294.  
 Pres.: Carlo Pome.  
 Labels: Interrecord, River, Mignon, Capitan. (Distributed by MPM).  
 C A R (Juke-Boxe), Via Barletta 11, Milan. Tel: 5392.392/251. Mng. Dir.: Carlo Alberto Rossi; Int'l: Alma Pozzati.  
 Labels: CAR, Juke-Boxe. (Distributed by IFI).  
 C B S-Italiana, Galleria del Corso 4, Milan. Tel: 70.25.63. Cable: COLREC. Mng. Dirs.: Ladislao & Piero Sugar; Mgrs.: Giuseppe Giannini, Franco Crepax, Sandro Delor; Pop A&R; Franco Monaldi; Classical A&R: Silvio Cerutti; Promo & Pub.: Gian Borasi; Press: Marina Testori, Anna Esengrini; Int'l: Andrea Bianchi; Prod'n & Co-ord: Cesare Brunelli.  
 Labels: CBS, Epic, Odissea. (Distributed by Messaggerie Musicali).  
 Tape: 8-tr. cartridges, imported from USA.  
 Int'l reps.: Argentina (CBS), Australia (Austrian), Austria (CBS), Belgium (Artone), Bolivia (Discolandia Dueri), Brazil (CBS), Canada (Columbia), Costa Rica (Industria de Discos), Chile (Philips), Colombia (CBS), Denmark (Nordisk), Ecuador (Emporio Musical), Finland (Oy Finnlevy), France (CBS), Germany (CBS), Greece (Music Box), Hong Kong (Colonial), Israel (CBS), Japan (Sony), Malaysia (HupHup), Mexico (CBS), New Zealand (Philips), Norway (Norsk Phonogram), Netherlands (Artone), Peru (Industrial Sono Radio), Philippines (Mareco), Portugal (Radio Triunfo), South Africa (Gramophone), Spain (Discophon), Sweden (Philips Sonora), Switzerland (CBS), Uruguay (Sondor), Venezuela (La Discoteca), United Kingdom (CBS), Yugoslavia (RTB).  
 C D B, Via Montesanto 10, Rome. Tel: 35.62.147. Mgr.: Carmine de Benedictis. (Distributed by IFI).  
 C D I (see Company Discografica Italiana).  
 C G D (Compagnia Generale del Disco), Galleria del Corso 4, Milan. Tel: 79.48.41 & 70.25.63. Cable: COMGEDISC. Adms.: Ladislao & Piero Sugar; Mgrs.: Giuseppe Giannini, Franco Crepax,  
 continued on page 282

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Fabrizio is poet, musician singer. His first Long Playing has won the 1968 Italian Record Criticism Award and is number one record in the top Pop-Albums of June and July sales in Italy. We would like to release his second Long Playing in your country too and we are looking for a poet capable of translating this "cantata" in your language so that Fabrizio may record this album and, with your help, feature it on your market.

この詩人兼音楽家兼歌手がいます。  
 彼の最初のレコードは一九六八年度のイタリア音楽批評家賞  
 評議院賞を受賞し、七月のイタリア音楽批評家賞による  
 イタリアにおいて六月七月のベストセラー第一位を  
 占めています。  
 貴国の国でも彼のレコードを発売したいと思えます。  
 もし貴国で貴国の音楽家とこの歌謡集を収録する  
 詩人を探しているならば、もうして「ファブリオ」の  
 レコード録音会場へ通じて、貴国の市場に出現  
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 ファブリオ、ト、ア、ド、レ  
 詩人兼音楽家兼歌手  
 一九六八年度イタリア音楽批評家賞  
 一九六八年六月七月のベストセラー第一位

Fabrizio est un poète, musicien, chanteur. Son premier LP a gagné le Prix de la Critique Discographique Italienne 1968, et il se trouve à la première place du classement des ventes juillet de pop-albums en Italie. Nous avons l'intention d'éditionner le second LP dans votre pays également. Nous cherchons donc un poète qui traduise cette cantata dans votre langue de façon que Fabrizio puisse inciser ce disque et l'introduire sur votre marché par votre intermédiaire.



# tutti morimmo a stento

(we all died the hard way)

cantata in si min. per coro e orchestra  
 (canzoni, ballate, leggende)  
 orchestra e coro di voci bianche  
 diretti da g.p. reverberi

BELLDISC ITALIANA spa VIA TURATI 28 MILANO /ITALIA



Fabrizio es poeta, músico, cantante. Su primer LP ganó el Premio de la "Crítica Discográfica Italiana", 1968 y es también al primer sitio de la clasificación por las ventas Junio-Julio de los pop-albums en Italia.

El Segundo LP sería nuestra intención publicarlo también en Su País. Estamos por lo tanto buscando un poeta que traduzca esta cantata en Su idioma de manera que Fabrizio pueda impresionar este disco y pues, con Su ayuda, meterlo en Su mercado.

У нас поэт, музыкант, певец. Его долгоиграющая пластинка получила первый приз критиков музыки, записанной на пластинки в 1968, и он завоевал первое место в продаже pop-albums в июне-июле месяце текущего года в Италии.

Вторую долгоиграющую пластинку мы хотели бы опубликовать в вашей стране. Поэтому мы ищем поэта, который в состоянии перевести эту кантату на ваш язык, так чтобы Фабрицио смог её напеть на вашем языке, и, потом, через вас, выпустить пластинку на ваш рынок.

— Фабрицио Де Андре'

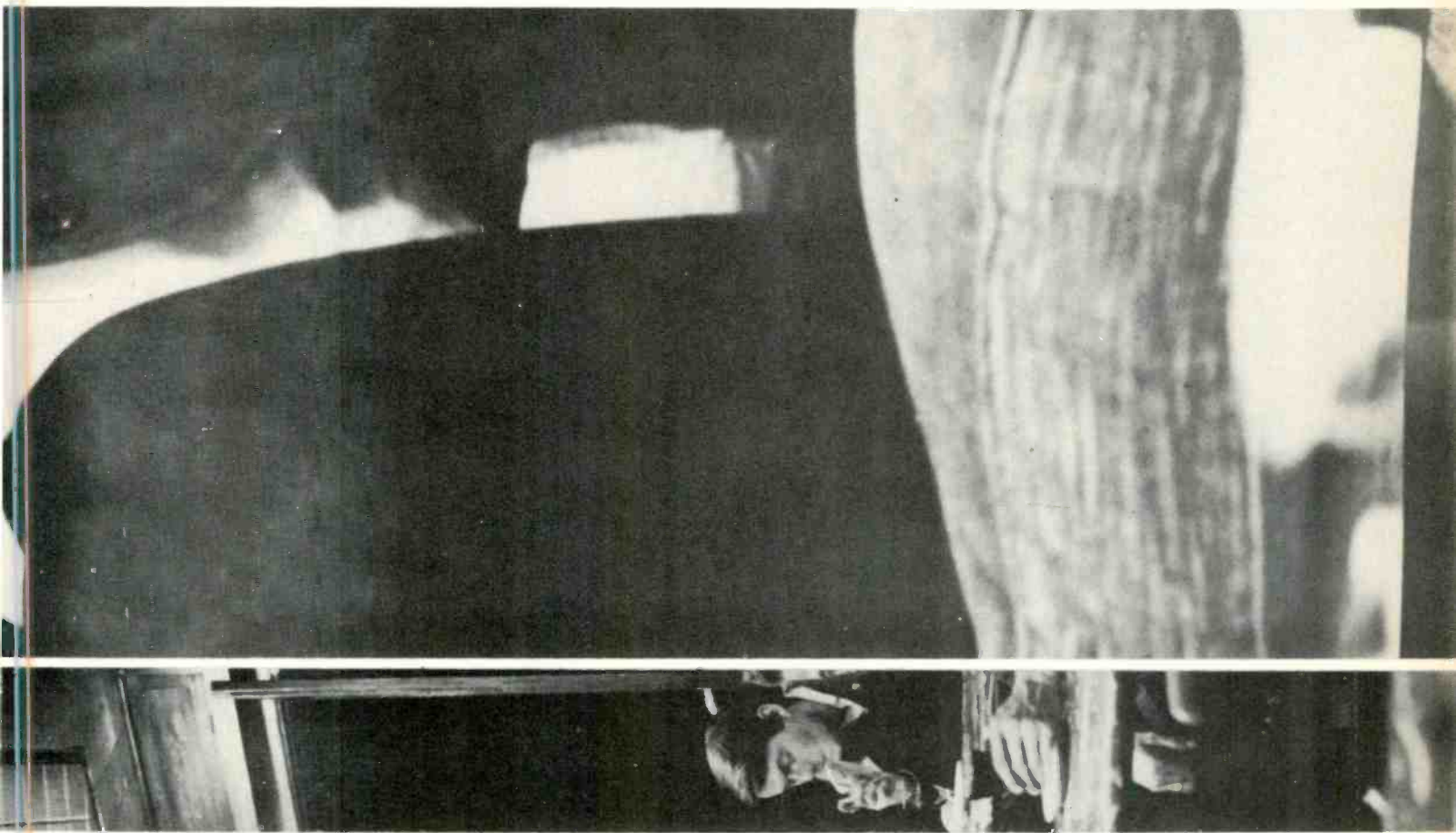
— Поэт, музыкант, певец

— Первый Приз итальянских критиков музыки записанной на пластинки.

— Первое место в продаже pop-albums в июне-июле месяце текущего года в Италии.

Fabrizio ist Dichter, Musiker, Saeñger. Seine erste LP-Schallplatte hat den ersten Preis der italienischen Plattenkritiker 1968 gewonnen und er nimmt den ersten Platz der Verkaufue Juni-Juli des Popalburns in Italien ein.

Wir haben die Absicht die zweite LP-Schallplatte auch in Ihrem Lande zu veroeffentlichen. Wir suchen daher einen Dichter, welcher diese Gesaenge in Ihre Sprache uebersetzt, sodass Fabrizio diese Schallplatte aufnehmen kann und daher, durch Sie auf Ihren Markt bringen.



# fabrizio de andrè

First 1968 Italian Record Criticism Award  
 Number one record in the top Pop-Albums  
 of June and July sales in Italy



continued

Sandro Delor; Variety A&R: Renato Angiolini; Promo.: Johnny Porta; Int'l: Andrea Bianchi; Press: Marina Testori & Anna Esengrini; Prod'n & Co-ord.: Cesare Brunelli.  
Branch: Via delle Carozze 3, Rome. Tel: 68.16.18. Mgr.: Giampiero Todini.  
Labels: CGD, Derby.  
Tape: 4-tr. cartridge (Ecofina), cassette.  
This company represents: Festival (France), A&M (USA), Audio Fidelity (USA), Crescendo (USA), Hickory (USA), Musicor (USA), Project 3 (USA), Reprise (USA), Scepter (USA), Warner Bros.-7 Arts (USA).  
Int'l reps.: Argentina (CBS), Australia (Australian), Austria (CBS), Belgium (Artone), Bolivia (Discolandia), Brazil (CBS), Canada (Columbia), Denmark (Nordisk), Ecuador (Emporio Musical), Finland (Oy Finnlevy), France (Festival), Germany (CBS), Greece (Music Box), Hong Kong (Colonial Trading), Israel (CBS), Jamaica (West Indies), Japan (King), Lebanon (SLD), Malaysia (HupHup), Mexico (CBS), Netherlands (Artone), New Zealand (Philips), Norway (Norsk), Peru (Sono Radio), Philippines (Mareco), Portugal (Radio Triunfo), South Africa (Gramophone), Spain (Discophon), Sweden (Philips), Switzerland (CBS), Uruguay (Sondor), Venezuela (Disco-teca), United Kingdom (CBS), Yugoslavia (RTB).

C. G. O., Galleria del Corso 4, Milan. Tel: 709.508.  
California (see Company Discografica Italiana).  
Camp (see Det).  
Campi (see Det).  
Canadian-American (see Belldisc-Italiana).  
Capitan (see Bruber).  
Capitol (see EMI-Italiana).  
Capri (see King Universal).  
Carisch, Via General Fara 39, Milan. Tel: 650.741/2/3. Cable: CARISCH. Pres.: Aldo Paroli; Mng. Dir.: Sandro Galli; A&R, Pub., Promo. & Adv.: Gino Mazzocchi; Classical A&R; Luigi Spaggiari, Calisto Ravizza; Sales Dir. & Int'l: Giuseppe Cremascoli.  
Label: Carisch.  
Tape: Odeon, Parlophone: 4 & 8-tr. cartridge.  
This company represents: Odeon, Parlophone.  
Int'l reps.: Argentina (EMI), Australia (W&G), Benelux countries (Hebra), Brazil (EMI), Canada (Bravo), Chile (EMI), Germany (Electrola), Greece (Orphanidis), Israel (EMI), Lebanon (Zavencherchiar), Portugal (Radio Triunfo), Spain (His-pavox), South Africa (Troubadour), Switzerland (EMI), Turkey (Alguadis), USA (Regalia), Venezuela (EMI).

Carosello (CEMED), Galleria del Corso 4, Milan. Tel: 794.746 & 793.008. Cable: CURCIMUSIC. Pres.: Giuseppe Gramitto Ricci; VP: Theo Treppiedi; Gen. Mgr. & Int'l: Davide Matalon; A&R: Mario Magenta; Press & Pub.: Luisa de Toni.  
Labels (owned): Ariete, Carosello, Curci, Itallan Yank, Mustang; (distributed) Broadway, Ducale, Italdisc, Meazzi.

This company represents: Buena Vista (USA), Disneyland (USA), Topolino (USA), Erato (France).  
Int'l reps.: Argentina (Disc-Jockey), Australia (W&G), Brazil (Rozenblit), Greece (Melody), Mexico (Gamma), Spain (Belter), South Africa (Gallo), France (Festival), Switzerland (Musikvertriebe/Oversea), Lebanon (SLD), Libya (Martinez), Turkey (Medina), United Kingdom (United Artists), USA (United Artists).

Cedi, Via Massena 58, Turin. Tel: 50.23.71. Mng. Dir.: Armando Dell'Utri; Gen. Mgr.: Anna Dell'Utri; A&R: Mr. Farinati.  
Labels: Cedi, Moon.  
This company represents: Topic (United Kingdom).

CELLOGRAF-SIMP, Via Maffucci 18, Milan. Tel: 3763141/2/3. Cable: CELLOGRAFSIMP. Mng. Dir.: Natale Sciascia; Gen. Mgr.: Riccardo Rota; Sales Mgr.: Giovanni Albani; A&R: Gino Mescoli.  
Labels: Big Ben, Oscar, Phonocolor, Primavera, Style.  
Tape: 4-tr. cartridge (SIL).

Int'l reps.: Argentina (Fermata), Australia (Phonovox), Austria (Turicaphon), Benelux countries (Basart), Brazil (Fermata), Canada (Bravo), Germany (Deutsche Vogue), Greece (Plomaritis), Israel (Hed-Arzi), Lebanon (SLD), Portugal (Radio Triunfo), Mexico (Fermata), Peru (Dimusa), Scandinavia (Sonet), Switzerland (Turicaphon), South Africa (Meteor), Turkey (Gramophone), Uruguay (Sondor), Venezuela (Favedica). (SEE ADVERTISEMENT)

Cetra (see Fonit-Cetra).  
Ciao Ragazzi (see Clan Celentano).  
Cinevox, Via Veneto 108, Rome. Tel: 470.764. Admin.: C. A. Bixio; Sales Mgr.: Franco Rizzi; Int'l: Carlo Bixio.  
Branch: Via Borgogna 7, Milan. Tel: 701.107.  
Mgr.: Pasquale Caliman.  
Label: Cinevox, Rang. (Distributed by MPM).  
City, Galleria del Corso 4, Milan. Tel: 794.266.  
Mgr.: Romualdo Friggerio.  
Label: City. (Distributed by IFI).

Clan (see Clan Celentano).  
CLAN CELETANO, Corso Europa 5, Milan. Tel: 704.261. Mng. Dir. & Gen. Mgr.: Corrado Pintus; Variety A&R: Miki Del Prete; Promo & Pub.: Gabriella Zanotti.

Labels: Clan, Ciao Ragazzi, Totem.  
Tape: musicassette (Philips-Phonogram).  
Int'l reps.: Canada (Global), Germany (Ariola), Japan (Nippon Columbia), Spain (Overseas & Vergara). (SEE ADVERTISEMENT)  
Club (see Ricordi).  
La Collana di Zia Mariu (see Equipe).  
Columbia (see EMI-Italiana).  
Combo (see Societa'Trevisan Combo).  
Compagnia Generale del Disco (see CGD).  
Company Discografica Italiana, Via Balilla 36, Milan. Tel: 847.26.72. Gen. Mgr. & Int'l: Pier Quinto Cariaggi.  
Labels: CDI, California, Discolino, Discomec, PCD.

Corsair (see Vedette).  
Cricket (see Fonit-Cetra).  
Critere (see Phonogram).  
Curci (see Carosello).  
Cynus (see Phonogram).  
d B (see Folklore).  
D D F (see Folklore).  
D G G (see Phonogram).  
D K F (see Folklore).

Decca (see Decca Dischi Italia).  
Decca American (see Decca Dischi Italia).  
Decca Asso di Quadri (see Decca Dischi Italia).  
Decca Dischi Italia, Via Brisa 3, Milan. Tel: 874.048, 891.848 & 862.057. Cable: DECCITAL. Gen. Mgr.: Romano Bacchini; Mgr. & Int'l: Paolo Tosi; Sales Mgr.: Luigi Negro.  
Labels (owned): Ace of Clubs, Ace of Hearts, Decca, Decca American, Decca Asso di Quadri, Deram, London, Stereo; (distributed) Jaguar, Parade.

This company represents: Oiseau-Lyre (France), Vega (France), Telefunken (Germany), Brunswick (USA), Coral (USA), Argo (United Kingdom).

Int'l reps.: Decca affiliates.  
Deram (see Decca Dischi Italia).  
Derby (see CGD).  
Det, Via Virgilio 8, Rome. Tel: 31.43.41. Cable: CAMUSIC. Pres.: Giuseppe Campi; Gen. Mgr.: Sergio Federici; A&R Dir.: Luigi Campi; Sales Mgr.: Bruno Bianchi; Press & Promo.: Franca Croccolo; Int'l Mgr.: Luigi Campi.  
Labels: Det, Det Rec. Int'l, Camp, Campi, Tank, Amico, Mama. (Distributed by Ca-Di).  
Tape: musicassette (Philips, distributed by Ca-Di).  
Int'l reps.: France (Simepp), Japan (Camjapan), USA (Camusa).  
Det Rec. International (see Det).  
Dischi del Sole (see Vedette).

continued on page 284

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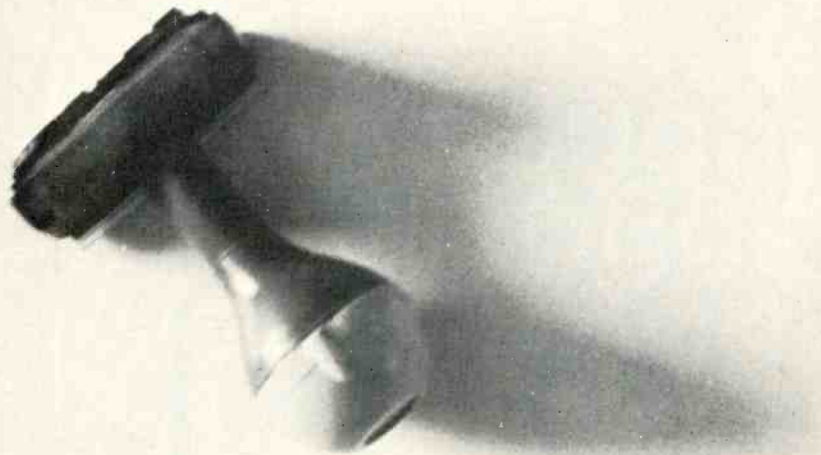
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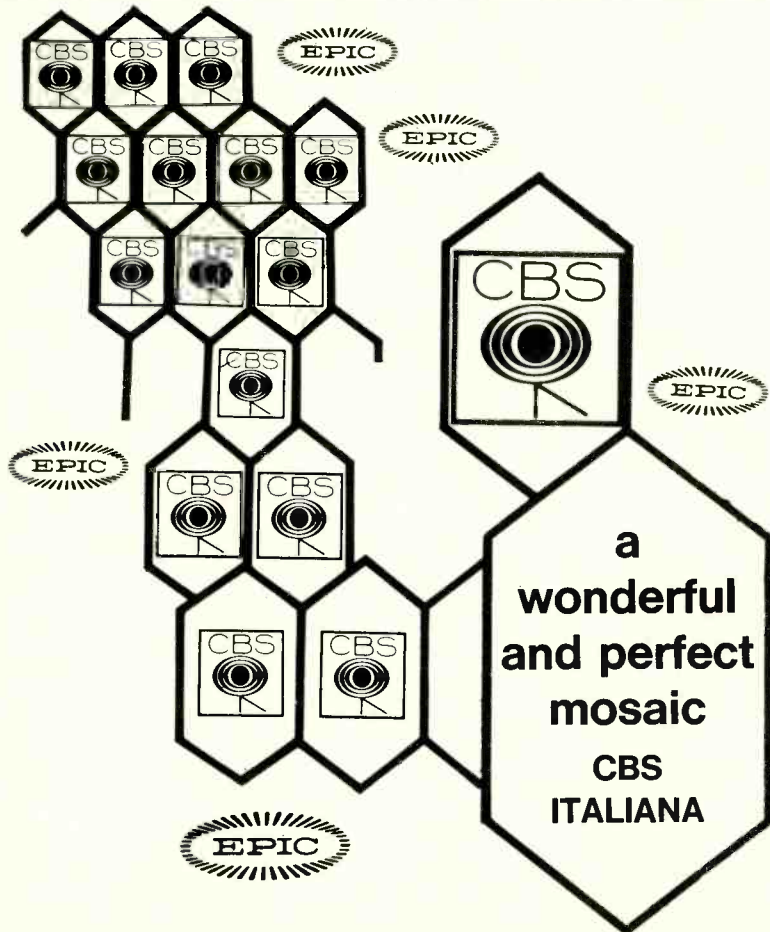
*continued*

Dischi Ricordi (see Ricordi).  
 Disco Azzurro, Via Gabriele D'Annunzio 25, Milan. Tel: 85747/3/90. Gen. Mgr.: Claudio Lippi; Admin.: Gianfranco Lippi. Label: Disco Azzurro. (Distributed by Clan).  
 Discolino (see Company Discografica Italiana).  
 Discomec (see Company Discografica Italiana).  
 Dominator (see Vis-Radio).  
 Ducale (see Ducale Italdisc).  
 Ducale Italdisc, Via Beccaria 5, Milan. Tel: 702.402. Cable: FONORECORD. Admin., Gen. Mgr. & Int'l: Davide Matalon; Pub. & Promo.: Luisa de Toni. Labels: Broadway, Ducale, Italdisc, Happy Hippie. (Distributed by Carosello). This company represents: Qualiton (Hungary), Discophon (Spain), Rediffusion (United Kingdom).  
 Int'l reps.: Argentina (Disc-Jockey), Australia (Phonovox), Japan (Nippon Columbia), Spain (Discophon), Switzerland (Musikvertrieb), United Kingdom (United Artists), USA (United Artists).  
 Durium, Via Manzoni 40/42, Milan. Tel: 70.10.08, 70.17.05/03. Cable: DURIMUM. Pres. & Mng. Dir.: Krikor Mintangian; Admin.: Franco Martinengo; Export Mgr.: Elisabet Mintangian; Prod'rs: Aurelio Airoidi, Giampiero Scussel, Felice Piccaredda & Gino Paoli; A&R Dir.: Franco Cassano. Branch: Rome, Via Montanelli 11. Gen. Mgr.: Dino Caruana; Promo.: Franco de Crescenzo, Aldo Sinesio. Labels (owned): Durium, Sprint; (distributed) RDU. Tape: musicassette (Philips-Phonogram). This company represents: Chess, Checker, Cadet, Prestige, Uni (all USA). Int'l reps.: Argentina (Sicamericana), Australia (Minstrel), Austria (Centrocord), Canada (London), Chile (Philips), Colombia (Fuentes), France (Vogue), Germany (Deutsche Vogue, Hansa), Greece (Music Box), Hong Kong (Cosdel), Japan (Cosdel), Lebanon (SLD), Mexico (Gamma), Netherlands (Stibbe), Peru (El Virrey), Philippines (Mico), Portugal (Trinidad), Scandinavia (Sonet), Singapore (Cosdel), South Africa (Teal), Spain (Vergara), Switzerland (Finsterwald & Cantacuzene), Turkey (Yasel Alquadis), United Kingdom (Pye), Yugoslavia (Jugoton).  
 E M I-Italiana, Piazza Cavour 1, Milan. Tel: 652.577, 652.668/738. Cable: EMIGRAM. Mng. Dir.: Steve L. G. Gottlieb; Local Repertoire A&R: Mansueto de Ponti; Sales & Int'l: Carlo

Barbareschi; Pub. & Press: Eraldo di Vita; Int'l Rep. Co-ord: Sergio Bono. Labels: Angel, Capitol, Columbia, La Voce Del Padrone, Pathe, Regal, Stateside. Tape: musicassettes imported from United Kingdom. This company represents: ABC (USA), Impulse (USA), EMI (Int'l).  
 Eco, Via S. Antonio 5, Milan. Tel: 802.301. Gen. Mgr. & Int'l: Eugenio Consonni. Labels: Eco, Gulliver.  
 Edibi (see Sviluppo Discografico del Mezzogiorno).  
 Embassy (see Italmusica).  
 Epic (see CBS-Italiana).  
 Equipe, Via Enrico Toti 4, Milan. Tel: 435.093. Mng. Dir.: Franco Cazzola; Sales Mgr.: Gaetano Santangelo; A&R: Italo Allione. Labels (owned): Equipe; (distributed) La Collana Di Zia Mariu.  
 Esse (see Yedette).  
 Eterfon (see Phontotype).  
 Eureka (see Parade).  
 Excelsius (see Fonit-Cetra).  
 F P 4, (see Folklore).  
 Fans (see Phontotype).  
 Fleche (see SIF & Rifi).  
 Folklore, Via Pietro Micca 17, Turin. Tel: 518.668. Cable: FOLK. Mng. Dir.: Carlo Margaria; Variety A&R: Happy Ruggero; Press: Dino Tedesco. Labels (owned): DDF, DKF, dB, Folklore, Music Int'l Flash; (distributed) FP4.  
 Fonit (see Fonit-Cetra).  
 Fonit-Cetra, Via Bertola 34, Turin. Tel: 5753. Cable: CETRA. Pres.: Enrico Carrera; Mng. Dir.: Renato Zaccone; A&R: Mario Zanoletti; Sales: Luigi Arduino; Int'l: Maurizio Golla; Pub. & Press: Rosita Robba. Branch: Via Meda 45, Milan. Tel: 843.2551. Labels: Cetra, Cricket, Excelsius, Fonit, International. Tape: 4-tr. cartridge (SIL); musicassette (Philips-Phonogram). This company represents: Palette (Belgium), Musidisc (France), Ariola (Germany), President (United Kingdom), Kapp (USA), Harmonia Mundi (France), Hachette (France), Harmonia Mundi (Germany). Int'l reps.: Argentina (Fermata), Australia (Carina), Belgium (Anvers Radio), Brazil (Fermata), Denmark (Tono), France (Philips, Musidisc), Greece (Music Box), Germany (Ariola), Japan (King), Mexico (Gamma), Netherlands (Rood), Peru (Virrey), Portugal (Rapsodia), Spain (Vergara, Zafiro), Switzerland (Phonag), South Africa (Gallo), USA (Everest), Venezuela (Venevox), Yugoslavia (Ploca).  
 Fontana (see Phonogram).

Fox, Galleria del Corso 2, Milan. Tel: 70.94.91. Gen. Mgr.: Gabriele Abbate; Sales: Lidia Bianchi; Variety A&R: Glauco Rosignoli; Promo. & Pub.: Rosetta Spinelli. Labels: Fox, Popular, Rex.  
 Gta (see Miura).  
 Gulliver (see Eco).  
 Happy Hippie (see Ducale Italdisc).  
 Heliodor (see Phonogram).  
 Hockey (see Belldisc-Italiana).  
 Hollywood (see Meazzi).  
 Humour (see Societa' Trevisan Combo).  
 I F I (Ariston), Piazzetta Pattari 1/3, Milan. Tel: 89.77.45. Pres.: Alfredo Rossi; A&R: Gianni Guarnieri, Corrado Lojacom; Pres.: Mara Majonchi; Co-ord. & Promo.: Giuseppe Tarozzi; Sales Dir.: Amleto Silvestri; Int'l: Pier Tacchini. Labels (owned): Ariston; (distributed) CDB, City, Juke-Boxe (CAR), Starlet. Tape: 4-tr. cartridge (Ecofina); musicassettes (Philips-Phonogram). Int'l reps.: Argentina (Fermata), Austria (Amadeo), Australia (Phonovox), Brazil (Fermata), Canada (Phonodisc), Germany (Ariola), Greece (Helladisc), Mexico (Fermata), Netherlands (Phonogram), Portugal (Tecla), Spain (Vergara), Switzerland (Nespolo), Venezuela (Velvet), USA (Cidi).  
 I L (see RCA-Italiana).  
 I P M (see Italmusica).  
 I Best-sellers (see Ricordi).  
 I Classici della Musica Classica (see Ricordi).  
 International (see Fonit-Cetra & Ricordi).  
 Interrecord (see Bruber).  
 Italdisc (see Ducale Italdisc).  
 Italian Yank (see Carosello).  
 Italmusica, Corso Genova 22, Milan. Tel: 854.641. Mng. Dir.: Marna Pigni. Labels: Embassy, IPM, Mondial, Pig, Silver, Sir, Jaguar, Galleria Passerella 1, Milan. Tel: 782.337. Mng. Dir. & Int'l: Benito Vassura. Label: Jaguar. (Distributed by Decca Dischi Italia).  
 Jazzland (see Phonogram).  
 Joker (see SAAR).  
 Jolly (see SAAR).  
 Juke-Boxe (see CAR).  
 Kappa-O (see Phontype).  
 King Universal, Via Egiziaca a Pizzo Falcone 41/A, Naples. Mng. Dir. & Int'l: Aurelio Fierro. Labels: Capri, King Universal, Star.  
 Las Vegas (see Sidet Edizioni).  
 London (see Decca Dischi Italia).

*continued on page 286*



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Losiers, Via Forze Armate 30, Milan. Tel: 45.78.66.  
Gen. Mgr.: Oscar Anzelmo.  
Label: Losiers. (Distributed by Miura).

Mama (see Det).

Meazzi, Via Piatti 4/6, Milan. Tel: 867.361. Cable MEFROM. Mng. Dir. & Int'l: Enrico Meazzi.  
Labels: Arpeggio, Astrophon, Baby, Baby Popular, Hollywood, Meazzi, Meazzi Classica, Music Scores. (Distributed by Carosello).

Meazzi Classica (see Meazzi).

Melodicon (see Phonogram).

Mercury (see Phonogram).

Mignon (see Bruber).

Mini (see Bellidisc-Italiana).

MIURA, Corso Europa 5, Milan. Tel: 782.296/298/317. Pres.: Lorenzo Sampietro.  
Labels (owned): Brio, Miura, Gta; (distributed) Losiers. (SEE ADVERTISEMENT)

Mondial (see Italmusica).

Moon (see Cedi).

Music (see SAAR)

Music Int'l Flash (see Folklore).

Music Scores (see Meazzi).

Mustang (see Carosello).

Original Cast (see RCA-Italiana).

Oscar (see Cellograf-Simp).

P C D (see Company Discografica Italiana).

P D U (see Durium).

Parade, Viale Bruno Boozzi 3, Rome. Tel: 805.109 & 87.45.98. Cable: PARADE. Gen. Mgr.: Vincenzo Micocci.  
Labels: Eureka, Parade. (Distributed by Decca Dischi Italiana).

Fathe (see EMI-Italiana).

Philips (see Phonogram).

Phonocol (see Cellograf-Simp).

Phonogram, Via Benadir 14, Milan. Tel: 28.26.241. Cable: COMINFON. Mng. Dir.: Manlio Baron; Gen. Mgr.: Alain Trossat; Sales Mgr.: Franco Paradisi; Pub.: Dario Pogliani; Press: Paolo Frosi.  
Labels: Adria, Archiv, Critero, Cynsus, DGG, Fontana, Heliodor, Jazzland, Melodicon, Mercury, Philips, Polydor.  
Tape: musicassettes (Philips-Phonogram).

Phonotype, Via Enrico de Marinis 4, Naples. Tel: 322.694. Mgrs.: Raffaele, Fernando, Roberto & Vincenzo Esposito.  
Labels: Eterfon, Fans, Kappa-O, Phonotype, Universal.

Pig (see Italmusica).

Polydor (see Phonogram).

Pop (see Rifi).

Popular (see Fox).

Primavera (see Cellograf-Simp).

Primary (see Rifi).

Publidisco (see Rifi).

R C A Amici del Disco (see RCA-Italiana).

R C A-Italiana, Via Tiburtina Km. 12, Rome. Tel: 41.60.41. Cable: RADIOINTER. Mng. Dir. & Gen. Mgr.: Giuseppe Ornato; Ass't Gen. Mgr.: Ennio Melis; Italian Pop Labels Mgr.: Ettore Zeppigno; Foreign Pop Labels Mgr.: Giampiero Ricci; Operations Mgr.: Luciano Bernacchi; Special Projects Mgr.: Giacomo Peroni.  
Branches: Bari, Bologna, Cagliari, Catania, Florence, Genoa, Milan, Naples, Padua, Pescara, Turin.  
Labels: RCA-Italiana, Arc, Talent, Original Cast, IL, RCA Victor, Victrola, Vik, RCA Amici del Disco.  
Tape: 8-tr. cartridge (RCA).  
This company represents: Barclay (France), Discophiles Francais (France), Ducretet Thomson (France), Pye (United Kingdom), Tamla-Motown (USA), RGE (Brazil).  
Int'l reps.: RCA affiliates.

R C A Victor (see RCA-Italiana).

R T Club (see Societa'Trevisan Combo).

Radio (see Sidet Edizioni).

Rang (see Cinevox).

Rare (see SIF).

Regal (see EMI-Italiana).

Rex (see Fox).

Ricordi, Via Berchet 2, Milan. Tel: 87.13.13 & 89.33.66. Cable: RICORDISC. Mng. Dir.: Guido Rignano; Domestic A&R: Sandro Colombini; Int'l A&R: Paolo Ruggieri; Promo. Mgr.: Lucio Salvini; Foreign Exploitation: Mimma Guastoni; Sales: Renzo Benini.  
Labels (owned): Dischi Ricordi, International, I Classici Della Musica Classica, I Best-sellers, Club, Tavola Rotonda; (distributed) Angelicum.  
Tape: 4-tr. cartridge (Ecofina); musicassette (Philips-Phonogram).  
This company represents: Amadeo-Vanguard (Austria), Impact (France), Bang-Shout (USA), Cameo-Parkway (USA), Dot (USA), Impact (USA), Kama Sutra (USA), MGM (USA), Verve (USA), Metro (USA), VSP (USA), Verve/Forecast (USA), Mira (USA), Mirwood (USA), Surrey (USA).

Rifi, Corso Buenos Aires 77, Milan. Tel: 273.641/2/3/4/5. Cable: RIFIRECORD. Mng. Dir.: Giovanbattista Ansoldi; Int'l Mgr.: Giuseppe Velona; Variety A&R: Gianfranco Intra, Ezio Leoni & Giordano Bruno Martelli; Sales Mgr.: Piero La Falce; Pub. & Promo.: Vladimiro Albera; USA Business Agent: Richard H. Roemer, 400 Madison Ave., New York, N.Y., USA; Prod'n Mgr.: Antonio Ansoldi.

Branch: Rome, Via Ravenna 34. Mgr.: Mr. Albi.

Labels (owned): Antoniano, Pop, Primary, Publiscio, Rifi, Variety; (distributed) Fleche, Rare, Riviera.

Tape: 4-tr. cartridge (Ecofina, Offel & SIL); Playtape (Consorti); musicassette (Philips-Phonogram).

This company represents: Atlantic, Atco, Laurie, Monument, 20th Century-Fox, Jay-Gee, Urania, Vox, Supermajestic, Turnabout, Westminster (all USA), Supraphon (Czechoslovakia), Reditione (United Kingdom).

Int'l reps.: Argentina (Phonogram), Austria (Amadeo), Benelux (Barclay), Brazil (Philips), Canada (Global), Chile (Philips), Colombia (Philips), Ethiopia (CMH), France (Barclay), Germany (Oversea), Greece (Philips), Iran (Sufer), Israel (Hatakliit), Japan (Philips), Libya (Martinez), Malta (Vella), Mexico (Philips), Middle East (SLD), Peru (Philips), Portugal (Marfer), South Africa (Trutone), Spain (Marfer), Switzerland (Barclay), USA (Cidi), Venezuela (Philips), Yugoslavia (Edit). (SEE ADVERTISEMENT)

River (see Bruber).

Riviera (see SIF).

S A A R, Viale di Porta Vercellina 14, Milan. Tel: 46.96.251. Cable: SAAR. Mng. Dir.: Walter Gurtler; Gen. Mgr.: Italo Prandin; Sales Mgr.: Sergio Balloni; Prod'n Mgr. & Int'l: Giuseppe De Gioia; Promo.: Guido Ardizzone.  
Labels: Jolly, Joker, Music, Stella.  
Tape: 4-tr. cartridge (SIL).  
This company represents: AZ (France), Mode (France), Vogue (France), Zafiro (Spain), Concert-Disc (USA), Contact (USA), Contrepoint (USA), Folkways (USA), Roulette (USA).  
Int'l reps.: Argentina (Fermata), Austria (Elektro Moser), Brazil (Fermata), Australia (Minstrel), Belgium (Vogue), Canada (Colangelo), France (Vogue), Germany (Vogue), Greece (Hella-disc), Japan (King), Lebanon (SLD), Libya (Martinez), Netherlands (Negram), Malta (Elektro), Mexico (Dusa), Portugal (Triunfo), Syria (Tertzakian), Spain (Zafiro), Sweden (Sonet), Switzerland (Finsterwald & Cantacuzene), Turkey (Alguadis), Venezuela (Favedica).

S I F (Societa Italiana Fonografica), Via Crivelli 20, Milan. Tel: 580.867/573, 581.402. Mng. Dir.: Giampiero Simontacchi.  
Labels: Rare, Riviera (Distributed by Rifi).  
This company represents: Fleche (France).

SAINT MARTIN, Via Porro Lambertenghi 34, Milan. Tel: 688.44.34. Admin. & Owner: Gino Caselli; Gen. Mgr.: Primo Del Comune; Press & Pub.: Mario Guarino.

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Sidel Edizioni, Piazzetta Pattari 4, Milan. Tel: 804.818. Int'l: Emanuele Daniel.  
Labels: Las Vegas, Radio (distributed by Clan).  
Silver (see Italmusica).  
Sir (see Italmusica).  
Societa' Trevisan Combo, Corso Europa 16, Milan. Tel: 799.158. Cable: TREVISANCOMBO. Mng. Dir. & Int'l: Mario Trevisan.  
Labels: Combo, Humour, RT Club.  
This company represents: Marfer (Spain).  
Int'l reps.: Australia (Minstrel), Canada (Leon Vellone), Spain (Marfer), Switzerland (Rothlisberger), USA (Carosello), South Africa (L'Edicola), Turkey (Sayanplak).  
Sprint (see Durium).  
Star (see King Universal).  
Starlet (see IFI).  
Stateside (see EMI-Italiana).  
Stella (see Saar).  
Stereo (see Decca Dischi Italia).  
Style (see Cellograf-Stimp).  
Sviluppo Discografico del Mezzogiorno, Via Morgantini 3, Naples. Mng. Dir.: Luciano Ville-vielle Bideri.  
Branch: Rome, Via Teulada 52. Tel: 380.700.  
Label: Edibi.  
Talent (see RCA-Italiana).  
Tank (see Det).  
Tavola Rotonda (see Ricordi).  
TAY (SEE ADVERTISEMENT)  
Tempo (see Vedette).  
Tiffany, Galleria del Corso 2, Milan. Tel: 78.16.94 & 79.38.96. Gen. Mgr. & Int'l: Marino Marini; Variety A&R: Carlo Marini.  
Label: Tiffany (distributed by MPM).  
This company represents: Los Bravos, Los Canarios & Louis Aguilé (Barclay-Espanola).  
Totem (see Clan Celentano).  
Universal (see Phonotype).  
Variety (see Rifi).  
Vedette, Corso Europa 5, Milan. Tel: 780.046/7. Mng. Dir. & Gen. Mgr.: Armando Sciascia; Pop A&R: Francesco Anselmo; Classical & Int'l: Aliko Andris; Sales Dir.: Sergio Sciascia; Press & Pub.: Antonio Pasqui.  
Branches: Via dei Mille 27/A, Rome—Piazza Garibaldi 73, Naples—Via delle Panche 128, Florence.  
Labels: (owned) Corsair, Tempo, Vedette; (distributed) Dischi del Sole, Esse.  
Tape: 4-tr. cartridge (Ecofina); musicassette (Philips-Phonogram).  
This company represents: Rozenblit (Brazil), Baerenreiter-Musicaphone (Germany), Lyra (Greece), Ember (United Kingdom), Elektra

Nonesuch (USA), Everest (USA), Contrepoint (USA), Hifi (USA), Period (USA), Scala (USA), Starday (USA).  
Int'l reps.: Argentina (Sicamericana), Australia (Carinia), Austria (Centrocord), Brazil (Rozenblit), Germany (Oversea), Greece (Lyra), Netherlands (Bosheck), Malta (D'Amato), United Kingdom (Ember), Switzerland (Phonag), Venezuela (Velvet).  
Victrola (see RCA-Italiana).  
Vik (see RCA-Italiana).  
Vip (see Saint Martin).  
Vis-Radio, Corso Umberto I, 132, Naples. Tel: 322.705. Cable: VISRADIO. Mng. Dir. & Sales & Int'l: Aldo Scoppa, A&R: Gino Conte.  
Branches: Via Larga 31, Milan. Tel: 860.422. Mgr.: Gennaro Senatore—Via Flavia 72, Rome. Mgr.: Carlo Santoro.  
Labels: Vis Radio, Dominator.  
Int'l reps.: Australia (Laberti Bros.), Canada (Bravo), Germany (Oversea), Switzerland (Rothlisberger), USA (Italdisc), Venezuela (Radio Capri).  
La Voce Del Padrone (see EMI-Italiana).  
**INDEPENDENT RECORD PRODUCERS**  
Borroni Elio, Corso Europa 12, Milan. Tel: 79.53.52. Label credits: Amico, Casa Bianca, Det, Rifi, CGD.  
Buoncompagni Giandomenico, Via Nemea 21, Rome. Tel: 322.654. Label credit: RCA-Italiana.  
Carraresi Flavio, Via Donizetti 21, Milan. Tel: 705.853. Label credit: Miura.  
Cip-Cantanti, Corso Europa 5, Milan. Tel: 792.122. Label credits: Det, RCA-Italiana.  
De Bellis Giancarlo, Via Cassia Antica 11, Rome. Label credit: Philips.  
FP4 di Aldo Pagani, Galleria del Corso 2, Milan. Tel: 70.50.05. Label credit: Carisch.  
Gallo Gigi, Galleria del Corso 4, Milan. Tel: 799.447. Label credit: CBS.  
Gariboldi & Cerruti, Galleria del Corso 4, Milan. Tel: 70.25.63. Label credit: CBS.  
Reno Teddy, Ariccia, Rome. Tel: 93.11.47. Label credit: Ricordi.  
Reverberi Giampiero, Via Zara 7/15, Genoa. Tel: 36.11.19. Label credits: EMI-Italiana, Belldisc.  
Ricordi Nanni, Corso de Porta Nuova 10, Milan. Tel: 65.34.13. Label credits: RCA-Italiana, Ricordi.

## ● music publishers

Abatte (AIDEM), Galleria del Corso 2, Milan. Tel: 709.491. Mng. Dir. & Prof. Mgr.: Gabriele Gaspare Abatte.  
Affiliates: Edizione La Canzone, Mediolana.  
Aberbach (BIEM-SEDRIM) (UNEMI), Via Lazio 9, Rome. Tel: 48.58.53 & 47.08.81. Cable: ABEROMA. Mng. Dirs.: Joachim J. Aberbach & Julian J. Aberbach; Gen. Mgr.: Fulvio Corradini.  
Affiliates: Edizioni Progressive, Roosevelt.  
Int'l firms represented: Carlin (United Kingdom), Gladys (USA), Elvis Presley (USA), Progressive (USA), Roosevelt (USA), Aberbach Group (world-wide).  
Int'l rep.: Aberbach, world-wide.  
Abici (BIEM-SEDRIM) (UNEMI), Via Morgantini 3, Naples.  
Accademia (see Ariston Gruppo Editoriale).  
Accordo (see Curci Gruppo Editoriale).  
Acuff-Rose (see Sugarmusic Gruppo Editoriale).  
Adriatica (see Sugarmusic Gruppo Editoriale).  
Alfa (see Leonardi Gruppo Editoriale).  
Alfiere-Esdera, Piazzetta Pattari 2, Milan. Tel: 28.26.241. Cable: COMINFON. Mng. Dir.: Manlio Baron; Prof. Mgr.: Peter L. R. Keun.  
Int'l firms represented: DGG & Philips affiliates (world-wide), Kaskat (USA).  
Int'l reps: DGG & Philips affiliates world-wide.  
Allegro (see Bixio Cema).  
Allione Abramo (BIEM-SEDRIM) (AIDEM) Via Enrico Toti 4, Milan. Tel: 463.99.20.  
Amazonia (see Sugarmusic Gruppo Editoriale).  
Apollo (see Sugarmusic Gruppo Editoriale).  
Applauso (see Southern).  
April (see Sugarmusic Gruppo Editoriale).  
Araldo (see Sugarmusic Gruppo Editoriale).  
Ariete (see Curci Gruppo Editoriale).  
Ario (see Sugarmusic Gruppo Editoriale).  
Ariston Gruppo Editoriale, Piazzetta Pattari 1/3, Milan. Tel: 89.77.45/47. Cable: ARISTONMUSIC. Pres.: Alfredo Rossi; Gen. Mgr.: Bob Lumbroso; Prof. Ass't: Alberto Salerno.  
Affiliates: Accademia, First, Formidabile, La Bussola, MEC, Pettiroso, Piper Club, Santa Cecilia.  
Int'l firms represented: Burlington-Palace (United Kingdom), Kassner (United Kingdom), Regent (USA).  
Int'l reps.: Argentina (Ariston), Spain (Ariston), Kassner (United Kingdom), USA (Regent).  
Aromando (see Sugarmusic Gruppo Editoriale).  
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C A M, Via Virgilio 8, Rome. Tel: 31.43.41. Cable: CAMUSIC. Pres.: Giuseppe Campi; Mng. Dir.: Luigi Campi; Soundtracks Mgr.: Luigi Campi; Promo. & Pub.: Franca Croccolo.  
Affiliates: Campi, Elisabetta, Fulginea, Gong, Tank.  
Int'l firms represented: Campbell-Connelly (United Kingdom), Marks (USA).  
Int'l reps.: France, Germany, Japan, Switzerland, United Kingdom, USA (all CAM).  
California (see Rossi).  
Campi (see CAM).  
Canopo, Via Pasteur 70, 00144 Rome-Eur. Tel: 59.57.86. Gen. Mgr.: Romano Di Bari.  
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Canzoni Moderne (see Sugarmusic Gruppo Editoriale).  
Carisch, Via General Fara 39, Milan. Tel: 650.741.  
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Casiroli (see Leonardi Gruppo Editoriale).  
Cervino (see Curci Gruppo Editoriale).  
Chiappo (see Nazionalmusic).  
Cicogna, Via Morozzo della Rocca 6, Milan.  
Cielo-Video (BIEM-SEDRIM) (UNEMI), Galleria del Corso 2, Milan. Tel: 705.231.  
Clan, Corso Europa 5, Milan. Tel: 70.20.94.  
Club (BIEM-SEDRIM) (AIDEM), Via Luchino del Maino 12, Milan. Tel: 49.68.12. Gen. Prof. Mgr.: Claudio Gambarelli.  
Cobra (see Sugarmusic Gruppo Editoriale).  
Colby (see Sugarmusic Gruppo Editoriale).  
Curci Gruppo Editoriale (SEDRIM-BIEM), Galleria del Corso 4, Milan. Tel: 79.14.40. Pres. & Gen. Mgr.: Giuseppe Gramitto Ricci; Gen. Prof. Mgr.: Theo Treppiedi.  
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Daniele (see Sidet Gruppo Editoriale).  
D'Anzi (see Curci Gruppo Editoriale).  
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Dott. Gallazzi (see Francis-Day).  
Duomo (see Durium Gruppo Editoriale).  
Ducale, Via Beccaria 5, Milan. Tel: 702.402. Pres. & Gen. Mgr.: Davide Matalon.  
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E A R (see Nazionalmusic).  
Edicomo (see Guerrini Gruppo).  
Edir (see Ricordi).  
Edizione La Canzone (see Abbate).  
Edizioni del Gallo (see Bella Ciao).  
Edizioni Progressive (see Aberbach).  
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Elisabetta (see CAM).  
Elite (see Leonardi Gruppo Editoriale).  
F P 4, Galleria del Corso 2, Milan. Tel: 798.845/885 & 705.005. Gen. Prof. Mgr.: Aldo Pagani.  
Fama (see Ricordi).  
Fantasia (see Sugarmusic Gruppo Editoriale).  
Fast (see Curci Gruppo Editoriale).  
Fiera (see Sugarmusic Gruppo Editoriale).  
First (see Ariston Gruppo Editoriale).  
Flaminia (see Sugarmusic Gruppo Editoriale).  
Fonocine (SEDRIM-BIEM) (UNEMI), Via S. Paolo 15, Milan. Tel: 874.460. Owner & Gen. Prof. Mgr.: Pericle Boschetti.  
Fonofilm Ricordi (see Ricordi).  
Formidabile (see Ariston Gruppo Editoriale).  
Fortissimo (see Southern).  
Fortuna (see Curci Gruppo Editoriale).  
Fox (see Southern).  
Francis-Day (AIDEM), Piazza del Liberty 2, Milan. Tel: 78.00.36. Cable: ARPEGGIO. Pres.: Frederick E. M. Day; Mng. Dir.: Giuseppe Gallazzi.  
Affiliates: Gustavo Gori, Dott. Gallazzi.  
Int'l firms represented: Francis-Day (France), Canciones del Mundo (Spain), Francis Day &

Hunter (United Kingdom), Donna (United Kingdom), Lawrence Wright (United Kingdom), Akbestal (USA), Chardon (USA), Faithful Virtue (USA), Sea of Tunes (USA).  
 Frank (see Sugarmusic Gruppo Editoriale).  
 Fulginea (see CAM).  
 Gea (see Sugarmusic Gruppo Editoriale).  
 General, Viale Liegi 41, Rome. Tel: 865.307 & 850.358. Mng. Dir. & Prof. Mgr.: Enrico De Melis.  
 E. Gennarelli (see Bideri).  
 Gong (see CAM).  
 Gustavo Gori (see Francis-Day).  
 Grandi Firme Della Canzone (see Bixio Camsa).  
 Guerrini Gruppo (SEDRIM-BIEM) (UNEMI), Galleria del Corso 2, Milan. Tel: 730.103. Pres.: Gualtiero Guerrini; Gen. Mgr.: Maria Luisa Nobile.  
**Affiliates:** Edicom, Eldorado, Rampolsi, San Giusto, Zig Zag.  
 I M I (International Music of Italy), Corso Europa 5, Milan. Tel: 780.046/7. Pres.: Armando Sciascia; Int'l: Aliko Andris.  
 Iller (see Ricordi).  
 Italcanto (see Curci Gruppo Editoriale).  
 Italcarsich (see Southern).  
 Italian Yank (see Curci Gruppo Editoriale).  
 Italmusica, Corso Genova 22, Milan. Tel: 85.46.41. Gen. Mgr.: Luigi Pignini.  
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 Ivana (see Sugarmusic Gruppo Editoriale).  
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 La Falena (see Sugarmusic Gruppo Editoriale).  
 Lady (see MAS).  
 Leon (see Leonardi Gruppo Editoriale).  
 Leonardi Gruppo Editoriale (SEDRIM-BIEM), Corso Europa 5, Milan. Tel: 70.20.94. Pres.: Fritz Leonardi; Gen. Prof. Mgr.: Giuseppe Coreca; Int'l Mgr.: Giuseppe Dellacqua.  
**Affiliates:** Alfa, Cantanapoli, Casiroli, Elite, Leon, Luisania, Musicali Film, Settebello, Souvenir.  
 Liberty (see Sugarmusic Gruppo Editoriale).  
 Luisania (see Leonardi Gruppo Editoriale).  
 M A S, Viale de Porta Vercellina 6, Milan. Tel: 490.171 & 437.162. Gen. Mgr.: Pierangelo Codevilla.  
**Affiliates:** Lady, SAAR.  
 M E C (see Ariston Gruppo Editoriale).  
 Mascheroni (see Sugarmusic Gruppo Editoriale).  
 MASCOTTE (SEDRIM-BIEM) (AIDEM), Galleria del Corso 4, Milan. Tel: 793.601. Pres.: Eloisa Spaziani; Gen. Mgr.: Eros Sciorilli. (SEE ADVERTISEMENT)  
 Peter Maurice (see Sugarmusic Gruppo Editoriale).

Mediolana (see Abbate).  
 Melodi (see Sugarmusic Gruppo Editoriale).  
 Menestrello (see Sugarmusic Gruppo Editoriale).  
 Millenote (see Sidet Gruppo Editoriale).  
 Miura, Corso Europa 5, Milan. Tel: 782.296/298/317. Cable: MIURAMUSIC. Mng. Dir.: Lorenzo Santopietro; Prof. Mgr.: Giusta Spotti.  
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 Nazionale (see Nazionalmusic).  
 Nazionalmusic, Corso Vittorio Emanuele 30, Milan. Tel: 793.769 & 705.790.  
**Affiliates:** Chiappo, EAR, Nazionale, Sonofilm.  
 Olona (see Miura).  
 Orchestralmusic (see Curci Gruppo Editoriale).  
 Peer Italiana (see Southern).  
 Pettiroso (see Ariston Gruppo Editoriale).  
 Picchio Rosso (see Miura).  
 Piccola Vela (BIEM-SEDRIM), Via Enrico De Marinis 4, Naples. Tel: 31.41.40, 322.694.  
 Pickwick (see Sugarmusic Gruppo Editoriale).  
 Piper Club (see Ariston Gruppo Editoriale).  
 Polaris (see Sugarmusic Gruppo Editoriale).  
 R C A-Italiana (BIEM-SEDRIM), Via Tiburtina Km. 12, Rome. Tel: 41.60.41. Cable: RADIOINTER. Mgr.: Mario Cantini.  
**Branch:** Corso Europa 5, Milan. Tel: 70.21.42.  
**Int'l firms represented:** Relay (Argentina), Victor (Brazil), RCA Victor (Mexico), RCA-Espanola (Spain), Milwick (United Kingdom), Pipdon (United Kingdom), Jobete (USA), Stein & Van Stock (USA), Ivan Mogull (USA).  
 R T V (see Curci Gruppo Editoriale).  
 Radio (see Sidet Gruppo Editoriale).  
 Radio Record Ricordi (see Ricordi).  
 Rampolsi (see Guerrini Gruppo).  
 Rascel (see Sugarmusic Gruppo Editoriale).  
 Redi (see Bella Ciao).  
 Resolute (see Sugarmusic Gruppo Editoriale).  
 Rias (see Sugarmusic Gruppo Editoriale).  
 Ricordi (SEDRIM-BIEM), Galleria del Corso 2, Milan. Tel: 700.304, 702.656. Gen. Mgr.: Mariano Rapetti.  
**Affiliates:** Edir, Fama, Fonofilm Ricordi, Radio Record Ricordi, Ritmi e Canzoni, Iller.  
 Rifi, Corso Buenos Aires 77, Milan. Tel: 262.473. Mng. Dir.: Giovanbattista Ansoldi; Prof. Mgrs.: Dolores Baietta & Giuliana Novati; Int'l Mgr.: Giuseppe Velona.

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Rimi (SEDRIM-BIEM), Galleria del Corso 2, Milan. Tel: 79.38.96. Cable: MARIART. Gen. Mgr.: Marino Marini.  
 Ritmi e Canzoni (see Ricordi).  
 Roosevelt (see Aberbach).  
 Rossi, Via Barletta 11, Milan. Tel: 79.53.53. Gen. Mgr.: C. A. Rossi; Int'l: Alma Pozzali.  
 Affiliates: California, Stradivarius, Tre Stelle.  
 SAAR (see MAS).  
 San Giusto (see Guerrini Gruppo).  
 Santa Cecilia (see Ariston Gruppo Editoriale).  
 Santa Lucia (see Bideri).  
 Santojanni (see Bideri).  
 Sacha Italiana (see Southern).  
 Scia (see Bideri).  
 Sciascia (BIEM-SEDRIM), Corso Europa 5, Milan. Tel: 780.046/7. Gen. Mgr.: Armando Sciascia; Int'l: Aliki Andris.  
 Screen Gems Columbia (see Sugarmusic Gruppo Editoriale).  
 Senza Fine, Piazzetta Pattari 2, Milan. Tel: 89.89.09. Gen. Mgr.: Gino Pabli.  
 Sette Note (see Southern).  
 Settebello (see Leonardi Gruppo Editoriale).  
 Sidet Gruppo Editoriale (BIEM-SEDRIM) (AIDEM),

Piazzetta Pattari 4, Milan. Tel: 804.818 & 861.165. Mng. Dir.: Emilio Daniele; Gen. Mgr. & Int'l: Emanuele Daniele.  
 Branch: Via Teulada 52, Rome.  
 Affiliates: Daniele, Diamante, Millenote, Radio, Tornado, Blue Sky.  
 Int'l firms represented: Alexis (USA), Raphaelle (Germany), Eurovarietes (France), Marvelle (USA), Mozart (United Kingdom), Mozart (Germany).  
 Sofia (see Sugarmusic Gruppo Editoriale).  
 Sonofilm (see Nazionalmusic).  
 Southern, Piazzetta Pattari 2, Milan. Tel: 896.622 & 896.709. Cable: SOUTHMUSIC. Mng. Dir.: Alberto Carisch.  
 Affiliates: Applauso, Astra, Fortissimo, Fox, Italcarrisch, Kramer, Peer Italiana, Sacha Italiana, Sette Note.  
 Souvenir (see Leonardi Gruppo Editoriale).  
 Spanka Italiana (see Curci Gruppo Editoriale).  
 Sprint (see Durium Gruppo Editoriale).  
 Stradivarius (see Rossi).  
 Successo (see Sugarmusic Gruppo Editoriale).  
 Sugarmusic Gruppo Editoriale (BIEM-SEDRIM) (UNEMI), Galleria del Corso 4, Milan. Tel: 79.48.41.  
 Cable: SUGARMUSIC. Mng. Dirs.: Ladislao & Piero Sugar; Gen. Mgr.: Ettore Carrera.  
 Branch: Via delle Carroze 3, Rome. Tel:

68.16.18. Mgr.: Giampiero Todini.  
 Affiliates: Acuff-Rose, Adriatica, Amazonia, Apollo, April, Araldo, Ario, Aromando, Bama, Canzoni Moderne, Cobra, Colby, Di Lazzaro, Fantasia, Fiera, Flaminia, Frank, Gea, Ivana, La Cicala, La Falena, Liberty, Mascheroni, Melodi, Menestrello, Peter Maurice, Pickwick, Polaris, Rascel, Resolute, Rias, Screen Gems Columbia, Sofia, Successo, Supersonic, Suvini Zerbini, Tevere, Tiber, Worldmusic.  
 Int'l firms represented: Annis House (USA), Aro (USA), B&F (USA), Raul Breton (France), Charles Brull (United Kingdom), Editorial Julio Korn (Argentina), Frederick (USA), Genius (USA), Gleam (USA), Gopam Ent. (USA), Harmonic Recs. (USA), New Road (USA), The Richmond Org. (USA), River (USA), Sparta (United Kingdom), Symbol (USA), Taggie (USA), UPAM (USA), Vincent (USA), Web IV (USA).  
 Int'l reps.: Argentina (Editorial Latina), Belgium (Italmusica), France (Sugarmusic), Germany (Solami).  
 Supersonic (see Sugarmusic Gruppo Editoriale).  
 Susy (AIDEM), Via Piatti 4, Milan. Tel: 86.73.61. Mng. Dir.: Enrico Meazzi.  
 Suvini Zerbini (see Sugarmusic Gruppo Editoriale).  
 Tank (see CAM).  
 Telstar (BIEM-SEDRIM), Via Turati 28, Milan. Tel: 650.677/5. Mng. Dir. & Gen. Prof. Mgr.: Federico Monti Arduini.  
 Tevere (see Sugarmusic Gruppo Editoriale).  
 Tiber (see Sugarmusic Gruppo Editoriale).  
 Tornado (see Sidet Gruppo Editoriale).  
 Tre Stelle (see Rossi).  
 Vescovi (see Italmusica).  
 Vis (BIEM-SEDRIM) (UNEMI), Corso Re Umberto I 132, Naples. Tel: 313.764. Cable: VISRADIO. Pres. & Gen. Mgr.: Aldo Scoppa; Prof. Mgr.: Luigi Ricciardi.  
 Voce Del Padrone, Piazza Cavour 1, Milan. Tel: 652.858. Prof. Mgr.: Mansueto De Ponti.  
 Worldmusic (see Sugarmusic Gruppo Editoriale).  
 Zig Zag (see Guerrini Gruppo).

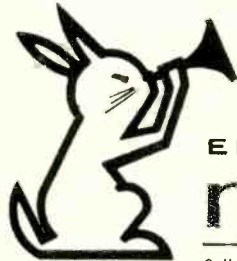
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## ● record wholesalers

### DISTRIBUTORS

Ca-Di, Via Virgilio 8, Rome. Tel: 31.43.41. Cable: CAMUSIC. Pres.: Giuseppe Campi; Sales Mgr.: Bruno Bianchi.  
 Labels: Det, Det Int'l, Camp, Campi, Amico, Casa Bianca, Mama.  
 CLAN, via Corridoni 11, Milan. Tel: 78.26.52/3. Mng. Dir. & Gen. Mgr.: Luciano Degl'Innocenti.  
 Labels: Clan Celentano, Ole, Kansas, Disco Az-

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MENT)

M P M, Viale Sabotino 3, Milan. Tel: 592.708. Mng.  
Dir.: Pino Paschetto; Gen. Mgr.: Luciano Pignini.  
Labels: CDB, CGO, Cedi, Bruber-Interrecord, Fox-  
Rex, Cinevox, St. Martin, West-Side, Tiffany.  
Messaggerie Musicali, Galleria del Corso 4, Milan.  
Tel: 79.48.41. Cable: SUGARMUSIC. Sales Mgr.:  
Sergio Di Gennaro.  
Branches: Turin, Milan, Genoa, Padua, Rome,  
Florence, Bari, Catania, Naples.  
Labels: CGD, CBS, Epic, Audio Fidelity, A&M,  
Derby, Festival, Musicor, Project 3, Reprise,  
Scepter, Warner Bros.-Seven Arts.

#### IMPORTERS & EXPORTERS

Bongiovanni, 28 Rizzoli, Bologna. Tel: 225.722.  
Gen. Mgr.: Mr. Giancarlo.  
Messaggerie Musicali, Galleria del Corso 2, Milan.  
Tel: 79.48.41/5. Cable: MESSMUSIC. Gen.  
Mgrs.: Edmondo Besnyo, Antonio Alati.  
Ricordi, Via Berchet 2, Milan. Tel: 87.13.13. Mgr.:  
Federico Cella.  
Ludwig Wagner, Viale Duca D'Aosta 82, Bolzano.

#### services & supplies

#### ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

A F I (Ass'n of the Italian Record Companies), Via  
Palagi 10, Milan. Tel: 22.59.66. Gen. Sec'y:  
R. A. Franchetti.  
A I D E M (Italian Ass'n of Music Publishers), Piazza  
del Liberty 2, Milan. Tel: 78.00.35.  
A P D I (Ass'n of the Independent Record Com-  
panies), Via Larga 11, Milan. Tel: 87.51.66.  
L A C O I M (Independent Ass'n of Singers & Or-  
chestras), PO Box 736, Milan.  
U N E M I (Union of Italian Music Publishers),  
Corso di Porta Vittoria 47, Milan. Tel: 792.669.  
Gen. Sec'y: Paolo Dell'Erba.

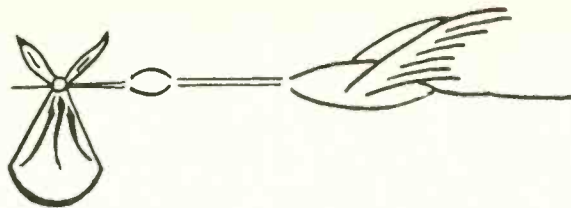
#### LABEL MANUFACTURERS

Casellato S., Via Spazio Farsaglia 3, Milan. Tel:  
54.60.207.  
Grafica Gallati, Via Friuli 8b, Milan. Tel: 54.53.321/  
337.

#### MUSIC LICENSING ORGANIZATIONS

Editori Indipendenti (Independent Publishers), c/o  
Sandro Fumagalli, Via Besana 2, Milan. Tel:  
79.00.40. Mgr.: Sandro Fumagalli.

*continued on page 292*



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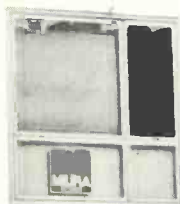
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 S I A E (General Performing Rights Society), Viale della Letteratura 30, Rome-Eur. Tel: 5990.

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Ambrosio, Via Brasile 9, Limite (Milan). Tel: 90.46.185/6.  
 Audio.Ediz. Paoline, Via Castro Portico 21, Albano Laziale (Rome).  
 Bellu F.LLI, Via Per Seregno 114, Seregno (Milan).  
 Bideri, S. Pietro a Majella 17, Naples.  
 Blueplast, Via Druso 3, Milan. Tel: 73.85.575.  
 C G D, Via Moretto 9, Milan. Tel: 712.497.  
 C I F (Phonogram-Philips), Via Benadir 14, Milan. Tel: 282.62.41.  
 Cellograf-Simp, Via Maffucci 18, Milan. Tel: 371.130/171.  
 Durium, Via Trieste, Erba (Como). Tel: 61426.  
 E M I-Italiana, Via Bergamo 45, Caronno Pertusella (Milan).  
 Fonit-Cetra, Via Meda 45, Milan. Tel: 843.25.51.  
 Fonocrom, Via Martiri della Libertà, Ballano (Como). Tel: 81.434.  
 Fonola, Via Leopardi 25, Milan. Tel: 872.882.  
 G F/Guerrini, Via Goldoni 18, Trezzano d'Adda (Milan).  
 I F I (Ariston), Via M. Gorki, San Giuliano Milanese (Milan). Tel: 98.45.501.  
 I R I (Rifi), Via Vespolate 22, Confienza (Pavia-Milan). Tel: 64.054.  
 Industrie Italiane Lingue Vive Nel Mondo, S. Colombano al Lambro (Milan).  
 Italmusica, Ripa Ticinese 75, Milan. Tel: 84.86.270.  
 Ma-Plast, Via Teocrito 22, Milan. Tel: 25.76.586.  
 Microwatt, Via Principato 2, Vercate (Milan). Tel: 62.209.  
 Phonotype, Vicoletto S. Giovanni Maggiore 5-6, Naples.  
 R C A-Italiana, Via Tiburtina Km. 12, Rome. Tel: 41.60.41.  
 Giampiero Rossi (formerly Calypso/Rifi), Via Quintino Sella 93, Busto Arsizio (Varese-Milan). Tel: 35.214.  
 S A A R, Via Gramsci 20, Pero (Milan). Tel: 35.30.564.

**RECORDING & TAPE Duplicating Studios**

Angelicum, Piazza S. Angelo 2, Milan. Tel: 65.46.10.

Bideri, S. Pietro a Majella 17, Naples. Tel: 21.03.25.  
 C G D, Galleria del Corso 4, Milan.  
 Cinevox, Via Gregoriana 16, Rome. Tel: 68.34.86.  
 Durema, Via Marsala 7, Milan. Tel: 66.41.61. Mgr.: Claudi Occhiina (duplication only).  
 E M I-Italiana, Via S. Eufemia 25, Milan. Tel: 802.622.  
 Folklore, F.F. Stereo Studio, Via Ventimiglia 194, Turin. Tel: 697.125.  
 Fonit-Cetra, Via Meda 45, Milan. Tel: 84.32.551.  
 Branches: Via Nicola dei Cesarini 3, Rome. Tel: 565.451—Via Bertola 3, Turin. Tel: 57.53.  
 Fono Roma, Via Maria Cristina 5, Rome. Tel: 382.051.  
 Branch: Via Lumiere 4, Cinelandia di Cologno Monzese (Milan). Tel: 91.23.073.  
 Fonorama di C.A. Rossi, Via Barletta 11, Milan. Tel: 53.92.392.  
 Int'l Recg., Via Urbana 172, Rome. Tel: 480.667.  
 Microphone, Via Mantova 10, Milan. Tel: 593.053.  
 New Phone, Corso Europa 5, Milan. Tel: 700.008. (duplication only).  
 Phonogram, Piazza Cavour 2, Milan. Tel: 790.071.  
 Phonotype, Via A.De Marinis 4, Naples. Tel: 322.694.  
 Play-Co (Rifi), Via Stromboli 18, Milan. Tel: 463.900/257.  
 R C A-Italiana, Via Tiburtina Km. 12, Rome. Tel: 41.60.41.  
 Regson di Carlo Zanibelli, Via Lodovico Il Moro 57, Milan. Tel: 422.46.20.  
 Ricordi, Via dei Cinquecento 1, Milan. Tel: 53.03.94.  
 S A A R, Via Gramsci 20, Pero (Milan). Tel: 35.30.564.  
 Sax, Via P. Borsieri 41, Milan. Tel: 688.44.23.  
 Studio 7, Corso Venezia 7, Milan. Tel: 700.027.  
 Tiffany, Galleria del Corso 2, Milan. Tel: 78.16.94.  
 Titanus, Via Sommacapagna 28, Rome. Tel: 386.184.  
 Vedette (Sound Studio Cinelandia), Via Lumiere 4, Cinelandia di Cologno Monzese (Milan).  
 Vis-Radio, Via Cupa Cajafa 36, Naples. Tel: 38.61.64.

**RECORDING STUDIO EQUIPMENT MANUFACTURERS**  
 Costruzioni Elettromeccaniche Bomar, Via Seneca 37, Rome. Tel: 34.35.49.  
 Siemens Italiana, Piazza Zavattari 12, Milan. Tel: 43.88.

**SLEEVE MANUFACTURERS**  
 Barbieri Stampa, Via S. Rocco 6, Milan. Tel: 58.56.77.  
 Campi, Foligno. Mgr.: Feliciano Campi.  
 Casellato Tipografia, Via Spazio Farsaglia 3, Milan. Tel: 54.60.207.  
 Corporazione Arti Grafiche, Rome.

Cremona Nuova, Via Bergamo 36, Cremona. Tel: 30.281/2/3.  
 Grafica Gallati, Via Friuli 8b, Milan. Tel: 54.53.321/337.  
 Grafiche Dotti, Via 5 Giornate 38, Cernobbio (Como). Tel: 37.308.  
 Litouric, Via Ariosto 32, Milan. Tel: 490.686; Via Puccini 6, Buccinasco Corsico (Milan). Tel: 447.3146.  
 La Magica, Via Marco Aurelio 42, Milan. Tel: 2894.619.  
 M Z Grafiche, Via Bisleri 19, Milan. Tel: 407.08.83.  
 Morrell F.LLI, Osnago (Como). Tel: 58.112.  
 Pizzi Amilcare, Via de Vizzi 8/6, Cinisello Balsamo (Milan). Tel: 928.88.21/25.  
 Saita, Via Simone D'Orsenigo 2, Milan.  
 Stab.Tipolit.U.Pinto, Via di Tor Cervara 283, Rome. Tel: 221.609.

**● tape section****RAW TAPE MANUFACTURERS & DISTRIBUTORS**

Agfa Geavert, Viale Certosa 126/130, Milan. Tel: 390.151. Cable: AGPAGEAVERT. Mng. Dir.: Helmut Schultze-Battman.  
 Ferrania (controlled by 3M), Corso Matteotti 12, Milan. Tel: 70.16.77.  
 Geloso, Viale Brenta 29, Milan. Tel: 56.31.83.  
 Philips, Piazza IV Novembre 3, Milan. Tel: 69.94.

**TAPE CARTRIDGE & CASSETTE LICENSED DUPLICATORS & DISTRIBUTORS**

ECOFINA, Via Leopardi 8, Milan. Tel: 8690.121 & 806.125. Gen. Mgr.: Mourad Sabet.  
 Cartridge: 4-tr. M&S.  
 Labels: Ariston, Belldisc, CGD, Fonit-Cetra, Miura, Ricordi, Rifi, Vedette, Tiffany, Jaguar, FP4, Juke-Box. (SEE ADVERTISEMENT)

Offel, Via Lato di Mezzo 32/42, Lugo di Ravenna. Tel: 225.42.  
 Cartridge: 4-tr. M&S.  
 Labels: Ariston, Bluebell, Fonit-Cetra, Rifi, Saar.

Phonogram (Philips), Via Benadir 14, Milan. Tel: 28.26.241. Cable: COMINFON. Mng. Dir.: Manlio Baron; Gen. Mgr.: Alain Trossat; Mgr.: Taco H. Dijkgraaf.  
 Cartridge: cassette M&S.  
 Labels: Bluebell, Clan, Durium, Fonit-Cetra, IFI (Ariston), Philips, Polydor, Ricordi, Rifi, Vedette.

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# TAY S. r. l.,

## A NEW RECORDING COMPANY IN ITALY

Milan, August 1968

Six months ago, a new recording company, TAY S.r.l., was established in Italy. The labels of its records distributed on the Italian market are TAY, KINKY and DISCATTUALITA. One wonders why a new recording company should be established in a country where firms of this kind abound, and where the market is apparently overflowing. An answer to this question can be found in the repertoire and professional background of the company's partners.

### How and Why TAY S.r.l. Was Established

At the end of 1967, musician Marcello Minerbi and journalist Tommaso Biggiero—both very well known in the Italian musical business—wrote a ballad on Che Guevara. The song entitled "A Flower for Che Guevara" was offered to various recording companies. As the offer was turned down, the two partners produced the record and put it on the Italian market. Today, "A Flower for Che Guevara" has become one of the Italian university students' favourite songs.

This is how TAY was started. Now, other non-conformist musicians, lyric writers and journalists have joined the company. Their production is not a mere imitation of what is heard outside Italy, but it also expresses a typical Italian trend which can be successful abroad.

### Artists and Repertoire

TAY's production is extremely varied. The "Gruppo '67 p.C.n." (post Christum natum), a vocal trio accompanied by a classical guitar, recorded the above mentioned song for Guevara, and "Cettina," a ballad that tells a tragic story connected with the earthquake in Sicily.

Armando Celso is a classic guitar player, who heads a group of musicians from the Music Academy. The Armando Celso orchestra plays famous old classical pieces (such as "Adagio" by Albinoni, Claire de Lune, Giochi Proibiti, etc.). They also recorded universally known tunes like Petite Fleur, Love Is a Many Splendoured Thing, la Chanson d'Orphee.

Nicola d'Alessio has a typical Southern-Italian voice. His first song, "Asciugati le Lacrime" (Dry Your Tears), which was recently put on the Italian market, is already a big success. The recording programme for this artist will include some of the most famous Neapolitan songs with guitar and mandolin accompaniments just like the Neapolitan minstrels. These are live recordings in order to obtain a natural and realistic atmosphere.

A series of orchestral long-playing records, intended mainly for export, is also being programmed.

The TAY Company is not only interested in the production of Italian music but also keeps an eye on the international market. Shanda Lear, a young American singer, has recently recorded "Cinderella Rockefeller" and "The King of Chicamooga." She has had a lot of singing experience both in Europe and in the U.S.A. She is the granddaughter of Ole Olsen of Olsen and Johnson, the famous authors of "Hellzapoppin."

"I Gadgets" is a group of French players which has updated for today's youngsters tunes which were famous in the twenties and thirties. Under the KINKY label they have produced "Nobody Knows You When You Are Down and Out," translated into "Il Milionario."

Other artists working for TAY S.r.l. are: The Gigi Cacace's Group, Hartego Mozart, a classical guitarist, Alfio and Chicca. The latter have recorded "A Very Beautiful November," a song which appears to be of great interest to the French market.

TAY S.r.l.

Via Torricelli, 15, Milano, Italy

Tel.: 84.84.218

R C A-Italiana, Via Tiburtina Km. 12, Rome. Tel: 41.60.41. Cable: RADIOINTER. Mng. Dir.: Giuseppe Ornato.

Cartridge: 8-tr. Stereo.  
S | L, Via Guadenzio Ferrari 3, Turin. Tel: 87.17.26.  
Cartridge: 4-tr. M&S.  
Labels: Cellograf-Simp, Fonit-Cetra, Ricordi, Rifi, SAAR.

### TAPE CARTRIDGE & CASSETTE PLAYBACK EQUIPMENT MANUFACTURERS & IMPORTERS

Autovox, Corso di Porta Nuova 18, Milan.  
Branch: Via Salaria 981, Rome. Tel: 83.70.91.

Product: cassette, auto/home.  
Condor of Giuseppe Gallo, Via Ugo Bassi 23/A, Milan. Tel: 60.628. Cable: LEONGALLO.  
Product: cassette, auto.

Gianni Baumberger, Via Priv. Perugia, Milan. Tel: 70.94.02.  
Imports: cassette, home (Saba).

Robert Bosch, Via Petitti 15, Milan. Tel: 39.96.  
Imports: cartridge, home (Blaupunkt).

Carlo Bussi, Via Maggio 5, Legnano. Tel: 4.84.16.  
Imports: 8-tr. cartridge, auto.

ECOFINA, Via Leopardi 8, Milan. Tel: 86.90.121 & 806.125. Gen. Mgr.: Mourad Sabet.  
Imports: 4-tr, 4&8-tr. compatible cartridge, auto/home (Muntz). (SEE ADVERTISEMENT)

Marelli, Corso Venezia 51, Milan.  
Product: 8-tr. cartridge, auto/home (Stereo Jet through Lear license).

Offel, Via Lato di Mezzo 32.42, Lugo Di Ravenna. Tel: 225.42.  
Product: 4-tr. mono cartridge, auto/home.

Philips, Piazza IV Novembre 3, Milan. Tel: 69.94.  
Product: cassette, auto/home.

S | L, Via Guadenzio Ferrari 3, Turin. Tel: 87.17.26.  
Product: 4-tr. cartridge, home.

STEREO-PAK, Via Griziotti 4, Milan; 20056 Trezzo Sull'Adda. Tel: (Milan) 46.95.271, (Trezzo) 90.90.138.  
Product: 4-tr., 8-tr., 4 & 8-tr. compatible cartridge; 4-tr. mono cartridge, portable. (SEE ADVERTISEMENT)

Voxson, Via Torcervara 286, Rome. Tel: 22.09.51.  
Product: 8-tr. cartridge, auto/home.

OPEN REEL TAPE RECORDER MANUFACTURERS

A E G Italiana, Via G. B. Pirelli 12, Milan.  
Europhon, Via Mecenate 86, Milan.

G B C Italiana, Via Matteotti 66, Cinisello Balsamo. Tel: 9.28.93.91.

Geloso, Viale Brenta 29, Milan. Tel: 56.31.83.

Lesia, Via Bergamo 21, Milan.

Philips, Piazza IV Novembre 3, Milan. Tel: 69.94.

Radiomarelli, Corso Venezia 51, Milan.

Siera (controlled by Philips), Via Vittor Pisani 12, Milan.

### phonograph manufacturers

Admiral Formenti, Via Fiuggi 2, Milan.  
Europhon, Via Mecenate 86, Milan.

G B C Italiana, Via Matteotti 66, Cinisello Balsamo (Milan).

Geloso, Viale Brenta 29, Milan.

Lenco Italiana, Via del Guazzatore 225, Osimo (Ancona).

Lesia, Via Bergamo 21, Milan.

Philips, Piazza IV Novembre 3, Milan.

### musical instruments

(Amplifiers, drums, guitars, harmonicas & organs).

MANUFACTURERS & DISTRIBUTORS

Ballore Byrini F.LLI, Via Marconi 48, Castelfidardo (Ancona). Tel: 78016. Mgrs.: Armando & Lido Ballone Burini.

Product: amplified guitars, organs.

Beccacece Cav.Ugo, Via Angelo Giunta 31, Recanati (Ancona). Tel: 88389/88478. Cable: BECCACECE.

Mgrs.: Ugo & Giorgio Beccacece.

Product: steel guitars.

Binson, Via Guinizelli 4, Milan. Tel: 28.33.19 & 289.35.93. Cable: BINSON. Gen. Mgr.: Bini Bonfiglio.

Product: electronic organs, amplifiers.

Krunaadi di A. Davoli, Via F. Lombardi 6/8, Parma. Tel: 40885/3. Cable: RADIODAVOLI. Gen. Mgr.: Mr. Bini.

Product: amplifiers, microphones, amplified guitars.

Elka Electronics, Casella Postale 1, Castelfidardo (Ancona). Tel: Loreto 8622-8621. Cable: ELKA. Pres.: Piero Crucianelli.

Product: amplifiers, electronic organs.

Excelsior, Via Martiri della Libertà, Castelfidardo (Ancona). Tel: 78006/78206. Cable: ACCORDING.

Product: steel guitars, electronic organs, amplifiers.

F | S A P, Via Paulucci di Calboli 20, Milan. Tel: 642.74.82. Mgrs.: Umberto Curiel, Giuseppe Ronchi & Artorige Alberti.

Product: drums.

Farfisa, Aspioterme (Camerano-Ancona). Tel: 95136/95236. Cable: FARFISA. Pres.: Paolo Settimio Soprani; Ass't to Pres. & PR: Gino Baldoni; Export Sales Mgr.: Giovanni Sernani; Home

Sales Mgr. & Musical Consultant: Felice Fugazza.

Product: amplified & steel guitars, organs, electronic organs, amplifiers.

Galanti Egidio, Mondaino (Forli). Tel: 70/105.

Product: electronic organs, amplified guitars.

Galanti F.LLI, Via Borgo 50, Mondaino (Forli). Tel: 70.134. Mgr.: Umberto Tentoni.

Product: electronic guitars.

Guerrini & Sons, Via S. Lucia 14, Castelfidardo (Ancona). Tel: 78.143.

Product: amplified guitars.

Kroma, Via Giotto, Sirolo (Ancona). Cable: KROMA. Tel: 958.354. Mgrs. & Owners: Domenico Dubini & Remo Giordani.

Product: amplified guitars.

Meazzi, Via Piatti 6, Milan. Tel: 867.361. Cable: MEFROM. Int'l Mgr.: A. Casale Rossi.

Product: harmonicas, amplified & regular drums, steel & amplified guitars, amplifiers, microphones.

Monzino, Via Donatello 5, Milan. Tel: 225.215 & 272.243.

Product: steel & amplified guitars.

Polverini, PO Box 83, Castelfidardo (Ancona). Tel: 780.097. Cable: POLVERINIBROS. Mng. Dir.: Gino Polverini.

Product: drums, steel & amplified guitars.

IMPORTERS & DISTRIBUTORS

Casale Bauer, Via S. Petronio Vecchio 38, Bologna. Imports: drums (Ludwig—USA, Trixon—Germany), amplified guitars & amplifiers (Fender—USA), guitars (Framus Werke—Germany).

Davoli (Krunaadi), Via F. Lombardi 6, Parma. Imports: electronic organs (Eminent—Netherlands), amplified guitars (Egmond—Netherlands).

Meazzi, Via Piatti 6, Milan. Tel: 867.361. Cable: MEFROM. Int'l Mgr.: A. Casale Rossi.

Imports: electronic pianos (Claviset—Germany).

## JAMAICA

Population: 1,839,000.

Official rate of exchange: 1 pound = \$2.40 (US).

Records imported from USA: 1967—\$114,124; 1966—\$92,359.

Records exported to USA: 1967—26,202 units @ \$9.149; 1966—381 units @ \$266.

Average retail price per record: LP—\$5 (domestic), \$6 (imported); EP—\$1.80; Singles—\$1 (domestic), \$1.50 (imported).

Type of record distribution: Manufacturer to dealer.

Radio stations: 2.

No. of radios: 350,000.

TV stations: 1.

No. of TV sets: 25,000.

Holidays: Jan. 1, May 23 (Labor Day), Queen's Birthday, 1st Monday in Aug. (Independence Day), Dec. 25, 26.

### record manufacturers

AND/OR WHOLESALERS & IMPORTERS

Calton & Jontom Recs., 15 Mark Ln., Kingston. Tel: 24285.

D K J, c/o Ken Khouri, PO Box 27, Hagley Park Post Office. Partners: Ken Khouri, Danny Sims & Johnny Nash.

Federal, PO Box 27, Hagley Park Post Office; 220 Marcus Garvey Dr., Kingston 11. Tel: 38817. Cable: FEDERREC. Mng. Dir.: Kenneth Khouri.

This company represents: Kapp, Philips, RCA Victor, United Artists.

Gloken, PO Box 27, Hagley Park Post Office; 220 Marcus Garvey Dr., Kingston 11.

This company represents: Liberty, Imperial.

Jamaica, 13 Brentford Rd., Kingston 5. Tel: 65141.

This company represents: Coxone Studio 1, Supreme, Porto Jam, Muzik City, Money Disc.

Stanley Motta, 109 Harbour St., Tel: 25416.

Paradise, 220 Foreshore Rd., Kingston W.1. Cable: FEDERREC, Dir.: Ken Khouri.

This company represents: ABC, Impulse.

Records Ltd., PO Box 27, Hagley Park Post Office, Kingston 11. Cable: FEDERREC. Mgr.: Kenneth Khouri.

This company represents: Mercury, Wing, Smash, Blue Rock.

Tip Top Rec. Centre, 37 Orange St., Kingston. Tel: 27817.

Tropical, 40 Port Royal St., Kingston.

West Indies, 13 Bell Rd., Industrial Estate, Kingston 11. Tel: 37340. Cable: WIRL. Dir.: Clifford Rae.

This company represents: Columbia, Checker, Chess, Coral, Decca, Dot, Folkways/Scholastic, MGM, Reprise, Verve, Warner Bros.

supplies & services

PRESSING PLANTS

Caribbean Rec., 1 Geffrard Pl., Kingston.

Federal, PO Box 27, Hagley Park Post Office; 220 Marcus Garvey Dr., Kingston 11. Tel: 38817. Cable: FEDERREC. Mng. Dir.: Kenneth Khouri.

Jamaica, 13 Brentford Rd., Kingston 5. Tel: 65141.

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continued

West Indies, 13 Bell Rd., Industrial Estate, Kingston 11. Tel: 37340. Cable: WIRL. Dir.: Clifford Rae.

**RECORDING STUDIOS**

Federal, PO Box 27, Hagley Park Post Office; 220 Marcus Garvey Dr., Kingston 11. Tel: 38817. Cable: FEDERREC. Mng. Dir.: Kenneth Khouri. Jamaica, 13 Brentford Rd., Kingston 5. Tel: 65141. West Indies, 13 Bell Rd., Industrial Estate, Kingston 11. Tel: 37340. Cable: WIRL. Dir.: Clifford Rae.

**JAPAN**

Population: 99,000,000.

Per capita income: \$922.

Official rate of exchange: \$1 (US) = 360 Yen.

No. of homes with record players: 8,000,000.

Records sold domestically: LP's 1967-15,261,000 units @ \$37,060,000 (up 17% from 1966); 1966-12,913,000 units @ \$31,728,000. 7" LP's 1967-12,549,000 units @ \$8,851,000 (down 9% from 1966); 1966-12,227,000 units @ \$9,736,000. Singles 1967-52,270,000 units @ \$31,131,000 (up 5% from 1966); 1966-50,450,000 units @ \$29,568,000. (Estimated on 80% of production.)

Records manufactured for domestic & export sale: LP's 1967-19,076,140 units @ \$46,262,100 (up 17% from 1966); 1966-16,142,036 units @ \$39,661,059. 7" LP's 1967-15,686,324 units @ \$11,063,815 (down 9% from 1966); 1966-15,284,518 units @ \$12,170,051. Singles 1967-65,338,247 units @ \$38,913,736 (up 5% from 1966); 1966-63,063,237 units @ \$36,960,530.

Records imported from USA: (CIF) 1967-524,674 units @ \$935,175 (up 198% from 1966); 1966-227,579 units @ \$472,947.

Records imported from countries other than USA: (CIF) 1967-825,682 units @ \$1,153,097 (up 39% from 1966); 1966-559,991 units @ \$827,822.

Records exported to USA: (FOB) 1967-148,993 units @ \$122,586 (down 1% from 1966); 1966-108,574 units @ \$122,766.

Records exported to countries other than USA: (FOB) 1967-1,863,047 units @ \$815,637 (up 31% from 1966); 1966-1,176,160 units @ \$624,747.

Average retail price per record: LP's-\$5.50; 7" LP's-\$1.25; Singles-\$1.00.

Stereo sales: 80.3% of total.

Tape manufacturered: for 6 months from October 1967 through March 1968; cartridge: 575,488 units; cassette: 56,352 units; open reel: 82,926 units.

Type of distribution: Manufacture-to-retailer predominates; distributors are gaining in importance.

Discounting: Frequent.

Type of promotion: Radio, TV, and weekly magazines carry lively news about popular singers and hit numbers.

Juke boxes: 20,000.

Radio stations: 46 commercial, 2 government; 48 AM, 2 FM.

Type of programming: Primarily recorded-60% pop, 40% classical.

No. of radios: 30,000,000 plus.

TV stations: 48 channels-2 government, 46 commercial.

Type of programming: 70% pop, 30% classical.

No. of sets: Over 18,000,000.

Import-export regulations: Free, effective Oct. 1, 1962.

Holidays: Jan. 1, Jan. 15 (Adults' Day), Mar. 21 (Vernal Equinox Day), Apr. 29 (Emperor's Birthday), May 3 (Constitution Day), May 5 (Children's Day), Sept. 24 (Autumnal Equinox Day), Nov. 3 (Culture Day), Nov. 23 (Labor Thanksgiving Day). J. Fukinishi

**record manufacturers**

CBS-Sony, 17 Roppongi 3-Chome, Minato-ku, Tokyo. Tel: (581) 0411. Pres.: A. Morita; Mng. Dir.: W. Ohga.

Cosdel, Nikkatsu Int'l Bldg., Rm. 525, 1 Yuraku-cho 1-Chome, Chiyoda-ku, Tokyo. Tel: (271) 5861/2. Pres.: Kenneth L. Cole.

King, 1 Otowa-cho 2-Chome, Bunkyo-ku, Tokyo. Tel: (941) 3111. Cable: KINGRECORD. Pres.: K. Machijiri; A&R: M. Suzuki & B. Tanabe; Sales: M. Masuo; Int'l: M. Suzuki; Pub. & Adv.: T. Osawa.

This company represents: ABC (USA), Argo (United Kingdom), Ace of Diamonds (United Kingdom), A&M (USA), Barclay (France), Command (USA), Contemporary (USA), Deram (United Kingdom), Good Time Jazz (USA), Impulse (USA), London (United Kingdom), Project 3 (USA), Telefunken (Germany), United Artists (USA), Vanguard (USA), Westminster (USA), Seven Seas (Japan) consisting of Ariola-Eurodisc (Germany), CGD (Italy), Fermata (Brazil), Fonit-Cetra (Italy), Festival (Australia) Harmonia Mundi (Germany), Music Hall (Argentina), Moonlong (USA), Orsen

(Mexico), Qualiton (Hungary), Ricordi (Italy), Riviera (France), Waikiki (USA), Zafir (Spain). Minorophone, Dai-ichi Taihei Bldg., 45-1 Tsunohazu 2-Chome, Shinjuku-ku, Tokyo. Tel: (434) 1111. Pres.: M. Nakayama; A&R: M. Endo; Sales: K. Nakayama; Pub. & Adv.: M. Horikawa.

Nippon Columbia, 14-14 Akasaka 4-Chome, Minato-ku, Tokyo. Tel: (584) 8111. Pres.: J. Kanzaki; A&R: H. Kaneko; Sales: K. Terajima; Pub. & Adv.: T. Sakata; Int'l: H. Terajima. This company represents: Disneyland (USA), Erato (France), Elite-Special (Switzerland), Festival (France), Hispavox (Spain), Mainstream (USA), Pye (United Kingdom), Supraphon (Czechoslovakia), Time (USA), Columbia Int'l consisting of Amadeo (Austria), Bam (Italy), Barenreiter-Musicaphon (Germany), Budget Sound (USA), Crown (Italy), Italdisc (Italy), Major Minor (United Kingdom), Musica et Libera (Germany), Melodia (USSR), Monitor (USA), Muza (Poland), Palette (Belgium), Preiser (Austria), Symphony Tone (Austria), Valois (France), Viking (New Zealand).

Nippon Crown, 1 Tamachi 2-Chome, Akasaka, Minato-ku, Tokyo. Tel: (582) 4741/5. Pres.: K. Arita; A&R: N. Saito; Int'l: T. Kamei; Sales: Y. Yoshida; Pub. & Adv.: K. Meguro.

Nippon Gramophone, 57 Aoyama Kita-machi 6-Chome, Minato-ku, Tokyo. Tel: (401) 4131/3. Cable: GRAMOCORD. Pres.: S. Izawa; A&R: T. Hino; Sales: S. Kasahara, G. Hirai; Int'l: W. Kimura; Pub. & Adv.: T. Itoh.

This company represents: Archiv (Germany), Atlantic (USA), Camphania Brasileira de Discos (Brazil), Deutsche Gramophon (Germany), Gallo Tone (South Africa), Intervox (Belgium), Kama Sutra (USA), MGM (USA), Verve (USA), and Polydor which consists of Ansonia (USA), Discos Universales (Mexico), El Virrey (Peru), HiFi (USA), Karusell (Sweden), Fiesta (USA), Microphon (Argentina), Musifon (USA), Phonogram (Argentina & Italy), Palacio de la Musica (Venezuela), Swedisc (Sweden), Sonoton (Germany).

Shinsekai, Saiwai Bldg., 3 Uchisaiwai-cho 2-Chome, Chiyoda-ku, Tokyo. Tel: (591) 0968. Cable: SHINSEKAI. Pres.: K. Hoashi; Int'l: Y. Tanabe. This company represents: MK (USSR).

Teichiku, 1 Nishi-Shimbashi 2-Chome, Minato-ku, Tokyo. Tel: (502) 6651/8. Pres.: T. Nanko; A&R & Int'l: I. Kinouye; Sales: K. Katsuura; Pub. & Adv.: R. Koyama.

This company represents: Brunswick (USA), Coral (USA), Decca (USA), Intervox (Belgium), Monument (USA), Sonet (Sweden), Vogue (France), Union (Japan) consisting of Artone (Netherlands), Continental (Brazil), Metronome (Sweden), Ronnex (Belgium), Scepter (USA), Tono (Denmark), World (Australia).

Toshiba, 30 Akasaka Tameike, Minato-ku, Tokyo. Tel: (583) 1111. Cable: TOSHIBAMUSICAL. Pres.: Y. Suga; A&R: K. Ueyeno; Sales: T. Sakai; Int'l: M. Kato; Pub. & Adv.: H. Yoda.

This company represents: Angel (United Kingdom), Blue Note (USA), Capitol (USA), Immediate (United Kingdom), Kapp (USA), Liberty (USA), Odeon (United Kingdom), Stateside (USA), Warner Bros.-7 Arts (USA), World Pacific Jazz (USA).

Victor, 11 Honcho 4-Chome, Nihombashi, Chuo-ku, Tokyo. Tel: (241) 7811. Cable: VIC. Pres.: H. Momose; A&R: K. Matsuoka; Sales: K. Kasajima; Pub. & Adv.: Y. Kumakura.

This company represents: Big (USA), Cam (Italy), Camden (USA), Cameo (USA), Colgems (USA), Critere (France), Cynus (France), Chart (USA), Calendar (USA), Dot (USA), Dunhill (USA), Elektra (USA), ESP-Disk (USA), Equinox (USA), Fontana (Netherlands), Hickory (USA), Limelight (USA), Mercury (USA), Milano (Italy), Motown (USA), Oiseau Lyre (France), Pacific Jazz (USA), Roulette (USA), Parkway (USA), Philips Netherlands, Prestige (USA), RCA (USA), Red Bird (USA), Reprise (USA), Rifi (Italy), Riverside (USA), Rost (USA), Seeco (USA), Smash (USA), Strike (USA), Tico (USA), 20th-Fox (USA), Victrola (USA), Vox (USA), World Group (Japan) consisting of Aristocrat (USA), Argo (Japan), Avenue (USA), Bandbox (USA), Bormand (USA), Checker (USA), Chess (USA), Conquest (USA), Cucu (USA), Dart (USA), Durium (Italy), Ember (USA), Everest (USA), Fraternity (USA), GTA (Italy), Milestone (USA), Cadet (USA), Impact (USA), Vogue (France).

**INDEPENDENT RECORD PRODUCERS**

Aberbach Tokyo, Zenkyoren Bldg., 7 Hirakawa-cho 2-Chome, Chiyoda-ku, Tokyo. Tel: (265) 3291/9. Pres.: S. Iijima.

Bob Music, Shin-Akasaka Mansion, 7-14 Akasaka 6-Chome, Minato-ku, Tokyo. Tel: (585) 3471/2. Pres.: U. Satake.

Eastern Music, Kyowa Bldg., 34 Kotohira-cho, Minato-ku, Tokyo. Tel: (501) 0344/5. Pres.: M. Isomura.

Friendship Music, Dai-ichi Fenix Mansion, 7-20 Minami-Aoyama 7-Chome, Minato-ku, Tokyo. Tel: (400) 9655. Pres.: H. Sugiura.

Fuji Music, Fuji TV, 6 Kawada-cho, Ichigaya, Shinjuku-ku, Tokyo. Tel: (353) 1111. Pres.: T. Bojyo.

Geiei Music, Nakamura Bldg., 13-13 Akasaka 3-Chome, Minato-ku, Tokyo. Tel: (584) 0901/2. Pres.: C. Suzuki.

Ishihara Music, 40 Kotohira-cho, Minato-ku, Tokyo. Tel: (501) 7747, (591) 9291/3. Pres.: Y. Ishihara.

Japan Music, TBS TV, 3-50 Akasaka 5-Chome, Minato-ku, Tokyo. Tel: (584) 4721. Pres.: S. Akimoto.

Kawai Gakufu, 321 Komagome 2-Chome, Toshima-ku, Tokyo. Tel: (910) 7428, (910) 7455/6. Pres.: O. Shimizu.

Kusano Music, Wako Bldg., 13 Tsukasa-cho 2-Chome, Kanda, Chiyoda-ku, Tokyo. Tel: (292) 2861. Pres.: S. Kusano.

New Orient Music, Akasaka Mansion, 4-16 Akasaka 7-Chome, Minato-ku, Tokyo. Tel: (583) 2898. Pres.: S. Ito.

Nippon CAM, Playguide Bldg., 2 Ginza 2-Chome, Chuo-ku, Tokyo. Tel: (562) 0111. Pres.: N. Kawakita.

Ongaku-No-Tomo Sha, 30 Kagurazaka 6-Chome, Shinjuku-ku, Tokyo. Tel: (268) 6151. Pres.: S. Meguro.

Oriental Music, 13-22 Daisawa 2-Chome, Setagaya-ku, Tokyo. Tel: (421) 4123. Pres.: T. Yoshida.

Overseas Music, 25 Higashi-Goken-cho, Shinjuku-ku, Tokyo. Tel: (260) 5430, (269) 0121. Cable: OVERMUSE. Pres.: Eijiro Shimada.

Pacific Music, c/o Nippon Broadcasting System, 7 Yurakucho 1-Chome, Chiyoda-ku, Tokyo 100. Tel: (281) 5251. Cable: PACIFICMUSE. Pres.: T. Ishida; Int'l Dir.: Johnny I. Takasaki.

Int'l branch: USA, 1223 N. Kingsley Dr., Los Angeles, Calif. 90029. Rep.: Tom T. Salki.

Label credits: Capitol, Express, Polydor, Union. Rhythm Music, 18 Sarugaku-cho, Shibuya-ku, Tokyo. Tel: (461) 6945, 0602. Pres.: K. Kamaguchi.

Shinko Music, Wako Bldg., 13 Tsukasa-cho 2-Chome, Kanda, Chiyoda-ku, Tokyo. Tel: (292) 2861. Pres.: T. Kusano.

Suisei Sha, 30 Kagurazaka 6-Chome, Shinjuku-ku, Tokyo. Tel: (268) 6151/5. Pres.: S. Meguro.

Taiyo Music, Central Apt., 30 Jingumae 4-Chome, Shibuya-ku, Tokyo. Tel: (403) 3763. Pres.: T. Nagashima.

Toa Music, 30 Kagurazaka 6-Chome, Shinjuku-ku, Tokyo. Tel: (268) 6151. Pres.: J. Asaka.

Tokyo Ongaku, Mitoko Bldg., 2-4 Akasaka 6-Chome, Minato-ku, Tokyo. Tel: (584) 7581. Pres.: T. Hori.

Tone Music, Dai-san Mori Bldg., 4-10 Nishi-Shimbashi 1-Chome, Minato-ku, Tokyo. Tel: (502) 8214/5. Pres.: K. Kato.

Watanabe Music, Matsui Bldg., 4 Yuraku-cho 1-Chome, Chiyoda-ku, Tokyo. Tel: (502) 0037/8. Pres.: Mrs. M. Watanabe.

Zen-on Gakufu, 25 Higashi-Goken-cho, Shinjuku-ku, Tokyo. Tel: (269) 0121/8. Pres.: T. Shimada.

**record clubs**

Concert Hall Society, 333 Kita-Shinagawa 3-Chome, Shinagawa-ku, Tokyo. Tel: (443) 9131. Pres.: Samuel Josephowitz.

Home Music Library, 6-5 Nishi-Shimbashi 3-Chome, Minato-ku, Tokyo. Tel: (434) 4958. Rep.: M. Iwasaki.

Nippon Reader's Digest, 79 Sakurada-cho, 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, Akasaka, Minato-ku, Tokyo. Tel: (404) 6771/3. Pres.: S. Saito.

**music publishers**

Aberbach Tokyo, Zenkyoren Bldg., 7 Hirakawa-cho 2-Chome, Chiyoda-ku, Tokyo. Tel: (265) 3291/9. Pres.: S. Iijima.

Crown Shinwa Bldg., 1 Tamachi 7-Chome, Akasaka, Minato-ku, Tokyo. Tel: (582) 4741/5. Rep.: T. Kamei.

Eastern Kyowa Bldg., 34 Kotohira-cho, Shiba, Minato-ku, Tokyo. Tel: (501) 0344/5. Pres.: M. Isomura.

Friendship, 7-20 Minami-Aoyama 7-Chome, Minato-ku, Tokyo. Tel: (400) 9656. Pres.: H. Sugiura.

Geiei, Nakamura Bldg., 13-13 Akasaka-Shinmachi 3-Chome, Minato-ku, Tokyo. Tel: (584) 0901/2. Pres.: C. Suzuki.

International Music, Mansui Bldg., 14 Ogawa-cho 3-Chome, Kanda, Chiyoda-ku, Tokyo. Tel: (201) 2317. Pres.: Y. Kitagawa.

International Music Co. & Music Publ'rs, Fukushima Bldg., Suite 402, 116 Nishi-Osaki 1-Chome, Shinagawa-ku, Tokyo. Tel: (491) 0667/1628. Pres.: Jay H. Praeger.

Japan, TBS TV, 3-50 Akasaka 5-Chome, Minato-ku, Tokyo. Tel: (584) 4721. Pres.: S. Akimoto.

Kanai, Shin-Kokusai Bldg., 828, 4 Marunouchi 3-Chome, Chiyoda-ku, Tokyo. Tel: (211) 7826/9. Pres.: K. Hara.

Kawai Gakufu, 321 Komagome 2-Chome, Toshima-ku, Tokyo. Tel: (983) 7428. Pres.: O. Shimizu.

Kusano, Wako Bldg., 13 Tsukasa-cho 2-Chome, Kanda, Chiyoda-ku, Tokyo. Tel: (292) 2861. Pres.: S. Kusano.

This company represents: Sam Fox (USA).

Ivan Mogull Music of Japan, Wako Bldg., 13 Tsukasa-cho 2-Chome, Kanda, Chiyoda-ku, Tokyo. Tel: (292) 2861. Pres.: Ivan Mogull.

New Orient, No. 207, Akasaka Mansion 5-16 Akasaka 7-Chome, Minato-ku, Tokyo. Tel: (583) 2898. Pres.: S. Ito.

Nippon Columbia Musical Ent. (Publ'g Div.), 14-14 Akasaka 4-Chome, Minato-ku, Tokyo. Tel: (584) 8111. Pres.: T. Maruyama.

Ongaku-No-Tomo Sha, 30 Kagurazaka 6-Chome, Shinjuku-ku, Tokyo. Tel: (268) 6151. Pres.: S. Meguro.

Overseas, 25 Higashi-Goken-cho, Shinjuku-ku, Tokyo. Tel: (260) 5430. Cable: OVERMUSE. Pres.: Eijiro Shimada.

Pacific, c/o Nippon Broadcasting System, 7 Yurakucho 1-Chome, Chiyoda-ku, Tokyo 100. Tel: (281) 5251. Cable: PACIFICMUSE. Pres.: T. Ishida; Int'l Dir.: Johnny I. Takasaki. Int'l branch: USA 1223 N. Kingsley Dr., Los Angeles, Calif. 90029. Rep.: Tom T. Siaki.

This company represents: Barton, Ding Dong, Maraville, Midwood, Mr. Music, Ritchie, Saga, San Dino, Sands, Eddie Shaw, Sinatra Songs, Trans Music.

A. Schroeder c/o Bushell, Shimeall & Asahina, Sumitomo Bldg., Suite 816, 2 Marunouchi 1-Chome, Chiyoda-ku, Tokyo.

Seven Seas, Shin-Meikei Bldg., 3-1 Otsuka 3-Chome, Bunkyo-ku, Tokyo. Tel: (944) 5447/8. Pres.: K. Machijiri.

Shinko, 14 Nihombashi Ryogoku, Chuo-ku, Tokyo. Tel: (851) 2281. Pres.: Teiji Kusano.

Southern, 423 Nikkatsu Int'l Bldg., 1 Yuraku-cho 1-Chome, Chiyoda-ku, Tokyo. Tel: (271) 9866. Cable: SOUTHMUSIC.

Stone Wells, Fugetsudo Bldg., 6-3 Ginza-Nishi, Chuo-ku, Tokyo. Tel: (572) 0355. Rep.: Yoshiko Ishii.

Suisei-Sha, c/o Ongaku-No-Tomo Sha, 30 Kagurazaka 6-Chome, Shinjuku-ku, Tokyo. Tel: (268) 6151. Pres.: S. Meguro.

Taiyo, Central Apt., 30 Jingumae 4-Chome, Shibuya-ku, Tokyo. Tel: (403) 3763. Pres.: T. Nagashima.

Toa, c/o Ongaku-No-Tomo Sha, 30 Kagurazaka 6-Chome, Shinjuku-ku, Tokyo. Tel: (268) 6151. Pres.: J. Asaka.

Tokyo, Kotani Bldg., 1 Yuraku-cho 4-Chome, Chiyoda-ku, Tokyo. Tel: (501) 7737. Rep.: D. Joppe.

Tokyo Ongaku, Mitako Bldg., 4-a, 2-4 Akasaka 6-Chome, Minato-ku, Tokyo. Tel: (584) 7581. Pres.: Takeo Hori.

Tone, Dai-San Morl Bldg., 4-10 Nishi-Shimbashi 1-Chome, Minato-ku, Tokyo. Tel: (502) 8241. Pres.: K. Kato.

Toshiba, 2-17 Akasaka 2-Chome, Minato-ku, Tokyo. Tel: (583) 1131/3. Pres.: H. Ishizaka.

Tree (BMI), Shogakukan Bldg. 9F, 2-1, Kanda-Hitotsubashi, Chiyoda-ku, Tokyo. Gen. Mgr.: Sam Mizumoto.

Int'l branch: USA, Tree.

Victor, 6-12, Misaki Cho 3-Chome, Chiyoda-ku, Tokyo. Tel: (262) 1320. Cable: VICTPUBLISH. Rep.: Hiroshi Imamura.

Watanabe, Matsui Bldg., 4 Yuraku-cho 1-Chome, Chiyoda-ku, Tokyo. Tel: (502) 0508, 0038. Pres.: Mrs. M. Watanabe.

Zen-on, 25 Higashi-Goken-cho, Shinjuku-ku, Tokyo. Tel: (269) 0121/7. Cable: ZENONMUSIC. Pres.: Teiji Shimada.

## • sheet music jobbers

Miyachi Shokai, 11 Tamachi 2-Chome, Kanda, Chiyoda-ku, Tokyo.

Murakami Gakki, 98 Tenjimbashisuiji 3-Chome, Kitaku, Osaka.

Niimi Gakki, 18-10 Asakusabashi 1-Chome, Taitoku, Tokyo.

Nippon Gakki, 1 Ginza 7-Chome, Chuoku, Tokyo.

Prima Gakki, 17 Muramatsu-cho, Nihombashi, Chuoku, Tokyo.

Shimokura Gakki, 2 Jimbo-cho 2-Chome, Kanda, Chiyoda-ku, Tokyo.

## • distributors

RECORDS, TAPES, MUSICAL INSTRUMENTS, PHONOGRAPHS, TAPE PLAYERS AND ACCESSORIES

Daichiku, 5-1 Uchi-Kanda 3-Chome, Chiyoda-ku, Tokyo.

Jujiya Gakki, 21 Nishikicho 3-Chome, Kanda, Chiyoda-ku, Tokyo.

Katayama Shokai, 28 Miyachicho, Fukuoka-Shi.

Kunihara Gakki, Nijo 8-Chome, Asahikawa-Shi.

Lilac Shoji, 50 Kawaraya-machi Nibancho, Minamiku, Osaka.

Lucky Shukal, 4 Sudacho 2-Chome, Kanda, Chiyoda-ku, Tokyo.

Nippon Broadcasting System Serv., 7 Yurakucho 1-Chome, Chiyoda-ku, Tokyo 100. Tel: (281) 5251. Cable: NBSSPONY. Exec. Mng. Dir.: Tatsuro Ishida.

Nishiyama Gramoshop, 157 Minami-Sakamachi, Minamiku, Osaka.

Phenix Trading, Central PO Box 631, Osaka 53091. Tel: (363) 7106. Cable: PHENIXTRDG.

Seiko-Do, 46-11 Itabashicho 2-Chome, Itabashiku, Tokyo.

Shinko Tsusho, 33 Aoyama-Minamicho 5-Chome, Akasaka, Minatoku, Tokyo.

Shinei Service, 51 Andjibashidori 3-Chome, Minamiku, Osaka.

Sumija, 6-9 Gofukucho 1-Chome, Shizuoka-Shi.

Yamano Gakki, 21 Nishikicho, Kanda, Chiyoda-ku, Tokyo.

## • importers & exporters

### RECORD IMPORTERS

Modern Import Shokai, Fukoku Bldg., 2 Uchisaiwaicho 2-Chome, Chiyoda-ku, Tokyo. Tel: (591) 5521/3.

Muse Sha, 7 Jimbocho 1-Chome, Kanda, Chiyoda-ku, Tokyo. Tel: (293) 8191/2.

Nippon Gakki, Pearl Bldg., 1 Ginza 7-Chome, Chuoku, Tokyo. Tel: (572) 3111.

Phenix Trading, Central PO Box 631, Osaka 53091. Tel: (363) 7106. Cable: PHENIXTRDG.

Universal Corp. of Japan, 9 Tsukasacho 1-Chome, Kanda, Chiyoda-ku, Tokyo. Tel: (291) 0326.

### RECORD EXPORTERS

Kikka Trading, Akasaka Queen Bldg., 10-5 Akasaka 3-Chome, Minatoku, Tokyo. Tel: (583) 5476.

Liberty Shokai, Nippon Bldg., 8 Otemachi 2-Chome, Chiyoda-ku, Tokyo. Tel: (270) 7821/6821.

Modern Import Shokai, Fukoku Bldg., 2 Uchisaiwaicho 2-Chome, Chiyoda-ku, Tokyo. Tel: (591) 5521/3.

Nippon Shuppan Boeki, 3 Sarugakucho 1-Chome, Kanda, Chiyoda-ku, Tokyo. Tel: (292) 3751.

### TAPE IMPORTER/EXPORTER

Electronic Research & Development, 6th floor, Shiozaki Bldg., No. 7 2-Chome, Hirakawa-cho, Chiyoda-ku, Tokyo. Tel: (263) 4841. Cable: TAPEVIEW. Pres.: Robert Schreiber.

TAPEVIEW. Pres.: Robert Schreiber.

### MUSICAL INSTRUMENT IMPORTERS & EXPORTERS

Arai Boeki, 15-20 Nishikicho 2-Chome, Nakaku, Nagoya. Guitars and ukuleles.

Asahi Tsusho, 2 Hirakawacho 2-Chome, Chiyoda-ku, Tokyo. Harmonicas, accordions and brass instruments.

Asuka Boeki, Kameyama Bldg., 3-5 Shimbashi 6-Chome, Minatoku, Tokyo. Guitars and drums.

Ataka Sangyo, Otemachi Bldg., 4 Otemachi 1-Chome, Chiyoda-ku, Tokyo. All instruments.

Chiyoda Gakki Boeki, 47 Jimbocho 1-Chome, Kanda, Chiyoda-ku, Tokyo. All instruments.

Matsuo Gakki, 23 Imaicho, Azabu, Minatoku, Tokyo. Pianos, harps, marimbas and electronic instruments.

Nonaka Boeki, 6 Otacho 1-Chome, Nakaku, Yokohama. All instruments.

Suganuma Gakki Boeki, Shinden 421, Uyeno, Nadaku, Kobe. All instruments.

## • supplies & services

### ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

All-Japan Federation of Brass Bands, c/o Asahi Shimbun, Yurakucho, Tokyo.

All-Japan Federation of Choirs & Choruses, c/o Asahi Shimbun, Yurakucho, Tokyo.

Council of University Musical Depts., c/o Musashino University of Music, 1-13 Hazawa, Nerima-ku, Tokyo.

Japan Academy of Musicology, c/o Tokyo University of Arts, Ueno Park, Tokyo.

Japan Chopin Society, c/o Kawai Gakki, 1-10 Ginza Higashi, Tokyo.

Japan Federation of Musical Societies, Saiwai Bldg., Uchisaiwaicho, Tokyo.

Japan Haydn Society, c/o Ochanomizu University, Bunkyo-ku, Tokyo.

Japan Gustav Mahler Society, 4-8-4 Nishi-Ochiai, Shinjuku, Tokyo. Sec'y: Jack K. Hirano.

Japan Mozart Society, c/o Nippon Gakki, Ginza, Tokyo.

Japan Musical Copyright Assn., 30 Akasaka Tameike, Tokyo.

Japan Phonograph & Record Ass'n, 8-9 Tsukiji 2-Chome, Chuoku, Tokyo. Tel: (541) 4111.

Japan Smetana-Dvorak-Janacek Society, c/o Musashino Academy of Music, Nerima-ku, Tokyo. Pres.: Machiro Fukui.

Japan Society of Christian Music, 2-193 Ogikubo, Suginami-ku, Tokyo.

Japan Society of Gregorian Music, 59 Takata Oimatsucho, Bunkyo-ku, Tokyo.

Japan Hugo Wolf Society, c/o Kawai Gakki, 1-10 Ginza Higashi, Tokyo.

Japanese Composers Society, Naka Ginza Bldg., 8-5 Ginza, Tokyo.

Japanese Conductors Guild, Mihashi Bldg., 1-1 Aoyama Kitamachi, Tokyo.

Music & Ballet Critics' Ass'n of Japan (organized by critics of the leading English-language newspapers in Japan), 4-8-4 Nishi-Ochia, Shinjuku, Tokyo. Tel: (951) 5710. Cable: MUSIKIRANO. Pres.: Klaus Pringsheim; Sec'y: Jack Hirano.

National Record Dealers Union, Yaesu Bldg., 5 Yaesu 6-Chome, Chuoku, Tokyo. Tel: (271) 3820.

Nippon Geijutsuin (Japan Academy of Arts), Ueno Park, Tokyo.

Twentieth Century Music Society, c/o Nippon Gakki, Ginza, Tokyo.

### MUSIC LICENSING ORGANIZATIONS

Mrs. Foster & Assoc. (agents for Bourne, Burlington, Chappell, Campbell-Connelly, Mills, Edwin H. Morris, Southern and others), Nikkatsu International Bldg., 1 Yurakucho 1-Chome, Chiyoda-ku, Tokyo. Tel: (271) 6084. Pres.: Mrs. G. T. Folster.

J A S R A C (Japanese Society of Rights of Authors & Composers), agent for ASCAP, BMI, BIEM, Fox, GEMA and others. Tameike Meisam Bldg., 1-12 Akasaka 1-Chome, Minatoku, Tokyo. Tel: (582) 0231. Pres.: K. Horuichi.

### PRESSING & PLATING PLANTS

Athena Rec. Industry, 675 Miyahatake, Katase, Fujisawa City, Kanagawaken.

Canary Rec. Industry, 1166 Ichibacho, Tsurumiku, Yokohama.

King Rec., 44 Okucho 6-Chome, Arakawaku, Tokyo.

Nippon Columbia, 125 Minatocho, Kawasaki.

Nippon Grammophon, 1333 Kami-Kotanaka, Kawasaki.

Teichiku Rec., 148 Hijitsukacho, Nara.

Toshiba Rec., 5000-2 Ryokacho, Kawaguchi.

Toyo Kasei, 1163 Ichibacho, Tsurumiku, Yokohama.

Victor, 3-12 Moriyocho, Kanagawaku, Yokohama.

### RECORDING STUDIOS

Abako, 22 Midorigaokacho, Shibuyaku, Tokyo.

Aoi, 1-1 Jubancho, Azabu, Minatoku, Tokyo.

Bancho, 12 Nibancho, Chiyoda-ku, Tokyo.

Chuo Rokuun, Hideyoshi Bldg., 5 Ginza Nishi 5-Chome, Chuoku, Tokyo.

Electronic Research & Development, 6th floor, Shiozaki Bldg., No. 7 2-Chome, Hirakawa-cho, Chiyoda-ku, Tokyo. Tel: (263) 4841. Cable: TAPEVIEW. Pres.: Robert Schreiber.

Hikokan, 3 Tamuracho 1-Chome, Shiba, Minatoku, Tokyo.

Kojimachi, 2 Hirakawacho 1-Chome, Kojimachi, Chiyoda-ku, Tokyo.

Kokusai Radio Center, 13 Shinsakacho, Akasaka, Minatoku, Tokyo.

ACCESSORIES & SUPPLIES—NEEDLE MANUFACTURERS

Nagaoka Seiki, 2570 Nishi Sugamo 2-Chome, Toshimaku, Tokyo.

Nippon Chikushin, 112 Tozuchoku 3-Chome, Shinjuku, Tokyo.

Ogura Hoseki, 7-12 Omori Kita 5-Chome, Otaku, Tokyo.

## • tape

### CARTRIDGE CASE MANUFACTURERS

Taiko Denki, 10 Nakabobu 6-Chome, Shinagawaku, Tokyo.

Tokyo Denki Kagaku, Kanasugi Bldg., Asahi, Kanda, Chiyoda-ku, Tokyo.

### RAW TAPE MANUFACTURERS

Fuji Shashin Film, 0-kura Bldg., Ginza Nishi, Chuoku, Tokyo.

Hitachi Maxell, 303 Kita Shinagawa 3-Chome, Shinagawaku, Tokyo.

Nippon Broadcasting System Serv., 7 Yurakucho 1-Chome, Chiyoda-ku, Tokyo 100. Tel: (281) 5251. Cable: NBSSPONY. Exec. Mng. Dir.: Tatsuro Ishida.

Sony, 351 Kita Shinagawa 6-Chome, Shinagawaku, Tokyo.

Sumitomo-3M, 3M Bldg., 1 Akasaka 7-Chome Minatoku, Tokyo.

Tokyo Denki Kagaku, Kanasugi Bldg., Asahi, Kanda, Chiyoda-ku, Tokyo.

### TAPE PLAYBACK EQUIPMENT MANUFACTURERS

Aiwa, 2-3 Sotokanda 5-Chome Chiyoda-ku, Tokyo. Type: 2 track, 4 track.

Crown Radio, 17-4 3-Chome, Ueno, Talto-ku, Tokyo. Type: 4 track.

Electronic Research & Development, 6th floor, Shiozaki Bldg., No. 7 2-Chome, Hirakawa-cho, Chiyoda-ku, Tokyo. Tel: (263) 4841. Cable: TAPEVIEW. Pres.: Robert Schreiber.

Funai Electric, 20, 3-Chome, Ikaino, Ikuno-ku, Osaka.

Hayakawa Electric, 1-232, Nishi Tanabe Cho, Abenoku, Osaka. Type: Philips type portable machine & 8-track.

Hitachi Maxell, 4-8-15, Kitashinagawa, Shinagawaku, Tokyo. Int'l branch: USA, Maxell. Type: 2-track, 4-track, cassette. Brand name: Maxell.

Lear Jet (see Victor).

Maruwa Electronic & Chemical, 16-1, Nishiura Cho, Higashi-ku, Nagoya. Type: 4 track.

Matsushita Electric Ind'l, 1006, Oaza Kadoma, Kadoma-Shi, Osaka. Type: 2 track, 4 track.

Maxell (see Hitachi Maxell).

Nippon Columbia, 14-14 Akasaka 4-Chome, Minatoku, Tokyo. Type: 4 track, 8 track.

Pioneer Electric, 5, 4-15, Omori Nishi, Ota-Ku, Tokyo. Type: 4 track.

Sanai Kogyo, 843, Karasuyama, Ota Shi, Gumma Pref. Type: 4 track.

Sanyo Electric, 2-18, Keihan Hon-dori, Moriguchi Shi, Osaka. Type: open reel & cartridge.

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Sony, 351 Kita Shinagawa 6-Chome, Shinagawa-ku, Tokyo.  
 Sumitomo-3M, 3M Bldg., 1 Akasaka 7-Chome, Minatoku, Tokyo. "Cantata" 700.  
 Synchro (see TDK Electronics).  
 T D K Electronics, 14-6 2 Chome, Uchikanda, Chiyoda-ku, Tokyo. Tel: (256) 6111.  
 Int'l branches: USA.  
 Type: Cassette.  
 Brand name: Synchro.  
 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, 3-12, Moriya Cho, Kanagawa-Ku, Yokohama.  
 Type: 2 track, 4 track, 8 track (Lear Jet).

**TAPE DUPLICATORS**

Chuo Rokuon, Sone Bldg., Ginza Nishi, Chuoku, Tokyo.  
 Electronic Research & Development, 6th floor, Shiozaki Bldg., No. 7, 2-Chome, Hirakawa-cho, Chiyoda-ku, Tokyo. Tel: (263) 4841. Cable: TAPEVIEW. Pres.: Robert Schreiber.  
 Fuji Sound, 7 Kawadacho, Ichigaya, Shinjuku, Tokyo.  
 Kosoku Rokuon, Dai 4 Hidewa Bldg., Ginza, Chuoku, Tokyo.  
 Nippon Broadcasting System Serv., 7 Yurakucho 1-Chome, Chiyoda-ku, Tokyo 100. Tel: (281) 5251. Cable: NBSSPONY. Exec. Mng. Dir.: Tatsuro Ishida.  
 Nippon Hoso Service, 7 Yurakucho 1-Chome, Chiyoda-ku, Tokyo.  
 T B S Serv., Matsudaira Bldg., 4-1 Akasaka 3-Chome, Minatoku, Tokyo.  
 Toyo Tanshi, Dai 2 Maruzen Bldg., Edobashi, Nihombashi, Chuoku, Tokyo.  
 Video Serv., Asahi Bldg., Ginza Nishi, Chuoku, Tokyo.

**● phonograph manufacturers**

Aiwa, 2-3 Sotokanda 5-Chome, Chiyoda-ku, Tokyo. Contact: Shinjuro Oku.  
 Fukuyo Coral, 1971 Shibakatsu Horiai, Kawaguchi-Shi.  
 Hayakawa Electric, 232 Nishi Tanabecho 1-Chome, Abenoku, Osaka.  
 Hitachi, 4 Marunouchi 1-Chome, Chiyodaku, Tokyo.  
 Matsushita Electric, 1006 Kadoma, Kadoma-Shi, Osaka-Fu.  
 Mitsubishi Electric, 12 Marunouchi 2-Chome, Chiyodaku, Tokyo. Contact: Mr. Futogown.  
 Nippon Columbia, 14-14 Akasaka 4-Chome, Minatoku, Tokyo.  
 Nippon Electric, 7 Shiba 5-Chome, Minatoku, Tokyo.  
 Sanyo Electric, 18 Keihan Hondori 2-Chome, Moriguchi-Shi, Osaka-Fu.  
 Sony, 351 Kita Shinagawa 6-Chome, Shinagawaku, Tokyo.  
 Tokyo Shibaura Electric, Hibiya Mitsui Bldg., 12 Yoradu-cho 1-Chome, Chiyoda-ku, Tokyo. Contact: Yoshihika Yamaguchi.

**● musical instrument manufacturers**

Eko, 37 Shiroyamacho, Nakanoku, Tokyo. Tel: (369) 7361.  
 Fukuyama Piano, 14 Jimbocho 1-Chome, Kanda, Chiyodaku, Tokyo.  
 Product: Pianos.  
 Hitachi Gakki, 85 Hisakatacho, Bunkyo, Tokyo.  
 Product: Classic & electric guitars & amplifiers.  
 Kawai Gakki, 200 Terajimacho, Hamamatsu-Shi.  
 Product: Pianos, harmoniums, guitars, harmonicas, electric organs, brass instruments & drums.  
 Nippon Gakki, 10-1 Nakazawacho, Hamamatsu-Shi.  
 Product: Pianos, harmoniums, accordions, xylophones, harmonicas, classic & electric guitars, amplifiers, ukuleles & drums.  
 Nippon Kangakki, 1196 Kamei, Kamekubo, Oi-mura, Iruma-gun, Saitama-ken.  
 Product: All brass instruments.  
 Suzuki Violin, 1-1 Hirokawacho, Nakagawaku, Nagoya-Shi.  
 Product: All string instruments, guitars, mandolins & ukuleles.  
 Tombo Harmonica, 143 Tabatacho, Kitaku, Tokyo.  
 Product: Harmonicas.  
 Zen-On Gakki, 1138 Koikecho, Hamamatsu-Shi.  
 Product: Pianos, harmoniums & guitars.

**● amplifier and microphone manufacturers**

Aiwa, 2-3 Soto-Kanda 5-Chome, Chiyodaku, Tokyo. (Microphones).

Electric Research & Development, 6th floor, Shiozaki Bldg., No. 7 2-Chome, Hirakawa-cho, Chiyoda-ku, Tokyo. Tel: (263) 4841. Cable: TAPEVIEW. Pres.: Robert Schreiber. (Amplifiers & Microphones.)  
 Fukuyo Coral, 1971 Shibakatsu Horiai, Kawaguchi-Shi. (Amplifiers).  
 Matsushita Electric, 1006 Kadoma, Kadoma-Shi, Osaka-Fu. (Amplifiers & Microphones).  
 Pioneer, 15-5 Omori Nishi 4-Chome, Otaku, Tokyo. (Amplifiers).  
 Rion, 20-41 Higashi Motomachi 3-Chome, Kokubunji-Shi. (Microphones).  
 Sansui Electric, 460 Izumicho, Sugnamiku, Tokyo. (Amplifiers).  
 Sony, 351 Kita Shinagawa 6-Chome, Shinagawaku, Tokyo. (Microphones & Amplifiers).  
 Tokyo Shibaura Electric, 1 Uchisaiwaicho 1-Chome, Chiyodaku, Tokyo.  
 Trio, 6-5 Shibuya 1-Chome, Shibuyaku, Tokyo. (Amplifiers).  
 Victor, 1-1 Hon-cho 4-Chome, Nihombashi, Chuoku, Tokyo.

**KENYA**

Population: 9,900,000.  
 Per capita income: \$88.  
 Official rate of exchange: \$1 (US) = 7.2 Shillings.  
 Records imported from USA: 1967-8,561 units.  
 Records imported from countries other than USA: 1967-111,046 units.  
 Records exported to countries other than USA: 1967-5,604 units.  
 Average retail price per record: LP's-\$4.86 to \$6.25; EP's-\$1.11 to \$1.80; Singles-\$0.90.  
 Stereo sales: 10% to 15% of total sales.  
 Record club sales: 2% of total sales.  
 Tape: Cartridge playback units are catching on, but as yet they have had no effect on the sale of records or phonographs. Philips Musicassettes are produced, but Japanese Musicassettes are also becoming popular.  
 Type of distribution: Manufacturer-to-agent/wholesaler-to-retailer system prevails.  
 Discounting: rare.  
 Jukeboxes: 500.  
 Radio stations: 1 government AM station.  
 No. of radios: 350,000.  
 TV stations: 1 government channel.  
 No. of sets: 9,900.  
 Import/export regulations: Records originating in the USA may be imported under an open general license (OGL).  
 Holidays: Jan. 1, Mar. 24, Mar. 27, May 1, June 1 (Madaraka Day), Aug. 7 (Bank Holiday), Oct. 20 (Kenya Day), Dec. 12 (Independence Day), Dec. 25, 26. Traditional Christian and some Moslem holidays.

**● record manufacturer**

East African Recs., PO Box 30256, Nairobi. Tel: 58088. Cable: TOPTEN. Mgr.: J. F. Steindel.

**● record wholesalers****IMPORTERS**

Assanand & Sons, Box 377, Bazaar Rd., Nairobi. Tel: 23809.  
 East African Music Stores, Box 578, Nairobi. Tel: 28071 & 20935. Dirs.: D.P. & S.P. Assanand.  
 Music Corner, Box 674, Nairobi.  
 Shankar Dass & Sons, "The Music House," Box 43, Nairobi. Cable: SHANKARDASS.  
 Branches: Kampala (Uganda), Box 399-Mombasa, Box 486, Kilindini Rd. Tel: 5619.  
 Supermarket, Box 971, Nairobi.

**EXPORTER**

East African Recs., Box 30256, Nairobi. Tel: 58300.  
 Cable: TOPTEN, Dir.: J. F. Steindel.

**● supplies & services****PRESSING PLANTS**

East African Recs., Box 30256, Nairobi. Tel: 58300.  
 Cable: TOPTEN, Dir.: J. F. Steindel.

**RECORDING & TAPE DUP. STUDIOS**

East African Recs., Box 30256, Nairobi. Tel: 58300.  
 Cable: TOPTEN, Dir.: J. F. Steindel.

**LEBANON**

Population: 2,405,000.  
 Official rate of exchange: \$1 (US) = 3 Lebanese pounds.  
 Records imported from USA (factory value): 1966-\$33,654.  
 No. of radio sets: 360,000.  
 No. of TV sets: 135,000.  
 Holidays: Jan. 1, Nov. 22 (Independence Day), Dec. 25 and Moslem Religious holidays.

**● record manufacturers**

Capitol (see EMI).  
 A Chahine & Sons, Picot St., PO Box 1729, Beirut. Columbia (see EMI).  
 E M I Lebanon, PO Box 6062, Bierut. Tel: 280013.  
 Mng. Dir.: M. Berson.  
 Labels: EMI Group (HMV, Columbia, Pathe, Capitol, Stateside, Regal, Parlophone, Odeon, Voix de Leban).  
 This company represents: AZ (France), Bell (USA), Brotherphone (Middle East), Byblos (Middle East), Discophile Francais (France), Dot (USA), Ducretet Thomson (France), Immediate (USA), Jewel (USA), Liberty (USA), Mala (USA), Markal (Belgium), Monitor (USA), Monument (USA), Musidisc (France), Parlo (USA), Paula (USA), Ricordi (Italy), Tamla-Motown (USA), Trianon (France), Vis Radio (Italy), Voix de L'Islam (Middle East), Voix de L'Orient (Middle East).  
 Empire (see Ste. Libanaise du Disque).  
 Les Fils de Georges Haddad, Cinema Empire Bldg., Beirut. Tel: 252222. Cable: CINEMPIRE. Mng. Dir.: Mario G. Haddad.  
 This company represents: Festival, Palette, RCA, Reprise, Scepter, Vogue, United Artists, Warner Bros.-Seven Arts.  
 Flex, Sal, PO Box 5070, Dsouki Bldg., Hoyek St., Beirut.  
 H M V (see EMI).  
 Kattan Bros., PO Box 2594, Bechara Khoury Ave., Beirut. Tel: 239073. Mgr. & Int'l: Robert S. Kattan. Sales: William S. Kattan.  
 Label: Ruby.  
 Melodisc (see Ste. Libanaise du Disque).  
 Odeon (see EMI).  
 Parlophone (see EMI).  
 Pathe (see EMI).  
 Philips Liban (see Phonogram).  
 Phonogram Middle East S.A.L., Verdun St., PO Box 670, Beirut. Tel: 232203, 232458, 232459.  
 Gen. Mgr.: Bert Buennick; Sales: Fady El-Khoury.  
 This company represents: ABC (USA), ADES (France), Archiv (Germany), Atlantic (USA), Cannette (France), DGG (Germany), Fontana (USA), Mercury (USA), MGM (USA), Philips (USA), Polyord (Int'l), Roulette (USA), Verve (USA).  
 Regal (see EMI).  
 Ets. Roubi, Rue B. Khoury, Tarazi Bldg., Beirut.  
 Ruby (see Kattan Bros).  
 S L D (see Ste. Libanaise du Disque).  
 Societe Libanaise du Disque, PO Box 4758, Cinema Empire Bldg., Beirut. Tel: 252222. Cable: CINEMPIRE. Pres. & Mng. Dir.: Mario G. Haddad; Sales Mgr. A&R: E. Rahbani; Classical A&R: Suzanne Charelian; Sales Mgr.: Michel Nasr; Publicity, Promotion & Adv.: Selim Ramia.  
 Labels: Empire, Melodisc, SLD.  
 This company represents: Barclay, Riviera, Major Minor, Durium, Ember, Ri-Fi, CGD, Style, Miura, Meazzi, Granata Music, La Compagnie. Societe Rimophone (Mohamed Salman & Cie.), Rue de la Mere Gellas, PO Box 4902, Beirut.  
 Stateside (see EMI).  
 Voix de Leban (see EMI).

**● music publishers**

Editions Musicales Libanaises, PO Box 4680, Cinema Empire Bldg., Beirut. Mng. Dir.: Mario G. Haddad.

Kattan Bros., PO Box 2594, Bechara Khoury Ave., Beirut. Tel: 239073. Mgr. & Int'l: Robert S. Kattan; Sales: William S. Kattan.

**● importers**

La Discotheque de l'Empire, rue Gouroud, Beirut. Tel: 223272. Owners: Les Fils de Georges Haddad. Gen. Mgr.: Michel Nasr.  
 Phonogram Middle East, PO Box 670, Verdun St., Beirut. Tel: 232203 & 232458/9. Sales Mgr.: Fady El-Khoury.  
 Top-Ten, Rue de Phenicie, Ajram Bldg., Beirut. Tel: 246086. Owners: Les Fils de Georges Haddad; Gen. Mgr.: Miss Suzanne Charelian.

**● supplies & services****PRESSING PLANTS**

E M I, Imm, Cesar Eliane, Mkalles, PO Box 6062, Beirut.  
 Kattan Bros., PO Box 2594, Bechara Khoury Ave., Beirut. Tel: 239073.  
 Societe Libanaise du Disque, Bldg. Halabi, Sod El Bouchrieh, Beirut. Tel: 262066.

**RECORDING & TAPE DUP. STUDIOS**

Arts Center, Chateaubriand St., Salameh Bldg., Beirut.  
 Baalbeck Studios, PO Box 4665, Sin El Fil, Beirut. Tel: 260150/1/2. Cable: STUBAAL. Gen. Mgr.: M. T. Ghossain.  
 Lebanese Rec'g, Sin el Fil, PO Box 4872, Beit Mery Rd., Beirut.  
 Metrophon Rec. (Mitri Murr & Sons), Weygand St., PO Box 1211, Beirut.  
 Near East Sound Studios, 46 Rue Jbeil, PO Box 4627, Beirut. Tel: 222758. Cable: SOUNDLAB. Owner, Mng. Dir.: Raymond Aouad.

# MALAYSIA

**Population** (Malaya, Sabah, Sarawak): 20,000,000.  
**Per capita income:** \$900.

**Official rate of exchange:** \$1 (US) = \$3 (Malaysian).  
**No. of homes with record players:** 250,000.

**Records imported from USA:** (factory value) 1967—\$109,459; 1966—\$131,826.

**Records imported from countries other than USA:** (factory value) \$222,085 (US); (retail value) \$562,329 (US).

**Records exported to countries other than USA:** (factory value) \$239,882 (US); (retail value) \$719,646 (US).

**Average retail price per record:** LP's: \$4.25 (US); EP's: \$1.50 (US); Singles: 80 cents (US).

**Stereo sales:** 80% of total sales.

**Discounting:** Frequent.

**Type of record distribution:** Manufacturer to wholesaler to retailer, rarely manufacturer to retailer.

**Radio stations:** AM: One Government-owned radio situated centrally in the Malaysian capital, Kuala Lumpur, with sub-stations in Panang, Malacca, Johore, 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:** 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.

**Import/export regulations:** Import duty of 20% on all goods direct from manufacturers plus 2% surtax. Imports via Singapore are charged a total of 27% duty and surtax. This is to encourage direct imports into Malaysian States. Goods in transit from Malaya or Singapore are taxed 27% on arrival in Sabah and Sarawak.

**Holidays:** New Year's Day, Chinese New Year, Hari Raya Puasa, Hari Raya Haji, Prophet Mohammed's Birthday, King's Birthday, Wesak Day, Malaysia Ray, Deepavali & Christmas.

Wally Chan

## ● record manufacturers

Borneo, PO Box 151, Kuala Lumpur. Cable: BORNEO.  
Branches: Maxwell Rd., Ipoh.—6-A Weld Quay, Penang.

Electrical Acoustic Products, PO Box 1555, 51 Hugh Low St., Ipoh. Tel: 72218. Mgr.: Robert Chew.  
Branch: Tranchell Street, Manglembu, Perak. Tel: 72701.

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), Columbia (USA), Parlophone (United Kingdom), HMV (United Kingdom), Pathe (France & Hong Kong), Angel (United Kingdom).

Cosdel, Rm. 305, China Insurance Bldg., Jalan Tuanku Abdul Rahman, Kuala Lumpur. Tel: 82234.

This company represents: A&M (USA), ABC (USA), Argo (USA), Atlantic (USA), Barclay (France), Cadet (USA), Century (USA), Checker (USA), Chess (USA), Clarion (Australia), Colpix (United Kingdom), Coral (USA), Dot (USA), Ember (United Kingdom), Festival (Australia), Golden Guinea (United Kingdom), Gordy (USA), Hamilton (USA), Hickory (USA), Marble Arch (United Kingdom), Monument (USA), Motown (USA), Pye (United Kingdom), RCA (Int'l), Reprise (USA), Tamla (USA), Time (USA), Warner Bros.—Seven Arts (USA).

Cycle & Carriage, 362 Jalan Tuanku Abdul Rahman, Kuala Lumpur. Tel: 23381.

Decca, 241-A Victoria St., Panang. Tel: 60671.  
Branch: 141 Jalan Bandar, Kuala Lumpur. Tel: 23810.

This company represents: Decca, London, Ace of Clubs, Ace of Diamonds, Argo, Deram (all United Kingdom).

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.  
This company represents: CBS (USA), Life (USA), Kapp (USA).

E. S. Isaac, 205 Jalan Tunku Abdul Rahman, Kuala Lumpur. Tel: 80637. Cable: ISAANCO.

This company represents: Artone (Holland), Crescendo (USA), Everest (USA), Vogue (France), Vox (USA).

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: Philip (Holland), Fontana (England), Smash (USA), Mercury (USA), Verve (USA), MGM (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.

## ● tape

### IMPORTERS & EXPORTERS

Capital Motors, 335 Jalan Ipoh, Kuala Lumpur. Tel: 69136.

Handles: Taiko CarStereo (Japan).  
Cosdel, Rm. 305, China Insurance Bldg., Jalan Tuanku Abdul Rahman, Kuala Lumpur. Tel: 82234.

Handles: Reprise Musicassettes & open reel.  
Cycle & Carriage, 362 Jalan Tuanku Abdul Rahman, Kuala Lumpur. Tel: 23381.

Handles: Polydor Musicassettes.  
William Jacks, 8 Jalan Mountbatten, Kuala Lumpur. Tel: 21611.

Handles: Philips Compact Cassette Recorders, Philips Musicassettes (Mercury, Fontana, Philips).

# MEXICO

**Population:** 44,145,000.

**Per capita income:** \$263.

**Official rate of exchange:** \$1 (US) = 12.5 pesos.

**No. of homes with record players:** 463,000.

**Records sold domestically:** LP's 1967—5,800,000 units @ \$14,600,000; EP's 1967—5,045,000 units @ \$4,843,000; Singles 1967—3,922,000 units @ \$2,431,000.

**Records imported from USA:** (CIF) 1967—\$532,123; 1966—\$509,217.

*continued on page 298*

# FINEST LABELS IN OLYMPIC MEXICO



# LONDON



# RICHMOND



# STARBRIGHT RECORDS

PEERLESS DE MEXICO, S. A. APDO. 1657 MEXICO, D. F.



*continued*

Records exported to USA: (FOB) 1967-122,690 units @ \$169,630; 1966-181,623 units @ \$306,048. Average retail price per record: LP's-\$4.16; EP's-\$1.40; Singles-\$0.80.

Stereo sales: 15% of total sales.  
Record club sales: 1.8% of total sales.

TAPE: Annual sales-9,600 open-reel tapes, 132,000 4-tr. cartridges, 72,000 8-tr. cartridges. No cassettes yet. Sales of tape players in 1967 were up 300% over 1966.

Type of distribution: Manufacturer-to-retailer only. Discounting: Frequently, 10% to 15%.

Type of promotion: Press, radio, television, magazines, in-store promotion.

Jukeboxes: 180,000.

Radio stations: 450 commercial AM, 30 FM.

Type of programming: Except for a few live programs and soap operas, all stations play records or cartridges.

No. of radios: 8,237,000.

TV stations: 35 channels-11 government, 34 commercial.

Type of programming: film, live music (80%), soap operas (15%), other (5%).

No. of sets: 1,800,000.

Holidays: Jan. 1, Feb. 5 (Promulgation of the Constitution), March 21 (Birthday of Don Benito Juarez), May 1 (Labor Day), May 5 (Victory of Gen. Ignacio Zaragoza), Sept. 16 (Independence Day), Oct. 12 (Columbus Day), Nov. 20 (Anniv. of the Revolution), Dec. 25, all Christian holidays.

Kevin M. Kelleghan

**● record manufacturers**

Ariel (see Orfeon-Video Vox).  
Atlantic (see Discos Universales).  
AudioMex (see Importadora de Discos).  
Belart (see Discos Universales).  
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 reps.: USA (Columbia) and all CBS affiliates.  
Camden (see RCA Mexicana).  
Capitol (see Capitol de Mexico).  
Capitol de Mexico, Ayuntamiento 54, Mexico 1, D.F. Tel: 18-13.20. Cable: CAPRECORD. Gen. Mgr.: Andre Midani; A&R: Rafael De Paz.; Sales

Mgr.: Arturo Valdes; Pub. Mgr.: Miguel Delgado; Mgr.: Ramon Antonio Dosal.  
Labels: Capitol, Odeon.  
This company represents: Capitol and all EMI affiliates, Tamla, Motown.  
Int'l rep.: Via Capitol and EMI.  
Charlie Parker (see Coro).  
Cisne (see Discos Cisne).  
Corito (see Coro).

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Mexico 17, D.F., Mexico  
Phone: 31-29-00

Coro, Bahia de Perula 80, Mexico 17, D.F. Tel: 31-2900. Pres.: Federico Riojas.  
Labels: Coro, Lyra, Corito, Selektro, Charlie Parker.  
Int'l reps.: Muntz Stereo-Pak (USA).  
Decca (see Importadora de Discos).  
Diana (see Gamma).  
Dimsa (see Orfeon-Video Vox).  
Discos Cisne, Caracci 64, Mexico 19, D.F. Tel: 24-57-53, 24-52-11. Pres.: Rafael Ficachi; Gen. Mgr.: Ravi Acachi; Sales Mgr.: Hugo Menioovich; A&R Jorge Yanez; Promo.: Guillermo Lauder; Int'l Mgr.: Ramiro Garza.  
Labels: Cisne, ER.  
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, Insurgentes Sur 73, Mexico 11, D.F. Tel: 14-18-28. Mgr.: Enrique Marquez.  
Discos Musart, Apdo. 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), Time (USA), Pacific Jazz (USA), Prestige (USA), RGE (Brazil) World Pacific (USA), Zafiro (Spain), Zeida (Colombia).  
Int'l reps.: Bolivia (Discolandia), Brazil (RGE), Central America (Dideca, Guatemala), Chile (Odeon), Colombia (Co-Discos), Ecuador (Ifesa), Peru (Iempsa), Spain (Zafiro), Uruguay (Palacio de la Musica), USA (Musical Recs.), Venezuela (La Discoteca).  
Discos Tizoc, PO Box 11620, Mexico 11, D.F. Division del Norte 31, Mexico 12, D.F. Tel: 43-72-41. Cable: DISCRITZOC. Pres.: Mario Freidberg; A&R: M. Angel Sarraide.  
Label: Tizoc.  
This company represents: A&M (USA), Challenge (USA), Clan (Italy), Colpix (USA), Contemporary (USA), Disc Jockey (Argentina), Elektra (USA), Ember (United Kingdom), Fantasy (USA), Fermata (Argentina, Brazil), Folkways (USA), Fuentes (Colombia), GNP (USA), HiFi (USA), Phonocolor (Italy), Prosadis (France), Nilser (Brazil), Vault (USA), W&G (Australia).  
Int'l reps.: Argentina (Disc Jockey), Colombia (Fuentes), New Zealand (Viking).  
Discos Universales (DUSA) Tiber 58, Mexico 5, D.F. Tel: 11-72-42, 25 29-89. Cable: GRAMMOPHON. Gen. Mgr.: Hans Schrade; Sales & Commercial Mgr.: Austin Hernandez.  
Labels: Atlantic, Belart, Heliodor, Kama Sutra, Metro, Philips, Polydor, Sonvel, Velvef, Wing.  
This company represents: Ansonia (USA), Archiv (Germany), DGG (Germany), Elite (Switzerland), Fontana (Netherlands), Kubaney (USA), MGM (USA), Mercury (USA), Philips (Netherlands), Polydor (Germany), Ri-Fi (Italy), Riverside (USA), Velvet (USA), Verve (USA).  
Int'l reps.: Through Polydor and Philips.  
Dusa (see Discos Universales).  
E R (see Discos Cisne).  
Eco (see Peerless).  
Gamma, PO Box 7762, Mexico 5, D.F. Tel: 45-73-60. Gen. Dir.: Tomas Munoz; Asst. Gen. Mgr.: Carlos J. Camacho.  
Labels: Gamma, Diana.  
This company represents: ABC (USA), Alvorada (Portugal), Amadeo (Austria), BWD Prod'ns, Bang (USA), Blue Bell (Italy), Cameo-Parkway (USA), Checker (USA), Cadet (France), Command (USA), Ducretet-Thomson (France), Durium (Italy), Erato (France), Everest (USA), Festival (France), Fonit-Cetra (Italy) Hispavox (Spain), Imperial (USA), Laurie (USA), Le Chant du Monde (France), Metronome (Denmark), Project 3, Reprise (USA), Eupraphon (Czechoslovakia), United Artists (USA), Vanguard (USA), Vogue (France), Warner Bros. (USA).  
Int'l reps.: Through Hispavox (Spain) and its affiliates.  
Grever (see Discos Grever).  
Harmony (see CBS).  
Heliodor (see Discos Universales).  
Importadora de Discos, Ternayuca 475-F, Mexico 13, D.F. Tel: 24-46-79. Mgr.: Gabriel Mendoza; A&R: Francisco Corchado.  
Labels: Decca, AudioMex.  
This company represents: Decca (USA).  
Kama Sutra (see Discos Universales).  
Lyra (see Coro).  
Maya (see Orfeon-Video Vox).  
Metro (see Discos Universales).  
Motown (see Capitol de Mexico).  
Musart (see Discos Musart).  
Odeon (see Capitol de Mexico).  
Okoh (see CBS).  
Orfeon (see Orfeon-Video Vox).  
Orfeon-Video Vox, Apdo. 428, Calle 8 y Alce, Blanco, Naucalpan. Tel: 27-91-51. Cable: DISMEXSA. Pres.: Rogelio Azcarraga; Gen. Dir.: Alejandro Siegrist; Sales Mgr.: Guillermo Burckle; A&R: Porfirio Reyva & Paco de la Barrera.  
Labels: Orfeon, Dimsa, Maya, Ariel.  
This company represents: Barclay (France), Copacabana (Brazil), Columbia (Spain), King (Japan), King (USA), Somers (USA), Westminster (USA), Whitehall (USA).  
Int'l reps.: Argentina (Sigcamericana), Brazil (Copacabana), Colombia (Sonolux), Ecuador (Emporio Musical), France (Vogue), Japan (King), USA (Ansonio, Arv Music, Cest Sales, Valvef), Venezuela (Antor).  
Peerless, Laquna 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: Marco Aurelio Fontana; Sales: Bruno Vogt; Int'l: Rene Vera Sanchez.  
Labels: Peerless, Eco.  
This company represents: Chantier (Brazil), Decca (United Kingdom), Del Norte (USA), Falcon (USA), Fuentes (Colombia, Ecuador), Imperio (Bolivia), La Guarachita (Dominican Republic), London (USA), Richmond (USA), Seeco (USA), Telefonken (Germany), Vox (USA).  
Int'l reps.: Brazil (Cassio Muniz), Chile (Philips), Colombia (Fuentes), Ecuador (Fuentes), Paraguay (Antar), Peru (Virrey), Puerto Rico (P.R. Recs.), Spain (Hispavox), Uruguay (Antar), USA (S&R), Venezuela (Palacio de la Musica). (SEE ADVERTISEMENT)  
Philips (see Discos Universales).  
Polydor (see Discos Universales).

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R C A (see RCA Mexicana).  
 R C A Mexicana, Ave. Cuiclahuac 2519 Mexico 16, D.F. Tel: 27-60-20. Cable: RADIOINTER. Pres.: Louis Couffolenc Jr.; Gen. Sales Mgr. & Pub.: Guillermo Infants; Int'l Mgr.: Enrique Gutierrez Zamora; A&R: Ruben Fuentes.  
 Labels: Camden, RCA.  
 This company represents: Disneyland (USA), Dot (USA), Elenco (Brazil), RCA affiliates.  
 Int'l reps.: Through RCA Int'l.  
 Selektio (see Coro).  
 Son-Art (see Discos Exclusivos).  
 Sonvel (see Discos Universales).  
 Tamla (see Capitol de Mexico).  
 Tizoc (see Discos Tizoc).  
 Velvet (see Discos Universales).  
 Wing (see Discos Universales).

● **music publishers**

Brambila Musical Mexico, Av. Cuiclahuac 2305, Mexico 17, D.F. Tel: 27-66-67. Mgr.: Rogelio Brambila.  
 Campel, 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: 21-03-31. Mgr.: Mario Alvarez.  
 Editorial Musical Latino Americana (EMLASA), Melchor Ocampo 412, Mexico 5, D.F.  
 Editorial R.C.A., Ave. Cuiclahuac 2519, Mexico 17, D.F. Mgr.: Alfonso Garcia Santillana.  
 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 Marquez.  
 Mexicanas de Musica, Av. Juarez 18-206, Mexico 1, D.F. Tel: 21-58-55. Mgr.: Rodolfo Halffter.  
 Mexicomusic, Division del Norte 31, Mexico 12, D.F. Tel: 43-72-40. Mgr.: Mario Freidberg.  
 Mills Music de Mexico, Cumbres de Maltrata 375-A, Mexico 112, D.F. Tel: 43-71-40. Mgr.: Alfredo Gil.  
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Mundo Musical, Puebla 286-101, Mexico 7, D.F. Tel: 33-20-80. Mgr.: Hector Martinez Anaya.  
 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.  
 Trebol, Rio de la Loza 84-105, Mexico 13, D.F. Tel: 12-63-66. Mgr.: Jose Martin Hernandez.

● **record wholesalers**

**IMPORTERS & EXPORTERS**

Exportadora Centroamericana, Av. Juarez 127-408, Mexico 1, D.F.  
 Intercambio Mercantil, Marsella 68, Mexico 6, D.F.

**DISTRIBUTORS**

Centro Musical de Tijuana, Apdo. 206, Av. Constitucion 917, Tijuana B.C. Tel: 5-13-22 & 5-41-23. Mgr.: Luis Alonso.  
 Int'l branch: USA, PO Box 292, San Ysidro, Calif.  
 Labels: A&M, CBS, Capitol, Discos Universales, Deutsche Grammophon, Dot, Epic, Gamma, Hispavox, Imperial, London, Musart, Orfeon, Peerless, Polydor, RCA Victor, Reprise, Telefunken.

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**ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS**

Asociacion de Amigos de la Musica, Culiacan, Sin.  
 Asociacion Mexicana Santa Cecilia, Apdo. 147, Pachuca, Hid.  
 Asociacion Musical Manuel M. Ponce, Bucarelli 12-105, Mexico, D.F.

**MUSIC LICENSING ORGANIZATION**

Sociedad de Autores y Compositores de Mexico, Ponciano Arriaga 17, Mexico 1, D.F. Tel: 46-91-67. Gen. Dir.: Carlos Gomez Barrera.

**PRESSING PLANTS**

C B S, San Bartolo Naucalpan, Estado de Mexico. Co-Ro, Bahía de Perula 80, Mexico 17, D.F.  
 Discos Cisne, Caracci 64, Mexico 19, D.F.  
 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 Mexicana, Apdo. 28570, Mexico 16, D.F.

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C B S, San Bartolo Naucalpan, Estado de Mexico. Tel: 27-62-20.  
 Pan Americana de Discos, Apdo. 3, Tacuba, Mexico 17, D.F.  
 Peerless de Mexico, Apdo. 1657, Mexico 1, D.F.  
 R C A Mexicana, Av. Cuiclahuac 2519, Mexico 16, D.F.

● **tape**

**TAPE MANUFACTURER & LICENSED DUPLICATOR/DISTRIBUTOR**

Stereo Jet de Mexico, Calle 2 No. 13b, Naucalpan de Juarez, Mexico City.  
 Int'l branch: USA; New York, N.Y.—Claytronics.  
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 Labels: Discos, CBS, Columbia, ABC, Alegre, Command, End, GEE, Gone, Grand Award, Impulse, Mardi Gras, Roost, Roulette, Squire, Tico.

● **tape playback & phonograph manufacturers**

Admiral de Mexico, Apartado 8912, Mexico City 8, D.F.  
 Home office: USA.

Philco, Clavel 157, Mexico 4, D.F. Tel: (day) 47-46-00. (night) 40-20-70. Pres. & Gen. Mgr.: Lorenzo Carbia.  
 Home office: USA.

● **musical instruments**

**MUSICAL INSTRUMENT MANUFACTURER**

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 Int'l Branch: USA; PO Box 292, San Ysidro, Calif.  
 Product: guitars, ukeleles, tambourines, bongos.

**MOROCCO**

Population: 13,451,000.  
 Official rate of exchange: \$1 (US) = 5 Dirham.  
 No. of radios: 900,000.  
 No. of TV sets: 33,000.  
 Holidays: Mar. 3 (National Day), May 1 (Labor Day), Nov. 18 (Independence Day), traditional Moslem and Christian holidays.

● **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 Ros, 8 Blvd. Pasteur, Tangiers. Tel: 15225.  
 Chellons, 9 rue Fez, Tangiers. Henri Cometta, 9 Blvd. Rachidi. Tel: 22130.  
 Comptoir des Produits Parlants, 2 rue Ch. Valdrome, Casablanca. Tel: 22184.  
 Disco-Maghreb, 21 rue du Soldat-Roch, Casablanca. Tel: 41450.  
 Radelec, 10 rue Pegoud, Casablanca. Tel: 79493.  
 Radio-Vox, 24-26 rue Clemenceau, Casablanca. Tel: 73511.  
 S O D I C, ang., rue J. Cartier & Blvd. Girardot, Casablanca. Tel: 65689.  
 Societe Anonyme Marocaine de Telecommunications "Samtel," 2 rue de Bapaume, Casablanca. Tel: 430-50/51/52. Dir.: R. Poulain.  
 Vadrot, 45 rue Clemenceau, Casablanca. Tel: 65-382.

**NETHERLANDS**

Population: 13,430,000.  
 Per capita income: \$1,350.  
 Official rate of exchange: \$1 (US) = 3.63 Dutch florins.  
 No. of homes with record players: 1,400,000.  
 Records sold domestically: 1967—\$28,000,000; 1966—\$27,500,000.  
 Records imported from USA: 1967—\$304,572; 1966—\$212,116.  
 Records imported from countries other than USA: 1967—5,197,080 units.  
 Records exported to USA: 1967—10,117 units @ \$11.78; 1966—2,975 units @ \$5.376.  
 Records exported (total): 1967—8,676,680 units.  
 Average retail price per record: LP's—\$2.72 to \$6.60; EP's—\$1.72; Singles—\$1.17.  
 Stereo sales: 80% of all LP sales.  
 Record club sales: 12% of total.  
 Tape: About 8,500 cartridge playback units were sold in 1967. Philips system is leading. Boom in cartridge sales is expected when cheaper players become available.  
 Type of distribution: Manufacturer-to-retailer system predominates. Most manufacturers and retailers are united in special unions. There are very few manufacturers, importers, and retailers working outside these unions. Since May 1968 rack-jobbing has begun on a small scale.  
 Discounting: rare.  
 Type of promotion: via manufacturers, radio & TV. Fan magazines follow, promote musical trends.  
 Jukeboxes: 12,000.  
 Radio stations: 1 commercial, 3 government; 3 AM, 3 FM.  
 Type of programming: light—70% (90% recorded, 10% live); classical—30% (70% recorded, 30% live).  
 No. of radiis: 3,093,000.  
 TV stations: 2 government channels.  
 Type of programming: 2 or 3 pop music programs per week; 2 or 3 classical music programs per week.  
 No. of sets: 2,113,000.  
 Import/export regulations: No import duty on records from Common Market countries.  
 Holidays: Jan. 1, April 7, April 30, May 15, May 26, Dec. 25, 26.

Bas Hageman

● **record manufacturers**

Artone Gramophone, Artone Bldg., Kruisstr. 8-10, Haarlem. Tel: 17476. Cable: ARTONE. Telex: 41051. Mng. Partners: Casper D. Slinger, Bill C. Slinger; Mktg. Dir.: John J. Vis; Mktg. Mgr.: Pete Felleman; Ass't Mktg. Dir.: Guido Weyprecht; Sales Mgr.: George Bischoff; PR & Promo. Mgr.: Leo Moolenijzer; Promo.: Paul Visser; Radio/TV Promo.: Aad Baars; Int'l Dept.: Adrian A. Kappers.  
 This company represents: Artone (Netherlands), Palette (Belgium), Festival (France), Baerenreiter (West Germany), Ricordi (Italy), CGD (Italy), Epic (USA), Tamla-Motown (USA), United Artists (USA), Chess (USA), Hickory (USA), Prestige (USA).

*continued on page 302*



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**Labels:** Europhon, Park, Whamm, Prom.  
**This company represents:** Camerate, Christophorus, Da Camera, Durium, Folkways/Scholastic, Gotta, Sastruphon, Savoy, Vox, Walt Disney.  
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**Label:** Imperial.  
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Peter Rensen Prod'ns, PO Box 3524, Amsterdam. Tel: 020-941470/59625.

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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) 85483.

Basart, Leidsegracht 11, Amsterdam. Tel: (020) 222626. Cable: EDITORAS. Mng. Dir.: C. Ch. Gomperts; Dir.: Guus Jansen Jr.; Gen. Mgr.: Ferry Wienneke.

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Affiliate: Nederlandse Muziekgeschiedenis.

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other personnel: Paul C. M. Dirken & Pierre Janzen.

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Dreissen/Basart (see Tierolff-Muziekcentrale). Dutch Rec. Centre, "In de Blockfluyt," Oude Gracht 305, Utrecht. Tel: (030) 12051.

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Hangmen (see IFD).

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Joh. de Heer, Jensiusstr. 54, Rotterdam. Tel: 010-241871.

Hees, Choorstr. 1-3, Delft. Tel: 01730-24183.

Heinrichshoten-Edition, Raamgracht 10, Amsterdam. Tel: (020) 246933.

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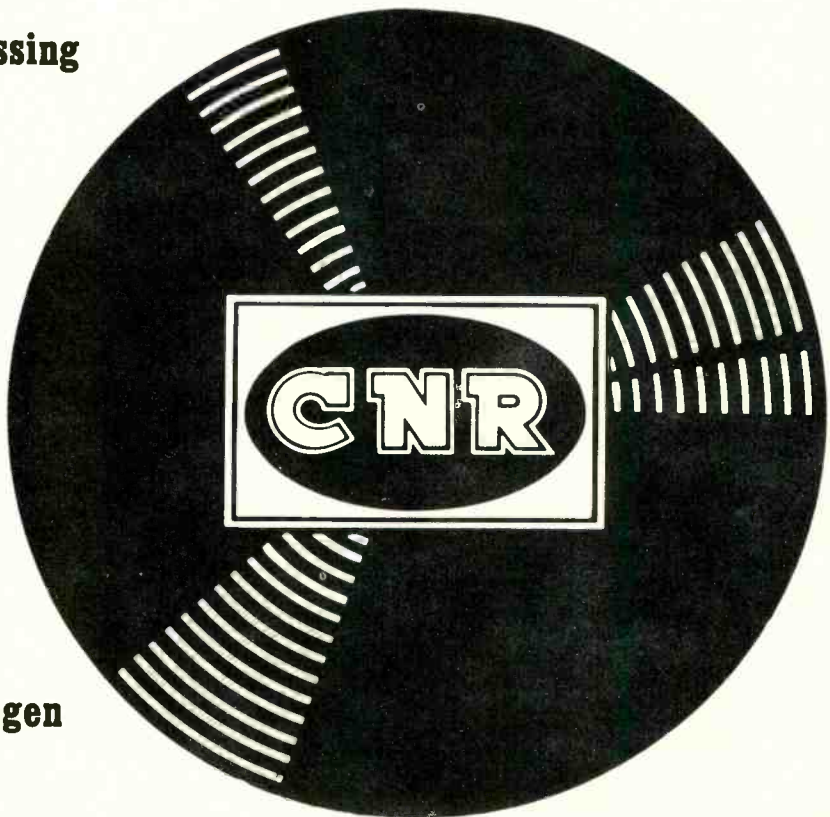
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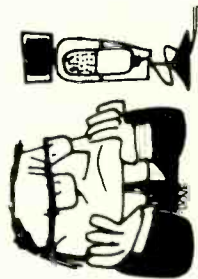
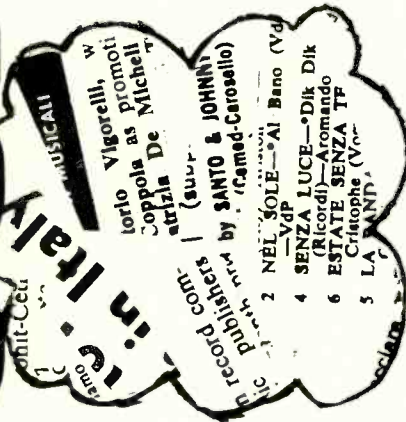
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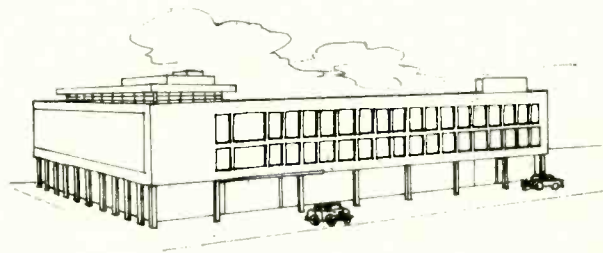
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Phonogram, Singel 170-172, Amsterdam. Tel: (020) 245588.  
Polydor, Piet Heinplein 5, The Hague. Tel: (070) 634955.  
Rhythm & Blues Studio, Pieter Langendijkstraat 38, The Hague 14. Tel: (070) 614061.

## ● supplies & services

### ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Amsterdam Arts Council, Town Hall, Rm. 20A, O. Z. Voorburgwal 199, Amsterdam.  
Dutch Foundation for Documentation of Country & Western Music (Nederlandse Stichting voor documentatie van Country & Western Muziek), PO Box 407, Eindhoven. Pres.: Will Smulders.  
Foundation Donemus (Documentation in the Netherlands for Music), Jacob Obrechstr. 51, Amsterdam. Dir.: Andre Jurras.  
Foundation "Netherlands Musical Interests," Herengracht 458, Amsterdam.  
International Society for Contemporary Music, Herengracht 458, Amsterdam.  
N V G D (Nederlandse Vereniging van Grammofoonplaten Detailhandelaren), Nieuwe Binnenweg 132, Rotterdam.  
N V G I (Nederlandse Vereniging voor Grammofoonplaten Importeurs en Fabrikanten, Singel 170-172, Amsterdam.  
National Music Committee, Jacob Obrechstr. 51, Amsterdam. Sec'y Gen.: Andre Jurras.  
Royal Netherlands Musicians' Society (Koninklijke Nederlandse Toonkunstenaars Vereniging), Vondelstr. 66, Amsterdam. Pres.: Prof. Dr. K. Ph. Bernet Kempers.  
Society "Office for Music Copyright" (De Vereniging Het Bureau voor Muziekauteursrecht), Marius Bauerstr. 30, Amsterdam 17. Tel: 020-156822. Dir.: Th. Limperg.  
Society of Music Dealers and Publishers in Netherlands (Vereniging van Muziekhandelaren en Uitgevers en Nederland), Nieuwe Binnenweg 132, Rotterdam (Dealers' Section). AND: Leidsegracht 11, Amsterdam (Publishers' Section).  
Society for Netherlands Musical History (Vereniging voor Nederlandse Muziekgeschiedenis), Willemstr. 59, The Hague.

### 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

Agram Phonographic Industry, Nijverheidsweg 34, Haarlem.  
C N R (Road), Gevers Deynootplein 40, Scheveningen.  
Fugram Phonographic Industry, Noorderduinweg 54, Zandvoort.  
Philips Phonographic Industry, Gerrit v.d. Veenlaan 4, Baarn.

### PRINTING PLANT

Arprint, Stephensonstr. 44, Haarlem.

### PROMOTION & PUBLICITY

Europhoto, PO Box 1410, Odkmeerweg 232, Amsterdam. Tel: (020) 192825 & 941470. Mng. Dir.: Emanuel Damsteeg.

Fonorama, PO Box 26, Amersfoort. Tel: 03490-18086. Pres.: Frits Versteeg.  
Pop-Telescoop, PO Box 2100, Amsterdam. Tel: 020-941470. Editor: Emanuel Damsteeg; Rec'g Editor: Peter Rensen.  
Red Bullet Prod'ns, De Rykiaan 1, Hilversum. Tel: 02150-40759. Cable: REDBULLET. Gen. Mgr.: Fred C. Haayen; Publ'g Dir.: Willem J. van Kooten; Press & Pub. Mgr.: Jerry Voisin.  
Show-Business, PO Box 2100, Amsterdam. Tel: 020-941470.

### RECORDING STUDIOS

Bovema, Bleekersvaartweg 45, Heemstede.  
Philips Phonographic Industries, Gerrit v.d. Veenlaan 4, Baarn.  
Studio Sound-Push, Huizerweg 13, Blaricum. Tel: 02153-6050.

## NETHERLANDS ANTILLES

(Including islands of Aruba, Bonaire, Curacao).

Population: 212,982.  
Per capita income: \$975.  
Official rate of exchange: \$1 (US)=1.905 Curacao guilders.  
Records imported from USA: (factory value) 1967—\$92,548; 1966—Curacao \$53,018; Aruba \$14,173.  
Records imported from countries other than USA: (factory value)—1966—Curacao \$71,391; Aruba \$8,924.  
Average retail price per record: LP's—\$5.35, EP's—\$1.62, Singles—\$1.13.  
Record clubs: None.  
Type of distribution: Manufacturer-to-retailer.  
No. of juke boxes: 175.  
No. of radio stations: 10 commercial.  
Type of programming: Musical—classical, 64 hours per week; pop, 365 hours per week.  
No. of radios: 104,000.  
No. of TV stations: 2 commercial channels.  
Type of programming: Live news and serials.  
No. of TV sets: 25,000.  
Holidays: Jan. 1, Good Friday, Easter Monday, Queen's Birthday (April 30), Labor Day, Ascension Day, Whit Monday, Constitution Day (December 15), Christmas (December 25 & 26).

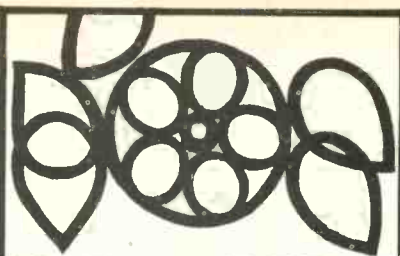
## ● importers

Acme Store, B.v.d. Veen Zeppenfeldstr, St. Nicolaas, PO Box 146, Aruba. Imported by Jose S. Trappenberg.  
All Electric Sales & Services, B.v.d. Veen Zeppenfeldstr. 19, St. Nicolaas, PO Box 210; Nassaustr. 73-A, Oranjestad, Aruba. Imported by: George Britton.  
Bang Bang Record Shop, Rodgerstr. 6, St. Nicolaas, Aruba. Imported by: Ronald N. Croes.  
La Bonanza, Breedestr. 10 & 33-55, Curacao. Imported by: A. R. Capello.  
Discolandia Cuales, Columbusstr. 8, Curacao. Imported by: T. S. Cuales.  
Discofecca Brion, Brionplein 26, Curacao. Imported by: R. E. Yrausquin & Co.  
Edon Sales, Wolkstr. 12-14, PO 600, Curacao. (Also jukebox operators & dealers).  
La Ganga, Prinsenstr. 86, Curacao. Imported by: J. W. Sprockel.  
La Gitana, Hendrikplein 11, Curacao. Imported by: G. R. E. Sprockel.  
Marconiphone Radio Sales & Services, Van Slobbestr. 9, St. Nicolaas, Aruba. Imported by: Alfred Vieira.  
Music, Sport & Gift Stop, B.v.d. Veen Zeppenfeldstr. 71, St. Nicolaas, Aruba; Klipstr. 13-A, Oranjestad, Aruba. Imported by: George H. Dongen.  
Nandwani's, B.v.d. Veen Zeppenfeldstr. 64, PO Box 79, St. Nicolaas, Aruba. Imported by: T. N. Nandwani.  
Roger Sales, Nassaustr. 78, Oranjestad, PO Box 254, Aruba. Imported by: H. Christina.  
Boekhandel Salas, Wilhelminalplein, PO Box 44, Curacao. Imported by: Abram E. Salas.  
Tik Tak, Middenstr. 8, Curacao. Imported by: Angel Job.  
Union Store, B.v.d. Veen Zeppenfeldstr. 81, PO Box 54, St. Nicolaas, Aruba. Imported by: Wed. A. G. Walfenzao.

## NEW ZEALAND

Population: 2,734,289.  
Per capita income: \$2,162.  
Official rate of exchange: \$1 (US)=\$1.11 (N.Z.).  
No. of homes with record players: 408,000.  
Records sold domestically: LP's 1967—1,483,000 units @ \$5,344,410; 1966—1,312,831 units @ \$6,977,425; EP's 1966—296,675 units @ \$511,765; Singles 1967—1,833,000 units @ \$1,403,650; 1966—1,538,544 units @ \$1,804,711.

continued on page 308



# HOLLAND

## HAS A WAY WITH FLOWERS..... THEY BLOSSOM!



# GERRY OORD'S BOVEMA

## HAS A WAY WITH RECORDS..... THEY SELL!

ABC RECORDS  
BARCLAY  
ERATO  
IMMEDIATE  
LIBERTY  
MONUMENT

CAPITOL  
COLUMBIA  
H.M.V.  
PARLOPHONE  
ODEON  
STATESIDE

N.V. BOVEMA GRAMOPHONEHOUSE  
HEEMSTEDE HOLLAND



continued

Records imported from USA: (factory value) 1967—\$26,325; 1966—\$33,458.

Records imported from countries other than USA: (factory value) 1967—\$0,711 units @ \$50,970; 1966—\$8,055 units @ \$63,107.

Records exported to USA: (factory value) 1967—1,349 units @ \$2,495; 1966—1,450 units @ \$2,619; (retail value) 1967—\$9,697; 1966—\$2,630.

Records exported to countries other than USA: (factory value) 1967—\$83,398; 1966—\$4,529 units @ \$46,066.

Average retail price per record: LP's—\$3.60; EP's—\$1.35; Singles—\$0.76.

Stereo sales: 28% of total sales. All LP's now stereo.

Record club sales: 23% of total sales.

Tape: Cartridge play-back units have yet to be introduced to the market; reel-to-reel units are little used. Philips is the only company actively researching the cartridge potential. Limited supplies of units and cartridges are imported.

Type of Distribution: Manufacturer to wholesaler to retailer systems predominate though record clubs have a stable share of market.

Discounting: Rare.

Type of promotion: Principal promotion strategy is aimed through disk jockeys who conduct commercial programs with a minimum of control from government-owned radio stations; station leases to private companies are being considered.

Radio stations: 47 government, 1 private.

Type of programming: 70% music of which 10% is live. 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 47 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. One pirate radio station has been set up at Hauraki and is undergoing difficulties.

No. of radios: 1,970,904.

TV stations: 4 government, no commercial.

Type of programming: 20% local shows; 45% shows purchased from United Kingdom; 35% shows purchased from USA. 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 65 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 repeaters 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.

No. of TV sets: 576,000.

Important regulations: All records sold in New Zealand irrespective of origin bear sales tax; sales tax is levied at 20% of wholesale (distributor) value. Gramophone records, magnetic recordings of sound or other phenomena, matrices for production of records, prepared record blanks, film for mechanical sound recording, prepared tapes, wires, strips, and like articles of a kind commonly used for magnetic recording, blank tapes and recorded discs, are all subject to import licensing. Licenses for the 1967-1968 licensing period are based on 80% for 1966 of licenses issued. Import licenses issued for 1964 amounted to \$24,000 N.Z. 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%.

Holidays: Jan. 1 (New Year), Good Friday, Easter Monday, Apr. 25 (Anzac Day), June 5 (Queen's Birthday), Oct. 30 (Labour Day), Dec. 25 (Christmas), Dec. 26 (Boxing Day).

J. P. Monaghan.

## ● record manufacturers

Academy of Dancing (see Salem).

Action, PO Box 2144, Christchurch. Tel: 41.212. Cable: HITSOUND. Mng. Dir. & Int'l Dir.: Paul M. Marks; Import-Export: Gavin Millard; Promo: A. Brittenden.

Labels: (owned) Action, Fusion, Mecca; (distributed) Kiwi.

Armar (see Salem).

Astor (see Salem).

Audio Fidelity, PO Box 2144, Christchurch. Tel: 41.212. Cable: HITSOUND. Mng. Dir.: Paul M. Marks; Export: Gavin J. Millard; Promo: A. Brittenden.

This company represents: Audio Fidelity, Happening, Truth, Karate (all USA).

Carinia (see Salem).

E M I, 408 Hutt Rd., Lower Hutt.

Festival, PO Box 1170, Auckland, New Zealand. Tel: 30781. Cable: FESTIVAL. Sales: Roy Farr.

This company represents: A&M (USA), ATA (Australia), Ampar, Atco (USA), Atlantic (USA), Calendar, Clarion, Command (USA), Coral (USA), Dot (USA), Festival, Impulse (USA), Island (United Kingdom), Imperial, King (Japan), Leedon (Australia), LHI, Liberty (USA), Monument (USA), Project 3 (USA), Scepter (USA), Spin (Australia), Stax (USA), Sunshine (Australia), 20th Century-Fox (USA), United Artists (USA).

Fusion (see Action).

Go (see Salem).

Green & Hall, Taia Hall, Bay Rd., Wellington, E.3.

H M V, PO Box 296, 162-172 Wakefield St., Wellington C.1. Tel: 54.890. Cable: GRAMOPHONE. Sales: B. Feasey.

Label: HMV.

This company represents: Ad-Lib, Amy, Arctic, Argo, Bang, Beltona, Bell, Bunky, Cadet, Calla, Capitol, Chess, Crimson, Columbia (England), Contemporary, Decca (England), Deram, Diamond, Disneyland, Dolton, Dore, Dunes, DynoVoice, East West, Eclipse, Epic, Era, Essex, Fantasy, Felsted, Freedom, Fury, GNP Crescendo, Genius, Gold-Tone, Gordy, Guaranteed, Gulf, Guyden, Hamilton, Hi, Immediate, Jackpot, Jamie, Jubilee, Judd, Laurie, Leader, Major Minor, Mala, Media, Metronome, Motown, Nashboro, National Rec'g, Okeh, One-Derful, Pacific Jazz, Parlophone, Plaza, Parrot, Philly Groove, Past, Ray, Reprise, Revue, Romac, Roost, Santo, Sar, Scarlet, Seville, Shar-dee, Shell, Somerset, Soul, Spark, Specially, Star, Sue, Swan, Till, Trend, Trey, Todd, Tower, Union, Viscunt, Vista, Warner Bros., Warrior, Worldwide, XYZ.

Hoghton Hughes Ents., PO Box 1728, Christchurch. Tel: 74.534. Contact: Mr. Hughes.

This company represents: Spotlight (Australia), W&G (Australia).

Impact (see Pye).

Kiwi (see Action).

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 1488, 77 Ferry Rd., Christchurch. Tel: 65244. Cable: MANDISCO.

Mgr.: Austin Hadler.

Branches: PO Box 8753, Auckland. Tel: 16.123—PO Box 3517, Wellington. Tel: 57250.

Label: Spin-O-Rama.

This company represents: Joe Brown (New Zealand), Crown (USA), Diplomat (USA), Peter Pan (USA), Viking (New Zealand).

Mark (see Levin Rec'g Studios).

Mecca (see Action).

Minex (see Levin Rec'g Studios).

Peak, Box 1757, 76 Chester St., Christchurch. Tel: 65-982. Cable: HITDISC. Mng. Dir.: Jack Urlwin;

Promo. Mgr.: Jacqueline Clegg.

Label: Peak.

This company represents: Artone (Holland), Bellaire (USA), Centaur (USA), Circa (USA), Claridge (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 Magnagroove (USA), Saga (USA), So Deska (USA), Turicaphon (Switzerland).

Philips, PO Box 3517, Philips House, 181-195 Wakefield St., Wellington, C.3. Tel: 57.250. Cable: ARGENTA. Gen. Mgr.: W. Morton; A&R & Sales: J. McCready; A&R Pop: Robin Robinson;

Classical A&R: Chris Thompson.

Label: Philips.

This company represents: CBS (USA), Caedmon (USA), Coronet (USA), Fontana (Holland), Harmonia Mundi (United Kingdom), Kapp (USA), L'imelight (USA), MGM (USA), Mercury (USA), L'Oiseau Lyre (France), Musicor (USA), Philips (Holland), Polydor (Germany), Smash (USA), Vanward (USA), Verve (USA), Wing (USA), Zodiac.

Plastics Inds. (Auckland), 72 Surrey Crescent, Auckland.

Pye, PO Box 2839, Auckland. Tel: 21.949.

Labels: Impact, Pye.

This company represents: Goldengroove, Marble Arch, Pye (United Kingdom).

Radio Corp. of New Zealand, PO Box 3044, Auckland.

Branch: PO Box 23, Paeroa, Auckland.

This company represents: RCA (USA), RCA Camden (USA).

Repeat (see Salem).

Royal (see Salem).

Salem, 7 Clifton Terr., Wellington. Tel: 42412. Cable: SALEMCO. Dir.: Peter Caitness, Dennis Bailey & Charles Harley.

Labels: Academy of Dancing, Armar, Astor, Carinia, Go, Repeat, Royal, Salem, Spin.

Spin (see Salem).

Spin-O-Rama (see Manufacturers Dist.).

Tala (see Levin Rec'g Studios).

Viking/La Gloria, PO Box 1431, Wellington. Tel: 51-090. Cable: VIKING. Mng. Dir.: Murdock Riley.

This company represents: Backbeat (USA), Cadet (USA), Criterion (USA), Checker (USA), Dominion (Canada), Duke (USA), Elektra (USA), Meazzi (Italy), Palette (Belgium), Peacock (USA), Quality (Canada), CN Rood (Holland), Roulette (USA), Tahiti (Tahiti).

Int'l reps.: Australia (Viking), Canada (Quality), United Kingdom (EMI), France (EMI), South Africa (Troubador).

## INDEPENDENT RECORD PRODUCERS

Action, PO Box 2144, Christchurch. Prod'r: Phil Cohen.

Levin Rec'g Studios, 377 Oxford St., Levin. Tel: 5879. Owner: W. L. Clark.

Maverick Ents. New Zealand, Box 1837, Auckland. Exec. Prod'r: Antonio Santa Maria-Fernandez; Ass't Prod'r: John Bridson & Eldon H. Hatfield.

## ● record clubs

Philips, PO Box 2394, Wellington.

R C A, Box 1945, Auckland.

World, Farish St., Wellington.

## ● music publishers

J. Albert & Sons, 2-4 Willis St., Wellington.

Charles Begg, PO Box 889, 19-21 Manners St., Wellington.

Belcas, c/o HMV, Hutt Rd., Lower Hutt.

Chappell, 39 Lower Cuba St., Wellington.

Marquis, PO Box 405, Christchurch.

Melas, 7 Clifton Terr., Wellington.

Seven Seas, 57 Tory St., Wellington.

Southern, 201 Pacific Bldg., Wellesley St. E., Auckland C.1.

This company represents: Sam Fox (USA).

## ● record wholesalers

### RECORD DISTRIBUTORS

Action, PO Box 2144, Christchurch.

Allied Int'l, PO Box 3043, Auckland, C.1. Tel: 21.949. Cable: GROOVE. Contact: Mr. Pulham.

This company distributes: Ply, RCA.

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: GRAMMOPHONE. Contact: Mr. Smith.

Hoghton Hughes Ents., PO Box 1728, Christchurch.

Tel: 74.534. Contact: Mr. Hughes.

Labels: Chapel, Folkways, Herald, Kiwi, MK,

Pathe, Sailor-Boy, Spotlight, Supreme.

Manufacturers Dist., PO Box 2560, 144 Kilmore St., Christchurch, C.1. 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.

Philips, PO Box 3517, Wellington. Tel: 57.250.

Cable: ARGENTA. Contact: W. Morton.

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-

dervan.

A.H. & A.W. Reed, PO Box 6002, Te Aro, Wellington.

Tel: 57.900. Contact: Mr. Vercoe.

Sacred, PO Box 275, Levin. Tel: 1423. Cable:

SACORDS. Contact: Mr. Harris.

Stebbing, 7 Saratoga Ave., Herne Bay, Auckland,

W.1. Tel: 12.426. Contact: E. C. Stebbing.

Viking, PO Box 1431, Wellington. Tel: 51.090.

Cable: VIKING. Contact: Ron Dalton.

## IMPORTERS & EXPORTERS

Action, PO Box 2144, Christchurch. Contact: Gavin J. Millard.

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.1.

Peak, PO Box 1757, Christchurch.

Philips, PO Box 3517, Wellington.

Pye, PO Box 2839, Auckland.

Radio Corp. of New Zealand, PO Box 3044, Auckland.

Branch: PO Box 23, Paeroa, Auckland.

Viking, PO Box 1431, Wellington.

World, Farish St., Wellington.

## ● supplies & services

### JACKET MANUFACTURER

Coulls Somerville, 76 Kent Terr., Wellington C.3.

Litho Prod'ns, 148 Tory St., Wellington C.3.



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Looking for a good connection in Scandinavia? May we offer you our services: record dept. (the definite leading on locally produced single hits), concert agency, background music, publishing, sound equipment, recording facilities.

Local recording on Triola and Sonet-label (constantly on the charts).

Distribution: Amigo — Argo — Bel Air — Candid — Cash Productions — Checker — Chess — Colpix — Crescendo — Debut — Deutsche Vogue — Dimension — Discofon — Durium — Elite Special — Epic — Europa — Funckler — Gazel — Hickory Island — Joy — Kapp — Knapupp — Loma — MK — Major Minor — Okeh — Omega — Palette — Red Bird — Reprise — Ric — Rifi — Riviera — Roulette — Saba — Saga — Scandisc — Scepter — Select — Show Society — Sonet — Somerset — Specialty Records — Storyville — Sue — Tempo — Transatlantic — Triola — Turnabout — Vanguard — Vox — Vogue — Warner



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Rotoway, 98 Hanson St., Wellington S.1.

## MUSIC LICENSING ORGANIZATIONS

Attorneys & Trustees of Composers & Authors & Publishers of Music.

Australian Performing Rights Ass'n, Ltd., Conference Chambers, Corner Wakefield & Farish Sts., Wellington.

Phonographic Performances, PO Box 2885, Wellington.

## PRESSING PLANTS

E M I, PO Box 296, Hutt Rd., Lower Hutt, Wellington, C.1

Plastics Inds. (Auckland), Taia Hall, Bay Rd., Wellington, E.3.

Branch: 72 Surrey Crescent, Auckland.  
Radio Corp. of New Zealand, PO Box 696, Paeroa, Wellington.

## PROMOTION & PUBLICITY

M C I Films, PO Box 405, Christchurch.

Marquis, PO Box 405, Christchurch.

New Zealand Musical Inds., CPO Box 2144, Christchurch.

## RECORDING STUDIOS

Action, PO Box 2144, Christchurch.

Astor, 48 Shortland St., Auckland.

H M V, PO Box 296, Wellington.

Levin, 377 Oxford St., Levin. Tel: 5879. Owner: W. L. Clark.

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: 1,752,000.

Per capita income: \$333.

Official rate of exchange: \$1 (US)=7 cordobas.

Records imported from USA: (factory value CIF) 1967—6,402 kilos @ \$48,203 (down 22.55% from 1966); 1966—6,718 kilos @ \$62,242.

Records imported from countries other than USA: (factory value CIF) 1967—38,814 kilos @ \$304,063 (down 25.15% from 1966); 1966—54,317 kilos @ \$406,253.

Records exported to USA: (factory value FOB) 1967—93 kilos @ \$764; 1966—none.

Records exported to countries other than USA: (factory value FOB) 1967—23,806 kilos @ \$191,480 (up 69.04% from 1966); 1966—8,496 kilos @ \$59,277.

Average retail price per record: LP's—\$10.43 (stereo imported), \$7.86 (mono imported); EP's—\$4.86 (mono & stereo imported); Singles—\$1.14.

Record club sales: none.

Tape: no statistics available, but cartridge playback units gaining acceptance.

Type of distribution: manufacturer- or importer-to-retailer.

Discounting: rare.

Type of promotion: little done, all by manufacturer or importer.

Radio stations: 26 commercial, 1 government.

Type of programming: one station only broadcasts classical music; all others broadcast pop music, 95% recorded.

No. of radios: 100,000.

TV stations: 5 commercial channels.

Type of programming: about 2% live; remainder canned feature fare from USA & Mexico.

No. of TV sets: 16,000.

Import/export regulations: No regulation other than duty, which is \$1.50 per kilo gross weight plus 40% ad valorem.

Holidays: Jan. 1, Holy Thursday, Good Friday, May 1, September 14, 15, Oct. 12, Dec. 25.

## ● record manufacturers

Discosa, PO Box 2751, Managua.

Sonido Industrial (SISA), PO Box 2751, Managua.

## INDEPENDENT RECORD PRODUCER

Discos Murra, PO Box 2503, Managua D. N. Cable: MURRADIS. Contact: Juan J. Mourra.

## ● music publisher

Ediciones Internacionales (Mura), PO Box 2503, 4a Ave. N.E. 503, Managua D. N. Cable: MURRADIS. Contact: Juan J. Mourra.

## ● importers & exporters

Elias Argenal, Aptdo. 555, Managua.

Discolandia, Ave. Roosevelt 110, Aptdo. 24, Managua. Tel: 3596 & 71530. Contact: Edmund Tefel.

Discosa, Aptdo. 2751, Managua. D. N. Tel: 49-24. Cable: DISCOSA. Pres.: William Arguello Tefel; 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: 57,500,000.

Official rate of exchange: \$1 (US) = 0.3571 pound. Records imported from US (CIF): 1967—\$14,274; 1966—\$28,002.

No. of radios: 600,000.

No. of TV sets: 30,000.

Holidays: Jan. 1, July 1 (Birth of Prophet), Oct. 1 (Independence Day), Dec. 26 (Boxing Day), Traditional Moslem and Christian holidays.

## ● record manufacturers

Badejo (see Philips).

Capitol (see EMI).

Columbia (see EMI).

E M I, PO Box 417, 7 Wharf Rd., Apapa. Tel: Lagos 55164. Cable: EMINIG LAGOS. Mng. Dir.: P.S. Homewood.

Labels: Capitol, Columbia, HMV, Parlophone.

Fontana (see Philips).

H M V (see EMI).

Nigerphone (see Philips).

Parlophone (see EMI).

Philips, PO Box 2997, 6 Ijora Causeway, Lagos. Tel: 56214. Cable: PHILREC. Mng. Dir.: A. van Leeuwen.

Labels: Philips, Fontana, Pye, Badejo, Nigerphone.

This company represents: All Philips, DGG, Mercury & Pye labels available to Nigeria.

Pye (see Philips).

## NORWAY

Population: 3,800,000.

Per capita income: \$1,100.

Official rate of exchange: \$1 (US) = 7.15 Norway Krone.

No. of homes with record players: 450,000.

Records sold domestically: LP's 1967—680,000 units @ \$3,650,000; 1966—503,000 units @ \$2,300,000; up 25%. EP's 1967—152,000 @ \$265,000; 1966—227,000 units @ \$450,000; down 30%. Singles 1967—2,000,000 @ \$2,260,000; 1966—1,950,000 @ \$2,220,000; up 2%.

Records manufactured for domestic & export sale: LP's 1967—400,000 units; 1966—190,000 units. EP's 1967—220,000 units; 1966—340,000 units. Singles 1967—2,500,000 units; 1966—1,700,000 units.

Records imported from USA: (factory value) 1967—20,000 units @ \$14,000; 1966—15,000 units @ \$10,000; up 40%; (retail value) 1967—20,000 units @ \$115,000; 1966—15,000 @ \$85,000; up 35%.

Records imported from countries other than USA: (factory value) 1967—560,000 units @ \$450,000; 1966—540,000 @ \$420,000; up 7%; (retail value) 1967—560,000 units @ \$2,200,000; 1966—540,000 units @ \$2,000,000; up 10%.

Records exported to USA: None.

Records exported to countries other than USA: (factory value) 1967—100,000 units @ \$150,000.

Average retail price per record: LP's—\$4.48; EP's—\$2.10; Singles—\$1.18.

Stereo sales: 60% of total sales; 100% of LP sales.

Record club sales: 8% of total sales.

Tape: Although 6,300 cartridge playback units were sold in 1967, there has been little apparent effect on the sales of open reel playback units, or on the sale of phonographs. In the cartridge field, Philips Musicassette systems prevail.

Type of distribution: Manufacturer to retailer—92%; record clubs—8%.

Type of promotion: Anglo-American and Swedish records dominate the market, promoted by Radio Lux and the Swedish Melody radio. Norwegian radio and TV influence is growing. Newspapers and magazines willingly promote domestic production.

Jukeboxes: 1,400.

Radio stations: 1 government station with varied programming.

TV stations: 1 government channel with varied programming 5 hours per day.

Import/export regulations: 10 cents per pound from non-EFTA countries.

Holidays: Jan. 1, Easter (Holy Thursday to Easter Monday), May 1, May 17, Ascension day, Whitsuntide (Saturday to Monday), Dec. 25, 26. Haaken Tveten

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continued

## ● record manufacturers

Aksent (see Kare Korneliusen).  
Ansgar, Møllergaten 26, Oslo 1. Tel: 420747. Dir.: T. Torgussen.  
Artimpex, Vibegate 10, PO Box 5308 Maj. Oslo 3. Tel: 46 85 07. Cable: ARTIMPEX. Dir.: N.E. Larsgaard.  
This company represents: Supraphon (Czechoslovakia).  
Barneplaten (see Norsk Grammofon).  
Arne Bendiksen, Osterdalsgaten 1, Oslo 6. Tel: 67 67 90. Cable: BENDIKMUSIC. Dir.: Arne Bendiksen; Sec'y: Frances Hasle; A&R & Promo.: Borre Bentzen; Sales Dir.: Erik Johansen; Pub.: Siri Lill Eide; Rec'g Studio Dir.: Jan Erik Kongshaug.  
Labels: (owned) Forum, Triola, Sonet; (dist'd) Continental, Manu, Nor-Artist.  
This company represents: Amigo (Sweden), Argo (USA), Bel Air (France), Checker (USA), Chess (USA), Crescendo (USA), Colpix (USA), Durium (Italy), Elite Special (West Germany), Epic (USA), Europa (West Germany), Funkler (Netherlands), Gazell (Sweden), Hickory (USA), Island (United Kingdom), Kapp (USA), Knappupp (Sweden), Loma (USA), MK (USSR), Major Minor (United Kingdom), Megafon (Sweden), Okeh (USA), Palette (Belgium & USA), Prima (USA), Reprise (USA), Ri-Fi (Italy), Riviera (France), Roulette (USA), Saba (West Germany), Saga (United Kingdom), Scandisc (Sweden), Scepter (USA), Society (United Kingdom), Somerset (West Germany), Sonet (Denmark, Sweden & USA), Specialty (Denmark), Storyville (Denmark), Sue (USA), Symbol (West Germany), Tempo (West Germany), Transatlantic (United Kingdom), Triola (Denmark, Sweden), Vanguard (USA), Vogue (France, West Germany), Vox (France), Warner Bros.-Seven Arts (USA).  
Camp Music (see Nor-Disc).  
Columbia (see Carl M. Iversen).  
Continental, Jessheim. Tel: 1685, 1686, 1687. Gen. Mgr.: Barry Matheson. (distributed by Arne Bendiksen).  
Jorg-Fr. Ellertsen, Jernbanetorget 4, Oslo. Tel: 33 69 95. Cable: TROLLMUSIC. Dir.: Jorg-Fr. Ellertsen.  
Labels: Kristne Toner, Troll. (distributed by Nera).  
Emanuel (see Manu).  
Eventyrplaten (see Norsk Grammofon).

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7 Welbeck Street  
London W1, England

Filadelfia, St. Olavsgate 24, Oslo 1. Tel: 336127.  
Top Exec.: M. Ruud.  
Fontana (see Norsk Phonogram).  
Forum (see Arne Bendiksen).  
HMV (see Carl M. Iversen).  
Harmoni (see Norsk Grammofon).  
Carl M. Iversen, Youngsgaten 1, Oslo 1. Tel: 20 92 75. 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), Odeon (Denmark, France, Germany, Sweden), Parlophone (England), Pathe (France), Regal (England), Stateside (England), Svensk-American (Sweden), Tamla-Motown (USA).  
Kare Korneliusen, Mjondalen. Tel: 84 87 22. Pres., A&R, & Sales: Kare Korneliusen.  
Label: Aksent.  
Kristne Toner (see Jorg-Fr. Ellertsen).  
Manu, Tollbodgaten 12, Oslo 1. Tel: 427212. Top Exec.: Per Gunnar Jensen. (distributed by Arne Bendiksen).  
Labels: Manu, Emanuel (religious).  
Mercury (see Norsk Phonogram).  
Musica (see Nera).  
Nera, Pilestredet 75 C, Oslo 3. Tel: 46 19 50. Cable: MUSICA. Dir.: E. Meyer; A&R Mgr.: J. Johanson; Sales Mgr.: A. Tegmeier; Pub., Adv. & Ass't A&R Mgr.: A. Sigvaldsen; Promo.: I. Thorstensen.  
Branch: Birger Gjestland, PO Box 219, Bergen. Contact: Ingv. Borhaug.  
Labels: (owned) Musica; (dist'd) Troll.  
This company represents: Cupol, Monument, Olga, RCA, RCA Camden, Telefunken.  
Int'l reps.: all RCA licensees.  
Nor-Artist (see Arne Bendiksen).  
Nor-Disc, Rosenborggt. 19, Oslo 3. Tel: 46 39 52. Cable: ASNORDISC. Telex: 8521. Mng. Dir. & Int'l: Totto Johannessen; A&R Prod'n Mgr.: Odd Loken; Classical A&R Mgr.: Sverre Dahl; Pub., Adv. & Promo.: Kari Neegaard.  
Labels: (owned) Nor-Disc; (dist'd) Camp Music.  
This company represents: A&M (USA), Ace of Clubs (United Kingdom), Ace of Diamonds (United Kingdom), Ace of Hearts (United Kingdom), Archiv (West Germany), Argo (United Kingdom), Ariola/Eurodisc (West Germany), Atco (USA), Atlantic (USA), Baccarola (West Germany), Bang (Denmark), Barclay (France), Beltona (West Germany), Bill (Sweden), Brilliant (Denmark), Brunswick (United Kingdom), Buddah (USA), Cameo (USA), DGG (West Germany), Decca (United Kingdom), Deram (United Kingdom), Elektra (USA), Eurodisc/Melodia (West Germany), Heliodor (West Germany), Joker (West Germany), Kama Sutra (USA), Karusell (West Germany & Sweden), L'Oiseau Lyre (France), London (United Kingdom), MGM (USA), Marmelade (United Kingdom), Metronome (Denmark & Sweden), Nonesuch (USA), Polydor (France, West Germany & United Kingdom), Stax (USA), Swe-Disc (Sweden), TIP (West Germany), United Artists (USA), Verve (USA), Volt (USA).  
Norsk Grammofon, Wergelandsveien 1, Oslo 1. Tel: 20 86 53. Cable: NOGRAKO. Gen. Mgr.: O. Knudsen; A&R Consultant: Erling Eriksen; Sales Mgr.: Arnt Hellum; Adv. Consultant: Finn S. Seeburg.  
Labels: Barneplaten, Eventyrplaten, Harmoni.  
This company represents: Design.  
Norsk Phonogram, Kirkeveien 64, Oslo 3. Tel: 69 59 02. Cable: PHONOGRAM. Mng. Dir.: Haakon Tveten; Admin.: Peder Fintland; Variety A&R: Michael Aas; Classical A&R: Lars-Erik Lysell; Sales Dir.: Tor Gravli; Pub. & Adv.: Bjorg Larsen; Promo.: Lise Hoiland; Sec'y: Brita Lindberg.  
Labels: Fontana, Mercury, Philips.  
This company represents: Amadeo, CBS, Musicor (USA), Odyssey (USA), Page One, Polar, Pye (United Kingdom), Rondo, Star Club, Tono, Wing (USA).  
Int'l reps.: Philips, all over the world.  
Tape: cassette (Philips, in the Netherlands).  
Odeon (see Carl M. Iversen).  
Philips (see Norsk Phonogram).  
Sonet (see Arne Bendiksen).  
Triola (see Arne Bendiksen).  
Troll (see Jorg-Fr. Ellertsen).

## ● music publishers

Arne Bendiksen, Osterdalsgaten 1, Oslo 6. Tel: 67 67 90. Cable: BENDIKMUSIC. Dir./Prod'r: Arne Bendiksen; Gen. Mgr.: Frances Hasle; Conductor/Arranger: Kjell Karlsten; Rec'g Eng.: Jan Erik Kongshaug.  
Affiliates: Skandia Musikproduksjon, Harmoni House, Manu.  
This company represents: Bron, Essex, Robbins, Southern.  
Disco, Pilestredet 75 C, Oslo 3. Tel: 46 19 50. Cable: MUSICA. Dir.: E. Meyer; Gen. Mgr.: J. Johanson; Prof. Mgr.: L. Thorstensen; Ass't A&R Mgr.: A. Sigvaldsen.  
This company represents: Sunbury (USA).  
Int'l rep.: all RCA licensees.  
Jorg-Fr. Ellertsen, Jernbanetorget 4, Oslo. Tel: 33 69 95. Cable: TROLLMUSIC. Dir.: Jorg-Fr. Ellertsen.

Harmoni House (see Arne Bendiksen).  
Carl M. Iversen, Youngsgaten 1, Oslo. Tel: 20 92 75. Contact: Hans Ro.  
Harold Lyche, Kongensgate 2, Oslo. Tel: 413461. Contact: P. Kroemer.  
Manu (see Arne Bendiksen).  
Musikk-Huset, Karl Johansgate 45, Oslo 1. Tel: 33 48 97. Gen. Mgr.: Sigurd Kielland; A&R & Sales: Arne Damsgaard.  
This company represents: Anderssons Musik (Sweden), Abr. Lundqvist Musikforlag (Sweden), Carl Gehrman (Sweden), Keith Prowse (United Kingdom), Peter Maurice (United Kingdom), Glocken-Verlag (United Kingdom), Music Publishers Holding Corp. (USA), G. Henle Verlag (Germany).  
Int'l reps.: Sweden (Carl Gehrman), USA (C. F. Peter).  
Norsk Musikforlag, Karl Johansgate 39, Oslo. Tel: 410574. Contact: Backer Groendahl.  
Skandia Musikproduksjon (see Arne Bendiksen).  
Sonora, Rosenborggt. 19, Oslo 3. Tel: 46 39 52. Exec.: Anne Larsen; Gen. Mgr. & Prof. Mgr.: Totto Johannessen.  
Int'l branch: Sweden.

## ● services & supplies

### ASSOCIATION & PROFESSIONAL ORGANIZATION

Norwegian Composers Society, Klingenberg G 5, Oslo. Pres.: Klaus Egge.

### MUSIC LICENSING ORGANIZATIONS

Tono, Norsk Komponistforenings Internasjonale Musikkbyra, Klingenberggaten 5, Oslo 1. Tel: 421808. Dir.: Knut Tvedt.

### PRESSING PLANTS

Heger Plastics, Kjelsasveien 141/143, Oslo 4. Tel: 21 72 17.  
Norsk Grammofonkompani, Wergelandsveien 1, Oslo 1. Tel: 33 40 18.  
Norsk Teknisk Porselensfabrikk, Seiersborg, Fredrikstad.  
Radio Industri, Sandakerveien 16, Oslo 4. Tel: 37 56 80.  
Ulf Corneliusen, Steinsfjæringen pr., Honefoss. Tel: 067/39 20 8.

### RECORDING STUDIOS

Roger Arnhoff Lydstudio, St. Olavsgate 26, Oslo 1. Tel: 20 09 23.  
Arne Bendiksen, Osterdalsveien 1, Oslo 6. Tel: 67 67 90.  
Carl M. Iversen, Youngsgaten 1, Oslo 1. Tel: 41 38 67.  
Norsk Grammofonkompani, Wergelandsveien 1, Oslo 1. Tel: 33 40 18.

### TRADE ORGANIZATIONS

Grammofonplategrossistene Forening (record wholesalers' organization), N. Slottsgate 11, Oslo. Tel: 42 09 93. Contact: Brodrene Johnsen.  
Norges Musikkhandlerforbund (record dealers' organization), Meltzergate 4, Oslo. Tel: 56 22 95. Dir.: Per Oldeman Isaksen.  
Norsk Musikerforbund (Musicians Union), Stortingsgaten 28, Oslo 1. Tel: 42 55 21. Dir.: Sigurd Lonseth.

## PAKISTAN

Population: 120,000,000.  
Official rate of exchange: \$1 (US) = 4.76 rupees.  
Records imported from USA: 1965-\$16,454.  
No. of radios: 549,000.  
No. of TV sets: 10,000.  
Holidays: Mar. 23 (Pakistan Day), Aug. 14 (Independence Day), Sept. 6 (Defense of Pakistan Day), Oct. 27 (Revolution Day), December 31 (Bank Holiday).

## ● 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 reps.: Africa (EMI), Middle East (EMI), United Kingdom (EMI).

## PANAMA

Population: 1,328,700.  
Per capita income: \$452.  
Official rate of exchange: \$1 (US) = 1 balboa.  
Records imported from USA: (factory value) 1967-277,012 units @ \$258,949; 1966-323,959 units @ \$294,397.

Records imported from countries other than USA: (factory value) 1967-192,956 units @ \$164,466; 1966-221,908 units @ \$180,848.  
 Radio stations: 100 commercial-73 AM, 27 FM.  
 No of radios: 500,000.  
 TV stations: 11 commercial channels.  
 No. of TV sets: 70,000.  
 Holidays: Jan. 1-2 (Day of National Mourning), March 1 (Constitution Day), May 1 (Labor Day), Nov. 4 (Day of the National Flag), Nov. 28 (Independence Day), Dec. 25 and other Christian holidays.

### ● record manufacturers

Discos de Panama, Aptdo. 427, Panama 9A.  
 Grabaciones Luna, Aptdo. 1620, Panama 1.

### ● importers & distributors

Agencias Diaz, Aptdo. 4559, Panama 5. Contact: Jose I. Diaz.  
 Almacén Grecha, Aptdo. 7344, Panama 5. Contact: Isaac T. Mizrie.  
 Artelec, Aptdo. 1620, Panama 1.  
 Cia. Cyrnos, Aptdo. 976, Panama 1.  
 Discolandia, Aptdo. 6759, Panama 5.  
 Discoteca Central, Bema, Aptdo. 6916, Panama 5.  
 Electra, Aptdo. 617, Panama 1.  
 Guardia & Cia. (Sucursal), Aptdo. 481, Panama 1.  
 Panama Radio, Aptdo. 617, Panama 1.  
 Tropelco, Aptdo. 827, Panama 1.

## PARAGUAY

Population: 2,094,000.  
 Official rate of exchange: \$1 (US)=125 guarani.  
 Per capita income: \$600.  
 No. of homes with record players: 15,000.  
 Average retail price per record: LP-\$4.65; EP-\$1.65.  
 Records imported from USA: None.  
 Radio stations: 7.  
 Radios: 160,000.  
 TV stations: 1.  
 Holidays: Jan. 1, Mar. 1 (Heroes' Day), May 1 (Labor Day), May 14, 15 (Independence Day), Sept. 29 (Battle of Boqueron), Dec. 25, 31 (Bank Holiday).  
 Chaco Boreal (see Fonopar).

### ● record manufacturers

Cielito, Manuel Dominguez 430, Asuncion. Gen. Mgr.: Pura Aguero Vera; Folk-Classical A&R Mgr.: Miguel Benitez. (distributed by Fonopar).  
 Int'l rep.: Argentina (Bienvenido Aguero Vera).  
 Fonopar, Caballero 204, Asuncion. Tel: 41.333. Gen. Mgr.: Miguel Benitez.  
 Labels: (owned) Fonopar; (distributed) Cielito, Marpar Paraguay, Chaco Boreal.  
 Int'l firms represented: Kotrona SRL, Marpar, Neptuno-Martin Fierro (all Argentina).  
 Int'l reps.: Argentina (Ver-Clark).  
 Guarania, Industrias Fonoelectronicas, Antequera 662, Asuncion. Tel: 1241. Gen. Mgr.: Jorge Urdapilleta.  
 Marpar Paraguay, Cerro Cora 779, Asuncion. Tel: 46.551 Gen. Mgr.: Marcellino Paredes; A&R Mgr.: Miguel Benitez.  
 Label: Marpar Paraguay (distributed by Fonopar).  
 Philips del Paraguay, Casilla Correo 605, Asuncion.

### ● music publisher

Fermata, Estrella 151 altos, Asuncion.

### ● recording studio

Guarania, Antequera 662, Asuncion.

## PERU

Population: 12,012,000.  
 Official rate of exchange: \$1 (US) = 38 soles.  
 Per capita income: \$672 annually.  
 No. of homes with record players: 250,000.  
 Records imported from USA (factory value): 1967-\$216,861; 1966-\$247,865.  
 Average retail price per record: LP's-\$4.50; EP's-\$1.50; Singles-\$0.88.  
 Type of distribution: Manufacturer to retailer, with a 30% mark-up.  
 Jukeboxes: 10,000.  
 Radio stations (medium wave). 103; 100 AM, 3 FM-1 stereo.  
 Radios: 2,100,000.  
 TV stations: 12.  
 TV sets: 210,000.

Import-Export regulations: Duties on popular records is approx. \$4. per record; classical records may be imported duty-free.

Holidays: Jan. 1, Easter, May 1 (Labor Day), July 28, 29 (Independence Anniversary), Nov. 1 (All Saints Day), Dec. 25 (Christmas), and other Christian holidays.

### ● record manufacturers

Columbia (see Sono-Radio).  
 Corona (see Dist. Musical).  
 Decibel, Moquegua 182, Of. 306. Lima. Mgr.: Mauricio Santa Maria.  
 Labels: Decibel, 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, Balconillo, Lima. Tel: 32851. Mgr.: Manville Smith.  
 Label: Smith.  
 Disperu (see Dist. Peruana Sudamericana).  
 Distribuidora Musical ("Dimusa"), Los Topicos No. 141, Balconillo, Lima. Mng. Dir.: Alejandro Parodi.  
 Label: Corona.  
 This company represents: Epic (USA), Remo (USA), Style (Italy), Ondina (Colombia).  
 Distribuidora Peruana Sudamericana, Jiron Antonio Miro Quesada 309, Of. 210, Lima. Tel: 73624.  
 Cable: Joseal. 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), Imperial (USA), Liberty (USA), Music Hall (Argentina), Musidisc (Brazil), Nilser (Brazil), Roulette (USA), Tico (USA), Vee Jay (USA), World Pacific (USA).  
 Doremi (see Perudiscos).  
 El Inca (see Industrias Fonograficas El Inca).  
 El Virrey (see entry under "V").

*continued on page 312*



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Fabricantes Tecnicos Asociados (FTA), PO Box 3662, Km. 6 Autopista Ancon, Lima. Tel: 47018 & 42050. Cable: FTA. Gen. Mgr.: Nilo Marchant; Sales: O. Vazquez  
Labels: FTA, Gaviota, Varv-Bo.  
This company represents: Bambuco (Columbia), Belter (Spain), Microfon, Ala Nickey (Argentina), Quinto, Request (USA), Sonolux (Columbia).

Fermata (see Decibel).

Gaviota (see FTA).

Imperial del Peru, Carabaya 685, Of. 310, Lima.

Tel: 70908 Mgr.: Eduardo Salazar; Sales:

Oscar Bata.

Label: Imperial.

This company represents: Imperial (Brazil).

Industrial Sono-Radio, Av. Rep. de Panama 1427,

Lima. Tel: 31854. Cable: SONORADIO. Telex:

SONORAD 3542526 ITT. Mng. Dir.: Luis A.

Aubry; Sales: Mario Cavagnaro; Promo.: Vic-

tor Paz; A&R: Enrique Lynch; Int'l: Malena

Tassara.

Labels: Columbia, SonoRadio.

This company represents: CBS (Int'l), Onix

(Ecuador), Ifesa (Ecuador), Sello Verde (Vene-

zuela), Suaritos (USA), CEM (Spain), Marvela

(Puerto Rico).

Industrias Electricas y Musicales Peruanas (IEMPSA),

Miro Quesada 260, Lima. Tel: 39139, 36494 &

77399. Cable: IEMPSA. Mg'g Dir.: Augusto

Sarria S.; Sales: Gilberto Cueva; Int'l: Nora

Catanzaro.

Label: Lider.

This company represents: Capitol-Angel (USA),

EMI-Odeon (United Kingdom), London (USA,

United Kingdom), Warner Bros.-Seven Arts/Re-

prise (USA), Musart (Mexico), Seeco (USA).

Industrias Graficas 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).

Lider (see IEMPSA).

M A G (see Sica Peruana).

Perudiscos, Horacio Urteaga 1144, Jesus Maria,

Lima. Tel: 36398. Cable: Almadisc. Gen. Mgr.:

Alberto Maravi.

Label: Doremi.

Philips Peruana, Edificio Philips, Apto. 1841, Av.

Alf. Ugarte 1268, Lima. Mg'g Dir.: Robert E.

Delmas.

Riko (see Industrias Fonograficas El Inca).

Sica Peruana, PO Box 3102, Oroya 224, Lima.

Tel: 36371, 47559. Cable: SICAPERU. Gen.

Mgr.: Manuel A. Guerrero; Int'l: Fernando

Rubio B.; A&R: Angelica Roman; Sales: Alfonso

Bueno.

Label: MAG.

This company represents: Carish (Italy), Mon-

tilla (USA), Panart (USA), Modiner (USA),

Onix (Ecuador).

Int'l reps.: Ecuador (Onix), Colombia (Fuentes),

Venezuela (Panart), Mexico (Audioton), Puerto

Rico (Modiner-Discuba), USA (Discuba-Modiner),

Panama (Discos Panama).

Smith (see Discos Smith).

SonoRadio (see Industrial Sono-Radio).

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)

Varv-Bo (see FTA).

"El Virrey" Industrias Musicales, Av. Panameri-

cana 3551 San Isidro, Lima. Tel: 25178,

29357. Cable: VIRREY. Telex: 3540276. Pres.:

Robert Delmas; Mng. Dir.: Polidor Garcia;

Mgr.: Enrique Brenner; Sales: Lorenzo Noto;

A&R: Raul del Mar; Int'l: Alberto Maravi.

Label: Virrey

Int'l firms represented: Barclay (France), Buena

Vista (USA), Chantecler (Brazil), DGG (Germany),

Decca (USA), Disc Jockey (Argentina), Disney-

land (USA), Durium (Italy), Folklore (Italy),

Fonit-Cetra (Italy), Fuentes (Columbia), Hispa-

vox (Spain), MGM (USA), Mercury (USA), Peer-

less (Mexico), Philips (Int'l), Polydor (Int'l),

United Artists (USA), Verve (USA).

Int'l reps.: Argentina (Disc Jockey), Bolivia

(Hermen), Chile (Philips Chilena), Colombia

(Fuentes), Ecuador (Fabrica de Discos S.A.),

Italy (Folklore), Mexico (Peerless), San Salva-

dor (Discesa), Venezuela (Robegomer).

● music publishers

Consortio de Editoras Musicales, Av. Larco 743,

Of. 402, Miraflores.

Ediciones Internacionales Perumusic, Jr. Arequipa

271, Of. 138-140, Lima. Tel: 77995. Cable:

PERUMUSICA. Dir.: Ruben Alberto Salaberry.

Edimusa (Sono. Radio), Av. Republica de Panama

1427, Balconcillo, Lima.

Editoras Musicales ("Edimusa"), Los Topacios No.

141, Balconcillo, Lima. Mgr.: Alejandro Parodi.

Editorial Continental (IEMPSA), Guillermo Damsey

1225, Lima. Tel: 36494.

Editorial MAG, Jr. Oroya 224, Lima. Tel: 36371,

37559. Cable: SICA PERU.

Impresora y Editorial Luz (Virrey), Av. Panamericana

3551, San Isidro, Lima.

La Rosa Hnos. Cailloma 125, Lima.

Universal (FTA), Km. 6 Autopista Ancon, Lima.

## ● music licensing organization

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: 47018.

Industrias Electricas y Musicales Peruanas (IEMPSA),

Prolongacion Guillermo Damsey 1225-1247,

Lima. Tel: 39139, 36494 & 77399. Cable:

IEMPSA.

Sono-Radio, Av. Republica de Panama 1427, Lima.

Tel: 31854. (Also plating and processing.)

"El Virrey" Industrias Musicales Av. Panamericana

3551, San Isidro, Lima.

### PRINTERS & LITHOGRAPHERS

Discosa, Paseje Velarde 106-112, Lima. Tel: 78962.

Cable: DISCOSA.

Sica Peruana, Oroya 224, Lima. Tel: 36371,

37559.

Sono-Radio, Av. Republica de Panama 1427, Lima.

Tel: 31854. (Also design & artwork, jacket &

label manufacturing.)

### PROMOTION & PUBLICITY

Industrias Electricas y Musicales Peruanas (IEMPSA),

Prolongacion Guillermo Damsey, 1225-1247,

Lima. Tel: 39139 & 36494. Cable: IEMPSA.

Sono-Radio, Av. Republica de Panama 1427, Lima.

Tel: 31854.

### RECORDING STUDIOS

Industrias Electricas y Musicales Peruanas (IEMPSA),

Prolongacion Guillermo Damsey 1225-1247,

Lima. Tel: 39139 & 36494. Cable: IEMPSA.

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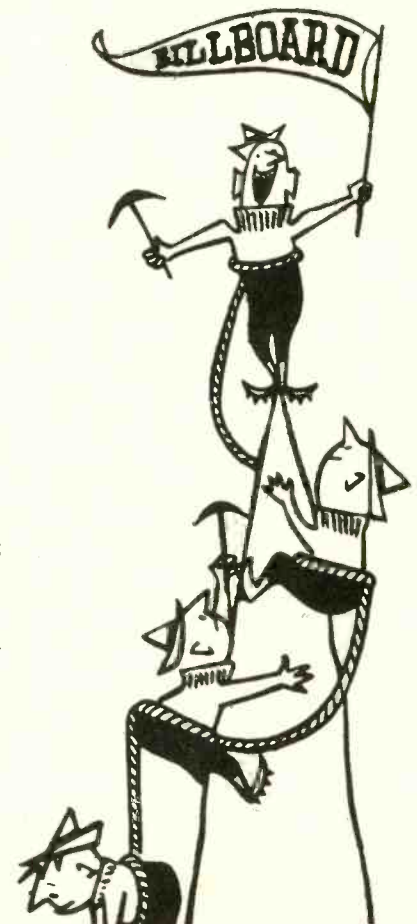
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MAG (Sica Peruana), PO Box 3102, Miguel Baqueros 166, Lima. Tel: 35823.  
 Sono-Radio, Av. Republica de Panama 1427, Lima. Tel: 31854.  
 "El Virrey" Inds. Musicales, Av. Panamericana 3551, San Isidro, Lima.

### SHIPPING SERVICES

Industrias Electricas y Musicales Peruanas (IEMPSA), Prolongacion Guillermo Damsey 1225-1247, Lima. Tel: 39139 & 36494. Cable: IEMPSA.  
 Sica Peruana, Jr. Oroya 224, Lima. Tel: 36371, 37559.  
 Sono-Radio, Av., Republica de Panama 1427, Lima. Tel: 31854.  
 "El Virrey" Industrias Musicales, Av. Panamericana 3551, San Isidro, Lima.

## PHILIPPINES

Population: 36,312,150.  
 Per capita income: \$63.  
 Official rate of exchange: \$1 (US) = 3.90 pesos.  
 Records sold domestically: LP's 1967-67,907 units @ \$241,567; EP's 1967-819 units @ \$1,024; Singles 1967-3,203 units @ \$1,601.  
 Records manufactured for domestic & export sale: LP's 1967-2,713 units @ \$9,769; EP's 1967-819 units @ \$1,024; Singles 1967-3,203 units @ \$1,601.  
 Records imported from USA: (factory value) 1967-\$40,533; 1966-\$21,534.  
 Records exported to USA: (factory value) 1967-2,621 units @ \$6,586; 1966-3,825 units @ \$8,117.  
 Average retail price per record: LP's-\$3.60; EP's-\$1.25; Singles-\$0.50.  
 Stereo sales: 50% of total sales.  
 Record club sales: none.  
 Tape: no real demand as yet.  
 Type of distribution: Manufacturer to wholesaler to retailer system prevails.  
 Discounting: rare.  
 Type of promotion: Disk jockeys, juke boxes, and musical TV programming contribute to popularity of songs as well as recording artists.  
 Juke boxes: 6,500.  
 Radio stations: 146 commercial, 8 government.  
 No. of radios: 1,750,000.  
 TV stations: 6 commercial channels.  
 No. of sets: 200,000.  
 Import-export regulations: importing of phonograph records prescribed by Section 185 of BIR Code provides 50% mark-up & 30% Adv. Sales Tax. Duties under TCC, Philippines-80% Ad Val plus specific duty of 1 peso per record.  
 Holidays: Jan. 1, Maundy Thursday, April 9 (Bataan Day), May 1 (Labor Day), June 12 (Independence Day), June 19 (Rizal Day), Nov. 30 (National Heroes' Day), Dec. 25.

Louis Ma. Trinidad.

### ● record manufacturers

Accident (see Sound).  
 Allan (see House of Recs.).  
 Altec Prod'ns, 7 San Luis St., Pasay. Tel: 8-2846. Mgr.: Sy Bon Kay.  
 Arpy (see House of Recs.).  
 Asco (see House of Recs.).  
 Big Sound (see Sound).  
 Boss (see Sound).  
 Clique (see House of Recs.).  
 Comet (see House of Recs.).  
 Dimension (see House of Recs.).  
 D'Swan (see Playtex).  
 Dyna (see Dyna Prod'ns).  
 Dyna Prod'ns, 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: A&M, Cadence, Chancellor, Disneyland, Dolton, Liberty, Parlophone, Stateside, Pye, Polydor, Sue, Vanguard, World Pacific.  
 Dynamic (see House of Recs.).  
 Excellent (see Sound).  
 Fame (see House of Recs.).  
 Filipinas, 131 Del Monte Ave., Quezon City. Tel: 23-66-17. Cable: FILRECO. Pres. & Sales: Manuel Villar.  
 This company represents: RCA Victor (USA).  
 Golden (see House of Recs.).  
 Grand (see House of Recs.).  
 Great (see Sound).  
 Guest Star (see House of Recs.).  
 H R (see House of Recs.).  
 Hallmark (see Sonic).  
 Hit Sound (see Sound).  
 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, Fontana, Mercury, Palette, Philips, United Artists, Vee Jay.  
 House of Recs., Leyba Bldg., Dasmarrinas, Manila 10101. Tel: 3-42-51. Gen. Mgr.: Lorenzo Yco.

Labels: (owned) Asco, Fame, Golden, HR, MG Mitten, Saturday; (distributed) Allan, Arpy, Clique, Comet, Dimension, Dynamic, Grand, Guest Star, Hub, Independent, Look Out, Number One, Paris, Ray, Rome, Summit, Sunrise, Target, Top Hits, Winston.  
 Hub (see House of Recs.).  
 Independent (see House of Recs.).  
 Lapu-Lapu (see Playtex).  
 Look Out (see House of Recs.).  
 MG Mitten (see House of Recs.).  
 Mabuhay (see Mareco).

Mareco, 131 Del Monte Ave., Quezon City. Tel: 60-17-82 & 23-62-42. Cable: VILMARECO. Gen. Mgr. & Int'l: Luis Villar; Sales: Jose Villar.  
 Labels: Mabuhay, Villar.  
 This company represents: ABC/Impulse, Atlantic/Atco, Bang, Capitol/Tower, Colgems, Columbia/Epic, Command, Duke/Peacock/Backbeat, Dunhill, Embassy, Hickory, Hispavox, Joy/Select, Kapp/Medallion, Kama Sutra, Laurie, MGM/Verve, Monument, Musicor, Project 3, 20th-Fox, Valiant.

Mico (see Mico Inds.).  
 Mico Inds., 667 St., Quiapo, Manila. Tel: 3-82-48, 3-69-30 & 3-29-68. Cable: MICO. Mgr., A&R & Int'l: Eusebio Contreras; Sales: Elena Macaraeg.  
 Label: Mico.

This company represents: Acta, Backbeat, Bonand Music Box Co., CGD, Cameo-Parkway, Coca, Concert Disc, Counterpoint, Dart Int'l, Dot, Durium, Elektra, Ember, Everest Ents., Fraternity, GNP Crescendo, Gordy, Motown, Mustang, Pickwick, Prestige, Quality, Seeco Int'l, Sleetwood, Soul, Steed, Tamla, Vox, Warner Bros.

Number One (see House of Recs.).  
 Oompah (see Playtex).  
 Paris (see House of Recs.).  
 Playtex, PO Box 2209, 420 Roman Santos Bldg., Rm. 420, Manila. Gen. Mgr.: Miguel Lee; Ass't Gen. Mgr. & Int'l: Luis Lee.  
 Labels: D'Swan, Lapu-Lapu, Oompah, Playtex, Sampaguita.

This company represents: Garrawak Music.  
 Pop Tunes (see Sound).  
 Ray (see House of Recs.).  
 Rome (see House of Recs.).  
 Sampaguita (see Playtex).  
 Saturday (see House of Recs.).  
 Solid (see Sound).

Sonic Inds., Republic Super Mkt. Bldg., Suite 205, Rizal Ave., Manila. Tel: 4-38-57. Gen. Mgr.: Perfecto Tan; Prod'n & Sales Mgr.: Ignacio Jose.  
 Labels: (owned) Sonic; (represented) Hallmark, Sound, Leyba Bldg., 381 Dasmarrinas St., Manila 10101. Tel: 3-42-58. Pres. & Int'l Rep.: Hubert S. Co.

Labels: (owned) Big Sound, Excellent, Great, Hit Sound, Trend; (distributed) Accident, Boss, Pop Tunes, Solid, Young America.  
 Summit (see House of Recs.).  
 Sunrise (see House of Recs.).  
 Super, ABC Bldg., 252 Escolta St., Manila. Tel: 3-88-76 & 3-85-83. Mgr.: Sian Yok Cheng.

This company represents: Ace of Clubs, Ace of Diamonds, Deram, Hi, Impact, Parrot, Tribe, White Whale.  
 Target (see House of Recs.).  
 Top Hits (see House of Recs.).  
 Trend (see Sound).  
 Tribe (see Super).  
 Villar (see Mareco).  
 White Whale (see Super).  
 Winston (see House of Recs.).  
 Young America (see Sound).

### INDEPENDENT RECORD PRODUCER

J P L Prod'ns, 261 San Vicente St., Manila. Tel: 3-88-76. Cable: LOZAMCO. Mng. Dir.: J. P. Lozano.  
 Label credits: Limelight, JPL, Look Out, Golden Recs. of La.

### ● music publishers

Expression, Republic Super Mkt. Bldg., Suite 243, Rizal Ave., Manila. Mgr.: Simplicio U. Suarez.  
 This company represents: Mechanical Copyright Protection Soc., Campbell Fonnely & Co.  
 Lustre, Republic Super Mkt. Bldg., Rms. 234-238, Manila. Pres.: Alfredo M. Lustre.  
 Manlapaz, 425 Espana Extension, Cubao, Quezon City. Pres.: Delfin Manlapaz.  
 Mareco, 131 Del Monte Ave., Quezon City.  
 Philippine, 70 Boston St., Cubao, Quezon City. Pres.: Felipe P. de Leon.  
 Sound, Leyba Bldg., 381 Dasmarrinas St., 4th floor, Manila 10101. Pres. & Int'l Rep.: Hubert S. Co.  
 S.S. Suarez, 28 Prosperidad St., Tugatog, Malabon, Rizal. Mgr.: Simplicio U. Suarez.  
 This company represents: Robbins, The Big Three, Maclen, Northern Songs, Dick James, Abigail, Nempcer, Draleaf, Copyright Service Bureau.

### ● distributors

D'Swan Sound System, PO Box 2209, 509 Rosario St., Manila.  
 Labels distributed: BT Puppy, Josie, Jubilee, Port, Toot.

Super, ABC Bldg., 252 Escolta St., Manila. Tel: 3-73-22 & 3-85-33. Mgr.: Sian Yok Cheng.  
 Factory address: 5 J. Basa St., Quezon City.  
 Distributes: London product.

### ● supplies & services

#### ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Artists Guild of the Philippines, c/o College of the Holy Spirit, 163 E. Mendiola St., Manila. Pres.: (Miss) Jovita Fuentes.  
 Cultural Foundation of the Philippines, San Luis Terrace, Room 502, Ermita, Manila. Cable: CUFOPHIL. Exec. Dir.: Antonio Quintos.  
 League of Filipino Composers, 1665 Taft Ave., Manila. Chm.: (Miss) Lucrecia R. Kasilag.  
 Manila Symphony Society, 1011 R. Hidalgo, Manila. Pres.: (Mrs.) Rosario L. Valdes.  
 Music Promotion Foundation of the Philippines, Ysmael Bldg., 1845 Taft Ave., Manila. Cable: MUSIPROM. Chm.: (Miss) Jovita Fuentes.  
 National Band Association of the Philippines, c/o Cultural Office, City Hall, Manila. Pres.: Felipe P. de Leon.  
 National Music Council of the Philippines, c/o UNESCO National Commission, 1580 Taft Ave., Manila. Cable: UNACOM. Exec. Sec'y: (Miss) Lucrecia R. Kasilag.  
 Philippine Choral Society, 33 N. Domingo, San Juan, Riza. Dir.: (Mrs.) Liwanag P. Cruz-Field.  
 Philippine Music Educators Group, c/o U. P. Theater, Diliman, Quezon City. Chm.: Dr. Eliseo M. Pajaro.

#### MUSIC LICENSING ORGANIZATIONS

Filipino Society of Composers, Authors & Publishers, Republic Supermarket Bldg., Rm. 243, Rizal Ave., Manila. Pres.: Felipe P. de Leon.  
 S.S. Suarez, 28 Prosperidad St., Tugatog, Malabon, Rizal. Mgr.: Simplicio U. Suarez.  
 Collection Agent for: Robbins, The Big Three, Copyright Service Bureau, Northern Songs, Dick James, Abigail, Nempcer, Draleaf, Maclen.

#### PRESSING PLANTS

Altec Prods., 7 San Luis St., Pasay. Tel: 8-28-46. Mgr.: Sy Bon Kay.  
 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: 60-17-82 & 23-62-42.  
 Mico Inds., 667 Sales St., Manila. Tel: 3-82-48.  
 Super, 5J Basa St., Quezon City. Tel: 98-33-06. Mgr.: Sian Yok Cheng.

#### PROMOTION & PUBLICITY

J P L Prod'ns, 261 San Vicente St., Manila. Tel: 3-88-76. Cable: LOZAMCO. Mng. Dir.: J.P. Lozano.

#### RECORDING STUDIO

Cinema Audio, 841 Torres St., Mandaluyong, Rizal.  
 Mareco, Muelle del Banco Nacional, Manila. Tel: 3-11-83 & 4-10-81.

## POLAND

Population: 31,811,000.  
 Per capita income: \$952.  
 Official rate of exchange: \$1 (US) = 24 zlotys.  
 No. of homes with record players: 17.6 per 100 households.  
 Records sold domestically: LP's 1967-2,135,068 units @ \$7,116,893; 1966-1,703,749 units @ \$5,679,163. EP's 1967-2,177,750 units @ \$2,722,187; 1966-2,524,425 units @ \$3,155,531. Singles 1967-255,310 units @ \$159,568; 1966-225,196 units @ \$159,497.  
 Records manufactured for domestic & export sale: LP's 1967-2,303,900 units @ \$7,679,666; 1966-1,849,900 units @ \$6,166,333. EP's 1967-2,475,200 units @ \$3,094,000; 1966-2,895,000 units @ \$3,618,750. Singles 1967-107,100 units @ \$66,937; 1966-293,600 units @ \$183,500.  
 Records & tapes imported from USA: (CIF) 1967-\$16,912; 1966-\$33,822.  
 Records & tapes exported to USA: (FOB) 1967-42,537 units @ \$38,710; 1966-32,599 @ \$29,972.  
 Average retail price per record: LP's-\$3.03; EP's-\$1.25; Singles-\$0.62.  
 Stereo sales: 0.1% of total.  
 Tape: none produced.  
 Type of distribution: Manufacturer to wholesaler to retailer.  
 Discounting: none.  
 Type of promotion: Radio promotion and "musical postcards" issued by small private manufacturers.  
 Radio stations: 18 government-18 AM, 1 FM.  
 Type of programming: Mostly recorded music: 70% pop, 24% classical, 6% other.  
 No. of radios: 5,646,000.

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continued

TV stations: 18 government channels.  
 Type of programming: Film, theatre, educational programs, news, variety & music.  
 No. of TV sets: 2,078,000.  
 Import/export regulations: Import duty. Contact with manufacturers and publishers through ARS POLONA.  
 Holidays: Jan. 1, Easter, May 1 (Labor Day), June 9 (Corpus Christi), July 22 (Polish National Day), Nov. 1 (All Saints Day), Dec. 25, 26.  
 Roman Waschko.

## ● record manufacturer

Polskie Nagrania, Długa 5, Warsaw. Tel: 31-32-31.  
 Dir.: Pawel Kruk; Editor, variety & classical A&R: Ryszard Sielicki; Chief Sales & Adv.: Franciszek Pukacki.  
 Labels: Muza, Pronit, Veriton.  
 Int'l reps.: Australia (Continental), Canada (Toronto Music Center), Germany (Disco-Center), UK (Vistula), USA (Cepelia Corp., Polish Record Center of America).

## ● music publishers

Polskie Wydawnictwo Muzyczne, Al. Krasynskiego 11a, Cracow. Tel: 55910. Dir. & Gen. Mgr.: Mieczyslaw Tomaszewski; Technical Chief: Henryk Wisniewski.  
 Int'l reps.: Austria (Universal Edition), Czechoslovakia (Les Fonds Musicaux Tcheques), Hungary (Kultura), Italy (G. Ricordi & Co.), Switzerland (Universal Edition), Yugoslavia (Zavod za Zastilu Autorskih Matih Prawa).  
 WAF Synkopa, Krakowskie Przed 7, Warsaw. Dir.: St. Kiselewski.

## ● importer-exporter

Ars Polona, Krakowskie Przedmiescia 7, Warsaw. Tel: 26-12-01. Cable: ARS POLONA. Dir.: Stefan Lurkiewicz; Rec. Dept. Mgrs.: Edmund Ronowicz, Bohdan Gierlicki.

## ● supplies & services

### ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Authors' Agency, Hipoteczna 2, Warsaw.  
 Conseil Polonais de la Musique (Polish section of the Conseil International de la Musique) Krucza 24/26, Warsaw.  
 Jeunesses Musicales of Poland—"Pro Musica." Direction: Music Conservatory Okolnik 2, Warsaw.  
 Stowarzyszenie Polskich Artystow Lutników (Association of Polish Violin Makers), Krakowskie Przed. 16/18, Warsaw.  
 Stowarzyszenie Polskich Artystow Muzykow (SPAM) (Association of Polish Musicians), Krucza 24/26, Warsaw.  
 Towarzystwo im. Fryderyka Chopina (TIFC—Chopin Society), Okolnik 1, Warsaw.  
 Warszawskie Towarzystwo Muzyczne (Warsaw Music Society), Podwale 23, Warsaw.  
 Henryk Wieniawski Society, Stary Rynek 46/47, Poznan.  
 ZAIKS (Authors and Composers Ass'n), Hipoteczna 2, Warsaw.  
 Związ Kompozytorow Polskich (Union of Polish Composers), Rynek Starego Miasta 27, Warsaw.

### RECORDING STUDIO

P. P. Polskie Nagrania, Długa 5, Warsaw. Dir.: Pawel Kruk.

### TAPE DUPLICATING

P. P. Polskie Nagrania, Długa 5, Warsaw. Dir.: Pawel Kruk.

## ● musical instruments

Ars Polona, Krakowskie Przed. 7, Warsaw. Tel: 26-12-01.  
 Universal, Al. Jerozolimskie 44. Tel: 26-74-41.

## PORTUGAL

Population: 10,000,000.  
 Per capita income: \$400.  
 Official rate of exchange: \$1 (US)=28 escudos.  
 No. of homes with record players: 200,000.  
 Records sold domestically: 1967—2,000,000 units @ \$4,000,000.  
 Records imported from USA (factory value) 1967—16,300 units @ \$38,093; 1966—11,665 units @ \$25,877.  
 Records exported to USA (factory value) 1967—101,202 units @ \$81,353; 1966—62,085 units @ \$58,868.  
 Average retail price per record: LP's—(stereo) \$7, (monaural) \$6.40; EP's—\$2.15; Singles—\$1.40.  
 Stereo sales: 5% of total.  
 Record club sales: 1% of total.

Tape: Importing of cassettes began this year.  
 Type of distribution: Manufacturer-to-retailer.  
 Discounting: never.  
 Type of promotion: via radio (95%), TV (2%), trade magazines (3%).  
 Jukeboxes: 100.  
 Radio stations: 5 commercial, 1 government; 6 AM, 5 FM.  
 Type of programming: 50% of radio broadcasting is controlled by Radio Clube Portugues. Music—60% (10% classical, 10% live); News—20%; Cultural programs—20%.  
 No. of radios: 1,173,000.  
 TV stations: 1 government channel.  
 Type of programming: 60% of time is devoted to films (mostly American); 7% to musical programs. The remainder is comprised of news, sports, cultural programs.  
 No. of sets: 180,000.  
 Import/export regulations: free.  
 Holidays: Jan. 1, June 10 (National Day), Aug. 15 (Assumption), Oct. 5 (Confirmation of the Republic), Nov. 1 (All Saints Day), Dec. 1 (Declaration of Independence), Dec. 8 (Immaculate Conception), Dec. 25.

## ● record manufacturers

Alvorada (see Radio Triunfo).  
 Alvorada Int'l (see Radio Triunfo).  
 Aquila (see Radio Triunfo).  
 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: Mario Martins; A&R Classical: Julio Cunha; Sales & Mktg. Mgr.: Abelha dos Santos; Pub. Mgr.: Helder Pereira; Adv. Mgr.: M. Virginia Postal Domingues; Promo. Mgr.: J. Belchior Viegas.  
 This company represents: Columbia, Capitol, Decca, Dot, HMV, London, Liberty, Odeon, Parlophon, Pathe, Stateside.  
 Int'l rep.: EMI (England).  
 Chave (see Philips Portuguesa).  
 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.  
 This company represents: ACM (Great Britain), 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).  
 Discos Estudio, rua Castilho, 61-2º-179, Lisbon. Tel: 533570. Dir.: Emilio Mateus; Artistic Dir.: Ruy Castelar.  
 This company represents: Monitor (USA).  
 F F (see RR).  
 Melodia (see Radio Triunfo).  
 Orfeu (see Arnaldo Trindade).  
 Philips Portuguesa, Rua Joaquim Antonio de Aguiar 66, Lisbon 1. Tel: 683121. Cable: PHILAMP. Dir.: J. J. van de Panne; Pop A&R & Promo.: Antonio Manuel Coelho Ribeiro; Publicity: Joaquim Rodrigues Faisca.  
 Labels: (owned) Chave, (distributed) Tecla.  
 This company represents: Archiv (Germany), Buddha (USA), Cynus (France), DGG (Germany), Fontana (Int'l), Kama Sutra (USA), Mercury (USA), Octave (USA), Philips (Int'l), Polydor (France & Germany), Riverside (USA), Scepter (USA), Sinter (Brazil).  
 R C A (see Telectra).  
 R R, Calzada de Quintinha, 2 subcave, Lisbon. Dir.: Francisco Nicholson; Exec.: Armando Cortes. Labels: FF, RR.

Radio Triunfo, 309 Praca do Municipio, Porto. Tel: 21 445. Cable: RATRIL. Pres.: Rogerio de Seixas Costa Leal.  
 Branch: 23 Rua do Carmo, Lisbon. Tel: 01 34708.  
 Labels: Alvorada, Alvorada Int'l, Aquila, Melodia.  
 This company represents: Amadeo (Austria), Artone (Netherlands), Atco (USA), Atlantic (USA), Bluebell (Italy), Buena Vista (USA), C B S (USA), C G D (Italy), Cadet (USA), Carisch (Italy), Carioca (Brazil), Chantecler (Brazil), Command (USA), Continental (Brazil), Copacabana (Brazil), DCP (USA), Disneyland (USA), Ducretet Thompson (France), Epic (USA), Erato (France), Festival (France), Gamma, (Mexico), Hispavox (Spain), Jolly (Italy) Mocambo (Brazil), Musicor (USA), Peerless (Mexico), Project 3 (USA), Stella (Italy), Style (Italy), 20th Century-Fox (USA), United Artists (USA), Venevox (Brazil).  
 Int'l reps: Brazil (Continental), Mexico (Gamma), South Africa (Gallo), Spain (Hispavox), Venezuela (Venevox).  
 Sonoplay, Rua Andrade Corvo 27, 7 Dt., Lisbon 1. Tel: 56.22.51/2. Dir.: Perez Alvaro.  
 Home office: Spain.  
 Tagus (see Tecla).  
 Tecla (Sociedade Commercial de Discos), Rua Eca de Queiros 20-3. Dt., Lisbon. Tel: 560405. Pres.: Jorge Costa Pinto; Pop A&R: Fernando Peres & L. Vilas-Boas; Pub.: Manuel Peres, Promo.: Armando Santos.

Labels: Tagus, Tecla. (distributed by Philips Portuguesa).  
 This company represents: A U (Brazil), Benfiter (Italy), GNP Crescendo (USA), Gallotone (South Africa), Mocambo (Brazil).  
 Telectra (Empresa Tecnica de Equipamentos Electricos), Rua Rodrigo da Fonseca 103 r/c, Lisbon. Tel: 686072. Pres.: A. Vaz Pinto; Mgr.: Jose Varatojo da Silva.  
 Labels: All RCA labels.  
 Arnaldo Trindade, Rua Santa Catarina 117, Porto. Tel: 21232. Cable: RADILECTRA. Dirs.: Arnaldo Trindade & Manuel Albuquerque; Pop A&R: Fernando Pereira; Classical A&R: Carlos Sardinha; Sales & Mktg.: Adalberto Pinheiro; Pub.: Manuel Esteves.  
 Branch: Rua Carmo 51 3 B, Lisbon. Tel: 321455. Contact: Manuel Esteves.  
 Label: Orfeu.  
 This company represents: Durim, Kapp, Pye, RR, Reprise, Vogue, Warner Bros.—Seven Arts.  
 Int'l reps.: France (Vogue), Italy (Durium), United Kingdom (Pye), USA (Kapp, Reprise, Warner Bros.—Seven Arts).

## ● music publishers

Valentim de Carvalho, Rua Nova do Almada 95-99, Lisbon. Tel: 367051/2/3/4. Cable: TIM. Pres.: D. M. Graca B. Carvalho; Gen. Mgr.: Antero Pita.  
 Costa Pinto (SECTP), Rua Eca de Queiros 20-3. Dt., Lisbon. Tel: 560405. Pres.: Jorge Costa Pinto.  
 Edicoes Musicais Triunfo, Praca do Municipio 309, Porto. Tel: 21445, 33624 & 32462. Cable: RATRIL.

## ● importers & exporters

Oreves, Rua do Madalena 237-2 Dt., Lisbon.  
 Philips Portuguesa, Rua Joaquim Antonio de Aguiar 66, Lisbon 1. Tel: 683121. Cable: PHILAMP.  
 Radio Triunfo, Praca do Municipio 309, Porto. Tel: 21445. Cable: RATRIL.  
 Tecla (Sociedade Commercial de Discos), rua Eca de Queiros 20-3 Dt., Lisbon. Tel: 560405.  
 Telectra Rua Rodrigo de Fonseca 103 r/c, Lisbon. Tel: 686072.  
 Arnaldo Trindade, Rua de Santa Catarina 117, Porto. Tel: 21232. Cable: RADILECTRA.

## ● supplies & services

### MUSIC LICENSING ORGANIZATION

S E C T P, Avenida Duque, De Louie 111, Lisbon.

### PRESSING PLANTS

Valentim de Carvalho, rua Nova do Almada, 95-99, Lisbon. Tel: 367051/2/3/4. Cable: TIM.  
 Radio Triunfo, Praca do Municipio 309, Porto. Tel: 21445.

## PUERTO RICO

Population: 2,713,000.  
 Per capita income: \$1,037.  
 Official rate of exchange: US dollar official currency.  
 No. of homes with record players: 75% of homes in San Juan area; 35-50% elsewhere.  
 Records sold domestically: 1967—\$2,395,000 (estimated); 1966—\$2,750,000 (estimated).  
 Records imported from USA: (factory value) 1967—\$1,701,494; 1966—\$1,994,237.  
 Records imported from countries other than USA: (factory value) 1967—Venezuela \$95,161; Trinidad-Tobago \$313; Mexico \$260. 1966—Venezuela \$9,125; West Germany \$1,616.  
 Records exported to USA: (excluding Virgin Islands) (factory value) 1967—\$241,242; 1966—\$113,211.  
 Records exported to Virgin Islands: (factory value) 1967—\$183,147; 1966—\$94,707.  
 Records imported to countries other than USA: (factory value) Barbados \$1,141; Dominican Republic \$24,293; French Guiana \$544; French West Indies \$10,129; Guyana \$2,714; Haiti \$4,470; Jamaica \$2,724; Leeward & Windward Islands \$2,404; Libya \$1,228; Netherland Antilles \$3,143; Panama \$716; Spain \$400; Trinidad-Tobago \$2,991. Total: \$56,897.  
 Average retail price per record: Monaural LP's—\$1.98 to \$2.98; Stereo—\$3.25 to \$3.98; Singles—\$0.85.  
 Tape: Sales of cartridge, cassettes and open reel tape increased during 1967, since the entry of many Latin labels into this field. Several wholesalers are now optically stocking cartridges and cassettes.  
 Type of distribution: Since it is estimated that 90% of the records sold in Puerto Rico are imported from the USA and that most importers are also wholesalers/rack jobbers/retailers, record distribution is somewhat different. No statistics are available for record club sales, since merchandise arrives via parcel post direct to the customer.  
 Discounting: Frequent and on the increase.  
 Type of promotion: The increase in interest by local teenagers for music and records and the appearance of local fan magazines have accounted

for a large increase in the sale of rock-type records.

**Jukeboxes:** 10,000.

**Radio stations:** 59 commercial; 2 government; 3 Armed Forces—41 AM; 20 FM.

**Type of programming:** 80% of programming is recorded. Live shows are mostly between 12 noon and 2 p.m.

**No. of radios:** 500,000.

**TV stations:** 10 channels 2 government—8 commercial.

**Type of programming:** 90% of programs are films with dubbed Spanish dialogue. Live programming includes local soap operas in Spanish and five weekly one hour variety programs in the evenings.

**No. of TV sets:** 350,000.

**Import-export regulations:** Since Puerto Rico is governed by the same regulations that apply to the USA, there is no custom duty or local tax on records coming from the USA. On records imported from foreign sources, the federal custom rate of about 15% ad valorem applies.

**Parcel post shipments:** Records can be shipped from any point in the USA to Puerto Rico under the classification "Special 4th class rate—sound recordings" and at the same rates that apply in the USA. Postage rates and currency are the same as in the USA. Many USA banks have branches here and many Puerto Rican banks have branches in New York City. Checks drawn by firms or individuals on Puerto Rican banks clear through USA banks without any charges or red tape.

**Holidays:** Jan. 1, Jan. 6 (Epiphany), Jan. 11 (De Hostos' birthday), Feb. 22 (Washington's birthday), Mar. 22 (Emancipation Day), Apr. 16 (Jose de Diego's birthday), May 30 (Memorial Day), July 4 (Independence Day), July 17 (Luis Munoz birthday), July 25 (Constitution Day), July 27 (Barbosa's birthday), Oct. 12 (Columbus Day), Nov. 11 (Veterans Day), Nov. 19 (Discovery of Puerto Rico), Dec. 25 (Christmas), Good Friday, Labor Day, Thanksgiving. Antonio Contreras

## ● record manufacturers

### LOCAL MANUFACTURERS

A & M (see Dist. Nacional de Discos).

Alcazar, PO Box 292, San Juan. Tel: 723-3213.

Pres.: Arturo Somohano.

Allied-Parnaso, PO Box 512, Catano 00632. Tel: 788-1912. VP: Alberto Dircie.

Blue Note (see Dist. Nacional de Discos).

Borinquen, 403 San Jorge St., Santurce. Tel: 725-1895. Pres.: Dario Gonzalez.

Ca-Jo, PO Box 70, Mayaguez 07708. Tel: (174) 832-2435. Owner: John G. Croff.

Dist. Nacional de Discos, 606 Cerra St., Santurce. Tel: 724-4964.

Labels: Liberty, Imperial, Dolton, World Pacific, Blue Note, Sunset, A&M, Monument.

Dolton (see Dist. Nacional de Discos).

Fragoso, PO Box 2774, San Juan. Tel: 723-0505. Pres.: Lino Fragoso.

Gema, 154 Tres Hermanos St., Santurce. Tel: 725-4408. Pres.: A. L. Mont.

Hit Parade, Cordero Ents., PO Box 1282, Hato Rey. Tel: 765-2545.

Imperial (see Dist. Nacional de Discos).

Jenny, L 13 Ext Los Angeles, Santurce. Tel: 791-1604. Pres.: A. L. Pizarro.

Kubaneye, Condominio San Martin, Suite 308, Santurce.

Int'l branch: USA.

Liberty (see Dist. Nacional de Discos).

Marilu, 2020 Espana St., Santurce. Tel: 722-3441.

Pres.: Antonio Contreras.

Marvela, PO Box 2027, San Juan. Tel: 722-5171.

Pres.: Carlos Julia.

Montilla, 710 Europa St., Santurce. Tel: 725-1140.

Pres.: Fred Garcia.

Monument (see Dist. Nacional de Discos).

Musart, 266 Tous Soto St., Urb. Baldrich, Hato Rey. Tel: 765-5301. Rep.: Ernesto Lopez.

Musical, PO Box 3353 GPO, San Juan 00936.

Int'l branch: USA.

This company represents: Discuba, Musart, Musidisc, Nilser, Odeon, Rex.

R C A, PO Box BG, Rio Piedras 00928. Tel: 765-1360. Pres.: Carlos Rom; Rec. Mgr.: Ignacio Mena.

Rico-Vox, PO Box 8607, Santurce. Tel: 782-7772.

Pres.: Bernardo Herger.

Starbright, Munoz Rivera 81, Hato Rey. Tel: 767-5542. Pres.: Johnny Albino.

Sunset (see Dist. Nacional de Discos).

World Pacific (see Dist. Nacional de Discos).

### NEW YORK MANUFACTURERS FOR PUERTO RICAN SALE

All One Stop, 315 W. 47 St.

America, 151 E. 116 St.

Anasco, 175 E. 116 St.

Ansonia, 922 Columbus Ave.

Armada & Rodriguez, 446 W. 50 St.

B M C, 12-08 37 Ave., Long Island City.

Beta, 599 Tenth Ave.

Bronx, 1219 South Blvd., Bronx.

Casa Orta, 870 Jennings St., Bronx.

Casino, 135 W. 23 St.

Cesta, 1139 Anderson Ave., Bronx.

Darionex, 154 Smith St., Brooklyn.

Discos Tudor, 213 E. 117 St.

Discoteca Suaritos, 155 E. 116 St.

Distribuidora Nacional, 204 W. 96 St.

Distribuidora Ponce, 562 South Blvd., Bronx.

Fania, 850 Seventh Ave.

Fonseca, 115 Smith St., Brooklyn.

Gema, 693 Tenth Ave.

Hopes, 429 W. 46 St.

Iglesias Disks, 689 Tenth Ave.

J A B, 535 E. 137 St., Bronx.

Jamaris, 534 Sutter Ave., Brooklyn.

Johnny, 3857 Third Ave.

La Flor, 65 Graham Ave., Brooklyn.

M R J, 636 Tenth Ave.

Magda, 950 E. 163 St., Bronx.

Marvela, 175 E. 116 St.

Mary Lou, 631 Prospect Ave., Bronx.

Maseda, 442 E. 149 St., Bronx.

Mayra, 1060 Sheridan Ave., Bronx.

Mercado de Discos, 660 Tenth Ave.

Met Richmond, 1637 Ufca Ave., Brooklyn.

Waldo Moretti, 643 Tenth Ave.

Musart Musical Recs., 502 W. 51 St.

Myko, 237 Columbia St., Brooklyn.

Parnaso, 275 S. Second St., Brooklyn.

Patty, 698 Ninth Ave.

Record Shack, 2132 Second Ave.

Remo, 664 Tenth Ave.

Rival, 151 E. 116 St.

Soto, 972 E. 165 St., Bronx.

Spanish Music Center Recs., 319 W. 48 St.

Spanish World, 151 W. 14 St.

Spanogramic, 106 Rivington St.

Starbright, 39 Prospect Pl., Brooklyn.

Starbright-Solfe, 429 W. 46 St.

Tangolandia, 136 Rivington St.

Trinity Rec. Dist. Corp., 524 W. 43 St.

Universal, 274 Wilson St., Brooklyn.

### FLORIDA MANUFACTURERS FOR PUERTO RICAN SALE

Antillas, PO Box 4072, Miami.

La Flor, 530 W. 27 St., Hialeah.

Miami, 2819 N. W. Seventh Ave., Miami.

Mur, PO Box 3038, Hialeah.

Musical, PO Box 75, Miami.

South Eastern, PO Box 33011, Hialeah.

Velvet, 124 W. 29 St., Hialeah.

### OTHER MANUFACTURERS & DISTRIBUTORS FOR PUERTO RICAN SALE

Alo, 89 Manhattan St., Stamford, Conn.

Borinquen, 121 76 St., North Bergen, N. J.

Discorama, 5914 Bergenline Ave., West New York, N. J.

Raul Pazo Fernandez, 4312 Taney Ave., Alexandria, Va.

Hispanorama, 2511 W. North Ave., Chicago, Ill.

Hurricane, PO Box 3547, Albuquerque, N. M.

Pan American, 3751 W. 26 St., Chicago, Ill.

Solfe, 2733 N. Fifth St., Chicago, Ill.

Spanish, 734 W. Lehigh Ave., Philadelphia, Pa.

Trinity Disks., 477 Park Ave., East Hartford, Conn.

M. Villanueva, 401 W. Girard Ave., Philadelphia, Pa.

## ● record distributors, importers/exporters & rack jobbers

Allied Wholesale of P. R., PO Box 512, Catano 00632. Tel: 788-1912. Cable: AWCO. VP: Alberto Dircie.

Labels: Parnaso, many budget lines.

Bono Rack Jobbers, Calle 2-0 Ext. Metropolitana, Bayamon 00619.

Cacique, 630 Arabia St., Puerto Nuevo 00920.

Int'l branch: USA, Maseda.

Label: MR.

Casa Fragoso, PO Box 2774, San Juan.

Label: Fragoso.

Castillo Rack Serv., San Jose Industrial Park, Rio Piedras.

Central, PO Box 228, Hato Rey.

Labels: Tico-Roulette.

Antonio Contreras, PO Box 6886 Loiza Sta., Santurce.

Factory rep. for: Kapp, Dot, Monument, A&M. Dist. Nacional de Discos, 606 Cerra St., Santurce. Tel: 724-4964.

Labels: Liberty, Imperial, Dolton, World Pacific, Blue Note, Sunset, Monument, A&M.

Island, 504 Sirio St. Urb. Altamira, Rio Piedras 00920.

Labels: Caribe, Hispavox, Palacio, Rico-Vox.

Kelvinator Sales, Box BG, Rio Piedras.

Label: RCA.

Mariel Recs., 604 Cerra St., Santurce.

Label: Falcon.

Thomas A. McGuiness, 175 Hostos St., Rm. 719, Hato Rey 00918.

Factory rep. for: Columbia.

Musical Recs., PO Box 3353 GPO, San Juan 00936.

Int'l branch: USA.

Labels: Discuba, Musart, Musidisc, Nilser, Odeon, Rex.

Roberto Pages, 558 Maximo Gomez St. (Baldrich), Hato Rey.

Label: Velvet.

Solfe Rec'd, Munoz Rivera 81. Tel: 767-5542.

Home office: USA, Little Ferry, N. J.

Labels: Cesta, Canomar, Hopes, Starbright.

Ultra, 710 Europa St., Santurce.

Labels: Montilla, Fuentes, CBS Columbia (singles).

J. Martinez Vela, PO Box 2027, San Juan.

Labels: United Artists, Reprise, Warner Bros.-Seven Arts, Mercury-Philips, Cotique, Sonus (Venezuela).

## ● music importers

Bazar Andreu, 157 Tetuan St., San Juan.

Casa Giusti, 202 Fortaleza St., San Juan.

Mendez Rec. Store, 1460 Ponce de Leon, Santurce.

Peer Int'l, PO Box 10192, 1250 Ponce de Leon Ave., Santurce. Tel: 725-2380. Cable: SOUTHMUSIC.

## ● dealers, importers of stereo and high fidelity equipment and parts

Borinquen Radio Dist., 257 Tapia St., Santurce 00912.

Braun Electronics, Caribbean Towers, Santurce 00907.

Caribbean Wholesalers, 1235 F. D. Roosevelt Ave., Puerto Nuevo 00918.

Charron's Hi-Fi, 306 Ponce de Leon, Hato Rey 00918.

Electronics Ctr., 1316 Fdz Juncos Ave., Santurce 00909.

Electronics of P. R., 470 Francia St., Hato Rey 00917.

Hi Fidelity, 2000 Inglaterra St., Santurce 00915. Importadora Tele Parts, 1819 Fernandez Juncos Ave., Santurce 00909.

Int'l G. E. of P. R., 1086 Munoz Rivera Ave., Hato Rey 00919.

Manhattan Sound, PO Box 301, Hato Rey 00919. Musik Makers, 606 Hipodromo St., Santurce 00909.

Orbitronics Corp., San Patricio Pl., Puerto Nuevo 00920.

German Ortiz, Darlington Bldg., Rio Piedras 00925. Pan American Labs., 519 Valcarcel St., Santurce 00923.

Philco P. R. Corp., 1505 Ponce de Leon Ave., Santurce 00909.

Radiopolis, PO Box 9094, San Juan.

Ernesto Ruiz, 1812 Loiza St., Santurce 00911.

San Juan Electronics, 150 Ponce de Leon, San Juan 00901.

Soni Lab Corp., 1679 Ponce de Leon, Santurce 00909.

Sonorol, 255 F. D. Roosevelt Ave., Hato Rey 00919. Stereo Sound System, 1000 Munoz Rivera, Rio Piedras 00927.

Tartak Admiral Corp., 54 Ponce de Leon Ave., Hato Rey 00919.

Telemusic Corp., 1105 Ponce de Leon, Santurce 00907.

## ● musical instrument importers

Casa Isern, 53 Arzuaga St., Rio Piedras.

Casa Margarida, 562 Munoz Rivera Ave., Hato Rey 00918.

Instruments: guitars (Fender), Selmer instruments.

Jose Gonzalez M., 1444 Americo Salas St., Santurce 00909.

Hato Rey Accordions, Calle Vela 3, Hato Rey 00918. Instruments: Accordions (Excelsior).

Hicks Music, 2 Betances St., Bayamon 00619.

Elwood C. Hoey, PO Box 2123, San Juan 00903. Melody Ctr., 555 De Diego Ave., Puerto Nuevo 00902.

Millon, 258 Fortaleza St., San Juan 00901.

Instruments: Spanish guitars. Music Ctr., 108 Calle Arzuaga, Rio Piedras 00925. Branch: Santurce, 1009 Ponce de Leon Ave. Zip: 00907.

Musical Trading, 1853 Ponce de Leon Ave., Santurce 00909.

Quality Music, 272 San Agustin St., San Juan 00901.

Sears, Roebuck, 106 Coll y Toste St., Hato Rey 00918.

Sentif Music Ctr., 14 Urb. Flamingo, Bayamon 00619.

Tienda de la Musica, 67 De Diego St., Rio Piedras 00925.

J. Martinez Vela, 358 San Francisco St., San Juan 00901. Instruments: Spanish guitars, electric guitars & amps.

## ● service and supplies

### ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Federation of Musicians, Local 468, 255 Canal St., Santurce.

Music Associates, 1705 Loiza St., Santurce.

### MUSIC LICENSING ASSOCIATIONS

Peer Int'l, PO Box 10192, Santurce.

S P A C E M (ASCAP), 1105 Ponce de Leon Ave., Santurce.

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continued

**PRESSING PLANTS**

Dist. Nacional de Discos, San Jose Industrial Park, Rio Piedras.  
 Montilla, Canovanas, Zip: 00629.  
 Puerto Rico Recs., PO Box 2027, San Juan.  
 Rio Piedras Recs., San Jose Industrial Park, Rio Piedras.  
 San Juan Recs., 911 Refugio St., Santurce.

**RECORDING & TAPE DUP. STUDIOS**

Aviles, 401 Ponce de Leon Ave., Puerta de Tierra, Zip: 00909. Tel: 723-1123.  
 Grabaciones Mayoral, 555 De Diego Ave., Puerto Nuevo. Zip: 00920. Tel: 783-2245.  
 Montilla, Canovanas. Zip: 00629. Tel: 876-2380.  
 Ochoa, 1105 Fernandez Juncos Ave., Santurce. Zip: 00907. Tel: 724-1772.  
 Soni Lab Corp., 1679 Ponce de Leon Ave., Santurce. Zip: 00909. Tel: 723-1123.  
 Trans Rec'g, 1506 Roosevelt Ave., Puerto Nuevo. Zip: 00920. Tel: 783-3711.

**SINGAPORE**

Population: 2,000,000.  
 Per capita income: \$1,600.  
 Official rate of exchange: \$1 (US)=\$3 (Singapore).  
 No. of homes with record players: 200,000.  
 Records imported from USA: (factory value) 1967—\$485,736; 1966—\$271,618.  
 Records imported from countries other than USA: (factory value) \$1,080,242 (US); (retail value) \$2,370,803 (US).  
 Records exported to countries other than USA: (factory value) \$931,118 (US); (retail value) \$2,703,431 (US).  
 Average retail price per record: LP's—\$3.50 (US); EP's—\$1.25 (US); Singles—\$0.60 (US).  
 Stereo sales: 80% of total sales.  
 Tape: Car stereo sets are still new to local motorists and 99% of car owners are not aware of this new entertainment medium.  
 Type of distribution: Manufacturer to wholesaler to retailer; rarely manufacturer to retailer.  
 Discounting: Frequent.  
 Type of promotion: Aggressive sales promotion by leading import houses via programs on Radio Singapore and Rediffusion stations. Also, sponsored variety stage shows and tie-ins with local cinemas have helped sustain imports of records from overseas despite strong competition from two local companies that began production last year. Additionally, there is an increasing number of Street Stalls and Traveling Night Stalls. These vendors bring records to the doorsteps of customers. They are aided by retail shops who allow the vendors 30 days' credit, plus generous discounts for prompt settlements of accounts. These vendors charge slightly less than the retailer do.  
 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 averages 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.  
 No. of radios: 80,935.  
 TV station: 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 averages 75 hours per week with an extra five hours on holidays. All broadcasts are in four languages—English, Malay, Chinese and Tamil. Commercials take up about 20% of broadcasting time. Biggest attractions are live musical shows featuring pop songs, jazz, country and western and folk songs from current hits sung by local artists. These are broadcast daily on the two channels in English, Malay, Chinese and Tamil. Latest dance numbers such as "A-Go-Go," "Hala Hala," "Twist," "Cha-Cha-Cha," etc., are performed to recorded music in these shows. These programs have boosted the popularity of "beat" music and "pop" records, both instrumental and vocal.  
 No. of sets: 101,932.

Important record import-export regulations: No tax on all imports or exports. Imports intended for Malaysia are liable to 17% tax on arrival at any center in Malaysia, whether opened or unopened in Singapore.

Holidays: New Year's Day, Thaipusam, Chinese New Year, Hari Raya Puasa, Hari Raya Haji.  
 Walliv Chan

**record manufacturers**

Chiang Huat, 164 S. Bridge Rd., Singapore 1. Tel: 74144. Mgr.: T. T. Quek.  
 Label: Maggie  
 Diamond Music, 7 Jalan Kayu Manis, Mt. Elizabeth, Singapore 9. Tel: 39636.  
 E M I (Southeast Asia), Jurong Industrial Estate Singapore. Tel: 650183 & 650544. Mgr.: R. F. Bruce.  
 Hup Hup, 232 Serangoon Rd., Singapore 8. Tel: 31873.  
 Maggie (see Chiang Huat).  
 Phonogram Far East, Int'l Bldg., Orchard Rd., Singapore 9. Tel: 362211 & 362218.  
 Phonographic Industries, 701 Commonwealth Dr., Singapore 3. Tel: 645012. Mgr.: F. Niewenhuis.

**importers & exporters**

Borneo, 71 Robinson Rd., Singapore 1. Tel: 76181.  
 Cable: BORNEO.  
 This company represents: Capitol (USA), Columbia (USA), Parlophone (USA), EMI (United Kingdom), HMV (United Kingdom), Pathe (France & Hong Kong), Angel (India).  
 Chiang Huat, 164 S. Bridge Rd., Singapore 1. Tel: 74144. Mgr.: T. T. Quek.  
 This company represents: Liberty (USA), Imperial (USA), Dolton (USA), Blue Note (USA).  
 Cosdel, 50-E Armenian St., Will's Clinic, 2nd Floor, Singapore 6. Tel: 35047. Mgr. Dir.: S. P. Sim.  
 Cable: COSDEL.  
 This company represents: Monument (USA), RCA (Int'l), Atlantic (Australia & USA), Pye (United Kingdom), Dot (USA), Warner Bros.-7 Arts (USA), Reprise (USA), Motown (USA), Tamla (USA), Gordy (USA), Time (USA), Hamilton (USA), Chess (USA), Checker (USA), Argo (USA), Hickory (USA), Ember (United Kingdom), A & M (USA), ABC (USA), Barclay (France), Festival (Australia), Coral (USA), Clarion (Australia), Cadet (USA), Century (USA), Colpix (United Kingdom), Golden Guinea (United Kingdom), Marble Arch (United Kingdom).  
 Cycle & Carriage, PO Box 142, 41-43 Orchard Rd., Singapore 9. Tel: 39381. 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, London, Ace of Clubs, Ace of Diamonds, Argo (all United Kingdom), Deram (United Kingdom).  
 Hup Hup, 232 Serangoon Rd., Singapore 8. Tel: 31873.  
 This company represents: CBS (USA), Life (USA), Kapp (USA).  
 E. S. Isaac, 168-A Cecil St., Singapore 1. Tel: 78460. Cable: ISAACNCO.  
 This company represents: Artone (Holland), Crescendo (USA), Everest (USA), Vogue (France), Vox (USA).  
 Kwang Sia, 104 Hill St., Singapore 6. Tel: 34501.  
 Music City, 61-63 High St., Singapore 6. Tel: 30283.  
 Phonogram Far East, Int'l Bldg., Orchard Rd., Singapore 9. Tel: 362218.  
 This company represents: Philips (Holland), Fontana (England), Smash (USA), Mercury (USA), Verve (USA), MGM (USA).  
 Victory Rec., 487 N. Bridge Rd., Singapore 7. Tel: 23932.

**supplies & services**

**MUSIC LICENSING ORGANIZATION**  
 Rediffusion, 182 Clemenceau Ave., Singapore 9. Tel: 25011/5. Gen. Mgr.: J. Snowden.

**PRESSING PLANTS**

E M I (Southeast Asia), Jurong Industrial Estate, Singapore. Tel: 650183 & 650544.  
 Kinexet, 9 Wan Tho Ave., Singapore 13. Tel: 86209.  
 Phonographic Industries, 701 Commonwealth Dr., Singapore 3. Tel: 645012.  
 Ruby Rec. Ind., 92 Koon Seng Rd., Singapore 15. Tel: 43670.

**RECORDING & TAPE DUP. STUDIOS**

E M I (Southeast Asia), Jurong Industrial Estate, Singapore. Tel: 650183 & 650544.  
 Kinexet, 9 Wan Tho Ave., Singapore 13. Tel: 882321 & 882322.  
 Phonographic Industries, 701 Commonwealth Dr., Singapore 3. Tel: 645012.  
 Rediffusion, 182 Clemenceau Ave., Singapore 9. Tel: 25011 & 23672. Gen. Mgr.: J. Snowden.

**tape****IMPORTERS & EXPORTERS**

Cosdel, 50-E Armenia St., Will's Clinic, 2nd floor, Singapore 6. Tel: 35047 & 361684.

Cycle & Carriage, 43 Orchard Rd., Singapore 9. Tel: 39381. Agents for Polydor Musicassettes.  
 Decca Orient (Private), E-6 MacDonald House, Orchard Rd., Singapore 9. Tel: 20537. Agents for cartridges (4 & 8-tr.), cassettes on London label.  
 William Jacks, Int'l Bldg., Ground floor, 360 Orchard Rd., Singapore 9. Tel: 362211. Agents for Philips compact cassette recorders. Various models on Battery/Mains; Mains Transistorized; Mains Stereo (with speaker). Prices range: \$130 to \$374. Also Musicassettes on Philips, Fontana and Mercury labels.  
 Singapore Motors, 315/319 Orchard Rd., Singapore 9. Tel: 28291. 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 27% import duty.  
 Tapes at \$25 for 300 feet (half hour); and \$40 for 600 feet (one hour).

**SOUTH AFRICA, REPUBLIC OF**

Population: 18,300,000 (20% white).  
 Per family income: (white) \$3,680; (non-white) \$778.  
 Official rate of exchange: \$1 (US)=71 rand.  
 Records sold domestically: LP's 1967—2,211,243 units @ \$12,352,002 (up 3.71% from 1966); 1966—2,132,007 units @ \$11,909,389. EP's 1967—151,354 units @ \$317,843; 1966—144,484 units @ \$283,189. Singles 1967—(white) 1,927,783 units @ \$2,294,061 (up 1.45% from 1966); (non-white) 1,583,535 units @ \$1,551,863 (down 2.72% from 1966); 1966—(white) 1,900,202 units @ \$2,261,240; (non-white) 1,627,753 units @ \$1,595,198.  
 Records imported from USA: 1967—\$163,648; 1966—\$136,985.  
 Average retail price per record: LP's—\$5.99; EP's—\$2.10; Singles—(white) \$1.19; (non-white) \$0.98.  
 Stereo sales: 25% of total.  
 Record club sales: 20% of total.  
 Tape: Cassettes and 8-tr. cartridges were more in evidence in 1967 than previously but no major breakthrough in this medium was expected, due possibly to the government's anti-inflationary fiscal policy. Disk sales should predominate for many years.  
 Type of distribution: Manufacturer-to-retailer system predominates. There is one major record club which handles most established labels. Readers Digest continues to operate on a mail-order basis.  
 Discounting: rare.  
 Type of promotion: Personal appearances by South African artists are on the increase, which has encouraged greater coverage of local artists' recording activities by newspapers and magazines. Extensive programming of pop records on radio.  
 Jukeboxes: 1,550.  
 Radio stations: 12—all government (9 FM, 3 AM & FM).  
 Type of programming: The South African Broadcasting Corp. controls all broadcasting. Springbok Radio is its major commercial station. There are 3 spot channel regional services. Africans (non-white) are served by Radio Bantu which operates 6 regional language spot channel services. Loureco Marques Radio situated in Mozambique operates a commercial service which is heard extensively in South Africa. Programming relies heavily on commercial records, predominantly pop material.  
 No. of radios: 2,600,000.  
 TV stations: None.  
 Import/export regulations: Import permits are required for South Africans desiring to import.  
 Holidays: Jan. 1, April 6 (Van Riebeeck Day), May 31 (Republic Day), July 8 (Family Day), Sept. 4 (Settlers' Day), Oct. 10 (Kruger Day), Dec. 26 (Boxing Day), and traditional Christian holidays.  
 W. F. Fraser

**record manufacturers**

A G S (see Trutone).  
 Angel (see EMI).  
 Big Beat (see Meteor).  
 Brigadiers, PO Box 8480, 20 de Beer St., Braamfontein, Johannesburg. Tel: 724-6311. Cable: BRIGADIERS. Mng. Dir.: Henk Oosthuisen; A&R Sales Dir.: Albie Venter.  
 Labels: Brigadiers, Luistergenot, Klank (distributed by Gallo).  
 C M S (see Trutone).  
 C T C Star (see Gallo).  
 Capitol (see EMI).  
 Church (see Troubadour).  
 Columbia (see EMI).  
 Continental (see Gallo).

Coronet, PO Box 749, Johannesburg. Tel: 22-5084.  
Cable: CORODISC. Dir.: Hilary Saidel.

Label: Coronet.

This company represents: Ofir (Portugal), Peerless (Mexico).

Drum (see Teal).

E M I, 32 Steele St., Steeldale, Johannesburg. Tel: 869-2661. Cable: SOUNDBOX. Chm.: W. J. Richmond; Dir. & Gen. Mgr.: J. A. Bailes; A&R & Promo.: J. Nofal & Derek Hannan; Mktg.: J. M. Plumley.

Labels: Columbia, HMV, Parlophone, Capitol, Stateside, Angel, Regal, N'Kanyezi, Uitspan, Umsakaso.

This company represents: Barclay (France), Immediate (United Kingdom), Motown (USA), Time-Mainstream (USA), Transglobal (USA), Ember (United Kingdom & USA).

E N V E E (see Trutone).

F M (see Troubador).

Fakkell (see Gallo).

G B (see Gallo).

Galaxie (see Meteor).

Gallo, PO Box 6216, Gallo Centre, Johannesburg.

Tel: 23-2111. Cable: GALLOTONE. Mng. Dir.: Alec Delmont; Chm.: Eric Gallo; A&R & Sales: Phil Goldblatt & Roy Evans; Mdse. Mgr.: Max Harris.

Labels: CTC Star, Continental, Fakkell, GB, Gallotone, Gumba Gumba, Motella, New Sound, Smanje Manje, USA, Welkom.

This company represents: Accadia (USA), Ace of Clubs (United Kingdom), Argo (United Kingdom & USA), Audio Fidelity (USA), Avenue (United Kingdom), Brunswick (USA), Buena Vista (USA), Cameo-Parkway (USA), Carosello (Italy), Challenge (USA), Chantecler (Brazil), Compass (USA), Contemporary (USA), Coral (USA), DGG (Germany), Decca (United Kingdom, France, USA), Ember (United Kingdom & USA), Emerald (Eire), Eyemark (United Kingdom), Fermata do Brazil (Brazil), Fonior (Belgium), Fonit Cetra (Italy), Gaiety (United Kingdom), Hi (USA), HiFi (USA), Kapp (USA), Kenmax (United Kingdom), London (USA), Lyra (Greece), Major Minor (USA), Mascadet Prod'ns (USA), Orfeu (Portugal), Polydor (Germany), Post (United Kingdom), PPX Ents. (USA), Prestige (USA), RGE (Brazil), Radio-Triunfo (Portugal), Savoy (USA), Status (USA), Telefunken (Germany), Vault (USA), Vegas (USA), White Whale (USA), World-wide (USA), SAC-R (United Kingdom).

Gallotone (see Gallo).

Goli Hit (see Troubador).

Gramophone (GRC), 132 Kerk St., Johannesburg. Tel: 23-0546. Cable: AFRICORD. Mng. Dir.: Arnold Golemb; A&R: Ivor Golemb; Sales: A. Gewer; Pub.: A. McGuinness.

Label: Unika.

This company represents: Alvarado (Portugal), CBS (Int'l), Project 3 (USA).

Gumba Gumba (see Gallo).

H M V (see EMI).

Jewell (see Trutone).

Kalahari (see World).

Klank (see Brigadiers).

Kristal (see Meteor).

Luistergenot (see Brigadiers).

Meritone (see Meteor).

Meteor, PO Box 6640, Johannesburg. Tel: 724-8591.

Cable: METEORDISC. Mng. Dir.: R. R. Moskowitz; A&R: Pierre Lombard.

Labels: Meteor, Kristal, Saffier, Big Beat, Meritone, Galaxie, Panorama.

This company represents: Design, Pickwick, Tikva (all USA), Marfer (Spain), Metronome (Germany), Special (Germany).

Modden (see Troubador).

Motella (see Gallo).

NEM (see Trutone).

New Sound (see Gallo).

N'Kanyezi (see EMI).

OK Winner (see Trutone).

Panorama (see Meteor).

Parlophone (see EMI).

Perel (see Trutone).

President (see Teal).

Quality (see Trutone).

Rave (see Trutone).

Regal (see EMI).

Renown (see Trutone).

Saffier (see Meteor).

Scepter (see Troubador).

Smanje Manje (see Gallo).

Stateside (see EMI).

Stokvel (see Trutone).

Teal, PO Box 4105, 124 President St., Johannesburg.

Tel: 22-0355. Cable: TEALREC. Pres.: A. G. J. McGrath; A&R: H. R. Friedman; Sales: A. Marshall.

Labels: Drum, President, Teal.

This company represents: Cadet, Durium, Liberty, Monument, RCA, Reprise, World Pacific, Warner Bros.-Seven Arts.

Tee Vee (see Trutone).

Tempo (see Trutone).

Troubador, 1-3-5 Browning St., Johannesburg. Tel: 24-9157.

Dir. & Sales: Israel Katz.

Labels: Church, FM, Goli Hit, Modden, Scepter, Troubador.

This company represents: Amadeo (Austria), Canadian American (USA), Carisch (Italy), Ricordi (Italy), Elite (Switzerland), Horizon (USA), Scepter (USA), Viking (New Zealand), W&G (Australia).

Trutone, PO Box 9299, 5th floor, Newkirk, 132 Kerk St., Johannesburg. Tel: 23-0791/2/3/4/5.

Telex: J0153. Cable: TRUTONE. Mng. Dir.: D. G. Fine; Gen. Mgr.: T. Rosengarten; Sales: J. H. Otto; A&R: Art Heatlie; PR: Mrs. Anita Friedman.

Labels: AGS, CMS, ENVEE, Jewell, OK Winner, Perel, Quality, Rave, Renown, Stokvel, Tee Vee, Tempo, NEM.

This company represents: Caedmon, Dot, Elektra, Fontana, MGM, Mercury, Montilla, Philips, Page One, Smash, United Artists, Vanguard, Verve.

U S A (see Gallo).

Uitspan (see EMI).

Umsakaso (see EMI).

Unika (see Gramophone).

Welkom (see Gallo).

World, 124 President St., Johannesburg. Tel: 22-0355.

Pres.: A. G. J. McGrath; A&R: H. R. Friedman; Sales: A. Marshall.

Label: Kalahari.

This company represents: ABC, A&M, Ariola, Atlantic, Command, Blue Note, Crescendo, Eurodisc, Hanna-Barbera, Hickory, Imperial, Impulse, Kama Sufia, Palette, Pye, Starday, Vogue.

### !NDEPENDENT RECORD PRODUCERS

Brigadiers, PO Box 8480, 20 de Beer St., Braamfontein, Johannesburg. Tel: 724-6311.

Cable: BRIGADIERS. Mng. Dir.: Henk Oosthuysen;

A&R & Sales: Albie Venter.

Golden Sound Promos., PO Box 7186, Johannesburg.

Tel: 22-8146. Dirs.: Anton de Waal & Louis Combrinck.

Label credits: Columbia, HMV,

Pinecones, PO Box 27877, Yeoville, Johannesburg.

Tel: 43-4859. Dirs.: P. Llewellyn & D. A. Stevenson.

Reklama, 608 Hunstanton, Twist St., Hillbrow,

Johannesburg. Tel: 724-8278. Mng. Dir.: Gilbert Gibson.

Hank Squires Prod'ns, c/o Reklama, 608 Hunstanton,

Twist St., Hillbrow, Johannesburg.

Home office: Canada.

Label credits: Trans-World, Columbia (S.A.).

continued on page 318

## ZAFIRO, THE FIRST INTERNATIONAL RECORD TRADE MARK

LOS RELAMPAGOS

LOS BRINCOS

MASSIEL

MARISOL

JUAN & JUNIOR

JUAN M. SERRAT

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SPAIN



continued

## • music publishers

Acuff-Rose, 124 President St., Johannesburg. Pres.: A. G. J. McGrath.  
 Ardmore & Beechwood, PO Box 11254, Music Centre, 124 President St., 7th floor, Johannesburg. Tel: 23-1874. Cable: ABBEMUSIC. Dir.: W. F. Fraser.  
 Int'l branch: USA, Beechwood.  
 Arwin (see Music Publ'g Co. of Africa).  
 Belinda, PO Box 10678, 5th floor, Newkirk, 132 Kerk St., Johannesburg. Tel: 22-0626. Cable: BELINDSONG. Telex: J 0153. Mng. Dir.: D. G. Fine; Dirs.: H. Voight, T. Rosengarten; Mgr.: Art Heatlie.  
 Brownhut, 1-3-5 Browning St., Johannesburg. Tel: 24-9157.  
 Carstens/De Waal, PO Box 9973, Johannesburg. Tel: 22-8146. Mng. Dir.: Anton de Waal.  
 Affiliate: Impala.  
 Dee-Jay, PO Box 7186, Johannesburg. Tel: 22-8146. Pres.: Louis Combrinck.  
 G R P C, 132 Kerk St., Johannesburg. Tel: 23-0546. (see Music Publ'g Co. of Africa).  
 Gold (see Music Publ'g Co. of Africa).  
 Good (see Music Publ'g Co. of Africa).  
 Impala (see Carstens/De Waal).  
 Laetrec, 124 President St., Johannesburg. Tel: 22-0355. Pres.: A.G.J. McGrath.  
 Melody (see Music Publ'g Co. of Africa).  
 Meritone, PO Box 6640, Johannesburg. Tel: 724-8591.  
 Music Publ'g Co. of Africa, PO Box 6216, Johannesburg. Tel: 23-2111. Cable: MUSIPUB. Dirs.: A. Delmont & R. H. Trehwela.  
 Affiliates: Arwin, GRPC, Gold, Good, Melody, Planetary-Nom.  
 Planetary-Nom (see Music Publ'g Co. of Africa).  
 Plymouth, PO Box 6639, Johannesburg.  
 Southern, 6th floor, Newkirk, 132 Kerk St., Johannesburg. Tel: 22-6222. Cable: SOUTH-MUSIC. Dir.: Glyn Taylor.  
 Sun-Pacific, PO Box 17004, Hillbrow, Johannesburg. Tel: 724-8278. Cable: REKLAMA. Dir.: Gilbert Gibson.

## • importers, exporters & distributors

Boosey & Hawkes, PO Box 3966.  
 Handles: musical instruments, accessories.  
 Coronet Recs. & Publ'g, PO Box 749, Johannesburg. Tel: 22-5084. Cable: CORODISC. Dir.: Hilary Saidel.  
 E M I, PO Box 11254, Johannesburg.  
 Handles: cassettes (Musicassettes); phonographs & tape-playback equip. (HMV), accessories (Emi-tape, Emitec).  
 Gallo, PO Box 6216, Johannesburg.  
 Handles: cassettes (Philips); phonographs (Gallo, Teppaz); tape playback equip. (Amplex, Toshiba); rec'g tape (Amplex, Gallo, Scotch); musical instruments: accordions (Scandalli), drums (Gallo-Pearl), organs (Farfisa), guitars (Fender, Framus, Gallo, Hagstrom, Levin), guitar amplifiers (Fender, Gallo, Selmer, Watkins), microphones (Astatic, Gallo, Gelson, University), saxophones (Embassy, Selmer), trumpets (Embassy, Selmer), harmonicas (Gallo, Hohner), guitar accessories —strings (Bell Brand, Black Diamond, Gallo-tone, Monopole).  
 Magnet Music, PO Box 1248, Johannesburg.  
 Handles: musical instruments & accessories.  
 Meteor Recs., PO Box 6640, Johannesburg.  
 Handles: cassettes, B-tr. cartridges; musical instruments & accessories (Meritone).  
 Morkel/Muller, 290 Commissioner St., Johannesburg.  
 Handles: musical instruments & accessories.  
 Teal, PO Box 4105, Johannesburg.  
 Handles: cassettes, 8-tr. cartridges.

## • supplies & services

### ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Ass'n of the Southern African Phonographic Industry, PO Box 5411, Johannesburg. Chm.: W. J. Richmond; Sec'y & Treas.: W. F. Fraser.  
 South African Co-ordinating Performing Arts Council, c/o PACT, Silverton, Pretoria. Sec'y: U. G. Stark. (Co-ordinating secretariat for all the government-sponsored performing arts councils in South Africa).  
 Southern African Rec. Mfrs. & Dist. Ass'n, PO Box 8213, Johannesburg. Tel: 23-1874. Chm.: David Fine; Sec'y & Treas.: W. F. Fraser.

### MUSIC LICENSING ORGANIZATIONS

South African Music Rights Org. (SAMRO), PO Box 9292, Johannesburg. Tel: 23-4025. Cable: ACISUM. Mng. Dir.: Gideon Roos.  
 South African Rec'g Rights Ass'n (SARRAL), PO Box 4378, Johannesburg. Tel: 23-8757. Cable: MECRIGHTS. Dir.: J. W. van Dyk.

### PLATING & PRESSING PLANTS

E M I, PO Box 11254, Johannesburg. Tel: 869-2661.

Gallo, PO Box 6216, Johannesburg. Tel: 23-2111.  
 Meteor Recs. (Audio Inds.), PO Box 6640, Johannesburg.  
 Troubador Recs., 1-3-5 Browning St., Johannesburg.

### RECORDING STUDIOS

E M I, Music Centre, Troye St. & President St., Johannesburg.  
 Gallo, PO Box 6216, Johannesburg.  
 Meteor Recs., 109 Smit St., Braamfontein, Johannesburg.  
 Manley van Niekerk, Summit House, Troye St., Johannesburg.  
 Troubador, 1-3-5 Browning St., Johannesburg.

## • musical instrument manufacturer

Gallo, PO Box 6216, Johannesburg.  
 Instruments: guitars (acoustic & electric), mandolins, ukuleles.

## SOUTH VIETNAM

Population: 15,715,000.  
 Official rate of exchange: \$1 (US) = 118 piastres.  
 Records imported from US (factory value): 1967—\$25,000; 1966—\$30,554.  
 TV stations: 2—V. N. Channel 9, USAF Channel 11.  
 Holidays: New Year, in January; Lunar New Year in February; Nat'l Feast, in November.

## • record manufacturers

Asia Disques, 626 Ben Ham-Tu, Cholon. Mgr.: Ngo Van Duc.  
 Messrs. Tan, Viet-Nam Thuong-Xa, 183 rue Tu Do, Saigon.

## • supplies & services

### PRESSING PLANTS

Asia Disques, 626 Ben Ham-Tu, Cholon. Mgr.: Ngo Van Duc.  
 Xuong To Van Ngoc, 49 Pasteur St., Saigon.

## SPAIN

Population: 32,000,000.  
 Per capita income: \$450.  
 Official rate of exchange: \$1 (US) = 70 pesetas.  
 No. of homes with record players: 900,000.  
 Records sold domestically: LP's 1967—1,460,000 units @ \$4,700,000 (up 45% from 1966); EP's 1967—5,500,000 units @ \$8,640,000 (down 1% from 1966); Singles 1967—2,200,000 units @ \$2,360,000 (up 80% from 1966).  
 Records manufactured for domestic & export sale: LP's 1967—1,523,000 units @ \$4,900,000 (up 47% from 1966); EP's 1967—5,545,400 units @ \$8,711,000 (down 1% from 1966); Singles 1967—2,213,200 units @ \$2,374,000 (up 81% from 1966).  
 Records imported from USA: 1967—\$69,570; 1966—\$105,229.  
 Records & tape exported to USA: 1967—15,651 units @ \$16,247; 1966—8,573 units @ \$12,554.  
 Records exported to countries other than USA: 1967—115,520 units @ \$162,450 (factory value), \$270,750 (retail value); up 4% from 1966.  
 Average retail price per record: LP's—\$2.55 to \$3.85; EP's—\$1.55; Singles—\$1.05.  
 Stereo sales: 20% of total sales.  
 Record club sales: 10% of total sales.  
 Tape: Cassette manufacturing has just begun here; Philips has the only system. The only big manufacturer is Fonogram, which releases material from labels it distributes in Spain and duplicates for other Spanish companies.  
 Type of distribution: manufacturer-to-retailer.  
 Discounting: rare.  
 Type of promotion: Through radio stations, TV & trade magazines, as follows: radio 55%, TV 35%, papers 10%.  
 Juke boxes: 10,000.  
 Radio stations: 166 commercial, 6 government.  
 Type of programming: 60% music, 3% live. Remainder recorded or taped. Only 3% is classical.  
 No. of radios: 14,000,000.  
 TV stations: 2 government channels.  
 Type of programming: One-third US action and adventure movies (including TV series), one-fourth Spanish productions. Remainder is cultural and informational programs. On Thursday and Saturday afternoons and part of Sunday afternoon there are children's programs. Every Sunday afternoon there are broadcasts of sporting events. One hour a week is devoted to pop music, another hour to variety programs.  
 No. of sets: 2,800,000.

Import/export regulations: Record exportation is free. Importation requires special import licenses; therefore it is cheaper to manufacture than to import, as the licenses involve high customs taxes.

Holidays: Jan. 1 (Circumcision of the Lord), Jan. 6 (Epiphany), March 19 (St. Joseph Day), May 1 (Labor Day), June 29 (St. Peter & St. Paul), July 18 (National Holiday), July 25 (St. James), Oct. 12 (Columbus Day), Nov. 1 (All Saints Day), Dec. 8 (Immaculate Conception), Dec. 25 (Christmas), also Holy Thursday, Holy Friday, Ascension of the Lord, Corpus Christi, Holy Virgin's Assumption. Rafael Revert

## • record manufacturers

Alhambra (see Columbia).  
 Alma (see Vergara).  
 Alondra (see Ekipo).  
 Antena (see Vergara).  
 Ariola (see Circulo de Lectores).  
 Arlequin (see Belter).  
 Barclay (see Compania Fonografica Espanola).  
 Belter, Calle Gomis 1, Barcelona. Tel: 211.55.00. Cable: BELTERDISC. Exec. Mgr.: Jose Ramon Batalla; Artistic Mgr.: Joaquin Alfonso; Gen. Sec'y: Francisco Roses; Sales Mgr.: Juan Fernandez; Bookkeeping Chief: Jose Fernandez; Ass't Artistic Mgr.: Francisco Figueras; Promo.: Carlos Ayerbe; Pub.: Gabriel Orfila; Sound Eng. Chief: Edmundo Benet; Factory Dir.: Francisco Bigas.  
 Branches: Madrid, Tarragona, Alicante, Almeria, Badajoz, Bilbao, Cordoba, Granada, La Coruna, Las Palmas de Gran Canaria, Lugo, Mahon, Malaga, Murcia, Palma de Mallorca, Orense, Orviedo, Salamanca, Valencia, Valladolid, Vigo, Zaragoza.  
 Int'l branches: Argentina, Portugal.  
 Labels: Belter, Arlequin.  
 Tape: cassette.  
 This company represents: Palette (Belgium), Metronome (Denmark), Belvedere (France), Harmonia Mundi (France), Deutsche Vogue (Germany), Hansa (Germany), Metronome (Germany), Montana (Germany), Saba (Germany), CMS (Italy), Carosello Curci (Italy), Cinevox (Italy), MRC (Italy), Metronome (Sweden), Everest (USA), Vox (USA), Serfaty (Venezuela), South Eastern (West Indies).  
 Int'l reps.: Central America (Caceres), Colombia (Discos Tropical), Australia (Carinia), Belgium (Vogue), France (Disc'AZ, Discodis), Germany (Metronome), Netherlands (HOSAT), Switzerland (Finsterwald & Cantacuzene), United Kingdom (Disc Imports), USA (Pencil), Puerto Rico (Universal).

C A R (see Sesion).  
 C E M (see Compania Espanola de Musica).  
 Canceled (see Zafiro).  
 Canigo (see Saxton).  
 Capitol (see Compania del Gramofono-Odeon).  
 Carillon (see Marfer).  
 Celada (see Compania del Gramofono-Odeon).  
 Circulo de Lectores (Circulo Int'l), calle Lepanto 350, Planta 5a, Barcelona. Tel: 236-48-02/3/4. Cable: CILEC. Dir.: Juan Maymo Villemur.  
 Labels: Ariola, Eurodisc, Orlador, Parnass, Pergola.  
 Classic (see Compania Fonografica Espanola, Discos Barclay).  
 Clave (see Hispavox).  
 Columbia, Libertad 24, Madrid 4. Tel: 2.21.10.95. Cable: DISCOLUMBIA. Dir.: Enrique Inurrieta; Artistic Dir.: Enrique M. Garea; Classical Dir.: Indalecio Cisneros; Sales Dir.: Francisco Florez; Pub. & Promo.: Gerhard Haltermann; Int'l: Linda C. B. Meredith.  
 Branch: Venta Berri, Apdo. 84, San Sebastian. Tel: 23600. Dir.: Francisco Florez—Gerona 176, Barcelona. Tel: 2.57.45.72. Contact: Rafael Olive.  
 Labels: Alhambra, Columbia.  
 This company represents: Teldec (Germany), Decca (USA), Coral (USA), London (USA), Roulette (USA), White Whale (USA), Decca (United Kingdom), Deram (United Kingdom), Chapter One (United Kingdom), Emerald (Ireland), CDI (Italy).  
 Int'l reps.: world-wide (Decca).  
 Compania del Gramofono-Odeon, Urgel 234, Barcelona. Tel: 230.22.05. Cable: GRAMOFONO. Pres.: Rene Maquet; Gen. Dir.: Philip Neal Brodie; Finance & Admin. Dir.: Antonio Alberich; Artistic Dir.: Jesus Jarago; Classical Dir.: Werner Raehse; Sales & Pub. Dir.: Evaristo Gasco; Adv.: Jose Font; Promo.: Carlos Fernandez; Int'l: Jose Puyo; Rec'g Mor.: Jose Luis Perpinia; Chief Accountant: Sebastian Castellet.  
 Branch: Arenal 9. 1º D, Madrid 13. Tel: 231.02.50 & 231.19.97. Dir.: Luis Sagi-Vela.  
 Labels: (owned) Capitol, La Voz de su Amo (budget), Odeon, Pathe, Regal (budget), Stetson; (distributed) Celada.  
 This company represents: Bell (USA), Immediata.  
 Int'l reps.: Argentina (Industrias Electricas y Musicales Odeon), France (Pathe-Marconi), Germany (Electrola), Japan (Toshiba), Mexico (Capitol), Switzerland (Emian Verkaufs), United Kingdom (EMI), USA (Capitol), World-Wide (EMI).

continued on page 322

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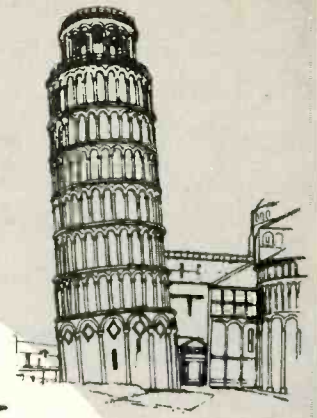
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MARIA OSTIZ



MIGUEL RAMOS



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KARINA



RAPHAEL



LUCERO TENA



PEDRO LAVIRGEN



ALICIA DE LARROCHA



ALBERTO CORTÉZ



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## ● independent record producer.

Alain Milhaud, Calle Augusto Figueroa 39, Madrid. Tel: 222.74.74.  
Label credits: Columbia, Barclay, Sonoplay.

## ● music publishers

Aberbach, Carmen 20, Madrid.  
Luis Araque, Av. del Aster 17, Madrid 16. Tel: 250 14 55. Pres.: Luis Araque Sancho.  
Ariston Espanola, see Armonico.

Armonico, Rambla Cataluna 10-3-1, Barcelona. Tel: 222 1847, 221 6912. Cable: ARMONICO. Pres.: Nicolas Suris Palome; Gen. Mgr.: Julio Guili Clara; Gen. Prof. Mgr.: Francisco Vinuesa Jimenez; PR: Julio Guiu Arbeloa.  
Branch: Jacometrezo 7-2, Madrid 13. Tel: 248 6113. Gen. Prof. Mgr.: Luis Caceres Garcia.

Affiliate: Ariston Espanola.  
Int'l firms represented: Arc (USA), Ariston (Italy), Campbell-Connelly (United Kingdom), Regent (USA), Ricordi (Italy), Rondor (USA), Su-Ma (USA).

Balmes, Duran y Bas 9, Barcelona 2. Gen. Mgr.: Rdo. Eduardo Serra.

Barna, Via Layetana 158, Bajos, Barcelona 9. Tel: 228-6967. Gen. Mgr.: Manuel Riera Cleville.

Belter, Calle Gomis 1, Barcelona 6. Tel: 211 5500.  
Gen. Mgr.: Joaquin Alfonso.

Branch: Calle Salud 17, Madrid. Tel: 231-2860/6169.

Int'l firm represented: Intro (Germany).

Calypto, see Quiroga.

Canciones del Mundo, Carmen 20, Madrid 13. Tel: 221 6450. Cable: CANCIONES. Dir. Gen.: Augusto Alguero Alguero; Admin'r Gen.: Manuel Rey Alvarez; Branch Mgr.: Rosa Alguero Dasca; Promo.: Juan Canal Gomez; Int'l PR: Chevi Semprini.

Int'l firms represented: Robbins (USA), Francis-Day (France), Peter Maurice (United Kingdom).  
Canciones Francis Day, Carmen 20, Madrid.

Clave, see Quiroga.

Coculsa, Torregalindo 5, Madrid 16. Tel: 250 2330.  
Cable: COCULSA. Gen. Dir.: Evaristo Riol Madrugá; Prof. Dir.: Tomas de Manzarra; other personnel: Andres Mielgo, Tomas Pujadas, Gervasio Iruarizaga, Pedro Sanz Orza.

Daimon, Provensa, 284, Barcelona 8. Tel: 288 9928.  
Cable: EDIDAIMON. Gen. Mgr.: Manuel Tamayo Benito.

Ducal, Valencia 288, Barcelona 7. Tel: 215 1370.  
Contact: Francisco S. Ortega, Manuel Alavedra.  
Int'l firms represented: April (Australia, Canada, France, Germany, Israel, Italy, United Kingdom), Blackwood (Canada), Elam (Brazil), Mundo (Brazil), Central America in Costa Rica, Mexico), Melograf (Argentina), J. Portengen (Netherlands).

E G O Musical, Calle Urgel 234, Barcelona: Tel: 230 2205. Cable: EGO MUSICAL. Dirs.: Rene Maget, Philip Brodie; Dir. Gen.: Francisco Ribe; Promo. Mgr.: C. Ramos; Int'l Co-ord: Enzo Hamilton.

Branch: Arenal 9, Madrid. Tel: 231 9246.  
Branch Mgr.: Valentin Rodriguez; Promo.: Carlos de Rico.

Affiliate: Gramofono-Odeon.

Int'l firms represented: Apple (United Kingdom), Spencer Davis (United Kingdom), EMI

Group (Int'l), Gralto (United Kingdom), Jaep (United Kingdom), Dick James (United Kingdom), Lords (United Kingdom), Maribus (United Kingdom), Moonlight (USA), Northern Songs (United Kingdom), Pacermusic (United Kingdom), Starlight (USA).

Int'l rep.: World-wide (EMI Group).

El Carmen, Paseo de la Senda 5, Vitoria. Tel: 14 99.  
Erviti, San Martin 28, Ap. Correos 41, San Sebastian. Gen. Mgr.: Jose Manuel Garate Erviti.

Essex (SGAE), La Encina 36, 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 8489.

Affiliate: The Richmond Organization.

Fiesta en Triana, calle Niebla 33, Sevilla. Tel: 27-43-59. Gen. Mgr.: Juan Valenzuela Mostazo.

Fontana, Av. America & Hernandez de Tejada, Madrid. Tel: 267 4200. Cable: EDIFON. Dir.: Luis Regatero.

This company represents: Philips Group, Artemis, DGG.

Garzon, calle Tuset 15, Barcelona 6. Tel: 217 4751.

Prop.: Jesus Garzon.

Int'l branch: France.

Gramofono-Odeon, see EGO Musical.

Hispania, Av. de Jose Antonio 31, Madrid. Tel: 231 2633. Cable: EDISPANIA. Pres. & Gen. Mgr.: Julian-Marino Suarez; Gen. Prof. Mgr.: Julian Suarez Ruiz; Musical Dir.: Abraham Abian.

Branch: Concordia 6, Barcelona. Tel: 241 6673

Gen. Prof. Mgr. Luis G. Thomas.

Affiliate: Kassner Music Espanola.

Int'l firms represented: Kassner (United Kingdom), SESAC (USA).

Hispavox, Campomanes 8 & Cuesta de Santo Domingo 11, Madrid 13. Tel: 248 6057. Cable: EDIVOX. Dir: Amado Regueiro Rodriguez.

Branch: Balmes 2-4-2, Barcelona. Tel: 231 5135.

This company represents: AMC (USA), Argo (USA), Brandom (USA), Colorado (Italy), Walt Disney (USA), Fern (USA), Morro (USA), Mundo (Mexico), Screen Gems-Columbia (USA), Seeley (USA), Sonovox (USA), Spanka (USA), Stereo (USA), Symbol (USA), Unart (USA), United Artists (USA), Wonderland (USA).

Int'l reps: Mexico (Mundo), USA (Barnegat).

I F I, Marques del Duero 106, Barcelona 15.

Joya, Concepcion Arenal 5, Apdo. Correos 14-435.

Madrid 13. Gen. Mgr.: Emilio Martinez Lluna.

Kassner Music Espanola, see Hispania.

Madrid, Mayor 27, Madrid 13. Gen. Mgr.: Federico Moreno Torroba.

Madrid Tree, Carmen 20, Madrid 13.

Home office: USA, Tree.

Marfer, Paseo Alto de la Virgen del Puerto 7, Madrid 5. Tel: 265 7800. Gen. Mgr.: Mario Selles.

Robert Mellin, Carmen 20, Madrid.

Mundo de Ritmo (Melodias del Universo), Poetas 16, Madrid 12. Tel: 266 5411. Gen. Mgr.: Francisco Prada Blasco.

Musica de Espana, Av. Jose Antonio 62-7, Madrid. Tel: 241 3794. Cable: MAGORMUSIC. Gen. Mgr.: Manuel Gordillo; Gen. Prof. Mgr.: Alfredo Garcia Segura; Int'l: Trinidad Torregrosa.

Int'l reps.: Belgium (Ardmore & Beechwood), Brazil (Fermata), Colombia (Ecomus), Mexico (Campe), Netherlands (Anagon), Portugal (Valentin de Carvalho), Germany (Accord), Venezuela (Cyne).

Musica de Hoy, Cuesta de Santo Domingo 11, Madrid. Tel: 247 0725/0711. Dirs.: Antonio Areta, Maximo Baratas; Sec'y: Maria Poceiro.

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.

Nova Terra, Banos Nuevos 12, Barcelona 2. Tel: 231 0263. Gen. Mgr.: Jose Verdura.

Puerta del Sol, see Quiroga.

Quiroga (SGAE), Alcalá 70, Madrid 9. Tel: 276 3950/66. Pres.: Manuel Lopez-Quiroga; Gen. Mgr.: Carlos Perez Canico; Ass't Mgr.: Manuel Lopez-Quiroga Jr.

Branch: Canada num, Barcelona 2. Tel: 231 0886. Gen. Prof. Mgr.: Jose Cruells Solbes.

Affiliate: Calypto, Clave, Puerta del Sol.

Int'l firms represented: Sam Fox (USA), Ediciones Musicales (Cuba), Mansion (USA), Edward B. Marks (USA), Mills (USA, United Kingdom), Musicabana (Cuba), B. Schott's Sohne (Germany), A. Schroeder (USA), Edition Tonos (Germany), Thomas J. Valentino (USA).

Int'l reps.: United Kingdom (Mills), USA (Mills).

R C A Espanola, Princesa 1, Torre de Madrid 7, of. B & 9, Madrid. Tel: 248 4912/3. Cable: RCASPAIN. Mgr.: Antonio Martinez.

Int'l firms represented: Angel (United Kingdom), Dunbar (USA), Florida (United Kingdom), Gloucester (United Kingdom), Hal (United Kingdom), Lee Hazlewood (USA), Ishmael (USA), Jobete (USA), Mark (United Kingdom), Metropole (United Kingdom), Mood (United Kingdom), Monshana (United Kingdom), RCA Italiana (Italy), RCA Victor (Argentina), RCA Victor (Mexico), Relay (Argentina), Sharon (United Kingdom), Sonolux Int'l (Colombia), Soul (United Kingdom), Sparta (United Kingdom), Stein & Van Stock (USA), Sunbury (USA), Totem Pole (United Kingdom), Trousdale (USA), Wingate (USA).

Int'l reps.: Argentina (Relay), France (PMI), Italy (RCA Italiana), Mexico (RCA Victor), Peru (Universal), USA (Sunbury).

Ritmo y Melodia, Villarroel 18, 2-3, Barcelona 11.

Gen. Mgr.: D. F. Sanchez.

Sirius, Av. Jose Antonio 572, Pral. 2, Apdo. Correos 792, Barcelona 11. Tel: 223 4907. Gen. Mgr.: Mariano Farre Pujol.

Int'l firm represented: Euterpe de Genova (Italy).

Southern Espanola (SGAE), Diputacion 337, 1-2, Barcelona 9. Tel: 225 6197. Cable: SOUTH-MUSIC. Pres.: D. Juan Burbano Bargino; Gen. Mgr.: Manuel G. Salinger.

Branches: Hortaleza 18, Madrid 4. Tel: 231 0661, 3650. Gen. Prof. Mgr.: Antonio Barta Sanchez.—Arzobispo Melo 3, Valencia 5. Tel: 33 1935. Gen. Prof. Mgr.: Enrique Piedra Albis.

This company represents: All firms of Southern-Peer organization, Leeds (USA, England).

Symphaty, Carmen 20, Madrid. Tel: 221 6450. Gen. Mgr.: Augusto Alguero.

Int'l firm represented: Barclay (France).

The Richmond Organization, see Essex.

Union Musical Espanola (SGAE), Carrera de San Jeronimo 26, Madrid 14. Tel: 221 4612.

Cable: MUSICA. Gen. Prof. Mgr.: Jose de Juan del Aguila.

Branches: Arenal 18, Madrid. Tel: 222 6260—Paz 15, Valencia.

Int'l firm represented: AMP (USA).

Int'l reps.: Argentina (Ricordi), Australia (Allan), France (Salabert), Germany (Otto Gunne), Italy (Ricordi), United Kingdom (United), USA (Associated).

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 Barta.

Branch: Hortaleza 18, Madrid. Tel: 231 0661.

This company represents: World-wide (World Music & affiliates).

Zafiro, Campomanes 10, Madrid 13. Tel: 241 5004.

Gen. Mgr.: Ernesto Garcia Soto; Gen. Prof. Mgr.: Pablo Herrero.

## ● supplies & services

### ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Sindicato Nacional de Artes Graficas.

Sindicato Nacional de Industrias Quimicas.

Sindicato Nacional del Espectaculo, Cuesta de Santo Domingo 7, Madrid.

### JACKET MANUFACTURERS

Aragon, Martin de Vargas 14, Madrid.

Artes, Luis Perez, Madrid.

Asin, Oca 16, Madrid.

Caro, Isabelita Usera 80, Madrid. Tel: 260 4801.

Columbia, General Zumalacarrequi 3, San Sebastian.

Espejo, Tomas Breton 51, Madrid.

Foco, Av. America, s/n, Madrid 17.

Grafic, Barcelona.

Gramofono Odeon, Urgel 234, Barcelona.

Hispavox, Torrelaguna 102, Madrid.

Hostench, Corcega 231-233, Barcelona 11. Tel: 230 5537/9. Cable: FERHOSVILA. Admin. Gen. Mgr.: Fernando Hostench V.

Huecograbado Imago, San Bernardo 25-26, Madrid.

Icharopena, Victor Pradera 2, Zarauz.

LIM, J. Corrales 32, Esplugas Llobregat, Barcelona.

Martin, Antonio Lopez 166, Madrid.

Offset ED/ALG, San Raimundo 31, Madrid 30.

Philips Iberica, Delicias 65, Madrid.

Surina, Emilio Roca 65, Barcelona.

### LABEL MANUFACTURERS

Columbia, General Zumalacarrequi 3, San Sebastian.

Espejo, Tomas Breton 51, Madrid.

Hostench, Corcega 231-233, Barcelona 11. Tel: 230 5537/9. Cable: FERHOSVILA. Admin. Gen. Mgr.: Fernando Hostench V.

Huecograbado Imago, San Bernardo 25 & 26, Madrid.

L I M, J. Corrales 32, Esplugas Llobregat, Barcelona.

Philips Iberica, Delicias 65, Madrid.

### MUSIC LICENSING ORGANIZATION

SGAE (Sociedad General de Autores de Espana), Fernando VI 4, Madrid.

### PRESSING PLANTS

Almapres, Barcelona.

Barnafon, Barcelona.

Belter, Tamarit 72, Barcelona 4.

Columbia, General Zumalacarrequi 3, San Sebastian.

Discophon, Barcelona.

Fonogram, Av. de America, Madrid.

Hispavox, Torrelaguna 102, Madrid.

Iberofon, Madrid.

Odeon, Urgel 234, Barcelona.

Philips, Delicias 65, Madrid.

R C A, Av. de America y Hernandez Tejada, Madrid.

### PROMOTION & PUBLICITY

Melodix, Madrid.

Alain Milhaud, Augusto Figueroa 39, Madrid.

### RECORDING STUDIOS

Audiofilm, Alonso Cano 76, Madrid.

Belter, Gomis 1, Barcelona 6.

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Cimasa, Vallehermoso 14, Madrid.  
Columbia, General Zumalacarrequei 3, San Sebastian.  
Estudios Celada, Ctra. de San Martin de Valdeiglesias, Madrid.  
Fonogram, Av. de America & Hernandez de Tejada, Madrid.  
Fonopolis, Ibiza 52, Madrid 9. Tel: 273-90-00.  
Hispavox, Torreiguna 102, Madrid.  
Odeon, Urgel 234, Barcelona.  
Philips, Delicias 65, Madrid.  
R C A, Torre de Madrid, Princesa 1, Madrid.  
Sintonia, Vallehermoso 32, Madrid 15. Tel: 224.23.97.

## ● tape section

### CASSETTE MANUFACTURERS

Espetra, Plaza de los Mostenses, Edificio Parking, Madrid.  
Fonogram, Av. de America & Hernandez de Tejada, Madrid.

### 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.  
Fonogram, Avda. de America y Hernandez de Tejada s/n, Madrid 17. Tel: 267.42.00.  
Fonopolis, Ibiza 52, Madrid 9. Tel: 237-90-00.  
Sintonia, Vallehermoso 32, Madrid 15. Tel: 224.23.97.  
Sonomax, Santo Domingo 11, Madrid.  
Sonoplay, Serano, 164-2, Madrid 2.

## ● musical instruments

Acordeonistas Reunidos, San Raimundo 4, Madrid. Tel: 253 2220.  
Alberdi, Madrid.  
Juan Alvarez, Cerro 5, Madrid. Tel: 252-1768.  
Fernandez Arcangel, Jesus y Maria 26, Madrid. Tel: 228 7067.  
Granados Luis Arostegui, Plaza de Chueca 4, Madrid. Tel: 222 9805.  
Atomium, Felipe II 12, Madrid 9. Tel: 275 3873.  
Biok, Leganitos 12, Madrid. Tel: 247 2045.  
Casa Aurelio, Arenal 26, Madrid. Tel: 248 7423.  
Casa Garrido, Desengano 2, Madrid. Tel: 222 7202.  
Hermanos Conde, Gravina 7, Madrid. Tel: 222 0742.  
M. G. Contreras, Mayor 80, Madrid 13. Tel: 248 5926.

Francisco Fernandez, Rodas 11, Madrid. Tel: 227 8246.  
Garijo, Santiago 8, Madrid. Tel: 248 0513.  
Guitarras Carmona, Colon 15, Madrid. Tel: 221 3467.  
Guitarras Santos, Aduana 23, Madrid. Tel: 222 9521.  
Anselmo Solar Gonzales, Cerro Carabitas 11, Madrid. Tel: 277 6145.  
Leturiaga, Corredera Baja 23, Madrid. Tel: 222 4508.  
Manzanero Cabrera F, Santa Ana 12, Madrid. Tel: 266 0047.  
Maravilla L, Leon 4, Madrid. Tel: 221 1664.  
Andres Martin de Diego, Divino Pastor 22, Madrid. Tel: 221 8589.  
Munoz, Ayala 73, Madrid. Tel: 276 0708.  
Bruno Nieto, Argumosa 4, Madrid. Tel: 239 2905.  
Jose Ramirez, Concepcion Jeronima 2, Madrid. Tel: 228 1217.  
Vicente Respaldiza, Reyes 12, Madrid. Tel: 247 5533.  
F. Solar, Divino Pastor 24, Madrid. Tel: 231 2253.  
Union Musical Espanola, Carrera de San Jeronimo 26, Madrid. Tel: 222 5214.

## SURINAM

Population: 400,000.  
Per capita income: \$325.  
Official rate of exchange: \$1 (US) = Sf 1.87.  
Records sold domestically: 1966 & 67—approx. \$100,000 each year.  
Records imported from USA (CIF): 1967—\$29,307; 1966—\$18,139.  
Records imported from countries other than USA (CIF): 1967—\$18,396; 1966—\$28,342.  
Records exported to USA: negligible.  
Average retail price per record: LP's—\$7.20; EP's—\$3.21; Singles—\$1.81.  
Type of distribution: Manufacturer-to-retailer-to-consumer; manufacturer-to-consumer.  
Type of promotion: Fan clubs, magazines, radio & TV.  
Radio stations: 4 commercial, 1 government; 4AM, 1 FM.  
Type of programming: Stations operate 18 hours daily; recorded and live music; classical and pop.  
No. of radios: 45,000.  
TV stations: 1 government channel.  
Type of programming: Operates 4½ hours daily, 6 hours Sundays; live performances, educational films, concerts.  
Import/export regulations: Importers need import license; duty is 30% ad valorem plus 2% excise tax.  
Holidays: Jan. 1, Good Friday, April 20 (Queen's Birthday), Ascension Day, Whitmonday, July 1 (Freedoms Day), Christmas, Boxing Day.

## ● importers & distributors

J. M. Brown Jr., Gravenstraat 76, Paramaribo.  
Casa del Sol, Zwartenhovenbrugstraat 84, Paramaribo. Contact: C. J. N. van Leeuwaarde.  
Coronel Music Centre, Zwartenhovenbrugstraat 188, Paramaribo.  
Curacoasche Handel Mij. N. V., Dr. Sophie Redmondstraat 2-14, Paramaribo.  
Gard Record Shop, Rust en Vredestraat 39, Paramaribo.  
Handelmaatschappij A. Van Der Voet, PO Box 1812, Waterkant 36, Paramaribo. Tel: 3636. Cable: VANDERVOET.  
Imports: Musical equipment and accessories (Vox), tape (Scotch), record needles, record players and changes, stereo equipment.  
Jong Tijen Fa, Wagenwegstraat 55, Paramaribo.  
Imports: Pianos, organs, hand instruments (all Yamaha); tape recorders & tape playback units; CCTV; video recorders, 4 & 8-tr. cartridges; 4 & 8-tr. recorders & duplicating systems.  
C. Kersten & Co., Steenbakkerijstraat 27, Paramaribo.  
Rafi Central Music House, Hogestraat 49, Paramaribo.

## SWEDEN

Population: 8,000,000.  
Per capita income: \$3,056.  
Official rate of exchange: \$1 = 5.17 Swedish Kronor.  
No. of homes with record players: 368,000.  
Records sold domestically: LP's 1967—3,100,000 units; EP's 1967—1,100,000 units; Singles 1967—4,000,000 units. Total sales—\$20,000,000 (up 20% from 1966).  
Records imported from USA 1967—\$481,884; 1966—\$377,462.  
Records imported from countries other than USA: \$4,400,600.  
Records exported to USA: 1967—810 units @ \$2,501; 1966—2,255 units @ \$1,697.  
Average retail price per record: LP's (classical)—\$5.10; LP's (popular)—\$4.90; LP's (budget)—\$2.30 to \$3.20; EP's—\$1.95; Singles—\$1.25.

Stereo sales: 43% of total.  
Type of distribution: Manufacturer-to-retailer.  
Discounting: occasional.  
Jukeboxes: 20,000.  
Radio stations: Radio Sweden (government with 3 channels).  
No. of radios: 3,500,000.  
TV stations: 1 government channel, another pending.  
No. of TV sets: 2,105,600.  
Holidays: Jan. 1, Jan. 6 (Epiphany), Good Friday, Easter Monday, May 1 (May Day), Ascension Day, May 29 (Whit Monday), June 21, 22 (Mid-Summer), Nov. 2 (All Saints Day), Nov. 11 (The King's Birthday), Dec. 25, 26 (Christmas).  
Kjell E. Genberg

## ● record manufacturers

Amigo, Atlasgatan 14, 113 20 Stockholm. Tel: 08/31 67 10. Pres.: Per-Anders Boquist; A&R: Jan Boquist.  
Labels: Amigo, Team (distributed by GDC).  
Anette (see Lidoproduktion).  
Angelica (see NYA Bokforlag).  
Arkens Rundradio, c/o Ljusterdal, Bellmansgatan 120, 1 tr, Uppsala. Tel: 018/10 34 57. Pres.: Ake Ljusterdal, Stig Holtberg & Gunnar Olsson.  
Label: Arr (distributed by GUC).  
Arr (see Arkens Rundradio).  
Artist (see Nordiska).  
Barnparaden (see Nordiska).  
Benita, Matarangi, Overtornea. Tel: Overtornea 10. Pres.: Wilhelm Damber.  
Labels: Benita (distributed by EMI).  
Bill (see Arne Bill Prod'n).  
Arne Bill Prodn, PO Box 953, Blommensbergsvagen 140, Hagersten 9. Tel: 08/18 18 44. Pres.: Arne Bill; A&R: Inga-Lill Bill; PR: KEG Pub.  
Label: Bill (distributed by GDC).  
Blue Horizon, Strybordsvagen 44, Oxelosund. Tel: 0155/33 04 7. Cable: ZOOMIMP. Gen. Mgr.: Sven-Ake Hogberg; Promo. & Pub. Mgr.: Lillie Ohlsson.  
Int'l branch: USA.  
Bokforlaget Libris, PO Box 330, Skolgatan 11, Orebro 1. Tel: 019/11 93 60. Cable: ORE-BROMISSONEN. Mgr.: Wimar Hanson.  
Label: Jubilate.  
C B S (see Philips Sonora).  
Cantus (see Ernst Westerbergs).  
Capitol (see EMI).  
Celesta (see Electra).  
Cirkus (see Sonet Grammofon).  
Clavicord, PO Box 35, Bollnas 1. Tel: 0278/156 00. Pres.: Evald Sonefors; Sales Mgr.: Bjorn Berge; PR: Erik Gunnarsson.  
Label: Clavicord (distributed by GDC).  
Columbia (see EMI).  
Cupol, Katarina Bangata 17, Stockholm So. Tel: 08/23 30 55. Cable: CUPOL. Pres.: Helge Roundquist; Sales: Eric Christofferson; A&R & PR: Lars-Johan Roundquist.  
Labels: Cupol, Lyra, Nashville, Reprise.  
This company represents: Ariola (Germany), Baccarola (Germany), Eurodisc (Germany), Cefara (Italy), Contemporary (USA), Festival (France), Fonit (Italy), Good Time Jazz (USA), Hansa (Germany), Melodia (USSR), Music Minus One (USA), Pop Hat (Norway), Time (USA), Vega (France).  
Int'l reps.: Denmark (AEG-Metronome), Finland (Finnlevy, Scandia Musiikki Oy), Norway (Nera).

Dollar, Fack, Stockholm 4. Tel: 016/740 33. Gen. Mgr.: Ake Sohr.  
Dux (see Philips-Sonora).

EMI (formerly Skandinaviska Grammofon), Fack, Stockholm 10. Tel: 08/22 45 80. Telex: 10046. Cable: GRAMMOPHON. Gen. Mgr. & Dir.: Anders Holmstedt; Rec. Div. Mgr.: Ture Soelnsaer; Rec Mgr.: Olle Bergman; A&R Lars Tocklin; Adv. Mgr.: Per Fagerholm.  
Labels: (owned) Columbia, HMV, Odeon, Parlophone, Capitol, Stateside, Encore, Electrola, Regal; (distributed) Artist, Barnparaden, Benita, Epok, Platina, Svensk-Amerikan.  
This company represents: ABC (USA), Angel (USA), Bell (USA), Blue Note (USA), Bluesway (USA), Buena Vista (USA), Command (USA), Diamond (USA), Disneyland (USA), Dot (USA), DynoVoice (USA), Gordy (USA), Grand Award (USA), Ember (United Kingdom), Erate (France), Imperial (USA), Impulse (USA), Immediate (United Kingdom), Jubilee (USA), Liberty (USA), Mala (USA), Minit (USA & United Kingdom), Mgnitor (USA), Motown (USA), Music Guild (USA), New Voice (USA), Pacific Jazz (USA), Pickwick (USA), Tower (USA), Westminster (USA), Whitehall (USA), Waverly (United Kingdom), Wergo (Germany), World Pacific (USA).  
Int'l reps: EMI Int'l.

Electra Grammofon, PO Box 1178, Ankdammsgatan 5, 17123 Solna. Tel: 08/82 04 80. Cable: TEFUNK-SOLNA. Gen. Mgr.: Sixten Eriksson; Ass't Mgr.: Hans-Ove Eriksson; Musical Dir.: Mats Olsson, Pop A&R: Sven Agren & Hans Englund; Classical A&R: Frank Hedman; Sales: Per Lindberg; PR: Gosta Linderholm.  
Labels: Celesta, Musica, Sagoton, Swedish Society Discofil, Telestar.  
This company represents: Argo (United Kingdom), Ace of Clubs (United Kingdom), Ace of Diamonds (United Kingdom), Ace of Hearts (USA), Coral (USA), Colgems (USA), Decca/  
continued on page 328

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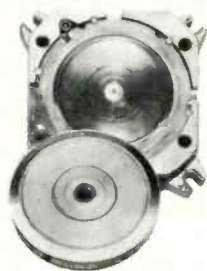
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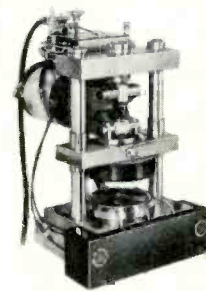
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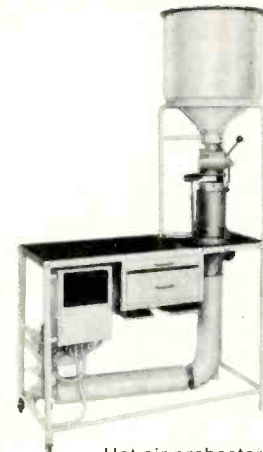
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Elektrola (see EMI).

Encore (see EMI).

Epok Skivforlag, Vintergatan 10 B, Ornskoldsvik. Tel: 0660/300 52. Pres.: Jan Sundin; Sales: Charlie Wedin.

Label: Epok (distributed by EMI).

Europa-Produktion, Kungsgatan 54, 111 35 Stockholm. Tel: 08/11 62 40 & 20 48 71. Gen. Mgr.: Ake Gerhard-Larsson; Sales: Heini Wennerstrom.

Labels: Europa, Olga (distributed by Cupol). Int'l reps.: Denmark (Faellsexpeditionen), Finland (Finnlevy), Germany (Metronome), Norway (Nera), Holland (Iramac), Great Britain (Olga). Festival (see Fralsningsarmen).

Filadelfia Forlaget, PO Box 6043, Stockholm. Tel: 08/34 93 80. Pres.: Bror Lindberg.

Label: Hemmets Harold.

Fontana (see Philips-Sonora). Fralsningsarmen, PO Box 5090, 102 42 Stockholm. Tel: 08 63 17 00. Cable: FRALSNING. Mgr.: Gustav Streling.

Label: Festival.

Gazell (see Sonet Grammofon).

Globe (see Snap).

Grand Prix (see Sonet Grammofon). HB Artist, PO Box 1171, 141 24 Huddinge. Tel: 08/77 77 11. Pres.: Goran Hellsten & Leif Bigert; Sales: Lennart Carlstrom.

Label: HB Artist.

HMV (see EMI).

Hemmets Harold (see Fralsningsarmen).

Ibra Radio, PO Box 821, 101 31 Stockholm. Tel: 08/34 97 60. Pres.: Sverre Larsson.

Label: Ibra.

Joker (see Karusell Grammofon).

Jubilate (see Bokforlaget Libris).

Karusell (Grammofon), Karlavagen 81, 114 59 Stockholm. Tel: 08/63 58 20. Mng. Dir.: Ivan Nordstrom; Sales: Gosta Winge; PR: Ruth Linn. (distributed by GDC).

Labels: (owned) Joker, Karusell, Polydor, Primula; (distributed) Lani, Midnight Sun, Swe-Disc. This company represents: A&M (USA), Archiv (Germany), Carleo-Parkway (USA), DGG (Germany), Folkways (USA), Heliodor (Germany), Kama Sutra (USA), MGM (USA), Polydor (Germany & United Kingdom), Tip (Germany), United Artists (USA), Verve (USA).

Labels: (cartridge) Philips, DGG, MGM, Polydor, United Artists, Verve, A&M. Int'l reps.: Deutsche Grammophon Gesellschaft worldwide.

Kewe Music, Vikingavagen 15, Danderyd. Tel: 08/755 78 99. Pres.: Kewe Wickman.

Label: Wide World.

Knappupp, Drottninggatan 81 B, 111 60 Stockholm. Tel: 08/24 07 40. Cable: RALVOPRO. Pres.: Felix Alvo; A&R: Beppo Grasman.

Labels: Knappupp, Triola.

This company represents: Kapp (USA), Hickory (USA), Project 3 (USA)

Lani (see Karusell Grammofon).

Lido-Produktion, Fack 131, 531 01 Lidkpping. Tel: 0510/231 25. Pres.: Einar Svensson.

Label: Annette (distributed by GDC).

Lyra (see Cupol).

Mallwax (see Metronome). Megafon, Gotabergsgatan 28, Goteborg C. Tel: 031/20 60 96. Pres.: Lars-Gunnar Andersson.

Label: Megafon (distributed by GDC).

Mercury (see Philips-Sonora).

Metodisc (see Playtone Recs.).

Metronome, Storangsvagen 27, Stockholm No. Tel: 08/61 06 16. Cable: METROREC. Mgr.: Borje Ekberg; A&R: Ande's Burman.

Labels: Metronome, Mallwax, Snurr-skivan. This company represents: Atco, Atlantic, Bang, Barclay, Elektra, Shout, Stax, Volt (all USA).

Int'l reps.: Denmark (Metronome), Finland (Scandia), Germany (Metronome), Norway (Nordisc), Japan (Teichiku), USA (Metronome).

Midnight Sun (see Karusell Grammofon).

Morgonstjarnan, Kungshomsqatan 20, Stockholm K. Tel: 08/51 63 87. Cable: AHLNMUSIK. Pres.: Martha Ahlin.

Label: Morgonstjarnan.

This company represents: Ansgar.

Musica (see Electra).

Nashville (see Cupol). Nordiska, Drottninggatan 37, 111 51 Stockholm. Tel: 08/24 94 30. Cable: MUSICALIA. Pres.: Rolf Bjorne.

Labels: Artist, Barnparaden (distributed by EMI).

Nya Bokforlags, PO Box 5020, 102 41 Stockholm. Tel: 08/67 01 55. Pres.: Karl-Erik Hellberg.

Label: Angelica.

Odeon (see EMI).

Oktav (see Philips-Sonora).

Olga (see Europa-Produktion).

Onskesagan (see Record-Materiel).

Parodisc (see Playtone Recs.).

Parlophone (see EMI).

Peps (see Scan-Disc).

Philips (see Philips-Sonora).

PHILIPS-SONORA, Kommendorsgatan 26, Box 5153, 102 44 Stockholm. Tel: 08/63 54 00. Mng. Dir.: Eddie Landqvist; Sales: Gunnar Jonsson; A&R (CBS-Mercury): Carl-Eric Hjelm; A&R (Philips, Fontana, Pye): Gote Wilhelmsson; Pop A&R: Birger Engstrom; Press: Ingvar Eriksson. Labels: CBS, Dux, Fontana, Mercury, Oktav, Philips, Pye, Sonora, Svenska Ljud. This company represents: Amadeo (Austria), CBS (USA), Fontana (Netherlands), Golden Guinea (England), Harmony (USA), Limelight (Netherlands), Marble Arch (United Kingdom), Mercury (USA), Mira (United Kingdom), Muscor (USA), Ode (USA), Page One (United Kingdom), Philips (Netherlands), Piccadilly (United Kingdom), Pye (United Kingdom), Smash (USA). (SEE ADVERTISEMENT)

Platina, Hisingsgatan 3A, Gothenburg H. Tel: 031/22 66 93. Pres.: Evert Jakobsson.

Label: Platina. (distributed by EMI). Playtone Records, Jarnlundsvagen 35, Arsta. Tel: 08/45 67 15. Pres.: Jan Esberg.

Labels: Metodisc, Parodisc, Playtone (distributed by Cupol).

Polar Music, Jungfrugatan 18, PO Box 5265, 10245 Stockholm. Tel: 08/61 75 30 & 63 79 70. Cable: SWEDENMUSIC. Pres.: Bengt Bernhag & Stig Anderson.

Labels: Polar, Septima (distributed by GDC).

Polka (see Scan-Disc).

Polydor (see Karusell Grammofon).

Pop (see Popular Melodi).

Popular Melodi, Norrbackagatan 1, Stockholm Va. Tel: 08/30 16 90. Pres.: Allan Ehwert.

Label: Pop.

Primula, (see Karusell Grammofon).

Pye (see Philips-Sonora).

Record-Materiel, Lundagatan 3, Solna. Tel: 08/23 42 15. Cable: RECOXPRESS. Pres.: Kurt Westman.

Label: Onskesagan.

Regal (see EMI).

Reprise (see Cupol).

Sagoton (see Electra).

Scan-Disc, Grev Turegatan 38, 114 38 Stockholm. Tel: 08/67 99 14. Cable: SCANDISCO.

Labels: Peps, Polka, Scan-Disc. (distributed by GDC). This company represents: Roost, Roulette, Tonno.

Septima (see Polar Music).

Sirius (see Svenska Missionsforbundet).

Snap, Vattugatan 4, Sundbyberg. Tel: 08/29 36 02. Mng. Dir.: Leif Malmberg.

Labels: Globe, Snap. This company represents: Jaguar (Italy), W&G (Australia).

Spurr-skivan (see Metronome).

Soloist (see Svenska Missionsforbundet).

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Labels: Gazell, Grand Prix, Sonet, Storyville, Cirkus.

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Sonora (see Philips-Sonora).

Storyville (see Sonet Grammofon).

Strike Records, Langsjooiden 41, Alvsjo. Tel: 08/47 27 60. Pres.: Lennart Carlsmyr.

Label: Strike.

Sugnatur (see Svenska Missionsforbundet).

Svensk-American (see EMI).

Svenska Ljud (see Philips-Sonora).

Svenska Missionsforbundet, Tegnergatan 8, 113 81 Stockholm. Tel: 08/34 96 80. Cable: FORBUNDET. Pres.: Ingemar Eriksson.

Labels: Sugnatur, Sirius, Soloist (distributed by GDC).

Sveriges Radio, 105 10 Stockholm. Tel: 08/63 10 00. Cable: BROADCAST, Rec. Dept. Mgr.: Allan Jansson.

Label: Sveriges Radio (distributed by Cupol). Swe-Disc, Islandstorg, Bromma. Tel: 08/87 33 00. Cable: SWEDISC, ISLANDSTORGET. Int'l Div. Pres.: Roland Ferneborg; Domestic Div. Pres.: Sture Wahlberg.

Label: Swe-Disc (distributed by Karusell Grammofon).

Swe-Tone, c/o Pergeman, Snickarvagen 25, Bro. Tel: 0758/405 53. Pres.: Alf Pergeman.

Label: Swe-Tone (distributed by Cupol).

Swedish Society Discofil (see Electra).

Swereco, Fack, Johanneshov. Tel: 08/39 32 00. Pres.: Arne Setterwall.

This company represents: AZ (France), MK (USSR), Mainstream (USA), Musidisc (France), Nonesuch (USA), Saga (United Kingdom), Vee-Jay (USA).

Team (see Amigo).  
Telestar (see Electra).  
Tommo-Plattor, Ostra Farmvagen 21 C, Malmo S.  
Tel: 040/ 11 70 11. Pres.: Oscar R. Bjerelius.  
Label: Tommo (distributed by GDC).  
Triola (see Knappupp).  
Ernst Westerbergs, Norrtullsgatan 10, Stockholm.  
Tel: 08/ 24 16 50. Cable: BAPTIST. Pres.:  
Zeth Abrahamson.  
Label: Cantus.  
Wide World (see Kewe Music).

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Animal Farm, Grycksbovagen 57, Enskede. Tel: 08/  
81 69 44. Contact: Chris Cooper, Hakan Car-  
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Visor och Lатар, Box 194, Arla. Tel: 016/700 16.  
Gen. Mgr.: Gunnar Olsson.  
Label credits: Decca, Philips, Swe-Disc.

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Ahlins, Kungsholmsgatan 20, Stockholm K. Tel: 08/  
51 63 86. Cable: AHLINMUSIC. Pres.: Ernfriid  
Ahlén.  
American Songs (see Stockholms Musikproduktion).  
Amigo, Atlasgatan 14, 113 20 Stockholm. Tel: 08/  
31 67 10. Pres.: Per-Anders Boquist.  
Anderssons, Södra Förstadsgatan 6, Malmo C. Tel:  
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Ardmore & Beechwood (see Edition Odeon).  
Barton (Scandinavia), Kungsgatan 54, 111 35 Stock-  
holm. Tel: 08/ 11 62 40. Pres.: Ake Gerhard-  
Larsson.  
Beechwood (see Edition Odeon).  
Bens, Jungfrugatan 18, PO Box 5265, 102 45 Stock-  
holm. Tel: 61 75 30, 60 22 87, 63 79 70 &  
61 40 13. Cable: SWEDENMUSIC. Pres.: Stig  
Anderson.  
Affiliate: Spanka.  
Bill, PO Box 953, Hagersten 9. Tel: 08/ 18 18 44.  
Pres.: Arne Bill.  
Black Swan (see Edition Odeon).  
Broadway, Jungfrugatan 18, PO Box 5265, 102 45  
Stockholm. Tel: 61 75 30, 60 22 87, 63 79 70  
& 60 40 13. Cable: SWEDENMUSIC. Pres.: Stig  
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Hans Busch, Stibbstigen 3, Lidingsö 1. Tel: 08/  
765 12 30. Pres.: Hans Busch.  
Camp (see Edition Odeon).  
Castle (see Edition Odeon).  
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*continued on page 330*

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 Walt Disney (see Edition Odeon).  
 Disneyland (see Edition Odeon).  
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 Dominion, Storangsvagen 27, Stockholm No. Tel: 08/ 61 13 16. Cable: MULTITONE. Pres.: Bo Goran Edling.  
 Edition City, Kungsgatan 54, 111 35 Stockholm. Tel: 08/ 11 62 40. Pres.: Ake Gerhard-Larsson.  
 Edition Liberty, PO Box 1178, Ankdammsgatan 5, 171 23 Solna. Tel: 08/ 82 04 80. Cable: TEFUNK. Gen. Mgr.: Sixten Eriksson; Prof. Mgr.: Hasse Englund.  
 Edition Lunden, Bromsvagen 25, Alvsjö. Tel: 08/ 47 35 46. Pres.: Walther Cohn.  
 Edition Odeon, Oxenstjernasgatan 37, 115 27 Stockholm. Tel: 08/ 22 45 80. Cable: TURNTABLE. Prof. Mgr.: Bengt Sundstrom.  
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 Ehrling & Lofvenholm, Drottninggatan 37, 111 51 Stockholm. Tel: 08/ 24 94 30. Cable: KAY-TONE. Pres.: Lennart Reimers.  
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 Ehrlingforlagen, Linnegatan 9-11, PO Box 5268, 102 45 Stockholm. Tel: 08/ 62 05 30 & 62 10 23. Cable: EHRLINGMUSIK. Mng. Dir.: Thore Ehrling; Exploiting Mgrs.: Bo-Goran Edling & Nils-Georgs; Education Dept.: Sven-Erik Hafgren.  
 Affiliates: Edition Sylvain, Nils-George, Thore Ehrling, Edwin H. Morris Nordiska.  
 Essex, Regeringsgatan 45, 111 56 Stockholm. Tel: 08/ 23 49 85. Cable: NOMECCO. Gen. Mgr.: Christian Sylvan; Pres.: Lennart Reuterskiöld.  
 Europa-Produktion, Kungsgatan 54, 111 35 Stockholm. Tel: 08/ 11 62 40 & 20 48 71. Cable: EUROPASONG. Gen. Mgr.: Ake Gerhard-Larsson; Sales: Heini Wennerstrom.  
 Filadelfia, Forlaget, PO Box 6043, Stockholm. Tel: 08/ 34 93 80. Cable: PINGSTYRKAN. Pres.: Bror Lindberg.  
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 Gavotte, 182 76 Stocksund. Tel: 08/ 85 50 50. Pres.: Pierre Westerman.  
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 John's, Artemisgatan 8, 100 54 Stockholm, Tel: 08/ 67 05 40. Cable: SONETMUSIC. Prof. Mgr.: Rune Ofverman; Int'l: Dag Haeggqvist.  
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 Abr. Lundqvist, Beckombergaavagen 11, Bromma. Tel: 08/ 23 30 55. Cable: CUPOL. Pres.: Helge Roundqvist.  
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Modern (see Stockholms Musikproduktion).  
 Ivan Mogull, Jungfrugatan 18, PO Box 5265, 102 45 Stockholm. Tel: 61 75 30, 60 22 87, 63 79 70 & 60 40 13. Cable: SWEDENMUSIC. Pres.: Ivan Mogull & Stig Anderson.  
 Morgonstjärnan, Kungsgatan 20, Stockholm K. Tel: 08/ 51 63 87. Cable: AHLINMUSIC. Pres.: Martha Ahlin.  
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 Musikaliska Magazine, Kungsgatan 54, 111 35 Stockholm. Tel: 08/ 11 62 40 & 20 48 71. Pres.: Ake Gerhard-Larsson.  
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 Shadows (Scandinavia), Kungsgatan 54, 111 35 Stockholm. Tel: 08/ 11 62 40 & 20 48 71. Pres.: Ake Gerhard-Larsson.  
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 Sonet Music, Artemisgatan 8, 100 54 Stockholm. Tel: 08/ 67 05 40. Cable: SONETMUSIC. Prof. Mgr.: Rune Ofverman; Int'l: Dag Haeggqvist.  
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 Spanka (See Bens).  
 Starton, Bondegatan 4, Stockholm So. Tel: 08/ 23 30 55. Cable: CUPOL. Pres.: Helge Roundqvist.  
 Stockholms Musikproduktion, Drottninggatan 55, 111 21 Stockholm. Tel: 08/ 21 69 97 & 21 99 97. Cable: STOCKHOLMSMUSIK. Gen. Mgr.: Lisbeth & Felix Stahl.  
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 United Artists, Jungfrugatan 18, PO Box 5265, 102 45 Stockholm. Tel: 61 75 30, 60 22 87, 63 79 70 & 60 40 13. Cable: SWEDENMUSIC. Pres.: Stig Anderson.  
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 G D C (Grammofonbolagens Distributioncentral), PO Box 5153, Stockholm 5, Jungfrugatan 19, Stockholm O. Tel: 08/ 63 54 00. Pres.: Eddie Landqvist.  
 Labels: Bill, Clavicorn, Jet Records, Karusell Grammophon, Knappudd, Lido-Produktion, Megafon, Metronome, Mallow, Moonlight Music, Pan, Philips-Sonora, Polar Music, Scan-Disc, Septima, Sonet Grammofon, Snap, Svenska Missionsforbundet, Swe-Disc.  
 Tefunk, Forsalingsen, Box 1178, Ankdammsgatan 5, 171 23 Solna. Tel: 08/ 82 04 80. Cable: TEFUNK-SOLNA. Pres.: Sixten Eriksson.  
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Svensk Grammofonindustri, Sveavägen 17, Stockholm. Tel: 08/ 10 63 67. Pres. Tage Andersson.

**PROMOTION & PUBLICITY**

K E G, Grycksbovägen 57, Enskede. Tel: 08/ 88 36 20. Mgr.: Kjell E. Genberg.

**RECORDING STUDIOS**

Alvsjö, Langsjohejden 41, Alvsjö. Tel: 08/ 47 27 60. Mgr.: Lennart Carlsmyr.  
Dieke, Tumba. Tel: 08/ 46 15 15. Pres.: Gerhard Dieke; Mgr. Thomas Strandberg.  
Edsby Film & Rec'g, Alfia. Tel: 0271/ 105 88. Mgr.: Björn Berge.  
Europa Film, Annedalsvägen 29, Sundbyberg. Tel: 08/ 28 28 00. Cable: EUROPAFILM. Mgr.: Björn Bergqvist.  
Metronome (Como), Karlsbergsgatan 57, Stockholm Va. Tel: 08/ 34 19 00. Cable: METROREC. Mgr.: Rune Persson.  
SSR, Skanehusvägen 93, Malmö S. Tel: 040/ 12 59 55. Mgr.: Borje Nilsson.  
Sela, Stortorget 5, Stockholm C. Tel: 08/ 10 31 34. Pres.: Lennart Ljungberg; Mgr.: Sten Hagberg.  
Svenska Philips, Lidingsvägen 50, Stockholm No. Tel: 08/ 63 50 00. Cable: PHILAMP. Mgr.: Dag Secher.

**● tape****TAPE PLAYBACK EQUIPMENT MANUFACTURERS**

Scason Svenska, Maria Skolg. 83, Stockholm. Tel: 08/ 69 04 60. Cable: DALPORT. Telex: 100 77. Mgr.: Frank Dahlberg.  
Branches: USA, 286 Newton Rd., Plainview, N.Y. 11803—Germany, Scason Autozubehör, Graf-Adolf Strasse 88, 4 Dusseldorf.

**TAPE DISTRIBUTORS**

Scason Svenska, Maria Skolg. 83, Stockholm. Tel: 08/ 69 04 60. Cable: DALPORT. Telex: 100 77. Mgr.: Frank Dahlberg.  
Branches: USA, 286 Newton Rd., Plainview, N.Y. 11803—Germany, Scason Autozubehör, Graf-Adolf Strasse 88, 4 Dusseldorf.

**SWITZERLAND**

Population: 5,999,000.  
Official rate of exchange: \$1 (US) = 4.30 sfr.  
Records imported from USA: 1967—\$263,287; 1966—\$238,640.  
Records exported to USA: 1967—14,520 units @ \$17.076; 1966—5,104 @ \$8.491.  
Average retail price per record: LP's—(classical) \$5.58, (popular) \$4.42; EP's—(classical) \$1.84, (popular) \$1.60; Singles—\$0.90.  
Type of promotion: Pop music programs on TV & radio infrequent. Promotion is possible through increasing number of discotheques.  
Jukeboxes: 12,000.  
Radio stations: 3 government stations, no commercial stations. (1 French, 1 Italian, 1 German).  
Type of programming: 50% music, of which 98% is recorded.  
No. of radios: 1,723,184.  
TV stations: 3 government. Programmed 70% in German-speaking areas; 25% in French-speaking areas; 5% in Italian-speaking areas.  
No. of sets: 933,383.  
Import/export regulations: 5.4% tax on wholesale price and 8% for SUIA (mechanical copyright royalties) are both added to retail price.  
Holidays: Jan. 1, Easter Monday, Ascension, Whit Monday, Dec. 25. Robert Treichler

**● record manufacturers**

Barclay, 14 rue du Roveray, 1207 Geneva. Tel: (022) 36.17.41/74.14.  
C B S, unter Altstadt 10, 6300 Zurich. Tel: (042) 46.22.2. Cable: COLRECORD. Gen. Mgr.: Max Wijngaard; Pop A&R Sales Mgr. & Promo.: Lucien Monnerat; Classical A&R, Publ. & Adv.: Ruth Cernelc.  
This company represents: Columbia.  
Camarata, c/o Moeseler Verlag, Schweizergasse 21, 8021 Zurich. Tel: (051) 25.00.36. Cable: MOESELERVERLAG.  
Home office: West Germany.  
Disques Office, 188 rue Pierre Aebly, 1700 Fribourg. Tel: (037) 2.62.61.  
This company represents: Ades (France), Alpha (Belgium), BAM (France), Baroque (Canada), Discophile Français (France), Musidisc, Ocora, Petit Menestrel, Pleiade (France), President (France), Supraphon (Czechoslovakia), Supradisc (Belgium), Vergara (Spain), Vista (USA), E M I, Raemistr. 42, 8024 Zurich. Tel: (051) 34.52.77. Cable: EMIREC. Gen. Mgr.: Max Brunner; A&R Pop, Publ. & Promo.: Teddy

Meier; A&R Classical & Sales & Mktg.; Jurg Grand.  
This company represents: ABC, Amel, Blue Note, Bluesway, Carisch, Columbia (EMI), Contemporary, Discophiles, Francais, Ducretet-Thomson, Electrola, Fox, Gloria, Golden 12, Good Time Jazz, Harmonia Mundi, His Masters Voice, Immediate, Imperial, Impulse, Liberty, Melronome, Motown, Odeon, Parlophone, Pathe, Preiser, Regal, Stateside, Supermajestic, Taml, Top Music, Trianon, Turnabout, Voix de son Maitre, Volksplatte, Vox, World Pacific.

Edition Eulenbug, Postfach, 8134 Adliswil. Tel: (051) 91.36.81.

This company represents: Music Minus One (MMO).  
electromusic, Nauenstr. 71, 4002 Basel. Tel: (061) 34.92.50.

This company represents: Tell, Tempo, Osca, 777, Alpha, Cetra, Excelsius, Juke Box, Sabrina, Copacabana, Olympia, Newton, Omega, Ember, Saef, Discophon, Baroque, Krysta, Kritos, Polaris, Delta, Cicogna, Kib, Alpina.

Eurex, Russikerstrasse 2, 8330 Pfäeffikon Zurich. Tel: 97.42.31. Dir.: Hans R. Buchi; A&R Pop: Franco Burzi.  
This company represents: Combasteo, Lunarese, Twenty.

Fono-Gesellschaft, Seidenhofstr. 14, 6000 Lucerne. Tel: (041) 2.22.88.

This company represents: Fono.  
Hug, Lindenhofstr. 16, 4000 Basel. Tel: (061) 35.10.77.

This company represents: HMV, Electrola, Angel, Encore, Trianon, Liberty, Jupiter, L'Encyclopedie Sonore (Hachette), Bartok, Star, Linguaphon, Monitor, Musidisc, King.

Interdisc, PO Box 34, V.d. Scuole 10, Cassarate-Lugano. Tel: 3.20.93. Dir.: Aldo Libanione.  
Iramac, Burgerstr. 17, 6000 Lucerne. Pres.: S.S.A. Samama  
Home Office: France.

This company represents: Iramac & Relax.  
Jecklin, Raemistr. 42, 8024 Zurich. Tel: (051) 24.39.41.

This company represents: Columbia, Angel, Carisch, Encore, Epic, Gloria, Imperial, Odeon, Parlophon, Pathe, Regal, Stateside, Atlantic, Atco, Compagnia Generale del Disco, Choir, Contemporary, Derby, Directional Sound, Favorit, Folkways, Goldene 12, Good Time Jazz, International, Italia, Jolly, Kabarett aus Wien, Metronome, Minivox, Music, Musica Mundi, Musica Sacra, Palmos, Time, Unikum, Vox.

Layola, Bendesstr. 9-13, 6002 Lucerne. Tel: (041) 3.44.55. Cable: JOHNLAY. Dir.: John Lay.  
Branch: Seesta. 45, 8000 Zurich. Tel: (051) 27.30.10.

This company represents: Layola, Layola Favorit, Orchestrola, Pilatus, Swiss Sound.  
Musikvertrieb, Badenerstr. 555, 8004 Zurich. Tel: (051) 54.97.54.

This company represents: Ace of Clubs, Ariola, Argo, Barclay, Bel-Air, Camden, Capitol, Cinevox, Colpix, Decca, Ducretet-Thomson, Elite Special, Eurodisc, Festival, Galleria del Corso, Hed Arzi, Hispavox, London, Oiseau Lyre, RCA, RCA Victorla, RCA-VIK, Ricordi, Telefunken, Telestar, Triola, Vega, Warner Bros.-7 Arts, Pin, Kar, Arc, MRC, Everest, 20th-Century Fox, Cameo.

Orbexis, Rittergasse 33, 4000 Basel. Tel: (061) 41.18.29.

This company represents: Waverley, Sound Stories, Island, 77, Paxton, Pickwick.

OVERSEA, Aho Zurcherstr., 8154 Oberglatt, Zurich. Tel: (051) 94.71.50.

This company represents: Clan, Carosello, Delta, Eng Cantastorie, Fantasy, Fidelio, Halmusica, Jazz-Club, Maietti, Oversea, Palette, Panorama, Philharmonic, Pit, Primary, Ribalta, RiFi, Rondo, Silver, Sir, Togo, Variety, Zephyr. (SEE ADVERTISEMENT)

Philips, Edenstr. 20, 8045 Zurich. Tel: (051) 25.86.10/27.04.91.

This company represents: Audio Fidelity, Battle, Caedmon, Critere, Fidelity, Fontana, Jazzland, Mercury, Orpheus, Pacific Jazz, Pergola, Philips, Riverside, Vee Jay, World Pacific, Jaguar, Caravel, King Universal, Melodicon.

Phonag Schallplatten, Stadthausstr. 69, 8400 Winterthur. Tel: (052) 6.62.31.

This company represents: CBS, Amadeo, Arteco, Baronesse, Vanguard, Phonag, Phono-Color, Style, Primavera, Saba, Symco, Blue Note, Motown.

Pick Schallplatten-Vertrieb, Brunnenstr. 26, 8049 Zurich. Tel: (051) 56.70.60.

This company represents: Pick.  
R C A 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.

This company represents: A&M, Adano, Archiv, Brunswick, Cadence, Command, Coral, Deutsche Grammophon Gesellschaft, Duniaphon, Fonit, Heliodor, MGM, Italdisc, Polydor, Riverside, Tip, United Artists, Verve, Capri, E-Collection.  
Turicaphon, 8611 Riedikon Uster, Zurich. Tel: (051) 87.43.11.

This company represents: Elite, Elite Special, Triola, Ricordi, Asmahan, Baidaphon.  
Vogue, Av. des Alpes 70, 1820 Montreux. Tel: (021) 62.45.55.

This company represents: Adventure, Arlequin, AZ, Belter, Calig, Cam-Curci, Carosello, Charlin, Christophorus, Circus, Clarette, Contrepoint, Crescendo, Diademe, Dimsa, Dixieland Jubilee, Dof, Dounia, Durium, Epsilon, Erato, Fiori Musicali, Gene Norman, Hockey, Jardin des Arts, Jazz Collector, Jericho, Mode, One Number One Orfeon, Pastorale et Musique, Piccadilly, Pop, Pye-Nixa, Golden Guinea, Red Bird, Reprise, Resonances, Rigolo, Roulette, Royal, Somerset, Sonet, Sprint, Stella, Storyville, Studio SM, Teddy, Tico, Titanus, Tono, Typic, Unidisc, Vogue.

**INDEPENDENT RECORD PRODUCER**

Production Internationale de Propagande Sonore PIPS, PO Box 78, 8703 Erlenbach. Tel: (Zurich) 90.85.85. Cable: TIEL. Contact: Mr. Tiel.

**● music publishers**

Acuff-Rose, Badenstr. 334, Zurich.  
Annabella (see Arena).  
Arena, Brunnenstr. 9, Uster, 8610 Zurich. Tel: (051) 87.14.34. Pres.: Hans Oestreich.  
Affiliates: Annabella, Flora, Musikus, Turicaphon.  
Belmont, Ave. des Alpes 70, 1820 Montreux. Tel: (021) 62.45.55. Pres.: I Cantacuzene; Gen. Prof. Mgr.: J. J. Finsterwald.  
Int'l firms represented: Alpha (France), Belmont (Germany), Carrousel (France), Vogue Int'l (France).

Cadenza (see Sidem).  
Chappell (see Helbling).  
Edition Coda, Postfach 260, Baunwiesenstr. 26, 8049 Zurich. Tel: (051) 56.70.60 & 56.44.60. Cable: MUSICKCENTER. Pres.: Cedric Dumont; Gen. Mgr.: Anton Peterer; Int'l Mgr.: Jane Peterer.

Affiliates: Edition Pan, Edition Jeanne und Anton Peterer, Francis-Day, Meisel, Montana.  
Edition Edifo, Badenerstr. 332, 8003 Zurich. Tel: (051) 54.64.77.

Edition Eulenbug, Adliswil.  
This company represents: CF Peters (USA).

Edition Pan (see Edition Coda).  
Edition Jeanne und Anton Peterer (see Edition Coda).  
Flora (see Arena).  
Francis-Day (see Coda).

Hazyland (see Hazyville).  
Hazyville, Schifflande 26, 8001 Zurich. Tel: (051) 47.24.27. Cable: OSTERWALD. Pres. & Gen. Mgr.: Hazy Osterwald; Exec. Mgrs.: Mr. Burli & Mr. Stammler.

Affiliate: Hazyland.  
Int'l firms represented: Paul C. R. Arends (Germany), Hazyland (Germany), Ital-melodie (Germany), Noslen (USA), Shirley (Germany), Trumpf (Germany).

Int'l rep.: Germany (Paul C. R. Arends).  
Helbling, 8604 Volketswil, 800T Zurich. Tel: (051) 86.43.93. Gen. Mgr.: Albert Brunner.

Affiliates: Chappell, Modern, Nova, Southern Int'l reps: Belgium (Bizet), France (Robert Salvat), Germany (Peter Schaeffers; Ralph Maria Siegel), United Kingdom (Campbell Connolly), USA (Edward B. Marks).

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 Rec.).  
Meisel (see Coda).  
Modern (see Helbling).  
Mondiamusic (see Sidem).  
Montana (see Coda).  
Musikus (see Arena).

MUSIKVERTRIEB, Badenerstr. 555, 8040 Zurich. Tel: (051) 54.94.54. Dir.: M. A. Rosengarten.  
Int'l firms represented: Leonardi Gruppo (Italy), Melodie der Welt (Germany), Minerva (Germany), Ivan Mogull (USA). (SEE ADVERTISEMENT)

Nova (see Helbling).  
Oversea Rec., Alte Zurcherstr., 8154 Oberglatt, Zurich. Tel: (051) 94.71.50. Gen. Mgr.: Michel Liber.

Affiliates: Maietti, Vescovi  
Production Internationale de Propagande Sonore PIPS, PO Box 78, Erlenbach. Tel: (Zurich) 90.85.85. Cable: TIEL. Dir.: Mr. Tiel.

Sidem, 8 rue de Hesse, 1211 Geneva. Tel: (022) 29.95.55. Pres.: Willy Wachtli; Gen. Prof. Mgr.: Heinz Liechti.

Affiliates: Cadenza, Mondiamusic.  
Int'l firms represented: Music Publ'rs Holding Corp. (USA), Robbins-Feist-Miller-Hastings (USA) Sidemton (Germany).

Sonographic, PO Box 2, 8952 Schlieren.  
Southern (see Helbling).  
Turicaphon (see Arena).

Vescovi (see Oversea Rec.).  
Walter Wild, Aehrenweg 11, 8050 Zurich. Tel: (051) 48.45.66.

Zurich, Utoquai 41, 8008 Zurich. Tel: (051) 34.77.88. Pres. & Gen. Prof. Mgr.: Rolf Corradi.

**● distributors**

Baerenreiter-Verlag, Spalenberg 2, 4000 Basel. Tel: (061) 7.11.64.  
Labels: Laudinella, Musicaophon, Valois.

Discophon, Solothurnstr. 43, 46000 Olten. Tel: (062) 5.86.50.

Labels: Harmonia Mundi, Calif.

Disques Office, 188 rue Pierre Aebly, 1700 Fribourg. Tel: (037) 2.62.61.

Labels: Acropole, Ades, Alliance, Alpha, Angeli- cum, Baroque, Boite a Musique, Discophiles Francais, Lumen, Match, Mouloudji, Orphee, Pacific, Petit Menestrel, Pleiade, President, Supraphon, Supradidac, Vergara, Versailles, Vista.

Finstertwald & Cantacuzene, 70 Ave. des Alpes, 1820 Montreux. Tel: (021) 62.45.55. Cable: FINSCANTA. Admin.: J. J. Finstertwald; Dir.: I. Cantacuzene.

Labels: Adventure (Italy), Arlequin (Spain), Artone (Netherlands), Autumn (USA), Belter (Spain), Calif (Germany), Charlin (France), Christophorus (Germany), Circus (Italy), Clarte (France), Collector (United Kingdom), Contrepoint (France), Crescendo (USA), Critere (France), Davon Music (USA), Deutsche Vogue (Germany), Disc'AZ (France), Dot (USA), Durium (Italy), Erato (France), Everest (USA), Fiori Musicali (France), Funkler (Netherlands), GNP Crescendo (USA), Golden Guinea (United Kingdom), 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 (United Kingdom), Markal (Belgium), Marquee (USA), Mode (France), Music (Italy), Ngram (Netherlands), Nixa (United Kingdom), Orfeon (Mexico), Pacific (France), Palette (Belgium), Pastorale & Musique (France), Peacock (USA), Piccadilly (United Kingdom), Pop (France), Premier (USA), Pye (United Kingdom), Red Bird (USA), Roulette (USA), Royal (Italy), Scepter (USA), Somerset (Germany), Sonet (Sweden), Spoken Arts (USA), Sprint (Italy), Stella (Italy), Stevie (United Kingdom), Storyville (Denmark), Strike (United Kingdom), Studio SM (France), Swing (France), Tico (USA), Titonus (Italy), Tono (Denmark), Transatlantic (United Kingdom), Typic (France), Unidisc (France), Vogue (France), Zafiro (Sapin).

Jecklin, Raemistr. 42, 8024 Zurich. Tel: (051) 24.39.41.

Labels: Angel (United Kingdom) Atco (USA), Atlantic (USA), Blue Note (USA), CGD (Italy), Carisch (Italy), Choir (USA), Columbia (United Kingdom), Contemporary (USA), Derby (Italy), Favorite (Austria), Gloria (Germany), Golden 12 (Germany), Good Time Jazz (USA), Harmonia Mundi (Germany), Imperial (Germany & USA), International (Germany), Italia (Germany), Kabarett Aus Wien (Austria), Lebendiges Wort (Austria), Liberty (USA), Metronome (Germany), Motown (USA), Musica Sacra (Germany), Odeon-Parlophon (United Kingdom), Pathe (United Kingdom), Patmos (Germany), Regal (United Kingdom), Stateside (United Kingdom), Sunset (USA), Super Majestic (France), Tamla (USA), Unikum (Austria), World Pacific (USA), Vox USA & France.

La Librairie Nouvelle, rue de Carouge 18, 1200 Geneva. Tel: (022) 25.98.76.

Labels: Le Chant du Monde.

Lay John, Bundesstr. 11-15, 6000 Lucerne. Tel: (041) 3.44.55.

Labels: Amati, Apex, Arcobaleno, Baerenreiter Musicaphon, Bella Musica, Bluesville, Casino, Christiana, Corona, Crown, DSC, Diska, Excelsior, Embassy, Everest, Fly, Fonola, Fonomatic, GBC, Globe, Hockey, Italsud, Jockey, Karim, Layola, Laudinella, Mandolino, Maxim, Melody, Modern, Moodsville, Music-Art, Musica et Litera, New Jazz, Orchestrola, Oriole, Parade, Premiere, Prestige, Realm, Regent, Riviera, Ronnex, Savoy, Scala, Sphinx, Supertone, Starlet, Swingville, Teeny, Tops, Unesco, Valois, Vedette, Welt-Melodie.

Musikvertrieb, Badenerstr. 555, 8040 Zurich. Tel: (051) 54.97.54. Dir.: M. A. Rosengarten;

Sales, Adv. & Promo.: L. Schmuckli.

Labels: A&M (USA), Ace of Clubs (United Kingdom), Ace of Hearts (United Kingdom), Ariola (Germany), Argo (Europe), Baccarola (Germany), Barclay (France), Bel Air (France), Capitol (USA), Coral (USA), Decca (United Kingdom), Dot (USA), Ducretet-Thomson (France), Elite Special (Switzerland), Eurodisc (Germany), Festival (France), Hansa (Germany), Hed Arzi (Israel), Hickory (USA), Hispavox (Spain), Jaguar (Italy), Karate (USA), London (United Kingdom), Monument (USA), Oiseau Lyre (France), RCA Italiana (Italy), RCA Victor (USA), Reprise (USA), Ricordi (Italy), Rigolo (France), Riviera (France), Telefunken (Germany), Triola (Denmark), 20th-Fox (USA), Vega (France), Warner Bros. (USA).

## ● supplies & services

### ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Association of Swiss Musicians, 11bs Ave. du Garmot, Lausanne. Tel: 021) 26.63.71.

European Ass'n of Music Festivals, 122 rue de Lausanne, Geneva.

International Federation of Musicians, Krutzstr. 60, 8008 Zurich. Tel: (051) 47.45.67. Pres.: H. Ratcliffe; Gen. Sec'y: R. Leuzinger.

International Musicological Society, PO Box 588, 4001 Basel. Pres.: Vladimir Fedorov.

Swiss Musicians' Union, Talacker 35, 8001 Zurich. Gen. Sec'y: Dr. Vital Hauser.

### MUSIC LICENSING ASSOCIATIONS

Edifo, Badenerstr. 332, 8040 Zurich. Tel: (051) 54.64.77. Pres.: Dr. Veit Wylar; Gen. Prof. Mgr.: Joseph Felder. (societe internationale pour les editions et pour la perception des droits d'auteur.)

S U I S A, Schweizerische Gesellschaft der Urheber und Verleger, General Guisan-Quai 38, 8002 Zurich. Tel: (051) 25.77.00. (mechanical copyright society.)

### PRESSING PLANT

Turicaphon, 8611 Riedikon/Uster, Zurich. Tel: (051) 87.43.11.

### RECORDING & TAPE DUP. STUDIOS

Hug, Fusslistr. 4, 8000 Zurich 1.  
Max Lussi, Leimenstr. 76, 4000 Basel.  
Overseas, 8154 Oberglatt, Zurich.  
Production Internationale de Propagande Sonore PIPS, PO Box 78, 8703 Erlenbach. Tel: (Zurich) 90.85.85. Cable: TIEL. Dir.: Mr. Tiel.  
Sonographic, PO Box 2, 8952 Schlieren.

### RECORDING STUDIO EQUIPMENT MANUFACTURER

Production Internationale de Propagande Sonore PIPS, PO Box 78, 8703 Erlenbach. Tel: (Zurich) 90.85.85. Cable: TIEL. Dir.: Mr. Tiel.

## ● tape

### TAPE MANUFACTURERS & LICENSED DUPLICATOR/DISTRIBUTORS

Atlantida, 9-11 rue du Clos, 1207 Geneva. Tel: (022) 36.68.60. Cable: ASAINTEP. Pres.: A. Voltas; Mng. Dir.: P. Kahla; Sales Mgr.: A. Deryng.  
Int'l branches: France, Spain.  
Int'l reps.: Belgium (Inelco), Sweden (Audio-Nike).

Labels: Atlantida, Barclay, Belter, Edigsa, Juke Boxe, Ricordi, Riviera, Supertone, Vergara, Vogue.

### TAPE PLAYBACK EQUIPMENT MANUFACTURER

Revox Int'l (div. of Ela), Postfach, 8105 Regensdorf.

## ● musical instruments

### MANUFACTURERS

Oscar Bauer, Wuhstr. 19, 8003 Zurich.  
Instrument: drums.  
Jean Bennett, 28 Grandes-Rames, 1700 Fribourg.  
Instrument: organs.  
A. Frey, Sternmattstr. 11, 6000 Lucerne.  
Instrument: organs (Caecilia).  
Eugen Giannini, Torgasse 11, 8001 Zurich.  
Instrument: drums.  
Goll, Tirschenstr. 30, 6000 Lucerne.  
Instrument: organs.  
W. Heckendorn, Metzgerstr. 6, 40000 Basel.  
Instrument: drums.  
Hirsbrunner, Dorfstr., 3454 Sumiswald.  
Instrument: drums.  
Th. Kuhn, Seestr. 141, 8708 Maennedorf.  
Instrument: organs.  
Manufacture de Grandes Orgues, rue du Grand-Pre, 1200 Geneva.  
Instrument: organs.  
Metzler & Sohne, Zuercherstr. 154, 8953 Dietikon.  
Instrument: organs.  
R. & T. Paiste, Komm.-Gesellschaft, 6207 Nottwil.  
Instruments: cymbals, gongs.  
Production Internationale de Propagande Sonore PIPS, PO Box 78, 8703 Erlenbach. Tel: (Zurich) 90.85.85. Cable: TIEL. Dir.: Mr. Tiel.  
Instrument: amplifiers.  
Alfred Sacher, Oetlingerstr. 39, 4000 Basel.  
Instrument: drums.  
Karl Schneider, Bahnhofstr. 1, 4125 Riehen.  
Instrument: guitars.  
Gebr. Spaeth, Hadenstr. 5, 8640 Rapperswil.  
Instrument: organs.  
Pierre Vidoudez, 22 rue de la Corraeterie, 1200 Geneva.  
Instrument: guitars.

### IMPORTERS

Accordina, Altstaetten.  
Oscar Bauer, Wuhstr. 19, 8003 Zurich.  
J. Bernard, rue Pecolat 4, Geneva.  
J. Cavalli, rue Pepinet 5, Lausanne.  
Paul Giger, Sonnhalde 18, 9100 Herisau.  
Jost Heer, Schoentalstr. 24, 8004 Zurich.  
Helbling, 8604 Volketswil. Contact A. & C. Brunner.  
Hug, Limmatquai 26-28 Zurich 1.  
Jecklin, Raemistr. 30, 8001 Zurich.  
Krompholz, Spitalgasse 28, Bern.  
A. Marcandella, Saentisstr. 12, Schaffhausen.  
Musique Moderne, rue de la Tour-Maitresse 12, Geneva.  
Rauber, Montreux.  
Werner Rutschmann, Huttenstr. 49, 8006 Zurich.  
M. Schmitz, Steinvorstadt 7, Basel.  
Spahni, Beckenhofstr. 70-72, 8006 Zurich.

Arthur Vidoudez, Erlenbach.  
Pierre Vidoudez, rue de la Corraeterie 22, 1200 Geneva.

L. Von der Weid, rue de Lausanne 29, 1700 Fribourg.

Henry Werro, Zeitglockenlaube 2, 3000 Bern.

## THAILAND

Population: 34,000,000.

Per capita income: \$140.

Official rate of exchange: \$1 (USA) = 20.67 bahts.

No. of homes with record players: 15,000 (estimate).

Records imported from USA: (factory value) 1967-

\$154,154; 1966-\$90,579.

Records imported from countries other than USA:

(factory value) Jan.-Apr. 1967-26,380 @

\$28,497; 1966-90,858 units @ \$88,476.

Radio stations:

Type of programming: about one-half pop music.

No. of radios: 1,610,000.

TV stations: 7 government channels.

Type of programming: documentary.

No. of TV sets: 250,000.

Import/export regulations: none concerning import

or export of records.

Holidays: Jan. 1 (New Year's Day), Feb. 13 (Makha

Bucha), April 6 (Chakri Memorial Day), April 13

(Songkran Festival), May 5 (Coronation Day),

May 10 (Ploughing Ceremony), May 11 (Visakha

Bucha), July 9 (Asalaha Bucha), July 10 (Buddhist

Lent), Aug. 12 (Queen's Birthday), Oct. 23

(Chulalongkorn Day), Dec. 5 (King's Birthday),

Dec. 10 (Constitution Day), Dec. 31 (New Year's

Eve).

## ● record manufacturers

Black & White, 708 Mahachai Rd., Bangkok. Tel:

23002.

Cathay, Charoenkrung Rd., Bangkok.

T. Ngeck Chuan, 96 Phrasumeru Rd., Bangkok. Tel:

20560.

Sri Krung Film Co., 129 Bangkokpi, Bangkok. Tel:

57133.

Philips Electrical Co. of Thailand, 282 Silom Rd.,

Bangkok.

S C (see Sugree).

Star (see Sugree).

Sugree, 1515 New Petchburi Rd., Bangkok. Tel:

56204. Mgr.: Sugree Chorakan.

Labels: SC, Star, Top of the Weeks.

This company represents: Metronome Atlantic,

Italia Golden 12, Volt, Atco, Elektra-Pearl

Group, Barclay, Supraphone, Mondial, Stax.

Kamol Sukosol, PO Box 178, Bangkok.

Top of the Weeks (see Sugree).

● importers & exporters

T. Ngeck Chuan, 96 Phrasumeru Rd., Bangkok.

Tel: 20560.

Kamol Sukosol, PO Box 178, Bangkok.

Sugree, 1515 New Petchburi Rd., Bangkok. Tel:

56204. Mgr.: Sugree Chorakan.

Distributes: all international labels.

Exports: PRC open reel classical music tapes.

● supplies & services

### PRESSING PLANTS

Sri Krung Film Co., 129 Bangkokpi, Bangkok. Tel:

57133.

Philips Electrical Co. of Thailand, 282 Silom Rd.,

Bangkok.

Kamol Sukosol, PO Box 178, Bangkok.

Virulhathakich, c/o Kamol Sukosol, PO Box 178,

Bangkok.

### RECORDING STUDIO

Kamol Sukosol, PO Box 178, Bangkok.

## TRINIDAD & TOBAGO

Population: 1,000,000.

Official rate of exchange: \$1 (US) = \$2 West Indian

dollars.

Per capita income: \$863 annually (1964).

Records & tapes imported from USA: (CIF) 1967-

\$139,565; 1966-\$96,780.

Total record imports: (factory value) 1966-7" and

under-\$120,084; 7" to 10"-\$34,400; over 10"-

\$200,962.

Records exported to USA: (factory value) 1966-7" and

under-\$766; 7" to 10"-\$36; over 10"-

\$900.

Total record exports: (factory value) 1966-7" and

under-\$81,816; 7" to 10"-\$1,544; over 10"-

\$100,433.

continued on page 334



continued

Radio stations: 2.  
Radios: 165,000.  
TV stations: 1.  
TV sets: 44,000.  
Holidays: Jan. 1, Good Friday, Easter Monday, May 1 (May Day), Whit Monday, Corpus Christie, Aug. 1 (Discovery Day), Aug. 31 (Independence Day), Dec. 25, 26.

## • record manufacturers

Guardian (see International Rec'g Co.).  
International Rec'g Co. (IRC), 8 Dundonald St., Port-of-Spain. Tel: 52337, 51593. Cable: INTEREC-ORD. Mng. Dir.: Leslie C. D. Lucky-Samaroo; A&R: Manfred Goldfish; Sales: John E. Yearwood.

Labels: IRC, Tropico, Guardian.  
This company represents: RCA, RCA Camden.  
National Rec'g, Simeon Rd., Petit Valley, Diego Martin, Trinidad. Contact: Slinger Francisco.  
Telco (see West Indies Telecommunications & Electronics).

Trinidad Rec'g House (TRH), 131 Long Circular Rd., Port-of-Spain. Tel: 22335.

Tropico (see International Rec'g Co.).  
West Indies Telecommunications & Electronics, PO Box 890, Corner Gordon & Maingot Sts., Mt. Hope, Port-of-Spain. Tel: 638-3354. Cable: WITELCO. Chm.: Dr. Martin Sampath; Sec'y: Dr. Shadrack Sampath.  
Label: Telco.

This company represents: Pye, Marble Arch, Golden Guinea, A&M.

## • supplies & services

### PRESSING PLANTS

International Rec'g Co., PO Box 517, Port-of-Spain.  
West Indies Telecommunications & Electronics, PO Box 890, Port-of-Spain. Tel: 638-3354. Gen. Mgr.: Lennox D. Whiteman.

### RECORDING STUDIO

IRCL Sound Studios (div. of International Rec'g Co.), 94 Frederick St., Port-of-Spain. Tel: 34583. Opls. Mgr.: Manfred Goldfish.

## TURKEY

Population: 31,391,000.

Per capita income: \$240.

Official rate of exchange: \$1 (US) = 9.08 lira.

Records manufactured for domestic & export sale: 1967—LP's, 25,000 units; EP's, 10,000 units; singles, 3,000,000 units.

Records imported from USA: (factory value) 1966—438 units @ \$3,728.

Records imported from countries other than USA: (factory value) 1966—63,623 units @ \$81,350.

Records exported to USA: (factory value) 1966—219 units @ \$128.

Records exported to countries other than USA: (factory value) 1966—44,318 units @ \$17,770.

Average retail price per record: LP's—\$5.50 to \$9.90; EP's—\$1.37; singles—\$1.37.

Type of distribution: manufacturer-to-retailer prevails.

Discounting: rare.

Type of promotion: newspaper advertising and indirectly by Top Ten-style radio programming.

Radio stations: 15 government; 14 AM, 1 FM.

Type of programming: 70% music, about equally divided between classical & pop.

No. of radios: 2,773,664.

TV stations: 2 government stations in experimental stage.

No. of TV sets: 15,000.

Import/Export regulations: Import of matrix only is unrestricted. Educational records may be freely imported upon approval of the Ministry of Education. Classical records are limited by import quota.

Holidays: Jan. 1, 2, 3 (2½ days), March 10, 11, 12, 13, April 22, 23 (Independence Holiday, 2½ days), May 1 (Spring Holiday), May 19 (Youth & Sport), May 26, 27 (Freedom & Constitution, 1½ days), Aug. 30 (Victory Holiday), Oct. 28, 29, 30 (2½ days).  
Noyan Mudok

## • record manufacturers

Aras, Tiyatro caddesi No. 134 Kat 3, Carsikapi, Istanbul.  
Diskofon, Dogubank Is Hani No. 401/405, Sirkeci, Istanbul.  
Gromofon, Yesilkoy PO Box No. 3, Halkali caddesi No. 85, Yesilkoy, Istanbul. Tel: 73 89 76/77. Cable: GRAMOTURK. Mng Dir.: Alan A. Campbell; Rec'g Eng.: Esat Kiral; Sales & Promo.: Akilas Totonis.

Labels: Capitol, Columbia, HMV, MGM, Odeon, Pathe, Regal, Stateside.  
This company represents: Artone (Netherlands), Markal (Belgium), Style (Italy).

Grasfon, Aydin Saray Kat 3, Carsikapi, Istanbul.

Labels: Grafson.  
Melodi, Istiklal caddesi No. 387, Saka Selim Cikmazi No. 7, Beyoglu, Istanbul.  
Branch: Mithatpasa caddesi No. 613, Ankara. Tel: 12 73 18. Mgr.: Arif Budak.

Label: Melodi.  
This company represents: Atlantic, Atco, Blue Note, Decca, Imperial, Liberty, London, Pye, RCA, Reprise, Teldec, Vogue, Warner Bros., World Pacific.

Sencalar, Tarlabasi, Turan caddesi No. 100/102, Beyoglu, Istanbul.

## • record wholesalers

### DISTRIBUTORS

Ezgi Plaklari, Bankalar caddesi, Sen Piyer Han, Galata, Istanbul. Tel: 24 06 55. Pres. & A&R: Aykut Sporel; Gen. Mgr.: Ayfac Kot; Sales & Mktg.: Turgut Caglayan.

### IMPORTERS & EXPORTERS

Gramofon, Yesilkoy PO Box 3, Yesilkoy, Istanbul. Tel: 73 89 76. Cable: GRAMOTURK. Mgr.: Alan Campbell.

Grunberg, Tahtakale, Riza Pasa Yokusu, Milas Han, Istanbul. Tel: 27 73 10. Cable: ODEON. Dirs.: Hugo Grunberg & Leon Grunberg; Mgr.: Moiz Filiba; Ass't Mgr.: Antoine Chauriz; Sales Mgr.: Isaac Baruch.

This company represents: Barclay, Carrish, Clan, Columbia, Festival, Fontana, Interrecord, Jolly, Markel, Mercury, Odeon, Palette, Parlophone, Philips, Polydor, Riviera, Tiffany.

Melodi, Istiklal caddesi Saka Selim Cikmazi No. 7, Beyoglu, Istanbul.

## • tape recorder manufacturers

Ahmet Palanduz ve Ort. Elektronik ve Plastik, Sagmalcilar caddesi No. 3, Rami, Istanbul.  
Cihan Adi Komandit Ort., Katircioglu Han 5/1, Sultanhamam, Istanbul.

Libka, Istiklal caddesi No. 308, Beyoglu, Istanbul.  
Me-Ta Elektronik Endustri, Eski Rum Kilisesi Sokagi No. 7/2, Sisli, Istanbul.

Behliller, Mebusan caddesi Mezarlik Sokak, Ekemen Han No. 701/702, Fındikli, Istanbul.

Beko, Istiklal caddesi No. 349, Beyoglu, Istanbul.  
Benguller Adi Komandit, Kemeralti caddesi No. 27/4, Galata, Istanbul.

Bomonti Maden, Bomonti, Firin Sokagi No. 43/2, Sisli, Istanbul.

Elektronik Cihazlar Endustrisi (ECE), Asirefendi caddesi Bornovali Han No. 106/107, Eminonu, Istanbul.

Elektroakustik, Bankalar caddesi, Voyvoda Han Kat 3 No. 20, Galata, Istanbul.

Elektronik Endustri Turk, Riazapasa Yokusu Milas Han No. 9, Riazapasa, Istanbul.

Brand name: Gerard.

Kadri Dag ve Ohtaklari, Bankalar Han No. 41, Galata, Istanbul.

Marla, Uluoy, Fabrikalar Sokagi No. 13, Rami, Istanbul.

Me-Ta Elektronik Endustri, Eski Rum Kilisesi Sokagi No. 7/2, Sisli, Istanbul.

Newton Radyo Fabrikalari, Firuzaga Cukur Cuma caddesi No. 20, Beyoglu, Istanbul.

Pe, Sifacesizler caddesi, Yeni Kucuk Yol No. 41, Sisli, Istanbul.

Ratel, Carsili Gurun Han Kat 2, No. 53/56, Marpuccular, Istanbul.

Ses-Al, Asirefendi caddesi Bornovali Han Kat 1, Sirkeci, Istanbul.

Tele-Teknik, Kocamustafapasa caddesi Nesil Han Kat 6, Karakoy, Istanbul.

Turk Philips, Gumussuyu caddesi 74/80, Taksim, Istanbul.

Brand name: Philips.

Umsa, Kucukpivale Hekimoglu Sokagi No. 42 Kat 1, Gundes Pasaii 101, Kasimpasa, Istanbul.

Yasar Sumar ve Ortaklari Adi Komandit, Bankalar Hani No. 12, Galata, Istanbul.

## UNITED ARAB REPUBLIC

Population: 30,083,000.

Official rate of exchange: \$1 (US) = .43 UAR pound.

Records imported from USA (factory value): 1965—\$15,461.

Records exported to USA (factory value): 1967—720 units @ \$1,500; 1966—2,001 units at \$3,149.

No. of radios: 1, 613,000.

No. of TV sets: 323,000.

Holidays: April 11 (Moslem New Year), June 18 (Evacuation Day), July 23 (Anniversary of the Revolution), traditional Christian and Moslem holidays.

## • 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: 55,000,000.

Per capita income: \$2,670.

Official rate of exchange: \$1 (US) = 8 shillings, 4 pence.

No. of homes with record players: 8 million.

Records manufactured domestically: 1967—\$57,703,200; 1966—\$51,132,000.

Records manufactured for domestic & export sale: LP's 1967—39,665,000 units; 1966—32,275,000 units. Singles & EP's 1967—54,261,000 units; 1966—51,196,000 units. Combined value: 1967—\$67,029,600; 1966—60,196,800.

Records imported from USA: (factory value) 1967—336,000 units @ \$244,800; 1966—283,000 units @ \$285,600.

Records imported from countries other than USA: (factory value) 1967—1,324,000 units @ \$1,113,600; 1966—1,205,000 units @ \$1,082,400.

Records exported to USA: (factory value) 1967—3,267,000 units @ \$1,749,600; 1966—3,081,000 units @ \$1,766,400.

Records exported to countries other than USA: (factory value) 1967—10,593,000 units @ \$7,576,800; 1966—8,995,000 units @ \$7,298,400.

Average retail price per record: LP's (pop)—\$4.38; EP's (pop)—\$1.50; Singles—\$1.

Stereo Sales: 30% of total.

Record club sales: 4% of total.

Tape: Musicassettes commonest configuration. Sales picking up since March 1968 when, for first time, purchase tax was imposed. Tax is at 50% of wholesale value. University Recording duplicates 8-track. Rediffusion custom plant duplicates any configuration.

Type of record distribution: Manufacturer-to-retailer becoming more predominant with only 5 major wholesalers operating—two in London, one each in Birmingham, Scotland and Northern Ireland. Rack-jobbing of budget labels widespread (EMI & Decca jointly own 125 racks for full-price singles & albums).

Discounting: Deleted product only.

Type of promotion: BBC Radio 1 prime exposure source; Radio Luxembourg English broadcasts received at night. Several TV pop music shows. Consumer music papers 500,000 copies weekly.

Jukeboxes: 21,000.

Radio stations: 4 government.

Type of programming: BBC controls all stations, which program generally as follows: Radio 1, pop music; Radio 2, middle-of-the-road music, variety, comedy; Radio 3, classical music, serious talk shows; Radio 4, current events programming.

No. of radios: 16,194,000.

TV stations: 16 channels—2 government, 14 commercial.

Type of programming: Varied; only one commercial channel transmits in any one area.

No. of TV sets: 13,516,000.

Import/Export regulations: Records, tapes & cartridges, regardless of origin, carry a purchase tax of 50% of distributor value if sold in Britain. On imported disks, the 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 phonograph records the duty is: Commonwealth countries—10%; EFTA countries—3%; other countries—15%. Duty on tape record is: Commonwealth countries: 16½%; EFTA countries—6½%; other—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 work. 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 \$0.14 per title per record, for small quantities, to \$0.05 per title per record for larger numbers.

Not all copyright holders are members of MC-PS. Some publishing houses act independently. Many continental copyrights which belong to BIEM firms are the responsibility of the British Copyright Protection Association.

Holidays: January 1 (Scotland only), Good Friday, Monday after Easter, first Monday in June (Spring Bank Holiday), July 9 (Queen's Birthday), last Monday in August (Late Summer Bank Holiday), Dec. 25, 26.

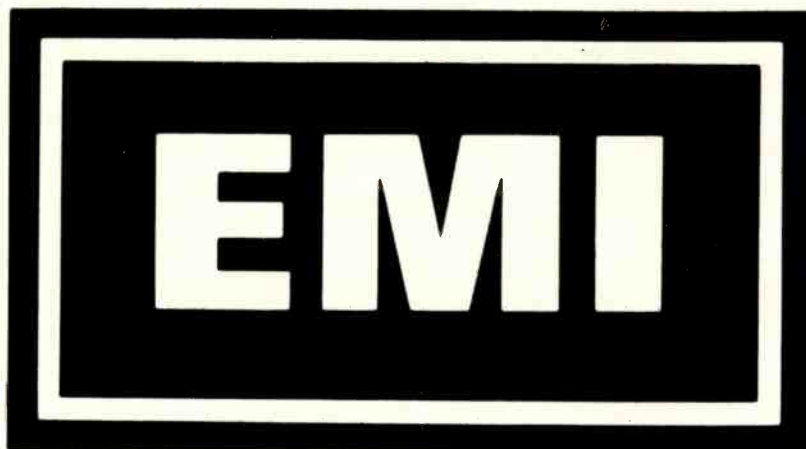
## • record manufacturers

A D-RHYTHM PROD'NS, 14a Broadwalk, Pinner Rd., North Harrow, Middlesex. A&R Dir.: Malcolm Jackson; Sales Dir.: David K. Burrows; Promo. Dir.: John A. Gummer; Int'l: John C. Jackson. Branch: The Studios, Rickmansworth, Herts. Tel: 7-2351. Cable: JACMUSIC. Mgr.: John C. Jackson.

Tape: Open reel. (SEE ADVERTISEMENT)

continued on page 336

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representing over 40,000 years of continuous playing time! Knowing where these buyers are, their changing tastes, and how to serve and sell them is the business of recording industry experts, specializing in international marketing.

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Today, as we all know, cowboy singers from Nashville are concerned over their chart showings in South Africa as well as other remote areas. Teenage groups rock the world, with a beat that knows no barriers.

India, mysterious and far off to westerners for decades is no longer remote. At Shelly's Manne-Hole, in Hollywood, a strange guitar-like instrument entrances a packed-in Saturday afternoon crowd. It's Indian Ravi Shankar in an informal recital on the sitar. Today music from India is high on the list of imports to the United States and other countries. And there is a growing acceptance for "western" music in India.

Currently, Australia has produced a leading contender on the world hit parade, while at the same time showing English and American artists high on their polls.

One could go on for pages with colourful examples in Germany, Japan, France, Italy—you name it. But most of us travel, and few are unaware of the "one world of music" today.

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continued

- Abbey Folk (see Abbey Rec'g).  
Abbey Rec'g, 2 Abbey St., Eynsham, Oxford. Tel: Eynsham 388, Oxford 4-1356. Mng. Dir.: H. F. Mudd; Artistic Dir.: Dr. David Lumsden; Sales & Mktg. Dir.: P. S. F. Myers; Ass't Prod'r, Pub., Adv.: John Mingay. (distributed by Oryx).  
Labels: Abbey, Abbey Folk.  
Int'l reps.: EMI throughout the world.
- Ace of Clubs (see Decca).  
Ace of Diamonds (see Decca).  
Ace of Hearts (see Decca).
- ACTION (see Beat and Commercial). (SEE ADVERTISEMENT)
- Airborne, c/o Noel Brown Prod'ns, 26 Darblow St., London W.1. Tel: (01) GER-3745. Mng. Dir., A&R, Sales, Mktg., Adv.: Noel Brown.
- Allegro (see Pickwick Int'l; also Selection).  
Alpha (see Saga).
- Amalgamated (see Beat and Commercial; also Island).  
Apple, 3 Savile Row, London. Mng. Dir.: Neil S. Aspinall; Int'l: Ronald Kass.
- Arc (see Saga).  
Argo (see Decca).  
Aurora (see CBS).
- Avant Garde, Gloucester House, 19 Charing Cross Rd., London W.C.2. Tel: (01) 839-5722. Pres.: Jack Jones; VP: Douglas Bainbridge.  
Int'l branch: USA.
- Bach Rec'gs (see Oryx).
- Beacon Sound, 331-333 High Rd., London N.W.10. Tel: (01) 459-2333. Mng. Dir.: Milton Samuel; Dir.: Joseph Cuby; Sales Dir.: Tony Ahearne; Promo. Mgr.: Roger St. Pierre.  
Label: Beacon.
- Beat and Commercial, Music House, 12 Neasden Ln., Willesden Green, London N.W.10. Tel: (01) 459-5222/3/4. Action Div. Dirs.: J. S. Flynn, F. W. Parsons; Amalgamated Div. Dirs.: J. A. Gibson, Lee Gopthal; Blue Cat Div. Dirs.: J. S. Flynn, Lee Gopthal, J. Lincoln; Coxson & Tabernacle Div. Dirs.: C. S. Dodd, Lee Gopthal.  
Labels: Action, Amalgamated, Blue Cat, Coxson, Tabernacle.
- Beltona (see Decca).  
Big T (see Transatlantic).
- Blue Cat (see Beat and Commercial; also Island).  
Blue Horizon, c/o M&R Ent., 3b Godstone Rd., Kenley, Surrey CR2 5AG. Tel: (01) 660-5754. Owners: Richard & Mike Vernon. (distributed by CBS).  
Tape: cassette.  
Blue Note (see Liberty).  
Bravo (see Pickwick Int'l; also Selection).
- Bounty (see Elektra).  
Buena Vista (see Walt Disney).
- C B S, 28/30 Theobalds Rd., London, W.C.1. Tel: (01) 242-9000. Cable: COLRECORD. Mng. Dir.: Kenneth Glancy; Ops. Dir.: Maurice Oberstein; A&R Mgr.: Derek Everett; A&R Classical Mgr.: Quita Chavez; Sales Mgr.: Carl Denker; Mktg. Mgr.: Olav Wyper; Pub.: Rodney Burbeck; Artists' Relations: Derek Witt; Exploitation: Ian Hockridge; Pop Product Mgr.: Jack Florey; Albums Co-ord.: David Howells; Export Mgr.: Fred Dennis; Int'l Repertoire: Vivienne Hackman; Creative Servs. Mgr.: John Hays; Sales Promo. Mgr.: Denis Knowles.  
Labels: (owned) CBS, Direction, Realm; (distributed) Aurora, Blue Horizon, Hallmark, Nems, SNB.  
Tape: 8-tr. cartridge licensed to University Rec'gs; musicassettes licensed to Philips.  
Int'l reps.: CBS throughout the world. (SEE ADVERTISEMENT)
- Camp (see Polydor).  
Capitol (see EMI).  
Century 21 (see Pye).  
Chapter One (see Decca).  
Classics Club (see Saga).  
Climax, 50, Oakbury Rd., Fulham, London S.W.6. Tel: REN 6493.  
Int'l branch: USA.
- Coda (see Saga).  
Collector (see Selection).  
Collins Org., 41-43 Wardour St., London W.1. Tel: (01) 437-6762. Cable: COLLINWAY. Mng. Dir.: Jeffrey Collins; Co-Dir.: Wolfgang Brennecke; A&R: Colin Delaney; Sales Dir.: Philip Garrick; Promo.: Clive Skinner; Rep. for USA & Canada: Murray Sporn.  
Branches: London N.1., 35 Coronet St. & 58 Hoxton Sq.—Yorkshire, 44 Highgate, Heaton, Bradford 9.  
Labels: G & C.
- Columbia (see EMI).  
Commercial (see Beat and Commercial).  
Concert Rec'g, PO Box 2, 57 Stanley St., Rothwell, Kettering, Northamptonshire. Rep.: Stanley R. White.
- Conquest (see World Rec. Club).  
Contemporary (see Decca).  
Coxson (see Beat and Commercial).  
D T S (see English Folk Dance and Song Society).  
Dandy (see Saga).
- DECCA, Decca House, 9 Albert Embankment, London S.E.1. Tel: (01) 735-8111. Cable: DECCORD. Chm.: Sir Edward Lewis; Mng. Dir.: W. W. Townsley; Exec. Prod'r: Dick Rowe; Classical Promo. Mgr.: Peter Goodchild; Sales & Mktg. Mgr.: Colin Borland; Pub. & Adv.: Maurice Roach; Promo. Mgr.: Selwyn Turnbull; European Sales Mgr.: Marcel L. Stellman; Press Officer: Brian Gibson; Export Mgr.: Hilary Watson.  
Branch: 18 Great Malborough St., London W.1. Tel: REG 2103. Promo. Selwyn Turnbull.  
Labels: (owned) Decca, Deram, rondon-American, Ace of Clubs, Ace of Diamonds, Ace of Hearts, Argo, Beltona, Vocalion, Contemporary, Good Time Jazz, Vox, Turnabout, London Globe, Rex; (distributed) Chapter One.  
Int'l firms represented: Emerald (Ireland), Monument (USA), l'Oiseau Lyre (France), Telefunken (Germany). (SEE ADVERTISEMENT)
- Delmark (see Talent).  
Delyse, 25/27 Marylebone Rd., London N.W.1. Tel: HUN 4266. Mng. Dir. & A&R: Isabella M. Wallich.  
Labels: Delyse, Envoy.  
Int'l reps.: Argentina (Odeon), Australia (EMI), Benelux (Electrola), Canada (Canadian Music Sales), Eire (Gramophone), France (Ricordi, Pathe-Marconi), Germany (Electrola), India (Gramophone), Netherlands (Bovema), New Zealand (HMV), South Africa (Teal), South America (EMI Odeon), USA (London, Decca).
- Deram (see Decca).  
De Vere, 97 Charing Cross Rd., London W.C.2. Tel: (01) 437-6710. Chm.: Vivian Cohen; Promo.: A. Fraser White.  
Direction (see CBS).  
Disc Imports, 36 John Dalton St., Manchester 2. Tel: (061) 834-7292/3. Cable: IMIDISC. Dirs.: I. T. Wilson, P. J. Walsh.  
Branch: London W.C.1., 6 Southampton Pl. Tel: (01) 405-0943.
- Walt Disney Prod'ns, Rec'g Div., 83 Pall Mall, London S.W.1. Tel: (01) TRA-8010. Dir. of European Rec'g: Frank Weintrop; Ass't: Tony Owtrim.  
Labels: Disneyland, Buena Vista.  
Disneyland (see Walt Disney).
- Doctor Bird, 256a North End Rd., London S.W.6. Tel: (01) 385-6984. Mng. Dir.: H. Graeme Goodall; Sales & Promo. Mgr.: Bob Glynn; Export Mgr.: Charles Collett.  
Labels: Doctor Bird, Pyramid, Rio, Treasure Isle.  
This company represents: Beverley's, Gay Foefel, West Indies.  
Dolphin (see Island).  
Dolton (see Liberty).  
E F D S S (see English Folk Dance and Song Society).  
E J C (see Selection).

continued on page 338

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London, N.W.10. Tel: 01-459 5222

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E M I (The Gramophone Co.), EMI House, 20 Manchester Sq., London W.1. Tel: (01) HUN 4488. Cable: EMIRECORD. Mng. Dir.: K. A. C. East; Dir., Pop. A&R & Mktg. Servs.: R. N. White; Mgr. Pop. A&R & Mktg.: R. Featherstone; Gen. Mgr. Classical A&R Div.: L. Smith; Sales Dir.: J. R. Fruin; Press Officer: S. Gillingham; Mgr., Mkt. Planning & Servs.: C. Hadley; Promo. Mgr.: Colin Burn; Gen. Mgr. Int'l Sales Div.: A. M. Smith.

Labels: (owned) Capitol, Columbia, Encore, HMV, Parlophone, Regal-Zonophone, Stateside, Waverley; (distributed) Immediate.

Tape: Columbia, Parlophone: 4 & 8-tr. cartridge, cassette, open reel; Capitol: 4 & 8-tr. cartridge, open reel; HMV: cassette, open reel; Stateside: open reel; Motown, Tamla: cassette. Int'l firms represented: ABC, Acta, Bell, Bluesway, Boone, CBS, Command, Diamond, Disney, Dot, Downey, DynoVoice, Grand Award, Hot Biscuit, Impulse, Jubilee, Jay Gee, Laurie, Lucky 11, Metronome, Motown, Musicor, Senate, Steed, Swan, Tamla, Tangerine Tuba, 20th Century-Fox, United Artists, Westminster. (SEE ADVERTISEMENT)

Elektra, 2 Dean St., London W.1. Tel: REG 6466. Cable: FOLKMUSIC.

Labels: Elektra, Nonesuch, Bounty.

Ember, Suite 4, Carlton Tower Pl., Sloane St., London S.W.1. Tel: (01) 245-9339/9330. Cable: KRUGENT. Chm.: John Barry; Mng. Dir.: Jeffrey S. Kruger; Variety A&R Prod'r: Kenny Lynch; Sales Dir.: Bernie Taylor; Pub.: Peter Douglas; Adv.: Gerry Fifer; Promo.: Jimmy Henney; Int'l: Jeffrey Kruger; Copyright: Peter Cornish.

Labels: (owned) Ember, Famous Artists, Specialty; (distributed) Kozak Prod'ns.

Tape: 8-tr. cartridge licensed to University Rec'g.

Int'l firms represented: Ambassador, Sun, Capitol, Tradition, Everest, King, Crown, Roulette, Rondo, Starday, Barclay, Glad-Hamp, Aravel.

Int'l reps.: Argentina (Odeon), Australia (Festival, W&G), Austria (Ariola), Belgium (EMI), Brazil (Equipe), Canada (Capitol, Quality), Chile (Odeon), Columbia (Columbia de Discos), Denmark (EMI), Ecuador (Industria Fonografica Ecuatoriana), Finland (Westerlund), France (Pathe, Sodive Georgakarakos), Germany (Ariola), Greece (Columbia), Hong Kong (Cosdel), Italy (EMI, Vedette, DET), Japan (Toshiba), Jordan (EMI), Lebanon (EMI), Mexico (Capitol), Netherlands (Bovema), New Zealand

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EMERALD, 67-69 Ann St., Belfast 1, Ireland. Tel: (0BE 2) 3-1616/7/8/9. Cable: APPARATUS. Mng Dir.: Mervyn Solomon J.P.; Dir.: Maurice Solomon; Variety A&R: Tommy Scott, Mervyn Solomon; Sales, Pub., Adv., Promo. Dir.: Mrs. Christine Evans; Int'l: Louis Solomon.

Int'l branch: Eire, 2 Dame Ln., Trinity St., Dublin.

Labels: Emerald, Great Bands. Int'l firms represented: Ashley, Chart (USA), Stone (Canada), Tradition (USA). Int'l reps.: Americas (London), Australia (EMI), Benelux (Fonior), Denmark (Nordisk), Finland (Finley), France (Vega, Maxi), Germany (Ariola), Italy (CBS), New Zealand (EMI), Norway (Nordisk), Philippines (Super), South Africa (Gallo), Sweden (Sonet), Switzerland (Musik). (SEE ADVERTISEMENT)

Encore (see EMI)  
English Folk Dance and Song Society, Cecil Sharp House, 2 Regents Park Rd., London N.W.1. Tel: (01) 485-2206.

Labels: EFDS, DTS.

Envoy (see Decca).

Eric Winstone (see Selection).

Eros (see Saga).

Esquire, 76 Bedford Ct. Mansion, Bedford Ave., London W.C.1. Tel: (01) 636-1810. Dir.: Carlo Kraemer.

Labels: Esquire, Faith, Starlite.

Faith (see Esquire).

Famous Artists (see Ember).

Festival (see Saga).

Fidelity (see Saga).

Folklore (see 77).

Fontana (see Philips).

G & C (see Collins Org.).

Golden Guinea (see Pye).

Good Time Jazz (see Decca).

Great Bands (see Emerald).

Guild (see Oryx).

H M V (see EMI).

Hallmark (see Pickwick Int'l; also Selection).

Happy Time (see Pickwick Int'l, Selection & CBS).

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 Imperial (see Liberty).  
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 Branch: Music House, 12 Neasden Ln., London N.W. 10. Tel: 459-6212/4. Mgr.: G. Walker.  
 Labels: (owned) Island—distributed by Philips, Sue, Studio One, Surprise, Dolphin; (distributed) Amalgamated, Blue Cat, Coxson.  
 Tape: cassette licensed to Philips.  
 Int'l firms represented: Duke, Peacock (USA).  
 Int'l reps.: Australia (Festival), Europe (Philips), Italy (Ricordi), Scandinavia (Sonnet), USA (United Artists). (SEE ADVERTISEMENT)  
 Jazz Collector (see Selection).  
 Jazz Workshop, 256A North End Rd., London S.W.6. Tel: (01) 385-6984. Gen. Mgr.: Charles Collett.  
 Joy (see President).  
 Jupiter, 140 Kensington Church St., London W.8. Tel: BAY-9531. Top Exec.: V. C. Clinton-Baddeley & T. W. Southam.  
 Int'l reps.: Belgium (Audiavo), France (Pleiade), Germany (Polygotte), Netherlands (Audiavo), New Zealand (Delta), South Africa (Recorded Music Specialists), USA (Folkways).  
 Kozak Prod'ns (see Ember).  
 Language (see Saga).  
 Liberty, 11 Albemarle St., London W.1. Tel: (01) 629-7362. Cable: LIBRECORD. Mng. Dir.: Robert Reisdorff; Press Officer: Vivien Holgate; Adv.: Carole Chapman; Exploitation Mgr.: Ronnie Bell; Export Mgr.: Carole Chapman.  
 Labels: Liberty, Dolton, Imperial, Minit, World Pacific, Pacific Jazz, Blue Note, Sunset.  
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 Int'l reps.: Argentina (Odeon), Australia (Festival), Belgium (Gramophone), Brazil (RCA), Denmark (Grammophon), Eire (Irish Rec. Factors), Finland (EMI), France (Pathe-Marconi, Liberty only), Greere (Music Box), Hong Kong (Colonial Trading, EMI, Imperial only), India (The Gramophone Co.), Italy (Belldisc), Jamaica (Gloken), Japan (Toshiba), Mexico (Gamma, Imperial only), Netherlands (Bovema), New Zealand (Festival), Norway (Carl M. Iversen), Philippines (Dyna Prods.), Portugal (Radio Triunfo), Singapore (Chiang Huat), South Africa (Teal, Liberty only), Spain (Hispanvox), Sweden (EMI).  
 London-American (see Decca).

continued on page 340

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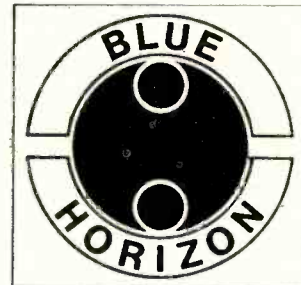
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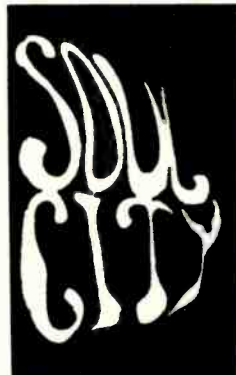


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London Globe (see Decca).  
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M C A, 139 Piccadilly, London W.1. Tel: (01) 629-7211. Cable: MUSICOR. Mng. Dir.: Brian T. Broly; Sec'y & Dir.: Arthur J. Jones; Variety A&R Admin'r: M. Sloman; Variety A&R Prod'r: Mike Leander; Classical A&R Mgr.: John V. Robinson; Sales & Mktg. Dir.: Peter Roddis; Adv. Mgr.: Ray Jarrett; Promo. Mgr.: Roger Watson; Label Prod'n Dir.: Alan J. Crowder. Labels: MCA, Uni.  
Int'l firms represented: Brunswick, Coral, Decca, Revue (all USA).  
M G M, 2 Dean St., London W.1. Mng. Dir.: Rex L. Oldfield; Variety A&R Rep. Co-ord.: John Snell; Promo. Mgr.: Peter Prince; Int'l Rep.: John Nathan. Labels: MGM, Music Factory, Verve, Verve/Forecast.  
Int'l branch: USA.  
Int'l reps.: Italy (Ricordi), rest of Europe (DGG). (SEE ADVERTISEMENT)  
Major Minor, 58/59 Marlborough St., London W.1. Tel: (01) 437-5803. Mng. Dir.: Philip R. Solomon; Promo. Mgr.: Pat Campbell; A&R: Tommy Scott; Sales Dir.: Mrs. Margaret Brace; Pub.: Miss Frances Baars; Adv.: Steven Hill. Int'l branch: Eire, 6 Grafton St., Dublin. Tel: 77-1758. Labels: (owned) Toast; (distributed) Tribune. Tape: 4 & 8-tr. cartridge, cassette licensed through GRT (USA).  
Int'l reps.: Austria (Eurodisc), Australia (EMI), Belgium (Fonior), Brazil (Gravacoes Musidisc), Canada (Columbia), Denmark (Dansk), Finland (Scandia), France (Agence Musicale Int'l), Greece (Georgios Orphanides), Israel (Shellock), Iceland (Sonet), Italy (CBS), Japan (Nippon Columbia), Lebanon (Societe Libanaise du Disque), Luxembourg (Fonior), Mexico (Orbi Vox), Netherlands (Negram Delta), New Zealand (HMV), Norway (Arne Bendiksen), South Africa (Gallo), Spain (Sonoplay), Swedish (Sonet), Switzerland (Eurodisc).  
Marble Arch (see Pye).  
Marmalade (see Polydor).  
Mercury, 1 Chesterfield St., London W. 1. Cable MERREC. Dir.: Louis Reizner. (see Philips).  
Minit (see Liberty).  
Music Factory (see MGM).  
Music for Pleasure, Astronaut House, Hounslow Rd., Feltham, Middlesex. Tel: (01) 751-8400. Cable: BOOKDIS. Mng. Dir.: Richard Baldwin; Mktg. Dir.: Tony Morris; A&R Mgr.: Frances



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Nems (see CBS).  
Nonesuch (see Elektra).  
Nu-Beat (see Pama).  
Octave (see Saga).  
Opera Society (see Saga).  
Opp (see Saga).  
Opus (see Saga).  
Oriake, Sterling Works, Rainham Rd. S., Dagenham, Essex, London. Tel: (01) 592-0242/3/4. Mng. Dir.: Richard Clark; Dir.: Ronald Norris.  
Oryx, 167 Burwood Rd., Walton on Thames. Tel: 2-8473. Mng.: D. M. Meacock; Sales Mgr.: Ian Eddleston.  
Labels: (owned) Oryx, Oryx Expl. Series, Bach Rec'gs, Iramac, Musica Rara—distributed by Selection; (distributed) Abbey, Guild.  
Int'l firms represented: Cantate (Germany).  
Int'l reps.: Belgium (Schott), Germany (Da Camera), Netherlands (Hosat), USA (Dover, Lyrichord).  
Oryx Expl. Series (see Oryx).  
Pacific Jazz (see Liberty).  
Page One (see Philips).  
Palm 30 (see Selection).  
Pama, 16 Peterborough Rd., Harrow, Middlesex. Tel: (01) 422-2217. Chm.: C. H. Palmer; A&R: Carl Palmer; Sales Dir.: Geoff Palmer; Pub.: Trevor Berger. Branch: 1092 Harrow Rd., London N. W. 10. Labels: Pama, Nu-Beat.  
Pan (see Saga).  
Parlophone (see EMI).  
Paxton, 36-38 Dean St., London W.1. Tel: (01) 437-4801. Cable: PAXTOMUSIK. Pres.: L. Neil; Gen. Mgr.: C. W. Warsop. Branch: 30 Old Compton St., London W.1. Tel: (01) 437-7042.  
Philips, Stanhope House, Stanhope Pl., London W.2. Tel: 262-7788. Cable: PHILRECORD. Mng. Dir.: L. Gould; Commercial Mgr.: F.C.A. Kent. Philips Pop A&R: J. Franz; Classical A&R Mgr. (all labels): J. Boyce; Fontana Pop A&R: J. Baverstock; Mercury Pop A&R: P. Fleming; Gen. Sales Mgr.: W. Woyda; Sales Mgr.: G. Hannington; Export Mgr.: C. Voute; Exploitation Mgrs.: T. Mansell, T. Loftus. Branches: Glasgow C.2, Highland House, 58 Waterloo St. Tel: Central 1617.—Manchester 2, 18 Lloyd St. Tel: Deansgate 8741/45. Labels: (owned) Philips, Fontana, Mercury, Wing; (distributed) Island, Page One. Tape: Philips, Fontana, Mercury: cassette self-mfd.; open reel licensed to Ampex. Int'l firms represented: Caedmon, Liberty, Vanguard.  
Int'l reps.: Canada (London), USA (Mercury).  
Pickwick Int'l, Victoria Works, Edgware Rd., London N.W.2. Tel: (01) DOL-7746. Cable: RAINBORE. Mng. Dir.: Monty Lewis. Labels: Hallmark, Allegro, Bravo, Happy Time, Pickwick Int'l (distributed by Selection).  
Polydor, 17/19 Stratford Pl., London W.1. Tel: (01) 493-7401. Mng. Dir.: Roland Rennie; Admin. Dir.: Peter Erdmann; Mktg. Dir.: Alan Bates; Pop A&R: Peter Knight Jr.; Sales Mgr.: Eddie Webster; Adv. Mgr.: Derek Hammond; Overseas Mgr.: David Bail; Mktg. Co-ord.: Chris Whent. Labels: (owned) Polydor, Polydor Special; (distributed) Camp, Track, Marmalade. Tape: cassette, & open reel. Int'l firms represented: Archive (Germany), Atco (USA), Atlantic (USA), Bounty (USA), DGG (throughout the world), ESP (USA), Elektra (USA), Heliodor (Germany), King (USA), Nonesuch (USA), Polydor (throughout the world). Int'l reps.: USA (Atlantic), world-wide (DGG/Polydor).  
Polydor Special (see Polydor).  
President, 25 Denmark St., London W.C.2. Tel: (01) 240-3026. Cable: KASS MUSIC. Pres.: Edward Kassner; Dir.: David Dane; Gen. Mgr.: Roger Bolton; Sales Mgr.: Cliff Fraser; Pub. Mgr.: Mike Hill; Exploitation Mgr.: Tony Saxon. Labels: Joy, President. Int'l firms represented: Fraternity, Jubilee, Mar-V-Lus, Nashboro, One-Derful, Sims, Vee-Jay (all USA). Int'l reps.: Belgium (Polygram), France (Philips), Italy (Fonit-Cetra), Netherlands (Phonogram), Scandinavia (EMI), Spain (Sinfonia), USA (Laurie).  
Fresto (see Saga).  
Psyche (see Saga).  
PYE, A T V House, Great Cumberland Pl., London W.1. Tel: (01) 262-5502. Cable: PYREC. Mng. Dir.: Louis Benjamin; Gen. Mgr.: L. E. Cocks; Sales Mgr.: R. O'Dwyer; A&R Controller: Cyril Stapleton; Rec'g Mgrs.: Tony Hatch, John Schroeder, J. Dorsey, Tony Macaulay; Sales Controller: T. Grantham; Press Officer: Miss P. Pretty; Exploitation Mgr.: J. Wise; Technical Controller: R. Auger; Int'l Promo. Mgr.: P. Elderfield; Int'l Dir.: Geoff Bridge. Branches: 132 Western Rd., Mitcham, Surrey. Tel: (01) 648-7000. Gen. Sales Mgr.: R. O'Dwyer—1A Dora Rd., Small Heath, Birmingham. Tel: VIC-4533. Area Mgr.: R. K. Pipkin—9A Upper Accommodation Rd., Leeds 9. Tel: Leeds 20445/6. Area Mgr.: R. L. Hunt—Ralli Buildings, Salford. Tel: BLA-1404/5. Area Mgr.:

M. B. Sager—21c Carbrain Estate, Cumbernauld, Glasgow, Scotland. Area Mgr.: C. I. Brown.  
**Int'l branch:** 24 Mountjoy Sq., Dublin, Eire. Tel: Dublin 4-6441. Sales Mgr.: J. Woods.  
**Labels:** Century 21, Golden Guinea, Marble Arch, Pye, Pye Classical, Pye Int'l, Pye Sacred, Virtuoso.  
**Tape:** 4-tr. cartridge licensed to King Stereo, 8-tr. cartridge licensed to University Rec'g, cassette licensed to Philips, open reel licensed to Ampex.  
**Int'l firms represented:** A&M (USA), BT Puppy (USA), Chess (USA), Durium (Italy), Hispavox (Spain), Kama Sutra (USA), Reprise (USA), Vogue (France), Warner Bros. (USA).  
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Pyramid (see Doctor Bird).  
 Range (see Selection).  
 Realm (see CBS).  
 Regal-Zonophone (see EMI).  
 Rex (see Decca).  
 Rio (see Doctor Bird).  
 Roulette of England, 71-75 New Oxford St., London W.C.1.  
**Int'l branch:** USA.  
 Rugby Songs (see Selection).  
 S N B (see CBS).  
 S P J (see Selection).  
 SAGA, 326 Kensal Rd., London W.10. Tel: (01) 969-6651. Cable: MUSICALITY. Mng. Dir., Sales, Int'l: Marcel Rodd; Sec'y-Dir.: L. W. Cook; Pub., Adv., Promo. Mgr.: R. Smith.  
 Branches: 42 Broughton St., Manchester 8. Tel: DEA-2355—Unit 20, Nechells House, 41 Richard St., Birmingham 7. Tel: (021) 259-1301—Northern Ireland, 5 Castle Chambers, Rosemary St., Belfast 1. Tel: 2-3745.  
**Int'l branch:** Eire, Broombridge Road, Finglass, Dublin 11. Tel: DUBLIN 301166.—Germany, Deutschesage, Hohenstr. 85, 400 Dusseldorf. Tel: 72-1066. Mgr.: Marcel Rodd.  
**Labels:** Alpha, Arc, Classics Club, Coda, Dandy,

Eros, Festival, Fidelity, Heritage, Language, Lyrique, Lyro, Octave, Opera Society, Opp, Opus, Pan, Presto, Psyche, Saga, Society, Trumps. (SEE ADVERTISEMENT)  
 Selection, 39 Greenford Gardens, Greenford, Middlesex. Tel: (01) 578-1545. Mng. Dir.: Colin C. Pomroy; Sec'y-Dir.: M. J. Thomas; Variety A&R Dir.: W. M. Richards; Sales Mgr.: A. Harris; Promo. Dir.: G. C. R. Cheron.  
**Labels:** (owned) Collector, EJC, Jazz Collector, Palm 30, Range, SPJ; (distributed) Allegro, Bravo, Eric Winstone, Hallmark, Happy Time, Musica Rara, Rugby Songs, 77, Sound Stories, Sydney Thompson.  
**Int'l firms represented:** Black and Blue (France), Caracol (France), Collectors (Switzerland), Collectors Classics (Denmark), Jazz Treasury (USA), Melodeon (USA), Swing Classics (Sweden), WK (Switzerland).  
**Int'l reps.:** Denmark (Dansk), France (Treasury of Jazz), Germany (Jazz Bazaar), Netherlands (B. Munnikendam), Sweden (Pirate), Switzerland (Vogue, International Rec. Ctr.).  
 77, 77 Charing Cross Rd., London W.C. 2. Tel: (01) 437-4197. Mng. Dir.: D. A. Dobell; Dir.: D. M. Solland (distributed by Selection).  
**Labels:** 77, Folklore, Swift.  
**Int'l firms represented:** Jazz Panorama (Sweden).  
**Int'l reps.:** Canada (H&H Dist'g), USA (Southland), all other (EMI).  
 Society (see Saga).  
 Solid State (see United Artists).  
 Sonologue, 9-10 Pollen St., London W.1. Tel: MAY 1931. Mgr.: John Warren.  
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 Sound Stories (see Selection).  
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 Speciality (see Ember).  
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 Starlite (see Esquire).  
 Stateside (see EMI).  
 Studio One (see Island).  
 Sue (see Island).  
 Sunset (see Liberty).  
 Surprise (see Island).  
 Swift (see 77).  
 Tabernacle (see Beat and Commercial).

Talent, 76 Bedford Ct. Mansions, Bedford Court, London W.C.1. Tel: MUS-1810. Mng. Dir.: Carlo Kraemer.  
**Labels:** Delmark, Talent, Sydney Thompson (see Selection).  
 Toast (see Major Minor).  
 Track (see Polydor).  
 TRANSATLANTIC, 120/122 Marylebone Ln., London, W.1. Tel: (01) 486-4353. Cable XTRA. Mng. Dir.: Nathan Joseph; Sales Mgr.: Paul Ellis; Promo. Mgr.: Phillip Swern; Adv. Mgr.: Daniel Halperin.  
**Labels:** Big T, Transatlantic, Xtra.  
**Int'l firms represented:** Audio-Fidelity, Conversaphone, Everset, Folkways/Scholastic, Prestige.  
**Int'l reps.:** Austria (Vogue), Belgium (Sonobel), France (Barclay, AZ), Germany (Vogue), Netherlands (Barclay), Scandinavia (Sonat), Switzerland (Vogue). (SEE ADVERTISEMENT)  
 Tread, Classic House, 113 Westbourne Grove, London W.2. Owner & Mgr.: Barry Class; Asst.: Curtis Clements.  
 Treasure Isle (see Doctor Bird).  
 Tribune (see Major Minor).  
 Trumps (see Saga).  
 Turnabout (see Decca).  
 Uni (see MCA).  
 United Artists, Mortimer House, 37/41 Mortimer St., London W.1. Tel: 636-1655. Cable: UNARTMUS. Mng. Dir.: Noel Rogers; Financial Dir. & Gen. Mgr.: John Spalding; Mgr.: Martin Davis; Sales & Mktg.: Barbara Scgff; Pub.: Rex Barry; Promo.: Tim Knight; Repertoire & Prod'n: Alan Warner.  
**Labels:** United Artists, Solid State.  
**Int'l reps.:** France (Philips), Germany (DGG), Italy (Carosello), Netherlands (Artone Gramophone), Spain (Hispavox), Sweden (Karussell).  
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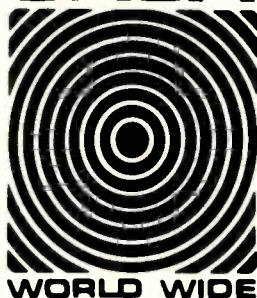
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 Ace of Diamonds (see Decca).  
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 Alpha (see Saga).  
 Arc (see Saga).  
 Classics Club (see Saga).  
 Coda (see Saga).  
 Dandy (see Saga).  
 Eros (see Saga).  
 Famous Artists (see Ember).  
 Festival (see Saga).  
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 Hallmark (see CBS).  
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 Music for Pleasure.  
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 Oryx Expl. Series (see Oryx).  
 Pan (see Saga).  
 Presto (see Saga).  
 Saga.  
 Society (see Saga).  
 Spin.  
 Sunset (see Liberty).  
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 Tony Carr Prod'ns, 12 St. Albans Rd., Blackpool.  
 Tel: 0813-32474. Mgr.: Tony Carr.  
 Label credits: CBS.  
 Double-R Prod'ns, 23 Old Burlington St., London W.1. Tel: (01) 734-9942. Cable: NYMPH.  
 Finto, 60 Castellain Rd., London W.9. Tel: 289-0534.  
 Mng. Dirs.: Adrian Rudge, Tony Palmer.  
 The Noel Gay Org., 24 Denmark St., London W.C.2.  
 Tel: TEM 3941. Cable: NOELGAY. Contact: Richard Armitage.  
 I P S (Independent Producers Services), 37 Soho Sq., London W.1. Tel: (01) GER-8752. Cable: TINPANMUS. Mng. Dir.: Fred Jackson; Musical: Dir.: Gerald Martin.  
 Immediate Prod'ns, Immediate House, 63/69 New Oxford St., London W.C.1. Tel: (01) 836-B341.  
 Cable: IMMEDCORD. Dirs.: A. L. Oldham, A. J. Calder, T. J. S. Hardacre; Gen. Mgr.: Malcolm Forrester.  
 Island Recs., 155/157 Oxford St., London W.1. Tel: REG 6228. Contact: Chris Blackwell, Jimmy Miller.  
 Iver Rec'g, 8 Denmark St., London W.C.2.  
 Jackson Rec'g, The Studios, Rickmansworth, Herts.  
 Tel: Rickmansworth 7-2351. Cable: JACMUSIC  
 RICKMANSWORTH. Prod'n Dirs.: Malcolm Jackson, John C. Jackson.  
 Label credits: Decca, EMI, Pye.  
 Dick James Music, 71-75 New Oxford St., London W.C.1. Tel: (01) 836-4846. Contact Dick James.  
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 Label credits: Decca, CBS, World Record Club (England), Vogue (France), International (Germany), Supraphon (Czechoslovakia).  
 New Breed (see Straight Ahead Prod'n).  
 Orlake, Sterling Works, Rainham Rd. S., Dagenham, Essex. Tel: (01) 592-0242/3/4. Mng. Dir.: Richard Clark; Prod'n Dir.: Ron Norris.  
 Page One Recs., 71-75 New Oxford St., London W.C.1. Tel: (01) 836-4864. Contact: Larry Page.  
 Norrie Paramor Prod'ns, 14 Upper Harley St., London N.W.1. Tel: (01) 486-4182. Cable: NORIPAR.  
 Dirs.: Norrie Paramor, Joan Paramor; A&R Variety; Tim Rice; Promo: Martin Wilcox.  
 Record Supervision, Lansdowne House, Lansdowne Rd., London W.11. Tel: PAR-0041/2/3.  
 Sonet Prod'ns, 6 Reece Mews, London S.W.7. Tel: KNI-2867. Cable: SONETMUSIC. Mgr.: Rodney H. Buckle.  
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 Spark Recs., 8 Denmark St., London W.C.2. Tel: (01) 836-4524. Cable: SOUTHMUSIC. Dirs.: Robert C. Kingston, Freddie Poser.  
 Straight Ahead Prod'n (New Breed), 68 Oxford St., London W.1. Tel: (01) 580-6266. Cable: ZONOMAN. Head of Prod'n: Denny Cordell; Dir.: David Platz; Prod'r: Tony Visconti; Asst. Prod'r: Richard Henry; Sales Dir.: Janet Dicker; Promo. & Int'l: Howard Parker.  
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 Amen (see Carlin).  
 Anglo-Pic (see Chappell).  
 Anglo Southern Film Music (see Southern).  
 Anglo-Soviet Music Press (see Boosey & Hawkes).  
 Anim (see A. Schroeder).  
 Anita (see Carlin).  
 Annica (see A. Schroeder).  
 Apple, 95 Wigmore St., London W.1.  
 April, 28/30 Theobald's Rd. London W.C.1. Tel: (01) 242-9000. Cable: APRIMUSIC. Mgr.: Barbara Hayes; Promo. & Exploitation: Andy Cole.  
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 Gallico (see KPM Music Group).  
 Garnett (see KPM Music Group).  
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 Craine.

British Institute of Recorded Sound, 29 Exhibition  
 Rd., London S.W.7. Tel: (01) 589-6603. Sec'y:  
 Patrick Saul.

Composers' Guild of Great Britain, 10 Stratford Pl.,  
 London W.1. Sec'y: Miss Elizabeth Yeoman.

English Folk Dance & Song Society, Cecil Sharp  
 House, 2 Regents Pk. Rd., London N.W.1.  
 Tel: (01) 485-2206. Pres.: H.R.H. the Princess  
 Margaret Gen. Sec'y: K. Goode.

Incorporated Society of Musicians, 48 Gloucester  
 Pl., London W.1. Tel: 935-9791. Gen. Sec'y:  
 D. H. R. Brearley.

Institute of Contemporary Arts, 69-70 Piccadilly,  
 London W.1. Cable: CONTEMPART. Musical Dir.:  
 Mrs. Audrey Goehr.

International Federation of the Phonographic In-  
 dustry, 123 Pall Mall, London S.W.1. Tel:  
 (01) 930-1752/4.

International Folk Music Council, 21 Bedford Sq.,  
 London W.C.1. Exec. Sec'y: Dr. Barbara Krader.  
 Music Directors' Ass'n, 88/92 Rochester Row, Lon-  
 don S.W.1. Tel: VIC 5376. Chm.: Sydney Lipton;  
 Org. Sec'y: Bertie Owen.

Music Marketing Ass'ns, 24 Bryanston St., London  
 W.1. Tel: (01) 935-3721/2. Cable: SWINGING.  
 Dir.: Antony Kent.

Music Publishers' Ass'n, 73-75 Mortimer St., Lon-  
 don W.1. Tel: (01) 580-3399, 636-6027. Pres.:  
 C. R. L. Avenell; Sec'y: Archie Montgomery.

Music Trades Ass'n, 120 Moorgate, London E.C.2.  
 Tel: (01) 606-6651. Cable: STENTIFORD.

Musicians Union, 29 Catherine Pl., London S.W.1.  
 Cable: AMUSE. Sec'y: Hardie Ratcliffe.


National Federation of Gramophone Societies, 20  
 Melville Ln., Eastbourne, Sussex. Tel: 51823.  
 Hon. Sec'y: David McCormick.

National Federation of Music Societies, 4 St. James  
 Sq., London W.1. Gen. Sec'y: Capt. T. A. K.  
 Mansell.

Phonograph Operators Ass'n, 19 Charing Cross Rd.,  
 London W.C.2. Tel: (01) 930-9179. Chm.: H.  
 Cowan; Sec'y: A. P. Willis.

Phonographic Performances, Evelyn House, 62 Ox-  
 ford St., London W.1. Cable: PERPHONO.  
 Royal Society of Musicians of Great Britain, Strat-  
 ford Pl., London W.1. Sec'y: Adrian Cruft.

*continued on page 348*



**AD-RHYTHM**

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Society for the Promotion of New Music, 4 St. James Sq., London W.1. Sec'y: Mrs. Audrey Goehr.  
Songwriters Guild of Great Britain, 32 Shaftesbury Ave., London W.1. Tel: (01) 437-1439/1554. Cable: SINGBRIT. Chm.: Paddy Roberts; Vice Chm.: Brian Willey; Sec'y: Victor Knight.

**DIRECT MAIL SERVICES**

Orlake, Sterling Works, Rainham Rd. S., Dagenham, Essex. Tel: (01) 592-0242/4. Mng. Dir.: R. Clark; Sales Mgr.: C. Hodgson; Prod'n Mgr.: J. Rook; Works Mgr.: R. Norris.

**JACKET MANUFACTURERS**

St. James Press, 326 Kensal Rd., London W.10. Tel: (01) 969-6651. Mng. Dir.: Jack I. Klein.

**LICENSORS, TAPE & RECORD**

E M I, EMI House, 20 Manchester Sq., London W.1. Tel: HUN 4488. Cable: EMIRECORD.  
Polydor, 17/19 Stratford Pl., London W.1. Contact: D. J. Wedge.

**MUSIC LICENSING ORGANIZATIONS**

Mechanical-Copyright Protection Society, Elgar House, 380 Streatam High Rd., London S.W.16. Tel: (01) 769-3181. Cable: MECOLICO. Dir./Gen. Mgr.: Bertram William Pratt; Co. Sec'y: John Morgan Edwards.  
Performing Right Society, 29/33 Berners St., London W.1. Cable: PERFORIGHT. Gen. Mgr.: R. F. Whale.

**PLATING PLANTS**

Orlake, Sterling Works, Rainham Rd. S., Dagenham, Essex. Tel: (01) 592-0242/4. Mng. Dir.: R. Clark; Sales Mgr.: C. Hodgson; Prod'n Mgr.: J. Rook; Works Mgr.: R. Norris.  
Tranco (Transcription Mfg. & Rec'g Co.), James Estate, Western Rd., Mitcham, Surrey. Tel: (01) 648-7000. Dir.: J. E. Moon; Pressing & Processing: R. F. Young.

**PRESSING PLANTS**

E M I, Blyth Rd., Hayes, Middlesex. Tel: Hayes 3888. Cable: EMIRECORD.  
Orlake, Sterling Works, Rainham Rd. S., Dagenham, Essex. Tel: (01) 592-0242/4. Mng. Dir.: R. Clark; Sales Mgr.: C. Hodgson; Prod'n Mgr.: J. Rook; Works Mgr.: R. Norris.  
Polydor, 17/19 Stratford Pl., London W.1. Contact: D. J. Wedge.  
Record Supervision, Lansdowne House, Lansdowne Rd., London W.11. Tel: PAR 0041/2/3.  
Tranco (Transcription Mfg. & Rec'g Co.), James Estate, Western Rd., Mitcham, Surrey. Tel: (01) 648-7000. Dir.: J. E. Moon; Pressing & Processing: R. F. Young.

**PRINTERS & LITHOGRAPHERS**

St. James Press, 326 Kensal Rd., London W.10. Tel: (01) 969-6651. Mng. Dir.: Jack I. Klein.  
Soho Press, 36-38 Dean St., London W.1. Tel: GER 5886. Contact: W. R. Metcalfe.

**PROCESSING PLANTS**

Orlake, Sterling Works, Rainham Rd. S., Dagenham, Essex. Tel: (01) 592-0242/4. Mng. Dir.: R. Clark; Sales Mgr.: C. Hodgson; Prod'n Mgr.: J. Rook; Works Mgr.: R. Norris.  
Record Supervision, Lansdowne House, Lansdowne Rd., London W.11. Tel: PAR 0041/2/3.  
Tranco (Transcription Mfg. & Rec'g Co.), James Estate, Western Rd., Mitcham, Surrey. Tel: (01) 648-7000. Dir.: J. E. Moon; Pressing & Processing: R. F. Young.

**PROMOTION AND PUBLICITY**

Tony Barrow Int'l, 3 Hill St., London W.1. Tel: (01) 629-2981. Mng. Dir.: Tony Barrow; Press Officers: Marion Rainford, Frances Van Staden.  
Tony Hall Ent's., 19-20 Noel St., London W.1. Tel: (01) GER 1958/9. Cable: TASTE. Dir.: Tony Hall; Personal Asst.: Ray Kane.  
Chris Hutchins Information, 140 Piccadilly, London W.1. Tel: (01) HYD-2675. Cable: CRISINFO.  
New Dimension, 19 Garrick St., London W.C.2. Tel: (01) 836-0077. Mng. Dir.: Chris Williams.  
Paragon, 17-18-19 Stratford Pl., London W.1. Tel: (01) 499-7651/2/3. Cable: PEEKABOO. Dirs.: Georgio Gomelsky, Horst Schmolzi.  
Prestige, 361 Oxford St., 2nd fl., London W.1. Tel: 629-6785/6/7. Cable: IMAGEPUB. Mng. Dir.: David T. Cardwell.  
Brian Sommerville Assocs., 23 Denmark St., London W.C.2. Tel: (01) 836-0535. Cable: SOMBRAIN. Mng. Dir.: Brian Sommerville; Promo.: Allan McDougall, Ann Bridger.  
Sonet Prod'ns, 6 Reece Mews, London S.W.7. Tel: Knightsbridge 2867. Cable: SONETMUSIC. Mgr.: Rodney H. Buckle.  
Int'l branch: Sweden.  
Top-Art, 12 St. Albans Rd., Blackpool. Tel: OBL 3/32474. Mgr.: Roy Carr.  
Universal, 361 Oxford St., 2nd fl., London W.1. Tel: 629-5242/3. Cable: IMAGEPUB. Mng. Dir.: Anita C. Gray.

**RECORDING & TAPE DUP. STUDIOS**

Chappell, 52 Maddox St., London W.1.  
Cine Tele Sound, 49/53 Kensington Gardens Sq., London W.2. Tel: BAY 9476/9. Mng. Dir.: John Elliott.  
E M I, EMI House, 20 Manchester Sq., London W.1. Tel: HUN 4488. Cable: EMIRECORD.  
I B C Sound, 35 Portland Pl., London W.1. Tel: 580-2000. Studio Mgr.: M. Claydon.  
Jackson, The Studios, Rickmansworth, Herts. London. Tel: Rickmansworth 7-2351. Cable: JACMUSIC. Dirs.: Malcolm Jackson, John C. Jackson.  
Lansdowne, Lansdowne House, Lansdowne Rd., London W.11. Tel: PAR 0041/2/3. Contact: Adrian Kerridge.  
Marquee, 10 Richmond Mews, Dean St., London W.1. Tel: (01) 437-6601/3. Mng. Dir.: Harold Pendleton; Dir.: Simon G. White.  
Maximum Sound, 488 Old Kent Rd., London S.E.1. Tel: (01) 237-1737. Contact: D. A. Hadfield.  
Polydor, 17/19 Stratford Pl., London W.1. Tel: Hyde Park 7401. Contact: D. J. Wedge.  
Pye, ATV House, Great Cumberland Pl., London W.1. Tel: (01) 262-5502.  
Recorded Sound, 27-31 Bryanston St., Marble Arch, London W.1. Tel: (01) 499-4634/3726. Dirs.: H. L. Fletcher, L. Pollini.  
Rediffusion, Cray Ave., Orpington, Kent. Tel: Orpington 32121. Cable: REDITUNE BROMLEY. Gen. Mgr.: Andrew Taylor.  
Saga, 15a Maresfield Gardens, Hampstead, London N.W.3. Tel: HAM 7988/3397. Mng. Dir.: Marcel Rodd.  
Studio G, 195 Wardour St., London W.1. Tel: (01) 734-5784. Contact: John Gale.  
University Rec'g.

**RECORDING STUDIO EQUIPMENT MANUFACTURERS**

Marquee Electronics, 10 Richmond Mews, Dean St., London W.1. Tel: (01) 437-6731/2. Mng. Dir.: Harold Pendleton; Dir.: Simon G. White.  
Orlake, Sterling Works, Rainham Rd. S., Dagenham, Essex. Tel: (01) 592-0242/4. Mng. Dir.: R. Clark; Sales Mgr.: C. Hodgson; Prod'n Mgr.: J. Rook; Works Mgr.: R. Norris.  
Sound News Productions, 18 Blenheim Rd., Chiswick, London W.4. Tel: (01) 995-1661/1149.

**SHIPPING SERVICES**

Orlake, Sterling Works, Rainham Rd. S., Dagenham, Essex. Tel: (01) 592-0242/4. Mng. Dir.: R. Clark; Sales Mgr.: C. Hodgson; Prod'n Mgr.: J. Rook; Works Mgr.: R. Norris.

**SLEEVES**

St. James Press, 326 Kensal Rd., London W.10. Tel: (01) 969-6651. Mng. Dir.: Jack I. Klein.

**accessories & supplies****BROWSER BOXES**

E M I, EMI House, 20 Manchester Sq., London W.1. Tel: HUN 4488. Cable: EMIRECORD.

**CLEANERS, CLOTHS & BRUSHES**

E M I, EMI House, 20 Manchester Sq., London W.1. Tel: HUN 4488. Cable: EMIRECORD.

**tape****RAW TAPE MANUFACTURERS**

Saga Recs., 326 Kensal Rd., London W.10. Tel: (01) 969-6651.

**TAPE PLAYBACK EQUIPMENT MANUFACTURERS**

Mann & Rankin (importer), 2-A Maygrove Rd., London N.W.6. Tel: MAI 8018. Cable: MANARANK.  
Cartridge: 8-tr., auto/home (Dynosound).  
Personality Electronics, Church Rd., Manor Trading Estate, Thundersley, Benfleet, Essex. Tel: South Benfleet 2530.  
Cartridge: auto cassette.  
Brand name: easi-tune.  
Philips, Stanhope House, Stanhope Pl., London W.2. Tel: AMB 7788. Cable: PHILRECORD.  
Cartridge: cassette.  
Rediffusion, Cray Ave., Orpington, Kent. Tel: Orpington 32121. Cable: REDITUNE BROMLEY. Gen. Mgr.: Andrew Taylor.  
Van der Molen, 42 Mawney Rd., Romford, Essex. Cartridge: cassette.  
Open reel: all types.

**RECORD FILING SYSTEM**

Advance Recs., 16 1/2 High St., Leicester. Tel: 57803. Dir.: John Bingham.

**URUGUAY**

Population: 2,749,000.  
Per capita income: \$550 annually.  
No. of homes with record players: 90,000.  
Records imported from US: None.

Official rate of exchange: \$1 (US) = 86.50 pesos.  
Average price per record: LP's—\$2.70-\$3. EP's—\$.90-\$1.10. Singles—\$.75.  
Type of distribution: Manufacturer-to-retailer with a 30% mark-up.  
Radio stations: Montevideo—13 long-wave, 8 long and short-wave.  
Radios: 910,000.  
TV stations: 4 channels.  
TV sets: 200,000.  
Holidays: Jan. 1, May 1 (Labor Day), July 18 (Constitution Day), Aug. 25 (National Independence Day), Dec. 8 (Blessing of the Waters), Dec. 25.

**record manufacturers**

Antar (see Editorial Antar).  
Clave, IEMSA, Maldonado 1049, Montevideo. Tel: 98-5832. Cable: Clalim. Top Exec.: Leon Jurburg.  
Labels: Clave, London.  
This company represents: Discomoda (Venezuela), Decca (France), Elenco (Brazil), Good Time Jazz (USA), London (Int'l), Marvella (Puerto Rico), Monitor (USA), Panart (USA), Seeco (USA), Supraphon (Czechoslovakia), Trova (Argentina).  
Int'l representatives: Puerto Rico (Marvella), USA (London, Monitor, Panart, Seeco).  
Editorial Antar, Republica 1613, Montevideo. Tel: 40-63-00. Cable: ANTAR. Pres.: Carlos Vatarino; Int'l: Walter Mandacan.  
Label: Antar.  
This company represents: Caravella (Argentina), Cetra (Italy), Copacabana (Brazil), Disc Jockey (Argentina), Les Discophiles Francaises (France), Ducretet-Thomson (France), Music Hall (Argentina), Peerless (Mexico), Pye (United Kingdom), Reprise (USA), Telefunken (Germany), United Artists (USA), Vanguard, Vox, Warner Bros. (all USA).  
Int'l representatives: Argentina (Antar), Benelux (Ducretet-Thomson), France (Ducretet-Thomson), Germany (Telefunken), Italy (Ducretet-Thomson), Mexico (Peerless).  
Fermata, Constituyente 1903, Montevideo. Tel: 31-9330 & 31-9377. Cable: FERMATA BAIRES.  
London (see Clave).  
Orfeo (see Palacio de la Musica).

Palacio de la Musica, Av. 18 de Julio 1100, Montevideo. Tel: 8-01-13 & 8-48-25. Cable: GIOSPIANO. Pres.: Ricardo Gioscia; Mgr.: Ricardo Gioscia Jr.  
Labels: Orfeo, Tonal.  
This company represents: Angel (USA), Decca (USA), Capitol (USA), Liberty (USA), Odeon (Argentina, Brazil, Chile, Peru), Musart (Mexico), Barclay (France).

Philips Uruguay, Ave. Uruguay 1287, 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).

RCA Victor (see Siweg).  
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 Abal; Mgr.: Pablo Echevarria.  
Label: Sondor.  
This company represents: Columbia.

Tonal (see Palacio de la Musica).  
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 de la Musica), 18 de julio 1100, Montevideo.  
Discoteca, Maldonado 1049, Montevideo. Tel: 98-5832.  
Edami (Southern and Peer), Juan Jackson 1401, Montevideo.  
Fermata, Constituyente 1903, Montevideo. Tel: 40-1169.

**musical instruments distributor**

Palacio de la Musica, Av. 18 de Julio 1100, Montevideo. Tel: 8-01-13 & 8-48-25. Cable: GIOSPIANO.  
Pianos: Bechstein, Bluthner, Bosendorfer, Challen, Forster, Hoffman, Kemble, Minipiano, Neumann, Pleyel, Rosler, Sauter, Schimmel, Winkelmann, Wittenburg, Wurliizer.  
Organ: Hammond.  
Harmonica: Hohner.

## ● supplies & services

### ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Centro Cultural de la Musica, 18 de Julio 1006, Piso 6, Apdo 5, Montevideo. Dir.: Jorge Calveffi.

Juventudes Musicales del Uruguay, Ave. Uruguay 1592, Montevideo. Dir.: Hugo Balzo.

### MUSIC LICENSING ORGANIZATION

Asociacion General de Autores del Uruguay (AGADU), Canelones 1130, Montevideo. Tel: 83188. Gen. Mgr.: Luis Alberto Zeballos.

### 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.

## U.S.S.R.

Population: 236,700,000.

Official rate of exchange: \$1 (US) = 0.90 rubles.

Records manufactured for domestic & export sale: 1967 — 184,300,000 units; 1966 — 160,000,000 units.

Records imported from USA: 1965—\$30,000.

Records exported to USA: (factory value): 1967—19,454 units @ \$18,456; 1966—48,133 units at \$22,030.

Type of distribution: Retail sale only at fixed prices. The firm Melodiya has 11 "Houses of Records" (wholesale shops) which furnish retail stores with records.

Type of promotions: Arrangement of exhibitions, monthly sales, clubs of music lovers at the "Houses of Records," department stores and special record shops, also issue of souvenir materials, leaflets, special parcels, press, radio and television.

No. of Radios: 80,200,000.

No. of TV sets: 22,900,000.

Holidays: Jan. 1, March 8 (International Women's Day), May 1, 2 (May Day), May 9 (Victory Day), Nov. 7, 8 (October Revolution), Dec. 5 (Soviet Constitution).

## ● record manufacturer

Melodiya, 8 Stankovich Ul., Moscow K-9.  
Label: Melodiya.

## ● importer & exporter

V/O Mezhdunarodnaja Kniga, Smolenskaja-Sennaja Pl. 32/34, Moscow G-200. Tel: 44 10 22. Cable: MEZHKNIGA.

## ● association & professional organization

Union of Composers, U1. Nyezhdanovoi 8, Moscow K-9.

## ● musical instruments

Lenfintorg, 98 Moskovsky Pr, Leningrad M-84. Tel: 92 56 25.

Raznoexport, 5 Kalievskaya St., Moscow K-6. Tel: 51 43 84.  
Exports: guitars, balalaikas, mandolins.

## VENEZUELA

Population: 9,686,486.

Per capita income: \$719.

Official rate of exchange: \$1 (US) = 4.50 Bolivars.

No. of homes with record players: 55,060.

Records imported from USA: 1967—\$442,529; 1966—\$371,956.

Records exported to USA: 1967—135,235 units @ \$126,630; 1966—68,308 units @ \$76,354.

Average retail price per record: LP's, stereo—\$3.35, mono—\$3.11; EP's—\$1.33; Singles—\$1.11.

Billboard 1968-1969 International Music-Record Directory

Stereo sales: 10% of total.

Tape: Sales of cartridge playback units have had no effect on open reel unit sales, but there has been an effect on the sale of automobile radios. Cartridge tapes are large imported. One company imports master tapes and plastic packaging, assembling the cartridges locally.

Type of distribution: Manufacturer-to-retailer predominates, but record club sales have increased. Discounting: rare.

Type of promotion: Private radio stations account for promotion of pop music. Fan magazines exert no influence on record sales.

Jukeboxes: 35,000.

Radio stations: 102—1 government, 101 commercial.

Type of programming: 98% is recorded pop music.

No. of radios: 1,800,000.

TV stations: 4—1 government, 3 commercial.

Type of programming: 50% is devoted to movies or American programs; the remainder is comprised of live musicals, news, comedy & theater.

No. of sets: 624,000.

Import/Export Regulations: It is illegal to import foreign records for sale. Only classical records may be imported, with a previous license. It is also illegal to import tape recordings for recording.

Holidays: Jan. 1, Apr. 19, May 1, July 5, July 24, Dec. 25, various traditional Christian holidays.  
Eleazar Lopez

## ● record manufacturers

Antor (see Hermanos Antor).

Billo (see Fonograma).

La Buena Musica, Apdo. 8684, Caracas. Tel: 814423 & 814723. Cable: MUSICA. Pres.: Carlos Esparagosa.

Labels: Regente, Verde.

This company represents: SonoRadio (Peru), Imperial (Brazil), Orbe Ideal (Colombia), Microfon (Argentina), Sonart (Mexico).

Cotique (see Musitron).

DCM Pop (see Fabrica Venezolana de Discos).

Discomoda (see Fabrica Venezolana de Discos).

Discos Venus, Apdo. 12799, Caracas. Tel: 415705.

Cable: DISVENUS. Pres.: Antonio Segura; Mgr.: Jorge Delgado; Sales: Luis Noreiga.

Label: Venus.

This company represents: Victoria (Colombia).

Int'l rep.: Colombia (Victoria).

La Discoteca, Apdo. del Este 4720, Caracas. Tel: 344681. Cable: LADISCOTECA. Gen. Mgr.: W. Ricken; Sales & Promo.: Carlos Alberto Vidal.

Labels: Erna, Sonus.

This company represents: Bambuco (Colombia), CBS (Int'l), Dot (USA), Marvela (Puerto Rico), Musart (Mexico), Plaza (Brazil).

Distribuidora Nacional de Discos, Apdo. 8535, Caracas. Tel: 422019 & 414062. Cable: DINA-DISCO. Gen. Mgr.: Jose Page; A&R: Roberto Barreto; Int'l: Raul Roges.

Label: Velvet.

This company represents: Ariston (Italy), Audio Fidelity (USA), Capitol (Mexico), Clan (Italy), Gema (USA), Kubaney (USA), Lyra (Colombia), Metronome (Germany), Quinto (Argentina), Riviera (France), Vedette (Italy).

Diversion (see Venevox).

Efi, Calle Capitolio, Edif. Voxafon, Boleita, Edo. Miranda. Tel: 348272. Cable: EFIDISCO. Pres.: Guillermo Podovi.

Label: Efi.

Erna (see La Discoteca).

Fabrica Venezolana de Discos (Favedica), Apdo. 3402, Caracas. Tel: 497491-5. Cable: FAVEDICA.

Pres.: Cesar Roldan; VP & Prod'n: Benito Vicitez; Sales: Enrique Barros; A&R: Carlos Guerra; Int'l: Jorge Ramirez; Exports: Norma Martinez.

Labels: Discomoda, Orbe.

Budget labels: DCM Pop, Impacto.

This company represents: Ariola-Eurodisc, (Ger-

many), Artist Films (Germany), Cam (Italy), Chantecler (Brazil), Decca (USA, Portugal), Hispavox (Spain), Jolly (Italy), Lider (Peru), Mag (Peru), Musidisc (Brazil), Onix (Ecuador), Pathe (France), Pye (United Kingdom), Reprise (USA), Style (Italy), Vogue (France, Germany & Switzerland), Warner Bros.-Seven Arts (USA).  
Int'l reps.: Argentina (Odeon), Brazil (Grabacos Musidisc), Central American Common Market (Sonido Industrial), Colombia (Fuentes), France (Vogue), Germany (Vogue), Italy (Produccion FP-4), Mexico (Gamma), USA (Iversound Int'l), world-wide (EMI).

Favedica (see Fabrica Venezolana de Discos).

Fonograma, Av. Paez, Qta. Aribi, El Paraiso. Tel: 493613 & 493857. Cable: FONOGRAMA. Gen. Mgr.: Edgar Herrera; Sales: Cesar Acosta; Int'l: Gloria Baez; Promo.: Chuto Navarro.

Labels: Fonograma, Billo.

This company represents: Kapp (USA), Tropical (Colombia), Nilser (Brazil).

Int'l reps.: Colombia (Tropical), Costa Rica (Indica), Ecuador (Centenario), Puerto Rico (Casa Frago), USA (Miami).

Hermanos Antor, Apdo. 7825, Nueva Granada, Caracas. Tel: 691881 & 693319. Cable: CONTI-DISCO. Pres. & Int'l: Antor Antor; VP: Jose Antor; Promo.: Felix Escalona.

Label: Souvenir.

This company represents: RCA (USA, Mexico, Argentina).

Impacto (see Fabrica Venezolana de Discos).

Musirama (see Musitron).

Musitron, Apdo. del Este 5280. Tel: 339344 & 339345. Cable: MUSITRON. Pres.: Harry Ferris; VP: Stanley W. Steinhaus; Sales: F. Areas; Prod'n: J. Garcia.

Labels: Musirama, Cotique, Odeon, Parlophone, Regal, Paula-Jewel, Scepter-Wand.

This company represents: Parlophone, Odeon, Regal, Immediate, President (all United Kingdom), Scepter-Wand, Bang-Shout, Amy-Mala-Bell, Paula-Jewel (all USA), Diamond, Cotique.

Int'l rep.: USA (Transglobal).

Odeon (see Musitron).

Orbe (see Fabrica Venezolana de Discos).

Palacio (see El Palacio de la Musica).

El Palacio de la Musica, Apdo. 3637, Caracas. Tel: 428826, 415214 & 415747. Cable: PAMUSICA.

Gen. Mgr. & Int'l: Ernesto Aue; Sales: Arlindo Silva.

Label: Palacio.

This company represents: ABC, A&M, Command, Falcon, Fania, London, Musicor, Project 3, Roulette, Seeco, Tico, United Artists, Westminster (all USA), Copacabana & Fermata (Brazil), Orfeu (Portugal), Peerless (Mexico), Rapsodia (Portugal), Barclay (France), Marfer (Spain).

Int'l reps.: Mexico (Peerless), elsewhere (Polydor).

Panart (see Panart de Venezuela).

Panart de Venezuela, Apdo. 9358, Caracas. Tel: 556000. Cable: RECAVE. Gen. Mgr. & Int'l: Ramon Sabat; A&R: Rene Castro Veta; Sales: Hilario Velis.

Int'l branch: USA, Panart Int'l.

Label: Panart.

This company represents: Calesita (Argentina), Mag (Peru), Meazzi (Italy), Music Hall (Argentina), Panart (USA).

Int'l reps.: Argentina (Music Hall), Colombia (Fuentes), Peru (Mag), USA (Panart).

Parlophone (see Musitron).

Paula-Jewel (see Musitron).

Philips (see Siemens).

Plax, Edif. Vega, Rio a Pte. Soublette, Caracas. Tel: 416367. Cable: PLAX. Pres.: Julio Brillembourg; Mgr.: Manuel Caraballo Gramcko.

Labels: Audifon, Vega.

Polydor (see Siemens).

Regal (see Musitron).

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## VENEZUELA'S LARGEST PHONOGRAPH RECORD ORGANIZATION.

Recording Studios, Mastering, Pressing Plant,  
Offset Printing, Jacket Manufacturing.



1st IN PRODUCTION — 1st IN PROMOTION — 1st IN MARKETING  
**FABRICA VENEZOLANA DE DISCOS C. A.**  
P.O. BOX 3402 — CARACAS VENEZUELA — CABLES: FAVEDICA



continued

Regente (see La Buena Musica).  
Robegomer, Av. Intercomunal de Antimano 58, Carapa, Caracas. Tel: 498079 & 494909. Pres.: Roberto Gomez.  
Label: Robegomer.

This company represents: Fuentes (Colombia).

Int'l rep.: Colombia (Fuentes).

Scepter-Wand (see Musitron).  
Siemens, Apdo. 3616, Caracas. Tel: 348531. Cable: SIEMENS. Gen. Mgr. & Int'l: Harry Alex; A&R: Pepe Bello; Sales: Manuel Pulido.  
Labels: Philips, Polydor.

This company represents: Archiv (Germany), Atlantic/Atco (USA), Buddha/Kama Sutra (USA), Capitol/Angel (USA), DGG (Germany), Fontana (Int'l), Heliodor (Germany), MGM (USA), Mercury (USA), Philips (Int'l), Polydor (Int'l), Ri-Fi (Italy), Verve (USA), Volt (USA), Wing (USA).

Sonus (see La Discoteca).  
Souvenir (see Hermanos Antor).  
Vega (see Plax).

Velvet (see Distribuidora Nacional de Discos).  
Venevox (Industria Nacional del Sonido), Apdo. 17842, Los Ruicos, Edo. Miranda, Caracas. Tel: 348252, Cable: ELECTRONIC. Gen. Mgr.: Charles Biederman; A&R: Alfredo Scossa; Sales: Pierre Casanova.

Labels: Diversion, Venevox.

This company represents: Alvorada (Portugal), Buena Vista (USA), Disneyland (USA), Cetra (Italy), Montilla (USA), President (France), Remo (USA), Ricordi (Italy).

Venus (see Discos Venus).  
Verde (see La Buena Musica).

## ● record clubs

Club Venezolano del Disco, Av. Casanova, Local 6, Edif. Josbel, Caracas. Tel: 322064. Cable: CLUVEDI. Contact: Ciro Yzara.

Disco S.A. (Circulo Musical), Este 2, 203, El Conde, Caracas. Tel: 543752. Cable: DISCOSA. Contact: Antonio Cortez.

Produmuve, Av. Luisa Caceres, Qta. Coromoto, Los Rosales. Tel: 818791. Contact: Freddy Leon.

## ● music publishers

Altamira (see Ediciones Musicales Cynett).

Avila (see Ediciones Musicales Cynett).  
Ediciones Musicales Cynett, Av. 200, Edif. Oyon, Apdo. de Correos 19219, Caracas. Tel: 427113. Cable: CYNETT. Contact: Juan Lucas.

Affiliates: Altamira, Avila.  
Ediciones Musicales Vicari, Esq. y Edif. Las Piedras, local F, Caracas. Tel: 426506. Contact: Vincente Campos.

This company represents: Brambila (Mexico).

Orbe Ediciones Musicales S.A., Apdo. 3402, Caracas. Tel: 492318. Cable: ORBEMUSA. Contact: Ligia de Garcia.

Peer Int'l, Edif. ICA, 3er piso, Sta. Teresa a Ciprecas, Caracas; Apdo. 941, Caracas. Tel: 423370. Cable: IDROCI.R. Contact: Alfonso Sanchez Lopez.

This company represents: Peer-Southern.

## ● supplies & services

### ASSOCIATION & PROFESSIONAL ORGANIZATION

SACVEN (Sociedad de Autores y Compositores de Venezuela), Ed. Vam, Torre Oeste, 6to. piso. Tel: 546725. Contact: Luis Alfonso Larrain.

### LABEL AND JACKET MANUFACTURERS

Aznar & Cuevas, Edif. Artelito, 2a, Av. Los Palos Grances, Caracas.

Degras, Apdo. del Este 5141, Estado Miranda. Favedica, Apdo. 3402, Caracas.

Litocromo, Edif. Java, Calle 300, Qta. Crespo, Caracas.

Santucci, Edif. Sn. Narisco, Sn. Narciso a Caridad, Caracas.

Selecolor, Av. Pantin 25, Chacao, Caracas.

Sonolito, Edif. Tequendama, Ave. Mexico, Caracas.

### PRESSING PLANTS

Criodiscos, Apdo. del Este 4720, Caracas. Contact: Hans Raso.

Favedica, Apdo. 3402, Caracas. Mgrs.: Manuel Garcia & Gonzalo Londono.

Grabaciones Antor, Calle Barutax 60, El Valle, Caracas. Contact: Antor Antor.

Grabaciones de America (GRAMSA), Apdo. 8569, Caracas. Contact: Gumeraindo Miranda.

Robegomer, Intercomunal Antimano, 58, Carapa, Caracas.

Venevox, Apdo. 17842, Los Ruices, Caracas. Cable: ELECTRONIC.

Venezolana de Grabaciones (VEGA), Apdo. 8569, Caracas. Cable: PLAX.

### RECORDING STUDIOS

Continente, Edif. Radio Continente, Av. Mexico, Los Caobos, Caracas.

Fidelis, Calle Branger 12, Los Rosales, Caracas.

Cable: BRANGER.

Larrain, Calle La Floresta 7, La Campina, Caracas.

Plax, Apdo. 8569, Caracas.

Requena, Edif. Vam, Piso 10, Av. A. Bello, Caracas.

Sonomatrix (Favedica), Apdo. 34026, Caracas. Tel: 492318. Mgr.: Cesar Tena.

Sonus, Edif. La Discoteca, Luis Ruices Sur, Miranda.

## VIRGIN ISLANDS (U. S.)

(St. Thomas, St. Croix & St. John)

Population: 50,000.

Per capita income: \$2,100.

Currency: US dollar.

Records imported from USA: 1967—approx. 50,000 units; 1966—approx. 40,000 units.

Records imported from Puerto Rico: 1967—\$183,147; 1966—\$94,707.

Radio stations: 3 on St. Thomas, 1 on St. Croix.

No. of radios: 7,500 (1965).

TV stations: 2 channels on St. Thomas, 2 on St. Croix.

No. of TV sets: 9,000.

Holidays: Jan. 1, 6, 30, Feb. 12, 22, March 31,

Apr. 7-9, 11, May 30, June 22, July 4, 25,

Sept. 5, Oct. 25, Nov. 1, 11, 24, Dec. 25, 26.

Antonio Contreras

## ● record manufacturers

Tony's Rec. Shop, 1 Regierings Gade, Charlotte

Amalie, St. Thomas. Zip: 00801.

Label: Savan.

Westindy, PO Box 2896, 5 Wimmelskaff Gade,

Charlotte Amalie, St. Thomas. Zip: 00801. Tel:

774-1174. Mgr.: W. La Motta.

## ● music publisher

Westindy (ASCAP), PO Box 2896, Wimmelskaff Gade,

Charlotte Amalie, St. Thomas. Zip: 00801.

Tel: 774-1174.

## ● distributor & wholesaler

Conrad (of St. Thomas), 61 Kronprindsens Gade,

Charlotte Amalie, St. Thomas. Zip: 00801. Tel:

(809) 774-2433. Pres.: G. C. Connelly.

Branches: Christiansted, St. Croix, Virgin Islands;

San Juan, Puerto Rico.

Distributes: MGM, Verve, Philips, Dot.

## ● importers

Ad Lib Book Center, Gutes Gade, Charlotte Amalie,

St. Thomas. Zip: 00801.

Cracian Rec. Shop, 20 A. Market St., Christiansted,

St. Croix. Zip: 00820.

Paperback Gallery, Palm Passage, Charlotte Amalie,

St. Thomas. Zip: 00801.

Phil's Rec. Store, 14 King St., Christiansted, St.

Croix. Zip: 00820.

St. Thomas Stationers, Main St., Charlotte Amalie,

St. Thomas. Zip: 00801.

## ● association

Federation of Musicians (FMVI), Charlotte Amalie,

St. Thomas. Zip: 00801. Pres.: Aubrey Haynes.

## ● musical instruments

Island Handicrafts, Main St., Caravan Hotel, Char-

lotte Amalie, St. Thomas. Zip: 00801.

The Music Shop, Upper Raadets Gade, Charlotte

Amalie, St. Thomas. Zip: 00801.

## YUGOSLAVIA

Population: 20,000,000.

Official rate of exchange: \$1 (US) = 12.50 new

dinars.

No. of homes with record players: 1,400,000.

Records sold domestically: 1967—10,000,000 (90%

EP's & singles; 10% LP's).

Records imported from USA: (factory value) 1966—

\$32,920; 1965—\$34,729.

Records exported to USA: (factory value) 1967—

5,189 units @ \$3,735; 1966—12,704 units @

\$7.351.

Average retail price per record: LP's—\$2.50; EP's—

\$0.60; singles—\$0.45.

Tape: industry not yet developed.

Type of distribution: manufacturer-to-wholesaler-

to-retailer and manufacturer-to-consumer.

Discounting: frequent.

\* Type of promotion: TV, radio, newspapers, maga-

zines, posters, catalogues, tickets (for public ap-

pearances, etc.) promoting pop, folk and classical

sales.

Jukeboxes: 2,000.

Radio stations: 78 government.

Type of programming: of music broadcast in 1967,

33.44% was classical, 48.26% pop, and 18.30%

folk; all music recorded.

No. of radios: 3,250,000.

TV stations: 1 government channel.

Type of programming: film, talk shows, recorded

music; commercials done with recorded music;

other programs with live, off-camera music.

No. of TV sets: 1,080,000.

Import/export regulations: All industry and com-

merce is state-controlled.

Holidays: Jan. 1, May 1 (Labor Day), July 4

(Fighter's Day), Nov. 7 (October Revolution), Nov.

29 (Republic Day), Dec. 22 (People's Army Day).

Slobodan Markovic

## ● 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),

Cerisch (via Exportrama, Italy), Clan (via

Durium, Italy), Copacabana (via Sabriña, Italy),

Decca (England), Durium (Italy), EMI (United

Kingdom), Elite (via Turicaphon AG, Switzer-

land), Italdisc (Italy), Juke Box (via CGD,

Italy), London (via Decca, England), Poly-

dor (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, Ger-

many) 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), Switzer-

land (Turicaphon).

PGP (see Radio-Television Belgrade).

RTB (see Radio-Television Belgrade)

Radio-Television Belgrade, Makedonska Str. 21/1,

Belgrade. Tel: 20-277. Cable: RECORD PRO-

DUCTION. Gen. Dir.: Slobodan Markovic; Tech-

nical Dept. Mgr.: Marko Stevanovic; Editors

in Chiefs: Vojislav Dionovic & Josip Kalcic;

Commercial Dept. Mgr.: Milorad Babic.

Labels: PGP, RTB.

This company represents: Ariola (Germany),

Buena Vista (USA), CBS (Italy), CGD (Italy),

DGG (Germany), Eden (USA), Everest (USA),

Font-Cetra (Italy), Motown (USA), Novola

(Spain), Philips (Netherlands), Request (United

Kingdom), Qualiton (Hungary), Request (USA),

Roulette (USA), Star (Switzerland), Tamla (USA),

Viking (New Zealand), Zafiro (Spain).

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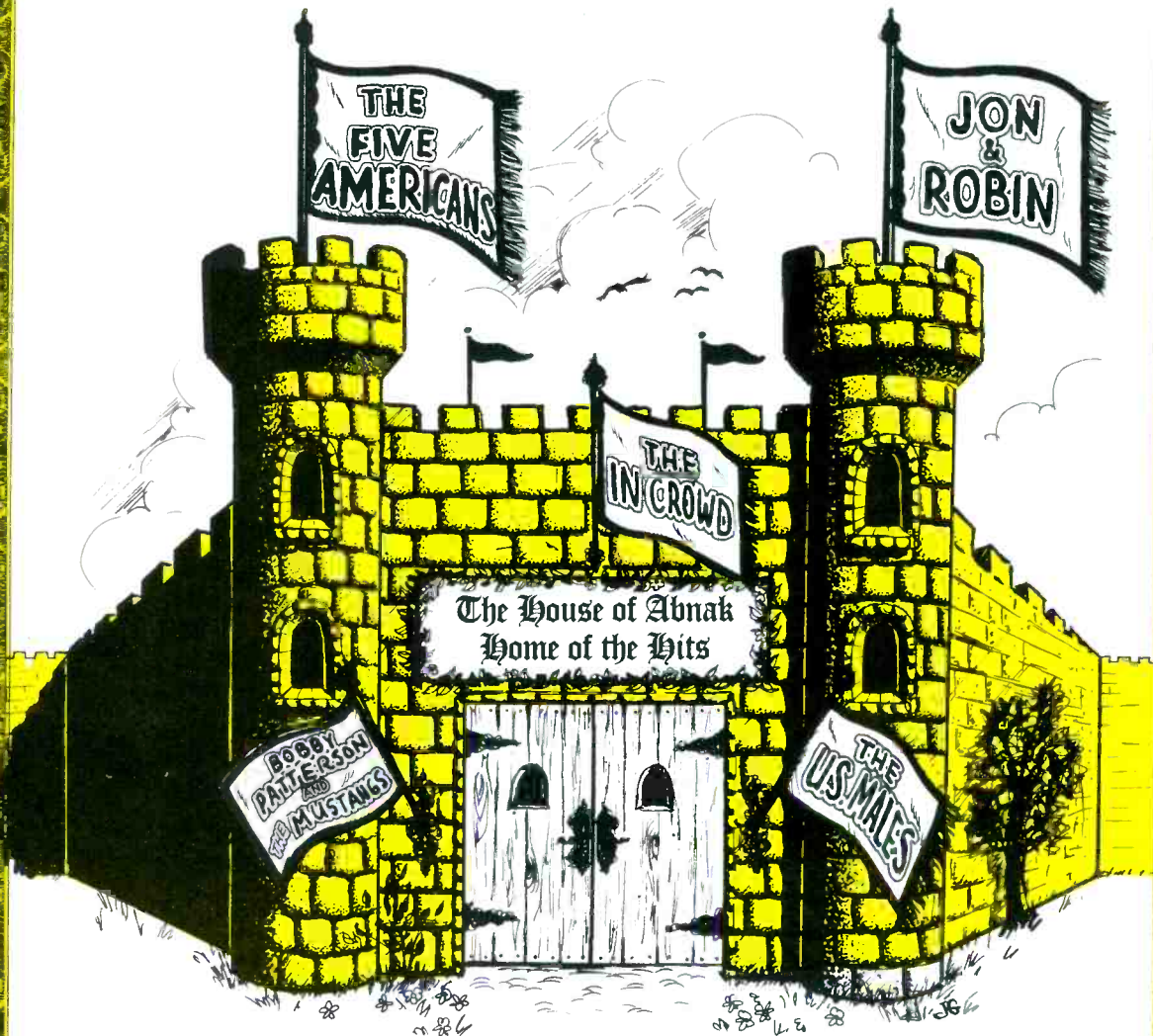
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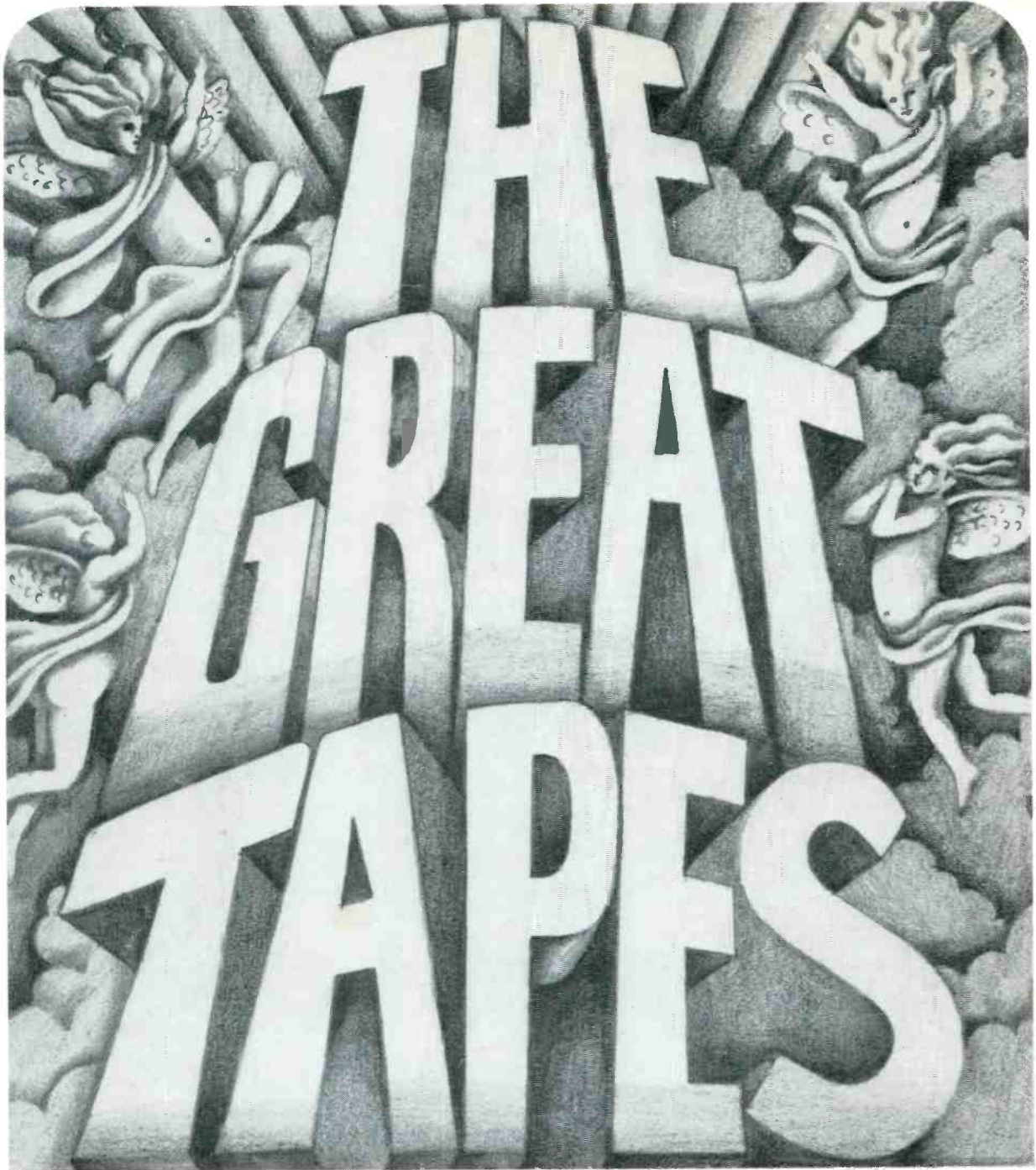


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DALLAS, TEXAS

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DALLAS, TEXAS 75201  
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