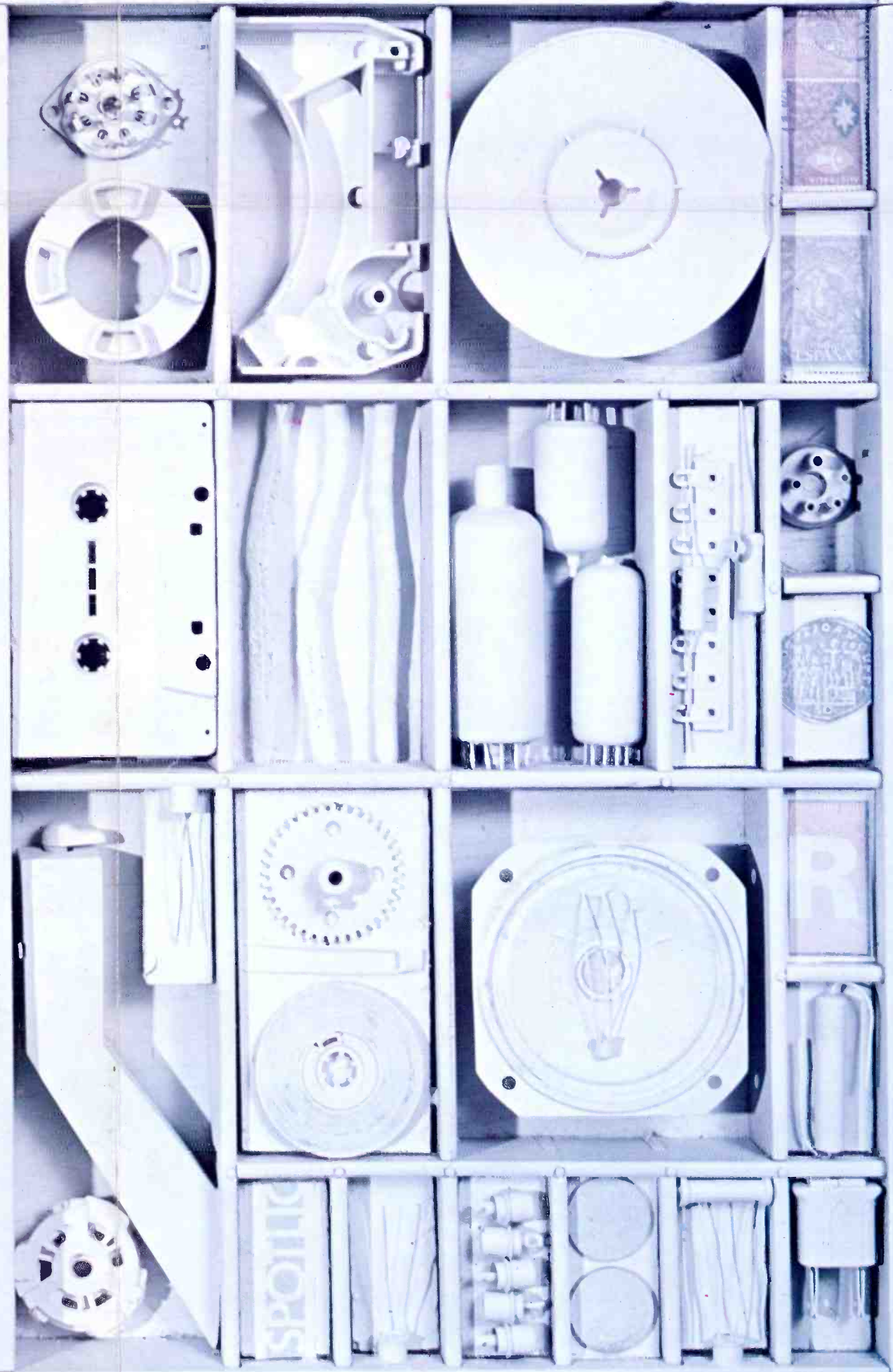
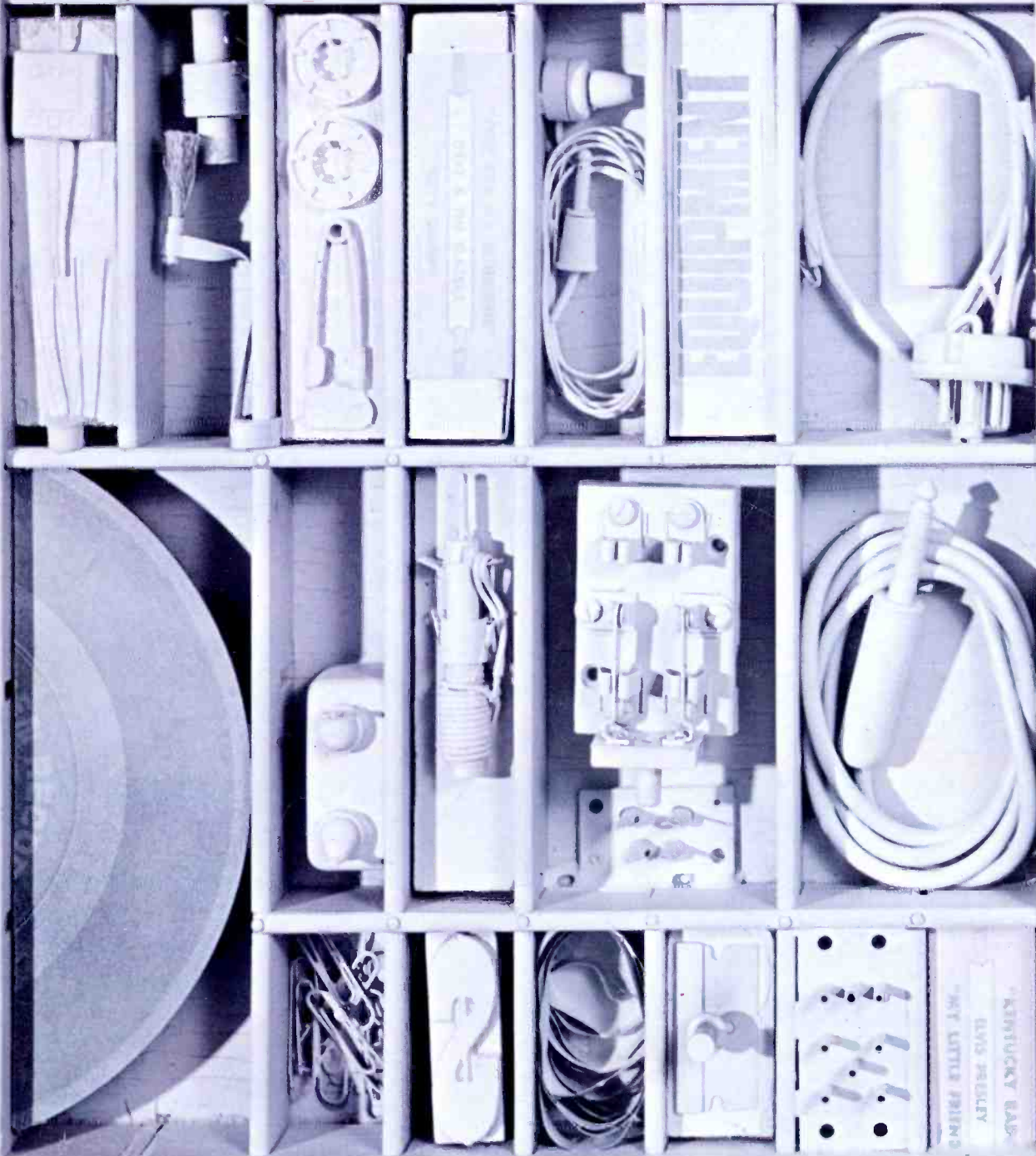


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11<sup>th</sup> ANNUAL  
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1970-71

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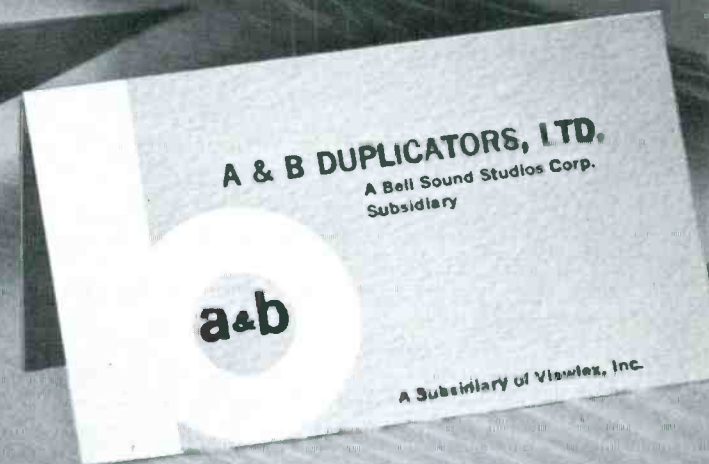


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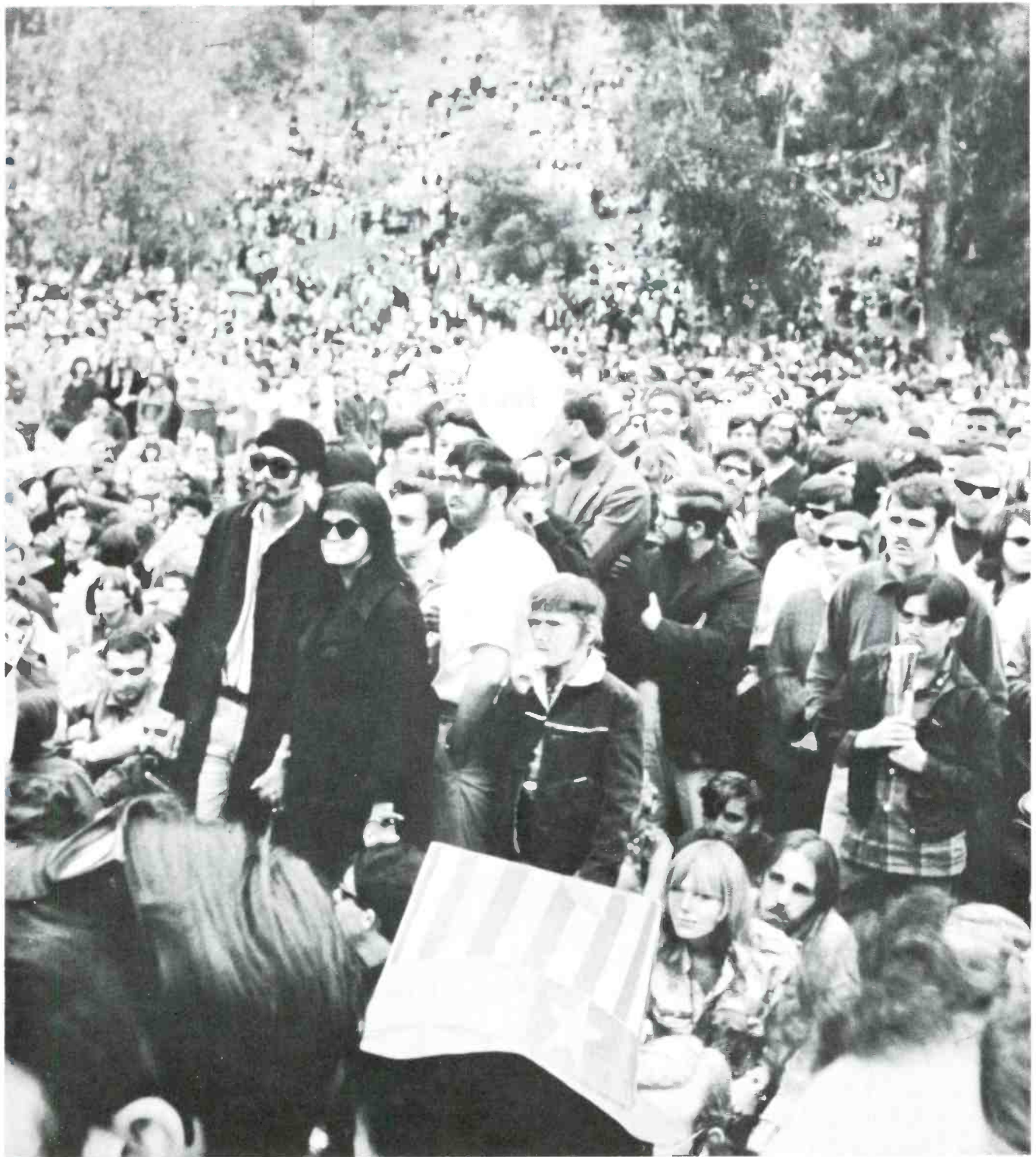
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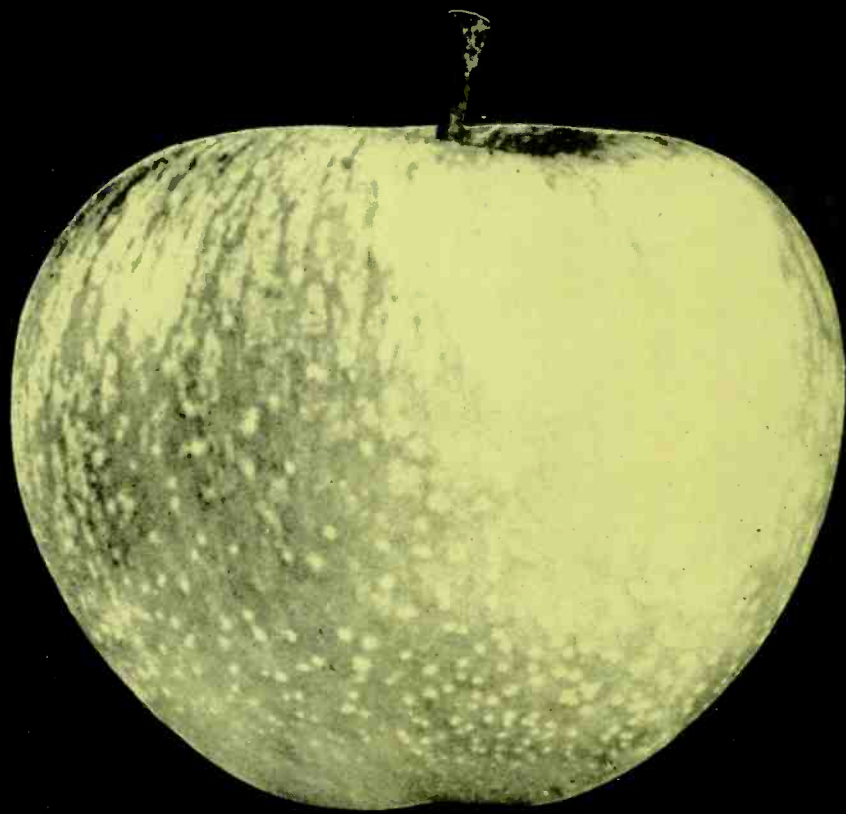
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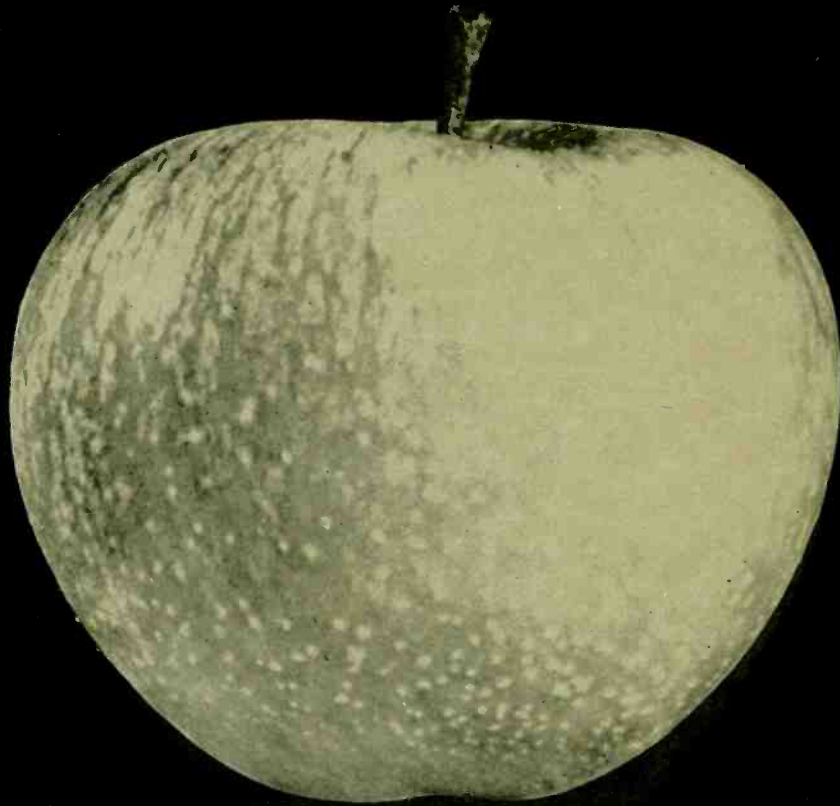
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Open reel: ARI self-mfd.

Acca, see Capa.

Accent Recs., 6533 Hollywood Blvd., Hollywood, Calif. 90028. Tel: (213) 469-1621. Pres.: Scott Sealey; VP: Buddy Merrill; Pub. & Promo.: David Garvin.

Labels: (Owned) Accent (distributed by GNP Crescendo), Insounds.

Cassette & open reel: Accent, Lessons in Living self-mfd. (Also see GNP Crescendo).

Int'l repts.: Australia (Festival), Canada (Compo), France (Vogue), Germany (Vogue), Italy (CGD), Philippines (Cosdel).

Accent Sound Ltd., 48 W. Biddle St., Baltimore, Md. 21201. Tel: (301) 727-4930. Pres.: Anthony A. Smelgus; VP: Timothy Miller.

Label: Kaymar.

Accra, see Discotape Int'l.

Ace Hi, see Adco.

Acorn, see Anzac.

Acoustographic Recs., Simpson's Ln., Edgartown, Mass. 02539. Tel: (617) 627-4639. Owner: Benjamin L. Hall.

Labels: Acousto-Graphic, Beau Brian, Ben Lambert.

Acquarius, see Summit Discs.

Acta, see Paramount Recs., N.Y.

Action, Calif., see Turner Inds.

Action, La., see Warren.

Action City Rec. Co., 715 S. 54 St., Philadelphia, Pa. 19143. Tel: (215) 471-9474, 472-2741. Pres.: Hezekiah Cooper Jr.; VP: Harold Cooper; Gen. Mgr.: Margaret Washington.

Action! Recs., PO Box 9035, Fort Worth, Tex. 76107. Tel: (817) 336-1212. Owner: Marvin Moore; Prod'r: Lew Gillis.

Adco Rec'g Co., 7527 Juler Ave., Cincinnati, Ohio 45243. Tel: (513) 561-7818. Pres.: Jack Adkins; A&R, Sales, Promo. & Pub.: J. R. Daily.

Labels: Adco, Ace Hi, Adkins, Cincy.

Adell Int'l Inc., 43700 Adell Blvd., Novi, Mich. 48050. Tel: (313) 349-6300. Pres.: Robert Adell; A&R & Promo.: Joseph Petito; Tape Div. & Sales Mgr.: David S. Salah.

Cartridge 8-tr.: Self-mfd.

Adell Recs., 200 W. 57 St., New York, N.Y. 10019. Tel: (212) 582-0399. Pres.: Charles Adell; VP: Clarence Broy.

Branch: Boston, Mass., 85 State St. Tel: (617) CA 7-9638. Contact: Robert Petow.

Adelphi Recs., 516 E. Indian Spring Dr.; 9505 Evergreen St., Silver Springs, Md. 20901. Tel: (301) 585-0417; 588-7893. Pres. & Gen. Mgr.: Gene Rosenthal; A&R Mgr.: Michael Stewart; Sales, Mktg., Pub., Adv. & Promo. Mgrs.: Gayle Moore, William Hatfield.

Adkins, see Adco.

Advance, 6376 Yucca St., Hollywood, Calif. 90028. Tel: (213) HO 3-2151. Owner: Tim Gayle.

Labels: Advance, Pepper Tree, Sharpshooter.

Aeolian-Skinner Organ Co. Inc., Pacella Park Dr., Randolph, Mass. 02368. Tel: (617) 961-2705. Contact: John Kellner.

Label: Aeolian-Skinner.

Open reel: Aeolian-Skinner licensed to Ampex.

Aetna, see Shreve-Nash.

Afro-Carib Recs., 130 W. 42 St., Rm. 856, New York, N.Y. 10036. Tel: (212) 594-7536. Pres.: Warren Allen Smith.

Afro Request, see Request.

Afrotone, see International Rec. Inds.

Agate, see Anzac.

Agency Recs., 20 N. Wacker Dr., Chicago, Ill. 60606. Tel: (312) CE 6-3632. Owner: John G. Garamoni.

Age of Aquarius, see Cuca.

Aguilas, see Trend Int'l.

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

Airloom, see Cherokee Album.

Air-Taur, see Smit-Whit.

Airtown Rec. Ents. Inc., 4 Woodland Ave., Dayton, Ohio 45409. Sales Mgr.: John Rettig.

Labels: Airtown, Gregory, Terry, 3T.

Akron, see Anzac.

Alacor, see ALA.

Alameda, see Anzac.

Alaska Chi-Sound Recs. Co. Inc., C-6 Birchpark, Fairbanks, Alaska 99701. Tel: (907) 452-4538. Pres.: Rolin Allison Sr.

Rene Albee Prod'ns, PO Box 405, New York, N.Y. 10036. Tel: (212) 541-9172. Pres.: Rene E. Jolet; A&R, Sales, Mktg. & Int'l: Rene Albee; Pub., Adv. & Promo.: Jacqueline Vanmert.

Labels: Albee Stereo, Astoria, Imavox.

Albee Stereo, see Rene Albee.

Aldex, see Al Dexter listed under "D."

Al Dexter, listed under "D."

Alector Recs. Ltd., 367 W. 34 St., New York, N.Y. 10001. Tel: (212) 563-2831. Pres.: Ted Starke.

Cartridge 8-tr.: Self-mfd.

Alegre, see Roulette.

Alfa, see Betancourt Ents.

Al-Jean, see Cherokee Album.

Alkon, see Able.

Allandale Prod'ns, 3373 Park Ave., Memphis, Tenn. 38111. Tel: (901) 324-6786. Pres. & A&R: Style Wooten.

Labels: Allandale, Pleasure Time, Sounds of Memphis.

Allan Recs. (div. of The Big Four), PO Box 202, Ludlow, Ky. 41016. Pres., Mng. Dir.: Jerry Duane Allan; A&R Dir.: Donald White; Promo. Dir.: S. J. Schwartz.

Branch: Indianapolis, Ind., PO Box 940. Zip: 46206.

Allegro, see Pickwick Int'l.

Allen Rec. Co., PO Drawer F, Vidalia, Ga. 30474. Tel: (912) 537-3311/4468. Pres.: Ossie L. Allen.

Labels: Allen, HFA Int'l.

Alley, PO Box 32, 213 E. Monroe, Jonesboro, Ark. 72401. Tel: (501) 935-8820. Pres.: Joe Lee.

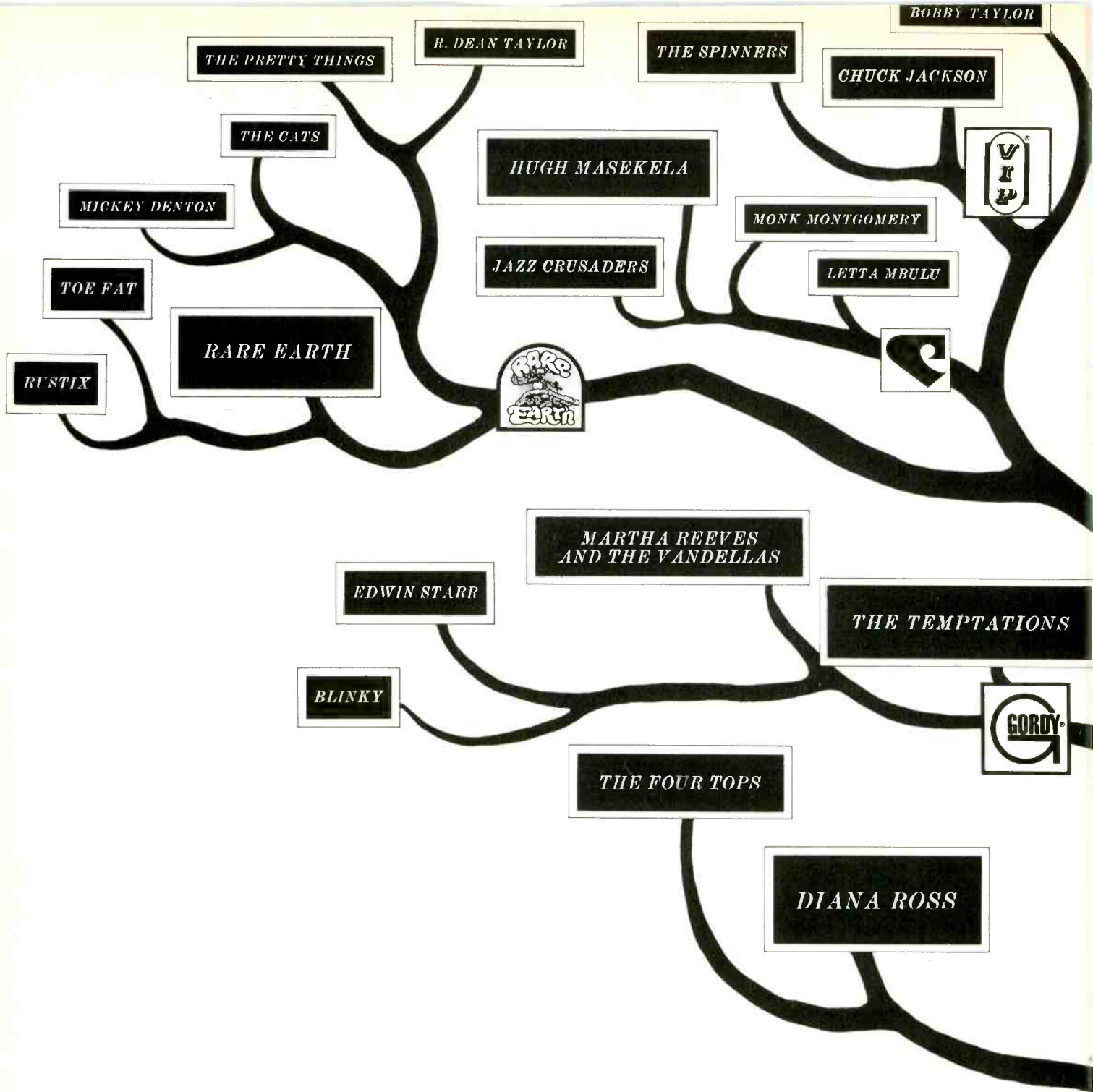
Labels: Alley, Jon-Ark.

Alligator, see Anzac.

All Nations, see 49th State Hawaii.

Alma, see Met Richmond.

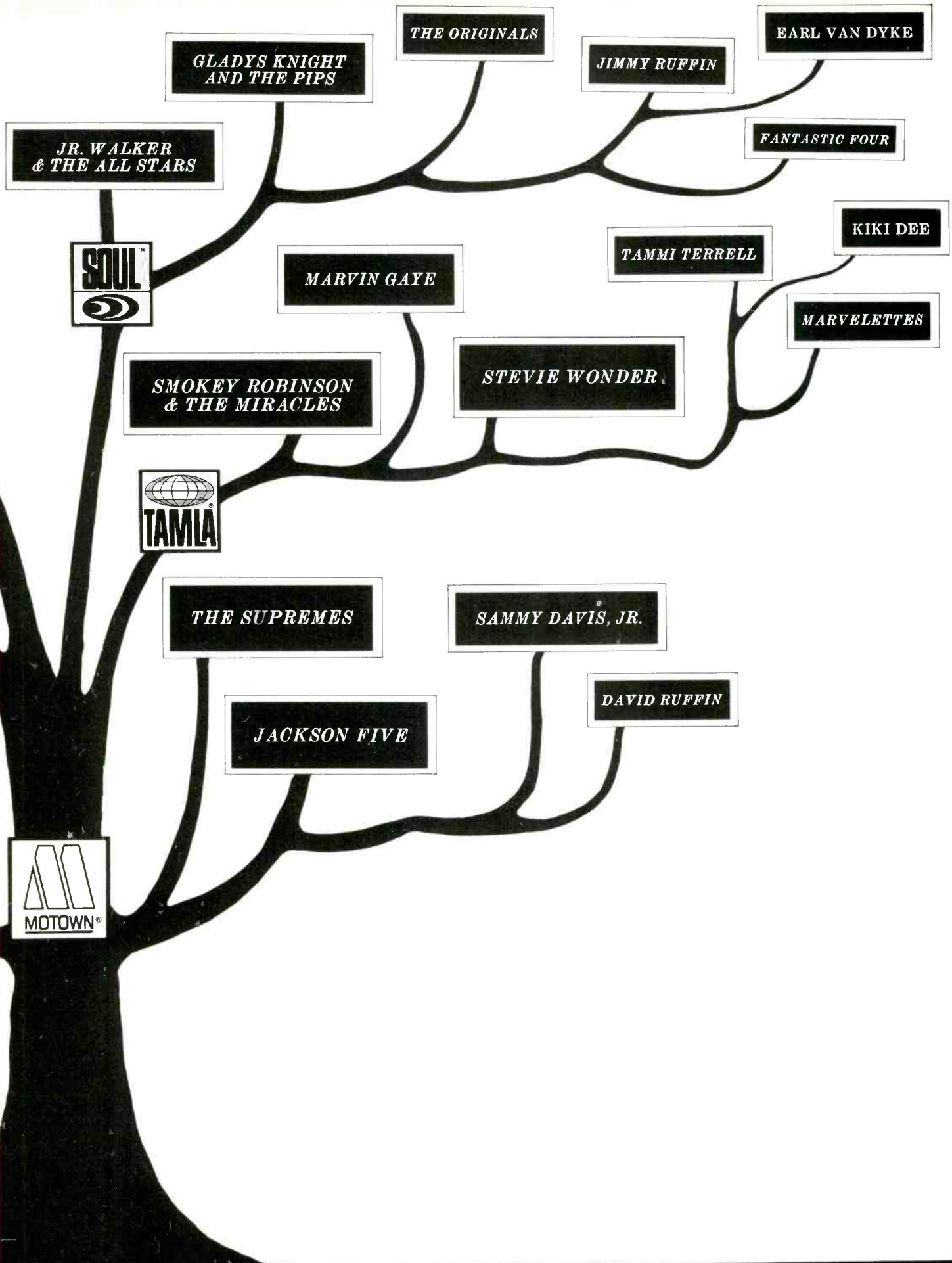
continued on page 30



# Our family tree.

Not many families have grown as ours has. Just ten years old, and already Motown's success is firmly rooted. The way our artists and labels are planting hits around the country, we'll tower over the tallest oak by the time we're twenty.





*GLADYS KNIGHT  
AND THE PIPS*

*THE ORIGINALS*

*JIMMY RUFFIN*

*EARL VAN DYKE*

*JR. WALKER  
& THE ALL STARS*

*FANTASTIC FOUR*



*MARVIN GAYE*

*TAMMI TERRELL*

*KIKI DEE*

*SMOKEY ROBINSON  
& THE MIRACLES*

*STEVIE WONDER*

*MARVELETTES*



*THE SUPREMES*

*SAMMY DAVIS, JR.*

*JACKSON FIVE*

*DAVID RUFFIN*



*continued*

Almanac, PO Box 7532, Houston, Tex. 77007. Sales Dir.: J. D. Horn; Talent Dir.: Mack McCormick. Aloha, see Anzac.

Alon, see Seven B.

Alpha, see Don-El.

Alpha-Vern, see Kiderian.

Alshire Int'l, 222 W. Orange Grove, Burbank, Calif. 91502. Tel: (213) 849-4671. Pres. & Int'l: Al Sherman; A&R: Jack Dorsey; Sales Mgr.: Dick Ceja.

Labels: (Owned) A/S, Alshire, Aria Senza Voce, Audio-Spectrum, Peter Rabbit, Somerset, Stereo-Fidelity; (distributed) Azteca.

**Cartridge 4-tr., 8-tr., cassette & open reel:** Audio-Spectrum (includes Alshire, Somerset, Stereo Fidelity) licensed to Ampex.

**Int'l reps:** Argentina (Sicamericana), Australia (Astor), Canada (Arc Sound), Chile (Goluboff), Italy (Belldisc), Japan (Nippon Columbia), Mexico (Orfeon-Videovox), Puerto Rico (Cecil Steen), South Africa (Gallo), Spain (Sonoplay), UK (Pye), Venezuela (La Buena Musical). (SEE ADVERTISEMENT)

Alston, see Atlantic, Atco Div.

Altair, see Keyser-Century.

Al-Teen Rec'g Co. Inc., 8208 S. Stoney Island Ave., Chicago, Ill. 60617. Tel: (312) 721-7300, 768-9669. Pres. & Gen. Mgr.: W. A. Meeks; Exec. VP: H. Williams; A&R Dir.: Ted Long; Sales & Mktg. Dir.: Phil Jones.

Labels: Al-Teen, Dee-Dee, Fahrenheit, Mee, Winner.

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.

Alvina, see Shelby Singleton.

Alwin Recs., c/o Chapman Dist'g Co., 2645 W. Pico Blvd., Los Angeles, Calif. 90006. Tel: (213) 385-3636. Owner: Al Chapman.

Amadeo, see Apon.

Amaret Recs., 1717 N. Highland Ave., Hollywood, Calif. 90028. Tel: (213) 466-3361. Pres., Sales & Mktg. Mgr.: Kenneth S. Myers; Pub.: Joyce Bauer; Nat'l Sales Promo. Mgr.: Dave Fox; Admin. Mgr.: Jean Green.

**Cartridge 4-tr., 8-tr., cassette & open reel:** Licensed to Ampex. (SEE ADVERTISEMENT)

Amazon, see Shelby Singleton.

Ambassador Rec. Corp., 145 Komorn St., Newark, N. J. 07105. Tel: (201) MA 3-4214. Pres.: Martin Kasen; A&R Dir.: Dolph Traymon; Sales Mgr.: Herb Dorfman.

Branch: Los Angeles, Calif., 742 E. 61 St. Zip: 90001. Tel: (213) 231-2144. Contact: Fred Levi.

Labels: Ambassador, Compose, Current, Diplomat, Look & Listen, Mountain Dew, Peter Pan, Power, Rocking Horse, Scripture, Sunshine, Swampfire, Tiffon.

Amber, see Joya.

Americana Rec'g Studios, PO Drawer L, 707-709 W. California Ave., Ruston, La. 71270. Tel: (318) 255-0287. Pres.: Phillip R. Lawson; Exec. VP: Roger W. Lawson Jr.; Sales Mgr.: F. H. Abernathy.

American-Hawaiian, see Hawaiian-American.

American Int'l Recs. (div. of American Int'l Pictures Inc.), 9033 Wilshire Blvd., Beverly Hills, Calif. 91211. Tel: (213) 278-8118. Cable: AMERPIX. Gen. Mgr.: George Sherlock; A&R: Guy Hemric.

Branch: New York, N.Y., 165 W. 46 St. Zip: 10036. Tel: (212) CI 5-3035. Cable: EXAMERIC. Contact: David L. Sherman.

American Themes & Tapes Inc., see Fairylard.

American Voices Recs. Inc., 216 Applewood Ln., Virginia Beach, Va. 23452. Tel: (703) 340-4582. Pres.: Heath Webb.

Ames Ent's Int'l, PO Box 20784, Los Angeles, Calif. 90006. Tel: (213) 657-2955. Owner: David Ames; A&R Dir.: Peter Jacobs; Nat'l Sales: Bill Winton.

Labels: Inland, Interstate, Orange Pekoe, POP.

Amex, see Met Richmond.

Amherst, 153 Walton Dr., Buffalo, N. Y. 14226. Tel: (716) 839-1482. Pres.: John H. Warfel.

Amigo Recs., 6137 N. Sixth St., Philadelphia, Pa. 19120. Tel: (215) 549-6825. Pres.: Ray Karol.

Amjo Rec. Co., 1403-5 N. 52 St., Philadelphia, Pa. 19131. Tel: (215) GR 3-2998. Pres.: J. Johnson; VP: J. Norman; A&R: R. Jefferson, T. Murphy.

Amos Recs., 6565 Sunset Blvd., Suite 120, Los Angeles, Calif. 90028. Tel: (213) 462-6894. Pres.: James A. Bowen; VP: Tom Thacker; Gen. Mgr.: Bruce Hinton; A&R Co-ord.: Richard Burns. (Distributed by Bell Recs.)

Branch: New York, N.Y., 1501 Broadway, 30th fl. Tel: (212) 563-6440.

**Cartridge 4-tr., 8-tr., cassette & open reel:** Licensed to Ampex.

**Int'l reps:** Australia (EMI), Belgium (Fonior), Denmark, (Nordisk Polyphon), Finland (Finnlevy), France (Societe Francaise du Son) Germany (Teldec), Greece (Music Box), Italy (Decca), Japan (King), Netherlands (Decca), New Zealand (His Master's Voice), Norway (Nor-Dis), Singapore (Decca), South Africa (Gallo), Spain (Columbia), Sweden (Telefunken), Switzerland (Musikvertrieb), UK (London, Decca), Yugoslavia (Jugoton).

Ampex Recs., 555 Madison Ave., New York, N.Y. 10022. Tel: (212) 758-8900. Pres.: Larry Harris; Mktg. Mgr.: Jim Frye; Creative Servs.: Mike Friedman.

**Cartridge 4-tr., 8-tr. & open reel:** Ampex self-mfd. (SEE ADVERTISEMENT)

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.

Ampol, see Bel-Aire.

Amsterdam, see Flying Dutchman & Mainstream.

Ancath, see Motivestor.

Andes, see Trend Int'l.

Andrew Jackson Recs., Box 3912, Dallas, Tex. 75208. Tel: (214) 742-8509. Pres.: Andrew Jackson; VP & A&R: Johnny Hailstones; Sales & Mktg.: Eric Roberts.

Labels: Andrew Jackson, Andy Jackson, Golgotha.

Andy Jackson, see Andrew Jackson.

Angel, see Capitol.

Angelicum, see Apon.

Angelstone, see Robbins.

Ania, see Goldband.

Ansonia Recs. Inc., 802 Columbus Ave., New York, N.Y. 10025. Tel: (212) 865-2121. Cable: ANSORECORD. Pres.: Mrs. Mercedes Glass; Exec. VP: Herman Glass.

**Cartridge 8-tr. & cassette:** Self-mfd.

Anthem, see Texas Sound.

Anthology Rec. & Tape Corp., 135 W. 41 St., New York, N.Y. 10036. Tel: (212) LW 4-9670. Pres.: George Curtiss; VP Sales & Mktg. Mgr.: Nicholas Sentas.

Branch: Lynn, Mass., 32 Oxford St. Zip: 01902. Tel: (617) 593-3920.

Labels: Anthology, Ethnoson.

Antigua Prod'n, 1650 Broadway, New York, N.Y. 10019. Tel: (212) 757-2750. Pres., Sales & Mktg.: Sam Goldner; Exec. VP & A&R: Johnny Branley.

Labels: Gold Bee, Mark X, Music World.

Antilano, see Met Richmond.

Antler, see BRS.

Anvick, see Lynn's.

Anvil Prod'n Inc., 3 E. 54 St., New York, N.Y. 10022. Tel: (212) 935-9140. Pres.: Wes Farrell. Label: Anvil (distributed by Janus, N.Y.).

**Cartridge 8-tr.:** Licensed to Ampex & GRT.

**Cartridge 4-tr. & open reel:** Licensed to Ampex.

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: Australia.

Labels: Anzac, Acorn, Agate, Akron, Alameda, Alligator, Aloha, Arizona, Arriba, Asia, Azusa.

Apco Recs. Inc. (div. of Jones Ent's. Inc.), 1902 Gregg Rd., Bellevue, Neb. 68005. Tel: (402) 733-5211. Pres.: Robert L. Jones; VP: Michael A. Jones.

Branch: Chicago, Ill., PO Box 4396. Zip: 60680.

Labels: Apco, Buffy, Caltex, Chicago, Gates, George, Jody, Mike, Ralston, Tag.

Apocalypse, see Midwestern Sound.

Apollo Ent's. Inc., 1915 N. Quince St., Olympia, Wash. 98501. Tel: (206) 352-9097. Pres.: Allen P. Giles; VP: T. R. Murcy.

Labels: Excursion, Sound Preservers.

Apollo Recs., 349 First St., Los Altos, Calif. 94022. Tel: (408) 292-2222. Pres.: Eric Hilding.

Branch: San Jose, Calif., 1634 Creek Dr. Zip: 95125.

Labels: Apollo, FaderKat, Invader.

Apon Rec. Co. Inc., PO Box 3087, Long Island City, N.Y. 11103. Tel: (212) 988-0450. Pres.: Andrej Poncic; Sales Mgr.: Don Zemann.

Labels: Apon, Amadeo, Angelicum, Christophorus, Discapon, Harmonia Mundi, Supraphon.

**Cartridge 8-tr.:** Amadeo, Harmonia Mundi (imported).

Appalachian Recs., 811 Point San Pedro Rd., San Rafael, Calif. 94901. Tel: (415) 456-9694. Pres.: Grace Tindell.

Applause Prod'n Inc., 85 Longview Rd., Port Washington, N.Y. 11050. Tel: (516) 883-7460.

Label: Spoleto Festival.

Apple, see Capitol. (SEE ADVERTISEMENT)

Aqua, see Sure.

Aquarius, see Cuca.

Arc, see Sound City, Iowa.

Arcade Music Rec'g Co., 2733 Kensington Ave., Philadelphia, Pa. 19134. Tel: (215) NE 4-8487, RE 9-7501. Pres.: Jack Howard.

Label: Arcade.

Archive, see Polydor & International Music Consultants.

Archive of Folk & Jazz Music, see Everest.

Archive of Gospel Music, see Everest.

Archive of Piano Music, see Everest.

Archives Limited Editions, see Record Collectors Guild.

Arctic, see Jamie/Guyden.

Ardent Rec'gs Inc., 1457 National, Memphis, Tenn. 38122. Tel: (901) 324-5368, 458-2136. Mgr.: John Fry.

Argent (Argentina), see BCA.

Argo, see Argo Sight & Sound.

Argo Sight & Sound Ltd., 539 W. 25 St., New York, N.Y. 10001. Tel: (212) OR 5-6060. Gen. Mgr.: Leo H. Hofberg.

Labels: Argo, Das Alte Werke, L'Oiseau Lyre, Societe Francaise du Son, Telefunken (classical).

Arhoolie Recs. Inc., PO Box 9195, Berkeley, Calif. 94719. Tel: (415) 841-8624. Pres.: Chris Strachwitz.

Labels: Arhoolie, Blues Classics, Changes, Old Timey, Raglan.

**Cartridge 4-tr.:** Arhoolie licensed to Muntz.

**Cassette:** Arhoolie self-mfd.

**Int'l reps:** Canada (Canadian Music Sales), Germany (CBS), Sweden (SWERECO), UK (CRD Imports).

Aria Senza Voce, see Alshire Int'l.

Arizona, see Anzac.

ArLee, see Southern Sounds.

Arrawak, see Garrawak.

Arriba, see Anzac.

Arrow, see St. Clair.

Artia, see Connoisseur Rec. Corp.

Artichoke, see Quality Rec'd Sound.

Artist Direct Recs., Blue Mounds, Wis. 53517. Tel: (608) 924-4959. Pres.: Gunnar Johansen.

Artist of Fame, see Showay.

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) Balkan Int'l, Bowery, Nebraska, Pleasant Peasant, Polkaland, Rave.

Art Recs. Mfg. Co., PO Box 8935, Fort Lauderdale, Fla. 33310. Tel: (305) 584-1904. Pres. & A&R: Harold E. Doane; VP: Vivian P. Doane; Sales & Mktg. & Pub. Mgr.: David Dunn.

Branch: Plantation, Fla., 991 SW 40 Ave. Zip: 33314.

Labels: Art, Citadelle, Souvenir, Unity.

**Cartridge 4-tr. & cassette.**

**Int'l reps:** Columbia (Bambuco), Costa Rica (INDICA), Italy (Italdisc).

Arvee, see Everest.

Arwin, see Equinox.

Arzee, 3010 N. Front St., Philadelphia, Pa. 19133. Tel: (215) NE 4-2566. Owner: Rex Zario; Gen. Mgr.: Betty Schmidt.

Asch, see Pioneer.

Ashley Rec. Co., PO Box 6294, 806 18 Ave. S., Nashville, Tenn. 37212. Tel: (615) 256-1169. Pres.: Leon Ashley. (Distributed by London).

Ash Recs., 9300 Conger, Houston, Tex. 77034. Tel: (713) 946-8258. Owner: S. Akin.

Asia, see Anzac.

Associated Inds. Inc., 2150 Hamilton Ave., Cleveland, Ohio 44114. Tel: (216) 696-3773. Pres., A&R & Promo.: Ronald W. Schafer; VP & Int'l: Theresa Zapolska, 23 Marion Ln., Jericho, L.I., N.Y. 11753; Gen. Mgr., Sales, Mktg. & Adv.: Robert W. Schachner; Pub.: Charles Percherke; Tape: Harvey Korman.

Branches: Mount Pleasant, Pa., Rt. 981. Zip: 15666. Tel: (412) 423-9219—Pittsburgh, Pa., 256 Fifth Ave. Zip: 15222. Tel: (412) 471-3484. Labels: Colny, Dyno, Gateway, Gemeni, Hunch, Leo, Power Pak, Rim, Scotty, True Gospel.

**Cartridge 8-tr.:** Gateway self-mfd. & licensed to GRT; Dyno, Rim self-mfd.

**Cassette:** Gateway, Dyno, Rim self-mfd.

Associated Prod'n Int'l, 3884 Franklin Ave., Zip: 90027; 2991 Ingledale Terr., Los Angeles, Calif. 90039. Tel: (213) 622-3121/3656. Owner: Brian Ross; Pres.: Maurice Bercov.

Labels: API, Country Store.

Astoria, see Rene Albee.

Astral 7 Recs., 1030 Brown St., Dayton, Ohio 45409. Tel: (513) 223-2853. Pres.: Herbert J. Smith.

Astro, N.Y., see Parnaso.

Astro, Pa., see Paramount, Pa.

Atco, see Atlantic.

Athena Recs. Inc., Box 68, Brentwood Village, Brentwood, Tenn. 37027. Tel: (615) 832-9638. Pres. & Prod'r: Richard D. Powell; Ass't Prod'r: Tom Brannon. (Distributed by Stereo Dimension).

Atlantic Rec'g Corp., 1841 Broadway, New York, N.Y. 10023. Tel: (212) 757-6306. Cable: ATCOMUSIC. Pres.: Ahmet Ertegun; Exec. VP: Jerry Wexler; VP: Nesuhi Ertegun; VP Eng'g: Tom Dowd; A&R Prod'rs: Ahmet Ertegun, Jerry Wexler, Nesuhi Ertegun, Arif Mardin; VP Tape Sales: Bob Kornheiser; VP, Adv. & Pub. Dir.: Bob Rolontz; Int'l: Pat Mulligan.

Branch: Los Angeles, Calif., 6515 Sunset Blvd. Zip: 90028. Tel: (213) 461-4591. Promo. Dick Kolzman.

Labels: (Owned) Atlantic, Atco, Cotillion; (distributed) Atlantic Div.: Dade, Dial, San Francisco, Track; Atco Div.: Alston, Carla, Etcetera, Karen, SGC, Vortex. Cotillion Div.: Dakar, Moira, Shama.

**Cartridge 8-tr.:** Atlantic, Atco, Cotillion, Dakar, Enterprise, Vortex self-mfd. & licensed to Ampex; Dial self-mfd.; SGC licensed to GRT.

**Cartridge 4-tr.:** Atlantic, Atco, Dakar, Enterprise licensed to Ampex.

**Cassette:** Atlantic, Atco, Cotillion, Dakar, Enterprise, Vortex licensed to Ampex; SGC licensed to GRT.

**Open reel:** Atlantic, Atco licensed to Ampex & GRT; Cotillion, Enterprise, Vortex licensed to Ampex; SGC licensed to GRT.

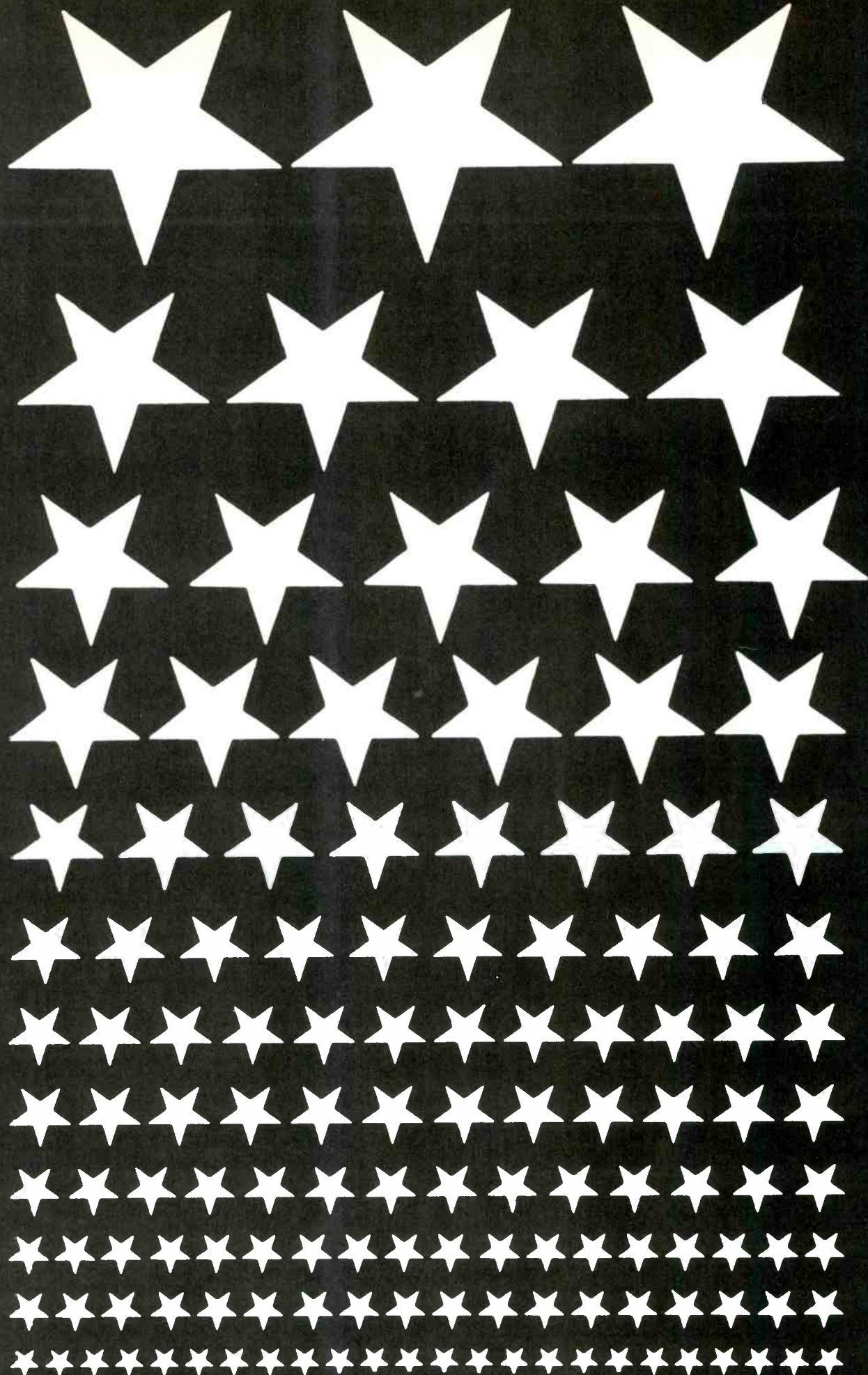
**Int'l reps:** Argentina (Phonogram), Australia (Festival), Austria (Ariola), Barbados (West Indies), Belgium (Barclay), Brazil (Companhia Brasileira de Discos), Canada (Quality), Chile (Philips), Columbia (Philips), Costa Rica (INDICA), Czechoslovakia (Artia), Denmark (Metronome), France (Barclay), Germany (Metronome), Greece (Helladic), Hong Kong (Cosdel), Israel (Gal Ron), Italy (Ri-Fi), Jamaica (Dynamic Sounds), Japan (Nippon Grammophon), Mexico (Universales), Netherlands (Polydor), Norway (Nordisc), Peru (Virrey), Philippines (Mareco), Portugal (Radio Triunfo), Singapore (Cosdel), South Africa (Teal), Spain (Hispavox), Sweden (Metronome), Switzerland (Barclay), Turkey (Melodi), UK (Polydor), Venezuela (Siemens). (SEE ADVERTISEMENT)

Atlas, see Robbins.

Atman, see Steady.

Atom, see Royce.

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B

Attarack, see Attarack-Heller.  
 Attarack-Heller Corp., 9220 Sunset Blvd., Suite 224, Los Angeles, Calif. 90069. Exec. VP & Gen. Mgr.: Ray Harris; A&R Dir.: Ed Cobb.  
 Labels: Attarack, Sunburst.  
 Atwell Recs., 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; Exec. VP: George Hucutt.  
 Labels: Audio Arts, Audio Blues, Audio Forty, Audio Gospel, Whirlybird. (SEE ADVERTISEMENT)  
 Audio Bible Studies, see Kingsway.  
 Audio Blues, see Audio Arts.  
 Audio Book Co., 14414 Terra Bella, Panorama City, Calif. 91402. Tel: (213) 894-6636. Pres.: Cliff McDonald; VP & Sales Dir.: Tucker Garner; PR Dir.: Walt Neill; Sec'y-Treas.: T. Perry Ponte.  
 Labels: (Owned) Audio Book; (distributed) Creative Recs., Ernest Holmes, Listening Library. Cassette & open reel: Audio Book self-mfd. & licensed to ATD.  
 Audio Dynamics Rec'g, 310 Lawyer's Title Bldg., Tucson, Ariz. 85701. Tel: (602) 624-1252. Owners: Rod Shields, Leland E. Oliver; A&R: Rod Shields.  
 Label: Dynamics.  
 Audiofax, 821 19 Ave. S., Nashville, Tenn. 37203. Tel: (615) 327-4927. Pres. & Gen. Mgr.: Bill Connor; VP & A&R: Scotty Moore; Sec'y-Treas. & A&R: Neal Matthews Jr.  
 Labels: Button, Circus, Format, Patio, Sir.  
 Audio Fidelity Recs. Inc., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) 757-7111. Cable: AUDIOFIDEL. Pres.: Herman D. Gimbel; Exec. VP, Sales, Mktg. & Tape: Harold Drayson; VP, Classical A&R & Int'l: Carl Shaw; Pop A&R Dir. & Promo.: Eddie Newmark; Art Dir.: Rhea Atkins.  
 Labels: Audio Fidelity, Audio Masterworks, Audio Rarities, Chart, First Component Series, Karate, Mr. G., Parallax, Tiger Tail.  
 Cartridge 4-tr., 8-tr., cassette & open reel: Audio Fidelity licensed to Ampex; Chart licensed to Ampex & GRT.  
 Int'l reprints: Brazil (Gravacoes Eletricas), Canada (Phonodisc), Costa Rica (INDICA), France (Musidisc-Europe), Italy (Ariston), Japan (Nippon Columbia), Mexico (RCA), Netherlands (Dureco Pastor), Philippines (Dynna), South Africa (Gallo), Spain (EKipo), UK (RCA), Venezuela (Palacio de la Musica).  
 Audio Forty, see Audio Arts.  
 Audio Gospel, see Audio Arts.  
 Audio Guild, see Record Guild of America.  
 Audio Masterworks, see Audio Fidelity.  
 Audio Mex, see Universal.  
 Audiophile, see Happy Jazz.  
 Audioprecision, see Jazzology.  
 Audio Rarities, see Audio Fidelity.  
 Audio Rec's of Arizona (ARA), 3830 N. Seventh St., Phoenix, Ariz. 85014. Tel: (602) 277-4723. Pres.: Floyd M. Ramsey; A&R: Floyd & Tim Ramsey, Ritchie Hart.  
 Label: Ramco.  
 Audio-Spectrum, see Alshire Int'l.  
 Aurora Int'l Rec. Corp., 25 W. 56 St., New York, N.Y. 10019. Tel: (212) JU 2-8810. Cable: SCHROMUS. Pres.: Aaron Schroeder; VP: Mrs. Abby Schroeder.  
 Branch: Los Angeles, Calif., 9000 Sunset Blvd. Zip: 90069. Tel: (213) 274-7351. A&R: David Mook.  
 Label: Aurora.  
 Int'l reprints: Australia (Festival), UK (CBS).  
 Avant, see Crystal.  
 Avant Garde Recs. Inc., 250 W. 57 St., New York, N.Y. 10019. Tel: (212) 246-1343. Pres. & Sales Mgr.: Frank Siegfried; A&R Dir.: Clay Pitts.  
 Int'l branch: England.  
 Cartridge 4-tr., 8-tr., cassette & open reel: Licensed to Livingston.  
 Avco Embassy Recs. Corp., 16 W. 61 St., New York, N.Y. 10023. Tel: (212) 956-5500. Cable: EM-BAPIC. VPs: Hugo Peretti, Luigi Creatore; Gen. Mgr. & Sales & Mktg.: Bud Katzel; Nat'l Promo. Dir.: Mike Bece; Prod'n Mgr.: Joyce Weston.  
 Branch: Hollywood, Calif., 6515 Sunset Blvd. Zip: 90028. Tel: (213) 461-4229. West Coast Promo.: Mike Atkinson.  
 Cartridge 4-tr., 8-tr., cassette & open reel: Licensed to Ampex.  
 Int'l reprints: Australia (Festival), Brazil (Gravacoes Eletricas), Canada (RCA Victor), France (Bagatelle), Germany (Ariola), Italy (Ricordi), Japan (Victor), Mexico (Tizoc), Philippines (Mareco), South Africa (Record Prods & Mfrs.), Spain (Columbia), Sweden (Polar), Venezuela (Vida).  
 Avoca Rec. Co., PO Box 913, Westbury, N.Y. 11590. Tel: (516) 333-7558. Owner: Francis X. Cashin.  
 Int'l reprints: Canada (Century), Eire (Dolphin).  
 Award, see United States.  
 Award Artists, see Showay.  
 Azteca Inc., 222 W. Orange Grove Ave., Burbank, Calif. 91502. Tel: (213) 849-4671. Pres.: Al Sherman.  
 Labels: Azteca (distributed by Alshire Int'l); Paloma.  
 Azusa, see Anzac.

B & F Rec. Co. Inc., 11705 Buckeye Rd., Cleveland, Ohio 44120. Tel: (216) 561-5524. Pres.: Frank Szappanos.  
 Int'l rep.: Canada (Canadian Music Sales).  
 B & K Recs., 595 Madison Ave., New York, N.Y. 10022. Tel: (212) 421-8415. Pres.: Ben Barton; Sec'y-Treas.: Ken Greengrass.  
 B B C, see ABC, Westminster.  
 B B M, see Met Richmond.  
 B C A Rec. Inc. (div. of Broadcasting Corp. of America), 719 Gower St., Hollywood, Calif. 90038. Tel: (213) 462-5950. Pres.: Gordon Burdge.  
 Labels: Argent (Argentina), BCA, Burbank (Belgium), Castle (Canada), Chateau Disques (France), Nassau (Bahamas), Oakland (South Africa), Olson (Norway), Rembrandt (Netherlands), Samson (Israel), Signal (Singapore), Sovereign (Sweden), Z-Zurec/Zuricon (Switzerland).  
 B C S Rec. Co., 1519 Washington Ave., Miami Beach, Fla. 33139. Tel: (305) 538-4388. Pres.: Bernie C. Sager.  
 B R C, Calif., see Turner Inds.  
 B R C, N.Y., see Brunswick.  
 B R C, N.Y., see Met Richmond.  
 B-Rod, see Music Mountain.  
 B R S Inc., 30 W. 60 St., New York, N.Y. 10023. Tel: (212) CO 5-3413. Pres.: Buck Ram.  
 Label: Antler.  
 B R W, see Billy Wagner.  
 B T Puppy Recs., 2 Penn Plaza, New York, N.Y. 10001. Tel: (212) 947-5656.  
 Cartridge 4-tr., 8-tr., cassette & open reel: Self-mfd & licensed to ATD.  
 B-W Music Inc., PO Box 337, Wooster, Ohio 44691. Tel: (216) 262-3571. Pres. & Gen. Mgr.: Quentin W. Welty; Sec'y-Treas.: Gloria J. Welty; A&R Dir.: Chef Good.  
 Labels: B-W, Welburn.  
 Baal, see Fuzzwart.  
 R. Bab Co., 12 Cutler St., Newark, N.J. 07104. Tel: (201) 484-1368. Owner: R. Bab.  
 Label: R. Bab.  
 Bacchanalian, PO Box 3201, Oak Ridge, Tenn. 37830. Tel: (615) 483-0701. Pres.: Kit Haaland.  
 Bach Guild, see Vanguard Rec'g Society.  
 Charles Bachman Music Prods, PO Box 621, Wichita, Kan. 67201. Tel: (316) PA 2-5073. Pres.: V. Charles Bachman; VP: Leota Bachman.  
 Labels: Leafay, Personality.  
 Backbeat, see Duke/Peacock, Peacock Div.  
 Back Road Recs., 9029 Beckley View Dr., Dallas, Tex. 75222. Tel: (214) 741-4181. Pres., A&R, Pub. & Int'l: Melvin J. Wrenn III; VP & Promo.: Kenneth H. Kellerman; Office Mgr., A&R, Adv. & Tape: Mavis L. Wrenn; Sales & Mktg.: Fred A. Drummond.  
 Labels: Back Road, Drummond.  
 Bacone Recs., 2600 N. Corlies St., Philadelphia, Pa. 19132. Tel: (215) BA 5-0661. Pres. & A&R: Elizabeth Bacone; VP Sales & Mktg.: Robert Bacone; Promo.: Theodore Benn.  
 Jon Badaux Prods, PO Box 2166, Hollywood, Calif. 90028. Tel: (213) 467-0355. Pres.: Jon Badaux; VP: George Clements; A&R: Dale Lowery; Sales Mgr.: Kenneth Orchard; Pub.: Frank Carroll.  
 Labels: Bado, Jock Logo, Solid Track, Tele-track.  
 Bado, see Jon Badaux Prods.  
 Baerenreiter UNESCO Collection, see International Rec. Inds.  
 Baja Prod'n Co., PO Box 1107, Battle Creek, Mich. 49107. Tel: (616) 964-8166. Pres. & A&R: Beavers; A&R Dir.: Jack Hill; Pub. Mgr.: Dr. Davis; Promo. Mgr.: Reggie Grant.  
 Label: Jaber.  
 Bakersfield Music Ents. Inc., 1223 N. Chester Ave., Bakersfield, Calif. 93308. Tel: (805) 399-1674. VP: Mack Wilson.  
 Labels: (Owned) Bakersfield, Gospel Key.  
 Balboa Rec. Co., 16027 Sunburst St., Sepulveda, Calif. 91343. Tel: (213) 892-0044. Pres.: Larry Fotine.  
 Cartridge 4-tr., 8-tr., cassette & open reel: Licensed to ATD.  
 Balkan Int'l, see Balkan Music & Artists Life.  
 Balkan Music Co., 6917 W. Cermak Rd., Berwyn, Ill. 60402. Tel: (312) GU 4-6436. Owner: Slavco A. V. Hlad.  
 Branch: Beaver Falls, Pa., RD 2. Zip: 15010. Tel: (412) 843-0918. Mgr.: John Krlclich.  
 Labels: (Owned) Balkan Int'l; (distributed) Artists Life, Czech, Greyko, Heritage.  
 Ballard 3903 Olive St., St. Louis, Mo. 63108. Tel: (314) FR 1-4449. Pres.: O. D. Washington; A&R: O. Saine; Sales & Mktg.: Bernard Latisca; Pub. & Promo.: JoAnn Foggie.  
 Labels: Ballard, Saimmo.  
 Int'l reprints: Worldwide exclusive of USA & Canada (EMI).  
 Bamboo, see Scepter.  
 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 reprints: Australia (Festival), Israel (Hatak-lit), Italy (Durium), Japan (Cosdel), New Zealand (Allied), South Africa (Trutone), Sweden (Joker).  
 Bandbox Recs., PO Box 2384, Hollywood, Calif. 90028. Tel: (213) 462-3311. Cable: BANDCO. VP & Gen. Mgr.: David Knox; Admin. Ass't & Int'l: Bert Kennedy; A&R Dir.: Richard Holiday; Sales Mgr.: Jack Cole; Promo & Adv. Dir.: Jack Horner.  
 Labels: Bandbox, Bandco, HBR.

Bandco, see Bandbox.  
 Bang Recs., 1650 Broadway, New York, N.Y. 10019. Tel: (212) 581-3740. Pres. & A&R: Ilene Berns.  
 Labels: Bang, Shout.  
 Cartridge 8-tr.: Bang licensed to Ampex & GRT; Shout licensed to Ampex.  
 Cartridge 4-tr.: Bang licensed to Ampex, GRT & Muntz.  
 Cassette: Bang licensed to Ampex & GRT; Shout licensed to Ampex.  
 Open reel: Bang licensed to Ampex & GRT.  
 Int'l reprints: Argentina (Microfon), Brazil (Top Tape), Canada (Allied), France (Barclay), Germany (Metronome in Sweden), Greece (General Publ'g), Italy (Ricordi), Mexico (Gamma), Philippines (Mareco), Scandinavia (Metronome in Sweden), Spain (Hispanvox), UK (Decca).  
 Banner Recs. Inc., 1290 Ave. of the Americas, New York, N.Y. 10019. Tel: (212) 265-7760. Pres.: Manny Wells.  
 Cartridge 8-tr. & cassette: Self-mfd.  
 Banshee, see Jo-Park.  
 Bar-Bare, see Lynn's.  
 Barbie, see National.  
 Barcola, see Trend Int'l.  
 Barnaby, see CBS, Epic Div.  
 Baronet, see Premier Albums.  
 Baroneza, see Met Richmond.  
 Baroque, see Record Club of America.  
 Bartok Recs., 200 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 6-2896.  
 Owner: Peter Bartok.  
 Int'l reprints: Canada (Almada), Switzerland (EMIAG).  
 Base, 1930 Woodside Rd., Augusta, Ga. 30906. Tel: (404) 798-4341. Mgr.: Carlvn S. Robinson.  
 Bat, see Dawn Prods.  
 Batey, see Universal.  
 Bay Tone, see La Val.  
 Beacon, 518 W. 50 St., New York, N.Y. 10019. Tel: (212) 245-7658. Owner: Joe Davis.  
 Labels: Beacon, Davis.  
 Beam, see Paramount, Pa.  
 Beat, see High Fidelity.  
 Beau Brian, see Acoustographic.  
 Beck-Peck, see Kiderian.  
 Beech, see Martin Gary.  
 Bee Jay Prods, Box T, Winter Park, Fla. 32789. Tel: (305) 293-1781. Pres.: Eric T. Schabacker; VP: Bill Vermillion.  
 Labels: Hype, Tener.  
 Bel-Aire Recs., 1740 W. 47 St., Chicago, Ill. 60609. Tel: (312) 847-0658. Pres.: Edward Blazonczyk.  
 Labels: (Owned) Bel-Aire, Versa; (distributed) Ampol, Chicago, Jay Jay.  
 Belholly, 28459 Groveland 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, Yorkshire.  
 Bella, see Di Bella.  
 Bellaire, 508 Bissonnet, Bellaire, Tex. 77401. Tel: (713) MO 7-5701. Owner: Donald Janicek; A&R: D. Howard.  
 Labels: (Owned) Bellaire, Betty, Bonanza, Fun-E, Heidi; (distributed) Gadget.  
 Belle, see La Louisianne.  
 Bell Recs., 1776 Broadway, New York, N.Y. 10019. Tel: (212) 757-6081. Pres.: Larry Uttal; VP & Gen. Mgr.: Irv Biegel; VP Prod'r & Artist Relations: Dave Carrico; Album Sales Mgr.: Gordon Bossin; Single Sales Mgr.: Oscar Fields; Nat'l Promo. Dir.: Steve Wax; Nat'l Promo. Mgr.: Rich Totojan; Ass't Nat'l Promo. Dir.: Jim Jeffries; Tape Mgr.: Bill Mulhern.  
 Branch: Hollywood, Calif., 6464 Sunset Blvd. Zip: 90028. Tel: (213) 461-3366. Gen. Mgr.: Stan Bly; Regional Promo. Mgr.: Jerry Morris.  
 Labels: (Owned) Bell; (distributed) Amos, Cyclone, DJM, Elf, Goldwax, LHL, Page One, Philly Groove, Prophesy, Rain, Show Biz, TA-Talent Associates, Windfall.  
 Cartridge 4-tr., 8-tr., cassette & open reel: Licensed to Ampex.  
 Int'l reprints: Canada (Quality), France (Pathe-Marconi), Germany (CBS), Italy (Ricordi), Japan (CBS/Sony), UK (EMI). (SEE ADVERTISEMENT)  
 Bellvox, see Vox Prods.  
 Belter, see Universal.  
 Belton, see Satch.  
 Ben Lambert, see Acoustographic.  
 Ben-Lee, see Casa Prods.  
 Beowulf, see Foggy Mountain.  
 Berlitz Publ'ns Inc., 866 Third Ave., New York, N.Y. 10022. Tel: (212) 935-7985. Sales Dir.: George Kaufmann. (Distributed by MCA, Decca Div.).  
 Label: Berlitz.  
 Cartridge 8-tr. & cassette: Berlitz self-mfd.  
 Betancourt Ents., 119 S. Sam Houston Blvd., San Benito, Tex. 78586. Tel: (512) 399-1471. Pres.: Paco Betancourt; Gen. Mgr.: John F. Phillips.  
 Labels: (Owned) Alfa, Chico, Flecha, Ideal; (distributed) Escorpion, Jilguero, Nuevo.  
 Cartridge 4-tr. & 8-tr.: Chico, Ideal self-mfd.  
 Int'l rep.: Venezuela (Favedica).  
 Bet-Car Prods, 333 North Dr., Plainfield, N.J. 07060. Tel: (201) 755-7000.  
 Label: Betty Carter.  
 Bethlehem, see Starday-King.  
 Betty, see Bellaire.  
 Betty Carter, see Bet-Car.  
 Beulah, see McKinnon.  
 Beverly Hills Recs. Inc., 6430 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) 461-4409. Pres.: Morris I. Diamond; VP Admin.: Lila Alec; VP Business Affairs: Ira Epstein.  
 Bible Sound, see Cherokee Album.  
 Biletone, see Cherokee Album.

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# THE METROMEDIANS

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Bible Voice Inc., 16233 Lindbergh St., Van Nuys, Calif. 91406. Tel: (213) 781-2900. Pres.: George Otis II; VP & Gen. Mgr.: David J. Keklikian; Sec'y-Treas.: Milton Martin; Adv. & Promo. Dir.: Jerry Jensen.  
**Int'l branch:** New Zealand.  
**Cartridge 4-tr.:** Licensed to Muntz.  
**Cassette & open reel:** Self-mfd.  
**Int'l reps.:** Australia (Sacred Prod'ns), Canada (Stereodyne-tape only).

Big Beat, see Lynn's.

Big Bunny Recs., 105 E. 106 St., New York, N.Y. 10029. Tel: (212) 534-7056. Pres.: Bunny Jones; VP & Gen. Mgr.: Chris Jones.  
**Labels:** Big Bunny, Master.

Big Country, see Country Music Nashville.

Big Deal, see Rockin Lonnie.

Big 5, see Southern Sounds.

Big Memphis Sound, see Style.

Big 1, see Southern Sounds.

Big Scott Recs., 1819 E. 31 Ave., Denver, Colo. 80205. Tel: (303) 333-8086. Pres.: James C. Scott Sr.; A&R: James Scott Jr.; Sales & Promo. Mgr.: S. Johnson.  
**Labels:** Big Scott, Denver.

Big Three, see Hawk.

Big Tree Ents. Ltd., 1650 Broadway, Suite 901, New York, N.Y. 10019. Tel: (212) 581-3890. Pres.: Doug Morris; Sec'y-Treas.: Dick Vanderbilt.  
**Labels:** (Owned) Big Tree; (distributed) Critique.

Billtime, see Roosevelt Lee listed under "R".

Biograph Recs. Inc., 1601 E. 21 St., Brooklyn, N.Y. 11210. Tel: (212) 252-0252. Pres. & Gen. Mgr.: Arnold S. Caplin; Sec'y-Treas.: Barbara Caplin.

Bird songs & other natural sounds, see Cornell Univ. Bi-Ru, see Bill Rucker.

Biscayne, 2630 E. 75 St., Chicago, Ill. 60649. Tel: (312) 978-0990. Pres.: William C. Tyson; VP: Dave Antler.  
**Labels:** Biscayne, Southtown, Ty-Do.

Black & Blue, see Now Recs. Inc., N.J.

Black Beauty, see Kiderian.

Blackbird, Ill., see Lakco.

Blackbird Recs. Inc., 3325 Mayda Dr., Mesquite, Tex. 75149. Tel: (214) BR 9-2973. Pres.: Bob Massey; A&R: Leo Teel; Sales Mgr.: Tom Carroll; Pub.: Debbie Brimer; Adv.: Buz Craft.

Black Mountain, see Folkraft.

Black Prince, see Shelby Singleton.

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 Bonnet, see New England.

Bluebonnet, see Jim Hall.

Blue Book, see Sue.

Blue Fox, see Shelby Singleton.

Blue Goose, see Yellow Bee.

Blue Hen, see Three Star.

Blue Hill, see Kanawha.

Blue Horizon Recs. Inc., 146 W. 54 St., New York, N.Y. 10019. Tel: (212) 247-0911. Chm.: Michael Vernon; Pres.: Seymour Stein; VP: Richard Vernon; Sec'y-Treas.: Richard Gottehrer. (Distributed by Polydor).  
**Home office:** England.  
**Int'l rep.:** Worldwide (CBS). (SEE ADVERTISE-  
 MENT)

Blue Hour Prod'ns Inc., 347 E. Lincoln Ave., Milwaukee, Wis. 53207. Tel: (414) 482-4430. Pres., A&R, Sales & Mktg. & Promo.: Richard Paul Thomas; VP, Pub. & Adv.: Susan Marie Lindner; A&R: James Podlich.  
**Labels:** Blue Hour, Hum-Made, Lily, Opaline, Starb.

Blue Note, see Liberty/UA.

Blue Orpheus, see Lovell.

Blue Recs. Inc., 37 W. 57 St., New York, N.Y. 10019. Tel: (212) PL 9-8730. Pres.: Robert Colby; Exec. VP: Ettore Stratta.

Blue Ribbon, PO Drawer 30, Staunton, Ill. 62088. Tel: (618) NE 5-2510. Pres.: Chaw Mank.  
**Labels:** Blue Ribbon; Blu-J (distributed by Cherokee Album).

Blue River Music Inc., 6223 Selma Ave., Suite 219, Hollywood, Calif. 90028. Tel: (213) 463-7661. Pres.: Harry Bluestone; VPs: Leora & Ross J. Bluestone.  
**Labels:** Blue River, Musi-Que.

Blues Classics, see Arhoolie.

Blue Seal, see PKC.

Blues On Blues, see Torrid Rec. Prod'ns.

Blues\*Star Rec'g Co., 70 Polifly Rd., Hackensack, N.J. 07601. Pres.: George Appleyard; VPs: Joe Castiglione, Mrs. William Habermann; Mgr.: William Castiglione.  
**Branch:** Tarzana, Calif., 5370 Yolandar. Zip: 91356. Tel: (213) 343-0191. VP: John Klein; Gen. Mgr.: Rick Klein.

Blue Star Recs., 323 W. 14 St., Houston, Tex. 77008. Tel: (713) UN 2-7077. Owner: N. F. Merrbach.  
**Labels:** Blue Star, Bogan, E-Z, Lore, Mustang, Rockin (A), Swinging Square.

BluesTime, see Flying Dutchman & Mainstream.

Bluestown, see Wild Recs.

Bluesway, see ABC.

Blue Thumb Sales Co. (affiliate of GRT Rec. Group, div. of GRT Corp.), 9000 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 278-7380. Sales Mgr.: Sal Licata.  
**Labels:** (Owned) Blue Thumb, Ethos; (distributed) Shelter.  
**Cartridge 8-tr., cassette & open reel:** Blue Thumb self-mfd. by GRT.

Blu-J, see Blue Ribbon & Cherokee Album.

Boatman Recs., PO Box 4175, Gary, Ind. 46404. Pres.: L. Boatman.

Bobby, see Steady.

Bo-Bo, see Lynn's.

Bocar, see Met Richmond.

Boddie Rec'g Studio, 12202 Union Ave., Cleveland, Ohio 44105. Tel: (216) 752-3440. Pres.: Thomas R. Boddie; VP: Louise Boddie; A&R: Robert Lee.  
**Labels:** Bounly, Luau, Plaid, Royal, Soul Kitchen.

Bogan, see Blue Star Recs.

Bomar, see National.

Bomba Roja, see Record Guild of America.

Bonanza, see Bellaire.

Bond Recs. Corp., 309 S. Broad St., Philadelphia, Pa. 19107. Tel: (215) KI 6-6706. Pres.: Anthony A. Martino; VP & Gen. Mgr.: John Bond; Promo. & PR: Mike Goffredo.

Boney, see Jim Hall.

Bonfire, see Jay Jay.

Bonnie, see Jim Hall.

Book, see Ron Recs.

Book-Records Assocs., 157 W. 57 St., New York, N.Y. 10019. Tel: (212) CO 5-6585. Dir. & Prod'r: Ben Arrigo.  
**Label:** Book Records.

Books & Periodicals Inc., 641 Lexington Ave., New York, N.Y. 10022. Tel: (212) 935-6180. Pres.: Fred C. Breisemeister.  
**Label:** Voices of History.

Boone Recs. Inc., 119 Two Mile Pike, Goodlettsville, Tenn. 37072. Tel: (615) 859-1310. Gen. Mgr.: Hal Smith.  
**Cartridge 8-tr.:** Licensed to GRT.

Bora Bora, see Pacific Islands.

Bornand Music Box Rec. Co., 139 Fourth Ave., Pelham, N.Y. 10803. Tel: (914) PE 8-1506. Pres.: R. C. Bornand; Sec'y: M. Swazey.

Bos, see Way-Out.

Boss City Recs., 69 Ward Pl., Hartford, Conn. 06106. Tel: (203) 278-0782. Exec. Prod'r: Jerry Boss; VP & PR: Peter Cram; VP Tape: Jim Blain; A&R: Michael Hayden; Adv.: Ray Simpson; East Coast Promo.: Paul Molinari.  
**Branch:** Manchester, Conn., 166 Center St. Zip: 06040. Tel: (203) 643-7614.  
**Labels:** Boss City, Boss Country.

Boss Country, see Boss City.

Bosstown, see Marvel.

Boundogo Phonographics, 232 Palm Dr., Hermosa Beach, Calif. 90254. Tel: (213) 376-3897. Cable: BOPHO. Chms.: David A. Pelletier, Calvin D. Kennedy; Gen. Mgr.: Calvin D. Kennedy. Ass't Gen. Mgr.: Arnold D. Burke.  
**Branch:** New York, N.Y., 235 E. 49 St. Zip: 10017. Tel: (212) EL 5-4434.  
 East Coast VP: Stephen Buckley.  
**Labels:** Boundogo, Lanes End.

Bounty, N.Y., see Elektra.

Bounty, Ohio, see Boddie.

Bowery Recs., PO Box 713, Del Mar, Calif. 92014. Tel: (714) 755-2156. Owner: Oliver H. Williamson. (Distributed by Artists Life).

Box, see Glenn.

Boyd Recs., 2609 NW 36 St., Oklahoma City, Okla. 73112. Tel: (405) 942-0462. Owner: Bobby Boyd.  
**Labels:** Boyd, Saguaro.

Brandin, see Champ Recs., Calif.

Bravo, see Viva & MCA, Decca Div.

Brazos, see Sabre.

Bright Orange, see Kent-Modern.

Britam Recs., 245 Fifth Ave., New York, N.Y. 10016. Tel: (212) 679-2336. Cable: TIARA. Pres.: Irwin J. Breslauer.

Britania, see Abnak.

Brite Leaf, see London.

Britestar, RR 2, Wadesville, Ind. 47638. Pres.: Red Wiseman; Gen. Mgr. & A&R: Ray Guyce.  
**Int'l rep.:** UK (Greenbuck Dist.).

Brite-Star Promos., 728 16 Ave. S., Nashville, Tenn. 37203. Tel: (615) 244-4064. Gen. Mgr.: Wally Carter; Sales & Mktg., Tape & Int'l: Jack Green; Pub. & Adv.: Judy Parker; Promo. Dir.: Tex Clark.  
**Labels:** Brite-Star, Bryte, Elgin, Roy.  
**Cartridge 8-tr. & cassette:** Brite-Star, Bryte, Elgin, Roy self-mfd. (SEE ADVERTISE-  
 MENT)

British Main, see Three Star.

Broadcast, see Tornado, N.C.

Broadside, see Pioneer.

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.

Bronco, see Carlton.

Bronjo, see Met Richmond.

Bronze, see Lynn's.

Brother Recs. Inc., 1654 N. Ivar, Hollywood, Calif. 90028. Tel: (213) 461-3661. Chief Admin'r: Nicholas Grillo; Prod'n & Promo. Dir.: Frederick S. Vail.  
**Branch:** Flushing, N.Y., 73-12 187 St. Zip: 11366. Tel: (212) GL 4-2585. East Coast Opns. Dir.: Frank Grillo.  
**Label:** Brother.

Bru-Clu, see Genuine.

Bruno Hi-Fi Recs., PO Box 365, Wilton, Conn. 06897. Tel: (203) 847-2311. Pres.: Bruno G. Ronty.  
**Labels:** Bruno Hi-Fi, Colosseum.

Brunswick Rec. Corp., 888 Seventh Ave., New York, N.Y. 10019. Pres.: Nat Tarnopol; VP Sales & Mktg.: Harold Komisar; Sec'y-Treas.: Irving Wiegan.  
**Branches:** Hollywood, Calif., 7033 Sunset Blvd. Zip: 90028. Tel: (213) 469-3148. VP Promo.: Pete Garris—Chicago, Ill., 1449 S. Michigan Ave. Zip: 60605. Tel: (312) 427-0828. VP A&R: Carl Davis.  
**Labels:** Brunswick, BRC; Dakar (distributed by Atlantic, Cotillion Div.).

Brussel Sprout, see Quality Rec'd Sound.

Bryte, see Brite-Star.

Buddah/Kama Sutra Recs. Inc. (div. of Viewlex Inc.), 1650 Broadway, New York, N.Y. 10019. Tel: (212) 582-6900. Pres.: Artie Ripp; Pres. & Int'l Dir.: Philip A. Steinberg; Exec. VP: Arthur Kass; VP & Gen. Mgr.: Neil Bogart; VP & R&B Promo. Dir.: Cecil Holmes; Kama Sutra A&R Dir.: Richard Robinson; Nat'l Promo Dir.: Jerry Sharell; LP Sales & Promo. Dir.: Joe Fields; Ass't Sales Mgr.: Jean Montgomery; Artist Relations Dir.: Ron Weisner.  
**Branches:** Hollywood, Calif., 6515 Sunset Blvd., Suite 206. Zip: 90028. Tel: (213) 462-3231. Opns. Mgr.: Abe Glaser—Atlanta, Ga., PO Box 3205. Zip: 31702. Tel: (404) 875-2972. Opns. Mgr.: Johnny Lloyd—Chicago, Ill., c/o London Dist., 6363 Grosse Pointe, Niles 60648. Tel: (312) 647-0410. Opns. Mgr.: Jack Hakim.  
**Labels:** (Owned) Buddah, Kama Sutra, Cobblestone; (distributed) Curtom, Eleuthera, Hot Wax, National General, Pace, Smobro, Super K, Sussex, T Neck, Thomas, United Talent.  
**Cartridge 4-tr., 8-tr., cassette & open reel:** Buddah, Cobblestone, Curtom, Kama Sutra, Pace, Smobro, Super K, T-Neck, Thomas, United Talent licensed to Ampex.  
**Int'l reps.:** (Buddah, Kama Sutra, Cobblestone, Curtom, Pace, Thomas, Smobro): Argentina (Phonogram), Australia (Phonogram), Austria (Polyphom), Brazil (Companhia Brasileira de Discos), Canada (Quality), Chile (Philips), Colombia (Philips), Costa Rica (INDICA), Denmark (Nordisk), Finland (Finlay), Germany (DGG), Greece (Helladic), Hong Kong (Polydor), Israel (Unatex), Italy (Ri-Fi), Jamaica (Dynamic), Japan (Nippon), Lebanon (Philips), Mexico (DUSA), New Zealand (Philips), Norway (Nor-Disc), Peru (Virrey), Philippines (Mareco), Portugal (Philips), Singapore (Phonogram), Spain (Fonogram), Sweden (Karussell), Switzerland (Polydor), UK (Polydor), Uruguay (Clave), Venezuela (Polydor); (Buddah, Cobblestone, Curtom, Pace, Thomas, Smobro): Belgium (Barclay), France (Barclay), Netherlands (Barclay), South Africa (Gallo); (Kama Sutra only): Belgium (Polydor), France (Polydor), Netherlands (Polydor), South Africa (Trutone).

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.

Buff, Delevan, N.Y. 14042. Tel: (716) 492-2623. Pres.: Art Dedrick.

Buffy, see Apco.

Buluu, see ABC, Dunhill Div.

Burbank (Belgium), see BCA.

Burchten, see Style.

Burdette, see Jerden.

Burland, see Cab.

Burundi, see Worthy.

Buttercup, see JDM.

Button, see Audiofax.

Buzztown, see Fuzzwart.

Byron Recs., PO Box 261, 108 Summit Oaks, San Marcos, Tex. 78666. Tel: (512) 392-5910. Pres.: Byron E. Barber; Exec. Prod'r: Rich Boehm.

C

C A V U Recs., PO Box 404, North Grafton, Mass. 01536. Tel: (617) 757-7194. Pres.: Kenneth W. Carlson.  
**Labels:** CAVU (Ceiling & Visibility Unlimited), Gun, Satyagraha.

C B G, PO Box 666, Montebello, Calif. 90640. Tel: (213) 728-7553. Pres.: Charles B. Gallegos.

C B S Recs., 51 W. 52 St., New York, N.Y. 10019. Tel: (212) 765-4321. Cable: COLRECORD. Pres.: Clive J. Davis; Admin. VP: Walter L. Dean; VP Mktg.: Wornall F. Farr; VP Opns.: Albert B. Earl; Sales & Dist'n Dir.: Stan Snyder; Sales Admin. & Dist'n Dir.: Warner Pagliara; Nat'l Promo Dir.: Ronald Alexenburg; Special Prod'n Sales & Dist'n Dir.: George Novak; Nat'l Sales Mgr. Columbia Pre-recorded Tape: Mel Price; Masterwork Audio Prod. Sales Dir.: Shelly Rudin.  
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**Columbia Div. (Columbia, CBS, Odyssey, Harmony, Date):** VP A&R: Jack Gold; VP Mds.: Bruce Lundvall; Masterworks A&R Dir.: John T. McClure; C&W A&R Prod'r: Billy Sherrill; Press & Public Info.: Robert S. Altshuler; Nat'l Promo. Dir.: Ronald Alexenburg; Ass't Nat'l Promo. Dir.: Stephen Popovich; Audio Prods. & Accessories Dir.: Milton Selkowitz.  
**Epic Div. (Epic, Okeh, Barnaby, Gazette, Fillmore, Kinetic):** VP Sales & Dist'n: Maurice L. Hoffman; Admin. Mgr.: Michael McCormack; A&R Dir.: Larry Cohn; A&R Prod'rs:

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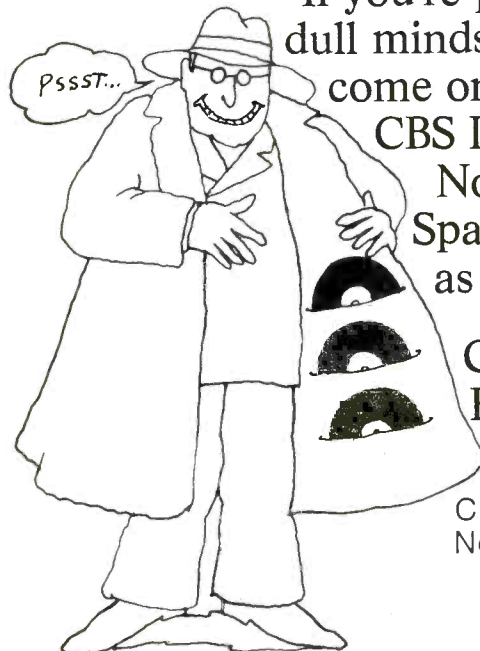
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C C C, see Infal.

C F, see Custom Fidelity.

C G C Recs. (div. of The Crewe Group of Cos.), 1841 Broadway, New York, N.Y. 10023. Tel: (212) CI 5-3535. Bd. Chm. The Crewe Group of Cos.: Robert S. Crewe; Pres.: Rocco Sacromone; VP & Nat'l Promo. Dir.: Tom Rogan; VP Sales: Juggy Gales. Labels: (Owned) Crewe, Generation, Maxwell; (distributed) Challenge. Cartridge 8-tr., cassette & open reel: Crewe licensed to GRT. (SEE ADVERTISEMENT)

C G H Rec'g Ltd., PO Box 1173, Radio City Sta., New York, N.Y. 10019. Pres.: Vernon Huff; VP: Willie Gaskins; Sec'y-Treas.: Thomas Coleman. Label: CGH.

C I M Recs., 1891 Bonanza, Walnut Creek, Calif. 94596. Tel: (415) 933-9820. Owner: Clarence Iverson; Mgr.: Genevieve Doherty.

C J Recs., 4827 S. Prairie Ave., Chicago, Ill. 60615. Tel: (312) AT 5-1616. Pres.: Carl Jones. Labels: CJ, Colt, Firma (distributed by Jody, N.Y.).

C L B Archive, see CLB.

C L B Ents., 1585 Hurd Rd., Monroe, Mich. 48161. Tel: (313) 242-7942. Pres.: Thomas M. Conner; Sales, Pub., Adv. & Promo. Dir.: Donald Spriggs. Labels: CLB, CLB Archive.

C M C Recs. & Tapes, 1201 Research Blvd., St. Louis, Mo. 63132. Tel: (314) 997-0016. Tape Div. Mgr.: Robert F. Philpot. Cartridge 4-tr., 8-tr. & cassette: Self-mfd.

C M N, see Country Music Nashville.

C M S Recs. Inc., 14 Warren St., New York, N.Y. 10007. Tel: (212) WO 4-3380. Pres.: Irving Tepper; Sec'y-Treas.: Leon Golovner.

C 'n W, see National.

C O R I, see Continental Rec'gs Inc.

C P R, see Lou-Neita.

C-R-Co., see Cherokee Album.

C R I, see Composer Rec'gs Inc.

CR3, see Creative Artists.

CUR, see Commonwealth United.

Cab Recs., 975 Prospect Ave., Bronx, N.Y. 10459. Tel: (212) KI 2-4646/4793. Mgr.: Camille E. Hodge. Labels: Burland, Cab, Camille, Sugar. Cactus, Neb., see Jim Hall. Cactus Recs., 1894 Linton Rd., Lexington, Ky. 40505. Tel: (606) 299-2346. Pres.: Nolan Puckett. Labels: Cactus, Stripe. Cadet, Ill., see Chess. Cadet, PO Box 36, Burnett, Wis. 53922. Tel: (414) 689-2215. Pres.: Don Peachey. Cadet/Concept, see Chess. Cadillac Rec. Co., 5966 Lakeview, Detroit, Mich. 48213. Tel: (313) 822-0578. Mgr.: Graham Prince. Caedmon Recs. Inc., 505 Eighth Ave., New York, N.Y. 10018. Tel: (212) 594-3122. Pres. & A&R:

Marianne Mantell; Int'l Pres. & A&R: Barbara Holdridge. Labels: Caedmon, Shakespeare Rec'g Society, Theatre Rec'g Society. Cartridge 8-tr., cassette, & open reel: Caedmon (Includes Shakespeare Rec'g Society, Theatre Rec'g Society) self-mfd. Cafe, see Garrawak. Caldwell, see Jamie/Guyden. Calico, see Laurie. California, Fresno, see California Artists. California, Los Angeles, see Contemporary Recs. Inc. California Artists Corp., PO Box 3374, Fresno, Calif. 93706. Tel: (209) 266-9570. Pres.: Ray Camacho; Promo. & Dist'n: Leo Gonzales; Sec'y-Treas.: Martina Callas. Branch: El Paso, Tex., 520 Ben Swain Dr. Zip: 79915. Tel: (916) PR 2-4950. VP: Bob Reyes; Promo. & Dist'n: Louie Arealvo. Labels: California Artists Corp., California, RCP (Ray Camacho Presents). Calla Recs. Inc., 17 W. 60 St., New York, N.Y. 10023. Tel: (212) 757-9880. Pres.: Nate McCalla; Pub.: Marty Hoffman; Promo.: Red Schwartz, Rocky G; Tape: Miss Billie Dobson. Labels: (Owned) Calla (distributed by Roulette), Moonshot; (distributed) LoLo. Int'l reps.: Brazil (Top Tape Musica), West Indies (Jamaica), France (Vogue), Italy (Saint Martin), Netherlands (CNR), Spain (Compania Fonografica). Call Me, see Malynn. Callen, see Style. Caltex, see Apco. Camaro, PO Box 11522, 3373 Park Ave., Memphis, Tenn. 38111. Tel: (901) 324-6786. Pres. & A&R: Style Wooten. Labels: Camaro (distributed by Douglas, Kan.), Montego Park Grand, Pee Gee, Pretty Girl, Torino. Cambridge Recs. Inc., 473 Washington St., Wellesley, Mass. 02181. Tel: (617) 235-3557. Pres.: Charles P. Fisher; Promo. Rep.: Larry Sockell. Camden, see RCA. Camille, see Cab. Campe, see Parnaso. Campus, see Kaydan. Campus Artists Recs. Ltd., 200 W. 57 St., New York, N.Y. 10019. Tel: (212) 245-0467. Pres.: Gene Frank. Canaan, see Word. Canadian American, see Dawn Prod'ns. Canalstown, 239 E. Main, Palmyra, N.Y. 14522. Tel: (315) 597-5003. Owner: Gerald L. Griffin; Sales & Mktg.: Connie Griffin. Canary, see Canary-Yellow Bird. Canary-Yellow Bird Recs. Co., 1108 Davis, Redwood City, Calif. 94061. Tel: (415) 369-5629. Pres.: Earl Miles. Branch: Nashville, Tenn. PO Box 2192, 850 Glastonbury. Zip: 37214. Tel: (615) 254-0832. Candide, see Vox Prod'ns. Candy Recs., 1410 Della, Texarkana, Tex. 75501. Tel: (214) 792-3454. Pres.: Candace Hagler; VP: Kenneth Hagler. Cantemos Recs., PO Box 246, Taos, N.M. 87571. Owner: Jeannette Vincent. Cantophone Institute, 140 W. 55 St., New York, N.Y. 10019. Tel: (212) CI 5-1586. Dir.: George Kaufmann. Label: Cantophone: Great Masters School of Voice. Canyon Indian Recs., 6050 N. Third St., Phoenix, Ariz. 85012. Tel: (602) 266-4823. Co-Owner: Raymond Boley; Co-Owner & Mgr.: Mary E. Boley. Canyon Recs. Inc., 1242 N. Highland Ave., Hollywood, Calif. 90038. Tel: (213) 469-8317. Pres.: Wally Roker; VP: Remy Roker; Gen. Mgr.: Cecil Brissette; East Coast Promo. Mgr.: Ron Andrews; West Coast Promo. Mgr.: Fred Rector; Sales Mgr.: Dick Bowman. Labels: Canyon, Dispo, Famous, Maple, Pride, Soul Clock. Cartridge 8-tr., cassette & open reel: Licensed to Ampex. (SEE ADVERTISEMENT) Capa Master Rec'g Co., PO Box 5777, Saraland, Ala. 36571; 283 Magnolia Ave., Satsuma, Ala. 36572. Tel: (205) 675-0701, 457-8631. Pres., Sales, Mktg. & Int'l Dir.: James A. Whiting; A&R Dir.: Ray Smith; Pub. Dir.: Winnie B. Garris; Adv. & Promo. Dir.: Anne J. Whiting. Labels: (Owned) Acca, Capa; (distributed) Rickarby. Int'l reps.: Australia (Woomera), UK (EMI). CapCity Recs. Corp., La Salle Bldg., Suite 707, 1028 Connecticut Ave. NW, Washington, D.C. 20036. Tel: (202) 296-5585. Pres.: Foster Johnson Jr. Labels: CapCity, Part III. Capitol Recs. Inc., 1750 N. Vine St., Hollywood, Calif. 90028. Tel: (213) 462-6252. Cable: CAPRECORDS. Pres. Capitol Recs.: Sal Iannucci; Pres. Capitol Inds.: Stan Gortikov; VP & Gen. Mgr. Capitol Recs. Dist'g Corp.: Don England; VP & Ass't to Pres.: Brown Merges; VP Pop A&R: Karl Engemann; Classical A&R Dir.: Robert Myers; VP Mktg.: Oris Beucler. Branch: New York, N.Y., 1290 Ave. of the Americas. Zip: 10019. Tel: (212) PL 7-7470. VP Eastern Opns.: Dick Asher. Int'l branches: Canada, Mexico. Labels: (Owned) Capitol, Angel, Melodiya/Angel, Seraphim, Cap-Latino; (distributed)

Apple, Crazy Horse, Fame, Harvest (UK), Invictus, KEF, 1-2-3, Zapple. Cartridge 8-tr.: Capitol, Angel, Melodiya/Angel, Apple, Harvest, Fame self-mfd. Cartridge 4-tr.: Capitol, Angel, Apple self-mfd. Cassette: Same as 8-tr. Open reel: Capitol, Angel, Apple self-mfd. Int'l reps.: Argentina (EMI), Australia (EMI), Austria (Columbia), Belgium (Gramophone), Bolivia (Discolandia Dueri), Brazil (EMI), Chile (EMI), Colombia (Codiscos), Denmark (EMI), Finland (EMI), France (LIME, Pathe-Marconi), Germany (Electrola), Greece (Columbia) Hong Kong (EMI), India (Gramophone), Ireland (EMI), Israel (Palestine Orient), Italy (EMI), Japan (Toshiba), Lebanon (EMI), Netherlands (Bove-ma), 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), UK (EMI), Uruguay (Ricardo y Rodolfo Gioscia), Venezuela (Siemens). Note: The classical material released in USA 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), UK (British Columbia, HMV, Parlophone). Cap-Latino, see Capitol. Caprice, 1619 Broadway, Suite 615, New York, N.Y. 10019. Tel: (212) CI 5-1249. Contacts: Frank Stanton, Andy Badale. Capricorn, Calif., see Rhythms Prod'ns. Capricorn Recs., 548 Broadway, Macon, Ga. 31208. Tel: (912) 745-8511. Captain, see Golden State. Carapan Prod'ns Inc., 4615 Petit Ave., Encino, Calif. 91316. Tel: (213) 363-9547. Pres.: Stanley Z. Daniels; VP: Milton Gruber. Label: Carapan. Int'l rep.: Canada (Phonodisc). Carbooks, see The Smith Studio. Cardinal, see Vanguard Rec'g Society. Carillon Recs. Inc., 520 Fifth Ave., New York, N.Y. 10036. Tel: (212) MU 2-5844. Pres., Sales & Mktg.: Jack W. Meyerson; VP: Elliott Kone. Carisch, see Regalia. Carla, see Atlantic, Atco Div. Carpix, see United Int'l. Carnival, Ind., see Emerald. Carnival Recs. Corp., 24 Branford Pl., Newark, N.J. 07102. Pres. & Tape Mgr.: Joseph J. Evans; Sales & Mktg.: Louise E. Fleming. Labels: Carnival, Chadwick. Cartridge 4-tr., 8-tr., cassette & open reel: Carnival licensed to Livingston Audio Prods. Carole, see GNP Crescendo. Carolina, see Elvitrue. Carousel Prod'ns Inc., 2501 Chase St., Denver, Colo. 80212. Tel: (303) 238-1229. Pres.: Don Weyand; VP: Buddy Greene; A&R: Buddy Greene, Maryruth Weyand; Nat'l Sales Dir.: Mike Eckert. Label: Cartay. Car-o-van Recs., 21 Croydon Ln., Oak Brook, Ill. 60521. Tel: (312) 325-6555. Pres.: John W. Ford. Carriage Recs., 2702 Fairfield Ave., Fort Wayne, Ind. 46807. Tel: (219) 456-1903. Gen. Mgr.: R. A. Steinke; Sales Mgr.: Alan Honour. Carrie Recs., PO Box 1368, Nashville, Tenn. 37202. Cartay, see Carousel. Cartwheel Recs., 621 Spring St., Gainesville, Ga. 30501. Tel: (404) 532-4091. Pres.: Lonnie Pope; Promo. Mgr.: Fred Waugh. Carvier, see Met Richmond. Casa Grande Recs., PO Box 113, 6 Carter Pl., Woburn, Mass. 01801. Tel: (617) 933-1474. Cable: CASA-GR. Owner & Gen. Mgr.: Frank P. Pappalardo; A&R, Promo. & Tape: Frank Paul; PR: Jeanne McCarthy; Sales & Mktg.: Rita Daniels; Pub. & Adv.: Joseph J. Pappalardo. Labels: Casa Grande, Don-Mar, Shawmut. Casa Prod'ns, 119 Somerset St., Trenton, N.J. 08638. Tel: (609) 394-9420. Pres., Sales & Mktg. & Promo.: Jerry Billups; VP: Frank Bendinelli; A&R: Jackie Blackmon; Pub.: Robert Percell; Adv.: Marry Ann Todd. Branch: New York, N.Y., 476 Broadway. Zip: 10013. Tel: (212) 674-6300. Gen. Mgr.: J. D. Jefferson. Labels: Ben-Lee, Chance, Jackie & Handy, Jerry, San-trop. Casark, see Georden. Cascade Sound, see Super Cities. Casev Recs., 1007 Isabel St., Los Angeles, Calif. 90065. Tel: (213) 221-3423. Cable: MUOCA. Owner: Hotso Casey; Mgr.: L.J. Casey. Cass, see Double U. Castle (Canada), see BCA. Cathay Recs., 615 Delta Way, Watsonville, Calif. 95076. Tel: (408) 722-4376. Pres. & Gen. Mgr.: Kathy Whitney. Caution, see Ken Keene. Cave, see Cavern Sound. Cavern Sound Corp., 16400 E. Truman Rd., Independence, Mo. 64050. Tel: (816) 234-5600. Pres.: Gerald W. Riegler; Gen. Mgr., Promo.

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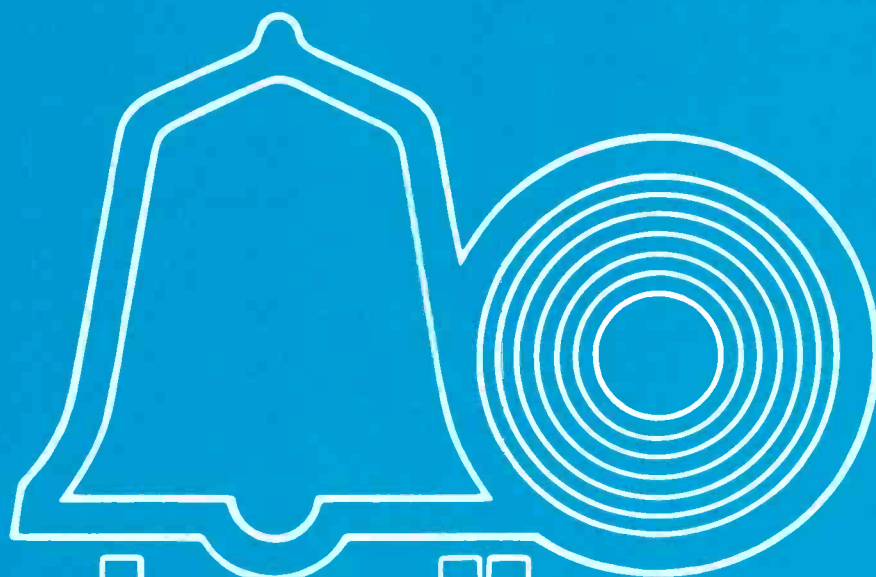
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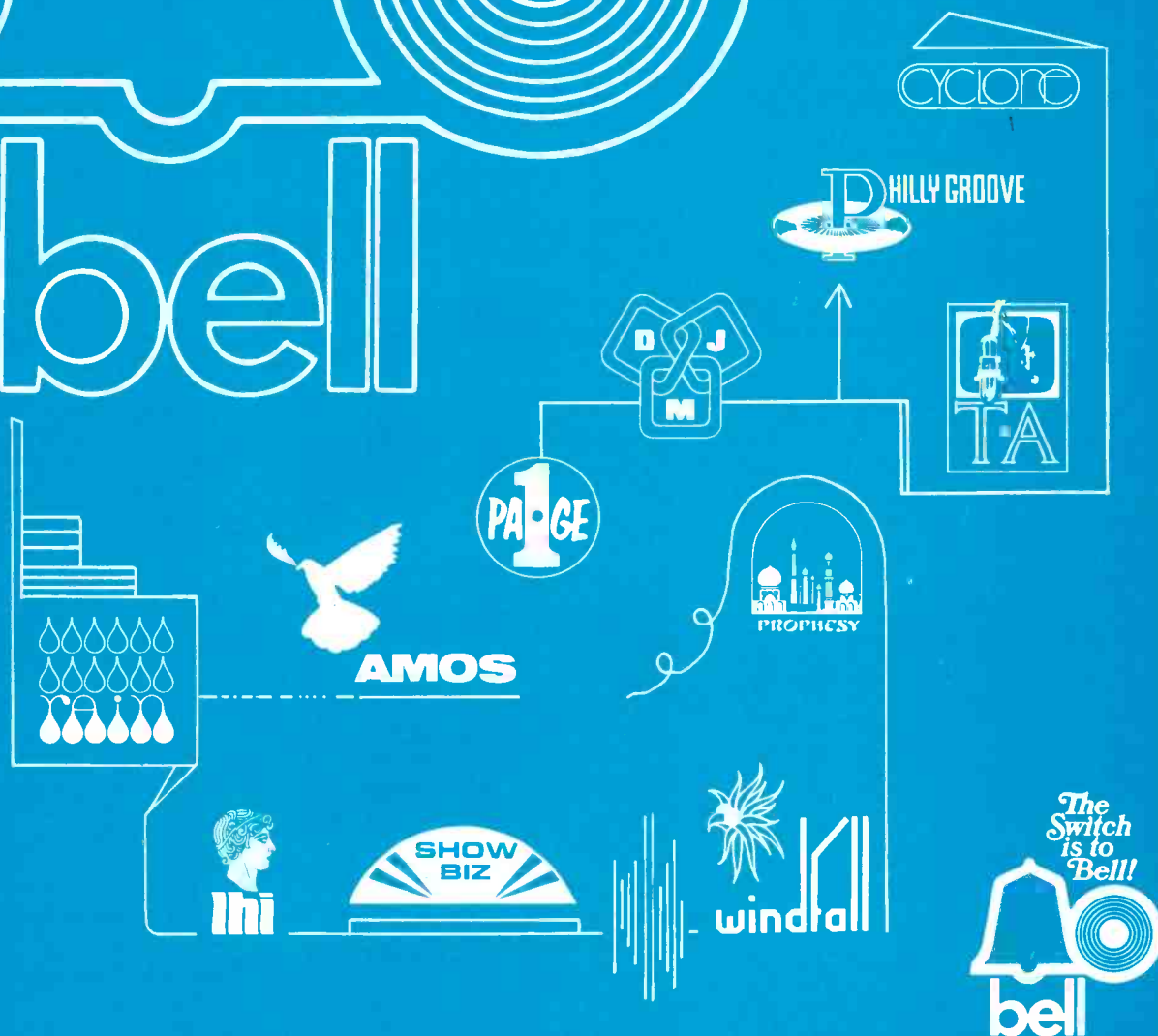
- & Int'l: John Pearson; Pop A&R: John Hatton; Classical A&R: James Rothwell; Mktg. Dir. & Tape: John H. Moudy; PR Dir.: Charles Lewis; Adv. Dir.: Joseph Good.  
Labels: Cave, Cavern, Celebre, Pearce.
- Caytronics Corp., 240 Madison Ave., New York, N.Y. 10016. Tel: (212) 889-0044. Pres.: Joe Cayre; VP: Lee Schapiro; Adv. Dir.: Ted Dombal.
- Celebre, see Cavern Sound.  
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Celest, 855 Majestic Ave., Norfolk, Va. 23504. Tel: (703) 627-4037. Owner, Sales & Mktg.: Ralph B. Brickers Jr.; Pop A&R: Ralph Marteen; Classical A&R: Phillip Butts; Pub.: Pedro Brickers; Adv.: Tomas T. Brickers. Labels: Celest, Ralcel.
- 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. & A&R Prod'r: Ven Pitoni; Sales, Mktg., Pub. & Promo Mgr.: Marv Steffey; Adv.: Dennis Majzak.  
Labels: Centaur, Jingles, Sea-King, Twinkie.  
Int'l rep.: New Zealand (Peak).
- Center City, see McKinnon.  
Century, Calif., see Keyser-Century.  
Century City Recs. (div. of Century City Music), 1801 Ave. of the Stars, Los Angeles, Calif. 90067. Tel: (213) 553-3037. Pres.: Norman Skolnik; A&R: Jerry Dumas; Prod'n Co-ord.: Ricki Corey.  
Century Rec. Mfg., 2 Portland St., Holyoke, Mass. 01040. Tel: (413) 533-3302. Pres.: Earl A. Fortin.  
Century Recs., N.Y., see Mark Educational Rec'gs.  
Century 21, see Sylvania & Trend Int'l. (SEE ADVERTISEMENT)
- Certron Corp. Music Div., 1226 16 Ave. S., Nashville, Tenn. 37212. Tel: (615) 383-5137. Dir.: Aubrey Mayhew; Admin. Ass't: Carol King; A&R Dir.: Merv Shiner; Nat'l Sales Mgr.: Herb Dale; Ass't Sales Mgr.: Dale Morris; PR & Pub. Dir.: David Ward; Nat'l Promo. Mgr.: Jeff Clark; Int'l Dir.: Johnny Camacho.  
Branches: Tempe, Ariz., 1710 S. McClintock. Zip: 85281. Tel: (602) 968-0641. Regional Dir.: Gene Goodwin—Los Angeles, Calif., 237 W. Pico Blvd. Zip: 90006. Tel: (213) 380-1711. Regional Dir.: Marty Shaw; Opns. Mgr.: Dan Hess—San Antonio, Tex., 600 W. Evergreen. Zip: 78212. Tel: (512) 225-5881. Opns. Mgr.: Charlie Cole; Nat'l Accounts Exec.: Gene Tilley.  
Labels: Certron (includes some material previously released on Diamond), Certron Int'l, Vivid Sounds, ARV, Bronco, Discos Ventura, Falcon, Sunslow.  
Cartridge 8-tr.: Certron, Vivid Sounds, Vivid Country Sounds Sunslow self-mfd. Falcon self-mfd. & available on GRT.  
Cartridge 4-tr.: Falcon, Sunslow self-mfd.  
Cassette: Certron, Vivid Sounds, Vivid Country Sounds, Falcon, Sunslow self-mfd.  
Open reel: Certron, Vivid Sounds, Falcon, Sunslow self-mfd.
- Cetra Opera Series, see Everest.  
Chadwick, see Carnival, N. J.  
Chalet Rec. Co. Inc., 812 16 Ave. S., Nashville, Tenn. 37203. Tel: (615) 244-8978. Pres.: Bobby Bobo.
- 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 (distributed by CGC), L.J. Cartridge 8-tr. & cassette: Challenge licensed to GRT.  
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 Rec'g Co. of Nashville & Johnson City, 1807 Indian Ridge Rd., Johnson City, Tenn. 37601. Tel: (615) 928-2281. Gen. Mgr., C&W A&R Dir., Adv. Mgr.: Jim Stanton; Gospel A&R Dir.: Henry Noe; Pop A&R: Al Laverne; Sales & Mktg.: Paul McClain; Pub. & Promo. Mgr.: Bob Mattox.  
Branch: Nashville, Tenn., 1709 Church St. Zip: 37203. Tel: (615) 865-9104. A&R Dir.: Dave Mathes.  
Labels: Champ, Folk-Star, Rich-R-Tone, Skyland.  
Champ Recs., 5113 Fifth Ave., Los Angeles, Calif. 90043. Tel: (213) 295-6071. Contact: Ann Lacoste.  
Labels: Brandin, Champ.  
Chance, see Casa Prod'ns.  
Chancellor Recs. Inc., 116 Central Park South, New York, N.Y. 10019. Tel: (212) CI 6-3B11. Mgr.: Stanley Polley.  
Changes, see Arholie.
- Chanson Recs., 410 N. First St., Pulaski, Tenn. 38478. Tel: (615) 363-1780/3309. Pres.: James Brown; VP & Promo.: Mel Harrison; A&R Dir.: Howard Collins; PR: Anne M. Brown.  
Branch: Toledo, Ohio, PO Box 3032. Zip: 43607. Tel: (419) 478-2771.  
Labels: Chanson, JBP, Tee Vee.
- Chantain, see Unity Rec. Co.  
Chante Recs., 10 W. Camden Ave., Moorestown, N.J. 08057. Tel: (609) BE 5-9699. Pres.: Louis Alfieri; A&R: Charles Pinto.  
Chapter 1, see London.  
Chariot Recs. Inc., 4426 Wynn Rd., Baltimore, Md. 21236. Tel: (301) 661-6844. Pres.: Jonas Cash; VP: Brent Gordon.  
The Chariots, see Gospel Prod'ns.  
Charles, see Genuine.  
Char-Mac Ltd., 2315 S. Boulevard, Charlotte, N.C. 28203. Tel: (704) 377-4596. Pres.: William O. McSwain; VP: Paul A. Scoggins.  
Label: Roga.
- Chart Recs. Inc., (sub. of Audio Fidelity Recs. Inc.), 806 16 Ave. S., Nashville, Tenn. 37203. Tel: (615) 254-7708. Pres.: B. L. Williamson; A&R: Cliff Williamson; Sales & Promo.: Joe Gibson.  
Labels: Chart, Musictown.  
Cartridge 8-tr.: Licensed to Ampex, GRT & Muntz.  
Cartridge 4-tr.: Licensed to Ampex & Muntz.  
Cassette: Licensed to Ampex, GRT, Mercury & Muntz.  
Open reel: Licensed to Ampex.
- Chateau Disques (France), see BCA.  
Chattahoochee, 9165 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 275-5021. Pres.: Ruth Conte.  
Chavez Prod'ns, 1200 Ohio Ave., Modesto, Calif. 95351. Tel: (209) 529-4972. Pres.: Tony Chavez; PR: Jack E. George.  
Label: Chavez.  
Checker, see Chess.  
Chelsea Rec. Corp. of America, 289 Third Ave., New York, N.Y. 10010. Tel: (212) OR 9-5089. Pres.: Frank Allen; VP Sales & Mktg.: Michael Orofino.
- Cheneyville, see Rockin Lonnie.  
Cherokee Album Corp., PO Box 292, Fairmount, Ga. 30139. Tel: (404) 337-2510. Pres. & A&R Dir.: John Carter; VP: Jason Wayne; Mktg. Mgr.: Daniel Waltchack; Promo. Mgr.: Cheryl Carter; Tape Sales Mgr.: Steven Phillips.  
Branches: Atlanta, Ga., PO Box 19533. Zip: 30325. VP: Jason Wayne; Ass't VP: John Jay Marshall Jr.—Cartersville, Ga., PO Box 190. Zip: 30120. Tel: (404) 382-3000—Newport, Tenn., PO Box 27. Zip: 37821.  
Labels: (Owned) Jay-Cher, Bible Sound, Bible-tone, Jayla, C-R-Co, Payle, Agency; (distributed) Cherokeeand, M-C-M Prod'ns, Al-Jean, Neale, Airloom, Bl-U.
- Cherokeeland, see Cherokee Album.  
Chess Prod'g Co. (a GRT Rec. Group Co., div. of GRT Corp.), 1301 Ave. of the Americas, New York, N.Y. 10019. Tel: (212) 245-7100. Exec. VP: Richie Salvado; Mktg. Dir.: Arnold Orleans; Mdsq. & Adv. Dir.: Dick La Palm; Promo. Dir.: Chester Simmons.  
Branches: Los Angeles, Calif., 9000 Sunset Blvd. Zip: 90069. Tel: (213) 278-7380. Western Regional Sales Mgr.: Jack Nelson—Chicago, Ill., 320 E. 21 St. Zip: 60616. Tel: (312) 225-8802. Exec. A&R Prod'r: Ralph Bass; Midwest Regional Sales Mgr.: Hal Gold.  
Labels: (Owned) Chess, Checker, Cadet, Cadet/Concept; (distributed) Neptune, Head, Increase.  
Cartridge 8-tr., cassette & open reel: Chess, Checker, Cadet, Cadet/Concept licensed to GRT.  
Int'l reps.: Argentina (Microfon), Australia (Australian Rec.), Belgium (Barclay), Brazil (Fermata), Canada (GRT), France (Barclay), Germany (DGG), Greece (Georgios Orphanidis), Hong Kong (Cosdel), Israel (Hataklit), Italy (Durium), Jamaica (Dynamic Sounds), Japan (Cosdel), Mexico (Gamma), Netherlands (Polydor), Scandinavia (Sonet in Sweden), Singapore (Cosdel), South Africa (Teal), Spain (Hisvovox), Switzerland (Barclay), Venezuela (Venevox).
- Chestnut, see Don-El.  
Chevell, see Sound Track.  
Chicago, see Apco & Bel-Aire.  
Chicago Sound, see Torrid Rec. Prod'ns.  
Chicano, see Discotape Int'l.  
Chico, see Betancourt Ent's.  
Chicory, see Claridge.  
Chief Recs., 1697 Broadway, New York, N.Y. 10019. Pres.: Ellis T. McNeill.  
Labels: Chief, Eagle.
- Children's Rec. Guild, see The Franson Corp.  
Chips Rec. Inc., 827 Thomas St., Memphis, Tenn. 38107. Tel: (901) 526-3935/0409. Pres. & A&R: Chips Moman; Exec. VP, Pub. & Adv.: Marty Lacker.  
Int'l rep.: Worldwide (Copyright Serv. Bureau in USA).
- Chisa, see Motown.  
Chivalry Prod'ns Inc., 1800 Beacon, D-2, Saginaw, Mich. 48602. Tel: (517) 799-6165. Pres.: J. S. Leach.  
Label: Chivalry.  
Christian Faith, see Skylite-Sing.  
Christian Folk, see Skylite-Sing.  
Christophorus, see Apon.  
Chroma, 7-11 E. Genesee St., Auburn, N.Y. 13021. Tel: (315) 253-5380. Owners: Frank Mucedola, Fred G. Mammoliti.
- Chuckie, 612 Dalies Ave., Belen, N.M. 87002. Tel: (505) 864-7178. Mobile Tel: 765-7626. Pres., A&R, Pub., Adv. & Promo.: Richie Johnson; VP: S. Licht.  
Clytown, see JermA.  
Cincinnati, see Adco.  
Cinema, see Horizon Recs. Corp.  
Circle, see Jatzology.  
Circle E Prod'ns Inc., 1130 Bennett St., Marion, Ohio 43302. Tel: (614) 382-1237. Pres.: Frank Humphreys; VP: Larry Edwards; A&R: Chilly Edwards; Sales Mgr.: William Edwards.  
Branch: Phoenix, Ariz., 4223 N. 50 Dr. Zip: 85031. Tel: (602) 278-6610. Mgr.: Tom Short; Dist'g Mgr.: Minnie Crump.
- Circus, see Audiofax.  
Citadelle, see Art Recs.  
Clafion, see Hollybrooke.  
Claridge Music Group, 6362 Hollywood Blvd., Suite 306, Hollywood, Calif. 90028. Tel: (213) 469-8149. Pres.: Frank C. Slay Jr.; Gen. Mgr.: J. C. Phillips; Nat'l Promo.: Dennis Ganim.  
Labels: Chicory, Claridge, Ganim, Southern Sound, XYZ.  
Int'l rep.: Worldwide (Polydor).
- Clark, see Nugget.  
Class, see Trend Int'l.  
Classic Editions, see Music Minus One.  
Clements Ent's, 728 16 Ave. S., Nashville, Tenn. 37203. Tel: (615) 244-6679. Pres.: Zeke Clements.  
Label: Gold Standard.  
Click, see Rem.  
Climax Rec. Corp., 31 Fieldstone Dr., Livingston, N.J. 07039. Tel: (201) 992-4540. Chm., Sec'y & Pop A&R: Hal Kanner; Pres. & Classical A&R: Joanne Wheatley; Sales & Mktg.: Phil Farrell.  
Branch: New York, N.Y., 200 W. 57 St. Zip: 10019. Tel: (212) CI 7-3994.
- Clipper, see Critique.  
Clown, 156 W. 44 St., Suite 203, New York, N.Y. 10036. Tel: (212) 265-8926. 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.  
Coach, see High Fidelity.  
Cobblestone, see Buddah/Kama Sutra.  
Cobra, see Epstein.  
CoBurt, see MGM.  
Coda, see Spanish Music Center.  
Cola, see Turner Inds.  
Colgems Recs. Inc., 711 Fifth Ave., New York, N.Y. 10022. Tel: (212) PL 1-4400. VP: Lester Sill; Business Affairs Dir.: Irwin Z. Robinson. (Distributed by RCA).  
Cartridge 8-tr., cassette, & open reel: Licensed to RCA.  
Coliseo, see Met Richmond.  
Coliseum, see London.  
Collectors Guild, see Record Collectors Guild.  
College, 94 State St., Northampton, Mass. 01060. Tel: (413) 584-4431. Pres.: Raymond J. Perry.  
Collegian, see Northmoor.  
Colony, see Associated Inds.  
Colonial, N.Y., see Standard Phono.  
Colonial, N.Y., see Met Richmond.  
Colonial Recs. Inc., 503 W. Franklin St., Chapel Hill, N.C. 27514. Tel: (919) 967-7040. Pres.: Orville B. Campbell.  
Colony Sound Prod'ns, 128 Allison Dr., Danville, Va. 24541. Tel: (703) 797-1500. Owner: Frank James.  
Branch: Nashville, Tenn., 70 Visco Ct. Zip: 37210.  
Labels: Colony 13, Piedmont.
- Colony 13, see Colony Sound.  
Colorful, see Robbins.  
Colosseum, see Bruno Hi-Fi.  
Colossus, see MGM.  
Colpar Rec'g Corp., PO Box 6711, 2405 Westwood Ave., Suite 8, Richmond, Va. 23230. Tel: (703) 353-6166. Pres.: Thomas H. Maeder; Sec'y-Treas.: C. N. Collier Jr.  
Labels: Colpar, Soulo, TEO.
- Colt, see CJ & Jody, N.Y.  
Columbia, see CBS.  
Columbina, see Met Richmond.  
Column, see Sfaq.  
Combo, see Goldmont.  
Comedie Francaise, see Everest.  
Comet, see Goldmont.  
Command, see ABC, Grand Award Div.  
Commonwealth United Recs. Inc., 745 Fifth Ave., New York, N.Y. 10022. Tel: (212) 832-8084.  
Cable: CUMUSIC. Pres. & A&R: Charles Koppelman; Exec. VP & A&R: Don Rubin; VP & Gen. Mgr.: Leonard Sachs; Sales & Mktg. Mgr.: Sid Schaffer; Pub.: Richard Gersh Assoc.; Adv.: Al Richmond, ARW Prod'ns Inc.; Pop Promo. Mgr.: Nat'l LaPatin; R&B Promo. Mgr.: Matt Parsons; Int'l Mgr.: Mel Cheren.  
Labels: (Owned) Commonwealth United, Scarlet Prod'ns; (distributed) Direction.  
Cartridge 8-tr., cassette & open reel: Commonwealth United licensed to Ampex.  
Int'l reps.: Australia (Festival), Canada (Phonodisc), Spain (Ekipo), UK (Major Minor).
- Como Recs., 1619 Broadway, Rm. 403, New York, N.Y. 10019. Tel: (212) CO 5-0368. Contact: Mike Cassone.  
Compose, Mich., see Double U Sound.  
Compose, N.J., see Ambassador.  
Composers Recs Inc., 170 W. 74 St., New York, N.Y. 10023. Tel: (212) 873-1250. Pres.: Otto Luening; Exec. VP & A&R: Carter Harman; Prod'n Ass't: Judith Lerner.  
Label: CRI.

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Concert, PO Box 531, 3318 Platt Ave., Lynwood, Calif. 90262. Tel: (213) 639-1341. Owner: William G. Johnson.  
Int'l branch: England.

Concert Classics Rec. Co., 120 Schenck Ave., Great Neck, L.I., N.Y. 11021. Tel: (516) HU 2-7810.

Concert-Disc, see Everest.

Congaree, see Lebby.

Congress, see MCA, Universal City Div.

Conn, 1619 Broadway, New York, N.Y. 10019. Tel: (212) CI 7-7626. Pres.: Walter Cohen.  
Labels: Conn, Conrose.

Connoisseur Rec. Corp., 160 Passaic Ave., Kearny, N.J. 07032. Tel: (201) 998-8181; NYC Tel: (212) 944-5148. Gen. Mgr.: N. Andrews.  
Labels: Artia, MK, Panda, Parliament, Recital Hall, Urania.  
Cassette: Artia, Parliament self-mfd.  
Open reel: Artia, Parliament licensed to Ampex.  
Int'l rep.: Canada (Trans World).

Connoisseur Society Inc., 470 West End Ave., New York, N.Y. 10024. Tel: (212) 873-6769. Pres.: E. Alan Silver.  
Int'l reps.: Australia (Discurio), Belgium (Philips), France (Philips), Japan (Philips), Switzerland (Philips), UK (Philips).

Conquest, see Repeat.

Conrose, see Conn.

Consoles, see Supreme.

Contemporary Composers Guild, Box 3462, La Mesa, Calif. 92041. Tel: (714) 465-5248. Pres.: David Manston; VP: Matthew Alden.

Contemporary Recs. Inc., 8481 Melrose Pl., Los Angeles, Calif. 90069. Tel: (213) OL 3-1560. Pres.: Lester Koenig.  
Labels: California, Contemporary, Good Time Jazz, Society for Forgotten Music, Star, Stereo.  
Cartridge 8-tr., cassette & open reel: Contemporary (includes Contemporary Composers Series, Good Time Jazz, SFM, Society for Forgotten Music) licensed to Ampex US & Canada.

Contessa, see Kent-Modern.

Continental, see Listeners Digest.

Continental Rec's Inc., 12 Irving St., Framingham, Mass. 01701. Tel: (617) 879-2430. Pres.: L. Daniel Flynn; VP: Sales & Mktg.: John F. Flynn; Pub.: Joseph Connolly; Adv.: Douglas Ashworth; Promo.: Walter C. Verney.  
Labels: (Owned) COR1; (distributed) Totaltone.

Conversa-Phone Institute Inc., 225 W. 34 St., New York, N.Y. 10001. Tel: (212) 695-5386. Pres.: Alfred Z. Owen; VP: Edmund L. Owen; Sales Mgr.: Larry Sockell.  
Label: Conversa-Phone.  
Cartridge 8-tr. & cassette: Licensed to Livingston Audio Prods.

Cook, see Cook Labs. Inc.

Cookin' Recs., 19 Walnut St., West Roxbury, Mass. 02132. Tel: (617) 327-1234. Pres.: Jack Sager.  
Labels: Cookin', Fort Hill.

Cook Labs. Inc., 351 Cortland Ave., Stamford, Conn. 06906. Tel: (203) 348-7578. Pres.: Emory G. Cook; Sales Mgr.: John R. Moriarty.  
Label: Cook.

Copper State Recs., 815 E. Broadway, Tucson, Ariz. 85719. Tel: (602) 623-0318. Owner: Forster S. Cayce.

Copra, see Pacific Islands.

Coral, see MCA, Decca Div.

Corby Ent's. Inc., 146 W. Live Oak, Arcadia, Calif. 91006. Tel: (213) 446-0363. Pres. & A&R: Steve Waltner; VP: Dennis Hardesty; Sales & Mktg.: Clayton Blehm.  
Label: Corby.

Cornell Univ. Lab. of Ornithology, 159 Sapsucker Woods Rd., Ithaca, N.Y. 14850. Tel: (607) 256-5056. Dir.: Olin Sewall Pettungill Jr.  
Label: Bird songs & other natural sounds.

Cornerstone, see Supreme.

Cornuto, see Protone.

Corona, see Rangel.

Coronado, 434 49 St., Oakland, Calif. 94609. Tel: (415) 652-5308. Pres.: Norman Hauge.  
Label: see Premier Albums.

Cortina Language Recs., see R. D. Cortina.

Cortina Method, see R. D. Cortina.

R. D. Cortina Co. (sub. of Cortina Institute for Language Study), 136 W. 52 St., New York, N.Y. 10019. Tel: (212) 582-3845. Pres.: Robert E. Livesey; Treas.: Paul Kopelan.  
Int'l branches: Japan (Cortina Academy), Mexico (Instituto Linguistico Cortina).  
Labels: Cortina Method, Cortina Language Recs.  
Cassette: Cortina Method self-mfd.  
Int'l rep.: UK (EMI).

Costar, see Roulette.

Cotillion, see Atlantic.

Cotique Rec. Corp., 477 Park Ave., East Hartford, Conn. 06108. Tel: (203) 289-4349. Pres. & A&R: Ed Dinallo; Tape: Morton Waters; Int'l: Norman Kurtz, 65 W. 55 St., New York, N.Y. 10019.  
Cartridge 8-tr.: Licensed to Ethnic Tapes.

Counterpoint, see Everest.

Country Beat, see Metrobeat.

Country Gems, see Ralph's Radio.

Country Jubilee, see Ralph's Radio.

Country King, see Sid Kleiner.

Country Music Nashville Recs., PO Box 701, Nashville, Tenn. 37202. Tel: (615) 297-4967. Owner: R. Murray Nash.  
Labels: Country Music Nashville (CMN), Big Country, Do-Ra-Me.

Country/Politan Recs., PO Box 403, Dunellen, N.J. 08812. Tel: (201) 968-5892. Pres.: Bob May.  
Labels: Country/Politan, Metra/Politan.

Country Star, see Process.

Country Store, see Associated Prod'ns Int'l.

Country Time, see Ralph's Radio.

County Recs., 307 E. 37 St., New York, N.Y. 10016. Tel: (212) MU 6-2659, MU 5-7237. Pres.: David Freeman; A&R: Charles Faurot.

Cowboy, see Discotape Int'l.

Cowtown, PO Box 192, Avery, Tex. 75554. Owner: J. W. Stephenson.

Cracked, see Town & Country.

Crazy Horse, see Capitol.

Creative Artists Recs., 6 Van Ness Rd., Binghamton, N.Y. 13905. Tel: (607) 797-3909. Pres., A&R & Int'l: Johnathan K. Solak; VP, Sales, Mktg., Promo & Tape: Charles M. Solak; Gen. Mgr., Pub. & Adv.: Josephine Solak.  
Labels: (Owned) Creative Artists, Elmira, Oath; (distributed) Cr3, Great Bend, Muskorat.  
Cartridge 4-tr., 8-tr., cassette & open reel: Creative Artists, Elmira, Oath, Cr3, Great Bend, Muskorat self-mfd.

Creative Recs., see Audio Book.

Creative Rec. Serv., 989 S. Madison Ave., Pasadena, Calif. 91106. Tel: (213) 793-6697. Pres.: Mary L. Herzstam.  
Labels: Literary, Merri.

Creative Sound Prod'ns, 9000 Sunset Blvd., Hollywood, Calif. 90069. Tel: (213) CR 1-4843. Pres.: Robert C. Cotterell; Sales Mgr.: John Webb.  
Label: Creative Sound. (SEE ADVERTISEMENT)

Credo, see Pathways of Sound.

Creed, see Nashboro.



Crescendo, Calif., see GNP Crescendo.

Crescendo Recs., 3725 Crescent St., Long Island City, N.Y. 11101. Tel: (212) RA 9-2390. Pres.: Guido Scambellone; A&R Dir.: Louis Cerruti; Sales & Mktg. Mgr.: William Neal.

Crescent, see Nashboro.

Crestview Rec. Dist'g Inc., 8560 Sunset Blvd., Hollywood, Calif. 90069. Tel: (213) 466-4541. Pres.: Robert Drumm; Gen. Mgr., Sales, Mktg., Tape & Int'l: Randall Wood; A&R: John Abbey; Promo.: Sandie Wood.  
Int'l branch: England.  
Labels: (Owned) Crestview; (distributed) Crestview Special, Mira, Mirwood, Onacrest, Surrey Int'l.  
Cartridge 8-tr., cassette & open reel: Crestview licensed to Ampex.

Crestview Special, see Crestview.

Cricket, see Pickwick Int'l.

Criterion Music Corp., 6124 Selma Ave., Hollywood, Calif. 90028. Tel: (213) 469-2296. Pres.: Michael H. Goldsen; Sec'y-Treas.: E. A. Hillery.  
Branch: New York, N.Y., 150 W. 55 St. Zip: 10019. Tel: (212) CI 5-7236. Mgr.: Joseph Goldfeder.  
Labels: Criterion, Palm, Prince, Reo Tahiti.  
Cartridge 8-tr.: Prince licensed to DBI and Tape House Int'l; Reo Tahiti licensed to GRT.

Critique Recs. Corp., 15 Center St., Bath, Me. 04530. Tel: (207) 443-3437. Pres. & Tape: Carl Strube; VP: Gene Rittall; Sales, Mktg. & Promo.: Doug Mattor; Pub.: S. Cobbs; Adv.: Bill Roderick.  
Labels: Critique (distributed by Big Tree), Clipper.

Cross, see Ahmad Jamal.

Crossfire, see Oakridge.

Crown, see Kent-Modern.

Croydon, 49 Croydon Rd., Framingham, Mass. 01701. Tel: (617) 872-0450. A&R: Gene Kilham.

Crystal Rec. Co., PO Box 65661, Los Angeles, Calif. 90065. Tel: (213) 225-3820. Pres. & A&R: Peter Christ; VP: Lynde Christ; Sales Mgr.: George Fowler.  
Labels: (Owned) Crystal; (distributed) Avant, Sheffield; WIM.

Cub, see MGM.

Cuca Rec. Corp., 123 Water St., Sauk City, Wis. 53583. Tel: (608) 643-3304. Pres. & Int'l: Jim Kirchstein; A&R: B. Atwell; Mktg. Mgr.: G. Bohannon; Pub. & Adv.: B. Beale; Promo.: G. DuFrei.  
Labels: Cuca, Age of Aquarius, Aquarius, Jolly Dutchman, Lucky Leprechaun, Matador, Night Owl, Polka Dot, Psalms, Sara, Shamrock, Sound Century, Sounds of Wisconsin, Top Gun, 21st Century Sound.

Cartridge 4-tr. & 8-tr.: Cuca (includes Age of Aquarius, Night Owl, Sara, Shamrock, Sounds of Wisconsin) licensed to GRT.

Current, see Ambassador.

Curtom Recs., 8541 S. Stony Island Ave., Chicago, Ill. 60617. Tel: (312) 731-5400. Pres.: Eddie Thomas; VP: Curtis Mayfield. (Distributed by Buddah/Kama Sutra).

Custom, Calif., see Kent-Modern.

Custom, PO Box 231, Tyler, Tex. 75701. Tel: (214) 597-2961. Contact: Curtis Kirk.  
Labels: Custom, Flash, Love.

Custom Fidelity Inc., 7925 Santa Monica Blvd., Hollywood, Calif. 90046. Tel: (213) 654-4522. Pres.: David W. Berkus; VP: Anthony Case; Sec'y-Treas.: B. J. McGuire.  
Labels: CF, Melmark.

Cutty Wren Recs. (sub. of International Arts & Sciences Press Inc.), 901 N. Broadway, White Plains, N.Y. 10603. Tel: (914) 428-8700. Pres.: Myron E. Sharpe; Exec. VP: Fred Ablin.

Cyclone, Pa., see Thunder Rec. Co.

Cyclone Recs. (div. of Robert Mersey Prod. Inc.), 6290 Sunset Blvd., Suite 403, Los Angeles, Calif. 90028. Tel: (213) 469-5119. Pres.: Robert Mersey; VP: Chuck Gregory; Ass't A&R: Alice Hughes. (Distributed by Bell Recs.)  
Branch: New York, N.Y., c/o Martin J. Machaf, 1501 Broadway, 30th Fl. Zip: 10036. Tel: (212) 563-6440.

Czech Recs., PO Box 7124, Omaha, Neb. 68107. Tel: (402) 558-9300. Pres.: Joseph J. Cervený; VP: Ronald Nadherny. (Distributed by Balkan Music.)

D

D C, see Gama.

D G G, see Polydor & International Music Consultants.

D J M, see Bell Recs.

D J Recs., 1777 Vine St., Suite 400, Hollywood, Calif. 90028. Tel: (213) 462-1802. Gen. Mgr., A&R, Sales & Mktg.: Eddie Wenrick; Pub., Adv. & Promo.: Barney McDevitt.  
Branch: Spokane, Wash., PO Box 5378, 122 E. Montgomery, Zip: 99205. Tel: (509) 327-7784.  
Labels: DJ, Modities Divine.

D J Star Rec'g Serv. Inc., 100-102 Texas Ave., El Paso, Tex. 79946. Tel: (915) 533-7508. Pres.: Joseph Gillman; Gen. Mgr.: Dora P. Gillman; Sales Mgr.: Rose Ganem.

D M A, see Dick Marx & Assocs.

D M C, see Danit Recs.

D P G Recs., 612 E. Liberty St., Norfolk, Va. 25323. Tel: (703) 545-9694. Owner: George Perkins.

Dade, see Atlantic, Atlantic Div.

Dakar, see Brunswick & Atlantic, Cotillion Div.

Dakota, 719 Gower St., Hollywood, Calif. 90038. Tel: (213) 466-0143. Pres.: J. H. Cord.  
Home office: Sioux Falls, S.D.

Danbar Recs., 756 Seventh Ave., New York, N.Y. 10019. Tel: (212) 581-0791. Pres. & A&R: Sal Salvador; Pub.: Ben Arrigo; Promo.: Mel Rich.

Dance Along Recs., 111 W. 57 St., New York, N.Y. 10019. Tel: (212) LT 1-9053. Pres.: Miss Lee Weiser; Musical Dir.: Jack Hansen.  
Labels: Dance Along, Marko.

Dance West, see Royal.

Dandelion, see Elektra.

Hardie W. Daniel Prod'ns (div. of Hardie W. Daniel Co.), 30064 Annapolis Circle, Inkster, Mich. 48141. Tel: (313) 721-6134. Pres.: Hardie W. Daniel; VP: R. A. Carrier.  
Branch: Detroit, Mich., 2043 Clements St. Zip: 48141. Tel: (313) 865-9582. Mgr.: Clark Daniel; Ass't Mgr.: Mary J. Hill.  
Labels: Endeavor, Panorama, Progressive Soul, Triumph.

Dani Recs. (div. of Danielle Music Corp.), 5417 Fleet Ave., Cleveland, Ohio 44105. Tel: (216) 883-5303. Pres.: Danielle Catalano; VP & Gen. Mgr.: Donald B. Catalano; Pop A&R Dir.: Samuel Magee; Classical A&R Dir.: Vincenzo Asturino; Sales Mgr.: Joe Hilton; Adv. & Promo. Dir.: Ginny Farris; Tape: Sheldon Lane.  
Labels: Dani, DMC.

Danny, see Met Richmond.

Danrite, 124 N. Peak St., Dallas, Tex. 75226. Tel: (214) 827-5023. Mgr. & Prod'r: C. D. Wright.  
Labels: Danrite, Hllabaloo.

Daran Recs. Inc., 4148 S. King Dr., Chicago, Ill. 60653. Tel: (312) 624-8060. Pres.: James Shelton Jr.; Musical Dir.: M. Thompson; Sales & Mktg.: James Wesley; Promo.: Hardy B. Ruffin.  
Labels: Daran, Ja-Wes, O'Retta.  
Int'l rep.: UK (Beacon Sound).

Dare Recs., PO Box 2055, Bell Gardens, Calif. 90201. Tel: (213) 773-3546. Pres.: Darvin D. Schlepitz; VP: Wanda Schlepitz.

Darris Ent's., 5825 S. Morris Blvd., Tucson, Ariz. 85706. Tel: (602) 623-0318. Owner: Al Darris; Mgr. & Promo.: F. Darris.  
Label: Entelechy.

Darva Recs., 8914 Georgian Dr., Austin, Tex. 78753. Tel: (512) 836-3201. Pres.: Roy J. Montgomery.

Das Alte Werke, see Argo Sight & Sound.

Dasca, see Vanguard-Dasca.

Date, see CBS, Columbia Div.

Davey Rec. Co., PO Box 37, Cressona, Pa. 17929. Tel: (717) 385-4053. Owner: David J. Kandrat.

Davis, see Beacon.

Davon Music Corp., Box 1228, Hollywood, Calif. 90028. Tel: (213) 463-1890. Cable: DAVONMUS. Pres.: David Hubert.  
Label: Horizon.

Dawn, N.Y., see Steady.

Dawn Prod'ns, Box 522, Salisbury, Md. 21801. Pres.: Joey Welz; Exec. A&R Prod'r: Ray Vernon.  
Branch: Accokeek, Md., c/o Record Factory, Box 6. A&R Dir.: Link Wray.  
Labels: (Owned) Bat, Canadian American, Le-Fevre, Red-Wing; (distributed) Little 'D; Monumental, Palmer.

Dayco Recs., 2109 Third St., NE, Washington, D.C. 20002. Tel: (202) 832-4564. Pres.: Eddie J. Daye.

Dearborn, see MSK.

Debbie, see Montel.

Decatur Recs., 2716 Decatur Ave., Bronx, N.Y. 10458. Tel: (212) LU 4-2149. Pres., Sales & Mktg.: Steven Mason; VP A&R: Bob Kumm.  
Labels: Decatur, Mason.

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**BEST & GOLD RECORD DISTRIBUTORS**  
1800 Main Street  
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(716) 882-0427

**BIB DISTRIBUTING COMPANY**  
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Charlotte, No. Carolina 28201  
(704) 372-2032

**BROTHERS RECORDS**  
3224 Payne  
Cleveland, Ohio 44114  
(216) 696-2133

**SUMMIT DISTRIBUTORS INC.**  
7447 N. Linder Ave.  
Skokie, Illinois 60076  
(312) 463-1833

**PAN AMERICAN RECORD DISTRIBUTORS**  
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Denver, Colorado 80223  
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Detroit, Michigan 48208  
(313) 863-9119

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East Hartford, Connecticut 06108  
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**MUSIC CRAFT DISTRIBUTORS**  
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Honolulu, Hawaii 98613  
(808) 533-1233

**WENDY DISTRIBUTORS**  
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Newark, New Jersey 07102  
(201) 623-5845

**RECORD SERVICE**  
614 Dennis Street  
Houston, Texas 77006  
(713) 526-5521

**RECORD MERCHANDISING COMPANY**  
2580 West Pico Blvd.  
Los Angeles, California 90006  
(213) 385-9161

**RECORD SALES**  
3000 Fleetbrook Drive  
Memphis, Tennessee 38116  
(901) 332-3650

**CAMPUS RECORD DISTRIBUTORS**  
7250 N. W. 36th Street  
Miami, Florida 33166  
(305) 691-3140

**HEILICHER BROTHERS INC.**  
7600 Wayzata Blvd.  
Minneapolis, Minnesota 55426  
(612) 544-4201

**MUSIC CITY**  
127 Lafayette Street  
Nashville, Tennessee 37212  
(615) 255-7315

**MCDONALD SALES**  
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New Orleans, Louisiana 70123  
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**DOMESTIC DISTRIBUTING CORP.**  
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Long Island City, New York 11101  
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Oklahoma City, Oklahoma 73103  
(405) 525-7509

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919 North Broad Street  
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**A R C INC.**  
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**PIKS DISTRIBUTORS**  
2150 Hamilton Ave.  
Cleveland, Ohio 44114  
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continued

Decca, see MCA, Decca Div.  
 Decora, see Amphora.  
 DeDe, see Dore.  
 Dee, 7703 Rugby St., Philadelphia, Pa. 19150. Tel: (215) HA 4-0424. Cable: DEEPRODNS. Pres.: Dick De Marco; VP: Marty Dippolito.  
 Labels: Dee, Quaker City, Rugby.  
 Dee-Bee Rec'g Serv., S. Camp St. Ext., Windsor, Pa. 17366. Tel: (717) 244-5411. Owner: Stan Depen Jr.; Technical Dir.: Pat Gerrick.  
 Labels: (Owned) Dee-Bee; (distributed) Delphia, Eventide, Sussanah.  
 Dee-Dee, see Al-Teen.  
 Deesu Recs. (div. of Sansu Ents.), 1211 St. Philip St., New Orleans, La. 70116. Tel: (504) 524-3262. Pres.: Marshall E. Sehorn; VP: Allen Toussaint.  
 Labels: Deesu (distributed by JDM), Sansu.  
 Delco, see Heads Up.  
 De-Lite Recs., 300 W. 55 St., New York, N.Y. 10019. Tel: (212) 581-4500. Pres.: Fred Fioto; Exec. Prod'r & Pub.: Ted Eddy; A&R: Danny Lamego; Promo.: Herb Rosen, Harry Finfer.  
 Cartridge 8-tr. & cassette: Licensed to GRT.  
 Della, see Lynn's.  
 Dellwood Recs., 160 S. Leswing Ave., Saddle Brook, N.J. 07662. Tel: (201) 843-3239. Pres. Sales, Mktg. & Int'l: Woodrow C. Gardella; VP: M. Gardella; A&R: Robert Gardella; Pub., Adv. & Promo.: Anthony T. Gardella.  
 Int'l rep.: UK (EMI).  
 Delmark Recs., 7 W. Grand Ave., Chicago, Ill. 60610. Tel: (312) 222-1467. Owner: Robert G. Koester; Pub.: Susan Koester.  
 Cartridge 8-tr.: Licensed to GRT.  
 Cartridge 4-tr.: Licensed to GRT & Muntz.  
 Cassette: Licensed to GRT.  
 Int'l reps.: Canada (Coda), France (BYG), UK (Talent).  
 Delphia, see Dee-Bee.  
 Delta Int'l Recs., 1584 E. 31 St., Cleveland, Ohio 44114. Tel: (216) 861-7286. Pres., Sales & Adv.: John R. Gayer.  
 Labels: Delta Int'l, Starlight.  
 Cartridge 8-tr. & cassette: Delta Int'l, Starlight self-mfd.  
 Deltron Recs. Inc., 352 Tuscola, Bay City, Mich. 48706. Tel: (517) 892-5501. Pres.: Willard E. Kehoe.  
 DeLuxe, see Starday-King.  
 Del-Val Recs., 447 N. 60 St., Philadelphia, Pa. 19151. Tel: (215) 474-3388. Pres.: Joe Stevenson.  
 Labels: Del-Val, Pentagon.  
 De Marco, 3004 Beachwood Dr., Los Angeles, Calif. 90028. Owner: Antonio De Marco.  
 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 Recs., 815 E. Broadway, Tucson, Ariz. 85719. Tel: (602) 623-0318. Owner: Ray Wattes.  
 Design, see Pickwick Int'l.  
 Designer Rec. Prod'ns Co., PO Box 11286, 3373 Park Ave., Memphis, Tenn. 38111. Tel: (901) 324-6786. Pres. & A&R: Style Wooten.  
 Labels: Designer, Good News, Majesty.  
 Destiny, PO Box 2094, Sheffield Lake, Ohio 44054. Tel: (216) AT 8-6397. Owner: Robert W. Sellers.  
 Desto Recs., 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 Rec. Co., 12730 E. Warren, Detroit, Mich. 48215. Tel: (313) 823-2233. Pres.: E. A. Steiner Jr.; VP: E. A. Steiner III; Sec'y-Treas.: Nelly Longergon.  
 Deutsche Grammophon Gesellschaft, see Polydor & International Music Consultants.  
 Al Dexter Prod'ns, Box 71, Denton, Tex. 76201. Tel: (817) 497-2406. Pres. & A&R: Al Dexter; VP: Frankie Myers; A&R: Marvin Montgomery.  
 Labels: Aldex, Al Dexter.  
 Dial, see Atlantic, Atlantic Div.  
 Diamond, see Certron.  
 Dianne, 3423 Broadview, Montgomery, Ala. 36110. Tel: (215) 263-0853. Pres.: Mitchell G. Bush.  
 Di Bella Prod'ns Inc., 28 King St., Old Saybrook, Conn. 06475. Tel: (203) 388-3007. Owners: John Di Bella, Robert Hayes; A&R, Pub. & Adv.: Robert Hayes; Sales, Mktg. & Promo.: John Di Bella.  
 Labels: (Owned) Bella, Di Bella, Hitsville, Spectrum; (distributed) Patriot.  
 Int'l reps.: France (Marcel D'Anella), Germany (Karl Schneider).  
 Dice, see Music Mart.  
 Dick-Hike, see Kiderian.  
 Dig, see Spindletop.  
 Dill Pickle, see Quality Rec'd Sound.  
 Dionn, see Jamie/Guyden.  
 Diplomat, see Ambassador.  
 Direction, see Commonwealth United.  
 Directional Sound, see Premier Albums.  
 Discapon, see Apon.  
 Discobol Inc., 345 W. 58 St., New York, N.Y. 10019. Tel: (212) 582-5705. Mng. Dir.: G. de La Chapelle.  
 Disco Grande, see Tanner 'N' Texas.  
 Discomoda, see Panart Int'l.  
 Discos America, see Rivera Radio.  
 Discos Columbia, see Miami.

Discos Corona, see Kent-Modern.  
 Discos Fuentes, see Miami.  
 Discos Premier, see Fermata Int'l Melodies.  
 Discos RGE, see Fermata Int'l Melodies.  
 Discos Ventura, see Certron.  
 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.  
 Labels: Discotape, Accra, Chicano, Cowboy, Mexico, Omaha, Omega, Orange, Orbis, Orovox, Ozark, Round-Up, Ultima, Watts, Western.  
 Discuba, see Musical Recs.  
 Disneyland-Vista Recs., 800 Sonora Ave., Glendale, Calif. 91201. Tel: (213) 845-3141. Pres.: James A. Johnson; A&R: Tutti Camarata; Nat'l Sales Mgr.: Jerry Weiner; Nat'l Promo. Mgr.: Sandy Strohback; Int'l Mgr.: Phil Sammeth.  
 Branch: New York, N.Y., 477 Madison Ave. Zip: 10022. Tel: (212) 759-3880.  
 Int'l branches: Canada, England, France, Germany, Italy.  
 Labels: Disneyland-Vista.  
 Cartridge 8-tr. & cassette: Disneyland self-mfd.; Buena Vista licensed to Columbia & RCA.  
 Open reel: Buena Vista licensed to Ampex.  
 Int'l reps.: Argentina (Phonogram), Australia (EMI), Brazil (RCA), Canada (Capitol), Central America (DICESA in El Salvador), Chile (Corporacion de Radio), Colombia (Philips), Denmark (EMI), Finland (EMI-Suomen), Germany (Electrola), Israel (Hataklit), Italy (Carosello), Japan (Nippon Columbia), Mexico (CBS/Columbia Int'l), Netherlands (Bovema), New Zealand (EMI), Norway (Carl M. Iversen), Peru (Virrey), Philippines (Dyna Prods.), Puerto Rico (Kelvinator Sales), South Africa (Gallo), Spain (Hispanovox), Sweden (EMI), Venezuela (Venevox), Yugoslavia (Radio-Television Belgrade).  
 Dispo, see Sanyon Recs.  
 Di Venus, 1122 Rhineland Ave., Bronx, N.Y. 10461. Tel: (212) TY 2-8290. Pres.: Richard DeFelicis; 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. Zip: 10802.  
 Labels: Di Venus, Domino.  
 Dixieland Jubilee, see GNP Crescendo.  
 Documentary Rec'gs, PO Box 24605, Los Angeles, Calif. 90024. Tel: (213) 477-0403. Pres.: George V. Casey.  
 Dogwood Recs., c/o Handy Rec'g Studio, 4213 Chapman Hwy., Knoxville, Tenn. 37920. Tel: (615) 577-0995. Owner: Ed Clanton.

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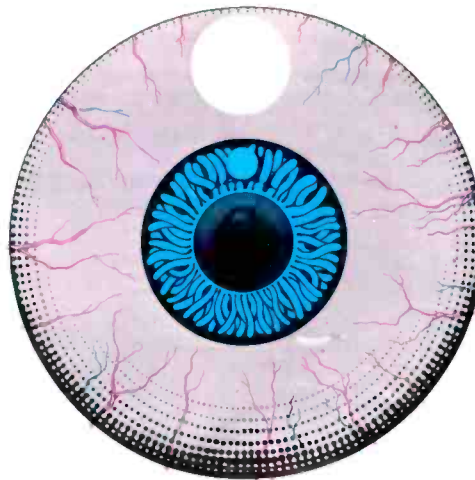
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Domino, Bronx, N.Y., see Di Venus.  
 Domino Recs., PO Box 108, Hartsdale, N.Y. 10530.  
 Tel: (914) 949-1135. Mgr.: Joe Bollon.  
 Domino Recs., 218 Tulane, Garland, Tex. 75040.  
 Tel: (214) 278-3079. Pres.: David Summers.  
**Int'l branch:** France.  
**Labels:** Domino, Donnybrook.  
 Don, see Don Upchurch Prod'ns listed under "U."  
 Don-A-Moy, see Don Upchurch Prod'ns listed under "U."  
 Don-EI Prod'ns, 2020 Ridge Ave., Philadelphia, Pa. 19121. Tel: (215) PO 5-4889. Pres.: P. Donald White; Exec. Dir.: Bernie Chianco.  
**Labels:** Don-EI, Alpha, Chestnut.  
 Don-Lar, see Don Upchurch Prod'ns listed under "U."  
 Don Lon, see Get Set.  
 Don-Mar, see Casa Grande.  
 Donnybrook, see Domino, Tex.  
 Dooto Rec. Dist. Corp., 13440 S. Central Ave., Compton, Calif. 90222. Tel: (213) 774-0743.  
 Pres.: Dootsie Williams; Sales Mgr.: Erma J. Ewing; Pub. Mgr.: Thomas E. King; Adv. Mgr.: Jo Williams; Tape Sales Mgr.: Youra D. Johnson.  
**Cartridge 4-tr., 8-tr. & cassette:** Self-mfd.  
 Do-Ra-Me, see Country Music Nashville.  
 Dore Recs. Inc., 1608 Argyle, Hollywood, Calif. 90028. Tel: (213) 462-6608. Owner: Lew Bedell.  
**Labels:** (Owned) Dore; (distributed) DeDe, MOL.  
 Dorset, see Mira Recs.  
 Dot, see Paramount Recs., N.Y.  
 Double Bayou, see Shelby Singleton.  
 Double Shot Recs., 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., Tape & Promo.: Irwin Zucker.  
**Labels:** Double Shot, Whiz.  
**Cartridge 8-tr. & cassette:** Double Shot self-mfd.  
**Int'l reps.:** Australia (Festival), Austria (Liberty in Germany), Belgium (Palette), Canada (Compo), Denmark (EMI), France (AZ), Germany (Liberty), Italy (Belldisc), Japan (Liberty), Mexico (Gamma), Philippines (Dyna Prods.), South Africa (Teal), Spain (Hispavox), Switzerland (Liberty in Germany).  
 Doubletalk Recs., PO Box 396, Nashville, Tenn. 37202. Tel: (615) 291-3980. Pres.: Charlie Lamb.  
 Double U Sound Rec'g, PO Box 4557, 3973 18 St., Ecorse, Mich. 48229. Tel: (313) 381-9216. Pres., Religious A&R, Pub. & Adv.: Felton W. Williams Jr.; VP, Pop A&R, Sales, Mktg. & Promo.: Leon C. Dent.  
**Labels:** Revival (distributed by Jody, N.Y.), Cass, Compose, Solid Rock.  
 Douglas Rec'g Corp., 145 W. 55 St., Penthouse 150, New York, N.Y. 10019. Tel: (212) 581-2212. Pres.: Alan Douglas; Rec'g Dir.: Stefan Bright; Pub. & Adv.: Ken Schaffer. (Distributed by Pickwick Int'l).  
 Douglas Recs., 2115 Park Pl.; 512 W. 21, Wichita, Kan. 67203. Tel: (316) 262-8812, 838-0111. Pres.: C. Harris; VP: Johnnie Ray Harris.  
**Labels:** (Owned) Douglas; (distributed) Camaro, Great.  
 Dover Publ'ns Inc., 180 Varick St., New York, N.Y. 10014. Tel: (212) 255-3755. Pres.: Hayward Cirkor.  
**Labels:** Dover, The Spoken Word.  
 Downeast, see MBA.  
 Droll Yankees Inc., PO Box 2447, Providence, R.I. 02906. Tel: (401) 245-8705. Pres.: Peter Kilham; VP: Dorothy Kilham.  
 Drum Boy, see Jay Jay.  
 Drummond, see Back Road.  
 Drummond Ents. Inc., 13380 Capital Ave., Oak Park, Detroit, Mich. 48237. Tel: (313) 548-3171. Pres.: Harry Levin; Sales Mgr.: Al Truax; Promo Dir.: Leo Cheslak.  
 Duane Recs., PO Box 6174, Albany, Calif. 94706. Tel: (415) 524-4939. Pres.: Clara Thompson.  
 dubayewe-eff, see Motivestor.  
 Dub-U, see Page.  
 Duckbilled Platters, 4701 84 SE, Mercer Island, Wash. 98040. Contact: Scott Strong.  
 Duke/Peacock Recs. Inc., 2809 Erastus St., Houston, Tex. 77026. Tel: (713) 673-2611/1225. Pres.: Don D. Robey; A&R: Robert Evans, Henry Boozier.  
**Labels:** Duke Div.: Duke, Sureshot; Peacock Div.: Backbeat, Peacock, Song Bird.  
**Cartridge 8-tr.:** Duke, Peacock, Backbeat licensed to GRT.  
**Cartridge 4-tr.:** Duke, Peacock, Backbeat licensed to Muntz.  
**Cassette:** Duke, Backbeat licensed to GRT.  
**Open reel:** Duke licensed to GRT.  
**Int'l reps.:** Australia (Australian Recs.), Canada (London), France (Vogue), Jamaica (Record Specialists), UK (Action). (SEE ADVERTISEMENT)  
 Dunhill/ABC, see ABC, Dunhill Div.  
 Duo, Fla., see The Smith Studio.  
 Duo, Ill., see Summit Dists.  
 Duplex Recs., 2505 S. Central Ave., Los Angeles, Calif. 90011. Tel: (213) 746-1949. Pres., Sales, Mktg & Promo.: Jimmy Liggins; Mgr.: Lillie Liggins.  
**Branch:** Dallas, Tex., 3409 Roseland Ave. Zip: 75204. Mgr.: Essie Edwards.  
 Durium, see Regalia.



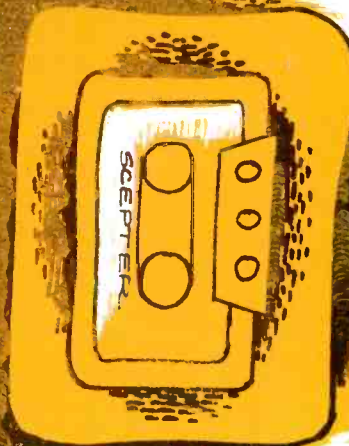
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*continued on page 45*

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Dyer-Bennet, PO Box 235, Woodside, L.I., N.Y. 11377. Contact: Harvey Cort.  
 Dynamic, Pa., see St. Clair.  
 Dynamic, Tex., see Epstein.  
 Dynamics, see Audio Dynamics.  
 Dynamite, see Jim Hall.  
 Dynamo, see Musicor.  
 Dynasty, see West Recs.  
 Dyno, see Associated Inds.

E

"E." see West Recs.  
 E C O S, see Rivera Radio.  
 E J K, see Sue.  
 E L J Rec. Co., 1344 Waldron, St. Louis, Mo. 63130. Tel.: (314) VO 3-3605. Pres.: Edwin L. Johnson; Sales, Mktg. & Pub.: C. Primm; PR Dir.: Ora Loving.  
**Cartridge 4-tr.**: Self-mfd.  
 E M S Rec'gs Inc., PO Box 86, Becket, Mass. 01223. Tel.: (413) 623-8718. Pres.: Emanuel Levenson; Sec'y-Treas.: Fay Levenson.  
 E S P-Disk' Ltd., 300 W. 55 St., New York, N.Y. 10019. Tel.: (212) 265-0470. Pres. & Int'l: Bernard Stollman.  
**Cartridge 8-tr. & cassette**: ESP-Disk'.  
 Int'l reps.: Canada (Musimart), Europe (Philips), Japan (Shinsai).  
 E-Z, see Blue Star Recs.  
 Eagle, Nev., see Trend Int'l.  
 Eagle, N.Y., see Chief.  
 Early Bird, see Fantasy-Galaxy.  
 Early Quake, see Thunder Rec. Co.  
 Earth Recs. (div. of Peanut Butter Publ'g Inc.), 322 W. 48 St., New York, N.Y. 10036. Tel.: (212) 765-6370. Pres.: Artie Resnick, Joe Levine; Prod'rs: Bo Gentry, Joe Levine, Artie Resnik, Jim Calvert, Norman Marzano.  
 Labels: (Owned) Earth, Harbour; (distributed) Life.  
 East Wind Rec'g Studios, 402 Mill Ave., Tempe, Ariz. 85281. Tel.: (602) 966-8769. Owners: Scott O. Fresener, Daniel Bortz, Steve Fresener, Jacob Bortz.  
 Labels: East Wind, Kamel.  
 Ebony, 2420 River Ave., Mishawaka, Ind. 46544. Tel.: (219) 259-3215. Owner: Juanita Henson.  
 Ecco, see Lynn's.  
 Eclipse Recs., 57 S. Walnut, East Orange, N.J. 07018. Tel.: (201) 675-5288. Pres.: John Byrd; VP: Bernice O. Johnson.  
 Labels: Eclipse, Sound Scale.  
 Eco, see Musical Recs.  
 Economy, see Met Richmond.  
 Eddisa, see Met Richmond.  
 Educu Recs., PO Box 3006, Ventura, Calif. 93003. Tel.: (805) 648-4381. Owners: Eric & Pauline Squire.  
 Eform Recs., 188 W. Randolph St., Chicago, Ill. 60601. Tel.: (312) DE 2-3136. Gen. Mgr.: Dan Smyth.  
 Egg, see Quality Rec'd Sound.  
 Ekipo, see Universal.  
 Elbejay Ent's. Inc., PO Box 8905, Nashville, Tenn. 37211; 1120 E. Delmas, Zip: 37216. Tel.: (615) 297-3767, 228-8511. Pres.: H. Raymond Ligon; Sec'y-Treas.: Sewall B. Jackson.  
 Label: Elbejay.  
 El Capitan, see Sabre.  
 El Dorado Recs. Inc., PO Box 745, Mesa, Ariz. 85201. Tel.: (602) 967-0354. Pres.: Galen Arrington; Sec'y-Treas.: L. Vannoy.  
 Electra/Everest Legacy Series, see Everest Rec. Group.  
 Elektra Corp., 15 Columbus Circle, New York, N.Y. 10023. Tel.: (212) JU 2-7711. Pres.: Jac Holzman; VP: W. S. Harvey; A&R: Jac Holzman, Russ Miller; Sales: Mel Posner; Promo.: Gil Bateman; Int'l & Legal: Sue Roberts.  
 Branch: Los Angeles, Calif., 962 N. La Cienega Blvd. Zip: 90069. Tel.: (213) 655-8280.  
 Int'l branch: England.  
 Labels: Elektra, Bounty, Dandelion, Nonesuch.  
**Cartridge 8-tr.**: Elektra, Dandelion self-mfd.; Nonesuch licensed to Ampex.  
**Cartridge 4-tr.**: Elektra licensed to Ampex.  
**Cassette**: Elektra, Dandelion, Nonesuch self-mfd.  
**Open reel**: Elektra, Nonesuch licensed to Ampex.  
 Int'l reps.: Austria (Metronome), Australia (Astor), Belgium (Vogue), Canada (Allied), Central & South America (CBS), France (Vogue), Germany (Metronome), Israel (CBS), Italy (Vedette), Japan (Cosdel), Netherlands (Negram), New Zealand (La Gloria), Philippines (Cosdel), Scandinavia (Metronome), South Africa (Tru-tone), UK (Polydor).  
 Elephant V, see Roulette.  
 Eleuthera, see Buddah/Kama Sutra.  
 Eleven Arts, see Mosso.  
 Elf, see Bell Recs.  
 Elgin, see Brité-Star.  
 Elmira, see Creative Artists.  
 Elray Recs., 1117 N. Main, Fremont, Neb. 68025. Tel.: (402) 721-4728. Pres.: Ray Keeler.  
 Elvirue Rec'g Co. Inc., 306 S. 16 St., Wilmington, N.C. 28401. Tel.: (919) 762-9804, 763-8116. Pres.: John Lewis Jones; VP: Norma L. Owen; Pub. Dir.: Betty Scavella; Adv. Dir.: Jimmy Wheeler; Promo. Dir.: James L. Wheeler.  
 Labels: (Owned) Elvirue, Carolina, Me'Hijah, Satellite; (distributed) Soul Cat.  
**Cartridge 4-tr. & 8-tr.**: Elvirue, Me'Hijah, Satellite, Carolina self-mfd.  
**Cassette**: Elvirue, Satellite, Carolina self-mfd.

Ember Recs. Int'l Inc., c/o Louis Zinman, 135 E. 44 St., Suite 409, New York, N.Y. 10017. Tel.: (212) 986-5414.  
 Home office: England.  
 Labels: Ember, Famous Artists, Specialty, Star Explosion.  
**Cartridge 8-tr., cassette & open reel**: Ember, Famous Artists licensed to Precision Tapes.  
 Int'l reps.: Argentina (Odeon), Australia (W&G), Belgium (Supreme), Bolivia (Discolandia Dueri), Brazil (Equipe), Chile (Odeon), Colombia (Cosdiscos), Ecuador (Fonog), France (Philips), Germany (Ember/Ariola), Greece (EMI), Hong Kong (EMI), India (EMI), Israel (Orient), Italy (Phonogram), Jamaica (Beverleys), Japan (Nippon Columbia), Lebanon (SLD), Mexico (Philips, Tizoc), Netherlands (Ember/Bovema), New Zealand (Viking), Nicaragua (Sonida), Nigeria (EMI), Pakistan (EMI), Portugal (Tecla), Singapore (EMI), South Africa (EMI), Spain (Ember/RCA), Sweden (Polydor), Turkey (EMI, Sayan), Venezuela (Polydor), Yugoslavia (Jugoton).  
 Emerald Rec'g Co., 3434 Broadway, Fort Wayne, Ind. 46807. Tel.: (219) 744-5607. Owner: Cliff Ostermeyer; VP: Jerry Bam; Promo. Dir.: Sue Collier, Ass't Promo. Dir.: Melba Hahn.  
 Labels: Emerald, Carnival, Lincoln.  
 Emrrold, see Roosevelt Lee listed under "R."  
 Encanto, see Met Richmond.  
 Enchanted Knight, see Thunder Rec. Co.  
 End, see Roulette.  
 Endeavor, see Hardie W. Daniel.  
 Enrica, see Rae-Cox.  
 Enrichment Materials/Teaching Materials, 71 W. 23 St., New York, N.Y. 10010. Tel.: (212) 475-2738. Pres.: Mrs. Martha Huddleston.  
 Label: Enrichment.  
 Entelechy, see Darris.  
 Enterprise, see Stax.  
 Epic, see CBS.  
 Epstein Ent's., PO Box 28123, 800 Navarro St., San Antonio, Tex. 78228. Tel.: (512) 223-1818. Pres. & Gen. Mgr.: A. Epstein; Sales Mgr.: Robert Mowery.  
 Labels: Clown, Cobra, Dynamic, Jester, Jox, Metrodome, Optimum, Soulsville USA, Suzuki, United World, Vallado.  
 Equinox Recs. Inc., 4024 Radford Ave., North Hollywood, Calif. 91604. Tel.: (213) 763-8411. Pres.: Terry Melcher; VP: Don Genson; Sec'y-Treas.: Lloyd Jenkins.  
 Labels: Equinox (distributed by ABC), Arwin.  
 Era Recs. Ltd., 6464 Sunset Blvd., Hollywood, Calif. 90028. Tel.: (213) 466-2161/1464. Pres.: Herb Newman. (Distributed by Happy Tiger)  
 Eric, 925 Arch St., Philadelphia, Pa. 19107. Tel.: (215) 925-7101. Pres.: Bill Buster.  
 Labels: Eric, Terrific.  
 Ernest Holmes, see Audio Book.  
 Erwin, 2674 Steele St., Memphis, Tenn. 38127. Tel.: (901) 357-0064. Pres.: Marshall E. Ellis.  
 Escorpion, see Betancourt Ent's.  
 Esoteric, see Everest.  
 Etcetera Rec. Org. Inc., 7700 Sunset Blvd., Hollywood, Calif. 90046. Tel.: (213) 874-7710. Pres.: Charles Greene; A&R Co-ord.: Tad Maloney; Pub.: Jim Mahoney & Assocs.; Promo.: Don Reardon. (Distributed by Atlantic Atco Div.).  
 Eterna, see Lyricord.  
 Ethos, see Anthology.  
 Ethos, see Blue Thumb.  
 Eucalyptus, see Midwestern Sound.  
 Euphonic Sound Rec'gs, PO Box 476, Ventura, Calif. 93001. Pres.: Paul E. Affeldt.  
 Eurotone Int'l Ltd., 130 W. 42 St., New York, N.Y. 10036. Tel.: (212) 594-9670. Pres.: George Curtiss.  
 Int'l branch: Austria (Symphony Tone Prod'ns).  
**Cartridge 8-tr. & cassette**: Self-mfd. & licensed to Dubbings.  
 Eventide Rec'gs, PO Box 51, Windsor, Pa. 17366. Tel.: (717) 244-5411. Owner: Wayne Thomas. (Distributed by Dee-Bee).  
 Event Recs. Inc., 201 W. 54 St., New York, N.Y. 10019. Tel.: (212) 581-5398. Pres.: Mr. Julie Rifkind; Sec'y-Treas.: Roy Rifkind.  
 Labels: Event, Spring, York.  
**Cartridge 8-tr.**: Event licensed to GRT.  
 Int'l reps.: Australia (EMI), Canada (Compo), Spain (Ekipo), Venezuela (Vida).  
 Everest Rec. Group, 10920 Wilshire Blvd., Los Angeles, Calif. 90024. Tel.: (213) 272-4391. Pres.: Classical A&R & Int'l: Bernard C. Solomon; Pop A&R: Lee Palmer; Sales & Mktg.: Joe Behar.  
 Labels: Archive of Folk & Jazz Music, Archive of Gospel Music, Archive of Piano Music, Arvee, Cetra Opera Series, La Comedie Francaise, Concert-Disc, Counterpoint, Electra/Everest Legacy Series; Esoteric, Hi Fi, HiFi/Life, Period, Renaissance, Scala, Stradivari, Tradition.  
**Cartridge 8-tr.**: Everest, Archive of Folk Music, Archive of Gospel Music, Archive of Jazz Music, Hi Fi, Life, Tradition licensed to GRT.  
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 Int'l reps.: Argentina (Microphon, Trova), Australia (Astor, W&G), Canada (Almada, Ampex, GRT), Denmark (I. S. Dansk), France (Barclay, Societe Francaise du Son, Vogue), Germany (Baeronreiter, Bellaphon, Deutsche Vogue), Greece (Greek Phonograph House), Hong Kong (Cosdel), Israel (Hataklit), Italy (Ariston, CGD, Saar, Vedette), Japan (Nippon Grammophon), Mexico (Cisne, Gamma, Tizoc), Netherlands (Philips, Supertone), Philippines (Cosdel), Singapore (Isaac), South Africa (Gallo), Spain (Belter, Discophon, Vergara), Sweden (Harbor), UK (Associated Rec'gs, Ember, London, Transatlantic), Venezuela (Discos S.A.).

Evergreen, see Springboard.  
 Everyman, see Vanguard Rec'g Society.  
 Evolution, see Stereo Dimension.  
 Evolve Inc., 8619 Sunset Blvd., Los Angeles, Calif. 90069. Tel.: (213) 464-1539. Pres.: James Stuart; VPs: Mike A. Daughtry, Ron Goldstein, Peter Knecht.  
 Label: Pionियो.  
 Excello, see Nashboro.  
 Excursion, see Apollo Int's.  
 Exotic Recs. Inc., Box 36, Oakland Gardens, Flushing, N.Y. 11364. Tel.: (212) GA 8-3439. Exec. Mgr.: Larry Wayne.  
 Experiences Anonymes, see Lyricord.  
 Explorer, see Met Richmond.  
 Explosion, see Volcano.  
 Exuma Recs. Inc., 59 Temple Pl., Suite 203, Boston, Mass. 02111. Tel.: (617) 426-5758.  
 Eye, see GRT Recs.

F

F A A P Recs., 5213 Eanes Ln., Richmond, Va. 23231. Tel.: (703) 222-2709. Owner & Gen. Mgr.: E.A. Hillard.  
 F B P, see Frank Brock Prod'ns.  
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 Fairland Recs. Corp., 850 Seventh Ave., New York, N.Y. 10019. Tel.: (212) 247-3187. Pres., PR & Int'l: Jack Benanty; A&R: Charles Benanty, Alice Compan; Sales & Mktg.: George Levy; Adv. & Promo.: Charles Benanty.  
 Labels: (Owned) Fairland, American Themes & Tapes (AT&T), Head Start, International Themes & Teleplays (ITT); (distributed) Troll Assocs.  
 Faith, see Garrawak.  
 Faith Special, see Shur-Tinga.  
 Falcon, see Certron.  
 Fame Recs. Inc., 603 E. Avalon Ave., Muscle Shoals, Ala. 35660. Tel.: (205) 381-0801. Pres.: Rick Hall; VP: Frank Daily. (Distributed by Capitol).  
**Cartridge 8-tr.**: Distributed by Capitol.  
 Family, see Request.  
 Famous, see Canyon Recs.  
 Famous Artists, see Ember.  
 Fantastic, see Met Richmond.  
 Fantasy/Galaxy Recs. Inc., 1281 30 St., Oakland, Calif. 94608. Tel.: (415) 451-1515. Pres.: Saul Zaentz; VP: Al Bendich; VP: R&B A&R's Ray Shanklin; VP Sales, Mktg. & Tape: Ted Ponseti; VP Int'l: Lee Mendell; Pop A&R Prod'r: Ed Bogas; Pub. Dir.: Winton Cressley; Adv. & Promo. Mgr.: Dave Lucchesi.  
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 Farad, see Mosso.  
 Fat Prod'ns (div. of Fred-Ourso Assocs. Inc.), 100 Spain St., Baton Rouge, La. 70802. Tel.: (504) 344-0514. Gen. Mgr. & Prod'r: John Fred; Prod'r: Lynn Orsco.  
 Label: Fat.  
 Fax, see Kent-Modern.  
 Fay, see La Salle.  
 Fayette, see Parr-X.  
 Faygees, see Motivestor.  
 Feasible, see Piece & Wasp.  
 Federal, N.Y., see Steady.  
 Federal, Tenn., see Starday-King.  
 Fedora, see Toppa.  
 Fee Bee Music Co., 4517 Wainwright Ave., Pittsburgh, Pa. 15227. Tel.: (412) 884-4727. Mgr.: Joseph M. Averbach.  
 Label: Fee Bee.  
 Felco, see JamaKa.  
 Fenix, see Met Richmond.  
 Fermata Int'l Melodies Inc., 6290 Sunset Blvd., Hollywood, Calif. 90028. Tel.: (213) 462-7473. Mgr.: Mrs. D. Frenkiel.  
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 Fidelity, see Ron Recs.  
 Fidelity Sound Rec'gs, 23 Don Ct., Redwood City, Calif. 94062. 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, Salem).  
 Fiesta Rec. Co. Inc., 1619 Broadway, New York, N.Y. 10019. Tel.: (212) PL 7-7760. Pres.: Jose Morand; Sales Mgr.: Morton Gilbert.  
 Labels: Fiesta, Greophon.  
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 Int'l reps.: Australia (Carinia), Canada (Caravan, Trans World), France (Cie. Phonographic Francaise), Germany (DGG), Greece (Helladic, Minos Matsas Son), South Africa (Gallo).

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 Labels: Fillmore (distributed by CBS, Epic Div.), San Francisco (distributed by Atlantic, Atlantic Div.).

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Finer Arts, 60 S. Glencoe St., Denver, Colo. 80222. Tel: (303) 355-4535. Owner: Morey Bernstein; A&R: Allan & Richard Bernstein; Sales & Promo.: Allan Bernstein.  
 Labels: Finer Arts, Transworld.

Fink-Pinewood Recs. Inc., 2732 Beachmont Ave., Norfolk, Va. 23504. Tel: (703) 627-0957. Pres., Sales, Pub., Adv. & Promo. & Int'l: Bill Johnson; A&R Dir.: Earl Long.  
 Labels: Fink-Pinewood, Limewood.

Fipi Recs., 1727 E. 92 St., Chicago, Ill. 60617. Tel: (312) 734-8349. Pres.: Gene Smith; VP: Floyd Smith.

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Flair, see FEL.

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Flash, see Custom.

Flax, see Metro Rec. Co.

Flecha, see Befantourec Ent.

Fleetwood Rec'g Co. Inc., 321 Revere St., Revere, Mass. 02151. Tel: (617) 284-0750. Pres.: Vincent P. Giarusso; Treas. & Tape Mgr.: Raymond G. Samora.  
 Labels: Fleetwood, Medea, Sports.  
 Cartridge 8-tr., cassette & open reel: Fleetwood self-mfd.

Flin-Flon Music, Box 103, Mullen, Neb. 69152. Tel: (308) 546-2294. Gen. Mgr.: L. E. Walker; Sales Mgr.: David L. Walker.  
 Label: Flin-Flon.

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

Flying Dutchman Prod'ns Ltd., 65 W. 55 St., New York, N.Y. 10019. Tel: (212) 765-1653. Cable: FLYINDUTCH. Pres. & A&R: Robert Thiele; Pub.: Vicki Lucas; Office Mgr.: Lillian Seyfert.  
 Labels: Flying Dutchman, Amsterdam, Blues-Time, Reggae (All distributed by Mainstream).  
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Foggy Mountain Prod'ns, PO Box 1692, Phoenix, Ariz. 85001. Tel: (602) 258-4308. Pres.: Vern Debes; VP: Steve Carmichael.  
 Labels: (Owned) Foggy Mountain, Beowulf, Krawdad; (distributed) Mascot, Phoenix Int'l.

Folk-Legacy Recs. Inc., Sharon Mountain Rd., Sharon, Conn. 06069. Tel: (203) 364-5661. Pres.: Lee B. Haggerty; VP, Gen. Mgr. & Adv.: Charles A. Paton; Sales & Promo. Dir.: Caroline Paton.

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 Labels: Folkways, Scholastic.  
 Int'l reps.: Australia (Reed/Kiwi), Belgium (Schott-Freres), Canada (Trans World), Denmark (I. S. Dansk), France (Chant du Monde), Germany (Electrola), Netherlands (Basart), Norway (St. Olav Bokhandel), Sweden (Sonet), Switzerland (Barclay), UK (Transatlantic).

Fonlana, see Mercury & International Music Consultants.

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 Format, see Audiofax.

Fort Couch, see St. Clair.

Fort Hill, see Cookin'.

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Fortune Recs., 3942 Third Ave., Detroit, Mich. 48201. Tel: (313) 833-5383. Owner, Sales & Mktg.: Jack Brown; Owner, A&R, Pub., Adv. & Promo.: Devora Brown.  
 Label: (Owned) Fortune, Hi-Q, Strate 8; (distributed) Laff.

49th State Hawaii Rec. Co., 5810 S. Normandie Ave., Los Angeles, Calif. 90044. Tel: (213) 750-3310. Pres.: George K. Ching.  
 Branch: Honolulu, Hawaii, 1218 Kaunualii St. Zip: 96817. Tel: (808) 841-847.  
 Labels: 49th State Hawaii, All Nations, Keane, Steno-Disc.  
 Cartridge 4-tr. & 8-tr.: 49th State Hawaii self-mfd.  
 Open reel: Steno-Disc self-mfd.

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Frame, see Music Inds.

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 Branch: Springfield, Va., PO Box 1. Zip: 22150.  
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Franne, see Hi Ho.

Fran Recs., 808 Beverly Rd., Brooklyn, N.Y. 11218. Tel: (212) 438-2002. Pres.: Isaac Hager.  
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 Labels: Franz Schubert Music, Unidap.

Fraternity Recs., Sheraton Gibson Hotel, Cincinnati, Ohio 45202. Tel: (513) 381-3166. Owner: Harry Carlson.

Fredlo, 2224 E. 12 St., Davenport, Iowa 52803. Tel: (319) 326-2841. Pres.: Fred R. Mauck.  
 Freeway, see Gateway, Calif.

Freeway Rec. Co., 695 S. Harvard Blvd., Los Angeles, Calif. 90005. Tel: (213) 387-7756. Pres.: Hank De Mano.

Freeway Recs., 1111 Las Vegas Blvd. S., Las Vegas, Nev. 89104. Owner: Tom Willett.  
 Fuljac, see Sundi.

Fun, see Music Inds.

Fun-E, see Bellaire.

Funky Recs., 42 Aebersold St., Rochester, N.Y. 14621. Tel: (716) 266-6289. Pres.: Boyd McCoy Jr.; Musical Dir.: James A. Williams.

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G & C Rec. Mfg. Co., 2724 Penn Ave., Pittsburgh, Pa. 15222. Tel: (412) 281-9898. Pres.: Glenn E. Campbell; VP: Lillian Campbell; Pop A&R: Karl Averd; Classical A&R: William Sirlin; Sales Mgr.: Leo Sell; PR: Richard Pastor; Adv. Dir.: Kol Knox; Promo. Dir.: Paul Randall.  
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G C P, see The Gospel Chord's Program.

G H B, see Jazzology.

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G M C Recs., 1595 Broadway, New York, N.Y. 10019. Tel: (212) 247-8883. Pres. & A&R: Gene L. Moretti; VP & A&R: William H. Miller.

G M S-Disc, see Playette.



G N P Crescendo Recs., 9165 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 275-1108. Cable: CRESREC. Pres. & Int'l: Gene Norman; A&R: Billy Strange; Sales: Robin Combs.  
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 Cartridge 8-tr.: GNP Crescendo licensed to GRT.  
 Cartridge 4-tr.: GNP Crescendo licensed to GRT & Muntz.  
 Cassette: GNP Crescendo, Accent licensed to GRT.  
 Open reel: Crescendo licensed to GRT.  
 Int'l reps.: Argentina (Fermata), Australia (Festival), Benelux (Vogue), Brazil (Fermata), Canada (Compo), France (Vogue), Germany (Vogue), Italy (Vogue), Japan (King), Mexico (Tizoc), Peru (Distribuidora Peruana), Philippines (Mareco), Portugal (Tecla), Scandinavia (Sonet), South Africa (Teal), Spain (Pa-Lo-Bal), Switzerland (Vogue), UK (London), Venezuela (Palacio de la Musica).

G P C Ent's Inc., PO Box 31246, Dallas, Tex. 75231. Tel: (214) 361-7139. Owners: Bud Buschardt, Bob Cardenas; Prod'r: Jim Rowley.  
 Label: GPC.

G P I, see Gospel Prod'ns Inc.

G R C, see Greater Rec'g Co.

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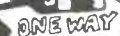
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G S M, see Great Sounds of Memphis.  
 G V R, see Greater Rec'g Co.  
 G W M, see Neil.  
 G W P Recs. Inc. (div. of Gerard W. Purcell Assocs. Ltd.), 150 E. 52 St., New York, N.Y. 10022. Tel: (212) PL 3-7600. Cable: PURCELLAS. Pres.: Gerard W. Purcell; VP & A&R: Paul Robinson; Sales, Mktg. & Promo.: Joseph Del Medico. Branch: Hollywood, Calif., 6269 Selma Ave. Zip: 90028. Tel: (213) HO 6-4439. VP West Coast Opns.: Vince Carbone. Labels: (Owned) GWP, Grapevine; (distributed) Tribute.  
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**Ganim,** Pres.: Dennis Radin. See Claridge.  
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**Gateway,** Ohio, see Associated Inds.  
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**Gentry Recs.,** PO Box 324, Miami, Fla. 33165. Tel: (305) 226-6412. Pres.: Nick Russo; VP: John Russo; Gen. Mgr.: Jim McConahay.  
**Genuine Recs. Inc.,** 1697 Broadway, Suite 203, New York, N.Y. 10019. Tel: (212) 245-3580. Pres.: Lula Avery. Labels: Genuine, Bru-Cla, Charles, Unity.

**Georden Rec. Prod'ns,** 1201 Arkansas Ave. Apt. 3, Pittsburgh, Pa. 15216. Tel: (412) 563-1109. Pres.: George W. Annesley; VP: Dennis A. Sites. Branch: Frank, Pa. Zip: 15134. Tel: (412) 751-8921. Dir.: Anthony A. Candelore. Labels: (Owned) Casark, Kitten, Point, Recap, South Shore; (distributed) Green Dolphin, Jeez, Whitemount.  
**George,** see Apco.  
**Getit,** see Zerott.  
**Get Set Rec. Co.,** 3616 S. Indiana Ave., Chicago, Ill. 60653. Tel: (312) VI 2-8418. Pres.: Darnell Glover; VP: Lonnie Hampton. Label: Don Lon.  
**Ghost,** 1905 Pesos Pl., Kalamazoo, Mich. 49001. Tel: (616) 382-2178. Pres.: Don Jobe. Branch: Coloma, Mich., RR 1, Box 182. Zip: 49038. Labels: Ghost, Jobie.  
**Giant Ent. Inc. Prod'ns,** 8144 S. Cottage Grove Ave., Chicago, Ill. 60619. Tel: (312) 651-3500. Pres., Sales, Mktg., Promo., Tape & Int'l: Mel Collins; Gen. Mgr. & A&R: Jo Arntstead; Pub., Adv. & Promo.: Willewa Lindsey. Labels: Giant, Gamma, Globe, Glory.  
**Gigantic Recs. (div. of Evansville Music Int'l),** 113 Garfield Ave., Evansville, Ind. 47710. Tel: (812) 425-8195. Owner, A&R, Sales, Mktg., Pub., Adv., Promo., Tape & Int'l: Herbert G. Hatt; Ass't to Owner, A&R & Int'l: Chuck Lawrence. Gigi, see St. Clair.  
**Gilbert,** see Southern City.  
**Gina,** see Paramount, Pa.  
**Ginger,** see Kiderian.  
**Giriv,** see Motivator.  
**Glad-Hamp Recs. Inc.,** 165 W. 46 St., New York, N.Y. 10036. Tel: (212) PL 7-8486. Gen. Mgr.: Bill Titone; Promo. Dir.: Leo Moore; PR: Harold Rand & Co.  
**Cartridge 4-tr. & 8-tr.:** Licensed to ITCC.  
**Glenn,** 1659 Sweetbrier St., Palmdale, Calif. 93550. Tel: (805) 947-1232. Pres. & Gen. Mgr.: Glen MacArthur. Labels: Glenn, Box, UPI.  
**Int'l reps:** Austria, Benelux, France, Scandinavia, UK (Karl I. Schneider in Germany).  
**Global Recs.,** PO Box 207, Manistique, Mich. 49854. Tel: (906) 341-2654. Pres.: R. B. Christensen.  
**Global Theatre Recs.,** 15456 Cabrito Rd., Van Nuys, Calif. 91406. Tel: (213) 873-7370. VP: Joe Gottfried.  
**Globe,** see Giant Ent.  
**Glori Rec'g Co. Inc.,** 235 Jackson Ave., Jersey City, N.J. 07305. Tel: (201) 433-0245. Pres.: John Daniels; VP: Cornelius Dale. Label: Glori.  
**Glory,** see Giant Ent.  
**Goal,** see Laurie.  
**Gold Award,** see Haddon.  
**Goldband Rec. Co.,** PO Box 1485, 313 Church St., Lake Charles, La. 70601. Tel: (318) 439-4295. Pres.: Eddie Shuler; Tape Mgr.: Jeff LeJone. Labels: Goldband, Anla, Folkstar, Luffcin, Tek, Tic Toc.  
**Cartridge 8-tr. & cassette:** Goldband, Anla self-mfd.  
**Gold Bee,** see Antigua.  
**Golden,** see AA. (SEE ADVERTISEMENT)  
**Golden Cross,** see Gusman.  
**Golden-Ebb Tide,** see Jody.  
**Golden Shield,** see Rite.  
**Golden Soul,** see Golden State.  
**Golden State Rec's Inc.,** 665 Harrison St., San Francisco, Calif. 94107. Tel: (415) 781-6306. Pres. & A&R Dir.: Leo de Gar Kulka; Exec. VP: Herbert P. Haas; Mktg. Dir.: D. E. Roe; Int'l Dir.: Jean Luc-Yong.  
**Int'l branch:** Germany.  
**Labels:** Golden State, Captain, Golden Soul.  
**Int'l rep.:** France (BYG).  
**Golden Wonderland,** see AA.  
**Goldmont,** 726 16 Ave. S., Nashville, Tenn. 37203. Tel: (615) 254-3725. Pres.: J. William McInturff; Mgr.: Betty McInturff; Sec'y-Treas.: Frank X. Finke. Labels: Goldmont, Combo, Comet, Hayloff.  
**Gold Standard,** see Clements Ents.  
**Goldust Recs. Co.,** Box 998, Mesilla Park, N.M. 88047. Tel: (505) 524-1889. Gen. Mgr.: Emmit H. Brooks; Sales Mgr.: Nolan L. Chandler. Int'l rep.: Norway (Nor Artist).  
**Goldwax,** see Bell Recs.  
**Golgotha,** see Andrew Jackson listed under "A."  
**Gone,** see Roulette.  
**Gone If Recs.,** 9000 Sunset Blvd., Los Angeles, Calif. 90069. Pres.: Michael Viner.  
**Good Earth Music Inc.,** PO Box 8207, 501 Fourth St. NW, Albuquerque, N.M. 87108. Tel: (505) 243-7829, 268-6110; Mobile Tel: 765-7906. Pres., Sales & Mktg.: Robert T. Knott; VP & Pop A&R: Tommy Bee; Classical A&R: Pat Stephenson; Pub.: Alton Walpole; Adv.: Bob Hill; Promo.: Ken Gattas; Tape: Tom White. Labels: Mountain, Souled Out.  
**Good-Luck,** see Kiderian.  
**Good 'N' Country,** see Spindletop.  
**Good News,** see Designer.  
**Good Time Jazz,** see Contemporary Recs.  
**Gordo Ents. Inc.,** 544 N. Western Ave., Los Angeles, Calif., 90004. Tel: (213) 469-4174. Pres.: Edward L. Davis. Labels: Gordo, Rampart, Valhalla.  
**Gordon Street,** see McKinnon.  
**Gordy,** see Motown.  
**Gospel World Sound,** see Trans World Sound.  
**Gospel,** see Savoy.  
**Gospel Capitol,** see Style.

**The Gospel Chord's Program Inc.,** 1236 Bedford Ave., Brooklyn, N.Y. 11216. Tel: (212) MA 2-6997, 857-7459. Pres. & A&R: Rev. Robert L. Owens. Labels: GCP, Holy Trinity.  
**Gospel Corner,** see Proverb/Gospel Corner.  
**Gospel Gems,** see Ralph's Radio.  
**Gospel Jubilee,** see Ralph's Radio.  
**Gospel Key,** see Bakersfield.  
**Gospel of the South,** see Style.  
**Gospel Prod'ns Inc.,** PO Box 11181, Charlotte, N.C. 28209. Tel: (704) 525-2385. Gen. Mgr.: Ben McCoy. Labels: GPI, Gospel Prod'ns, The Chariots.  
**Gospel Rec. Co.,** see Sundi.  
**Gospel Time, Ga.,** see Ralph's Radio.  
**Gospel Time, Tenn.,** see Spar.  
**Go-T,** see Super Cities.  
**Gotta Go Music Inc.,** 1413 Eads St., Bristol, Va. 24201. Tel: (615) 669-5216. Pres.: J. Alford Morgan; VP, Gen. Mgr. & A&R: Wiley J. Smith; Sales Promo. Mgr.: John Brigman; Pub. Mgr.: Hal Carmack; Field Promo. Mgr.: James Morgan. Labels: Gotta Go, Solid Gold.  
**Grand Award,** see ABC, Grand Award Div.  
**Grand Staff Recs.,** 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) 587-0423. Mgr.: Roger F. Jenkins.  
**Cartridge 4-tr., 8-tr. & open reel:** Self-mfd. Int'l rep.: UK (Global Prods.).  
**Granite,** see Surf.  
**Grant,** see R-Jay.  
**Grape Recs.,** Box 525, RR 8, Old Rt. 23, Chillicothe, Ohio 45601. Tel: (614) 663-2544. Owner & Pres.: W. Joe Waters.  
**Grapevine,** see GWP.  
**Great,** see Douglas, Kan.  
**Great Bend,** see Creative Artists.  
**Greater Rec'g Co. Inc.,** 164 Manhattan Ave., Brooklyn, N.Y. 11206. Tel: (212) EV 7-0880. Pres.: Sam Yackow; VP: Marion Yackow; Sec'y-Treas.: Alan Yackow. Labels: GRC, GVR.  
**Great Sounds of Memphis Prod'ns,** 3373 Park Ave., Memphis, Tenn. 38111. Tel: (901) 324-6786. Mgr. & Country A&R: Style Wooten; R&B A&R: Jackie Muth; R&A A&R: Charles Bowen; Gospel A&R: Buddy Childers. Labels: Great Sounds of Memphis, GSM, Monte Carlo.  
**Grecophon,** see Fiesta.  
**Green,** see Jim Hall.  
**Green Dolphin,** see Georden.  
**Greenwich Aristocratic,** see New Castle.  
**Gregar,** see RCA.  
**Gregory,** see Airtown.  
**Gremlin,** see Sock It.  
**Greta,** see Midnight Sound.  
**Greyfox,** see Kilgore.  
**Greyko Rec'g Co.,** 4300 Butler St., Pittsburgh, Pa. 15201. Tel: (412) 683-4342. Owner & Mgr.: John I. Gregurich; Int'l A&R: Violet J. Ruparcich. (Distributed by Balkan Music.) Int'l rep.: Yugoslavia (Slovenska Izseljenska Matica).  
**Groove,** see Martin Gary.  
**Gross,** see JDM.  
**Gryphon,** see Record Collectors Guild.  
**Guava,** see Dick Marx.  
**Guild,** see Guild Publ'ns.  
**Guild Publ'ns of Calif. Inc.,** 3929 Fredonia Dr., Hollywood, Calif. 90028. Tel: (213) 469-3358. Pres. & Treas.: Alexander Laszlo; VP: Dr. Emmy Schiller; Sales & Mktg. Mgr.: Sandor Totis. Label: Guild.  
**Guilford,** see National.  
**Guitar World,** see Music Minus One.  
**Gulfstream Rec'g Co.,** 5614 Taylor St., Hollywood, Fla. 33021. Tel: (305) YU 3-6082. Pres.: Vincent C. Fiorino.  
**Gun,** see CAUV.  
**Gusman Recs.,** PO Box 9202, Savannah, Ga. 31402. Tel: (912) 236-7438. Mgr.: W. A. Jones. Labels: Gusman, Pitch (distributed by Lebby); Golden Cross.  
**Guyden,** see Jamie/Guyden.

**H**

**H B R,** see Bandbox.  
**H F A Int'l,** see Allen.  
**H S H,** see Nashville Rec'g Servs.  
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**H U M C D,** see Hortor Universal Music Co.  
**Haddon Rec. Corp.,** 700 Kennedy Blvd., Somerdale, N.J. 08083. Tel: (609) 784-7600. Pres.: David L. Miller; VP & Mng. Dir.: Joseph R. Bott. Labels: Haddon, Gold Award, Happy House.  
**Hafa Adai Recs.,** 1560 N. La Brea, Suite N, Hollywood, Calif. 90028. Tel: (213) 464-9783. Pres.: Johnny Sablan; Pub. & Promo.: Art Benson. Home office: Guam.  
**Ha-Ha,** see Worthy.  
**Halcyon,** see Monmouth-Evergreen.  
**Halifax,** 4135 W. Armitage, Chicago, Ill. 60639. Tel: (312) CA 7-3722. Owner: Hal Faktor.  
**Jim Hall Prod'ns,** 706 S. First St., Norfolk, Neb. 68701. Tel: (402) 371-1064. Pres.: Jim Hall. Labels: Bluebonnet, Boney, Bonnie, Cactus, Dynamite, Green, Texas.  
**Hal 'N' Jean,** see Southern City.  
**Halo,** see Mark Five.  
**Hanf Dance,** 1825 Sylvania Ave., Toledo, Ohio 43613. Tel: (419) 475-1616. Mgr.: Jim Thomson.

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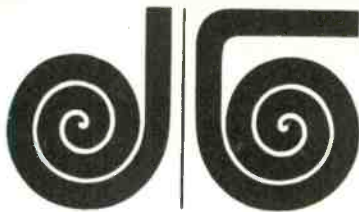
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Labels: Audiophile, Happy Jazz, Paseo Stereo.  
Cartridge 8-tr.: Happy Jazz self-mfd.  
Happy Tiger Recs. Inc., 6565 Sunset Blvd., Los Angeles, Calif. 90028. Tel: (213) 464-7335. Pres.: Richard H. Peirce; Exec. Prod'rs.: Ray Ruff; Nat'l Mdsq. Mgr. & Promo.: Len Chapman.  
Branch: Nashville, Tenn., 708 17 Ave. S. Zip: 37203. Tel: (615) 244-1108. Mgr.: Henry Hurt.  
Labels: (owned) Happy Tiger; (distributed) Era.  
Cartridge 8-tr.: Happy Tiger (includes Era), licensed to Ampex. (SEE ADVERTISEMENT)  
Happy Time, see Pickwick Int'l.  
Happy Tunes, see Springboard.  
Haral, SE Corner 30 & Thompson Sts., Philadelphia, Pa. 19121. Tel: (215) PO 5-4300. Pres.: Albert Melnick; Sales Mgr.: Si Paul; Promo. Dir.: Herb Byrd.  
Harbour, see Earth.  
Harlequin Recs., PO Box 20201, San Diego, Calif. 92120. Tel: (714) HO 9-6352. Owner: Richard William.  
Harley Hatcher Ents., 8961 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 278-7975. Owner & Pres.: Harley Hatcher; A&R Admin.: Eddie Beram; Special Projects Dir.: Lois Jones.  
Labels: Nitty Gritty, Pendulum.  
Harmonia Mundi, see Apon.  
Harmonic Sounds Inc., 921 E. Broad St., Columbus, Ohio 43205. Tel: (614) 253-5283. Pres. & Pop A&R: Clem Price Jr.; VP & Nat'l Promo. Mgr.: George D. Beter; R&B A&R: Eddie Ray; Nat'l Sales Mgr.: Minola Price.  
Labels: HSI, Prix.  
Harmony, see CBS, Columbia Div.  
Harmony Music, see Scandinavian Music.  
Harp Recs., 65 Hillside Ave., Providence, R.I. 02906. Tel: (401) 861-7496. Prod'rs: Patrick Madden.  
Harthon Prod'ns, 5408 Gainer Rd., Philadelphia, Pa. 19131. Tel: (215) GR 3-6482. Partners: John Stiles, Luther Randolph, Weldon MacDougal.  
Label: Harthon.  
Harvest (UK), see Capitol.  
Harvest Time, see ALA.  
Hat, see Spinit.  
Hawaiian-American Recs., 719 Gower St., Hollywood, Calif. 90038. Tel: (213) 466-0143.  
Labels: Hawaiian-American, American-Hawaiian, Kailua, Oahu, Okolehao, Olulu, Pacific-American.  
Hawk, PO Box 133, 3010 Nottingham Dr., Markham, Ill. 60426. Tel: (312) 331-7700. Pres. & A&R: Robert Lee.  
Labels: Big Three, Hawk, Jerhart, Vick.  
Haydn Society, PO Box 321, East Hartford, Conn. 06108. Gen. Mgr.: Joe Christo.  
Hayloft, see Goldmont.  
Head, see Chess.  
Headliner Stars, see Robbins.  
Head Start, see Fairyland.  
Heads Up Prod'ns, 754 Dalzell St., Shreveport, La. 71102. Tel: (318) 422-7376. Gen. Mgr.: Dick Martin; A&R: Jimmy Johnson; Promo.: Dee Marais.  
Labels: Delco, Murco, Peerment.  
Heart Warming/Impact Recs., 136 Fourth Ave. N., Nashville, Tenn. 37219. Tel: (615) 254-6558. Pres.: John T. Benson Jr.; VPs: Bob Benson, John T. Benson III; A&R: Bob MacKenzie.  
Labels: Heart Warming, Hymntime, Impact, Tempo.  
Cartridge 8-tr. & cassette: Heart Warming, Impact, Tempo self-mfd.  
Heidi, 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 Polydor.  
Heller, see Touche Publ'g.  
Henry, see Touche Publ'g.  
Heritage, see MGM.  
Hi, see London.  
Hickory Recs. Inc., 2510 Franklin Rd., Nashville, Tenn. 37204. Tel: (615) 297-8558. Cable: ACUFROSE. Pres.: Wesley H. Rose; Gen. Mgr. & Int'l: John R. Brown; A&R: Wesley Rose, Don Gant, John Erdelyan; Nat'l & Tape Sales Mgr.: Lester F. Rose; Pub. Adv. & Promo.: Joe Lucas.  
Labels: Hickory, TRX.  
Cartridge 4-tr. & 8-tr.: Hickory, TRX licensed to GRT & Muntz.  
Cassette: Hickory, TRX licensed to Mercury & GRT.  
Open reel: Same as cartridge 4 & 8-tr.  
Int'l reps.: Australia (Australian Rec.), Austria (London Decca in UK), Canada (Phonodisc), Denmark (Norsk Musik), France (Festival), Germany (London Decca in UK), Japan (Nippon Columbia), Netherlands (Artone), New Zealand (Australian Rec. in Australia), Philippines (Mareco), Scandinavia (Triola), South Africa (Teal), Switzerland (London Decca in UK), UK (London Decca).  
Hi Fi, see Everest.  
HiFi/Life, see Everest.  
High Fidelity Rec'g Inc., 1059 Porter, Wichita, Kan. 67203. Tel: (316) 262-6456. Pres.: Raymond O. Creeley; A&R, Adv., Promo. & Int'l Mgr.: Don Clyne; Sales & Mktg. Mgr.: Arnold Thiebaud; Tape Div. Mgr.: James Stratton.  
Labels: Beat, Coach, Kanwic.  
Cartridge 4-tr., cassette & open reel: Beat, Coach; Kanwic self-mfd.

Int'l reps.: Canada (Quality), worldwide except Canada (EMI).  
Highland, see Malyynn.  
Hi Ho Prod'ns, PO Box 8135, Chicago, Ill. 60680. Tel: (312) 643-2979. Cable: ROCONHI. Pres.: Frank Howard Jr.; Exec. VP, A&R, Mktg. & Int'l: R. C. Hillsman.  
Branch: Atlanta, Ga., 410 Glen Iris Dr. NE. Zip: 30308. Tel: (404) JA 3-3515. VP & Exec. Dir.: Millt Howard; A&R Dir.: N. J. Hillsman.  
Labels: Hi Ho, Franne, Roconhi, Superbe.  
Hillside Recs., 948 Studer Ave., Columbus, Ohio 43206. Tel: (614) 252-7116. Owner: Larry McKenzie.  
Hilltop, N.Y., see Pickwick Int'l.  
Hilltop, Ohio, see Roosevelt Lee listed under "R."  
Hines, see Lynn's.  
Hi-Oldies, see Malyynn.  
Hip, see Stax.  
Hi-Q, see Fortune.  
Historical Recs. Inc., PO Box 4204, Bergen Sta., Jersey City, N.J. 07304. NYC Tel: (212) 252-0252. Pres.: Arnold S. Caplin.  
Labels: Historical, Melodeon.  
Hitbound Recs., 225 Merrymount Dr., Warwick, R.I. 02888. Tel: (401) 463-8472. Pres.: Paul Moverman; Exec. VP: David Winstead; VP Sales & Mktg.: Alan Felman; A&R Dir.: Kurt Gardner; PR Dir.: Neil Silva; Nat'l Promo. Dir.: Ron Lichtenstein.  
Branches: Fairfield, Conn., 432 Lockwood Rd. Zip: 06430. Tel: (203) 374-2084. Eastern A&R Dir.: Alan Felman—Roslyn, N.Y., 55 Oak Dr. Zip: 11576. Tel: (516) 621-3381. N.Y. A&R Dir.: Steve Silverberg—Cincinnati, Ohio, 3501 Section Rd. Zip: 45237. Tel: (513) 351-4442. Midwest A&R Dir.: Randy Pond; Sales Mgr.: Lee Schwartz.  
Hit Kingdom, see McKinnon.  
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Hogfat Recs. Ltd., 7783 Sunset Blvd., Hollywood, Calif. 90046. Tel: (213) 874-1534. Pres.: Michael Deasy; VP Pop A&R: Joe Osborn; VP Classical A&R: Larry Knechtel; VP, Sales, Mktg. & Adv.: Dean O. Torrence; VP Pub.: Barry W. Keenan; VP Promo. & Int'l: Layton B. Huber; VP Tape: Jan Berry; VP Publ'g: Harry Nilsson.  
Labels: Hogfat, Jan & Dean.  
Hollybrooke Recs. Inc., 1619 Broadway, New York, N.Y. 10019. Tel: (212) 757-0328. Pres.: Stephen Metz; VP: Bill Darnell.  
Labels: Hollybrooke, Citation.  
Hollywood, see Starday-King.  
Holt, Rinehart & Winston Inc., 383 Madison Ave., New York, N.Y. 10017. Tel: (212) MU 8-9100.  
Holy Cross, see McKinnon.  
Holy Trinity, see The Gospel Chord's Program.  
Homespun, see Page.  
Honey, 502 W. Roosevelt, Phoenix, Ariz. 85003. Tel: (602) 252-2496. Pres.: Honey Hillman; A&R: Jack Miller.  
Honor Brigade, see Pro Sound & Shelby Singleton.  
Hoot, see Garland.  
Horizon, Calif., see Davon.  
Horizon Recs. Corp., 3204 Broadway, Houston, Tex. 77017. Tel: (713) 644-3894. Pres.: Walt Andrus; Pub. Dir.: Mike Erdmann; Promo. Dir.: Steven Long.  
Labels: Cinema, Texas Revolution, Toucan.  
Horne Rec. Co., 3809 S. Dale Mabry, Tampa, Fla. 33609. Pres.: Alan Franklin.  
Hornet, see Wasp.  
Horn of Plenty, see Texas Sound.  
Horrtor Universal Music Co., 313 El Tejon Ave., Oildale, Calif. 93308. Tel: (805) 399-9028. Owner: Robert L. Horrtor.  
Label: HUMCO.  
Hot Wax, see Buddha/Kama Sutra.  
House of Menorah Inc., 52 E. Broadway, New York, N.Y. 10022. Tel: (212) WA 5-7573. Gen. Mgr.: Sol Tischler; Sales Rep.: Sol Rosenberg.  
Label: Menorah.  
Cartridge 8-tr.: Menorah self-mfd.  
How Big, see Shiptown.  
Huff Puff, see Gamble.  
Hula Recs. Inc., PO Box 2135, Honolulu, Hawaii 96805. Tel: (808) 531-6118. Pres. & Gen. Mgr.: Don Diarmid Jr.; VP: Peter Dillingham; Sec'y-Treas.: R. Alex Anderson.  
Labels: Hula, Surfside.  
Cartridge 8-tr., cassette & open reel: Hula, Surfside self-mfd.  
Hullabaloo, see Danrite.  
Hum-Made, see Blue Hour.  
Hunch, see Associated Inds.  
Hunza Recs., 909 Kiel Rd., Toledo, Ohio 43615. Pres.: Lloyd Sharp.  
Hurricane, N.C., see Tornado N.C.  
Hurricane, Pa., see Thunder Rec. Co.  
Hush Recs., 382 Clarence Ave., Sunnyvale, Calif. 94086. Tel: (408) 739-6133. Pres.: Garrie E. Thompson.  
Branch: Albany, Calif., PO Box 6174. Zip: 94706. Labels: Duane, Hush.  
Hymntime, see Heart Warming.  
Hype, see Bee Jay.  
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 Ice, see Sounds Unlimited.  
 Ideal, see Betancourt Ents.  
 Illinois Prod'g Corp., see Kiderian.  
 Imagine Tyme, see Into Now Unlimited.  
 Imavox, see Rene Albee.  
 Impact, see Heart Warming.  
 Impact Rec. Prod'ns, PO Box 105, 754 Dalzell St., Shreveport, La. 71102. Tel: (318) 422-7376. Gen. Mgr., Sales & Mktg.: Dick Martin; A&R: John R. Martin, Jimmy Johnson; Pub.: Murl Johnson; Promo.: Kay Martin.  
 Labels: Regal, Shell, Turn On.  
 Imperial, see Liberty/UA.  
 Implex, see Tioga.  
 Impulse, see ABC.  
 In, see Marvel.  
 Increase Recs. (div. of Watermark Corp.), 931 N. La Cienega Blvd., Los Angeles, Calif. 90069. Tel: (213) 659-3834. Pres., Pub., Adv. & Promo.: Ron Jacobs; VP: Jere Brian; A&R: Cyrus Faryar, David H. Freese; Tape: David H. Freese.  
 Indian Head, see Super Cities.  
 Indian House, PO Box 472, Taos, N.M. 87571. Tel: (505) 776-2953. Mgr.: Tony Isaacs.  
 Industry Recs., 6340 N. 16 St., Phoenix, Ariz. 85016. Tel: (602) 939-6373. Owners: Ray Sanders, Bill Williams.  
 Branch: **Hollywood, Calif.**, 8310 Grandview Dr. Zip: 90046.  
 Indy Soul, see Talun Rec.  
 Infal Recs., Inc., 2144 Champa St., Denver, Colo. 80202. Tel: (303) 892-7141. Pres.: Victor M. Hernandez; VP: Joyce Hernandez.  
 Labels: Infal, CCC.  
 Infinite, see Scorpio.  
 Inland, see Ames.  
 Innovation, see Sound Innovations.  
 Inside Recs., Inc., 7703 Rugby St., Philadelphia, Pa. 19150. Tel: (215) HA 4-0424. Pres.: Martin Dipolito; VP & Nat'l Promo. Dir.: Richard De Marco.  
 Insound, see Accent.  
 Instant, see Seven B.  
 Instant Learning Series, see Pickwick Int'l.  
 Institute, see Institute for Language Study.  
 Institute for Language Study, 71 Plymouth St., Montclair, N.J. 07042. NYC Tel: (212) 246-1848. Pres.: Robert E. Livesey.  
 Labels: ILS, Institute.  
 Cartridge 8-tr.: ILS licensed to Ampex & RCA. Cassette & open reel: ILS licensed to Ampex.  
 International, see International Rec'g Co.  
 International Artists Prod'g Corp., PO Box 14130, 5628 Brock, Houston, Tex. 77021. Tel: (713) 926-1795. Pres.: B. J. Dillard.  
 Label: International Artists.  
 Cartridge 8-tr.: International Artists self-mfd.  
 International Music Consultants (liaison office for Deutsche Grammophon GmbH, DGG & Philips Phonographic Inds., PPI), 125 Park Ave., New York, N.Y. 10017. Tel: (212) 682-2740. Mgr.: Michael von Winterfeldt; Pub.: Jules I. Kurz.  
 Labels: Archive, Deutsche Grammophon, Fontana, Philips, Polydor. (See Polydor & Mercury.)  
 International Rec. Inds., Inc., 135 W. 41 St., New York, N.Y. 10036. Tel: (212) LW 4-9671. Pres.: Eugenio Ricciardelli; VP Repertoire: George Curtis; VP Sales: Nicholas Sentas.  
 Branch: **Lynn, Mass.**, 32 Oxford St. Zip: 01901. Tel: (617) 593-3920.  
 Labels: Afrotone, Baerenreiter UNESCO Collection, Tikva.  
 International Rec'g Co. (IRC), 1649 W. Evergreen, Chicago, Ill. 60622. Tel: (312) 227-2000. Pres.: Vern Ruvalds; A&R Dir.: Don Carone; Sales, Mktg. & Int'l: Len March; Pub., Adv. & Promo.: Jerome V. Man.  
 Labels: IRC, International, Royal Blue.  
 Cartridge 4-tr., 8-tr., cassette & open reel: IRC, Royal Blue self-mfd.  
 International Themes & Teleplays, see Fairlyland.  
 Interstate, see Ames.  
 Inter-Varsity Recs., Box F, Downers Grove, Ill. 60515. Tel: (312) 964-5700. Dir.: James F. Nyquist; Promo. Dir.: Herbert Criley.  
 Label: IVR.  
 Int'l rep.: UK (Word).  
 Into Now Unlimited, 4337 W. Devon, Chicago, Ill. 60646. Tel: (312) 777-0746, 725-8906. Chm.: Bill Weathers; Pres., A&R & Adv.: Bob Ambos; VP, Sales, Mktg. & Pub.: Mike Lima; Promo.: Randy Hudson.  
 Int'l branch: Germany.  
 Labels: Into Now Unlimited, Imagine Tyme, PSRLTZ.  
 Intrepid, see Mercury.  
 Invader, see Apollo Recs.  
 Invictus, see Capitol.  
 Iowa Great Lakes Rec'g Co. Inc., 906 Ninth St., Milford, Iowa 51351. Tel: (712) 338-4482. Pres.: Cliff Plagman; VP: Roger Blunt.  
 Labels: IGL, Sonic.

Isle City Recs., PO Box 434, 5028 Ave. N., Galveston Island, Tex. 77550. Tel: (713) 763-8344/4146. Owner, A&R & Promo.: Leon Ehrhridge; Owner & Pub. Dir.: Gerald Adams.  
 Ivanhoe Rec. Prod'ns, 185 N. Wabash Ave., Chicago, Ill. 60601. Tel: (312) 641-3570. Pres.: Eddie Mascari; Admin.: Susan Storck.  
 Label: Ivanhoe.  
 Ivory, see Ivory Lee.  
 Ivory Lee Ents., 4415 Dunn, Houston, Tex. 77020. Owner & Mgr.: Ivory Lee Semiens.  
 Labels: Ivory, Mrs. Alice, Teresa I. B.

J

J & P, see JCD.  
 J B P, see Chanson.  
 J B Recs., PO Box 7221, Mobile, Ala. 36607. Tel: (205) 342-1177. Pres.: John N. Blackburn; VP: Mrs. Sara Ann Smith.  
 J C D Recs., 93 Nance Ln., C-19, 903 16 Ave. S., Nashville, Tenn. 37210. Tel: (615) 255-8135, 244-5426. Pres.: Little Jimmy Dempsey; Sec'y-Treas.: Tena Dempsey.  
 Labels: JCD, J&P.  
 J D M Rec. Corp., 1790 Broadway, New York, N.Y. 10019. Tel: (212) PL 7-8570. Pres.: Steve Blaine; VP: Mickey Eichner; Promo.: Ben Blaine.  
 Labels: (Owned) Josie, Jubilee, Raw; (distributed) Buttercup, DeeSu, Gross.  
 Cartridge 8-tr. & cassette: Gross, Josie, Jubilee, Raw self-mfd.  
 J P L Rec. Co., 110 S. River Rd., Des Plaines, Ill. 60016. Tel: (312) 299-0220. Pres.: Paul H. Lutgens.  
 J-V Recs., PO Box 128, Worcester, Pa. 19490. Tel: (215) 272-1703. Pres.: Jesse James; VP: Vincent Piazza.  
 Jaber, see Baja Prod'n.  
 Jackie & Handy, see Casa Prod'ns.  
 Jairo Recs., PO Box 3932, Glendale, Calif. 91201. Tel: (213) 246-9445. Pres. & Gen. Mgr.: Jairo Velasquez.  
 Jake's Recs., PO Box 428, Lynwood, Calif. 90262. Tel: (213) 567-0891. Pres.: Jacob Dorn.  
 Branch: **South Gate, Calif.**, 10003 San Juan Ave. Zip: 90280.  
 Jam, see Metro Rec. Co.  
 Jamaka, 3621 Heath Ln., Mesquite, Tex. 75149. Tel: (214) BR 9-5858. Owners: Jimmy Fields, George McCoy.  
 Labels: Jamaka, Felco, Kick.  
 Ahmad Jamal Prod'n Corp., 119 W. 57 St., New York, N.Y. 10019. Tel: (212) 582-6765. Pres.: Ahmad Jamal; VP: Jamil Suliaman.  
 Labels: Jamal, AJP, Cross.  
 Jamboree, see Artists Life.  
 Jamboree USA Recs., Capitol Music Hall, Wheeling, W. Va. 26003. Tel: (304) 232-1170. Gen. Mgr.: Quentin Welty.  
 Jamie, see Jamie/Guyden.  
 Jamie/Guyden Dist'g Corp., 919 N. Broad St., Philadelphia, Pa. 19123. Tel: (215) CE 2-8383. Pres.: Harold Lipsius; Sales & Admin.: Paul Fien; Promo. Mgr.: Larry Cohen.  
 Labels: Arctic, Caldwell, Dionn, Guyden, Jamie, Landa, Phil-L.A. of Soul, Top & Bottom, Volume.  
 Cartridge 8-tr.: Jamie, Phil-L.A. of Soul licensed to GRT & ITCC.  
 Cartridge 4-tr., cassette & open reel: Jamie, Phil-L.A. of Soul licensed to GRT. (SEE ADVERTISEMENT)  
 Janalyn, see Showay.  
 Jan & Dean, see Hogfat.  
 Janet, see Derby Town.  
 Jansco Recs., Inc., 635 E. Angeleno, Burbank, Calif. 91501. Tel: (213) 842-0800. Pres., Sales & Mktg.: Jan Scobey; VP Pub., Adv. & Promo.: Eugene Paleno.  
 Branch: **Chicago, Ill.**, 5914 NE Circle. Zip: 60631. Tel: (312) 763-1614. Contact: Kathleen Castile.  
 Janus, N.J., see Folkraft.  
 Janus Rec. Corp. (affiliate of GRT Rec. Group, div. of GRT Corp.), 1700 Broadway, New York, N.Y. 10019. Tel: (212) 765-7980. Pres.: Marvin Schlachter; Ass't to Pres.: Dorothy Schwartz; Sales & Mktg. Dir.: Nick Albarano; Prod'n Dir. & Int'l Mgr.: Bob Scerbo.  
 Labels: (Owned) Janus; (distributed) Anvil, Westbound.  
 Cartridge 8-tr., cassette & open reel: Janus self-mfd. by GRT. (SEE ADVERTISEMENT)  
 Jardin, see Met Richmond.  
 Jareco, see Wessex.  
 Ja-Wes, see Daran.  
 Jay Boy, see London.  
 Jay-Cher, see Cherokee Album.  
 Jay Rec. Co., PO Box 4155, Normandy Branch, Miami Beach, Fla. 33141. Tel: (305) 865-9057. Pres.: Walter Jay.  
 Labels: Jay Jay, Bonfire, Drum Boy, Polka Tone.  
 Cartridge 8-tr.: Jay Jay self-mfd.  
 Jayla, see Cherokee Album.  
 Jaysina Ents., 143 W. 51 St., New York, N.Y. 10019. Tel: (212) 582-2630. Music Dir.: Morty Jay.  
 Labels: Legend, RX.  
 Jazz, see Ron Recs.  
 Jazzology Recs., PO Box 748, Columbia, S.C. 29202. Tel: (804) 252-2177, 256-4548. Pres.: George H. Buck Jr.; A&R: John G. Featherstone, Lars Edlegran, Rudi Blesh.  
 Int'l branch: England.  
 Labels: Jazzology, Audioprecision, Circle, GHB, Southland.  
 Int'l reps.: Australia (Flindens Trading), Denmark (City Serv. Agency), Sweden (Pirate).

Jeff, see Lou-Neita.  
 Jenges Rec. Corp., 250 S. Broad St., Suite 509, Philadelphia, Pa. 19102. Tel: (215) 476-4963. Pres.: George A. Guess; Exec. VP: Paul Steinberg; VP Sales & Mktg.: William Golde; Gen. Mgr. & Adv.: Norman Knox; A&R Dir.: Alonzo Brooks.  
 Labels (Owned) Jenges, Sin; (distributed) Sin City.  
 Cartridge 8-tr.: Jenges, Sin, Sin City self-mfd.  
 Jerden Inds. Inc., 206 Third Ave. S., Seattle, Wash. 98104. Tel: (206) MA 2-0470. Pres. & Gen. Mgr.: Jerry Dennon.  
 Labels: Jerden, Burdette, Panorama, Piccadilly.  
 Cartridge 4-tr., 8-tr. & cassette: Jerden licensed to GRT.  
 Jeree, see G&C & Georden.  
 Jerhart, see Hawk.  
 JermA, 1410 E. 72 St., Chicago, Ill. 60619. Tel: (312) 752-2755. Pres.: U. S. Warren.  
 Labels: Chytowns, JermA.  
 Jerry, see Casa Prod'ns.  
 Jessup, see Super Cities.  
 Jester, see Epstein.  
 Jet, see Bill Rucker.  
 Jetstar, see Abnak.  
 Jewel Rec. Corp., 728 Texas St., Shreveport, La. 71101. Tel: (318) 422-0195/7182. Pres. & Tape: Stanley J. Lewis; Exec. VP: F. R. Lewis; C&W, A&R: Don Logan; R&B & Spiritual A&R: Stanley J. Lewis; Sales & Mktg. Mgr.: Don Logan; Pub.: Jo Wyatt; Promo. Mgr.: Gene Kent; Int'l: Doris Leach.  
 Labels: (Owned) Jewel, Paula, Ronn; (distributed) Whit.  
 Cartridge 8-tr. & cassette: Jewel, Paula licensed to GRT.  
 Int'l reps.: Australia (Festival), Austria (Vogue in Germany), Bahamas (EMI in UK), Belgium (Artone in Netherlands), Brazil (RCA), Canada (Phonodisc), Eire (Pye in U.K.), France & French Territories (EMI in UK), Germany (Vogue), Greece (General Publ'g), Hong Kong (EMI in UK), Hungary (EMI in UK), India (EMI in UK), Italy (Durium), Jamaica (EMI in UK), Japan (King), Luxembourg (Artone in Netherlands), Malaysia (Festival in Australia), Mexico (Gamma), Netherlands (Artone), New Zealand (Festival in Australia), Philippines (Festival in Australia), Poland (EMI in UK), Portugal (CEM in Spain), Rumania (EMI in UK), Singapore (Festival in Australia), South Africa (Pye in UK), Spain (CEM), Trinidad & Tobago (EMI in UK), UK (Pye), USSR (EMI in UK), Yugoslavia (EMI in UK).  
 Jex Recs., PO Box 1301, Leesburg, Fla. 32748. Tel: (904) 422-7502. VP: Jim Usher.  
 Jilguero, see Betancourt Ents.  
 Jin & Swallow Rec. Co., PO Box 506, 434 E. Main, Ville Platte, La. 70586. Tel: (318) 363-2184. Mgr.: Ray Lafleur.  
 Labels: Jin, Swallow.  
 Cartridge 8-tr.: Swallow self-mfd.  
 Jingles, see Centaur.  
 Jitney, see Michigan Nickel.  
 Jobie, see Ghost.  
 Jock Logo, see Jon Badeaux.  
 Jody, Neb., see Apco.  
 Jody, Pa., see Vantage.  
 Jody Recs., Inc., 2226 McDonald Ave., Brooklyn, N.Y. 11223. Tel: (212) ES 3-0202, 372-9336. Pres. & A&R: Vince Vallis; VP & A&R: Gloria Black.  
 Labels: (Owned) Jody; (distributed) CJ, Colt, Firma, Golden-Ebb Tide, Revival.  
 Joed, see Paramount, Pa.  
 Johnson Rec. Co., 1619 Broadway, New York, N.Y. 10019. Tel: (212) 757-2695. Gen. Mgr. & Sales: Gil Miller; A&R Dir.: Norman Seldin; Promo. Dir.: Jim McCarthy.  
 Labels: Johnson, Jolie, Selsom, Virginia.  
 Joker, see Lifetime.  
 Jolar, see John J. Sullivan.  
 Jolie, see Johnson.  
 Jolly Dutchman, see Cuca.  
 Jon-Ark, see Alley.  
 Jo-Park Recs. Inc., 100 Park Pl., Newark, N.J. 07102. Tel: (201) 622-8453. Pres.: Joseph Schulman.  
 Labels: Banshee, Jo-Park, Yussels.  
 Jor Dan, see General American.  
 Josie, see JDM.  
 Jox, see Epstein.  
 Joya, 740 Cortlandt, Apt. 2, Houston, Tex. 77007. Owner: Santos Hernandez.  
 Labels: Amber, Joya.  
 Joyous Melodies, see Praise.  
 Jubilee, see JDM.  
 Jules-Tone, see St. Clair.  
 Julet Recs., PO Box 11474, 1338 E. 48 St., Los Angeles, Calif. 90011. Tel: (213) 231-9708. Pres.: Herman C. Allen; VP: Arthur Wright; A&R Dir.: Willie Hooks; Promo.: Ike Parker.  
 Labels: Julet, Soul World.  
 Julian, Box 2437, Wanatchee, Wash. 98801. Tel: (509) 662-8395. Pres.: Don Bernier.  
 June Bug, see Trans World Sound.  
 Juno Recs. Inc., 37 W. 57 St., New York, N.Y. 10019. Tel: (212) 759-8730. Pres.: Robert Colby; Exec. VP: Ettore Stratta.

K

K-Ark Recs., 728 16 Ave. S., Nashville, Tenn. 37203. Tel: (615) 255-1995. Owner: John Capps.  
 K D, see Ken-Del.  
 K E F, see Capitol.  
 K M, 410 S. Michigan Ave., Chicago, Ill. 60605. Tel: (312) WE 9-7188. Gen. Mgr.: Ruth Kling.  
 Labels: KM, Klime.

continued on page 54

# JANUS

A Contemporary Legend Come to Life



MUNGO JERRY  
JEFFERSON  
THE FLYING MACHINE  
OWEN B.  
PICKETTYWITCH  
ILLUSTRATION  
FUNKADELIC\*  
THE STATUS QUO

When we began just a little less than a year ago we promised you the sort of sounds that would stir an industry and create a contemporary legend. Thanks to your continued support that promise has been fulfilled. At Janus the vision is now reality . . . so on we go with more chart action.

\*On Westbound Records  
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JANUS RECORD CORPORATION  
An Affiliate of GRT Corporation  
1700 Broadway, New York, New York 10019

continued

K W K, see Ken Keene.  
 Kabe, see General American.  
 Kailua, see Hawaiian-American.  
 Kaleidoscope Music, 1500 Dixwell Ave., Hamden, Conn. 06514. Tel: (203) 777-0282. Pres., Gen. Mgr. & Pop A&R Dir.: David L. Speer; Classical A&R Dir.: James Michmerhuizen; Pub. & Publ'g Dir.: Timothy Lowery.  
 Labels: Kaleidoscope, Studio One.  
 Kama Sutra, see Buddah/Kama Sutra.  
 Kamel, see East Wind.  
 Kanawha Recs., PO Box 7791, Jacksonville, Fla. 32210. Mgr.: K. Davidson; Sales Mgr.: S. L. Davidson; Assoc.: Tom Cooper.  
 Labels: Kanawha, Blue Hill, Folk Promos.  
 Kangaroo, 302 E. Dewey Ave., San Gabriel, Calif. 91776. Tel: (213) 288-5435. Owners: Les & Toni Kangas.  
 Labels: Kangaroo, Koo-Koo.  
 Kanwic, see High Fidelity.  
 Otto Kapell Co., Box 399, Paris, Tenn. 38242. Tel: (901) 642-5852/4951. Contact: Mrs. Marjorie Jackson.  
 Label: Kapell.  
 Kapp, see MCA, Kapp Div.  
 Karate, see Audio Fidelity.  
 Karen, see Atlantic, Atco Div.  
 Karma Inc., 610 Stemmons Tower West, Dallas, Tex. 75207. Tel: (214) 638-1889. Pres.: Nancy Coplin; VP Sales & Mktg.: Don Gillespie; A&R Exec. Prod'r, Sec'y-Treas.: Sam Coplin.  
 Kasenetz Katz Assoc., 200 W. 57 St., New York, N.Y. 10019. Tel: (212) 765-5720. Pres.: Jerry Kasenetz; VP: Jeff Katz; Gen. Mgr. & A&R: Phil Schindler; A&R: Hy Gold.  
 Label: Super K (distributed by Buddah/Kama Sutra).  
 Kasin, see Met Richmond.  
 Kathy, see Wine.  
 Kaycee-Soul, see Kaytown.  
 Kaydan Recs. Inc., 12240 Ventura Blvd., Studio City, Calif. 91604. Tel: (213) 762-0966, 877-0472. Pres.: Stacy Keach; VP: Mary Keach; Exec. Sec'y: Frankie Newton; Pub.: Janet Manicalchi; Promo.: Ernie Newton.  
 Labels: Kaydan, Campus, Travelanguage.  
 Kayden, 267 Haddon Ave., Collingswood, N.J. 08108. Tel: (609) 858-1633, 854-7050, 667-1278. Pres.: Kathy Dennis; VP Sales & Promo.: Peter Paull.  
 Labels: Kayden, General Guard, Merben.  
 Int'l reps.: Canada (Quality), worldwide except for Canada (EMI).  
 Kaymar, see Accent Sound.  
 Kaytown Sound Prod'ns, PO Box 1208, 1401 N. Eighth St., Kansas City, Kan. 66117. Tel: (913) 342-3477; (816) 753-0378. A&R & Prod'n Mgr.:

L. M. Brown.  
 Labels: Kaytown, Kaycee-Soul, Soulaire, Soulsearch.  
 Keane, see 49th State Hawaii.  
 Keene, see Ken Keene.  
 Ken Keene & Assocs. Inc., PO Box 6329, New Orleans, La. 70114. Pres.: Ken Keene.  
 Labels: (Owned) KWK, Keene, Keeta, Rock Revival; (distributed) Caution, Nar-Ken, Speedy.  
 Keeta, see Ken Keene.  
 Kelit-Aurora Rec. Corp., 241 W. 18 St., New York, N.Y. 10011. Tel: (212) 989-7200. Contact: Ellen C. Connolly.  
 Kelton, see Summit Dists.  
 Ken-Del Prod'ns Inc., 111 Valley Rd., Richardson Park, Wilmington, Del. 19804. Tel: (302) 655-7488. Pres.: H. Edwin Kennedy; VP Sales, Mktg. & Promo.: Marjorie Kennedy.  
 Label: KD.  
 Kent, see Kent-Modern.  
 Kent-Modern Recs., 5810 S. Normandie Ave., Los Angeles, Calif. 90044. Tel: (213) 753-2481. Pres.: Saul Bihari; VP & Sales Mgr.: Morry Alexander.  
 Branch: New York, N.Y., Crown East, 6 W. Broadway. Tel: 10007. Tel: (212) DI 9-3900. Sales Mgr.: Robert K. Herrington.  
 Labels: Bright Orange, Contessa, Crown, Custom, Discos Corona, Fax, Kent, Modern, Mother Goose, Robin Hood, United.  
 Cartridge 8-tr. & cassette: Modern, Cartucho Moda, Fax, Flair, Mother Goose self-mfd.  
 Int'l rep.: Worldwide (Paradiso in Connecticut).  
 Kenwood, see Nashboro.  
 Kenya, see Worthy.  
 Kerr Recs. Inc. (div. of Gib Kerr Ents. Inc.), 999 N. Doheny Dr., Suite 309, Los Angeles, Calif. 90069. Tel: (213) 274-6635. Pres.: Gib Kerr; A&R Dir.: Ed Bant; PR Dir.: Judy Charbonneau.  
 Labels: Kerr, Spotlight.  
 Int'l reps.: Australia (EMI), Canada (RCA).  
 Keyboard, see Band Box.  
 Key Recs., 8422 W. Fourth St., Los Angeles, Calif. 90048. Tel: (213) 651-2940. Owner: Vick Knight Sr.  
 Keysor-Century Corp., 2600 Springbrook Rd., Saugus, Calif. 91350. Tel: (213) 365-3991. Pres.: Richard B. Keysor; VP: A. P. McGuire; Mktg. Dir.: Guy E. Disch; Commercial Sales: Dale M. Davis; Creative Prods.: Carl D. Grainger.  
 Branch: Delaware City, Del., PO Box 311. Zip: 19706. Tel: (302) 834-4551. Gen. Mgr.: Howard Hill.  
 Labels: Altair, Century.  
 Kick, see Jamaka.  
 Kid Cuz'n, PO Box 722, Radio City Sta., New York, N.Y. 10019. Tel: (212) CI 5-7793. Sales

Mgr.: Nat Courtney; A&R Prod'r: Johnny Adworth.  
 Kiderian Recs. Corp., 4926 W. Gunnison St., Zip: 60630; 316 S. Wabash, Chicago, Ill. 60604. Tel: (312) 545-0861, 427-6439. Pres. & Promo.: Raymond Peck; VP, Pub. & Adv.: Ginger Wadipian; Pop A&R: George Peck; Classical A&R: Bob Beck; Sales & Mktg.: Gail Peck; Tape: Joe Swiatek.  
 Labels: (Owned) Kiderian, Black Beauty, Dick-Hike, Gail, Ginger, Illinois Prod'g Corp. (ILL), Ray Peck Prod'ns, St. Lewis; (distributed) Alpha-Vern, Beck-Peck, Good-Luck, Recordgraph.  
 Cassette: Kiderian, Black Beauty, Dick-Hike, Gail, Ginger, ILL (Illinois Prod'g Corp.), St. Lewis self-mfd.  
 Kilgore, PO Box 641, Leesville, La. 71446. Tel: (318) 239-3215. Pres.: John Kilgore; Sales & Promo.: Grady Metoyer.  
 Branch: Alexandria, La., Box 365. Zip: 71301. Mgr.: Grady Laik.  
 Labels: (Owned) Kilgore, Greyfox; (distributed) Soultrain of Louisiana.  
 Kinetic, see CBS, Epic Div.  
 King, see Starday-King.  
 Kingdom, see Beholli.  
 King Leo, see MGM.  
 Kingsway Prod'ns, 6430 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) 466-6121. Pres.: Earle Williams.  
 Labels: Audio Bible Studies, Kingsway.  
 Cassette: Self-mfd.  
 King Walk, 1815 Foucher St., New Orleans, La. 70115. Tel: (504) 822-1305. Pres.: Earl K. Johnson; VP: George Cain.  
 Kirshner, see RCA.  
 Kismet Rec. Co., 227 E. 14 St., New York, N.Y. 10003. Tel: (212) GR 7-2891. Pres.: A.D. Kornienko.  
 Int'l reps.: Australia (Carinia), Canada (Boutillier Musique, Sniderman).  
 Kitten, see Geurde.  
 Sid Kleiner Music Ents., Box 282, Rt. 513, Califon, N.J. 07830. Tel: (201) 832-2930. Gen. Mgr.: Sid Kleiner.  
 Labels: Country King, Top-Star.  
 Klime, see KM.  
 Klondike Recs. Inc. (sub. of Holiday Inns Inc.), 3796 Lamar Ave., Memphis, Tenn. 38118. Tel: (901) 362-4231. Pres.: B. B. Cunningham Sr.  
 Knight, see Thunder Rec. Co.  
 Knight Education Inc., 2406 W. Seventh St., Los Angeles, Calif. 90057. Tel: (213) 385-2293. Pres.: Mario J. Piraino.

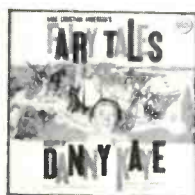
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# GO GOLDEN!

**GOLDEN RECORDS**  
 The sound of children...an international language



Show and Tell



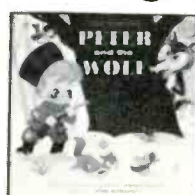
Hans Christian Andersen's Fairy Tales — Danny Kaye



Romper Room



The Wonderful Wizard of Oz



Peter and the Wolf



The Horse in the Striped Pajamas — Captain Kangaroo

**GOLDEN RECORDS**  
 goes into the sound of pop...with 2 new labels!



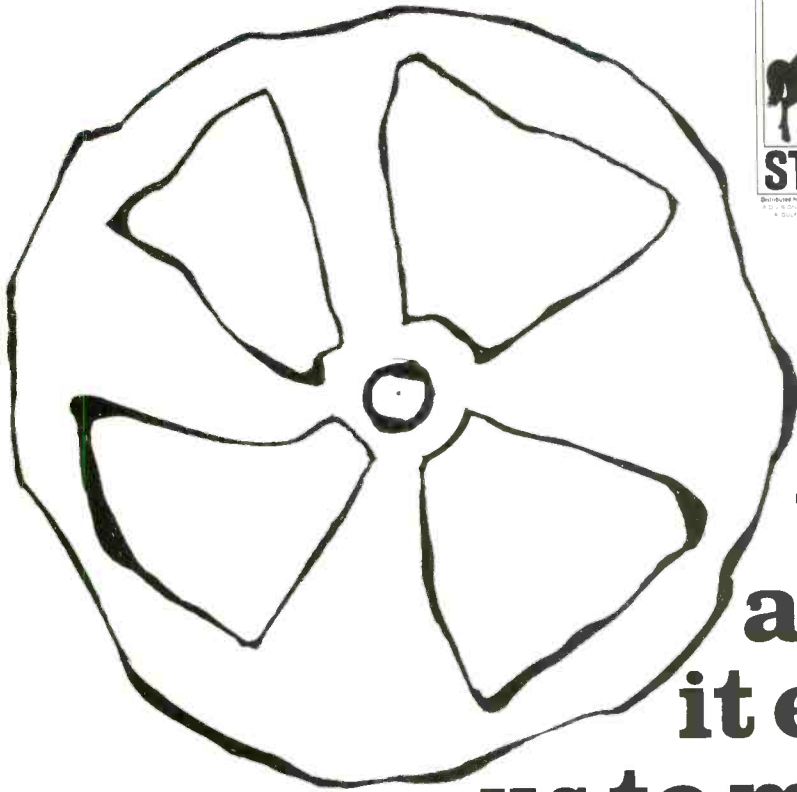
The Intrigues



The Village Soul Choir

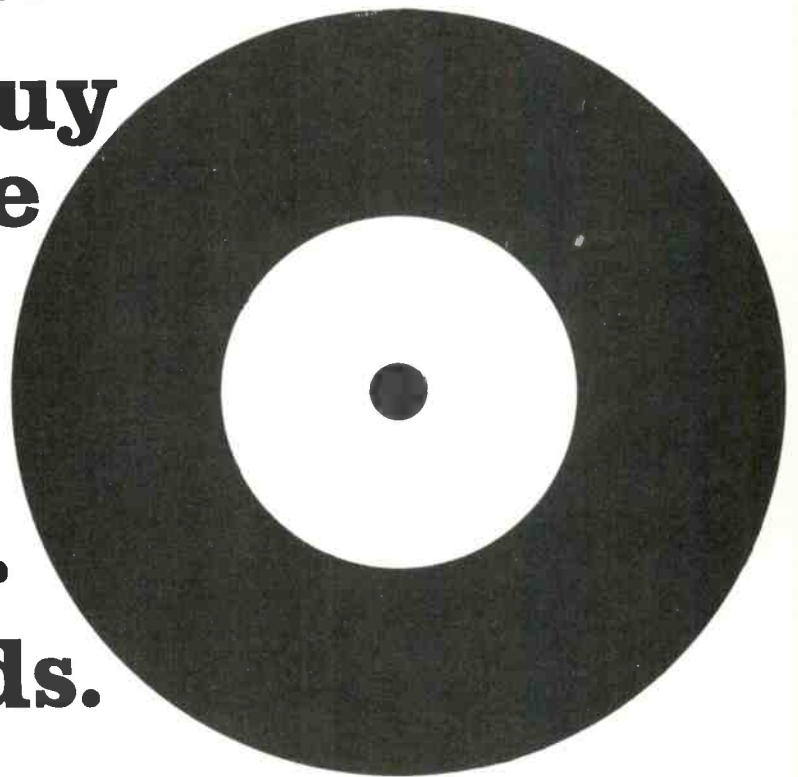
**GOLDEN RECORDS** a division of A.A. Records, Inc. 250 West 57 Street, New York, N.Y. 10019

A Division of Famous Music Corporation  
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**Some guy  
invented  
the wheel  
and made  
it easy for  
us to move  
our bodies.**

**Some guy  
invented the  
record and  
made it  
easy for us  
to move our  
minds.**



**We make records!**





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The Memphis Sound includes everything that's happening now. Music that comes from where a person really lives. The translation of honest gut emotions into music. Most of all, real music—with an honesty that communicates real feelings to real people. That's Soul, Brother. And you can't talk about soul without talking about the Stax Memphis Sound.

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Lucky Sounds, see Ron Recs.  
Luffcin, see Goldband.  
Lummtone, PO Box 11121, Los Angeles, Calif.  
90011. Tel: (213) RE 4-4459. Pres.: Lummie  
J. Fowler.  
Lurray, see Frankie.  
Lutone, 14 E St. SW, Ardmore, Okla. 73401. Tel:  
(405) CA 3-1400. Owner: Luton Stinson; Mgr.:  
Lindy Rozzell.  
Lyndell, see Lifetime.  
Lynnette, see Lynn's.  
Lynn's Prod'ns, 551 Muscadine St., Greenville, Miss.  
38701. Tel: (601) 332-8665, 335-4594. Chm.:  
Reginald Hines; Pres.: Henry R. Hines; VP:  
Terri Lynn Hines; Ass't VP: Bessie Mae  
Williams; Gen. Mgr.: Vicki Williams; Gen.  
Sales Mgr.: Jeanette Albert; Tape Mgr.: Velma  
Williams.  
Labels: Anvick, Bar-Bare, Big Beat, Bo-Bo,  
Bronze, Della, Ecco, Hines, Landra, Leno,  
Lynn's, Lynnette, Odex, Reginald, Terrell,  
Yolanda.  
Cartridge 8-tr.: Reginald self-mfd.  
Lyricord, 141 Perry St., New York, N.Y. 10014.  
Tel: (212) WA 9-8234. Pres.: Peter Fritsch.  
Labels: Eterna, Experiences Anonyms, Lyri-  
chord.  
Lyricon, see Trend Int'l.

**M**

M & L, see Nico.  
M & R, see Met Richmond.  
M & W, see Style.  
M B, see MBA.  
M B A Music Inc., 8 E. 48 St., New York, N.Y.  
10017. Tel: (212) 688-2847. VP, A&R, Pub. &  
Promo.: Richard Simon.  
Labels: MB, Downeast.  
M B S, see Paramount, Pa.  
M C A Recs. (div. of MCA Inc.), 100 Universal City  
Plaza, Universal City, Calif. 91608. Tel: (213)  
985-4321. Cable: MUSICOR. Pres.: J. K. Mait-  
land.  
MCA Recs. Int'l Div.: 445 Park Ave., New York,  
N.Y. 10022. Tel: (212) 759-7500. Mktg. Dir.:  
Frank Swenson; Pub. & Promo. Mgr.: Gregg  
Hersh; VP Int'l Opns.: R. L. Broderick; Mktg.  
Mgr. (Latin America): Don Johnson.  
Decca Div. (Decca, Coral, Vocalion, Berlitz,  
Bravo, MTA, Viva): 445 Park Ave., New York,  
N.Y. 10022. Tel: (212) 759-7500. Cable: DEC-  
CORD. Exec. VP: Jack Loetz; VP Mktg.: Tony  
Martell; VP Mfg.: A. W. Johnston; VP Opns.:  
William S. Grady; VP Special Markets: Martin  
Salkin; A&R Dir.: Tom Morgan; A&R Prod'rs:  
Milt Gabler, John Walsh, Israel Horowitz, Harry  
Meyerson; Promo. Dir.: Herb Gordon; Tape  
Sales: Joel Schneider; Home Entertainment  
Prod'rs: Marvin Paris; Creative Servs.: William  
Levy; Artist Relations: Ellis Nassour.  
Kapp Div. (Kapp, Four Corners of the World,  
Palette): 6430 Sunset Blvd., Hollywood, Calif.  
90028. Tel: (213) 466-5221. Exec. VP: Harry  
Garfield; VP: Gil Rodin; Gen. Mgr.: Johnny  
Musso; Sales Dir.: Vince Cosgrave; Promo.  
Dir.: Carl Maduri; Press Info. Dir.: Norm  
Winter.  
Universal City Recs. (Uni Recs.) Div. (Congress,  
Uni, Revue, Shamley): 8255 Sunset Blvd., Los  
Angeles, Calif. 90046. Tel: (213) 656-8310.  
VP & Gen. Mgr.: Russ Regan; Nat'l Sales  
Mgr.: Rick Frio; Nat'l Promo. Dir.: Pat Pipolo;  
Press Info. Dir.: Norm Winter.  
Int'l branches: Australia, Germany, UK (MCA).  
Labels: (Owned), Congress, Coral, Decca, Four  
Corners of the World, Kapp, Revue, Shamley,  
Uni, Vocalion; (distributed) Berlitz, Bravo, MTA,  
Palette, Viva.  
Cartridge 8-tr.: Decca, Coral, self-mfd. by  
Decca; Kapp, Four Corners of the World self-  
mfd. by Kapp & available through Ampex &  
GRT; Uni self-mfd. & available on GRT; Revue  
licensed to GRT.  
Cartridge 4-tr.: Kapp, Four Corners of the  
World available through Ampex; Uni licensed to  
Muntz.  
Cassette: Decca, Coral, self-mfd. by Decca;  
Kapp, Four Corners of the World self-mfd. by  
Kapp & available through Ampex; Uni self-  
mfd. & available on GRT.  
Open reel: Decca, Coral, self-mfd. by Decca;  
Kapp, Four Corners of the World available  
through Ampex; Uni licensed to GRT. (SEE  
ADVERTISEMENT)  
M-C-M Prod'ns, see Cherokee Album.  
M F R, see Met Richmond.  
M G M Recs. (div. of Metro-Goldwyn-Mayer Inc.),  
7165 Sunset Blvd., Los Angeles, Calif. 90046.  
Tel: (213) 874-0180. Pres.: Mike Curby; Senior  
VP Business Affairs: Richard W. Whitehouse;  
VP Admin. Servs. Music Div.: Ed Beulike; VP  
Artist Relations: Ken Mansfield; A&R Dir.:  
Mike Llovd; Pop A&R: Jim Vienneau; Jazz/R&B  
A&R: Johnny Pate; A&R Admin. Mgr.: Joan  
Brown; Pub. Dir.: Sol Handwerker.  
Branch: New York, N.Y., 1350 Ave. of the  
Americas. Zip: 10019. Tel: (212) 262-3131.  
Cable: METRECORD. East Coast Business Affairs  
Dir.: Albert A. Lewis.  
Labels: (Owned) MGM, Verve, Verve/Forecast,  
Kino Leo, Leo the Lion, Cub, Colossus, Heritage;  
(distributed) CoBurt, Quad, Stormy Forest.  
Cartridge 8-tr. & cassette: MGM, Verve, Heri-  
tage, Stormy Forest licensed to Ampex.

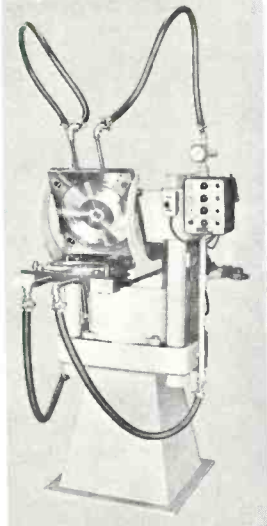
Micro cassette: MGM, Verve licensed to Ampex.  
Open reel: MGM, Verve, Heritage licensed to  
Ampex.  
M I C, see Music Inds.  
M K, see Connoisseur Rec. Corp.  
M M O, see Music Minus One.  
M M P, see Music Mountain Prod'ns.  
M O C, see London.  
M O L, 6290 Sunset Blvd., Hollywood, Calif. 90028.  
Tel: (213) 469-5838. Owner: George Jay. (Dis-  
tributed by Dore).  
M-S, see MSK.  
M S K Prod'ns Inc., 8880 Hubbell Ave., Detroit,  
Mich. 48228. Tel: (313) 272-1484. Pres.: Chet  
Kajeski; Exec. VP: Gerald Snyder.  
Labels: Dearborn, M-S, Kool Kat.  
M T A Recs. (div. of MTA Prod'ns Ltd.), 40 W. 55  
St., New York, N.Y. 10019. Tel: (212) 581-  
8650. Pres.: Bob Thompson.  
Label: MTA (distributed by MCA, Decca Div.).  
Cartridge 8-tr., cassette & open reel: MTA  
licensed to GRT.  
Int'l reps.: Australia (Astor), Italy (Ricordi),  
Mexico (Tizoc), UK (CBS).  
M T R (Music Town Rec'g), 7 S. Main St., West  
Hartford, Conn. 06106. Tel: (203) 236-4439.  
M T W Recs. (div. of The MTW Music Cos.), Box  
171, Bellevue, Wash. 98004. Tel: (206) 827-  
5866. Pres. & A&R Prod'rs: Michael T. Wing.  
Mace, see Scepter.  
Mac Gregor Recs., 729 S. Western Ave., Los Angeles,  
Calif. 90005. Tel: (213) 384-4191.  
Mad, see Joseph Sugarman.  
Maestro, 5235 Cleveland, Skokie, Ill. 60076. Tel:  
(312) OR 3-8632. Owner: Larry Taylor.  
Magic Carpet, see Monument.  
Magnum, see Trident.  
Main Line Recs., 1260 E. 38 St., Cleveland, Ohio  
44114. Tel: (216) 391-0180. Owner: Joe  
Simone.  
Mainstream Recs. Inc., 1700 Broadway, New York,  
N.Y. 10019. Tel: (212) 247-0655. Pres. & A&R:  
Bob Shad; Sales Dir.: Chet Woods; Promo. Dir.:  
Maury Apatow.  
Labels: (Owned) Mainstream; (distributed) Am-  
sterdam, BluesTime, Flying Dutchman, Reggae.  
Cartridge 4-tr., 8-tr., cassette & open reel:  
Mainstream licensed to Ampex.  
Int'l reps.: Belgium, Canada, Denmark, Germany  
(London in USA), Japan (Nippon Columbia),  
South Africa, Sweden, Switzerland, UK (London  
in USA).  
Majesty, see Designer.  
Majic-L, see Try!  
Major, see Thomas J. Valentino.  
Majorette, see Thomas J. Valentino.  
Malaco Recs., 3023 W. Northside Dr., Jackson, Miss.  
39213. Tel: (601) 982-4522. Pres.: Mitch  
Malouf; VPs: Tom Couch, G. Stephenson.  
Malynn Ents., 2580 W. Pico Blvd., Los Angeles,  
Calif. 90006. Tel: (213) 385-9163. Mgr.: Guy  
Ward.  
Labels: (Owned) Malynn, Hi-Oldies, Highland;  
(distributed) Call Me, Money.  
Cartridge 8-tr. & cassette: Hi-Oldies, HR (High-  
land Recs. includes product from Rexford),  
Highland self-mfd.  
Manna Recs., 10221 Riverside Dr., North Hollywood,  
Calif. 91602. VP & Gen. Mgr.: Hal Spencer;  
Sales & Mktg.: Hugh Edwards; Pub.: Bill Asher;  
Promo.: Larry Heath.  
Map, see Music Inds.  
Map City Recs. Inc., 236 W. 55 St., New York,  
N.Y. 10019. Tel: (212) 581-2680. Pres.: Frank  
Mell; VPs: Peter Anders, Vini Ponce; Promo.:  
Eddie Levine.  
Maple, see Canyon Recs.  
Mardi Gras, see Roulette.  
Margate, see Tioga.  
Mergie, see McKinnon.  
Maria Recs., PO Box 3770, Grand Central Sta., New  
York, N.Y. 10017. Tel: (212) SE 3-0125. Owner  
& Pres.: John Clark.  
Marjon Recs., 159 Easton, Sharon, Pa. 16146. Tel:  
(412) 347-4726. Owner: John Krizanic; Mgr.  
& Promo.: Martha Krizanic.  
Labels: (Owned) Marjon; (distributed) Polka  
Spotlight.  
Mar-Kay Rec'g Co., 2945 Madison Ave., Granite City,  
Ill. 62040. Tel: (618) 877-3416. Pres.: Mary  
Joyce; VPs: Ron Allen, Phyllis Darner; PR:  
Hubert Joyce.  
Mark Educational Rec'gs Inc., 4249 Cameron Dr.,  
Williamsville, N.Y. 14221. Tel: (716) 634-5149.  
Pres.: Vincent S. Morette; VP A&R: Jack  
Renner; VP Adv.: George Whittier.  
Branch: Clarence Center, N.Y., 6010 Goodrich  
Rd. Zip: 14032. Tel: (716) 741-3100.  
Labels: (Owned) Mark Educational Rec'gs;  
(distributed) Century.  
Mark Five Inc., Box 7084, 10 Michael Dr., Green-  
ville, S.C. 29610. Tel: (803) 269-3961. Mgr.:  
Joe Huffman; Ass't Mgr.: Bob Edwards; A&R:  
Otis Forrest; W. C. Huffman; Sales Mgr.:  
Sonny Threatt; Adv. & Promo Mgr.: Michael  
Burnette; Tape Prod. Dir.: Do King.  
Labels: Mark V, Halo, Oval, Mastertone.  
Marko, see Dance Along.  
Mark V, see Mark Five.  
Mark X, see Antigua.  
Marteon, 3116 Drexel St., Shreveport, La. 71108.  
Tel: (318) 635-6905. Owners: DeWitt C. &  
Maylon D. Humphries.  
Marullo Prod'ns Inc., 1121 Market St., Galveston,  
Tex. 77550. Tel: (713) SO 2-4590. Pres.: A.  
W. Marullo; VP: A. W. Marullo Jr.; A&R: David  
Yeamans.

continued on page 60



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FINEBILT presses assure highest quality records and maximum production, as attested to by the fact that our customers are not only satisfied, but pleased and enthusiastic buyers, again and again!

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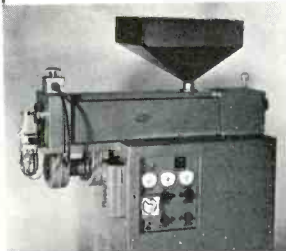
Presses are available as:

Self-contained units with individual hydraulic system or ready for connection to a central hydraulic system, with a choice of manual controls, automatic temperature cycle control, automatic push-pull of the record mold, automatic opening-closing of the record mold.

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- Branch: Houston, Tex., 9321 Irvington Ave. Tel: (713) 944-9297, 697-4422. Mgrs.: Tom Griggs, Foy Lee.  
**Label:** Ro-Tab.
- Marvel Recs., 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.: Dougel Trineer; Sales Mgr.: Sam Goldner.  
**Home office:** Australia (W&G).  
**Branch:** New York, N.Y., 1650 Broadway. Zip: 10019. Tel: (212) 757-2750.  
**Int'l branch:** Canada.  
**Labels:** Marvel, Marveltone, Melbourne, Boss-town, Gem, In, Rodeo Int'l.  
**Cartridge 4-tr., 8-tr. & cassette:** Marvel, Banff, Melbourne, Rodeo Int'l self-mfd.  
**Open reel:** Banff, Rodeo Int'l self-mfd.  
**Marveltone,** see Marvel.
- Dick Marx Prod'n Group Inc., 664 N. Michigan Ave., Chicago, Ill. 60611. Tel: (312) 944-1800. Pres.: Dick Marx; VP: Dick Jahn; A&R Dir.: Steve Sperry.  
**Labels:** DMA, Guava.
- Marycords, Powers Lake, N.D. 58773. Tel: (701) 464-2383. Pres.: Rev. Frederic J. Nelson; VP-Treas.: Regina Smith.
- Maryhill, see Ripcord.
- Mascot, see Foggy Mountain.
- Mason, see Decatur.
- Master, see Big Bunny.
- Mastersound, see Laitini.
- Masters Releasing Inc., 1790 Main St., Buffalo, N.Y. 14209. Tel: (716) 882-1180. Pres.: Steve Brodie; VP: Leonard Silver; Sales & Mktg. Dir.: Bertha Rosser; Pub.: Lois Janvale; Adv.: Chad St. O'Harra; Nat'l Promo. Dir.: Elliot Mandewelle.  
**Label:** Thunderbird.
- Mastertone, see Mark Five.
- Matador, see Cuca.
- Maxwell, see CGC.
- Maxwell-56, 33 Highland Ln., Wheeling, W. Va. 26003. Tel: (304) 233-1723. Pres.: Don Teachout.
- Mayham, see Lebby.
- Mayhams Collegiate Recs., 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.: N. Smalls Mayhams Jr.; Pub., Adv. & Promo.: Little Shirley Mayhams.  
**Labels:** Mayhams Collegiate, Sorority Frat.
- 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.
- McHall, see St. George-McHall.
- McKinnon Recs. Co. (div. of McKinnon Pictures), 411 Gordon St., Reading, Pa. 19601. Tel: (215) 374-6580. Pres.: Leonard McKinnon.  
**Labels:** Beulah, Center City, Gordon Street, Hit Kingdom, Holy Cross, Margie, McKinnon, Movieland, Reading, Slide.
- Medea, see Fleetwood.
- Media, see Music Inds.
- Mediarts Recs. Inc., 9229 Sunset Blvd., Suite 710, Hollywood, Calif. 90069. Tel: (213) 278-8810. Pres. Mediarts Inc.: Alan W. Livingston; Pres. Mediarts Recs.: Robert L. York; Gen. Mgr.: Budd Dolinger; A&R: Nick Venet.
- Mediterranean Recs. Inc., 7906 Santa Monica Blvd., Suite 212, Hollywood, Calif. 90046. Tel: (213) 656-5964. Pres. Sales & Mktg.: Thomas Kounis; VP & A&R: George Michaelides; Promo. Mgr.: George Rumanes.  
**Cartridge 8-tr. & cassette:** Self-mfd.
- Mee, see Al-Teen.
- Mega Recs. (div. of RPM Inc.), 1717 West End Ave., Nashville, Tenn. 37203. Tel: (615) 244-5544. Pres.: Brad McCuen.
- Me'Hijah, see Elvitru.
- Melbourne, see Marvel.
- Melmark, see Custom Fidelity.
- Melodeon, see Historical.
- Melodia, see Polish Rec. Center.
- Melodias, see Rivera Radio.
- Melodies Divine, see DJ.
- Melodiya/Angel, see Capitol.
- Melody Recs., 1912 St. Clair St., Hamilton, Ohio 45011. Tel: (513) 895-0607. Pres.: William M. Jones; VP Sales: Julian P. Hoke; Country A&R: Ray Tarter; Blue Grass A&R: Jim Harding; Sales & Promo. Mgr.: Osburn Thorpe; Adv. Mgr.: Glenn Allen.  
**Labels:** Melody, Sunrise, Pine Tree.
- Melron Recs., 5007 F St., Philadelphia, Pa. 19124. Tel: (215) JE 3-8799. Pres. & Promo. Dir.: Leonard Stark; Pop A&R Dir.: Richard Bassett; Gospel A&R Dir.: Rev. Robert Marshall.
- Memnon Recs. (div. of Memnon Ltd.), PO Box 84, Glen Cove, N.Y. 11542. Tel: (516) 676-6753. Pres.: Chris Purzycki; Gen. Mgrs.: Cazimir V. Swier, Chris Kroman.  
**Labels:** Memnon, Kotico, Tithonus.
- Menorah, see House of Menorah.
- Merben, see Kayden.
- Mercury Rec. Corp., 35 E. Wacker Dr., Chicago, Ill. 60601. Tel: (312) 332-5788. Cable: MERREC. Pres.: Irwin H. Steinberg; Senior VP Sales, Mktg. & Promo.: Lou Simon; VP Artist Exploita-
- tion: John Sippel; A&R Dir.: Robin McBride; Classical A&R Dir.: M. Scott Mampe; Pub. Dir.: Ron Oberman; Nat'l Singles Promo. Dir.: John Antoon; Nat'l R&B Promo. Dir.: Bunky Shepard; Nat'l C&W Promo. Dir.: Rory Bourke; Tape Prod. Mgr.: Harry Kelly.
- Branches:** Los Angeles, Calif., 6922 Hollywood Blvd. Zip: 90028. Tel: (213) 469-3937—San Francisco, Calif., 1340 Mission St. Zip: 94103. Tel: (415) 431-6844. A&R Dir.: Bob Sarenpa—New York, N.Y., 110 W. 57 St. Zip: 10019. Tel: (212) 245-7300. VP & A&R Dir.: Charles Fach—Nashville, Tenn., 817 16 Ave. S. Zip: 37202. Tel: (615) 242-1607. VP & A&R Dir.: Jerry Kennedy.  
**Labels:** (Owned) Mercury, Philips, Smash, Fontana, Limelight, Intrepid; (distributed) Way-side, Peachtree, Virtue.  
**Cartridge 8-tr.:** Mercury, Philips, Smash, Fontana, Limelight self-mfd.  
**Cartridge 4-tr.:** Mercury, Philips, Smash, Fontana, Limelight licensed to Muntz.  
**Cassette:** Same as 8-tr.  
**Open reel:** Mercury, Philips, Smash, Fontana, Limelight licensed to Ampex.  
**Int'l reps.:** Argentina (Phonogram), Australia (Phonogram), Austria (Polyphon), Belgium (Polygram), Bolivia (Philips), Brazil (Companhia Brasileira de Discos), Canada (London), Chile (Philips), Colombia (Philips), Denmark (Nordisk Polyphon), Ecuador (Fedisco), Finland (Finnlevy), France (Philips), Germany (Phonogram), Greece (Helladic), Guatemala (DIDECA), Israel (Israelectra), Italy (Phonogram), Jamaica (Record Specialists), Japan (Victor, Philips), Lebanon (Phonogram), Mexico (Discos Universales), Netherlands (Philips, Phonogram), New Zealand (Philips), Nigeria (Philips), Norway (Norsk Phonogram), Panama (Phonogram), Peru (Virrey), Philippines (Home Inds. Development), Portugal (Philips), Santo Domingo (Fabrica de Discos), Singapore (Phonogram Far East), South Africa (Trutone), Spain (Fonogram), Sweden (Philips-Sonora), Switzerland (Phonogram), Thailand (Sugree), Turkey (Turk Philips), UK (Philips), Uruguay (Philips), Venezuela (Polydor), West Indies (West Indies Recs.).
- Merlene, 2310 N. Mockingbird Ln., Abilene, Tex. 79603. Tel: (915) 672-7158. Pres.: Melvin Mazy.
- Merri, see Creative Rec. Serv.
- Mersey, see Process.
- Metra/Politan, see Country/Politan.
- Met Richmond Latin Rec. Sales Inc., 1637 Utica Ave., Brooklyn, N.Y. 11234. Tel: (212) 253-4600. Pres.: David Last; Pub.: Bea Cohen; Adv.: Jay Chernow; Int'l: Raymond Irryrazy; Sec'y-Treas.: Beatrice Last.  
**Branch:** New York, N.Y., 718 10 Ave. Zip: 10019. Tel: (212) 265-9480. Mgr.: Bartolo Alvarez.  
**Labels:** ASA, Alma, Amex, Antilano, BBM, BRC, Baroneza, Bocar, Bronjo, Carvier, Coliseo, Colonial, Colombina, Danny, Economy, Eddissa, Encanto, Explorer, Fantastic, Fenix, Filtro, Iberia, Jardin, Kasin, Leda, M&R, MFR, Mona, Norca, Odessa, Pergasso, Ponce, Progresso, Prominent, Prospect, Que Rio, Quicka, Reli, Revancha, Rhumba, Rumba, Seeco, Serenata, Skipper, Somar, Sono Mex, Sunset, Tropical.  
**Cartridge 8-tr.:** Adultos, Concert Tapes, Met Rico, Seeco self-mfd. (SEE ADVERTISEMENT)
- Metrobeat Prod'n Inc., PO Box 755, Minneapolis, Minn. 55440. Tel: (612) 636-0841. Pres.: Michael Jann; VP & A&R: Tony Andreason.  
**Labels:** (Owned) Country Beat, Metrobeat, Peak, West Wind; (distributed) Police.
- Metrodome, see Epstein.
- Metrodome Recs., 1700 Broadway, New York, N.Y. 10019. Tel: (212) 757-8387. VP & Gen. Mgr.: Thomas E. Noonan; A&R Admin. Dir.: Manny Kellm; Nat'l Sales Dir.: Freddie Love; Pub. Co-ord.: Debby Lyons; Nat'l Promo. Dir.: Stan Monteiro; Int'l Dist'n Co-ord.: Vivian Rosenthal.  
**Branches:** Los Angeles, Calif., 8532 Sunset Blvd. Zip: 90069. Tel: (213) 659-2090. Mgr.: Julio Aiello—Nashville, Tenn., 1513 Hawkins St. Zip: 37203. Tel: (615) 244-0131. Prod'r: Tommy Allsup.  
**Int'l reps.:** Australia (Festival), Brazil (Gravacoes Electricas), Canada (Phonodisc), Germany (CBS), Italy (Durium), Jamaica (Jamaica Rec'g Ltd.), Japan (Nippon Columbia), Netherlands (Negram-Delta), Philippines (Mareco), South Africa (Teal), Spain (Columbia), Sweden (Sonet), UK (Pye), Venezuela (Vida). (SEE ADVERTISEMENT)
- 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).
- Metro Rec. Co., 1927 W. Grand Ave., Dayton, Ohio 45407. Tel: (513) 276-3022. Pres.: Charles E. Flax; VP: William Springer; A&R Prod'r: James Heath; Promo. Dir.: Bobby Fields.  
**Labels:** Metro, Flax, Jam, Linda, Robbie.
- Mexico, see Discotape Int'l.
- Miami Recs. Dist'g Corp., 2819 NW Seventh Ave., Miami, Fla. 33127. Tel: (305) 635-7925. Pres.: Carlos Diaz-Granados; VP: Carlos Diaz-Granados Jr.; PR: Eugenio Garrote.  
**Labels:** Discos Columbia, Discos Fuentes, Miami.  
**Cartridge 8-tr.:** Discos Fuentes self-mfd.
- Michelle, see Montel.
- Michigan Nickel Co., 142 Morse St., Coldwater, Mich. 49036. Tel: (517) 278-8185. Owner: Earl E. Benson; Gen. Mgr.: Richard T. Patterson.  
**Branch:** Wyandotte, Mich., 1836 Biddle Ave. Zip: 48192. Tel: (313) 283-2830.  
**Labels:** Michigan Nickel Co., Jitney.
- Mickey Recs., 26 Mountain Ave., Dover, N.J. 07801. Tel: (201) 361-2084. Pres.: Michael F. Matushin.
- Mickey Ricky, see RMS.
- Microfilm, see Universal.
- Midnight Sun, see Shelby Singleton.
- Midnite Sound Studios, RR 1, W. Ross Ln., Danville, Ill. 61832. Tel: (217) 443-3321. Pres. & Int'l: Arlyn Miller; VP: Russ Boen; A&R Dir.: Arlie Neaville; Sales Mgr.: Alice Miller; Adv. Dir.: Betty Neaville; Promo. Dir.: Esther Boen.  
**Label:** Greta.
- Mid-South, see Style.
- Midwestern Sound Prod'ns, 444 W. Leonard, Grand Rapids, Mich. 49504. Tel: (616) 459-5096. Owner, Pres. & A&R Prod'r: Phil Roberts Jr.; Owner: Bruce Snoop.  
**Labels:** Apocalypse, Eucalyptus.
- Mighty Recs., 150 West End Ave., Apt. 6-D, New York, N.Y. 10023. Gen. Mgr.: Phillip Ross Zinn.  
**Mike,** see Apco.
- Milburn Music Ents., PO Box 362, Pasadena, Tex., 77501. Tel: (713) GR 3-2935. Owner: C. L. Milburn Jr.  
**Branch:** Midland, Tex., PO Box 141. Zip: 79701. Tel: (915) MU 2-0509.  
**Labels:** Sea Ell, Souled Out of Texas.
- Milestone Recs. Inc., 119 W. 57 St., New York, N.Y. 10019. Tel: (212) 765-5590. VP & Gen. Mgr.: Orrin Keepnews.
- Millage, see G&C.
- Millie, see Pike.
- Minaret, see Shelby Singleton.
- Mind Power, see Knight Education.
- Mio Int'l Recs. Inc., 185 West End Ave., New York, N.Y. 10023. Tel: (212) 362-9812. Pres.: Marty Wilson; VPs: Pete Terrace, Alan Richmond, Joseph Harlem.  
**Cartridge 8-tr.:** Licensed to Ampex.
- Miracle Recs., 170-30 130 Ave., Jamaica, N.Y. 11434. Tel: (212) 723-8776. Pres.: Tex Fenster.
- Mir-A-Don Recs. Inc., 5333 Astor Pl., Washington, D.C. 20019. Tel: (202) 583-2863. Pres. & A&R Dir.: Donald Waldon; VP Sales: Chester Bilbro; Sales Mgr.: Margaret Johnson; Pub. Dir.: Frank Vaughn; Adv. Dir.: Miriam Waldon; Promo. Mgr.: Vernon Thomas; Tape: Ray Allen.
- Mirakel Recs., PO Box 60, State College, Pa. 16801. Tel: (814) 238-4311, 466-6602. Dirs.: Guy Rachau, Robert Skipper; Ass't Dir.: Albert M. Brogdon; Business Mgr.: Richard Greene; Pub. & Adv.: Thomas Burnett.
- Mira Recs., 90028 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 655-8191. Cable: MIRAREC. Pres. & Gen. Mgr.: Randall Wood.  
**Labels:** Mira, Mirwood, Surrey Int'l (distributed by Crestview); Dorset.  
**Cartridge 4-tr. & 8-tr.:** Mira, Mirwood licensed to ITCC.  
**Int'l reps.:** Austria (Decca), France (Decca), Germany (Decca), Italy (Ricordi), Switzerland (Decca), UK (Decca), worldwide exclusive of the preceding (Philips released under the Fontana label).
- Mirroscopic Recs. Ltd., 502 E. 84 St., New York, N.Y. 10028. Tel: (212) RE 7-2592. Pres.: Kenneth L. Mapes.
- Mirwood, see Mira Recs. & Crestview.
- Mrs. Alice, see Ivory Lee.
- Mr. G., see Audio Fidelity.
- Misty Blue, see Thunder Rec. Co.
- Mobile Rec. Co., PO Box 4902, Chicago, Ill. 60680. Tel: (312) 267-7147. Pres.: James H. Manning Jr.
- Mobile Fidelity Prod'n Inc., 10439 Willowbrae Ave., Chatsworth, Calif. 91311. Tel: (213) 882-2870. 848-5367. Pres. & Exec. Prod'r: Brad S. Miller.  
**Label:** Mobile Fidelity.  
**Cartridge 8-tr., cassette & open reel:** Mobile Fidelity licensed to GRT.
- Modern, see Kent-Modern.
- Mohawk (div. of Spice Prod'n Inc.), 161 W. 54 St., New York, N.Y. 10019. Tel: (212) 247-6191.
- Moir, see Atlantic, Cotillion Div.
- Mona, see Met Richmond.
- Money, Calif., see Malynn.
- Money Recs. Co., 6232 Lynridge Dr., Columbus, Ga. 31904. Tel: (404) 323-0515. Pres.: Curley Money; VP: Danny Money.
- Money Town Rec. Prod'n Co., 5337 Hayes St. NE, Washington, D.C. 20019. Tel: (202) 399-4786. Pres.: Samuel H. Wells.  
**Label:** Money Town.
- Monitor Rec'g Inc., 156 Fifth Ave., New York, N.Y. 10010. Tel: (212) YU 9-2323. Pres. & A&R: Michael Stillman; VP & Sales Mgr.: Rose N. Rubin.  
**Cartridge 8-tr.:** Licensed to Ampex.  
**Cassette & open reel:** Licensed to Ampex & Bell & Howell.  
**Int'l reps.:** Australia (Carinia), Austria (Columbia), Belgium (Schott Freres), Canada (Almada), France (Le Chant du Monde), Germany (Electrola), Italy (CGD), Japan (Nippon Columbia), Netherlands (Munnikendam), Portugal (Discos Estudio), Scandinavia (EMI).

Monmouth-Evergreen Recs., 1697 Broadway, Suite 502, New York, N.Y. 10014. Tel: (212) 757-5105. Pres.: William H. Borden; Office Mgr.: Claire R. Olivier; Sales Mgr.: Patrick A. Sabatino.  
Labels: (Owned) Monmouth-Evergreen; (distributed) Halcyon.

Montclair Recs., 120 S. Mountain Ave., Montclair, N.J. 07042. Pres. & A&R: M. Todd.  
Labels: Montclair, Monteclara, Todd.

Monte Carlo, see Great Sounds of Memphis.  
Monteclara, see Montclair.

Montego, see Camaro.

Montel, PO Box 2306, Baton Rouge, La. 70821. Tel: (504) 344-0514. Pres.: Sam Montel; VP: Mickey Montel; A&R Dir.: Lynn Orurso.  
Labels: Montel, Debbie, Michelle, Stephanie.

Montilla, see Spanish World.

Monumental, see Dawn Prod'ns.

Monument Rec. Corp., 530 W. Main St., Hendersonville, Tenn. 37075. Tel: (615) 824-6565. Pres. & A&R Dir.: Fred L. Foster; VP & Gen. Mgr.: Jack Kirby; VP Sales & Mktg. & Tape: Steve Ponce; C&W A&R: Ray Pennington; Pub. & Adv.: Mark Clark Bates, The Cumberland Co.; Nat'l Pop Promo. Dir.: Buck Stapleton; C&W Promo. Dir.: Tex Davis.

Branch: **Hollywood, Calif.**, 9000 Sunset Blvd. Zip: 90069. Tel: (213) 273-8855. Cable: MONUWORLD. VP & Int'l Dir.: Robert B. Weiss.  
Labels: (Owned) Monument, Rising Sons, Sound Stage 7, Magic Carpet, 440 Plus; (distributed) Tambourine.

Cartridge 8-tr.: Monument, Rising Sons, Sound Stage 7 licensed to GRT.

Cartridge 4-tr.: Monument, Rising Sons, Sound Stage 7 licensed to Muntz.

Cassette & open reel: Same as 8-tr.

Int'l reps.: Aden (Bhiciaee Cowasjee), Argentina (Prodisa), Australia (Festival), Austria (Musica), Belgium (Barclay), Bermuda (Bermuda Rec.), Canada (London), Denmark (Hede Nielsen), Finland (Sahkolikkeiden), France (Barclay), Germany (Teldec), Greece (Columbia), Hong Kong (Jardine, Matheson), Iceland (Disco in Norway), India (Gramophone), Italy (Ri Fi), Jamaica (Federal), Japan (Teichiku), Lebanon (Societe Libanaise du Disque), Luxembourg (Barclay), Mexico (Orbi-Vox), Netherlands (Bovema), New Zealand (Festival), Norway (Disco), Malaysia (Cosdel), Panama (Istmenos), Peru (Sono-Radio), Philippines (Mareco), Portugal (Movieplay), Puerto Rico (CSI), Singapore (Cosdel), South Africa (Teal), Spain (Movieplay), Sweden (Electra), Switzerland (Musikvertrieb), Thailand (Black & White), Turkey (Gramofon), UK (Decca), Uruguay (Prodisa), Venezuela (Palacio de la Musica).

Moonglow Recs., 23007 Ventura Blvd., Rm. 3, Woodland Hills, Calif. 91364. Tel: (213) 346-3232. Pres.: Ray Maxwell.  
Cartridge 8-tr.: Licensed to ITCC.

Moonshot, see Calla.

Mortonia Recs., 254 New York Ave., Brooklyn, N.Y. 11216. Tel: (212) PR 8-1421. Owner: Harrison Smith.  
Labels: Mortonia, Star Dust.

Mosso Recs., 875 East Ave., Rochester, N.Y. 14607. Tel: (716) 244-6685. Gen. Mgr.: W.E. Gilbert; A&R Dir.: Gary Cooper; Mktg. Dir.: Terry Banazwski; Promo. Dir.: Don Kirsch.  
Labels: Mosso, Eleven Arts, Farad.

Mothbump, see Wahr.

Mother Goose, see Kent-Modern.

Mothers Recs., 1239 N. Highland Ave., Hollywood, Calif. 90038. Tel: (213) 469-2221. Owner: H. B. Barnum; Gen. Mgr.: James R. Alfrey.

Motives for Org., PO Box 1036, South Shore, Alameda, Calif. 94501. Tel: (415) 451-1065. Pres., Sales & Mktg.: W. F. Schmeitzer Jr.; A&R Prod'n Head: G. Boas; Pub. & Promo.: L. Ward.  
Labels: Ancah, dubayew-eff, Faygees, Girv, Nalasta, Soul Salad.

Motown Rec. Corp., 2457 Woodward Ave., Detroit, Mich. 48201. Tel: (313) 965-9250. Cable: MORECO. Pres.: Berry Gordy Jr.; Exec. VP & Gen. Mgr.: Barney Ales; Admin. Ass't to Gen. Mgr.: Ralph Seltzer; Mktg. Dir.: Mel DaKroob; Singles Sales & Promo. Dir.: Gordon Prince; Album & Tape Sales Dir.: Joe Louis; Int'l Sales Dir.: Philip R. Jones; Adv. & Creative Concepts Dir.: Tom Schlesinger.

Branches: **Hollywood, Calif.**, 6464 Sunset Blvd., The Penthouse. Zip: 90028. Tel: (213) 469-9060. Contact: Jim White—New York, N.Y., 18 E. 48 St. Zip: 10017. Tel: (212) 759-6677. VP: Mike Roshkind.  
Labels: (Owned) Motown, Tamla, Gordy, Soul, Rare Earth, VIP, Weed; (distributed) Chisa.  
Cartridge 8-tr. & cassette: Motown, Gordy, Soul, Tamla, Rare Earth self-mfd.  
Open reel: Motown, Gordy, Soul, Tamla, Rare Earth licensed to Ampex.  
Playtape: Motown, Gordy, Soul, Tamla.  
Int'l reps.: Argentina (RCA), Australia (EMI), Austria (Columbia), Belgium (Gramophone), Brazil (Tapecar Gravacoes), Canada (Phonodisc), Chile (Corporacion de Radio), Czechoslovakia (Aria), Denmark (EMI), El Salvador (DICESA), France (Pathe-Marconi), Germany (Electrola), Hong Kong (Cosdel), India (Gramophone), Israel (CBS), Italy (RCA), Jamaica (Dynamic Sounds), Japan (Cosdel), Lebanon (Societe Libanaise du Disque), Mexico (Capitol), Netherlands (Bovema), New Zealand (EMI), Norway (EMI), Peru (IEMPSA), Philippines (Mareco), Portugal (Comercio e Industrial), Singapore (Cosdel), South Africa (Teal), Spain (RCA), Sweden (EMI),

Switzerland (EMI), Turkey (Melodi), UK (EMI), Venezuela (Palacio de la Musica), Yugoslavia (Ploca). (SEE ADVERTISEMENT)

Mountain, see Good Earth.

Mountain Dew, see Ambassador.

Mounted Recs. Inc., 888 Eighth Ave., New York, N.Y. 10019. Tel: (212) JU 2-4572. Pres. & A&R: Billy VerPlanck; Sales & Mktg.: Barbara Strazza; Pub. & Promo.: Harriet Wasser.

Movieland, see McKinnon.

Movietone, see 20th Century-Fox.

Movin'/Ride Recs., 4275 Wiley College Dr., Dallas, Tex. 75241. Tel: (214) 225-3137. Pres. & Pub.: Fats Washington; VP: Gary Washington; A&R: Larry Gordon; Sales Mgr.: Steven Washington.  
Labels: Movin', Ride.

Murbo Recs., 136 W. 52 St., New York, N.Y. 10019. Tel: (212) CI 7-5500. Pres.: Mrs. B. Bourne.

Murco, see Heads Up.

Musart, see Musical Recs.

Musical Comedy Guide, see Trend Int'l.

Musical Heritage Society Inc., 1991 Broadway, New York, N.Y. 10023. Tel: (212) TR 3-6130. Pres.: Dr. Michael Naida.

Musical Recs. Co., PO Box 75. Zip: 33011; 780 W. 27 St., Hialeah, Fla. 33010. Tel: (305) 887-2638. Pres.: Eliseo C. Valdes.  
Branches: Los Angeles, Calif., 2958 W. Pico Blvd. Zip: 90006. Tel: (213) 737-0937—New York, N.Y., 642 W. 10 Ave. Zip: 10036. Tel: (212) 581-3235—San Antonio, Tex., 8339 San Pedro Ave., Airport Int'l Park, Bldg. 5. Zip: 78216. Tel: (512) 342-2621.  
Int'l branch: Puerto Rico.  
Labels: (Owned) Discuba; (distributed) Musart, Musidisc, Nilser, Rex, Peerless, Eco.  
Cartridge 4-tr., 8-tr. & cassette: Discuba, Musart, Musidisc, Nilser, Peerless self-mfd.

Music City, 1866 Alcatraz Ave., Berkeley, Calif. 94703. Tel: (415) OL 8-5344. Pres.: Ray Do-bard.

Music City, Va., see Colony Sound.

Musical Factory, see G&C.

Musical Guild, see ABC, Westminster Div.

Musical Inds., 821 19 Ave. S., Nashville, Tenn. 37203. Tel: (615) 327-4928. Pres. & A&R: Neal Matthews Jr.; VP & A&R: Scotty Moore; Gen. Mgr. & Sec'y-Treas.: Bill Connor.  
Labels: Frame, Fun, MLC, Map, Media, Racer.

Musical USA Prod'n Co., 9 Fawnridge Ct., St. Louis, Mo. 63141. Tel: (314) WY 1-0383. Pres.: Mel Friedman.  
Label: Musical USA.

Musical Library Rec's, 1395 Scotts Valley Rd., Lakeside, Calif. 95453. Tel: (707) 263-6029. Owners: E. E. Bloch, V. Longstreet.

The Music Mart, 575 Cherokee Rd., Smyrna, Ga. 30080. Tel: (404) 436-1552. Owner: Don Howard; Gen. Mgr.: Wayne Stowers.  
Labels: Music Mart, Dice.

Musical Masters, see Vox Prod'ns.

Musical Minus One, 43 W. 61 St., New York, N.Y. 10023. Tel: (212) CI 5-4861. Pres.: Irving Kratik; Gen. Mgr.: James Gardner.  
Labels: Classic Editions, Guitar World, Music Minus One (MMO), Rockland.  
Int'l reps.: Australia (Ricordi), Austria (Columbia), Belgium (Schott Freres), Canada (Canadian Music Sales), Denmark (Musikhuset), Finland (Pohjoismainen Shko-Oskkeyhtio), France (Maison du Disque), Germany (Electrola), Italy (Ricordi), Madagascar (De Comermond), Netherlands (Laurens De Koekkoek), New Zealand (Contemporary Music Supplies), Norway (Norsk Gramofon), Portugal (Valentim De Carvalho), Puerto Rico (Ponce de Leon), Spain (Prodisc), Sweden (Cupol), Switzerland (Alfred Sacher), UK (Belwin-Mills).

Musical Mountain Prod'ns, Lebanon Junction, Ky. 40150. Tel: (502) 833-2260. Owner: W. A. Masden.  
Labels: MMP, B-Rod, Music Mountain.

Musicode, see Showay.

Musica of Polynesia, Ala Moana Bldg., Suite 2021, Honolulu, Hawaii 96814.

Musico-Recs., 3420 W. Main St., Skokie, Ill. 60076. Tel: (312) 673-3730. Pres., Sales, Mktg. & Tape: Peter Fabri; VP Adv., Promo. & Int'l: Morris Zittin.  
Cartridge 8-tr. & cassette: Music-O self-mfd.

Musidor Recs. (div. of Talmadge Prod'ns Inc.), 240 W. 55 St., New York, N.Y. 10019. Tel: (212) LT 1-4680. Cable: ARTALMADGE. Pres.: Arthur Talmadge; VP, Sales & Mktg.: Chris Spinoza; A&R Dir.: Bill & Steve Jerome; Pub.: Lennie Salidor; Tape & Int'l Dir.: Irwin Rawitz.  
Branch: **Skokie, Ill.**, 3420 W. Main St. Zip: 60076. Tel: (312) 673-3730. VP: Peter Fabri.  
Labels: Musidor, Dynamo.  
Cartridge 8-tr.: Musidor self-mfd.; Dynamo licensed to GRT.  
Cassette: Musidor, Dynamo licensed to GRT.  
Int'l reps.: Australia (EMI), Austria (Ariola in Germany), Canada (Compo), Germany (Ariola), Japan (Victor), Scandinavia (EMI), Switzerland (Ariola in Germany), UK (EMI).

Musica Plus, 129 St. Paul St., Brookline, Mass. 02146. Tel: (617) 566-1460, 277-8730. Pres., Pub. & Adv.: Deena Cohen; VP, Exec. Prod'r, Sales, Mktg., Promo. & Tape: Arthur Lee.  
Labels: (Owned) Musica Plus; (distributed) Speechways, Syncope.

Musica Row, see Nashville Rec'g.

Musictown, see Chart.

Musica World, see Antigua.

Musidisc, see Musical Recs.

Musi-Que, see Blue River.

Muskogee, see Frank Brock.  
Muskorat, see Creative Artists.  
Mustang, see Blue Star Recs.  
Mutual, Pa., see Paramount Pa.  
Mutual Recs., 1800 N. Highland Ave., Hollywood, Calif. 90028. Pub. & Promo.: George Jay.  
Muza, see Polish Rec. Center.  
My, see Wild Recs.

## N

N R S, see Nashville Rec'g Servs.

Nada Recs., RFD 1, Box 44, Lutesville, Mo. 63762. Tel: (314) 238-2578. Owner: Nellie A. Allen; Promo.: Tink Smith.  
Nalasta, see Motivestor.

Nar-Ken, see Ken Keene.

Nasco, see Nashboro.

Nashboro Rec. Co. Inc., 1011 Woodland St., Nashville, Tenn. 37206. Tel: (615) 227-5081. Pres.: B. S. Howell Jr.  
Labels: Nashboro, Abet, Creed, Crescent, Excello, Kenwood, Nasco.  
Cartridge 8-tr. & cassette: Nashboro, Creed, Excello licensed to GRT. (SEE ADVERTISEMENT)

Nashville, see Starday-King.

Nashville Rec'g Servs., PO Box 653, 1703 Church St., Nashville, Tenn. 37202. Tel: (615) 244-6160. Pres. & A&R Prod'r: Dave Mathes; VP, Sales & Mktg. & Promo.: Joe Miller; VP, Pub. & Adv.: Ed Lay.  
Labels: HSH, Music Row, NRS, Proclaim.

Nassau (Bahamas), see BCA.

Nation, see Salem.

National, 728 16 Ave. S., Nashville, Tenn. 37201. Tel: (615) 244-4064. Contact: Tex Clark.  
Labels: Barbie, Bomar, C'n W, Guilford, R'n B, Spirit.

National General, see Buddah/Kama Sutra.

National Rec. Co. Ltd., 1815 Guilford Ave., Baltimore, Md. 21202. Tel: (301) 727-6420. Pres.: Oscar Buchman; VP: Mary Buchman; Sec'y-Treas.: Barbara Brager; Sales, Mktg., Pub., Adv. & Promo: Bucky Buchman.

National Rec. Sales, 160 Broadway, New York, N.Y. 10038. Tel: (212) BA 7-9793. Owner & Mgr.: Reginald M. Jervis; Sales & Promo.: Stephanie Jervis.  
Labels: Ren Bob, Renny.  
Cartridge 8-tr. & cassette: Ren Bob self-mfd.

Natru, see Visciojn.

Natural Sound, see Wayside.

Neale, PO Box 3294, San Bernardino, Calif. 92404. Owner: Neale Wrightman. (Distributed by Cherokee Album).

Nebraska, see Artists Life.

Neginah, see Fran.

Neil Recs., 525 Busse Hwy., Park Ridge, Ill. 60068. Tel: (312) 692-4508. Gen. Mgr.: Neil A. Kjos Jr.  
Labels: Neil, GWM.

Neptune Recs. (div. of Gamble-Huff Prod'ns Inc.), 250 S. Broad St., Philadelphia, Pa. 19102. Tel: (215) 545-6490/6915. Pres.: Kenny Gamble; VP: Leon Huff; Gen. Mgr. & Int'l: Earl Shelton; Sales & Promo. Mgr.: Joe Medlin; Nat'l Rep.: George Goodman. (Distributed by Chess).

Nessa Recs., PO Box 2525, Madison, Wis. 53701. Tel: (608) 255-0625. Owner: Charles T. Nessa; Sales & Mktg.: Ann Nessa.  
Int'l reps.: Belgium (Walter de Block), Canada (H&H Dist'g).

Nevada, see Trend Int'l.

Nevada-Nippon, see Trend Int'l.

Newage, see London.

New Castle Recs. Inc., 5 Proctor Blvd., Utica, N.Y. 13501. Tel: (315) 724-0556. Pres., Adv. & Promo.: Justin Julian; VP: Barry Medici; Gen. Mgr.: Ted Shaw.  
Labels: (Owned) New Castle, Greenwich Aristocratic.

New City, see Soulhawk.

New England Rec. Co., 12606 Carlsbad, Houston, Tex. 77045. Tel: (713) PA 3-3918. Pres., Adv. & Tape: Daniel Andrade; Mgr., Pub. & Promo.: Curly Lloyd; A&R: Al Alcorn.  
Branch: **Springfield, Mo.**, 1700 N. Sherman. Zip: 65803.  
Int'l branches: England, France.  
Labels: (Owned) New England; (distributed) Blue Bonnet.

New Horizon, see Owl, Ga.

Nico Recs., 6725 Sunset Blvd., 1735 Vine St., Hollywood, Calif. 90028. Tel: (213) 461-3825, 466-9542. Pres.: Nick Vanoff; VP: Boris Vanoff; PR: Henri Bollinger; Promo. Dir.: Sam E. Ganyan.  
Labels: Nico, M&L.

Night Owl, see Cuca.

Nilser, see Musical Recs.

Nina Rec. Co. Inc., 614 Eighth Ave., New York, N.Y. 10018. Tel: (212) OX 5-7696. Pres.: George Valavanis; Mgr.: Nick Tseperis.  
Int'l branch: Greece.  
Labels: Nina, Olympic.  
Cartridge 8-tr.: Nina self-mfd.

Nitty Gritty, see Harley Hatcher.

Nobel, see Lovette.

Nocturne Recs. Inc., 6232 Santa Monica Blvd., Los Angeles, Calif. 90038. Tel: (213) 467-3288. Pres.: C. R. Brockman; Exec. VP: Harry Babasin; VP & A&R Admin.: Roy Harte; Pub.: Don Williams; Promo. Mgr.: K. Lawrence Dunham.

Nonesuch, see Elektra.

Norca, see Met Richmond.

Norman, 1815 Locust St., St. Louis, Mo. 63103. Tel: (314) 621-7171. Pres.: Norman Wienstroer.

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North American Rec'g, 5525 King Arthur Ct., Westmont, Ill. 60559. Tel: (312) 969-8484. Pres. & A&R: George A. Tasker Jr.; VP & Treas.: Helen M. Tasker; Sales Mgr.: George A. Tasker III.

Northmoor Rec'g, 1229 East Pkwy. S., Memphis, Tenn. 38114. Tel: (901) 274-0565. Pres., Pub. & Adv.: Dean Moore Sr.; VP & A&R: Libby Moore; VP Tape: Dean Moore Jr.

Labels: (Owned) Northmoor, Linguatape; (distributed) Collegian.

Cartridge 4-tr., cassette & open reel: Northmoor, Linguatape self-mfd.

Notable Recs. Inc., 161 W. 54 St., New York, N.Y. 10019. Tel: (212) PL 7-9547. Pres.: Cy Coleman; VP: Eric Colodney; Nat'l Promo.: Cal Stiles.

Labels: Notable, Generation.

Now, Calif., see Original Sound.

Now Recs. Inc., 35 Kings Hwy. E., Haddonfield, N.J. 08033. Tel: (609) 589-1456. Pres.: Richard R. Wisneski; VP: Lemuel E. Harris.

Label: Black & Blue.

Nuevo, see Betancourt Ents.

Nugget, PO Box 400, Tinnin Rd., Goodlettsville, Tenn. 37072. Tel: (615) 859-5268. Pres.: Fred Carter Jr.

Labels: Nugget, Clark.

Nui Loa, see Trend Int'l.

**NU-TOP RECORDS**  
Singles—LP's

Artists: **Toni Lee, Jerry West**  
**Dave Berger, Johnny B**

**221 E. Camelback, Suite 2, Phoenix, Ariz. 65012**  
**(602) 277-2132**

Nu-Tone Recs., PO Box 5702, 1240-C Heidt St., Columbia, S.C. 29205. Tel: (803) 252-0857, 254-4859. Contacts: Bennie Brown Jr., Richard Barnett.

○

O H B Rec. Co., PO Box 34, Woodmere, L.I., N.Y. 11598. Tel: (516) 295-2358. Owner & Mgr.: Walt Sterling.

Int'l branch: Bahamas.

Oahu, see Hawaiian-American.

Oakland (South Africa), see BCA.

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.

Oakwood, see Volcano, Calif.

Oasis, see Request.

Oath, see Creative Artists.

Oceana, see Pacific Islands.

Ode 70, see A&M.

Odessa, see Met Richmond.

Odex, see Lynn's.

Odyssey, see CBS, Columbia Div.

Ohio Recs., PO Box 655, Hudson, Ohio 44236. Tel: (216) 653-8295. Pres.: Ethel P. Delaney; Country A&R: Russell T. Delaney.

L'Oiseau Lyre, see Argo Sight & Sound.

Okeh, see CBS, Epic Div.

Okolehao, see Hawaiian-American.

Oldfield, see Leppy.

The Old Masters, Box 76082, Los Angeles, Calif. 90005. Contact: Max Abrams.

Old Sound, see Record Rendezvous.

Old Timey, see Arhoolie.

Olson (Norway), see BCA.

Olulu, see Hawaiian-American.

Olympic, see Nina.

Omaha, see Discotape Int'l.

Omega, see Discotape Int'l.

Onacrest, see Crestview.

One Thousand & One (O-T-O), 210 E. Main, Robstown, Tex. 78380. Tel: (512) 387-1615. Owner: C. H. Forsman.

1-2-3, see Capitol.

One-Two-Three Recs., PO Box 1-2-3. Zip: 37901; 844 N. Central, Knoxville, Tenn. 37917. Tel: (615) 525-9680. Pres.: Marvin I. Thomason; Sales Dir.: Robert Lawson; Promo. Dir.: Glenn A. McNish.

Onyx, see Trident.

Opaline, see Blue Hour.

Open, see Loadstone/Open.

Optimum, see Epstein.

Opus One, 212 Lafayette St., New York, N.Y. 10012. Tel: (212) 226-6028. Owner: Max Schubel.

Orange, see Discotape Int'l.

Orange Peko, see Ames.

Orbis, see Discotape Int'l.

Orbit, 14615 Littleford, Houston, Tex. 77045. Pres.: Ray McGinnis.

O'Retta, see Daran.

Original Sound Rec. Co., 7120 Sunset Blvd., Los Angeles, Calif. 90046. Tel: (213) 851-2500. Pres. & Int'l: Art Laboe; Opns. Mgr.: Paul Politi.

Branch: Palisades Park, N.J., 354 E. Homestead Ave. Zip: 07650. Tel: (201) 941-2323. Rep.: Charlie Peters.

Labels: Original Sound, Now, Starla.

Cartridge 4-tr., 8-tr. & cassette: Original Sound self-mfd.

Int'l reps.: Australia (Festival), France (Vogue),

Italy (Durium), Netherlands (Negram), Spain (Hispavox). (SEE ADVERTISEMENT)

Orion, see Knight Education.

Orovox, see Discotape Int'l.

Otoao Recs. Co. Int'l Inc., 214 W. 96 St., New York, N.Y. 10025. Tel: (212) 866-2469. Pres.: L. Raul Bernard.

Int'l branches: Dominican Republic, Puerto Rico.

Oval, see Mark Five.

Ovation Recs. Inc., 160 E. Grand, Chicago, Ill. 60611. Tel: (312) 644-1180. Pres., A&R & Int'l: Richard L. Schory; VP: Ronald Steele; Pub. & Adv.: Tom Kasten.

Branch: Los Angeles, Calif., 9255 Sunset Blvd. Zip: 90069. Tel: (213) 278-5199. Nat'l Sales & Mktg. Mgr.: Ray Lawrence.

Overtone Recs., 216 Stratford St., Syracuse, N.Y. 13210. Tel: (315) 472-5644. Owner: Richard C. Burns.

Owe Man Recs., 304 Browning Rd., Nashville, Tenn. 37211. Tel: (615) 833-8671. Pres.: Ron Manning.

Branch: Gulfport, Miss., 312 Harris Dr. Zip: 39501.

Owl Recs. (div. of Thorne Films Inc.), 1229 University Ave., Boulder, Colo. 80302. Tel: (303) 443-4480. Pres.: Dr. Oakleigh Thorne II; VP: Sherman Peale; Mktg. Dir.: Robert Ellis; Mktg. Ass'ts: Mary Kay Opicka, Pat Conway; Opns. Mgr.: Beverly Barday.

Owl Recs., 3759 Main St., Atlanta, Ga. 30337. Tel: (404) 762-8778. Pres.: Randy Little; VP: John W. Duncan Jr.; Ass't VP: W. C. Golden.

Labels: Owl, New Horizon.

Oxala Recs., 805 Grand Ave., Spring Valley, Calif. 92077. Tel: (714) 465-7462. Owner: S. Leo Reis.

Oxford, see Tioga.

Ozark, see Discotape Int'l.

**P**

P A Ents. Inc., PO Box 3857, Merchandise Mart, Zip: 60654; 175 E. Delaware Pl., Suite 6007, Chicago, Ill. 60611. Tel: (312) 315-4847, 664-7736. Pres., Pub. & Promo.: A. A. Pappas; VP & A&R: N. M. Krokidas; Adv.: Bill Demis; Int'l: James Stoyoff.

Labels: PA, Premiere.

P A V, see G&C.

P D U, see Universal.

P I, see Peters Int'l.

P I P, see Pickwick Int'l.

P K C Prod'ns Inc., 3240A N. Bartlett Ave., Milwaukee, Wis. 53211. Tel: (414) 332-5771. Pres.: Paul Carlson; VP: Phillip Klingler; A&R Dir.: Kyra Klingler; Sales & Mktg. Dir.: Michael Kabb.

Labels: PKC, Blue Seal.

P O P, see Ames.

P S L R T Z, see Into Now Unlimited.

Pace, see Buddah/Kama Sutra.

Pacific-American, see Hawaiian-American.

Pacific Islands Recs. Group, PO Box 38669, Hollywood, Calif. 90038. Tel: (213) 462-5950. Mgr.: L. Tavera.

Labels: Bora Bora, Copra, Oceana, Pacific Islands, Rarotonga, Samoa, Savaii, South Sea, Suva.

Pacific Recs., PO Box 26306, Denver, Colo. 80226. Tel: (303) 433-7890. Owner & Mgr.: Anne Wainwright; Pres.: Marie Collins; Sales: Jan Bisha.

Page One, see Bell Recs.

Page Rec'g Co., 345 Second St., Conemaugh, Pa. 15909. Tel: (814) 539-8117. Owner, A&R, Sales, Mktg. & Tape: Al Page; Pub. & Adv.: Anthony Page.

Branch: San Diego, Calif., 3769 Promontory. Zip: 92109. Promo.: Ernest Page.

Labels: Page, Dub-U, Homespun, Licorice.

Cartridge 8-tr.: Page self-mfd.

Palette, 250 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 6-3087. Pres.: F. R. Faecq; VP: R. Kluger. (Distributed by MCA, Kapp Div.).

Home office: Belgium.

Palm, see Criterion.

Palmer, see Dawn Prod'ns.

Paloma, Calif., see Azteca.

Paloma, Pa., see St. Clair.

Palomino Recs. (div. of Hollywood Continental Films), 1532 N. Cahuenga, Hollywood, Calif. 90028. Tel: (213) 465-2424. Pres.: Michael Parkhurst.

Pama Recs. Inc., 4991 Osborn Rd., Cleveland, Ohio. Tel: (216) LU 1-0661. Pres. & Sales Mgr.: Patrick J. Connelly; Gen. Mgr.: Virginia Connelly.

Pameline, see Souhawk.

Panart Int'l Inc., 477 W. 27 St., Hialeah, Fla. 33010. Tel: (305) 887-1391. Cable: PANARTREC. Pres.: J. R. Sabat; Gen. Mgr.: Galo Sabat; Tape: Helen Sabat.

Int'l branch: Venezuela.

Labels: (Owned) Panart; (distributed) Discomoda.

Cartridge 8-tr.: Panart self-mfd.

Int'l reps.: Colombia (Fuentes), Dominican Republic (Julio Tonos), Peru (Sica Peruana).

Panda, see Connoisseur Rec. Corp.

Panorama, Mich., see Hardie W. Daniel.

Panorama, Wash., see Jerden.

Pantomime, see Scorpio.

Paragon Prod'ns, 1265 Broadway, New York, N.Y. 10001.

Labels: Paragon, Record Makers, Ronnie.

Parallax, see Audio Fidelity.

Paramount Rec. Mfg. Co., 1314-24 S. Howard St., Philadelphia, Pa. 19147. Tel: (215) 336-7001. Pres.: Sam D. Hodge; VPs: Guy R. Hodge, Lou Decina, Sam D. Hodge Jr., Don Nichols; Gen. Mgr.: A. Spatola.

Branch: Hollywood, Calif., 6201 Santa Monica Blvd. Zip: 90038. Tel: (213) 466-1101. Sales Mgr.: Al Levine.

Labels: Paramount, MBS, Mutual, Gina, Joed, Wassel, Astro, Bean, General.

Paramount Recs. (div. of Famous Music Corp.—a Gulf & Western Co.), 1 Gulf & Western Plaza, New York, N.Y. 10023. Tel: (212) 333-5800. Pres.: William P. Gallagher; Exec. VP: Jack Wiedenmann; VP Admin. & Finance: Aaron W. Levy; VP Mktg.: Joseph J. Lyons; East Coast Independent Prod'ns Mgr.: Marty Torbert; Field Mktg. Dir.: Larry Baunach; Adv. Dir.: Ruby Mazur; Nat'l Promo. Dir.: Worthy Patterson; Singles Sales Mgr.: Don Masters; Int'l: Helen Nerko; Pub. Dir.: Rick Bolsom.

Branches: Hollywood, Calif., 6430 Sunset Blvd. Zip: 90028. Tel: (213) 461-4811. West Coast Independent Prod'ns Mgr.: Tim O'Brien; A&R Admin.: Ed Matthews; West Coast Regional Mktg. Mgr.: Richard Hughes—Nashville, Tenn., 1605 Hawkins St. Zip: 37203. Tel: (615) 244-1784. A&R Admin.: Joe Allison; Nat'l C&W Promo. Dir.: Bob Wardlaw.

Labels: Dot, Acta, Paramount, Steed.

Cartridge 8-tr. & cassette: Paramount (includes Acta, Dot, DynoVoice, Paramount, Steed) self-mfd.

Open reel: Paramount licensed to GRT.

Int'l reps.: Argentina (Sicamericana), Australia (Festival), Belgium (Artone), Brazil (RGE), Canada (Quality), Central America (INDICA in Costa Rica), Colombia (CBS), Denmark (EMI), Finland (EMI), France (Pathe-Marconi), Germany (Electrola), Greece (Greek Phonograph Rec. House), Hong Kong (Cosdel), India (Gramophone), Italy (Ricordi), Israel (Estronics), Japan (Cosdel), Lebanon (EMI), Luxembourg (Artone in Belgium), Mexico (RCA), Netherlands (Negram-Delta), New Zealand (Festival), Nigeria (EMI), Norway (EMI), Pakistan (Gramophone in India), Philippines (Mico), Portugal (Radio Triunfo), Singapore (Cosdel), South Africa (Trutone), Sweden (EMI), Switzerland (EMI), Spain (Hispavox), UK (EMI), Uruguay (Sicamericana in Argentina), West Indies (Record Specialists in Jamaica). (SEE ADVERTISEMENT)

Paris Tower, see Sundi.

Park Grand, see Camaro.

Parliament, see Connoisseur Rec. Corp.

Parnaso, 275 S. Second St., Brooklyn, N.Y. 11211. Tel: (212) 387-1200/5139. Pres.: Roger Lopez.

Int'l branch: Mexico.

Labels: Astro, Campel, Parnaso, Skipper.

Int'l reps.: Argentina (Odeon), Puerto Rico (Allied Whsle), Venezuela (Favedica).

Parrot, see London.

Parr-X Corp., 1618 N. Broad St., Zip: 19121; 8809-11 Rising Sun Ave., Philadelphia, Pa. 19115. Tel: (215) PO 3-2825, PO 9-9479, 676-7469. Pres.: Frank Virtue; Sec'y-Treas.: Mary Virtue; A&R Dir.: John Stiles; Classical A&R Dir.: Mary Ann Virtue; Sales & Mktg. Dir.: Charlie Fach; Pub. Dir.: Jobie Gooding; Adv. Dir.: Lou Lubo; Promo.: Bernie Bennick.

Labels: Virtue (distributed by Mercury), Fayette.

Parthenon Recs., 815 16 Ave. S., Nashville, Tenn. 37203. Tel: (615) 255-6535. Pres.: Benny Joy.

Part III, see Cap City.

Paseo Stereo, see Happy Jazz.

Pathways of Sound Inc., 102 Mount Auburn St., Cambridge, Mass. 02138. Tel: (617) EL 4-6190. Pres.: Joe Berk.

Labels: Crado, Pathways of Sound.

Patio, see Audiofax.

Patriot Recs., Heritage Apts., Essex, Conn. 06475. Pres.: Robert Hayes. (Distributed by Di Bella).

Paula, see Jewel.

Payle, see Cherokee Album.

Peace, see Texas Sound.

Peachtree, see Mercury.

Peacock, see Duke/Peacock, Peacock Div.

Peak, see Metrobeat.

Pearce, see Cavern Sound.

Pee Gee, see Camaro.

Peerless, see Musical Recs.

Peermont, see Heads Up.

Peer-Southern Prod'ns Inc., 1619 Broadway, New York, N.Y. 10019. Tel: (212) CO 5-3910. Pres.: Mrs. Monique I. Peer; VP: Ralph Peer II.

Branches: Los Angeles, Calif., 6922 Hollywood Blvd. Zip: 90028. Tel: (213) HO 9-1667—Miami, Fla., 2001-A Four Ambassadors Bldg. Zip: 33131. Tel: (305) 373-8388. Mgr.: Maria Luisa Dennis—Nashville, Tenn., 1819 Broadway, 2nd fl. Zip: 37203. Tel: (615) 244-6742.

Label: Peer-Southern.

Pelican Recs., 231 23 St., Santa Monica, Calif. 90402. Tel: (213) 393-1045. Pres. & A&R: Al Stoffel Jr.; VP, Sales, Pub. & Promo.: James Ashton.

Pendulum, see Harley Hatcher.

Pennant, see Rem.

Pentagon, see Del-Val.

Pentagram, see Schmitt-Douglas.

Pepper Tree, see Advance.



**THE SHELBY SINGLETON CORPORATION**  
NASHVILLE, TENNESSEE U. S. A.

continued

Perception Ventures Inc., 165 W. 46 St., New York, N.Y. 10036. Tel: (212) 765-9690. Pres.: Terry Phillips; VP, Sales, Mktg. & Promo.: Boo Frazier; VP A&R: Jimmy Curtiss; Pub. & Adv.: Jeannie Brittan; Int'l: Jeff Delinko. Labels: Perception, Today.

Pergasso, see Met Richmond.

Period, see Everest.

Periscope Recs., 129 Bishop St., Brockton, Mass. 02402. Tel: (617) 588-6348. Cable: PERIREC. Pres., Pub., Promo. & Int'l: Edward M. Hurvitz; A&R: Ed Michaels; Sales, Mktg. & Adv.: Linda S. Berman. Labels: Periscope, Streke.

Perri, see ALA.

Personal Achievement, see Knight Education.

Personality, see Charles Bachman.

Peter Pan, see Ambassador.

Peter Rabbit, see Alshire Int'l.

Peters Int'l Inc., 600 Eighth Ave., New York, N.Y. 10018. Tel: (212) 524-4020. Cable: PÉTOURS. Pres.: Chris Peters; Gen. Mgr.: James C. Banthos; A&R Mgr.: Robert H. Reid; Sales Mgr.: Irving Cherne. Label: PI.

Cartridge 8-tr. & cassette: PI self-mfd.

Pharaoh Recs., PO Box 969, McAllen, Tex. 78501. Tel: (512) MU 6-0791. Pres.: James Nicholls.

phase 4, see London. (SEE ADVERTISEMENT)

Philips, see Mercury & International Music Consultants.

Phil-L.A. of Soul, see Jamie/Guyden.

Philles Recs., 9130 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 273-8661. Pres.: Phil Spector; VP: Gloria DiMino.

Philly Groove, see Bell Recs.

Phoenix, N.J., see Sire.

Phoenix Int'l, see Foggy Mountain.

Phoenix Rec's, PO Box 643, Hollywood, Calif. 90028. Tel: (213) NO 3-3417. Owner & Prod'r: Anne Upton.

Piccadilly, see Jerden.

Pickwick Int'l USA, 8-16 43 Ave., Long Island City, N.Y. 11101. Tel: (212) EM 1-8811. Cable: PICKSACOR. Chm.: Cy Leslie; Pres.: Ira L. Moss; VP Creative Servs.: Frank Daniel; VP Ops.: David Goldstein; A&R Dir.: Bugs Bower; Mktg. Dir.: Rich Lionetti; Int'l: Fred Baron. Branches: Hollywood, Calif.; 949 N. Orange Dr. Zip: 90038. Tel: (213) 654-4430. VP: Dave Brown-Atlanta, Ga., 1290 Collier Rd. NW. Zip: 30318. Tel: (404) 355-6063. Mgr.: Al Bean.

Int'l branches: Canada, England.

Labels: Allegro Cricket, Design, Douglas, Happy Time, Hilltop, Instant Learning Series, PIP, Pickwick/33, Playhour, Rapid Language, Showcase.

Cartridge 4-tr., 8-tr. & cassette: Pickwick, Hilltop self-mfd.

Pickwick/33, see Pickwick Int'l.

Piece Rec. Prod'ns, 11511 Gravelly Lake Dr., Tacoma, Wash. 98499. Tel: (206) 588-5171. Pres.: Doug Hewitt.

Labels: Piece, Feasible (both distributed by Wasp).

Piedmont, see Colony Sound.

Pike Recs., 3806 Pasadena St., Bakersfield, Calif. 93306. Tel: (805) 871-3278. Pres.: Leon Hart. Labels: Millie, Pike, Windsor.

Pine Tree, see Melody.

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

Pioneer Rec. Sales Inc., 701 Seventh Ave., New York, N.Y. 10036. Tel: (212) JU 6-7260. Pres.: Moses Asch; Sales: Marilyn Averett. Labels: Asch, Broadside, RBF.

Int'l reps.: Australia (Peter Mann), Belgium (Schott Freres), Canada (Allied), Denmark (Dansk), France (Chant du Monde), Germany (Electrola), Netherlands (Basart), Norway (St. Olav), UK (Transatlantic).

Pioniyo, see Evolve.

Piroquette, see Record Club of America.

Pitch, see Gusman & Lebbey.

Pius X School of Music, Manhattanville College, Purchase, N.Y. 10577. Tel: (914) WH 6-9600. Chm.: Peguy S. Lyder.

Plaid, see Boddie.

Plantation, see Shelby Singleton.

Plastic Recs., PO Box 1052, Sausalito, Calif. 94965. Tel: (415) 334-9015. Pres.: Richard B. Dye; VP & A&R: Chris Duggan.

Platinum (div. of The Music Factory), 567 NW 27 St., Miami, Fla. 33127. Tel: (305) 635-9411. Pres. & A&R: Bob Archibald; VP: Dorothy Peshkin; Music Dir.: Eddie Jacobs.

Playette Corp., 301 East Shore Rd., Great Neck, L.I., N.Y. 11023. Tel: (516) 487-3064. Pres.: Sidney A. Evans. Labels: GMS-Disc, Playette.

Cartridge 4-tr. & cassette: Visaphone self-mfd.

Open reel 2-tr.: GMS self-mfd.

Playhour, see Pickwick Int'l.

Playhouse Recs., 60 Fremont Pl., Los Angeles, Calif. 90005 Tel: (213) WE 4-1863, WE 5-4654. Owners: Jim Copp, Ed Brown.

Pleasant Peasant, see Artists Life.

Pleasure Time, see Allandale.

Plant, see Vantage.

Point, see Georden.

Poison Ring Recs., Inc., 10 George St., Wallingford, Conn. 06492. Tel: (203) 265-0010. Pres. & A&R: Thomas J. Cavalieri; VPs: William E. Lobb, Earl D. Faber; Sales, Mktg. & Promo.: Robert Nolan; Adv.: Patricia Fox.

Labels: Poison Ring, Gentle.

Int'l reps.: Canada (Polydor), UK (Major Minor). Police, see Metrobeat.

Polish Rec. Center of America, 3055 Milwaukee Ave., Chicago, Ill. 60618. Tel: (312) 772-4044. Owner & Pres.: J. Wojewodka; Mgr.: J. Zielinski; Sales Mgr.: A. Switaj.

Labels: (Owned) Melodia; (imported & distributed) Muza, Pronit, Veriton.

Polka Dot, see Cuca.

Polkaland, see Artists Life.

Polka Spotlight, see Marjon.

Polka Tone, see Jay Jay.

Polka Towne, 23 Marian Ln., Jericho, L.I., N.Y. 11753. Tel: (516) 822-3198. Contact: Teresa Zapolska.

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

Pollyvox, 369 15 St., Norwood, N.J. 07648. Gen. Mgr.: John Vrolyk; Assoc.: John S. Lind.

Polydor Inc., 1700 Broadway, New York, N.Y. 10003. Tel: (212) 245-0600. Pres.: Jerry Schoenbaum; Admin. Ass't: Esmond Edwards; Classical Div. Dir.: Thomas W. Mowrey; Polydor Nat'l Sales Mgr.: Irving Trencher; Classical Div. Nat'l Sales Mgr.: Sidney Love; Polydor PR Mgr.: Pat Cox; Polydor Promo. Mgr.: Noel Love; Classical Div. Adv. & Promo. Mgr.: Lloyd Gelassen; Int'l Liaison Mgr.: Chris Whent. (Also see International Music Consultants).

Branch: Los Angeles, Calif., 8733 Sunset Blvd. Zip: 90069. Tel: (213) 657-7750.

Labels: (Owned) Polydor, Deutsche Grammophon Gesellschaft (DGG), Archive, Heliodor; (distributed) Blue Higon, Spring.

Cartridge 8-tr.: Polydor, Archive, DGG self-mfd.

Cassette: Polydor, Archive, DGG, Heliodor self-mfd.

Open reel: Polydor, Archive, DGG licensed to Ampex.

Polyphonwerke Aktiengesellschaft, PO Box 124, Bedford Hills, N.Y. 10507. Tel: (914) 667-5287. Dir.: Olga Jirakova; Co-ord.: Karel B. Weiss. Label: Polyphon (distributed by Ultraphone).

Polyvox, see Vox Prod'ns.

Pompeii Rec. & Publ'g Co., 3200 Lemmon W., Suite 100, Dallas, Tex. 75204. Tel: (214) 521-7911. Bd. Chm.: Alan C. Everest; Pres.: Pat Morgan; A&R Dir.: Wayne Money. Labels: Pompeii, Vesuvius.

Cartridge 4-tr., 8-tr. & cassette: Pompeii licensed to Ampex.

Ponce, see Met Richmond.

Poppy Recs., 1133 Ave. of the Americas, New York, N.Y. 10036. Tel: (212) JU 6-3000. Pres.: Kevin Eggers. (Distributed by RCA).

Cartridge 8-tr., cassette & open reel: Licensed to RCA.

Port Street 5000, PO Box 112, 111 W. Main, Round Rock, Tex. 78664. Tel: (512) 255-2269. Owners: John H. & Helen Joann Simmons.

Carl D. Potnick Performing Arts Ent's., 3 Penn Center Plaza, Suite 808, Philadelphia, Pa. 19102. Tel: (215) 329-8300. Pres. & Exec. Prod'r: Carl D. Potnick; VP: Michael J. Asbell. Label: Celeen.

Power, see Ambassador.

Power Pak, see Associated Inds.

Praise, 15589 Freed St. SE, Minerva, Ohio 44657. Tel: (216) 868-4840. Pres.: Dr. J. Maas. Labels: Praise, Joyous Melodies.

Premier Albums Inc., 10 W. 66 St., New York, N.Y. 10023. Tel: (212) 595-4000. Pres.: Philip Landwehr; VP & Sec'y-Treas.: Michael Javits; VP Ops.: George Kurtz; Mktg. Dir.: Jeff Toffer.

Int'l branch: Canada.

Labels: Premier, Baronet, Coronet, Directional Sound, Spin-O-Rama, Twinkle.

Cartridge 8-tr.: Premier self-mfd.

Premire, see PA.

President Recs. (div. of American Metropolitan Ent's.), 135 W. 50 St., New York, N.Y. 10019. Tel: (212) PL 7-7178. Pres.: Edward Kassner.

Home office: Canada.

Labels: President; Seville (distributed by London).

Cartridge 8-tr. & cassette: President licensed to GRT.

Press, see London.

Prestige Recs. Inc., 203 S. Washington Ave., Bergenfield, N.J. 07621. Tel: (201) 384-6900. Pres. & Sales: Bob Weinstock; VP Creative Activities: Don Schlitten; Jazz A&R, Pub., Adv. & Tape: Bob Porter; Promo.: Herb Holland.

Cartridge 8-tr. & cassette: Prestige licensed to Livingston.

Int'l reps.: Austria (MPS), Belgium (MPS), Germany (MPS), Hong Kong (Cosdel), Indonesia (Cosdel), Italy (MPS), Japan (Cosdel), Luxembourg (MPS), Malaya (Cosdel), Philippines (Cosdel), Singapore (Cosdel), South Korea (Cosdel), South Vietnam (Cosdel), Thailand (Cosdel).

Pretty Girl, see Camaro.

Preview, 604 Alta Dr., Beverly Hills, Calif. 90210. Tel: (213) 275-6768. Pres.: Joe Moshay.

Pride, see Canyon Recs.

Prime, see Style.

Prince, see Criterion.

Prix, see Harmonic Sounds.

Pro-Arte, see Spanish Music Center.

Probe, see ABC, Grand Award Div.

Process Rec. Co., 439 Wiley Ave., Franklin, Pa. 16323. Tel: (814) 432-4633. Gen. Mgr.: Norman Kelly. Labels: Process, Country Star, Mersey.

Cartridge 4-tr. & open reel: Process, Country Star, Mersey self-mfd.

Proclaim, see Nashville Rec'g.

Produce's Fermata, see Fermata Int'l Melodies.

Progressive Soul, see Hardie W. Daniel.

Progresso, see Met Richmond.

Project 3, see The Total Sound.

Prominent, see Met Richmond.

Pro Musica Recs., 900 Lake Shore Dr., Chicago, Ill. 60611. Tel: (312) 944-3897. Prod'r: Nina M. Minchin; Sales: G. N. Minchin.

Pronit, see Polish Rec. Center.

Prophecy Recs. (div. of Gulf Pacific Inds. Inc.), 8961 Sunset Blvd., Suite F, Los Angeles, Calif. 90069. Tel: (213) 274-8651. Pres.: Michael R. Shapiro; Exec. VP: Don Alfeld; Sales & Promo. Dir.: Tim Lane. (Distributed by Bell Recs.).

Pro Sound Prod'ns Inc., 720 17 Ave. S., Nashville, Tenn. 37203. Tel: (615) 256-0091. Pres.: Gary Walker; VP: Billy Graves. Label: Honor Brigade (distributed by Shelby Singleton).

Prospect, see Met Richmond.

Protone Recs. & Tapes, 6478 Santa Monica Blvd., Hollywood, Calif. 90038. Tel: (213) HO 2-9884. Partner & Pop A&R: James Welton; Partner & Classical A&R: Jane Courtland; Adv. Mgr.: Victoria Ellen. Labels: Protone, Cornuto, Recotape.

Open reel: Protone, Recotape self-mfd.

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: Proverb, Gospel Corner.

Providence, see Laurie.

Psalms, see Cuca.

Psychepionic, see Record Rendezvous.

Public, Ill. see Salem.

Public Recs., 6565 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) 464-9205. Bd. Chm.: Joe Koistra; Pres.: Jim Pettinotti; Exec. VP: Vic Caesar. Cartridge 8-tr.: Licensed to Ampex.

Pzazz, see Gayten.

Q

Quad, see MGM.

Quaker City, see Dee.

Quality, see Thomas J. Valentino.

Quality Rec'd Sounds Ent's. Inc., 269 N. Millsap Ave., Burbank, Calif. 91502. Tel: (213) 847-9961. Pres. & Gen. Mgr.: Neb Barnsdall; VP: Hans X. Kruglick; A&R Mgr.: Barney Fassbinder Jr.; Pub. & Adv. Mgr.: Mrs. Esmerelda W. Sanchez; Rock Promo. Mgr.: Axel Mars; C&W Promo. Mgr.: Deke Dickinson. Branch: Phoenix, Ariz., 1438 S. 19 Ave. Zip: 85001. Tel: (602) 252-0973. Mgr.: Gus M. Gomez. Labels: Artichoke, Brussel Sprout, Dill Pickle, Egg, Fish, Ramera, Rubarb.

Queen Vee, see Spivey.

Que Rio, see Met Richmond.

Quicka, see Met Richmond.

R

R & R Recs. Inc., 1650 Broadway; Zip: 10019; 663 Fifth Ave., New York, N.Y. 10022. Tel: (212) 765-2727. PL 7-3638. Pres.: Rena Feeney; Exec. VP: Mel C. Kessler; VP & A&R: Seth R. Greenky.

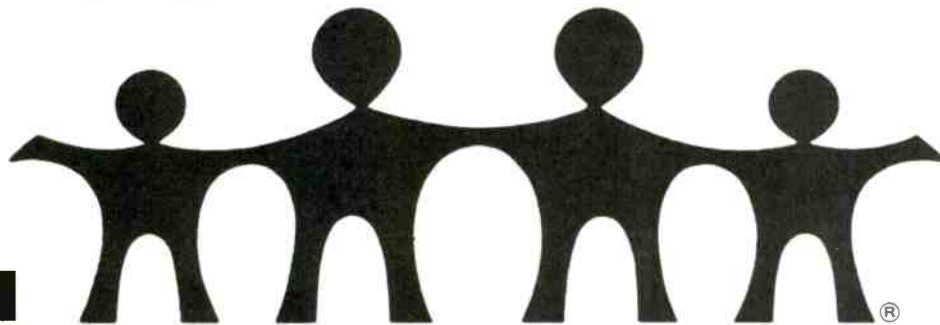
R B F, see Pioneer.

R C A Recs., 1133 Ave. of the Americas, New York, N.Y. 10036. Tel: (212) 586-3000. Pres.: Norman Racusin; Exec. VP: Rocco Laginestra; VP Planning: Irwin Tarr; VP Ops. & C&W Music: Harry Jenkins; VP Pop Music: Joe D'Imperio; VP Rock Music: Gary Usher; VP & Exec. Pop A&R Prod'r: Ernest Altschuler; VP Mktg.: Jack Burgess; VP Int'l: Dario Soria; Classical A&R Mgr.: Peter Dellheim; Public Affairs Mgr.: Herb Helman; Adv. Mgr.: Bill Lucas; Tape Mdsq. Mgr.: Ed Walker; Int'l Mktg. Mgr.: Jim Bailey. Branches: Hollywood, Calif., 6363 Sunset Blvd. Zip: 90028. Tel: (213) 461-9171. Pop A&R Mgr.: Joe Reisman-Nashville, Tenn., 806 17 Ave. S. Zip: 37203. Tel: (615) 244-9880. VP & Mgr.: Chef Atkins. Labels: (Owned) Victor, Red Seal, Camden, Victrola; (distributed) Colgems, Gregar, Kirshner, Poppy. Cartridge 8-tr.: Victor, Red Seal, Camden, Victrola, Colgems, Kirshner, Poppy self-mfd. Cassette: Victor, Red Seal, Colgems, Kirshner, Poppy self-mfd. Open reel: Victor, Red Seal, Camden, Colgems, Kirshner, Poppy self-mfd. Int'l reps.: Argentina (RCA), Australia (RCA), Austria (Musica), Belgium (Inelco), Bolivia (Prodiscos), Brazil (RCA), Canada (RCA), Central America (DICESA in El Salvador), Chile (RCA), Colombia (Sonolux), Denmark (Hede Nielsen), Finland (Discophon), France (AREA), Germany (Teldec), 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. of New Zealand), Norway (Nera), Peru (Fabricantes Technicos), Philippines (Filipinas), Portugal (Telectra), Puerto Rico (Kelvinator Sales), Singapore (Cosdel), South Africa (Teal), Spain (RCA), Sweden (Electra),

- Switzerland (Musikvertrieb), Trinidad (International Rec'g), Turkey (Melodi), UK (RCA), Uruguay (APSA), Venezuela (Antor).
- R C I Recs., 4 William St., Elmsford, N.Y. 10523. Tel: (914) 592-7983. Owner: Ronnie Carpenter.
- R C M, see Rivera Radio.
- R C P, see California Artists.
- R D Truetone, 1835 Mound St., Springfield, Ohio 45505. Tel: (513) 325-1778. Owner: Richard D. Durrant.
- R F T Music Prod'ns (div. of Hyannis Publ'g Co.), 622 Rt. 3A, Cohasset, Mass. 02025. Tel: (617) 383-9494. Pres.: Richard F. Tinory; VP: Richard F. Tinory Jr.; A&R Prod'r: Rik Tinory; Pub. & Art Dir.: Claire L. Babcock. Labels: RFT, Sequel.
- R-Jay Ents., PO Box 3581, Urbandale Sta., 7022 Airline, Des Moines, Iowa 50322. Tel: (515) 276-7176. Owner & Pres.: Gene Varian Jr. Labels: (Owned) ssExx; (distributed) Grant.
- R M C, see Rangel.
- R M P, see Radio Music Prod'ns.
- R M S, 4327 S. Sacramento, Chicago, Ill. 60632. Tel: (312) LA 3-3914. Pres.: R. M. Semerak. Labels: RMS, Mickey Ricky. Int'l reps.: Canada (RCA), Japan (Toshiba), UK (EMI). (SEE ADVERTISEMENT)
- R 'n B, see National.
- R P I, see Raydar Prod'ns Inc.
- R R C, see Recordland.
- R S V P Recs. Inc., 1650 Broadway, Rm. 1106, New York, N.Y. 10019. Tel: (212) JU 6-6707.
- R X, see Jaysina.
- Racer, see Music Inds.
- Radiant Rec. Corp., 61C Avenida De Orinda, Orinda, Calif. 94563. Tel: (415) 254-5654. VP Sales & Mktg.: Sheldon Feinberg; VP Tape: Lee Shapiro; A&R: Fred Mergy; Pub.: Tim Gayle; Promo.: Eddie White.
- Radio Music Prod'ns, 600 Ridgewood Ave., Brooklyn, N.Y. 11208. Tel: (212) MI 7-9745. Owner: Stephen Benjak. Label: RMP.
- Radnor Recs. Inc., 309 S. Broad St., Philadelphia, Pa. 19107. Tel: (215) KI 6-6894. Pres.: Anthony A. Martino; Gen. Mgr.: Mitchell L. Rowe. Labels: Radnor, Knothole.
- Rae-Ann Recs. Co., 6640 Gardena Ave., Long Beach, Calif. 90805. Tel: (213) GA 2-4890. Owners: Ray & Sarah Ann Warner.
- Rae-Cox Recs., 1674 Broadway, Suite 908, New York, N.Y. 10019. Tel: (212) 586-9406. Pres.: Theodore McRae; A&R: William Gray. Labels: Rae-Cox, Enrica.
- Raglan, see Arhoolie.
- Rain, see Bell Recs.
- Rainbow Rec. Corp., Baker Hotel, Suite 249, 200 E. Hubbard St., Mineral Wells, Tex. 76067. Tel: (817) 235-7173. Pres., Pub., Adv. & Promo.: Howard W. Denhofer; VP: Anna Denhofer. Branch: Closter, N.J., PO Box 294. Zip: 07624. Rainstar, see McDowell.
- Ralbar Prod'ns, 915 Queen St., Pottstown, Pa. 19464. Tel: (215) 323-3336. Pres. & Exec. Prod'r: A. Alan Boffo; Gen. Mgr.: Evadna Brosius; Mktg. Mgr.: F. Bellweather. Label: Ralbar. Affiliated firm: Vantage Recs.
- Ralcel, see Celest.
- Rally, see Ralph's Radio.
- Ralph's Radio Music, PO Box 127, Demorest, Ga. 30535. Tel: (404) 723-3884. Owner: Ralph M. Raper; Sales & Mktg.: Bernice Raper; Pub.: Franklin M. Raper. Labels: Ralph's, Country Gems, Country Jubilee, Country Time, Gospel Gems, Gospel Jubilee, Gospel Time, Rally, Sunlite, Zip Code. Cartridge 8-tr.: Country Gems, Country Jubilee, Country Gems, Gospel Jubilee, Rally, Sunlite self-mfd.
- Ralston, see Apco.
- Rama, see Roulette.
- Ramco, see Audio Rec'rs of Arizona.
- Ramera, see Quality Rec'd Sound.
- Rampart, see Gordo.
- Random, see Sylvania.
- Rane/Supreme/Detroit, 677 Newbury St., Springfield, Mass. 01104. Tel: (413) RE 4-3376. Owner: Mark Lee Woods; A&R: Gil George.
- Rangel Music Co. Inc., 809 Fredericksburg Rd., San Antonio, Tex. 78201. Tel: (512) 735-6111. Pres. & Int'l: Manuel Rangel Sr.; VP: Manuel Rangel Jr.; Sec'y-Treas.: Isabel H. Rangel. Labels: Corona, Rival, RMC.
- Ranger Recs., 5445 Hillier Rd., Clio, Mich. 48420. Tel: (313) 686-0189. Contact: Forrest Green. Labels: Ranger, FGS.
- Ranwood Recs. Inc. (sub. of Ranwood Int'l Inc.), 9034 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 278-7222. Pres. & A&R Dir.: Randolph C. Wood; Exec. VP: Mrs. Christine Hamilton; VP & Gen. Mgr.: Larry Welk. Cartridge 4-tr., 8-tr., cassette & open reel: Licensed to GRT. Int'l reps.: Australia (Festival), Austria (London in USA), Brazil (Fermata), Canada (Quality), Germany (London in USA), Hong Kong (Cosdel), Italy (Ricordi), Japan (Cosdel), Netherlands (Iramac), New Zealand (Festival in Australia), Philippines (Mareco), Scandinavia (Moerks in Denmark), Singapore (Cosdel), South Africa (Trutone), South America (Fermata in Brazil), Switzerland (London in USA), UK (London in USA), West Indies (Lee Ents.).
- Rapid Language, see Pickwick Int'l.
- Rare Earth, see Motown.
- Rarotonga, see Pacific Islands.
- Ra-Sel Rec'g Co., 1050 N. 46 St., Philadelphia, Pa. 19131. Tel: (215) 877-0169. Pres. & A&R: R. F. Selden; VP: G. White; Sales & Mktg. Mgr.: J. Smith; Pub. Mgr.: J. Peters; Adv. & Promo. Dir.: L. Britton.
- Rave, see Artists Life.
- Raven Recs., 5930 Vista Ave., Sacramento, Calif. 95824. Tel: (916) 422-5838. Pres., Sales, Mktg., Pub., Adv. & Promo.: William B. Moore; Country & Pop A&R Mgr.: Jimmy Fox.
- Raw, see JDM.
- Ray, see Frankie.
- Ray Camacho Presents, see California Artists.
- Raydar Prod'ns Inc., Walker Hill, Waverly, N.Y. 14892. Tel: (607) 565-9926. Pres.: Ray Bon-Giorno. Label: RPI.
- Ray Peck Prod'ns, see Kiderian.
- Razorback of Arkansas, 4917 W. 28 St., Little Rock, Ark. 72204. Tel: (501) 664-5163. Pres.: Bobby Crawford.
- Reading, see McKinnon.
- Real McCoy, see Jim McCoy.
- Real Recs. Inc., 34 Greene St., New York, N.Y. 10013. Tel: (212) 966-6623. A&R, Treas., Adv. & Promo.: J. C. Chalem; A&R, Sec'y, Sales & Mktg.: Robert Friedman; Pub.: Henry Krieger.
- Rebel, PO Box 246, Mount Rainier, Md. 20822; 5408 20 Ave., Hyattsville, Md. 20782. Tel: (301) 927-0010. Pres.: C. R. Freeland. Labels: Rebel, Zap. Int'l reps.: Canada (Musimart), Japan (King).
- Recap, see Georden.
- Recital Hall, see Connoisseur Rec. Corp.
- Recital Recs., 4640 E. Lewis Ave., Phoenix, Ariz. 85008. Tel: (602) 941-5635. Owner: L. John Twiford.
- Reco-Flex, see Vantage.
- Record Club of America, Box 22, York, Pa. 17405. Tel: (717) 266-3601. Pres.: Sigmund Friedman; VP: Mark Lewis. Branch: New York, N.Y., Copley Rec. Prod'ns Inc., 270 Madison Ave. Zip: 10016. Tel: (212) 679-1434. VP: Ralph Cohen; Mdsgr. Mgr.: Judith Pollack; Adv. Mgr.: Lance Barash; Sales & Promo. Mgr.: Warren Link. Labels: Baroque, Pirouette, Yorkshire.
- Record Collectors Guild Inc., 507 Fifth Ave., New York, N.Y. 10017. Tel: (212) 697-5895. Pres.: H. Stambler. Labels: Archives Limited Editions, Collectors Guild, Gryphon.
- Recorded Treasures Inc. (The Welte Legacy of Piano Treasures), PO Box 1278, Zip: 91604, 11955 Hesby St., North Hollywood, Calif. 91607. Tel: (213) 763-3173. Pres.: Walter S. Heebner. Cartridge 4-tr., 8-tr., cassette & open reel: Licensed to Ampex.

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Recordgraph, see Kiderian.  
 Record Guild of America, 93 Arleigh Rd., Great Neck, L.I., N.Y. 11021. Tel: (516) 482-0900. Pres.: David Shichman.  
 Labels: Audio Guild, Bomba Roja, Simon Says.  
 Recordland Rec. Corp., PO Box 176, Monsey, N.Y. 10952. Tel: (914) 352-7516. Pres.: Wilbert Simkowitz; Exec. VP: Edward Kaplan; Gen. Mgr.: Sy Kaplan.  
 Labels: Recordland, RRC.  
 Record Makers, see Paragon.  
 Record Rendezvous Inc., 134 S. 20 St., Philadelphia, Pa. 19103. Tel: (215) LO 7-9424. Gen. Mgr. & A&R Prod'r: Edward R. Marcus; Sales & Mktg.: Francine E. Morgan; Pub. Dir.: Barbara Craig; Adv. & Promo. Dir.: R. Richard.  
 Labels: Rendezvous, Old Sound, Psychephonic, Rockin' Richie.  
 Recotape, see Protone.  
 Red Fox, see Skyway.  
 Redondo, see Trend Int'l.  
 Red Onion Recs., 1100 Brown St., Dayton, Ohio 45409. Tel: (513) 222-1411. Pres.: Gene Mayl.  
 Red Seal, see RCA.  
 Red-Wing, see Dawn Prod'ns.  
 Redwood, see Town & Country.  
 Reed, see John J. Sullivan.  
 Reena, 5642 Beck Ave., North Hollywood, Calif. 91601. Tel: (213) 877-7004. Pres.: E. E. Horton; Promo.: Rue Barclay, 7436 Genesta Ave., Van Nuys, Calif. 91406.  
 Regal, see Impact Rec. Prod'ns.  
 Regalia Rec. Corp., PO Box 3, Brooklyn, N.Y. 11229. Pres. & A&R: James Nebb; Sec'y-Treas.: Robert Rozzi; Sales & Promo. Mgr.: Nate Loube; Pub. & Adv. Mgr.: Sol Abrams.  
 Labels: (Owned) Regalia; (distributed) Carisch, Durium, PDU.  
 Regency, see Cherokee Album.  
 Regent, see Savoy.  
 Reggae, see Flying Dutchman & Mainstream.  
 Reginald, see Lynn's.  
 Register, see Ron Recs.  
 Release Recs., PO Box 234, St. Louis, Mo. 63166. Tel: (314) 837-7108. Dir.: B. J. Bax.  
 Reli, see Met Richmond.  
 Rello Recs., 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: Rem, Click, Pennant, Trophy.  
 Rembrandt (Netherlands), see BCA.  
 Renaissance, see Everest.  
 Ren Bob, see National Rec. Sales.  
 Rendezvous, see Record Rendezvous.  
 Renny, see National Rec. Sales.  
 Reon, Recs., 932 NW 22 St., Moore, Okla. 73060. Tel: (405) 794-7633. Pres., A&R & Adv.: Dude Rawson; Exec. VP, Sales & Mktg.: B. F. Reece; VP Pub. & Promo.: Verlena Whitley.  
 Reo Tahiti, see Criterion.  
 Repeat (div. of Barcus-Berry Inc.), 5782 E. Second St., Long Beach, Calif. 90803. Tel: (213) 439-7785. Pres.: L. M. Barcus; VP: John Berry; VP Sales: B. Steidley.  
 Labels: Repeat, Conquest.  
 Reprise, see Warner Bros.  
 Reprize, see Three Star.  
 Request Recs. Inc., 66 Memorial Hwy., New Rochelle, N.Y. 10801. Tel: (914) 633-6055. Pres.: H. J. Lengsfelder; Mgr.: Ruth B. Gamba.  
 Labels: Request, Afro Request, Family, Library Editions, Oasis, Sounds of the Caribbean.  
 Cartridge 8-tr. & cassette: Request self-mfd. & licensed to GRT; Afro Request, Family, Sounds of the Caribbean self-mfd. (SEE ADVERTISEMENT)  
 Respect, see Stax.  
 Respond Recs. Inc., PO Box 910, Mountain View, Calif. 94040. Tel: (408) 734-2731. Pres.: Ronald I. Akin; VP: Mike Moran; Sec'y-Treas.: Jack Chapple.  
 Revancha, see Met Richmond.  
 Revival, see Double U Sound & Jody, N.Y.  
 Rev Recs., 12055 Burbank Blvd., North Hollywood, Calif. 91607. Tel: (213) PO 6-9164. Owner: John Phillips.  
 Revue, see MCA, Universal City Div.  
 Rex, see Musical Recs.  
 Rexford Recs., 6223 Selma Ave., Hollywood, Calif. 90028. Tel: (213) 462-6088. Pres.: Donald Kahn; Mgr.: Selma Reed.  
 Cartridge 8-tr. & cassette: Product available through Malynn Ent. on HR (Highland Recs.).  
 Rhabarb, see Quality Rec'd Sound.  
 Rhumba, see Met Richmond.  
 Rhythms Prod'ns, PO Box 34485, Whitney Bldg., Los Angeles, Calif. 90034. Tel: (213) 836-4678. Pres.: R. S. White.  
 Labels: Rhythms Prod'ns, Capricorn, Tom Thumb, Videotext.  
 Richie, PO Box 961, Wilmington, Del. 19899. Pres.: Vince Rago.  
 Richmond, see London.  
 Rich-R-Tone, see Champ Rec'g Co.  
 Rickarby, see Capa.  
 Ride, see Movin'/Ride.  
 Ridiculus Recs., 170-30 130 Ave., Jamaica, N.Y. 11434. Tel: (212) 723-8776. Pres.: Tex Fenster.  
 Ridon Prod'ns Ltd., 319 N. 85 St., Seattle, Wash. 98103. Tel: (206) 783-2525. Pres.: Richard Keefer.  
 Labels: Ridon, Liquid Stereo.  
 Rim, see Associated Inds.

Rimrock Mfg. Co., Concord, Ark. 72523. Tel: (501) 668-3404. Pres.: Wayne Raney; Gen. & Sales Mgr.: Shirley Babb.  
 Ripcord Recs., 4009 E. 18 St., Vancouver, Wash. 98661. Tel: (206) 695-2112. Pres. & Adv.: John Foster; VP & Pub.: Bob Blum; Mgr., A&R, Sales, Mktg. & Promo.: Jay A. Thompson.  
 Labels: Ripcord, Maryhill, Vanco.  
 Rising Sons, see Monument.  
 Rita Recs., 69 Orient St., Worcester, Mass. 01604. Tel: (617) 756-7436. Pres.: Paul Lauzon.  
 Rite Rec. Prod'ns Inc., 9745 Lockland Rd., Cincinnati, Ohio 45215. Tel: (513) 733-5533. Pres.: Carl J. Burkhardt; Opns. Mgr.: Robert Bowery.  
 Label: Golden Shield.  
 Rival, see Rangel.  
 Rivera Radio Prod'ns, 1908 Mission St., San Francisco, Calif. 94103. Tel: (415) 552-0765. VP, Mgr. & PR: M. Castillo Rivera.  
 Labels: Discos America, Melodias, RCM.  
 Cartridge 4-tr., 8-tr., cassette & open reel: Melodias America self-mfd.  
 Riverboat Ent's., 141 Columbia St., Cambridge, Mass. 02139. Tel: (617) 868-9788. Owner: Ralph Dompney; Mgr.: David D. Wilson; Ass't Mgr.: Sandra C. Mandeville.  
 Label: Riverboat.  
 Int'l rep.: UK (Transatlantic).  
 Riverside, see ABC.  
 Roach Recs., 1402 W. 81 St., Los Angeles, Calif. 90047. Tel: (213) 779-6951.  
 Roadrunner, c/o Heath Prod'ns, 1122 Thatcher Blvd., Safford, Ariz. 85546. Tel: (602) 428-1313. Owner: C. H. Haralson.  
 Roar, see VV.  
 Robbie, see Metro Rec. Co.  
 Robbins, PO Box 411, San Fernando, Calif. 91341. Tel: (213) 346-3333. Pres.: Virginia Scott; Nat'l Rep., Adv. & Promo.: Mark Raymer; A&R & Int'l: Sherree Scott; Pub.: Glen Scott.  
 Branches: Mehama, Ore., PO Box 928. Zip: 97384—Canoga Park, Calif., PO Box 24. Zip: 91305.  
 Labels: (Owned) Robbins, Headliner Stars, Sherree Heart; (distributed) Angeltone, Atlas, Colorful.  
 Roben Recs., PO Box 215, Gallatin, Tenn. 37066. Pres.: Benny Williams; VP: Robert Garrett.  
 Robin Hood, see Kent-Modern.  
 Rockin (A), see Blue Star Recs.  
 Rocking Horse, see Ambassador.  
 Rockin Lonnie Prod'ns, PO Box 60-A, Rt. 1, Cheneyville, La. 71325. Tel: (318) 279-7685. Cable: BIGDEAL. Pres., Sales & Mktg.: Launey Deal; Mgr.: Rockin' Lonnie; Pub. & Promo.: Israel Jones Jr.  
 Labels: Big Deal, Cheneyville, Ro-Lo-So, Soul-Cat.  
 Rockin' Recs., 1733 Carmona Ave., Los Angeles, Calif. 90019. Tel: (213) 933-6521. Pres.: Willie H. Roquemore; Promo.: Willie Smith; A&R Dir.: Bob Starr.  
 Labels: Rockin', Rockmore.  
 Rockin' Richie, see Record Rendezvous.  
 Rockland, see Music Minus One.  
 Rockmore, see Rockin' Recs.  
 Rock Revival, see Ken Keene.  
 Roconhi, see Hi Ho.  
 Rodeo Int'l, see Marvel.  
 RoFran Ent's., 117 W. Washington, Urbana, Ill. 61801. Tel: (217) 367-9076. Pres.: Roger E. Francisco; Mgr.: Carol Francisco.  
 Roga, see Char-Mac.  
 Rolando Recs., 1692 Madison, Memphis, Tenn. 38104. Tel: (901) 278-0850. Mgr.: Roland Jones.  
 Rollo-Marsh-Kammy Recs., 9341 Olympic Blvd., Beverly Hills, Calif. 90212. Tel: (213) 271-6345. Pres.: Al Kavelin; VP: Bobby Lile; A&R Dir.: Frank Kavelin.  
 Ro-Lo-So, see Rockin Lonnie.  
 Ro Mur Recs., 431 S. 62 St., Philadelphia, Pa. 19143. Tel: (215) 747-4721. Pres.: Roscoe Murphy Jr.  
 Rondo Recs., 9912 Taylorsville Rd., Louisville, Ky. 40299. Tel: (502) 267-5466. Contact: Ray Allen.  
 Rone, see Fran.  
 Ronik Records, 10011 McAfee Ln., Montrose, Mich. 48457. Tel: (313) 639-6010. Pres.: Johnny Nogai.  
 Ronn, see Jewel.  
 Ronnie, see Paragon.  
 Ron Recs., PO Box 14602, Baton Rouge, La. 70802. Tel: (504) 344-6388, 342-8066, 343-2963. Mobile Tel: YJ 80629. Owner & Pub.: Ron Shaab; A&R: Joe Shaab; Sales & Mktg.: Marty Shaab; Adv., Promo. & Tape: M. C. Rance.  
 Labels: Ron, Book, Fidelity, Jazz, Lucky Sounds, Register, Smoke, Sole.  
 Cartridge 8-tr. & cassette: Ron, Book, Fidelity, Jazz, Lucky Sounds, Register self-mfd.  
 Rony, see Universal.  
 Roosevelt Lee Prod'ns, 1052 Wade St., Cincinnati, Ohio 45214. Tel: (513) 421-3816. Pres.: Roosevelt Lee; A&R: Bill Smith; Sales & Mktg.: Suddie Kelly; Pub. Adv. & Promo.: Lloyd Chales.  
 Labels: Roosevelt Lee, Billtime, Emrrold, Hilltop.  
 Roper Recs. Inc., 48-16 43 Ave., Long Island City, N.Y. 11104. Tel: (212) HA 6-1190. VP & Gen. Mgr.: Franc Perie; Tape Mgr.: C. Grossman.  
 Cartridge 8-tr., cassette & open reel: Self-mfd. (SEE ADVERTISEMENT)  
 Rose Bridge Recs., 1121 S. Glenstone Ave., Springfield, Mo. 65804. Tel: (417) UN 2-4422. Pres.: Si Siman.  
 Labels: Rose Bridge, Scratch, Sho-Boat.  
 Ro-Tab, see Marullo.  
 Roulette Recs. Inc., 17 W. 60 St., New York, N.Y. 10023. Tel: (212) PL 7-9880. Pres.: Morris

Levy; Exec. VP: Nate McCalla; Admin. VP: William J. Leo; VP: Howard Fisher; VP Sales: Sonny Kirshen; VP Promo.: Red Schwartz; A&R Dir.: Michael Gentile; Pub. Dir.: Marty Hoffman; Nat'l Tape Sales Mgr.: Miss Billie Dobson.  
 Int'l Mgr.: Michael Perlestein.  
 Int'l branch: England.  
 Labels: (Owned) Roulette, Tico, Alegre, Mardi Gras, End, Gone, Rama, Gee, Costar; (distributed) Elephant V, Lolo, Calla.  
 Cartridge 8-tr. & cassette: Roulette licensed to GRT; Tico, Alegre, Cotique, Cesta, Fania, Musi-coro (Latin), Speed self-mfd. by Ethnic Tapes; Vogue self-mfd. by Sound Inds.  
 Open reel: Roulette licensed to GRT.  
 Int'l reps.: Argentina (Sicamericana), Australia (Philips), Belgium (Vogue), Brazil (Fermata), Canada (GRT), Columbia (Fuentes), Denmark (Sonet), Ecuador (IFESA), El Salvador (DICESA), Finland (Scandia-Musikki), France (Vogue), Germany (Vogue), Greece (Helladic), Hong Kong (Moutrie), Italy (Saar), Japan (Philips), Lebanon (Philips), Netherlands (Vogue), New Zealand (Philips), Panama (Istmenos), Peru (Distribuidora Peruana), Philippines (Mareco), Singapore (Philips), South Africa (Trutone), Spain (Fabrica de Discos), Sweden (Sonet), Switzerland (Finsterwald & Cantacuzene), Venezuela (Palacio de la Musica).  
 Round-Up, see Discotape Int'l.  
 Roy, see Brite-Star.  
 Royal, 397 S. Walter Ave., Newbury Park, Calif. 91320. Tel: (805) 498-8105, 497-1744. Owner & Adv.: Bill Doane; A&R Prod'r: Frank Winter.  
 Labels: Royal, Dance West.  
 Int'l rep.: Philippines (Sound Inc).  
 Royal, Ohio, see Boddie.  
 Royal Blue, see International Rec'g Co.  
 Royce Recs., 206 E. Main, Robinson, Ill. 62454. Tel: (618) 544-7222. Mgr.: Keith Dorrough.  
 Labels: Royce, Atom.  
 Bill Rucker Ent's., 2416 Morningstar Dr., Indianapolis, Ind. 46229. Tel: (317) 897-4151. Pres., A&R, Pub. & Promo.: Bill Rucker; VP Pub. & Promo.: Robert Artmire; Adv.: R. J. Fisher.  
 Labels: (Owned) Bi-Ru, Rufish; (distributed) Jet.  
 Rufish, see Bill Rucker.  
 Rugby, see Dee.  
 Rumba, see Met Richmond.  
 Rural Rhythm Recs., Box A, Arcadia, Calif. 91006. Tel: (213) 446-1624. Owner: Uncle Jim O'Neal; A&R Dirs.: Lee Sutton, Clarence Jackson; Sales: Mac Wiseman.  
 Daylon Rushing Ent's. Inc., PO Box 17258, Tampa, Fla. 33612. Tel: (813) 971-6473. Pres. & Promo.: Daylon W. Rushing; VP, Pub. & Adv.: Robert S. Borders.  
 Labels: Genesis, Wendi.  
 Russell Recs. Inc., PO Box 3318, 1403 Callens Rd., Ventura, Calif. 93003. Tel: (805) 642-3555. Pres.: Ted Russell; VP: Gaylan M. Million; Sec'y-Treas.: Doris Russell.  
 Russ Paula Recs., 3901 E. Broadway, North Little Rock, Ark. 72114. Tel: (501) WI 5-3312. Owners: Russ & Paula Thompson.  
 Rust, see Laurie.  
 Rustique, see Band Box.

S

S C R S, see Super Cities.  
 S C S, see Spectrum, Calif.  
 S G C, see Atlantic, Atco Div.  
 S M C, see Spanish Music Center.  
 S R, see Syntonic Research.  
 S S I Recs. (Singers Studio Int'l), 1733 Broadway, New York, N.Y. 10019. Tel: (212) 245-0206. Pres.: Jerome Pearlman; VP Sales: Frank Price; Promo.: Bill Coleman.  
 S S S Int'l, see Shelby Singleton.  
 Sable Recs., 2224 Belvedere Dr., Jackson, Miss. 39204. Tel: (601) 354-3062. Pres. & A&R: Johnny Angle; Pub. Dir.: James Farris.  
 Sabre Prod'ns Inc., 755 Steves Ave., San Antonio, Tex. 78210. Tel: (512) 532-3121. Pres.: John B. Henderson; VP & Mgr.: John E. Blakey; VP & Treas.: E. J. Henke; VP A&R: Marvin Montgomery.  
 Labels: Sabre, Brazos, El Capitan, Satin, TFM-Party.  
 Sacred, see Word.  
 Saddle, see Super Cities.  
 Sage, 6520 Selma Ave., Hollywood, Calif. 90028. Tel: (213) HO 9-1527. Pres.: W. O. Fleener.  
 Labels: Sage, Sand.  
 Saguario, see Boyd.  
 St. Clair Prod'ns, 485 Fort Couch Rd., Pittsburgh, Pa. 15241. Tel: (412) 835-4220, 892-2288. Owner: Julius Kruspier.  
 Labels: St. Clair, Arrow, Dynamic, Fort Couch, Gigi, Jules-Tone, Paloma.  
 St. George, see St. George-McHall.  
 St. George-McHall Rec. Group, 1822 N. Wilcox Ave., Hollywood, Calif. 90028. Tel: (213) 467-7345. Pres. & Gen. Mgr.: Dale Hallcom; Ass't Prod'rs: Andy Helman, Chris Morgan.  
 Labels: St. George, McHall.  
 St. Lewis, see Kiderian.  
 Saintrmo, see Ballad.  
 Salem Rec. Co. Inc., 7401 S. Halsted St., Chicago, Ill. 60621. Tel: (312) 651-5870. Pres.: Sebton Foster; VP: Joel Zimmerman.  
 Labels: Salem, Nation, Public.  
 Saluda Recs., 1517 W. Double Branch Rd., West Columbia, S.C. 29169. Pres.: Jim Gadsen; VP: Deborah Ann Stevens. (Distributed by Lebby).  
 Samoa, see Pacific Islands.  
 Samson (Israel), see BCA.



Samter, 512 Lafayette St., Gretna, La. 70053. Tel: (504) 361-9168. Pres.: Samuel C. Territo.  
 Sand, see Sage.  
 Sandy-V, see Wesley.  
 San Francisco, see Fillmore & Atlantic, Atlantic Div.  
 Sanfris Rec. Co. Inc., 1674 Broadway, Suite 309, New York, N.Y. 10019. Tel: (212) JU 2-5799. Pres.: Miss Santa Friscia; Gen. Mgr.: Angela De Paul.  
 Sansu, see Deesus.  
 Santa Cruz Recs., 815 E. Broadway, Tucson, Ariz. 85719. Tel: (602) 623-0318. Owner: Nick Cutrules.  
 San-trop, see Casa Prod'ns.  
 Sapphire, see Lebby.  
 Sara, see Cuca.  
 Sashay Recs., 1825 Sylvania Ave., Toledo, Ohio 43613. Tel: (419) 475-8059. Mgr.: James Thomson.  
 Satch Rec'g Co., 9147 S. Michigan Ave., Chicago, Ill. 60619. Tel: (312) 785-6035. Pres.: Mrs. Johnnie M. Finch; VP: Merrill R. Finch; VP Promo.: John B. Finch.  
 Labels: Satch, Belton.  
 Satellite, see Elvitruie.  
 Satin, see Sabre.  
 Satori, see Martin Gary.  
 Satyagraha, see CAVU.  
 Savaii, see Pacific Islands.  
 Savoy Rec. Co. Inc., PO Box 1000, 56 Ferry St., Newark, N.J. 07105. Tel: (201) MA 3-7470; NYC Tel: (212) WO 2-3354. MA: SAVREG. Pres.: Herman Lubinsky; A&R & Sales: Fred Mendelsohn.  
 Labels: Savoy, Gospel, Regent, Sharp, World Wide.  
 Cartridge 4-tr., 8-tr., cassette & open reel: Savoy (includes Gospel, Regent, Sharp, World Wide) licensed to Livingston.  
 Scala, see Everest.  
 Scandan, 687 Forrest Park Dr., Riverside, Calif. 92501. Tel: (714) 683-2776. VP: Anthony Marinello.  
 Scandinavian Music Co., 2631 Seminary Ave., Oakland, Calif. 94605. Tel: (415) 569-6281. Owner: John Lindberg.  
 Label: Harmony Music.  
 Scarlet Prod'ns, see Commonwealth United.  
 Scene Prod'ns, PO Box 1243, Beckley, W. Va. 25801. Tel: (304) 252-4836. Prod'r: Richard L. Petry.  
 Label: Scene.  
 Int'l rep.: Philippines (Sound Inc.).  
 Sceneville Musical Rec. Co., 85-55 76 St., Queens, N.Y. 11421. Tel: (212) MI 2-3281. Pres.: A. Kleinfeldt; VP & Sales Mgr.: Bob Knudsen; A&R Dir.: Jim Knudsen.  
 Label: Sceneville.  
 Int'l reps.: Belgium, France, Germany, Nether-

lands (British European Rec. Corp. in Belgium), Philippines (Mareco).  
 Scepter Recs. Inc., 254 W. 54 St., New York, N.Y. 10019. Tel: (212) CI 5-2170. Cable: SCEPTER-MUS. Pres.: Florence Greenburg; Exec. VP: Sam Goff; VP Nat'l Promo. & A&R: Steve Tyrell; VP & Tape Mgr.: Jerry Geller; A&R: Stanley Greenberg; Hob Div. Gen. Mgr.: John Bowden; Ass't Gen. Mgr.: Mancel Warrick; Nat'l LP Sales Mgr.: E. Kushins; Pub. & Adv.: Murray Ross; R&B Promo.: Chris Jonz; Tape Sales Mgr.: Al Abraskin; Int'l: Joe Zerga.  
 Branch: Houston, Tex., 1615 St. Emanuel St. Zip: 77003. Tel: (713) 227-5148. Nat'l Regional Promo.: Bill Cook; R&B Promo.: Don Carter.  
 Labels: Scepter, Wand, Hob, Mace, Bamboo, Tiffany, Toddlin' Town.  
 Cartridge 8-tr.: Scepter, Wand Hob, Bamboo, Celestial, Orbit self-mfd.  
 Cartridge 4-tr.: Scepter, Wand licensed to Ampex.  
 Cassette: Same as 8-tr.  
 Open reel: Same as 4-tr.  
 Int'l reps.: Argentina (Trova), Australia (Festival), Belgium (Vogue in France), Brazil (Top Tape Musica), Canada (Compo), Denmark (Metronome), Finland (Cupol in Sweden), France (Vogue), Germany (Teldec), Greece (General Music), Israel (Zakiphon), Italy (CGD), Jamaica (Federal), Japan (Teichiku), Mexico (Orfeon Videovox), Netherlands (Decca), Norway (Cupol in Sweden), Philippines (Mareco), Portugal (Vadeca), Singapore (Cosdel), South Africa (Galle), Spain (Discophon), Sweden (Cupol), Switzerland (Musikvertrieb), UK (Decca), Venezuela (La Discoteca). (SEE ADVERTISEMENT)  
 Schmitt-Douglas Corp., 5505 Melrose, Hollywood, Calif. 90038. Tel: (213) 466-8556. Pres. & A&R: Al Schmitt; VP & A&R: Steve Douglas; VP, Sales, Mktg. & Promo.: Bobby Applegate.  
 Label: Pentagram.  
 Scholastic, see Folkways/Scholastic.  
 Scolarion Recs., PO Box 441, Northridge, Calif. 91324. Tel: (213) 886-0707. Owner: David Merrill Seiden.  
 Scope Recs. Inc., 170 W. 73 St., New York, N.Y. 10023. Tel: (212) 873-5666. Pres.: Robert Gardiner.  
 Score Recs. (div. of Parliament Rec'g Studio), 4005-07 W. Washington, Chicago, Ill. 60624. Tel: (312) 638-6851. Pres.: E. S. Alexander; Musical Dir.: Wadie Burton; Sales Mgr.: Stanley Alexander; Adv. & Promo.: Albert Reed.  
 Scorpio Recs. Inc., 6720 N. Broad St., Philadelphia, Pa. 19126. Tel: (215) 549-5772. Cable: SCORPEX. Pres.: Sales & Mktg.: Michael Adler; VP & Tape: Jack Adler; A&R Prod'r: Steve Solitis; Pub., Adv. & Promo.: Jimmy Wonder.

Branch: Atlantic City, N.J., 1004 Pacific Ave. Zip: 08401. Mgr.: Bob Schilling.  
 Labels: (Owned) Scorpio, Pantomime; (distributed) Infinite, Splatter.  
 Scottie Recs., 4834 Bissell Ave., Richmond, Calif. 94805. Tel: (415) 233-7487. Owner: W. S. Newcomb.  
 Scotty, see Associated Inds.  
 Scratch, see Rose Bridge.  
 Scripture, see Ambassador.  
 Sea Ell, see Milburn.  
 Seagull Int'l, see Seagull.  
 Seagull Recs., PO Box 4096, Warrington, Fla. 32507. Tel: (904) 455-2263. Owner: Larry L. Stevens; VP: Donald Haugen; A&R: Larry L. Stevens; Sales Mgr.: Ronnie Smith; Pub. Mgr.: Lois Elliott; Adv. Mgr.: Gale Cooley.  
 Branches: Bessemer, Ala., PO Box 422. Zip: 35020. Mgr.: Rabe Perkins—Montgomery, Ala., 2749 Fisk Rd. Zip: 36101. Mgr.: Rebe Gosdin—Lakeside, Calif., 12058 Rockcrest Dr. Zip: 92040. Mgr.: Eugene Leigh—Metairie, La., 815 Little Farms Ave., Zip: 70003. Mgr.: Willie Haugen.  
 Int'l branches: Denmark, England, Sweden.  
 Labels: Seagull, Seagull Int'l.  
 Sea-King, see Centaur.  
 Seeco, see Met Richmond.  
 Select Sounds, 605-609 Chelsea, Memphis, Tenn. 38107. Tel: (901) 526-1204. Contact: Tom Phillips.  
 Selsom, see Johnson.  
 Semaphore, see Vantage.  
 Senator, PO Box 861, Bakersfield, Calif. Tel: (805) 327-1000. Pres.: Jack McFadden; VP: P. E. McFadden; Sales & Mktg. Mgr.: Joe McFadden.  
 Sequel, see RFT.  
 Seraphim, see Capitol.  
 Serenata, see Met Richmond.  
 Serenus Rec'd Editions, 414 E. 75 St., New York, N.Y. 10021. Tel: (212) 628-4440. Pres.: Paul Kapp.  
 Labels: Serenus Recs., Serenus Rec'd Editions.  
 Serenus Recs., see Serenus Rec'd Editions.  
 Sets in Order, 462 N. Robertson Blvd., Los Angeles, Calif. 90048. Tel: (213) 652-7434. Pres.: Bob Osgood; Sales Mgr.: Marvin Franzen.  
 Int'l rep.: Canada (Gerry Hawley).  
 Seven Arts Press Inc., 6605 Hollywood Blvd., Rm. 215, Hollywood, Calif. 90028. Tel: (213) HO 9-1095. Gen. Mgr.: Joe Yore.  
 Label: Law U.  
 Seven B Prod'g, 715 Camp St., New Orleans, La. 70130. Tel: (504) 522-1060. Owner & Mgr.: Joe Banashak.  
 Labels: Seven B, Alon, Instant, Tunekel.  
 Seville, see President & London.

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Branch: Southfield, Mich., 20620 Wayland. Zip: 48075. Tel: (313) 358-3642. Dir.: Mac Pitt.  
Label: Syse.

Shakespeare Rec'g Society, see Caedmon.

Shama, see Atlantic, Cotillion Div.

Shamley, see MCA, Universal City Div.

Shamrock, see Cuca.

Share, see Shelby Singleton.

Sharp, see Savoy.

Sharpshooter, see Advance.

Shawmut, see Casa Grande.

Sheffield, see Crystal.

Shell, see Impact Rec.\*Prod'ns.

Shelter, see Blue Thumb.

Shenandoah, see Jim McCoy.

Sherrae Heart, see Robbins.

Shiptown Rec'g Co., 722 Church St., Norfolk, Va. 23510. Tel: (703) 627-0895. Pres.: Noah Biggs; VP: Benjamin Brehon; Pop A&R: Amos Hunter; Classical A&R: Joseph Webster; Sales & Mktg.: Willie Stephens; Pub.: Timothy Williams; Adv.: Jesse Johnson; Promo. Mgr.: Ida Randolph.  
Labels: Shiptown, How Big.

Sho-Boat, see Rose Bridge.

Shoestring, 3551 Bittersweet Rd., Richmond, Va. 23235. Tel: (703) 272-4404. Pres.: Steve Richardson.

Shout, see Bang.

Showay Prod'n Inc., 818 18 Ave. S., Nashville, Tenn. 37203. Tel: (615) 256-6351. Pres.: Bennie Hess; Gen. Mgr.: Wayne Falbe; Promo. & Pub.: D. L. Collins.  
Labels: Artist of Fame, Award Artists, Jonalyn, Musicode, Show Land, Tap.  
Branch: Houston, Tex., 13722 Monarch. Zip: 77047. Tel: (713) ID 3-3361. Gen. Mgr.: Bob Sloan.

Show Biz, see Bell Recs.

Showcase, see Pickwick Int'l.

Showcase, see United Int'l.

Show Land, see Showway.

Show 'N Tell, see General Electric.

Showtime Recs., PO Box 1875, 2368 E. 87 St., Cleveland, Ohio 44106. Pres.: Herman Wright.

Shreve-Nash Ent's., PO Box 105, Zip: 71102; 754 Dalzell St., Shreveport, La. 71104. Tel: (318) 422-7376. Gen. Mgr.: Dick Martin.  
Label: Aetna.

Shur-Tinga Recs., 254 E. 29 St., Los Angeles, Calif. 90011. Tel: (213) 747-1789. Pres.: Duffy Hooks Jr., Larzett Collins.  
Labels: Shur-Tinga, Faith Special.

Sierra Recs., 1680 N. Vine St., Suite 318, Hollywood, Calif. 90028. Tel: (213) 463-4195. Owner: Kenneth M. Sawyer.  
Labels: Sierra, Timberline.

Signal, (Singapore), see BCA.

Silver Burdett Co. (div of General Learning Corp.), James St. & Blackberry Ln., Morristown, N.J. 07960. Tel: (201) 538-0400. Cables: SILDET. Bd. Chm.: Francis Keppel; Pres.: John H. Williamson; Adv. Dir.: Francis W. Goessling; Int'l: Erroll D. Michener.

Silver Cross, see Wild Recs.

Silver Fox, see Shelby Singleton.

Silver Seal, 654 3/4 N. Sweetzer, Los Angeles, Calif. 90048. Tel: (213) 653-0047. Owner: Jay Hamilton.  
Label: Loyal 'n Hearty.

Silver Seal Recs. Inc., 8406 Hall Rd., Riviera Beach, Md. 21122. Tel: (301) 255-4155. Pres.: Nello McQuigg.

Simon Says, see Record Guild of America & ABC.

Sin, see Jenges.

Sin City, see Jenges.

Sing, see Skylite Sing.

Singord Corp., Sta. C. Grand Rapids, Mich. 49506. Tel: (616) 456-5406. Pres.: P. J. Zondervan.  
Branch: Nashville, Tenn., RCA Bldg., 806 17 Ave. S., Suite 206. Zip: 37203. Tel: (615) 244-0872. Mgr.: Jake Hess.  
Labels: Superior, Teen, Tot, Victory, Zondervan.

The Shelby Singleton Corp., 3106 Belmont Blvd., Nashville, Tenn. 37212. Tel: (615) 291-2003. Cable: SHELREC. Pres. & A&R: Shelby S. Singleton Jr.; Exec. VP: Noble J. Bell; VP A&R Admin.: Dave Allen; VP Sales & Mktg.: Dick Bruce; VP Adv. & Servs.: Herb Schucher; VP Promo.: Buddy Blake.  
Labels: (Owned) Alvina, Amazon, Black Prince, Blue Fox, Midnight Sun, Plantation, SSS Int'l, Share, Silver Fox, Sun; (distributed) Double Bayou, Honor Brigade, Minaret, Wet Soul.  
Cartridge 8-tr. & cassette: Amazon, SSS Int'l, Sun self-mfd. (SEE ADVERTISEMENT)

Sioux Recs., PO Box 223, Cambridge, Mass. 02139. Tel: (617) 235-7038. Prop.: Anthony De Jon.

Sir, see Audiofax.

Sire Recs., 146 W. 54 St., New York, N.Y. 10019. Tel: (212) 247-0911. Pres.: Richard Gottfehrer; Mng. Dir.: Seymour Stein. (Distributed by London).  
Labels: Sire, Phoenix.  
Int'l branch: England.  
Int'l label represented: Fable (Australia).  
Int'l reps.: Canada (London), France (Disc/AZ), Italy (Ri-Fi); worldwide exclusive of above: Polydor. (SEE ADVERTISEMENT)

Skamp, see Sock It.

Skipper, see Met Richmond & Parnaso.

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

Skye Rec'g Co. Ltd., 40 W. 55 St., New York, N.Y.

10019. Tel: (212) 581-0488. Pres.: Norman Schwartz; Gen. Mgr.: Bob Small.  
Cartridge 8-tr. & open reel to Ampex, GRT.

Skyland, see Champ Rec'g Co.

Skylite, see Skylite-Sing.

Skylite-Sing Inc., 1516 Hawkins St., Nashville, Tenn. 37203. Tel: (615) 244-6116. Pres.: Joel E. Gentry; VP & Tape: Joe B. Brown; Sales & Mktg.: Shirley Neeley.  
Branch: Atlanta, Ga., 1919 Gas Light Tower. Zip: 30303. Tel: (404) 522-4160. VP: James Alva Barnes.  
Labels: Skylite, Sing, Christian Faith, Christian Folk, Stateswood, Temple.  
Cartridge 8-tr.: Skylite, Sing, Christian Faith, Christian Folk self-mfd.

Skyview, see Southern Sounds.

Skyway, PO Box 133, Hollywood, Calif. 90028. Owner: Everett L. Whentham.  
Labels: Red Fox, Skyway.

Slide, see McKinnon.

Smart Set, see Trend Int'l.

Smash, see Mercury.

The Smith Studio Inc., 3141 SW 22 Ct., Fort Lauderdale, Fla. 33312. Tel: (305) 581-7300. Pres.: Fletcher Smith.  
Labels: Stereoditties, Carbooks, Duo, Living Rec. Library.  
Cartridge 8-tr., cassette & open reel: Stereoditties, Carbooks, Living Rec. Library self-mfd.

Smit-Whit Recs., 523 Bldg., Suite 207, Rt. 38 & Hollywood Ave., Cherry Hill, N.J. 08034. Tel: (609) 662-3794. Pres.: Gene Smith; VP: Sam Whisant; A&R: Bobby Nichols.  
Labels: Smit-Whit, Air-Taur.

Smobro, see Buddah/Kama Sutra.

Smoke, see Ron Recs.

Societe Francaise du Son, see Argo Sight & Sound.

Society for Forgotten Music, see Contemporary Recs.

Sock It Recs., 2110 Bath Ave., Brooklyn, N.Y. 11214. Tel: (212) HI 9-6956. Pres.: John Castle; VP: Marion Castle; A&R, Pub., Adv. & Promo.: Phil Castle.  
Labels: Gremlin, Skamp, Sock It.

Socko, see The Total Sound.

Solar, 818 Sixth St., Union Beach, N.J. 07735. Tel: (201) 264-1962. Owner: John J. Bilotti.  
Labels: Solar, Zip.

Solar R. Inc., 6277 Selma Ave., Hollywood, Calif. 90028. Tel: (213) 467-3504. Pres., Pop A&R & Tape: Doug Moody; VP & Int'l: Wally Moody; Classical A&R, Pub. & Adv.: Cathy Furniss; Sales, Mktg. & Promo. Mgr.: Larry Goldberg.  
Label: Solar.  
Cartridge 8-tr.: Solar licensed to Ampex.

Sole, see Ron Recs.

Solid Gold, see Gotta Go.

Solid Rock, see Double U Sound.

Solid Soul, see Soulin'.

Solid Sound SS Inc., 30 Lark Dr., Woodbury, N.Y. 11797. Tel: (516) 931-2460. Pres.: Joe Docko; VP: Joe Docko Jr.  
Label: Solid Sound.

Solid Track, see Jon Badeaux Prod'ns.

Soma (div. of Pickwick Int'l Inc.), 7600 Wayzata Blvd., Minneapolis, Minn. 55426. Tel: (612) 544-4201. Pres.: Amos Heilicher; VP: Daniel Heilicher; A&R & Promo.: Ira Heilicher; Sales & Mktg.: Anne Allan.

Somar, see Met Richmond.

Somerset, see Alshire Int'l.

Som/Maior, see Fermata Int'l Melodies.

Son Art, see Universal.

Song Bird, see Duke/Peacock, Peacock Div.

Songs & Sounds of Nature, 19164 Pennington Dr., Detroit, Mich. 48221. Tel: (313) UN 2-7765. Owners: Edwin G. & Ann Boyes.  
Label: Wild Bird Songs.

Songs by Sommers Recs., PO Box 322, Silver Spring, Md. 20907. Tel: (301) WH 6-9039. Contact: Henry J. Sommers.

Songs of Faith, see Spar.

Sonic, see Iowa Great Lakes.

Sono Mex, see Met Richmond & Universal.

Sonora Recs., Box 12123, Nashville, Tenn. 37212. Tel: (615) 332-4726, 892-6150. Owner: Grover Dunn; Mgr.: Larry Boden.

Sorority Frat, see Mayhams Collegiate.

Soul, see Motown.

Soulaire, see Kaytown.

Soul Cat, see Elvitru.

Soul-Cat, see Rockin Lonnie.

Soul City Prod'ns, 8923 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 657-8380. Pres.: Johnny Rivers.  
Label: Soul City (distributed by Liberty/UA).

Soul Clock, see Canyon Recs.

Souled Out, see Good Earth.

Souled Out of Texas, see Milburn.

Soulhawk Recs. Inc., 13711 W. Eight Mile Rd., Detroit, Mich. 48235. Tel: (313) 864-7515. Pres.: Richard Wylie.  
Labels: Soulhawk, New City, Pamelina.

Soulin' Rec. Co., PO Box 15196, 1812 Constantino, 2804 S. Claiborne Ave., New Orleans, La. 70115. Tel: (504) 899-8083, 3364. Pres.: Isaac Bolden; VP: Virgil Engeran; A&R Dir.: Jerry Bolden; Sales Dir.: George Pierce; Pub. & Adv.: Gladys Madison; Promo. Dir.: Ike Bolden.  
Labels: (Owned) Soulin'; (distributed) Solid Soul, Soul Sound.

Soul Kitchen, see Boddie.

Soulo, see Colpar.

Soul-Po-tion Recs., 632 Holloway Ave., Albany, Ga. 31705. Tel: (912) 439-8575. Pres. & Pub.: Jesse Boone; VP: Bruce Jones; A&R: O. C. Glayden; Sales, Adv. & Promo.: James Tucker.

Soul Salad, see Motivestor.

Soulsearch, see Kaytown.

Soul-Shack, see Don Upchurch Prod'ns.  
 Soul Sound, see Soulin'  
 Soulsiar, see Stardust!  
 Soulsville USA, see Epstein.  
 Soul Town, see Sundi.  
 Soultrain, 10075 C Windstream Dr., Columbia, Md. 21043. Tel: (301) 737-7840. Mgr.: Philip H. Collector.  
 Soultrain of Louisiana, see Kilgore.  
 Soul World, see Julet.  
 Sound Century, see Cuca.  
 Sound City Rec. Co., 210 Gordon St., Jackson, Tenn. 38301. Tel: (901) 427-7301. Pres.: James L. Exum; VP: John E. McCutchen; Gen. Mgr.: Steve Little; A&R Dir.: Rayburn Anthony; Pop & Country A&R: John Reynolds.  
 Sound City Recs., 1214 Roosevelt, Ames, Iowa 50010. Tel: (515) 232-2991. Pres.: Steve Monroe.  
 Labels: Sound City, Arc.  
 Sound Innovations, 2209 Prichard Rd., Silver Spring, Md. 20902. Tel: (301) 949-9314. Owner, A&R, Pub. & Adv.: Burt Rosenberg; Promo.: Harold Young.  
 Label: Innovation.  
 Sound of Money, see Vantage.  
 Sound of Nashville, see Sound Track.  
 Sound O Riffic, see Lebby.  
 Sound Preservers, see Appollo Ents.  
 Sound Recs., 240 W. Wells St., Milwaukee, Wis. 53203. Tel: (414) 276-6422. Pres.: Stuart L. Glassman.  
 Sound Scate, see Eclipse.  
 Sounds of Memphis, see Allandale.  
 Sounds of the Caribbean, see Request.  
 Sounds of Wisconsin, see Cuca.  
 Sound Stage 7, see Monument.  
 Sounds Unlimited, 73 Ocean Ave., San Francisco, Calif. 94112. Tel: (415) 586-3837. Owner: Richard M. Robinson.  
 Labels: Ice, Sounds Unlimited.  
 Sound-Tex, see Texas Sound.  
 Sound Track Ents. Inc., PO Box 12276, Fort Worth, Tex. 76116. Tel: (817) 737-4744, 732-1684. Pres.: Bill Temple; Exec. VP: Helen Temple; VP Sales, Mktg. & Pub.: T. J. Thomas; A&R: Hank Stanley, Jon Cunningham; Adv. & Promo. Mgr.: Harry Ottmann.  
 Labels: (Owned) Chevell, Sound Track; (distributed) Sound of Nashville.  
 Soundville Recs. (div. of Jimmy Duncan Prod'ns Inc.), PO Box 3105, 8208 Westpark Dr., Houston, Tex. 77042. Tel: (713) 781-6300. Pres.: Jimmy Duncan; A&R: Fred Mirick; Country A&R: Marilyn von Steiger.  
 Labels: Soundville, Soundville Country.  
 Southern City Rec. Mfrs., 157 Ford Ave., Gallatin, Tenn. 37066. Tel: (615) 452-1479. Pres. & A&R Dir.: Harold Gilbert; VP: Bobby Brinkly; PR

Dir.: Yvonne Gilbert; Promo. Mgr.: James Brinkly.  
 Branch: Detroit, Mich., 18890 Keystone. Zip: 48234. Tel: (313) TW 3-3901. Sales & Mktg. Mgr.: Jan West.  
 Labels: Southern City, Gilbert, Hal n' Jean, Hittsburgh.  
 Southern Sound, see Claridge.  
 Southern Sounds Inc., 918 Third Ave. NW, Hickory, N.C. 28601. Tel: (704) 327-9346. Pres.: Frank J. Shuford; VP & Gen. Mgr.: O. L. Atwood.  
 Labels: Arlee, Big-5, Big-1, Skyview, Steal.  
 Southland, see Jazzology.  
 South Sea, see Pacific Islands.  
 South Shore, see Georden.  
 Southtown, see Biscayne.  
 Souvenir, see Art Recs.  
 Sovereign (Sweden), see BCA.  
 Sowder, see Derby Town.  
 Space Recs., 2037 Alvarado Dr. NE, Albuquerque, N.M. 87110. Tel: (505) 268-8405. Pres.: Ann Medley.  
 Spanish Music Center Inc., Belvedere Hotel, 319 W. 48 St., New York, N.Y. 10036. Tel: (212) 582-4280. Pres.: Gabriel Oiler; A&R, Adv. & Promo.: Andres Montero; Sales, Mktg. & Pub.: Warren Hernandez.  
 Labels: Coda, Pro-Arte, SMC.  
 Spanish World Recs. Inc., 151 W. 14 St., New York, N.Y. 10011. Tel: (212) 989-3177. Pres.: Marcos Garcia; VP: Alfred Garcia; VP Sales: L. Vazquez.  
 Branch: Chicago, Ill., 2515 W. Division St. Zip: 60622. Tel: (312) 486-1176. Contact: Blas Rodriguez.  
 Labels: 4 Points, Montilla.  
 Cartridge 4-tr., 8-tr., cassette & open reel: Montilla licensed to Livingston.  
 Int'l reps.: Argentina (RCA), Colombia (Alover), Costa Rica (INDICA), Dominican Republic (Fabiola), Mexico (CBS), Peru (MAG), Puerto Rico (Ultra), South Africa (Trutone), Uruguay (RCA), Venezuela (Venevox).  
 Spa Recs., 404 Broadway, Saratoga Springs, N.Y. 12866. Tel: (518) 584-2222. Pres.: Norman M. Fox.  
 Spar Recs. Corp. (sub. of National Growth Inds.), 110 21 Ave. S., Nashville, Tenn. 37203. Tel: (615) 327-9061. Chm.: Alan Bubis; Pres.: William Beasley.  
 Labels: Spar, Gospel Time, Songs of Faith.  
 Cartridge 8-tr.: Spar, Songs of Faith self-mfd.  
 Speciality, see Ember.  
 Speciality Recs. Inc., 8300 Santa Monica Blvd., Hollywood, Calif. 90069. Tel: (213) 656-7711. Pres. & Int'l: Arthur N. Rupe; Gen. Mgr., Sales, Mktg. & Promo.: Mike Akopoff; Prod. Development Mgr. & Pub.: Barret Hansen; Tape Prod. Mgr.: Janet Regier.  
 Int'l branch: England.

Cartridge 8-tr. & cassette: Self-mfd. (SEE ADVERTISEMENT)  
 Spectrum, PO Box 757, San Carlos, Calif. 94070. Tel: (415) 593 7554. Pres.: Dr. Paul L. Weaver; A&R: J. Beardslee; Prod'n: Jim Conklin, Dale Lear, Noel Wilson, Phil Dunaway.  
 Labels: Spectrum, SCS.  
 Spectrum, Conn., see Di Bella.  
 Speechphone, c/o Harper & Row Publ'rs College Dept., 49 E. 33 St., New York, N.Y. 10016. Tel: (212) 889-7500. Cable: HARPSAM. Contact: Marion E. Clark.  
 Speechways, see Music Plus.  
 Speedy, see Ken Keene.  
 Spicy, see Band Box.  
 Spindletop, 1812 Proctor St., Port Arthur, Tex. 77640. Tel: (713) YU 2-7121. Owner: Floyd J. Badeaux.  
 Labels: Spindletop, Dig, Good n' Country, Top Ten.  
 Spinit, 1901 Peyton Ave., Burbank, Calif. 91504. Tel: (213) 849-5235/3600, 464-5161. Pres.: Nick Therry.  
 Labels: Spinit, Hat.  
 Spinnin' Square, see Style.  
 Spinn Recs., Box 100-N, RFD 3, Stuart, Va. 24171. Tel: (703) 694-2977. Owners & Prod'rs: Frank W. Singleton, John F. Williams.  
 Spin-O-Rama, see Premier Albums.  
 Spin-Out, see Wesley.  
 Spiral Rec. Corp., 875 Fifth Ave., New York, N.Y. 10021. Tel: (212) RE 7-3304. VP: Sol Abrams.  
 Branch: Palisade, N.J., 780 Palisade Ave. Zip: 07024. Tel: (201) 945-1000.  
 Spire, see World Library of Sacred Music.  
 Spirit, see National.  
 Spivey, 65 Grand Ave., Brooklyn, N.Y. 11205. Tel: (212) UL 7-7003. Pres.: Victoria Spivey.  
 Labels: Queen Vee, Spivey.  
 Splatter see Scorpio.  
 Splitsound Recs. (div. of Splitsound Inc.), PO Box 4704, Tucson, Ariz. 85717. Tel: (602) 795-5515. Pres.: Dan Gales; VP: Dan Peters.  
 Spoke, c/o E. LaButte, Garden, Mich. 40835. Owner: I. L. Davis; A&R: E. LaButte.  
 Spoken Arts Inc., 59 Locust Ave., New Rochelle, N.Y. 10801. Tel: (914) 636-5482. Pres.: Dr. Arthur Luce Klein; Exec. VP: Dr. Luce Arthur Klein; VP: Paul Kresh; Sales & Mktg. Dir.: Peter J. Redgrove; Adv. Dir.: Natalie Slohm.  
 Cassette & open reel: Self-mfd. (SEE ADVERTISEMENT)  
 Spoken Word, see Dover.  
 Spoleto Festival, see Applause.  
 Sports, see Fleetwood.  
 Spotlight, see Kerr.  
 Spring, see Event & Polydor.

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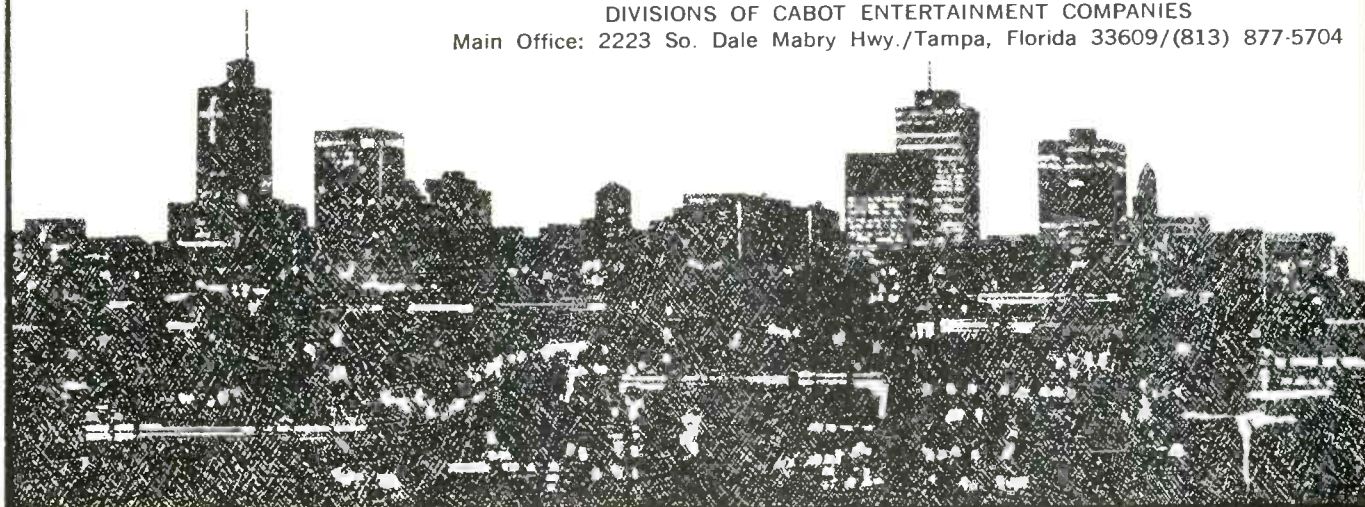
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 Texas, Neb., see Jim Hall.  
 The Texas Plainsmen, PO Box 4831, Midland, Tex. 79701. Tel: (915) OX 4-3756. Owner: James A. O'Neill.  
 Texas Revolution, see Horizon Recs.  
 Texas Sound Studios, 506 W. Hildebrand Ave., San Antonio, Tex. 78212. Tel: (512) PE 3-1721. Mgr., Sales, Mktg. & Adv.: Jeff Smith; A&R & Pub.: Virginia Smith.  
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 Thunderbird, see Masters Releasing.  
 Thunder Rec. Co., Box 271, Cedar & West Aves., Jenkintown, Pa. 19046. Tel: (215) OS 2-5929. Pres.: Stan Peahota; A&R: Stan Knight, John Sokolis; Sales & Mktg.: Stan & Gerinimo Knight; Pub.: M. K. Ryan, John Sokolis; Adv.: Kathy Ryan; Tape Div. Mgr.: Otis Knight; Tape Sales Mgr.: Samantha Knight; Opns. Dir.: Marilyn Sokolis; Int'l Promo. & Nat'l Opns. Dir.: Destiny Knight; Int'l: Stan Knight, Stan Peahota.  
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 Tiffany Rec'g Corp., 7700 Sunset Blvd., Hollywood, Calif. 90046. Tel: (213) 874-7710. Pres.: Charles Greene; A&R Co-ord.: Tad Maloney; Pub.: Jim Mahoney & Assocs.—Bill Barron; Promo. Dir.: Don Reardon. (Distributed by Scepter).  
 Tifton, see Ambassador.  
 Tiger Tail, see Audio Fidelity.  
 Tikva Recs., see International Rec. Inds.  
 Timberline, see Sierra.  
 Tioga, 6620 Kindred St., Philadelphia, Pa. 19149. Tel: (215) PI 5-5309. Gen. Mgr. & A&R: Herb Ostrow; Business Mgr.: Danny Ostrow; Sales & Mktg.: Gene Ostrow; Pub., Adv. & Promo.: Carol Ostrow, Sam Deno, Ernie Malick.  
 Labels: Tioga, Impex, Margate, Oxford.  
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 Toi, PO Box 133, Markham, Ill. 60426. Tel: (312) 339-1262. Pres. & A&R: Robert Lee.  
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 Tokyo, see Trend Int'l.

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 Top Cat Recs., 5212 Fountain, Hollywood, Calif. 90029. Tel: (213) 666-1076. Pres.: Peter Martinez; Arranger & Prod'r: Vic Charles; Pub.: Tom Aldridge; Promo.: Peter Mundy.  
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 Top-Hit, 740 N. Gardner St., Los Angeles, Calif. 90046. Mgr.: Louis Mysels.  
 Toppa, 729 Park Ave., Covina, Calif. 91722. Tel: (213) ED 2-2496. Owner: George J. Morris.  
 Labels: Toppa, Toppette, Fedora.  
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 Top Ten, see Spindletop.  
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 Tornado, Pa., see Thunder Rec. Co.  
 Tornado Recs. Co., PO Box 824, 407 Alamance St., Gibsonville, N.C. 27249. Pres. & Mgr.: David Lee Perkins; A&R Dir.: A. R. Perkins; Sales Mgr.: Stephen Lee.  
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 The Total Sound Inc., 1270 Ave. of the Americas, New York, N.Y. 10020. Tel: (212) 765-9760. Pres. & Int'l: Enoch Light; A&R Prod'ns: Tony Mottola, Jeff Hest; Creative Mgr.: John DeVries; Sales Mgr.: Jack Kiernan; PR: Robert Briody; Nat'l Promo. Mgr.: Tom Virzi.  
 Labels: Project 3, Socko.  
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 Touche Publ'g Co. Inc., 79 Commerce St., Suite 512, Montgomery, Ala. 36104. Tel: (205) 264-0276. Pres.: Henry Heller; Exec. VP, Sales & Mktg.: Stephen Alan Heller.  
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 Touche Recs., PO Box 96, El Cerrito, Calif. 94530. Tel: (415) 526-3491. Pres.: Jacques Disraeli Bronson; Exec. VP: James Bronson Jr.  
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 Labels: Town & Country, Cracked, Redwood.  
 Track, see Atlantic, Atlantic Div.  
 Tradewinds, 636 Queen St., Honolulu, Hawaii 96813. Tel: (808) 501-223.  
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 Transworld, see Finer Arts.  
 Trans World Sound Rec. Co., 4104 W. Wilcox, Chicago, Ill. 60624. Tel: (312) 722-7956. Pres.: Wilbert Johnson; VP: Thomas Smith; VP & A&R: Claude Johnson; Sales & Mktg. Mgr.: Lewis Johnson; Pub. Mgr.: Sylvester Richardson.  
 Labels: Trans World Sound, Gospel World Sound, June Bug.  
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 Treat, see Steady.  
 Trend Int'l (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.  
 Labels: (Owned) Trend, Aquila, Andros, Eagle, Nevada, Nevada-Nippon, Nui Loa, Taloo, Tecate, Terra, Texas, Tokyo, Topaz, Truth, Tulsa; (distributed) Barcola, Century 21, Class, Folkstyle, Kona, Lyricon, Musical Comedy Guild, Redondo, Smart Set, Tel Avideo.  
 Cassette: Tel Avideo self-mfd.  
 Trepur Recs., Rt. 3, Roanoke Rd., La Grange, Ga. 30240. Tel: (404) 882-2391. Owner: Rupert McClelland.  
 Tribute, N.Y., see GWP.  
 Tribute, Ohio, see World Library of Sacred Music.

Trident Mgmt. Inc., 855 Treat Ave., San Francisco, Calif. 94110. Tel: (415) 648-7750. Mgr. & A&R: Paul Rose; Co-ord.: John Driscoll.  
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 Trip, Calif., see C. Trumbo.  
 Trip, N.J., see Springboard.  
 Triple B Rec. Co., 6097 Whitewood St., Detroit, Mich. 48210. Tel: (313) 894-5600. Pres.: Lorraine Chandler; VP: Gwen Fortson; A&R: Jack Ashford; Sales, Mktg. & Promo.: Luther Rosemond; Pub.: Rubye Weaver; Adv.: McKinley Kelley.  
 Triple P, S. Marvin Rd., Lyons, Ga. 30436. Tel: (912) 565-8316. Pres. & Gen. Mgr.: Pete Pittman.  
 Tri-State, see Style.  
 Triumph, see Hardie W. Daniel.  
 Troll Assocs., see Fairlyland.  
 Trophy, see Rem.  
 Tropical, see Met Richmond.  
 True Gospel, see Associated Inds.  
 Tru-Glo-Town, 1 N. Dean St., Englewood, N.J. 07631. Tel: (201) 567-8282; NYC Tel: (212) 564-5818. Pres.: Gloria E. A. Toote.  
 Labels: TNT, Tru-Glo-Town.  
 C. Trumbo Prod'ns, 6565 Sunset Blvd., Suite 315, Los Angeles, Calif. 90028. Tel: (213) 466-4106. Gen. Mgr.: Broderick Crawford; Prod'r: Dolly Trumbo; Pub., Adv. & Promo. Mgr.: Lance Holien.  
 Label: Trip.  
 Trump Recs. Inc., 827 Thomas St., Memphis, Tenn. 38107. Tel: (901) 526-3935/0409. Pres. & Pop A&R: Tommy Cogbill; Exec. VP & Pub.: Marty Lacker.  
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 Trusty Recs., Nebo, Ky. 42441. Tel: (502) 249-3194. Pres.: Elsie Childers.  
 Truth, see Trend Int'l.  
 Tryl, 723 Seventh Ave., New York, N.Y. 10019. Tel: (212) CI 5-7640. Pres.: Milt Schnapf.  
 Labels: Try, Majic-L.  
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 Turnabout, see Vox Prod'ns.  
 Turnner Inds. Entertainment Div., 265 S. Rodeo Dr., Beverly Hills, Calif. 90212. Pres.: Lawrence Turnner; Entertainment Div. Pres.: Mr. White.  
 Labels: Action, BRC, Cola, Turnner Sound. (SEE ADVERTISEMENT)  
 Turnner Sound, see Turnner Inds.  
 Turn On, see Impact Rec. Prod'ns.  
 21st Century-Fox, see ABC.  
 21st Century, see Target.  
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 Twinkle, see Centaur.  
 Twinkle, see Premier Albums.  
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**U**

U A Int'l, see Liberty/UA.  
 U A Latino, see Liberty/UA.  
 U P, see Glenn.  
 U S A Recs., 3035 W. 47 St., Chicago, Ill. 60632. Tel: (312) 254-4612. Pres.: Paul J. Glass.  
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 Ultraphone Recs. Inc., 69 S. Moger Ave., Mount Kisco, N.Y. 10549. Tel: (914) 666-5287. Dir.: Dr. Edward T. Salvato Jr.  
 Labels: (Owned) Ultraphone; (distributed) Polyphon.  
 Uni, see MCA, Universal City Div.  
 Unicorn Recs., 733 15 St. NW, Rm. 232, Washington, D.C. 20005. Tel: (202) 783-2553. Pres.: Elliot Ryan.  
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 United, see Kent-Modern.  
 United Artists, see Liberty/UA.  
 United Int'l Pictures Inc., 520 Fifth Ave., New York, N.Y. 10036. Tel: (212) JU 2-5844. Pres.: Louis Ferriol; A&R: Joseph Jacalone; Promo. Mgr.: John Crisman.  
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 United States, 1549 N. Vine St., Suite 20, Hollywood, Calif. 90028. Tel: (213) 464-1389. Owner: Joseph Van Winkle; Promo.: George Jay Assocs.  
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 Label: Valley.  
 Valtron Rec'g Studio, 305-7 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.  
 Label: Valtron.  
 Cartridge 4-tr., cassette & open reel: Self-mfd.  
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 Vanguard, see Vanguard Rec'g Society.  
 Vanguard/Apostolic, see Vanguard Rec'g Society.  
 Vanguard-Dasca, 8 Winter St., Brattleboro, Vt. 05301. Tel: (802) 257-7131. Pres.: David S. Calef.  
 Label: Dasca.  
 Vanguard Everyman, see Vanguard Rec'g Society.  
 Vanguard Rec'g Society Inc., 71 W. 23 St., New York, N.Y. 10010. Tel: (212) 255-7732. Cable: VANMUSICA. Pres.: Seymour Solomon; VP & Int'l: Maynard Solomon; Pop A&R Dir.: Bob Reno; Classical A&R Dir.: Maynard Solomon, Seymour Solomon, Sam Charters, Bob Scherl; Sales, Mktg., Promo. & Tape Mgr.: Herb Corack; Pub. & Adv. Dir.: Sunny Schmier; Int'l Ass't: Jo Inguanti.  
 Branch: Hollywood, Calif., 6430 Sunset Blvd. Zip: 90028. Tel: (213) 461-4381. A&R: Bob Scherl; Sales: Harold Lewis.  
 Labels: Vanguard, Bach Guild, Cardinal, Everyman, Vanguard/Apostolic.  
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 Cartridge 4-tr., 8-tr. & cassette: Vantage, Semaphore self-mfd.  
 Affiliated firm: Balbar Prod'ns.  
 Var-Bee, see G&C.  
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 Velvet Recs. Inc., 124 W. 29 St., Hialeah, Fla. 33012. Tel: (305) 888-1377. Cable: DISVELVET. Pres., Sales & Mktg.: Roberto Page; VP: Jose Page; Adv.: Rodolfo Hoyos; Tape & Int'l Mgr.: Antonio Moreno.  
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 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.  
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 Versa, see Bel-Aire Recs.  
 Verve, see MGM.  
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 Vesuvius, see Pompeii.  
 Vibrant Recs., Rt. 2, Talbott, Tenn. 37877. Pres. & Gen. Mgr.: Hal R. McGaha.  
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 Victrola, see RCA.  
 Videotext, see Rhythms Prod'ns.  
 Viking Rec. Corp., 813 16 Ave. S., Nashville, Tenn. 37203. Tel: (615) 244-6018. Pres. & A&R: Bobby Goldsboro; VP & A&R: Bob Montgomery; Sales Mgr.: Hal Charol; Nat'l Promo.: Carl Dean.  
 Virginia, see Johnson.  
 Virgo Recs. (sub. of Scoebert Music Co.), 431 S. 62 St., Philadelphia, Pa. 19143. Tel: (215) 747-4721, 545-9959. Pres.: Roscoe Murphy Jr.  
 Virtue, see Parr-X & Mercury.  
 Virtuoso, c/o Harris/Teller Inc., 56 W. 103 St., Chicago, Ill. 60628. Tel: (312) PU 5-0700.  
 Viscojan Rec. Co., 2000 Harcourt Ave., Los Angeles, Calif. 90019. Tel: (213) 935-9667. Pres. & Int'l: J. W. Spriggs; Gen. Mgr. & A&R Dir.: Art Reynolds; Music Dir.: Johnny Creach; Sales & Mktg. Dir.: John T. Dudley; Pub.: A. Johnson, E. Johnson; Adv. & Promo. Dir.: Madison Cole.  
 Branch: St. Louis, Mo., 3504 N. Grand Blvd. Zip: 63107. Tel: (314) 421-6406. Mgr.: Ralph D. Williams; A&R: Ralph R. Williams.  
 Labels: Lo-Lace, Natru, Viscojan.  
 Int'l reps.: France (AZ), Philippines (Playtex).  
 Viva Recs. (div. of Snuff Garrett Prod'ns), 6222 Hollywood Blvd., Hollywood, Calif. 90028. Tel: (213) 466-1641. Pres.: Snuff Garrett; Exec. VP: Ed Silvers; VP: Mel Bly.  
 Labels: Viva, Bravo (distributed by MCA, Decca Div.).  
 Cartridge 8-tr.: Viva, Bravo licensed to Ampex, GRT & Decca.  
 Cartridge 4-tr.: Viva, Bravo licensed to Ampex.  
 Cassette: Same as 8-tr.  
 Open reel: Viva licensed to Ampex & GRT; Bravo licensed to Ampex.  
 Int'l reps.: Australia (Festival), Brazil (Equipe), Philippines (Mico), Portugal (Hispavox), Spain (Hispavox).  
 Vivid Sounds, see Certron.  
 Vocab Inc., 3071 S. Broad St., Chicago, Ill. 60608. Tel: (312) CL 4-8047. Pres.: Anthony J. Batko.  
 Cassette & open reel: Self-mfd.  
 Vocalion, see MCA, Decca Div.  
 Voices of History, see Books & Periodicals.  
 Vokes Rec. Co., Box 12, New Kensington, Pa. 15068. Tel: (412) 828-2472. Pres. & Mgr.: Howard Vokes.  
 Volare Recs./Argon Prod'ns, 1697 Broadway, Suite 1109, New York, N.Y. 10019. Tel: (212) 581-4490. Pres.: Clyde Otis.  
 Label: Volare.  
 Volcano, PO Box 830, Los Angeles, Calif. 90028. Pres.: Theo Allen.  
 Labels: Explosion, Oakwood, Whopper.  
 Volcano, N.Y., see Larric.  
 Volt, see Stax.  
 Volume, see Jamie/Guyden.  
 Vortex, see Atlantic, Atco Div.  
 Vox, see Vox Prod'ns.  
 Vox Box, see Vox Prod'ns.  
 Vox Prod'ns Inc., 211 E. 43 St., New York, N.Y. 10017. Tel: (212) 867-9360. Cable: VOXPROD-UCT. Tel.: COMLEW 420 445. Pres. & Classical A&R: George H. de Mendelssohn-Bartholdy; Sec'y-Treas., Sales & Mktg.: Tom Di Vita; Promo.: Burt Naïdoff.  
 Labels: Vox, Bellvox, Polyvox, Vox Box, Turnabout, Vox Twins, Music Masters, Super Majestic, Candide.  
 Cassette: Vox (includes Candide, Turnabout) self-mfd.  
 Int'l reps.: Argentina (Surco), Australia (Carinia), Austria (Preiser), Brazil (Equipe), Colombia (Electra), Denmark (Fona Radio), France (Iramac), Germany (Fono), Israel (Unalex), Italy (Ri Fi), Japan (Nippon Columbia), Mexico (Peerless), South Africa (Trident), Spain (Vergara), Switzerland (Jecklin), UK (Decca).  
 Vox Twins, see Vox Prod'ns.

**W**

W G Recs., 377 Walnut St. Extension, Agawam, Mass. 01001. Tel: (413) 736-0693. Pres., A&R & Tape Dir.: Walter J. Gonet Jr.; Sales, Mktg. & Adv. Dir.: Stanley H. Kwarciany; Pub. & Promo. Dir.: Robert W. Gonet.  
 W I M, see Crystal.  
 W R C, see Style.  
 Billy Wagner Music Publ's Co., c/o Toni Kingham, Box 380, RR 1, Yorkville, Ill. 60560. Tel: (312) 553-5150. Owners: Billy Wagner, Toni M. Kingham.  
 Label: BRW.

Wahoo Recs., Forest City, Iowa 50436. Tel: (515) 582-2992. Pres.: Arlo Johnson; VP: Monte Johnson.  
 Wahr Recs. Inc., 10 Ramsey Pl., Albany, N.Y. 12208. Tel: (518) 438-6587. Pres.: Michael Olesko; VP: David G. Rittner.  
 Labels: Mothbump, Wahr.  
 Wand, see Scepter.  
 Warlock, see ABC, Dunhill Div.  
 Warner Bros. Recs. Inc., 4000 Warner Blvd., Burbank, Calif. 91505. Tel: (213) 843-6000. Pres. & Reprise Gen. Mgr.: Mo Ostin; Exec. VP & Warner Bros. Gen. Mgr.: Joe Smith; VP Mktg.: Joel Friedman; VP Mdsq.: Stan Cornyn; Sales Dir.: Dick Sherman; Pub. Dir.: Laurel Holliday; Adv. Mgr.: David Herscher; Nat'l Promo. Mgr.: Ron Saul; Int'l: Phil Rose.  
 Branch: New York, N.Y., 488 Madison Ave. Zip: 10022. Tel: (212) PL 9-4422. Eastern Opns. Dir.: Paul Tannen; East Coast Sales Mgr.: Lou Dennis.  
 Int'l branches: Canada, England.  
 Labels: Warner Bros., Reprise.  
 Cartridge 8-tr.: Warner Bros., Reprise self-mfd.  
 Cartridge 4-tr.: Warner Bros., Reprise licensed to Muntz.  
 Cassette: Same as 8-tr.  
 Open reel: Warner Bros., Reprise licensed to Bell & Howell.  
 PlayType: Warner Bros., Reprise.  
 Int'l reps.: Aden (Bhicaiee Cowasjee), Argentina (Sicamericana), Australia (Australian Rec.), Austria (Musica), Belgium (Vogue), Brazil (Companhia Brasileira de Discos), Chile (Philips), Colombia (CBS), Costa Rica (INDICA), Denmark (Hede Nielsen), Ecuador (IFESA), Finland (Sahkolikkeitiden), France (Vogue), Germany (Teldec), Greece (General Publ'g), Hong Kong (Cosdel), India (Gramophone), Israel (Gal-Ron), Italy (CGD), Japan (Cosdel)—Reprise, Toshiba—Warner Bros.), Lebanon (Les Fils de Georges Haddad), Luxembourg (Vogue in Belgium), Mexico (Gama), Netherlands (Negram, Philips), New Zealand (HMV), Norway (Arne Bendiksen), Peru (IEMPSA), Philippines (Mareco), Portugal (M. Arnaldo Trindade), Puerto Rico (Montillo), Singapore (Cosdel), South Africa (Teal), Spain (Hispavox), Sweden (Electra), Switzerland (Musikvertrieb), Turkey (Melodi), UK (EMI), Uruguay (Sicamericana in Argentina), Venezuela (Favedica), West Africa (Philips), West Indies (Dynamic Sounds in Jamaica, West Indies Recs. in Barbados).  
 Warren Recs. Inc., PO Box 6414, New Orleans, La. 70114. Tel: (504) 368-1641. Pres. & A&R: C. A. Warren; Sales & Mktg.: Ralph Stair; Pub.: M. L. Ruffin; Adv.: Miss D. Joiner; Promo.: Lou Welsch.  
 Labels: Warren, Action.  
 Wasp Recs. (div. of Larue Inds.), Box 7171, Tacoma, Wash. 98407. Tel: (206) SK 2-8583. Pres.: Ron Biberthaler; VP: Bill Wiley; Pop A&R: Nokie Edwards; C&W A&R: Gene Breeden; Sales Rep.: Jack Rogers; Promo.: Roy Young.  
 Labels: (Owned) Wasp, Hornet, Stacka; (distributed) Piece, Feasible, Terraplane.  
 Int'l rep.: Australia (Hadley).  
 Wassel, see Paramount, Pa.  
 Watts, see Discotape Int'l.  
 Way-Out Rec'g Ent., 1966 E. 55 St., Cleveland, Ohio 44103. Tel: (216) 391-0436. Pres.: Lester C. Johnson; Exec. VP: William Branch; A&R: Louis Ragland; Promo. & Sales Mgr.: William Thompson; Promo.: James McClain.  
 Labels: Way-Out, Bos.  
 Wayside Recs. Inc., 63 Main St., Maynard, Mass. 01754. Tel: (617) 897-7359.  
 Labels: Wayside (distributed by Mercury), Natural Sound.  
 Webb Rec. Co., 1234 Luther St., Emporia, Kan. 66801. Tel: (316) 342-7405. Pres., Gen. Mgr., Sales & Mktg.: J. Thomas Webb; Ass't Mgr., Pub. & Promo.: Jerry Worcester.  
 Weed, see Motown.  
 Weis, see Stax.  
 Welburn, see B-W.  
 Wendi, see Daylon Rushing, listed under "R."  
 Wertz, see Lebbly.  
 Wesley Recs., Box 10044, Denver, Colo. 80210. Tel: (303) 777-9648. Owner: W. L. Horning.  
 Labels: Wesley, Sandy-V, Spin-Out.  
 Wessex Recs., PO Box 650, Ardmore, Tenn. 38449. Tel: (615) 232-7426. Owner & Mgr.: Paul W. Jackson; A&R: Charlie Jackson.  
 Labels: Wessex, Jareco.  
 Westbound Recs. Inc., 14643 Joy Rd., Detroit, Mich. 48228. Tel: (313) 584-1279. Pres.: Armen Boladian; Promo. Dir.: Bernie Mendelson. (Distributed by Janus, N.Y.)  
 Western, see Discotape Int'l.  
 Westminster, see ABC, Westminster Div.  
 West Recs., 1764 Vista Del Mar, Hollywood, Calif. 90028. Tel: (213) 467-0355. Pres.: George E. Clements; VPs: William & Michael Penyak; Promo.: Jon Badeaux.  
 Labels: E, Dynasty, Lane, West.  
 West Wind, see Metrobeat.  
 Wet Soul, see Shelby Singleton.  
 Whirlwind, N.C., see Tornado Recs. Co., N.C.  
 Whirlwind Recs., 107 N. Cumberland, Sheridan, Ark. 72150. Tel: (501) 942-2761. Mgr.: Dalton Edwards.  
 Whirlybird, see Audio Arts.  
 Whit, see Jewel.  
 Whitehall, see ABC, Westminster.  
 Whitmount, see Georden.

White Rock Recs., 401 Wintermantle Ave., Scranton, Pa. 18505. Tel: (717) 343-6718. Owner: Phil Ladd; Mgr.: Joyce Shandra.  
 Labels: White Rock, Ladd, Llama.  
 Cassette & open reel: White Rock, Ladd self-mfd.  
 White Whale Rec. Co. Inc., 8961 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 278-2266. Pres.: Ted Feigin; VP: Lee Lasseff; Nat'l Promo.: Edward Biscoe.  
 Cartridge 8-tr.: White Whale (includes Sundown & Vegas) licensed to Ampex, GRT & ITCC.  
 Cartridge 4-tr.: White Whale (includes Sundown & Vegas) licensed to Ampex & GRT.  
 Cassette: Same as 8-tr.  
 Open reel: Same as 4-tr.  
 Whiz, see Double Shot.  
 Whopper, see Volcano, Calif.  
 Wide World Recs. Co., 614 Dennis, Houston, Tex. 77020. Tel: (713) 528-5521. Pres.: Russ Reeder.  
 Wild Bird Songs, see Songs & Sounds of Nature.  
 Wild Recs., 633 Massachusetts Ave., Boston, Mass. 02118. Tel: (617) 266-1002. Owner: Fred Le Blanc.  
 Labels: Bluestown, My, Silver Cross, Wild.  
 Winchester, see Jim McCoy.  
 Windfall Music Ents. Inc., 161 W. 54 St., New York, N.Y. 10019. Tel: (212) 765-8450. Pres.: E. S. Prager; VP: Felix Pappalardi. (Distributed by Bell Recs.)  
 Windsor, Bakersfield, Calif., see Pike.  
 Windsor Recs., 5530 N. Rosemead Blvd., Temple City, Calif. 91780. Tel: (213) 286-1167. Pres.: Edward H. Lowry.  
 Wine, 1500 Creedmoor Ave., Pittsburgh, Pa. 15226. Tel: (412) 531-7290. Owner: James Grimes.  
 Labels: Kathy, Wine.  
 Winner, see Al-Teen.  
 Wooten, see Style.  
 Word Inc., 4800 W. Waco Dr., Waco, Tex. 76710. Tel: (817) 772-7650. Pres.: Jarrell McCracken; VP, A&R Dir. Canaan Div.: Marvin Norcross; VP, A&R Dir. Word Div.: Kurt Kaiser; VP & Mktg. Dir.: George W. Baskin; Sales Mgr.: Francis Heatherley; Promo. Mgr.: Wayne Philippott; Adv. Mgr.: Bruce Bartel.  
 Int'l branches: Australia (Sacred), Canada (Word), England (Word), New Zealand (Sacred).  
 Labels: (Owned) Word, Canaan, Flare, Sacred, Sword; (distributed) Light, Summit.  
 Cartridge 8-tr. & cassette: Word, Canaan, Light, Sacred self-mfd.  
 World Library of Sacred Music, 2145 Central Pkwy., Cincinnati, Ohio 45214. Tel: (513) 421-1090. Pres.: Omer E. Westendorf; Sales Mgr.: John H. Goosman.  
 Labels: World Library of Sacred Music, Spire, Tribute.  
 World Wide, see Savoy.  
 Worthy Recs. Co., 1909 Ave. K, Brooklyn, N.Y. 11230. Tel: (212) 377-4321. Owner: Gil Snapper.  
 Labels: Worthy, Burundi, Ha-Ha, Kenya.

**X**

X Y Z, see Claridge.

**Y**

Yazoo, see Yellow Bee.  
 Yellow Bee Prod'ns Inc., 54 King St., New York, N.Y. 10014. Tel: (212) 255-3698. Pres.: J. Nicholas Perls; VP: Stephen Calt.  
 Labels: Blue Goose, Yazoo.  
 Int'l rep.: UK (Transatlantic).  
 Yellow Bird, see Canary-Yellow Bird.  
 Yew, see AA.  
 Yoga Int'l., 18 Wade St., Brighton, Mass. 02135. Tel: (617) 782-6631. Pres.: Yogi Khanna; Sales & Mktg.: Robert Joseph.  
 Home office: India.  
 Yolanda, see Lynn's.  
 York, see Event.  
 Yorkshire, Mich., see Belholly.  
 Yorkshire, Pa., see Record Club of America.  
 Yorktown Recs., 347 Litchfield Ave., Babylon, L.I., N.Y. 11702. Tel: (516) 661-9842. Pres.: Suzette Miller; Mgr.: William H. Miller.  
 Young People's Recs., see The Franson Corp.  
 Yucca Recs., 1706 College, Alamogordo, N.M. 88310. Tel: (505) 437-4491. Owner: Calvin Boles.  
 Yussels, see Jo-Park.

**Z**

Z—Zurec/Zuricon (Switzerland), see BCA.  
 Zap, see Rebel.  
 Zapple, see Capitol.  
 Zerott Recs. Inc., 87-85 Sutphin Blvd., Jamaica, N.Y. 11435. Tel: (212) 297-2237. Pres.: Preston Foster; A&R: Ott Pryer.  
 Labels: Gefit, Zerotti.  
 Zip, see Solar.  
 Zip Code, see Ralph's Radio.  
 Zodiac, see Summit Dists.  
 Zondervan, see Singcord.  
 Zonia, see Style.  
 Zouvenir, see Vantage.

# budget record labels

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

A S A (Met Richmond).  
 Ace Hi (Adco).  
 Adkins (Adco).  
 Allegro (Pickwick Int'l).  
 Alma (Met Richmond).  
 Alshire Int'l.  
 Al-Teen.  
 Amex (Met Richmond).  
 Andy Jackson (Andrew Jackson).  
 Antilano (Met Richmond).  
 Aria Senza Voce (Alshire Int'l).  
 Astro, N.Y. (Parnaso).  
 Audio Art (Universal).  
 Audio Guild (Record Guild of America).  
 Audio Spectrum (Alshire Int'l).  
 Azteca.  
 B B M (Met Richmond).  
 B R C (Met Richmond).  
 Back Road.  
 Bandco (Bandbox).  
 Baroneza (Met Richmond).  
 Bella (Di Bella).  
 Bellaire.  
 Big 5 (Southern Sounds).  
 Bocar (Met Richmond).  
 Box (Glenn).  
 Broadcast (Tornado, N.C.).  
 Bronco (Certron).  
 Bronjo (Met Richmond).  
 C P R (Lou-Neita).  
 Cr 3 (Creative Artists).  
 Caltex (Apco).  
 Camden (RCA).  
 Cardinal (Vanguard).  
 Carolina (Elvitrue).  
 Carvier (Met Richmond).  
 Cave (Cavern Sound).  
 Celebre (Cavern Sound).  
 Cetra Opera Series (Everest).  
 Champ (Champ Recs.).  
 Chance (Casa Prod'ns).  
 Chyowans (JermA).  
 Cincy (Adco).  
 Clark (Nugget).  
 Coliseo (Met Richmond).  
 Colonial, N.Y. (Met Richmond).  
 Columбина (Met Richmond).  
 Congaree (Lebby).  
 Confessa (Kent-Modern).  
 Cornerstone (Supreme).  
 Coronet (Premier Albums).  
 Country Time (Ralph's Radio).  
 Crestview Special (Crestview).  
 Crown (Kent-Modern).  
 Custom (Kent-Modern).  
 D M C (Dani).  
 Dance West (Royal).  
 Danny (Met Richmond).  
 Dawn, N.Y. (Steady).  
 Design (Pickwick Int'l).  
 Diplomat (Ambassador).  
 Discos Corona (Kent-Modern).  
 Discos Ventura (Certron).  
 Don-Mar (Casa Grande).  
 Drummond (Back Road).  
 Eco (Musical Recs.).  
 Economy (Met Richmond).  
 Eddissa (Met Richmond).  
 Elgin (Brite-Star Promos.).

Encanto (Met Richmond).  
 Everyman (Vanguard).  
 Explorer (Met Richmond).  
 Fahrenheit (Al-Teen).  
 Family (Request).  
 Fantastic (Met Richmond).  
 Fay (La Salle).  
 Fayette (Parr-X).  
 Fenix (Met Richmond).  
 Filtro (Met Richmond).  
 Fuliac (Sundi).  
 G W S (Trans World Sound).  
 Gates (Apco).  
 Gem (Marvel).  
 Gospel (Sundi).  
 Gospel Gems (Taylor Made).  
 Gospel Time, Ga. (Ralph's Radio).  
 Grand Award (ABC).  
 Harmony (CBS, Columbia Div.).  
 Harmony Music (Scandinavian Music).  
 Heliador (Polydor).  
 Henry (Touche Publ'g).  
 Hilltop, N.Y. (Pickwick Int'l).  
 Hiltsburgh (Southern City).  
 Hurricane, N.C. (Tornado, N.C.).  
 Iberia (Met Richmond).  
 Imagine Tyme (Into Now Unlimited).  
 Ivory (Ivory Lee Ents.).  
 Jackie & Handy (Casa Prod'ns).  
 Jardin (Met Richmond).  
 JermA.  
 Jody, Pa. (Vantage).  
 Jonalyn (Showway).  
 Kasin (Met Richmond).  
 Ladd (White Rock).  
 Laifini.  
 Lakeview (Lebby).  
 Larric.  
 Lebby.  
 Leda (Met Richmond).  
 LeFevre (Dawn Prod'ns).  
 Lerks (Lebby).  
 M & R (Met Richmond).  
 M F R (Met Richmond).  
 M M O (Music Minus One).  
 Mace (Scepter).  
 Marveltone (Marvel).  
 Master (Big Bunny).  
 Mastersound (Laifini).  
 Mee (Al-Teen).  
 Mona (Met Richmond).  
 Monitor Collectors Series (Monitor).  
 Movietone (20th Century-Fox).  
 Musical Heritage Society.  
 Music Guild (ABC, Westminster Div.).  
 Music Library Rec'gs.  
 Music Minus One.  
 Nada.  
 Nashville (Starday-King).  
 New City (Soulhawk).  
 Nina.  
 Nonesuch (Elektra).  
 Norca (Met Richmond).  
 Odessa (Met Richmond).  
 Odyssey (CBS, Columbia Div.).  
 Old Sound (Record Rendezvous).  
 Oldfield (Lebby).  
 Onacrest (Crestview).  
 Opaline (Blue Hour).  
 Paloma, Calif. (Azteca).  
 Pameline (Soulhawk).  
 Paris Tower (Sundi).  
 Parliament (Connoisseur Rec. Corp.).  
 Patriot (Di Bella).  
 Paula (Russ & Paula).

Pentagon (Del-Val).  
 Pergasso (Met Richmond).  
 Pickwick/33 (Pickwick Int'l).  
 Ponce (Met Richmond).  
 Premier (Premier Albums).  
 Prix (Harmonic Sounds).  
 Progresso (Met Richmond).  
 Prominent (Met Richmond).  
 Prospect (Met Richmond).  
 Que Rio (Met Richmond).  
 Quicka (Met Richmond).  
 Raicel (Celest).  
 Ralston (Apco).  
 Real McCoy (Jim McCoy).  
 Red-Wing (Dawn Prod'ns).  
 Reil (Met Richmond).  
 Revancha (Met Richmond).  
 Rex (Musical Recs.).  
 Rhumba (Met Richmond).  
 Richmond (London).  
 Roar (VV).  
 Rockmore (Rockin' Recs.).  
 Roga (Char-Mac).  
 Kony (Universal).  
 Roy (Brite-Star Promos.).  
 Royal.  
 Rumba (Met Richmond).  
 Russ (Russ & Paula).  
 S C R C (Super Cities).  
 San-trop (Casa Prod'ns).  
 Seraphim (Capitol).  
 Serenata (Met Richmond).  
 Shawmut (Casa Grande).  
 Showcase (United Int'l Pictures).  
 Showtime.  
 Skipper (Met Richmond).  
 Smoke (Ron Recs.).  
 Somar (Met Richmond).  
 Somerset (Alshire Int'l).  
 Son Art (Universal).  
 Sono Mex (Met Richmond & Universal).  
 Soul Cat (Elvitrue).  
 Soulhawk.  
 Soul-Po-fion.  
 Soul Town (Sundi).  
 Spin-O-Rama (Premier Albums).  
 Spin-Out (Wesley).  
 Spoken Word (Dover).  
 Stateswood (Skyline-Sing).  
 Stereo-Fidelity (Alshire Int'l).  
 Stereo Treasury Series (London).  
 Sunset, Calif. (Liberty/UA).  
 Sunset, N.Y. (Met Richmond).  
 Surrey Int'l (Mira & Crestview).  
 Sword (Word).  
 T B (Trans World Sound).  
 T W S (Trans World Sound).  
 Tag (Apco).  
 Tropical (Met Richmond).  
 Turnabout (Vox Prod'ns).  
 United (Kent-Modern).  
 Urania (Connoisseur Rec. Corp.).  
 Vanco (Ripcord).  
 Vanguard Everyman (Vanguard).  
 Victrola (RCA).  
 Vocalion (MCA, Decca Div.).  
 Wendi (Daylon Rushing).  
 Wertz (Lebby).  
 Wesley.  
 Whitehall (ABC, Westminster Div.).  
 Winner (Al-Teen).  
 Yellow Bird (Canary-Yellow Bird).  
 Yorktown.  
 Zap (Rebel).  
 Zapple (Capitol).

# children's record labels

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

Americana.  
 American Themes & Tapes (Fairyland).  
 Audio Book.  
 Bomba Roja (Record Guild of America).  
 Buffy (Apco).  
 C M S.  
 Cantemos.  
 Certron.  
 Certron Int'l.  
 Children's Rec. Guild (The Franson Corp.).  
 Cornerstone (Supreme).  
 Conversa-Phone Institute.  
 Cricket (Pickwick Int'l).  
 Decca (MCA, Decca Div.).  
 Disneyland-Vista.  
 Droll Yankees.  
 Dynasty (West Recs.).  
 E-Z (Blue Star).  
 Era.  
 Fairyland.  
 Fantasyland (United Int'l Pictures).

Folkraft.  
 Folkways (Folkways/Scholastic).  
 Golden (AA).  
 Golden Wonderland (AA).  
 Happy Time (Pickwick Int'l).  
 Head Start (Fairyland).  
 Heidi (Bellaire).  
 Imagine Tyme (Into Now Unlimited).  
 Imavox (Rene Albee).  
 International Themes & Teleplays (Fairyland).  
 Jody, Neb. (Apco).  
 Jonalyn (Showway).  
 Key.  
 King Leo (MGM).  
 Leo the Lion (MGM).  
 Look & Listen (Ambassador).  
 Me'Hijah (Elvitrue).  
 Mother Goose (Kent-Modern).  
 Music Masters (Vox Prod'ns).  
 Muskorat (Creative Artists).  
 Pacific.  
 Panda (Connoisseur Rec. Corp.).  
 Pathways of Sound.  
 Patriot (Di Bella).  
 Peter Pan (Ambassador).  
 Peter Rabbit (Alshire Int'l).

Playhouse.  
 Prix (Harmonic Sounds).  
 Rhythms Prod'ns.  
 Robin Hood (Kent-Modern).  
 Rocking Horse (Ambassador).  
 Rockmore (Rockin' Recs.).  
 Russell.  
 Satch.  
 Scholastic (Folkways/Scholastic).  
 Simon Says (Record Guild of America).  
 Speechways (Music Plus).  
 Spoken Arts.  
 Starb (Blue Hour).  
 Sunshine (Ambassador).  
 Teresa I. B. (Ivory Lee Ents.).  
 Tiger Tail (Audio Fidelity).  
 Tom Thumb (Rhythms Prod'ns).  
 Tot (Singcord).  
 Troll Assocs. (Fairyland).  
 Twinkle (Premier Albums).  
 Uncle Clyde (Brite-Star Promos.).  
 Vivid Sounds (Certron).  
 Vocalion (MCA, Decca Div.).  
 Word.  
 Yellow Bird (Canary-Yellow Bird).  
 Young People's Recs. (The Franson Corp.).



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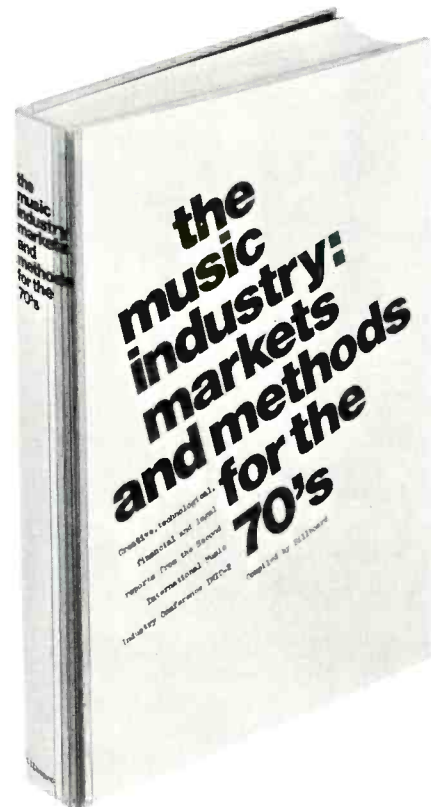
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BG1

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# independent record production companies

## A

- A B Q Prod'n's Inc., 3143 Industrial Rd., Las Vegas, Nev. 89102. Tel: (702) 735-7131. Pres.: Brent Maher; VP: Tommy Amato; Sec'y-Treas.: Quimman Dennis. Label credits: Direction, Liberty, United Artists, White Whale.
- A L A Prod'n's (div. of ALA Ents. Inc.), 663 Fifth Ave., New York, N.Y. 10022. Tel: (212) EL 5-5633. Exec. Prod'r: John M. Ashley. Label credits: Alacor, Harvest Time, Perri, Smash.
- Accent Sound Ltd., 48 W. Biddle St., Baltimore, Md. 21201. Tel: (301) 727-4930. Pres.: Anthony A. Smelgus; VP: Tim Miller; Prod'r's: Anthony A. Smelgus, David Crawford. Label credits: Funny "A," Kaymar, Marti, Rocker.
- Active Music Publ'rs, 3170 SW Eighth St., Rm. C315, Miami, Fla. 33135. Owner: Jack A. Curry. Label credits: Billy-O (Australia), Dolly, Echo, Holmes, Reo, Shower, True, Washington Sound.
- Acuff-Rose, 2510 Franklin Rd., Nashville, Tenn. 37204. Tel: (615) 297-8591. Contacts: Wesley Rose, Bob McClusky, John R. Brown, Dean May. Label credits: Barnaby, Happy Tiger, MGM, Warner Bros.
- Acuna Prod'n's, 170 E. El Repetto Dr., Monterey Park, Calif. 91754. Tel: (213) 283-2221. Owner: Manuel S. Acuna. Label credit: Cap-Latino.
- Adelphi Ents., 516 E. Indian Spring Dr., Silver Spring, Md. 20901. Tel: (301) 585-0417. Pres., Mgr. & Prod'r: Gene Rosenthal; A&R: Michael Stewart. Label credits: Piedmont, Takoma, Yazoo.
- Michael Adler Prod'n's, 6512 Lawnton Ave., Philadelphia, Pa. 19126. Tel: (215) 548-3754. Pres.: Michael Adler; A&R: Reggie LaMene. Label credits: Hype, Infinite, Pantomime, Rendezvous, Scorpio, Splatter.
- Adrian Assocs. Inc., 6660 Biscayne Blvd., Miami, Fla. 33138. Tel: (305) 757-1626. Pres. & Int'l: Michael Adrian; VP: Arnold Adrian; Mgr.: Curt J. Witt. Label credits: Alcazar, Carib, Casa Fragoso, Colonial, Crest, Down Under, Erik, Guarany, Hispanavox, LeRoy Bostic, Marvela, Palacio, Panart, Rico-Vox, Salvation Army, Shawnee, Standard Phono, Triomfo, Verne.
- Ray Allen, 9912 Taylorsville Rd., Louisville, Ky. 40299. Tel: (502) 267-5466. Label credits: Mercury, Monument, Philips, Smash, TRX.
- All Spice Prod'n's Inc., see Spice.
- Alouette Prod'n's Inc., 1650 Broadway, New York, N.Y. 10019. Tel: (212) 246-7134. Pres.: Kelli G. Ross. Label credits: Audio Fidelity, Big Tree, Fontana, Intrepid, Kapp, Lionel, Mercury, Philips, Roulette, Smash, Vanguard.
- American Rec. Sales Inc., 925 Arch St., Philadelphia, Pa. 19107. Tel: (215) 925-7100. Pres. & Prod'r: Bill Buster. Label credits: Atlantic, Eric, Fontana.
- Amos Prod'n's Inc., 6565 Sunset Blvd., Los Angeles, Calif. 90028. Tel: (213) 462-6894. Pres.: James A. Bowen; VP: Tom Thacker; Prod'r's: James A. Bowen, Tom Thacker. Label credits: A&M, Atlantic, LHI, Reprise, Uni, Warner Bros.
- David Anthony Prod'n's Inc., 2614 Nicollet Ave. S., Suite 200, Minneapolis, Minn. 55408. Tel: (612) 827-4025. Pres.: David A. Wachter. Label credits: Bluesway, Metrobeat, West Wind.
- Ardent Rec'gs Inc., 1457 National St., Memphis, Tenn. 38122. Tel: (901) 324-5368. Pres.: John E. Fry; Mgr.: Terry Manning. Label credits: Enterprise, Soul Bird, Stax.
- Argon Prod'n's, 1697 Broadway, New York, N.Y. 10019. Tel: (212) LT 1-4490. Pres.: Clyde Otis; Music Supervisor: Delford Hendricks; Prod'r's: Clyde Otis, Delford Hendricks. Label credits: ABC, Canyon, Capitol, Decca, Jubilee, Kapp, MGM, RCA.
- Ash/Chan Prod'n's, 6097 Whitehouse, Detroit, Mich. 48210. Tel: (313) 894-5600. Pres.: Lorraine Chandler; VP: Jack Ashford; Prod'r's: Lorraine Chandler, Jack Ashford. Label credits: Ashford, Hourglass, RCA, Sepia, Souville, Super Sonic Sound, Triple "B."
- Athens Recs. Inc., Box 68, Brentwood Village, Brentwood, Tenn. 37027. Tel: (615) 832-9638. Pres.: Richard D. Powell; Eng'g Dir.: Freddy E. Cameron; Prod'r's: Richard D. Powell, Tom Brannon. Label credits: BMC, Camden, Evolution, Heart Warming, Singcord.
- Athens of the South Prod'n's, 815 16 Ave. S., Nashville, Tenn. 37203. Tel: (615) 255-6535. Pres.: Benny Joy. Label credits: Decca, Dot, Kapp, Mercury, Parthenon.
- Attarack-Heller Corp. (sub. of Transcontinental Investing Corp.), 9220 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 273-3060. Label credits: A&M, Bell, Dot, Liberty, MGM, Warner Bros.
- Audio Rec'r's Prod'n's, 3830 N. Seventh St., Phoenix, Ariz. 85014. Tel: (602) 277-4723. Pres.: Floyd M. Ramsey; Prod'r's: Floyd M. & Tim Ramsey, Ritchie Hart. Label credit: Capitol.
- Audiosonic Rec'g Studio, see Sound City Recs.
- Auspex Recs., 3777 Pastel Pl., Studio City, Calif. 91604. Tel: (213) 877-1078. Pres.: Jules Chai-kin; Exec.-Sec'y: Andrea Hurwitz. Label credits: ABC, Columbia, Flying Dutchman, Impulse.
- Austin-Flemming Prod'n's, 2429 Cheremoya, Rm. 8, Los Angeles, Calif. 90028. Tel: (213) 467-1573. Pres.: David Austin; Prod'r: James Fleming. Label credits: Epic, Imperial, Vault.
- George Avakian, 285 Central Park West, New York, N.Y. 10024. Tel: (212) MU 4-0831. Label credits: Atlantic, Columbia, Epic, MGM, RCA.
- Avenger Prod'n's, 202 Conover St., Brooklyn, N.Y. 11231. Tel: (212) 522-0525. Exec. & A&R Dir.: Joey Napoleon; Prod'r's: Joey Napoleon, Ralph De Palma, Jimmy Tragas. Label credit: Verve.
- Cliff Ayers Prod'n's, 2434 Broadway, Fort Wayne, Ind. 46807. Tel: (219) 744-5607. Pres.: Cliff Ayers Ostermeyer; VP: Jerry Bair; Prod'r's: Cliff Ayers, Troy Shondell. Label credits: Decca, Emerald, MGM, Roulette.

## B

- B & B Prod'n's, PO Box 5702, Zip: 29205; 2223 Dart St., Columbia, S.C. 29204. Tel: (803) 252-0857, 254-4859. Pres.: Bennie Brown Jr.; VP: Richard Barnett; Prod'r's: Bennie Brown, John Lampkin, James Rease. Label credits: Mid-Ric, Nu-Tone.
- B & K Recs. Inc., 595 Madison Ave., New York, N.Y. 10022. Tel: (212) 421-8415. Pres.: Ben Barton; Sec'y-Treas.: Ken Greengrass. Label credits: Decca, Metromedia.
- B C C Prod'n's, Washington, D.C., see Claiborne.
- B B C Prod'n's Inc., PO Box 9747, Atlanta, Ga. 30319. Tel: (404) 261-8889. Pres.: Paul Cochran; VP: Buddy Buie; Prod'r's: Buddy Buie, J. R. Cobb, Walter Eaton, Robert Nix. Label credits: Columbia, Imperial, Liberty, Wand.
- B C Ents. Ltd., 726 McLeMure Ave., Memphis, Tenn. 38106. Tel: (901) 947-1385. Pres.: Bob Catron Jr.; Sec'y-Treas.: Claudette Catron; Prod'r's: Byron R. Catron, Bill Collins, Donald Jenkins, Walter Johnson. Label credits: ABC, Chess, Columbia, Cortland, Dot, Milyon, Nike, Onederful, Sue, Tip-Top, Uni.
- B O F Talent Mgmt. Prod'n's Inc., 2608 Rittenhouse Ave., Baltimore, Md. 21230. Tel: (301) 646-2171. Pres.: Joe Cash; VP: Brent Gordon. Label credits: Bell, Cameo-Parkway, Chariot, MGM.
- B P I, see Bowmar.
- B S M Prod'n's Inc., 300 W. 55 St., Suite 4L, New York, N.Y. 10019. Tel: (212) PL 8-1264. Pres.: Herbert S. Gart; Ass't: Richard O'Bitts; Prod'r's: Jerry Corbitt, Charlie Daniels, Pete Drake, Dean Mathis, Thomas Wayne. Branch: Nashville, Tenn., 720 17 Ave. S., Suite 206. Zip: 37203. Tel: (615) 244-1177. Label credits: Atco, Capitol, Columbia, Mediarts, Mercury, Polydor, RCA, Stop, Vanguard, Verve/Fogcast.
- B-W Music Inc., PO Box 337, Wooster, Ohio 44691. Tel: (216) 262-3571. Gen. Mgr.: Quentin W. Welty; A&R: Chet Good. Label credits: Decca, Landmark, Starday, Stop, United Artists.
- Jon Badaux Prod'n's, PO Box 2166, Hollywood, Calif. 90028. Tel: (213) 467-0355. Pres.: Jon Badaux; VP: George Clements; Prod'r's: Mary Lou Dolan, Dale Lowery, Kenneth Orchard. Label credits: "E," Lane, West.
- Baja Prod'n Co., PO Box 1107, Battle Creek, Mich. 49017. Tel: (616) 964-8166. Pres.: Robert L. Beavers; Prod'r's: Jackey Beavers, Jack Hill. Label credits: Mainstream, Sound Stage 7, Westbound.
- Bo Barber Prod'n's, PO Box 261, San Marcos, Tex. 78666. Tel: (512) 392-5910. Exec. & A&R Dir.: Bo Barber; Prod'n Exec.: Rich Boehm; Prod'r's: Steve Thomas, Mike Ferguson, Dave McCall. Label credit: Byron.
- Baron Enterprises, PO Box 1286, Ada, Okla. 74820. Tel: (405) 332-8081. Pres.: Matt Baron. Label credit: Valor.
- Jeff Barry Ents., 729 Seventh Ave., New York, N.Y. 10019. Tel: (212) CI 5-0036. Pres.: Jeff Barry. Label credits: Bang, Colgems, Kirschner, Steed.
- The Beach Boys, 1654 N. Ivar, Hollywood, Calif. 90028. Tel: (213) 461-3661. Prod'r's: Brian, Carl & Dennis Wilson, Michael Love, Alan Jardine, Bruce Johnston. Label credits: Brother, Capitol.
- Bee Jay Prod'n's, Box T, Winter Park, Fla. 32789. Tel: (305) 293-1781. Pres.: Eric T. Schabacker; A&R: James Katt; Prod'r's: James Katt, Bill Vermillion. Label credits: Atlantic, Hype, Tenor.
- Betancourt Ents., 119 S. Sam Houston Blvd., San Benito, Tex. 78586. Tel: (512) 399-1471. Pres.: Paco Betancourt; Mgr.: John F. Phillips. Label credits: Beca, Elena, Escorpion, Jilguero, Nuevo, Rayo, Salavo.
- Bilmac Prod'n's (div. of Char-Mac Ltd.), 2315 South Blvd., Charlotte, N.C. Tel: (704) 377-4596. Pres.: William O. McSwain; VP: Paul A. Scoggins; Prod'r's: William O. & Charlotte M. McSwain, Paul A. Scoggins, Don A. Thompson. Label credits: 1-2-3, Roga.
- Bird Prod'n's, 3800 N. Lake Shore Dr., Chicago, Ill. 60613. Tel: (313) 281-5814. Contact: Robin McBride. Label credits: ESP-Disk', Epic, Folkways, RCA.
- Bluejac Prod'n's, 527 Madison Ave., Suite 618, New York, N.Y. 10022. Tel: (212) PL 9-3860. Contact: Fred Ahlert. Label credits: A&M, Scepter.
- Blue Recs. Inc., 37 W. 57 St., New York, N.Y. 10019. Tel: (212) PL 9-8730. Pres.: Robert Colby; Exec. VP: Ettore Stratta. Affiliate: Juno Recs. Label credits: Atco, Columbia, RCA.
- Boddie Rec'g Studio, 12202 Union Ave., Cleveland, Ohio 44105. Tel: (216) 752-3440. Owner: Thomas Boddie. Label credits: Advocate, Bounty, DSM, Everite, Golden Tone, Gideon, LGS, Liberty, Luau, Plaid, Soul Kitchen.
- Boutwell Prod'n's, 1929 Cahaba Rd., English Village, Ala. 35223. Tel: (205) 871-3315. Pres.: Ed Boutwell; VP: Wimberly Miree; A&R: Don Mosley. Label credits: Atlantic, Capitol, Mercury, Roulette, SSS Int'l, United Artists.
- Bowery Recs., PO Box 713, Del Mar, Calif. 92014. Tel: (714) 755-2156. Owner, Mgr. & Prod'r: Oliver H. Williamson. Label credits: Artists Life, Bel Canto, Bowery, Cavalier, Festival, Rendezvous.
- Bowmar Prod'n's Inc., Box 3503, Wilson, N.C. 27893. Tel: (919) 237-6194. Pres.: Bowie G. Martin. Label credits: Line 5, 1-2-3, Scepter.
- Bobby Boyd, 2609 NW 36 St., Oklahoma City, Okla. 73112. Tel: (405) 942-0462. Prod'r's: Bobby Mgr. & Prod'r: Henry Boye. Label credits: Columbia, Dot, Paramount.
- Henry Boye Prod'n's, 1619 Broadway, Suite 503, New York, N.Y. 10019. Tel: (212) 757-2695. Gen. Mgr. & Prod'r: Henry Boye. Label credits: Audio Fidelity, Calla, Chancellor, Conn, Johnson, Laurie, 20th Century-Fox, Virginia.
- Jeff Brannon Prod'n's, PO Box 90135, East Point, Ga. 30344. Tel: (404) 761-5257. Pres.: Jeff Brannon; Prod'r's: Jeff Brannon, Bill Golden, Johnny Duncan, Rod Smarr. Label credits: Lou-Neita, New Horizon, Owl.
- Bright Tunes Prod'n's, 2 Pennsylvania Plaza, New York, N.Y. 10001. Tel: (212) 947-5656. Gen. Counsel: Seymour Barash. Label credits: Buddha, Laurie, Warner Bros.
- Britstar Rec'g Studio, RR 2, Wadesville, Ind. 47638. Tel: (812) 985-3925. Owner: Ray Guyce. Label credit: Eunice.
- Ray Brondo Prod'n's, PO Box 28542, Dallas, Tex. 75228. Tel: (214) 279-8674. Prod'r: Ray Brondo. Affiliate: Fog Prod'n's. Label credits: Bell, Stax, 20th Century-Fox.
- Brookhaven Music Co., 120 E. Harbtsdale Ave., Harbtsdale, N.Y. 10530. Tel: (914) GR 2-4359. Owner & Prod'r: Charles R. Grean. Label credit: Ranwood.
- Brookster Prod'n's Inc., 1619 Broadway, New York, N.Y. 10019. Tel: (212) 757-0327. Pres.: Stephen Metz; VP: Bill Darnell; Prod'r's: Stephen Metz, Irwin Levine, Al Williams. Label credits: Bell, Commonwealth United, Metromedia.
- James Brown Prod'n's, 410 N. First St., Pulaski, Tenn. 38478. Tel: (615) 363-1780/3309. Pres.: James M. Brown; VP: Mel Harrison; A&R Dir.: Howard Collins. Affiliate: Chanson Prod'n's. Label credits: Chess, Duke, Hunza, Sound Stage 7, Stop.
- Buie-Cochran Prod'n's, see BBC Prod'n's Inc.
- Gordon Burdge, PO Box 38669, 719 Gower St., Hollywood, Calif. 90038. Tel: (213) 462-5950. Label credits: Anzac, BCA, Burbank, Century 21, Chicano, Cowboy, Dakota, Discofate Int'l, Eagle, Kona, Omega, Rembrandt, Smart Set, Texas, Trend, Watts, Western.
- Burmese Recs. Inc., 358 W. 20 St., New York, N.Y. 10011. Tel: (212) 242-0811. Pres. & Prod'r: Peter K. Siegel. Label credits: Elektra, Nonesuch, Polydor.

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Midwestern Sound Prod'ns, 444 W. Leonard, Grand Rapids, Mich. 49504. Tel. (616) 459-5096. Owners: Phil Roberts Jr., Bruce Snoop; Pres. & Prod'r: Phil Roberts Jr.  
**Label credit:** Cotillion.

Miller-Martin Prod'ns, 120 E. 36 St., New York, N.Y. 10016. Tel: (212) MU 9-0668. Pres.: Trade Martin; VP: Ed Miller.  
**Label credits:** ABC, Atlantic, Jubilee, RCA, Red Bird, Toot, Vanguard.

Millrose-Bernstein Prod'ns Inc., c/o Robert Casper, 1780 Broadway, New York, N.Y. 10019. Tel: (212) 765-5038. Pres.: Alan Bernstein; VP: Victor Millrose; Prod'rs: Alan Bernstein, Victor Millrose, Philip Feliciotto.  
**Label credits:** Capitol, Mainstream, Mercury, Roulette.

Mr. Bones Prod'ns, 8833 Sunset Blvd., Suite 410, Los Angeles, Calif. 90069. Tel: (213) 657-8330. Pres.: Bones Howe; VP & Gen. Mgr.: Macey Lipman; Prod'n Co-ords.: Shelly Gordon, Jill Sheridan.  
**Label credits:** A&M, Bell, Capitol, Colgems, Columbia, Dunhill, Soul City, Warner Bros., White Whale, World Pacific.

Mr. S Prod'ns Inc., 59 Temple Pl., Suite 203, Boston, Mass. 02111. Tel: (617) 426-5758. Pres.: Steve Sandler.  
**Label credits:** APB, Exuma.

Mobile Fidelity Prod'ns Inc., 10439 Willowbrae Ave., Chatsworth, Calif. 91311. Tel: (213) 882-2870, 848-5367. Exec. Prod'r: Brad S. Miller.  
**Label credits:** Canopy, GRT, Mercury, Mobile Fidelity, Philips, Warner Bros.

Chips Moman Prod'ns, 827 Thomas St., Memphis, Tenn. 38107. Tel: (901) 526-3935/0409. Pres. & Prod'r: Chips Moman; Exec. VP: Marty Lacker.  
**Label credits:** A&M, Atlantic, Columbia, Decca, RCA, Scepter, Warner Bros.

Mona-Lee Recs., c/o Alpha Dist., 20 West End Ave., New York, N.Y. 10023. Tel: (212) CI 5-7933. Contact: Mrs. Lee Apostoleris.  
**Label credits:** A&M, Bell, Ebb, Jewel, Kama Sutra.

Mother Dog Prod'ns, 110 Belle Meade Blvd., Nashville, Tenn. 37205. Tel: (615) 292-4772. Contact: Mike Weesner.  
**Label credits:** Bell, Capitol, Malibu, Nugget, RCA, TRX.

Moustache Inc., PO Box 19007, 115 Calhoun St., Cincinnati, Ohio 45219. Tel: (513) 221-2626. Pres: Stanley B. Hertzman; VP: Stanford H. Silverman; Prod'rs: Stanley B. Hertzman, Michael S. Stone.  
**Label credit:** Nasco.

Music City Prod'ns, PO Box 244, Highland Rd., Massena, N.Y. 13662. Tel: (315) 764-0500. Owner: Thomas R. Dishaw; Prod'rs: Thomas R. Dishaw, James C. Phillips.  
**Label credits:** D&C, London (Canada).

Music Ents. Inc., 9323 Irvington Blvd., Houston, Tex. 77022. Tel: (713) 524-3105. Pres. & Prod'r: Huey P. Meaux; Gen. Mgr.: Beth Thornton.  
**Label credits:** ABC, American Playboy, Ampex, Atco, Atlantic, Brunswick, Capitol, Capri, Chess, Columbia, Cotillion, Crazy Cajun, Double Bayou, Dunhill, Epic, Guyden, Jamie, Jubilee, Kapp, London, MGM, Mercury, Metromedia, Pacemaker, Philips, Polydor, Quality, SSS Int'l, Smash, Tribe, Tower, United Artists, Verve, Warner Bros., Wet Soul. (SEE ADVERTISEMENT)

The Music Factory Inc., 567 NW 27 St., Miami, Fla. 33127. Tel: (305) 635-9411. Pres. & A&R: Bob Archibald; VP: Hy Peshkin; Musical Dir.: Eddie Jacobs; Exec. Co-ord.: Florian Raymond; Talent Co-ord.: Dorothy Peshkin; Prod'rs: Bob Archibald, Eddie Jacobs, Bobby Cloud.  
**Label credits:** Capitol, Coral, Decca.

Music Plus, 129 St. Paul St., Brookline, Mass. 02146. Tel: (617) 566-1460, 277-8730. Pres. & Treas.: Deena Cohen; VP & Exec. Prod'r: Arthur Lee.  
**Label credits:** Music Plus, Speechways, Syncope.

Mystic Prod'ns Inc., 6277 Selma Ave., Hollywood, Calif. 90028. Tel: (213) 467-3504. Pres.: Doug Moody; VP & Gen. Mgr.: Wally Moody; Prod'rs: Doug & Wally Moody, Chris Huston.  
**Label credits:** Atlantic, Cotillion, Dunhill, MGM, Solar, Uni.

## N

National Rec. Sales, 221 Linn, Leavenworth, Kan. 66048. Tel: (913) 682-5838. Gen. Mgr.: Jim Barnett.  
**Label credits:** Chaparral, Continental, Evergreen, Rimrock.

Natural Soul Prod'ns Inc., 3242 Telegraph Ave., Oakland, Calif. 94609. Tel: (415) 658-4393. Pres. & Prod'r: Jesse Mason Jr.; VPs: George Aubrey, James Levi; Gen. Mgr.: George Aubrey. Affiliate: Jesse Mason & Assocs.  
**Label credits:** Natural Soul, TCF, 20th Century-Fox, Uni, Venture, Way Out West.

New Beat Recs. Ltd., 300 W. 55 St., New York, N.Y. 10019. Tel: (212) 765-1540. Pres.: Mark Alan; Prod'rs: Mike Appel, Jeff Barry, Tommy  
**Label credits:** Atco, Columbia, Date, Epic, Fairmont, Kapp, MGM, Paramount, Roulette, Steed.

New Life Prod'ns, PO Box 8207, Albuquerque, N.M. 87108. Tel: (505) 243-7829, 268-6110; Mobile Tel: 765-7906. Pres.: Robert Knott; VP & Prod'r: Tommy Bee.  
**Label credits:** Dot, International Artists, Mountain, Souled Out.

New Rhythm Prod'ns Inc., 385 Grand St., Suite 1101, New York, N.Y. 10002. Tel: (212) 336-5190, 445-2245. VP & Musical Dir.: Norman Bergen; Creative Dir.: Bryan Forbes.  
**Label credit:** Brunswick.

Nico Prod'ns Inc., 6725 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) 461-3825. Pres.: Nick Vanoff; VP: Boris Vanoff; Prod'rs: Boris Vanoff, Loren Saifer, Stan Seale, Jack Walker.  
**Label credits:** Capitol, Franklin, Sunburst.

Nilsson House Prod'ns Inc., 7033 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) 461-9211. Pres.: Harry Nilsson; VP: Dennis Bond; Prod'rs: Harry Nilsson, Gary Osborne, George Tipton.  
**Label credits:** RCA, Warner Bros.

Nise Prod'ns Inc., 1718 Roselyn St., Philadelphia, Pa. 19141. Tel: (215) WA 4-8767. Pres.: Michael Nise.  
**Label credit:** Round.

North State Music, PO Box 762, Okeechobee, Fla. 33472. Owner & Mgr.: Buck Killelte.  
**Branch: Raleigh, N.C., PO Box 6038. Zip: 27608. Tel: (919) 828-2508.**  
**Label credits:** ABC, Fraternity, 1-2-3, Tiki.

North State Musical Prod'ns Inc., 605 E. Ash St., Goldsboro, N.C. 27530. Tel: (919) 734-1081. Pres.: Claude L. Whitfield; Sec'y-Treas.: John L. Whitfield.  
**Label credit:** Girl Watcher.

## O

Milton T. Okun Inc., 142 E. 34 St., New York, N.Y. 10016. Tel: (212) 683-5953.  
**Label credits:** Decca, Elektra, RCA, Warner Bros.

Herb Ostrow, 11 S. Boston Ave., Atlantic City, N.J. 08401. Tel: (609) 345-6664.  
**Label credits:** Canal, Capitol, Columbia, Decca, Encore, Impex, MGM, Margate, Oxford, Pioneer (Japan), RCA, Spartan (Canada), Stone (Canada), Tioga.

## P

P A Ents. Inc., PO Box 3857, Merchandise Mart, Chicago, Ill. 60654. Tel: (312) 375-4847. Pres.: A. A. Pappas; VP: N. M. Krokidas; Prod'rs: A. A. Pappas, Bill Demis, James Stoyonoff.  
**Label credit:** W&G (Australia).

P P X Ents. Inc., 245 W. 55 St., 8th fl., New York, N.Y. 10019. Tel: (212) 247-6010. Pres.: & Prod'r: Edward Chalpin.  
**Label credits:** Atlantic, Capitol, Clan Celantano, Decca, Disques Fleche, EMI, Ecfonia, El Palacio, Fermata (Brazil), London, Mercury, Nippon, Paramount, Philips, Polydor, Quality, RCA, Yonca.

Frank Page Ents., PO Box 1130, Shreveport, La. 71102. Tel: (318) 422-8711. Mgr.: Frank Page.  
**Label credits:** Jewel, Paula, RPI.

Fred Parker Prod'ns Corp., 1697 Broadway, New York, N.Y. 10019. Tel: (212) EL 5-0826. Pres.: Fred Parker.  
**Label credits:** Amy, Bell, Columbia, MGM, RCA.

Past, Present & Future Prod'ns Inc. 25 W. 56 St., New York, N.Y. 10019. Tel: (212) JU 2-8810. Pres.: Aaron Schroeder; VP: Mrs. Abby Schroeder.  
**Label credits:** Aurora Int'l, Columbia, Decca.

Peerless Plastic Molding Inc., 333 North Dr., Plainfield, N.J. 07060. Tel: (201) 755-7000. Pres.: J. M. F. Conrad; Gen. Mgr.: Ben Williams.  
**Label credit:** Betty Carter.

Periscope Prod'ns, 129 Bishop St., Brockton, Mass. 02402. Tel: (617) 588-6348. Pres.: Edward M. Hurvitz; Sales: Linda S. Berman; Prod'r: Ed Michaels.  
**Label credits:** Arkless, Courier, Double H, Monmouth, Revolution.

Perkins Rec'g Prod'ns, PO Box 824, 407 Alamance St., Gibsonville, N.C. 27249. Pres. & Gen. Mgr.: David Lee Perkins; A&R Dir.: A. R. Perkins; Sales Mgr.: Stephen Lee.  
**Label credits:** Azalea, Boney, Canary, GHP (Germany).

Don Perry Ents. Inc., 6430 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) 461-4664. Pres. & Prod'r: Don Perry; C&W Prod'r: Terry Stafford.  
**Label credits:** CBS, Dot, London, MGM, Monumentum, Polydor, Sidewalk, Teichiku, Tower, Union, Vault.

Norman Petty Agency Inc., PO Box 926, 1321 W. Seventh St., Clovis, N.M. 88101. Tel: (505) 763-7565/6931.  
**Label credits:** Atco, Atlantic, Capitol (Canada), Decca, Quality (Canada), Stereo Dimension.

Pingatore Entertainment Inds., 4010 Concord Pike, Wilmington, Del. 19803. Tel: (302) 478-2200. Pres. & A&R Dir.: Frank T. Pingatore; VP & Treas.: Sal Caraciollo; Sales & Mktg. Dir.: Frank Guida; VP Pub.: Donald E. Martin; Adv. Dir.: Richard Bianco; Promo. Dir.: Ed Procter.  
**Label credits:** ABC, Capitol, Epic, Hunt, Mercury, Philips.

Poseiden Prod'ns Inc., see James William Guercio.

Power House Prod'ns, c/o Steven Burn, 55 Liberty St., New York, N.Y. 10005. Tel: (212) BE 3-0317. Contacts: Joey Day, Alan Dischel.  
**Label credits:** Evolution, Jubilee, Mercury, Musicor, Paramount, RCA.

Pro Prod'ns, 353 W. 57 St., New York, N.Y. 10019. Tel: (212) 246-2515. Pres.: Fred Warren; VP: Ron Luciano.  
**Label credits:** Mercury, United Artists.

## Q

Quinvy Music Corp., 1307 Broadway, Sheffield, Ala. 35660. Tel: (205) 381-1830. Pres.: Quinon R. Ivy; Sec'y-Treas.: James A. Dardess, Prod'rs: Quinon R. Ivy, Jim Evans.  
**Label credits:** Atlantic, Liberty, Uni.

## R

R C P, (Ray Camacho Presents) Box 3374, Fresno, Calif. 93766. Tel: (209) 266-9570. Pres.: Ray Camacho; VP: Leo Gonzales; Prod'rs: Mingo Cervantes, David Duran, Jess Luna, Ray Rodriguez.  
**Label credit:** Falcon.

R-Jay Ents., 7022 Airline, Des Moines, Iowa 50322. Tel: (515) 276-7176. Owner & Pres.: Gene Varian Jr.; Prod'rs: Ron Malo, Dave Sandler.  
**Label credits:** Grant, Stax.

R K B, PO Box 6434, Detroit, Mich. 48234. Tel: (313) FO 6-6185, TW 1-7534. Dir.: Roger K. Bass.  
**Label credits:** Grant, ssExx.

R M S Prod'ns Inc., 4327 S. Sacramento Ave., Chicago, Ill. 60632. Tel: (312) LA 3-3914. Pres.: R. M. Semerak.  
**Label credits:** Mercury, Philips, Sun.

Radio Yesteryear, Box H, Croton-on-Hudson, N.Y. 10520. Tel: (914) 737-0274. Pres.: J. David Goldin.  
**Label credits:** Columbia, Viva.

Raintree Prod'ns, 146 W. Live Oak, Arcadia, Calif. 91006. Tel: (213) 446-0363. Pres.: Steve Wallner; VP: Dennis Hardesty; Prod'rs: Steve Wallner, Dennis Hardesty.  
**Label credit:** Kapp.

Rhythms Prod'ns, Box 34485, Whitney Bldg., Los Angeles, Calif. 90034. Tel: (213) 836-4678. Prod'r: Ruth White.  
**Label credit:** Limelight.

Robb Prod'ns, 3409 N. 53 St., Milwaukee, Wis. 53216. Tel: (414) 445-3844. Prod'rs: Con Merten, Dee Robb; Pub.: Maureen Payne; Promo: Con Merten.  
**Branch: Hollywood, Calif., 5741 Carlton Way, No. 103. Zip: 90028. Tel: (213) 461-7159.** Affiliate: Con Merten Prod'ns.  
**Label credits:** Atlantic, Destination, Mercury, USA.

Rock Prod'ns, 958 W. Edgemont Dr., San Bernardino, Calif. 92405. Tel: (714) 882-6796. Owner & Prod'r: Bill Bellman.  
**Label credits:** Colpix, Liberty, Melody House, Original Sound, Rock.

Jimmie Rogers Ents., 1316-18 Dauphin Island Pkwy., Mobile, Ala. 36605. Tel: (205) 473-6000. Owner: Jimmie O. Rogers.  
**Label credits:** Philips, RCA, Smash, Sun.

Ro Mur Recs., see Hot Cold Duck.

Ron Ray Assocs., 438 W. 37 St., New York, N.Y. 10018. Tel: (212) 736-2477. Pres.: Ron Radom.  
**Label credit:** Philips.

Rose Bridge Prod'ns, 1121 S. Glenstone, Springfield, Mo. 65804. Tel: (417) 862-4422. Pres.: Si Siman; VP: Wayne Carson; Prod'r: Mike Bonci.  
**Label credits:** Bell, Monument, Pompeii.

Brian Ross Prod'ns, 3884 Franklin Ave., Los Angeles, Calif. 90027. Tel: (213) 662-3121. Pres.: Brian Ross; VP: Maurie Bercov; Prod'rs: Brian Ross, Jefferson Lee.  
**Label credits:** A&M, API, Bell, Capitol, Crazy Horse, Epic, London, Original Sound, Pace, RCA, Shamley, Uni, Warner Bros.

Royal-Castle Prod'ns, PO Box 487, Somerville, N.J. 08876. Tel: (201) 469-5235, 722-6300. Gen. Mgr.: Fred Wayne; Prod'n Dir.: Fred Castle.  
**Branch: Bridgewater, N.J., 1116 Cambridge. Zip: 08876.**  
**Label credits:** London, MGM.

Bill Rucker Ents., 2416 Morningstar Dr., Indianapolis, Ind. 46229. Tel: (317) 897-4151. Pres.: Bill Rucker; VP: Robert Artmire; Prod'rs: Bill Rucker, Robert Artmire, R. J. Fisher.  
**Label credits:** Jet, Solid Gold.

Rustum Prod'ns, 6565 Sunset Blvd., Suite 120, Los Angeles, Calif. 90028. Tel: (213) 462-6894. Pres.: Tom Thacker; VP & Gen. Mgr.: Russell Steagall.  
**Label credits:** ABC, Amos, Decca, Reprise, Warner Bros.

continued on page 82

continued

## S

- S A M Prod'ns, 756 Seventh Ave., New York, N.Y. 10019. Tel: (212) 581-0791. Owners & Prod'rs: Sal Salvador, Mel Rich. Label credit: Audio Fidelity.
- S & R Prod'ns, 2524 S. Fifth St., Philadelphia, Pa. 19148. Tel: (215) 465-8545. Contacts: Tony Rocca, Howard Stein. Label credits: East Coast, Mercury, Stone Soul.
- Sabre-Prod'ns Inc., 755 Steves Ave., San Antonio, Tex. 78210. Tel: (512) 532-3121. Pres.: John B. Henderson; VP & Treas.: E. J. Henke; Prod'rs: John B. Henderson, E. J. Henke, Marvin Montgomery; Spanish Prod'r: Borrado Garcia. Label credits: Brazos, Coral, El Capitan, Hacienda, Harlem, Philips, Sabre, Satin, Smash.
- St. James Prod'ns, 73 Ellen Sue Dr., Deer Park, N.Y. 11729. Tel: (516) JU 6-4533. Gen. Mgr.: Artie Schiff; Musical Dir.: Rhys O'Brien; Chief Eng.: Michael Ingram. Label credits: Laurie, MGM.
- Salient Prod'ns (formerly CBB Prod'ns), Box 97 JC, Graniteville, S.C. 29829. Tel: (803) 663-6437. Prod'r: Jack Creed. Label credits: Athens, Colpix, Epic.
- Sanctuary Ents. Inc., 8321 W. Berwyn, Chicago, Ill. 60656. Tel: (312) 631-3832. Prod'n Mgr.: Patrick McBride; Business Mgr.: Vernon Murawski. Label credits: Capitol, Mercury.
- Sanders & Williams Prod'n Co., 6340 N. 16 St., Phoenix, Ariz. 85016. Tel: (602) 939-6373. Owners & Prod'rs: Ray Sanders, Bill Williams. Label credits: Buddy, Capitol, Concept, Crown, Dot, Industry, Jamboree, Logan, Ranch, Republic, Stadium, Starday.
- Sata Fortas Attractions Ltd., 320 W. 46 St., New York, N.Y. 10036. Tel: (212) 581-3970. Pres.: David Lucas; Gen. Mgr.: George Grant; Prod'rs: David Lucas, George Grant. Labels credits: A&M, Atlantic, Earth, Epic, Eureka, Kama Sutra, MGM, Polydor, Scepter.
- Kenneth Sawyer Ents. Inc., 1680 N. Vine St., Suite 318, Hollywood, Calif. 90028. Tel: (213) 463-4195. Owner: Kenneth Sawyer. Label credits: Carapan, Gamma, Liberty, Sierra, Timeline, Trident, Warrior.
- Kermit Schafer Prod'ns, c/o Bloopers Inc., 905 Fairway Dr., Miami Beach, Fla. 33141. Tel: (305) 865-3781. Pres.: Kermit Schafer; Gen. Mgr.: Michael Lewis. Label credits: Atlantic, Audio Fidelity, Jubilee, Kapp, King.
- Schmitt-Douglas Corp., 5505 Melrose Ave., Hollywood, Calif. 90038. Tel: (213) 466-8556. Pres.: Al Schmitt; VP: Steve Douglas; Prod'rs: Al Schmitt, Steve Douglas, Bobby Applegate. Label credits: Avco Embassy, Jubilee, Mercury, Paramount, RCA.
- Leonard Schwab Prod'ns, 11411 Columbia Pike, Silver Spring, Md. 20904. Tel: (301) 593-8606. Pres.: Leonard Schwab. Label credits: LSP, Montgomery, Moonglow.
- Schwaid-Merenstein-Thau Inc., 10 W. 66 St., Suite 28B, New York, N.Y. 10023. Tel: (212) 787-5200. Pres.: Lewis Merenstein; VPs: Bob Schwaid, Marty Thau. Label credits: Buddah, Columbia, Reprise, Uni, Vanguard, Wagner Bros. (SEE ADVERTISEMENT)
- James Scott Prod'ns, 1819 E. 31 Ave., Denver, Colo. 80205. Tel: (303) 333-8086. Gen. Mgr. & Prod'r: James C. Scott Sr. Label credit: Swing Kick.
- Larry Sealton Prod'ns, 13310 Collingwood Terr., Silver Spring, Md. 20904. Tel: (301) 384-8826. Pres.: Larry Sealton; Prod'r: Tom Gurnsey. Label credits: Coral, Curtom, Larray, Monument, United Artists.
- Sear Electronic Music Prod'ns Inc., 118 W. 57 St., New York, N.Y. 10019. Tel: (212) 684-0333. Cable: SEARJOS. Pres.: Walter Sear. Label credits: Avco Embassy, Capitol, Command.
- Sy Shaffer Ents. Inc., 82-19 192 St., Jamaica Estates, N.Y. 11423. Tel: (212) 776-3322. Pres. & Prod'r: Sy Shaffer. Label credit: Westminster.
- Sheffield-Cusimano Prod'ns, PO Box 18123, Houston, Tex. 77023. Tel: (713) 946-1138. Prod'rs: Earl Sheffield, Peter Cusimano, Paul Butts. Label credits: Columbia, Cotillion, Edmark, Jamie, Lisa, Paisano, Scepter.
- Sherman & Kahan Assocs., 1650 Broadway, Rm. 1100, New York, N.Y. 10019. Tel: (212) 765-1954. Contacts: Garry Sherman, Stanley Kahan. Label credits: Bell, Columbia, London, MGM.
- Shiptown & How Big Rec. Co., 722 Church St., Norfolk, Va. 23510. Tel: (703) 627-0895. Pres.: Noah H. Biggs; VP: Ida Randle; Prod'rs: Joe Webster, Ammes Hunter. Label credit: Jubilee.
- Showtime Prod'ns, 5012 First Ave. N., Birmingham, Ala. 35212. Tel: (205) 591-2569. Pres.: Jesse J. Lewis; VP: Robert L. Grove; Prod'rs: Jesse J. Lewis, Robert L. Grove, Clinton Moon. Label credits: Lemon, LoLo, United Artists, Unity.
- Shur Prod'ns, 103 Cross Country Plaza, Columbus, Ga. 39106. Tel: (404) 322-8361. Owners: John F. Shur, Tom Daly. Branch: Nashville, Tenn., 815 16 Ave. S., Zip: 37203. Label credits: Challenge, Laurie, Lynne, Shur.
- Silicon Music, 218 Tulane St., Garland, Tex. 75040. Tel: (214) 278-3079. Owner, Pres. & Prod'r: David Summers. Label credits: Capri, Domino, Donnybrook, Jamie, Teardrop.
- Sin City Prod'ns, see Jenges.
- Smar-T Prod'ns, 3115 Third Ave. S., Birmingham, Ala. 35203. Tel: (205) 328-6186. Owner: Gary Sizemore. Label credits: Okeh, Royal American.
- Gary Soufarapis, Box 36, Oakland Gardens, Flushing, N.Y. 11364. Label credit: Exotic.
- The Sound Cellar, 1640 Market St., San Francisco, Calif. 94102. Tel: (415) 863-9510. Owner & A&R: James Seagrave; Mgr.: Margaret Seagrave; Prod'rs: James & Linda Seagrave. Label credits: ABC, Apt, Atlantic, Colpix, Laurie, RCA, 20th Century-Fox.
- Sound/City Prod'ns, 3316 Line Ave., Shreveport, La. 71104. Tel: (318) 861-0569. Pres.: Jim Wilhite; Prod'rs: Jerry Strickland, George Clinton, Richard Landis, Ron Dilulio. Label credits: Jetstar, Paramount, Paula.
- Sound City Rec. Co., 210 Gordon St., Jackson, Tenn. 38301. Tel: (901) 427-7301. Pres.: James L. Exum; Gen. Mgr.: Steve Little; A&R Dir.: Rayburn Anthony; Prod'rs: James L. Exum, Rayburn Anthony, John Reynolds. Label credits: Jewel, Nashboro, Paula.
- Sound City Recs. (formerly Audiosonic Rec'g Studio), 1214 Roosevelt, Ames, Iowa 50010. Tel: (515) 232-2991. Pres.: Steve Monroe. Label credits: Arc, Sound City, Spartan.
- Sound Innovations, 2209 Prichard Rd., Silver Spring, Md. 20902. Tel: (301) 949-9314. Owner: Burt Rosenberg; Prod'rs: Burt Rosenberg, Harold Young. Label credits: Commonwealth United, Innovation.
- Sound-Screen Ltd., see Emko.
- Hal Southern Prod'ns, PO Box 4234, Panorama City, Calif. 91402. Tel: (213) 786-6957. Label credits: Ivory, Sage, Sand, Tower.
- Southwestern Prod'ns, Box 891, San Antonio, Tex. 78203. Tel: (512) 534-4503. Prod'n Mgr.: Larry C. Collins. Label credits: Sunset, Twink.
- Sovereign, 1619 Broadway, New York, N.Y. 10019. Tel: (212) CI 7-2904. Pres.: R. Fisher. Label credits: EMI (Italy), Glad-Hamp, Hansa (Germany), London, 20th Century-Fox, Vogue (France).
- Spectrum Prod'ns, PO Box 757, San Carlos, Calif. 94070. Tel: (415) 593-9554. Pres. & Dir.: Dr. Paul Weaver; Prod'r: Jim Conklin. Label credits: Christian Faith, Golden State, Supreme.
- Spice Prod'ns Inc., 161 W. 54 St., New York, N.Y. 10019. Tel: (212) 247-6191. Pres.: Irving Spice; VP: Max Ellen; Prod'rs: Al Del Monte, David Spinozza. Label credits: A&M, Audio Fidelity, Philips, RCA.
- Squillit Prod'ns, see Memnon.
- Star Fire Prod'n, 1815 Foucher St., New Orleans, La. 70115. Tel: (504) 822-1305. Pres.: Earl King; VP: Thomas Moore Jr.; Prod'rs: Alvin Batiste, George Davis, Earl K. Johnson, Curtis Mitchell. Label credits: ABC, Ace, Atlantic, Frisco, Imperial, King, Walk, Speciality, Three For One.
- Ron Stencil Prod'ns, PO Box 11615, St. Petersburg, Fla. 33733. Tel: (813) 345-2832. Label credits: Century, University.
- Star Talent Prod'ns (div. of Star Talent Ents. Inc.), PO Box 6222, Elmwood Park Sta., Omaha, Neb. 68106. Tel: (402) 397-1988. Pres.: Jim Isaacson; VP & Sec'y: Tom Wolff; Prod'rs: Jim Isaacson, Doug Hall. Label credits: Bell, Independence, MMC.
- Steady Recs., 846 Seventh Ave., New York, N.Y. 10019. Tel: (212) 757-3800. Dirs.: Arthur R. Trefferson, Kenneth Khouri; Prod'rs: Luther Dixon, Ed Townsend. Label credits: Bobby, Tranquility, Treat.
- Stone Gold Prod'ns Inc., 875 Main St., Buffalo, N.Y. 14203. Tel: (716) 883-2555. Pres.: Jerry Meyers; VP: Alan Klein; Prod'rs: Jerry Meyers, Alan Klein. Label credits: Intrepid, Mercury, Scepter, Wand.
- Stone Head Prod'ns, Stewart Towers, Suite 603, 13 Park Ave. W., Mansfield, Ohio 44902. Tel: (419) 526-4611. Pres.: Larry Woolson; A&R: Ross Todd. Label credits: Cameo-Parkway, Capitol, Chess, Dot, Paramount, Tower.
- Stoy Recs., 140 E. 56 St., New York, N.Y. 10022. Tel: (212) PL 1-1182. Pres.: Norman Dolph. Label credit: Columbia.
- Stroud Prod'ns & Ents. Inc., 507 Fifth Ave., New York, N.Y. 10017. Tel: (212) 682-3280. Pres. & Prod'r: Andrew B. Stroud. Label credit: RCA.
- Style Prod'ns, PO Box 284, Vienna, Ohio 44473. Tel: (216) 856-2905. Mgr.: Russ Hull. Label credits: Dome, Fireside, Musicenter, Process.
- Sunbar Prod'ns Inc., 1133 Ave. of the Americas, New York, N.Y. 10036. Tel: (212) 586-5380. Pres.: Gerald E. Teifer; Admin. Mgr.: Harold P. Fine; A&R Prod'r: James Kronen. Label credits: Chess, RCA, Roulette.
- Sundown Recs. Inc., 9000 Sunset Blvd., Suite 1412, Los Angeles, Calif. 90069. Tel: (213) 278-8200. Pres.: Kurt Diemel. Label credits: Bell, Forward, White Whale.
- Super K Prod'ns, 200 W. 57 St., New York, N.Y. 10019. Tel: (212) 795-5720. Pres.: Jerry Kasenetz; VP: Jeff Katz; Prod'rs: Jerry Kasenetz, Jeff Katz. Label credits: Buddah, Scepter, White Whale.

## T

- Talun Prod'ns, PO Box 1025, Zip: 46206; 3614 E. Southern Ave., Indianapolis, Ind. 46203. Tel: (317) 786-5111. Owners: Cliff W. Fleetwood, Jerry K. Graybill; Prod'rs: Cliff W. Fleetwood, Jerry K. Graybill, R. R. Briney, Ron Hege, E. R. Russell, Donnie Sanders. Label credits: ABC, Denon, Indy, Janus, MGM, Naptown, RCA, Talun.
- Tan-Lan Ents., PO Box 517, Gallipolis, Ohio 45631. Tel: (614) 446-4240. Pres.: Stan Lane; VP: Howard Perkins; Prod'rs: Stan Lane, Howard Perkins, Earl W. Robinson. Label credits: Buckeye, Dor-Ce-A, Go-T, Indian Head, Rem, Saddle.
- Target Prod'ns Inc., 315 S. Bluemound Dr., Appleton, Wis. 54911. Tel: (414) 739-7863. Pres.: Alan Posniak; Exec. Dir.: Dan Liebhauer; Prod'rs: Alan Posniak, Dan Liebhauer, Gary Laabs, Sidney Sodos. Label credits: Buddah, RCA, Scepter, Tower.
- George A. Tasker Jr., 5525 King Arthur Ct., Westmont, Ill. 60559. Tel: (312) 969-8484. Owner & Prod'r: George A. Tasker Jr. Label credits: Capitol, Columbia, Mercury, RCA, Universal, Vita.
- Tawas Recs., 526 W. Russell Ave., Flint, Mich. 48505. Tel: (313) 789-1306. Pres.: Harry F. Chestler; Promo.: Arthur Pabst; Prod'rs: Jim Baker, John Konenske, Thomas Chestler. Label credits: Fame, Tawas.
- Teel-Massey Ents., Box 11408, Dallas, Tex. 75223. Tel: (214) 262-7179. Pres.: Leo Teel; Mgr.: Bob Massey; Prod'r: Tom Carroll. Label credits: Blackbird, Danrite, Galaxy, Top Rail.
- Tektra Prod'ns (div. of Audiotek Systems Inc.), 711 W. Broadway, Minneapolis, Minn. 55411. Tel: (612) 521-7631. Prod'r: Peter Steinberg. Label credits: Decca, GNP Crescendo, Janus, Jubilee.
- Tema Prod'ns Inc., 10104 Plymouth, Cleveland, Ohio 44125. Tel: (216) 587-2643. Pres.: James M. Testa; Prod'rs: James M. Testa, Mike Macron, Doug McCutcheon, Roland Solomon. Label credits: ABC, Avco Embassy, Buddah, Dot.
- Tenth Street Prod'ns, 32 E. 38 St., New York, N.Y. 10024. Tel: (212) 889-2342. Pres.: Michael Weiss; VP: Susan Kelly; Prod'r: Daniel Weiss. Label credit: Vanguard/Apostolic.
- Rik Tinory Prod'ns, 622 Rt. 3A, Cohasset, Mass. 02025. Tel: (617) 383-9494. Pres. & Prod'r: Rik Tinory; Artist Relations: Claire Babcock. Label credits: Avid, Educational, Era, Polydor, RFT, Sequel.
- Thunderclap Prod'ns Inc., 545 Fifth Ave., Suite 1205, New York, N.Y. 10019. Tel: (212) 876-0572. Pres. & Prod'r: Ken Laguna. Label credits: Bell, Capitol, Forward, Life, MGM, Map City, TA.
- Torrid Prod'ns, 1321 S. Michigan Ave., Chicago, Ill. 60605. Tel: (312) 939-7215. Pres. & Prod'r: Al Smith; Pub. Dir.: Cary S. Baker. Label credits: Blues on Blues, Bluesway, Canyon, Chicago Sound, Date, Epic, Torrid.
- Tcu-Sea Rec. Prod'rs, 1211 St. Philip St., New Orleans, La. 70116. Tel: (504) 524-3262. Pres.: Marshall E. Sehorn; VP: Allen Toussaint. Label credits: Amy, Atlantic, Bell, Big Top, Deesu, Josie, Kent, Mala, SSS Int'l, Sansu, Smash, White Cliff.
- Tri-State Rec'g Co., 1767 Fort Henry Dr., Kingsport, Tenn. 37664. Tel: (615) 246-9701. Pres.: Basil J. Palmer; Gen. Mgr.: Tilford A. Salyer. Label credit: Trail.
- Trod Nossel Prod'ns Inc., 10 George St., Wallingford, Conn. 06492. Tel: (203) 269-4465. Pres. & Prod'r: Thomas J. Cavalier; VPs: Earl Faber, William E. Lobb. Label credits: Atco, Atlantic, Buddah, Cadet/Concept, Chess, Cobblestone, Kayden, Laurie.
- C. Trumbo Prod'ns, 6565 Sunset Blvd., Suite 315, Los Angeles, Calif. 90028. Tel: (213) 466-4106. Gen. Mgr.: Broderick Crawford, Cliff Trumbo; A&R: Cliff Trumbo; Prod'r: Dolly Trumbo. Label credits: Dot, Liberty, MGM, Mercury, Trip, 20th Century-Fox.



**U**

Ulsyra Prod'ns, 177 E. 87 St., New York, N.Y. 10028. Tel: (212) 879-1960. Pres.: Raoul Ronson.  
**Label credits:** ABC, Audio Fidelity, Columbia, Citty Wren, Decca, Epic, Karate, Laurie, MGM, Vox/Turnabout, Westminster.

Unicorn Prod'ns, 813 16 Ave. S., Nashville, Tenn. 37203. Tel: (615) 244-6018. Pres.: Bobby Goldsboro; VP: Bob Montgomery; Prod'rs: Bobby Goldsboro, Bob Montgomery.  
**Label credits:** Columbia, United Artists.

United Prod'rs Group, 1650 Broadway, New York N.Y. 10019. Tel: (212) 247-2159. Contact: Morion Wax.  
**Label credits:** Coral, United Artists.

Universal Recs. Inc., Shamrock Hilton Hotel, Houston, Tex. 77025. Tel: (713) 666-0166. Pres.: Myrtle Brock.  
**Label credit:** Scepter.

**V**

Valley Prod'ns, PO Box 3464, Knoxville, Tenn. 37917. Tel: (615) 588-2414. Owners: John Tipton, Donald Tonkin; Gen. Mgr.: John Tipton; Chief Eng.: Donald Tonkin; Prod'r: Sonny Watson.  
**Label credits:** Onnysay, Square Tunes, Valley, Valley Meadowlark.

Wayne Vance Prod'ns, PO Box 17006, Tucson, Ariz. 85710. Tel: (602) 623-0318. 298-9216. Owner: Wayne Vance.  
**Label credit:** RuswaY.

Van Pok Rec'g Corp., 101 W. 55 St., New York, N.Y. 10019. Tel: (212) 581-0030. Pres.: Paul J. Vance; VP: Lee Pockriss; Prod'rs: Paul J. Vance, Lee Pockriss.  
**Label credits:** Avco Embassy, Capitol, Columbia, Decca, Kapp, MGM, Mercury, Paramount, RCA, Roulette, Scepter, United Artists.

The Vantage Rec'g Co., PO Box 212, Pottstown, Pa. 19464. Tel: (215) 323-3336. Exec. Prod'r: A. Alan Botto.  
**Label credits:** Evatone, Riverside, Semaphore Vantage, Wonderland.

Virtue/Stiles, 1618 N. Broad St., Philadelphia, Pa. 19121. Tel: (215) PO 9-9479. Pres.: Frank Virtue; VP: John Stiles; Prod'rs: Peter De Angelis, Lou Lupo.  
**Label credits:** ABC, Atco, Atlantic, Intrepid, Mercury, United Artists.

**W**

W G Rec. Prod'ns, 377 Walnut St. Extension, Agawam, Mass. 01001. Tel: (413) 736-0693. Pres.: Walter Gonet Jr.; Prod'rs: Al Lehmann, Eugene Guzik.  
**Label credits:** Ambassador, Rex, Tifton, WG.

Warmac Prod'ns, 2824 Briarhurst, Suite 17, Houston, Tex. 77027. Tel: (713) 781-7046. Pres. & Prod'r: Ward T. McCary; VP: Marion L. Ward.  
**Label credit:** Malibu.

Way-Out Rec'g Ent., 1966 E. 55 St., Cleveland, Ohio 44103. Tel: (216) 391-0436. Pres.: Lester C. Johnson; Exec. VP: William Branch Jr.; Prod'r: Louis Ragland.  
**Label credits:** De-Lite, DeLuxe.

Wednesday's Child Prod'ns Inc., 6430 Sunset Blvd., Suite 310, Hollywood, Calif. 90028. Tel: (213) 466-6296. Pres.: Jackie Mills; Gen. Mgr.: Terri Fricon; Prod'rs: Jackie Mills, Michael Stewart.  
**Label credits:** CoBurt, Columbia, Epic, Metro-media, Tower, Uni, Vault.

Fred Weinberg Prod'ns Inc., 16 Dundee Rd., Stamford, Conn. 06903. Tel: (203) 329-9646. Cable: FREJO. Pres.: Fred Weinberg.  
**Label credits:** Alegre, Anvil, Columbia, Kapp, Roulette, United Artists, Tico, Vision.

Westwood Prod'ns (formerly Malick Prod'ns), 541 Fulmer Ave., Akron, Ohio 44312. Tel: (216) 794-1304. Pres.: Cy Merriman; VP: Ernie Malick; Prod'rs: Ernie Malick, Bob Lensi.  
**Label credits:** Cameo-Parkway, Chess, Dupree, Eastwood, Westwood.

Ron Wheeler Ents., PO Box 1900, Gary, Ind. 46409. Tel: (219) 887-7009.  
**Label credits:** Calumet, Golden-Ebb Tide.

Whisker Prod'ns, 3873 Bushnell Rd., Cleveland, Ohio 44118. Tel: (216) 932-5264. Pres.: Richard Whittington.  
**Branch:** Akron, Ohio. Tel: (216) 753-8078.  
**Affiliate:** Richard Whittington Prod'ns.  
**Label credits:** Dot, Paramount.

Whiteway Prod'ns, 101 W. 55 St., Suite 1E, New York, N.Y. 10019. Tel: (212) PL 7-4317. Pres.: Eddie White.  
**Label credits:** Audio Fidelity, Buta, Fine, MGM, Mr. G., RCA, RSVP, Rhapsody.

Tim Whitsett Prod'ns, 4403 Manhattan, Jackson, Miss. 39206. Tel: (601) 366-2076.  
**Label credits:** Ace, Chimneyville, Imperial, Musicor, Rim, Shout, Stax, Vivace, Volt.

Richard Whittington Prod'ns, see Whisker.

Marty Wilson Prod'ns, 185 West End Ave., New York, N.Y. 10023. Tel: (212) EN 2-9812.  
**Label credits:** Capitol, Columbia, Decca, United Artists, Warner Bros.

Ron Wilson Music Prod'ns, 1071 S. Cloverdale Ave., Los Angeles, Calif. 90019. Tel: (213) 931-5586. Pres.: & Prod'r: Ron Wilson.  
**Label credits:** Abbott, Capitol, Columbia.

Wind Bag Prod'ns, 402 Mill Ave., Tempe, Ariz. 85281. Tel: (602) 966-8769. Owners & Prod'rs: Scott O. Steve Fresener, Daniel Bortz.  
**Label credits:** De-No, East Wind, Jax-Son, Kamel, Mighty, Twi-Lite.

Windfall Music Ents. Inc., 161 W. 54 St., New York, N.Y. 10019. Tel: (212) 765-8450. Pres.: E. S. Praeger; VP & Prod'r: Felix Pappalardi.  
**Label credits:** Atlantic, RCA.

Hal Winn Independent Prod'ns, 6565 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) 461-3471. Pres. & A&R: Hal Winn.  
**Label credits:** Dot, Double Shot, Liberty, MGM, Mercury, United Artists, Warner Bros.

Jimmy Wisner Prod'ns Inc., 888 Eighth Ave., New York, N.Y. 10019. Tel: (212) 765-4680. Contacts: Jimmy Wisner, Jane Berson.  
**Label credits:** Bell, Columbia, Epic, Jubilee, Mercury, MGM, RCA, Thunderbird, Warner Bros., Wizdom.

Charles Wright Agency, 124 N. Peak St., Dallas, Tex. 75226. Tel: (214) 827-5023. Owner, Mgr. & Prod'r: Charles Wright.  
**Label credits:** Blackbird, Danrite, Landmark, Sunra.

Steve Wright Prod'ns, PO Box 626, Tyler, Tex. 75701. Tel: (214) LY 2-0591. Owner: Steve Wright.  
**Label credits:** Atco, Dot, Jamie, Thunderball.

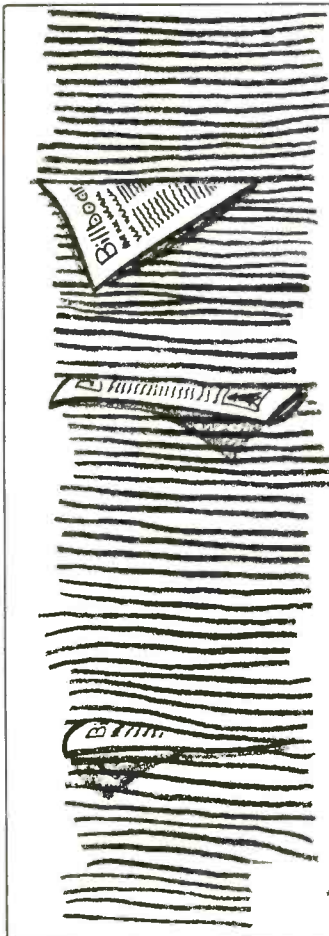
**Y**

Yellow Bee Prod'ns Inc., 54 King St., New York, N.Y. 10014. Tel: (212) 255-3698. Pres.: J. Nicholas Perls; VP: Stephen Calt; Prod'rs: J. Nicholas Perls, Stephen Calt.  
**Label credits:** Blue Goose, Epic.

Ylon Prod'ns, 534 E. 88 St., New York, N.Y. 10028. Tel: (212) 249-3943. Owners: Neil & Amy Schwartz.  
**Label credit:** Trinity.

Lucky Young Prod'ns, 5234 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) 466-8400. Pres.: Lucky Young.  
**Label credit:** Vault.

Youth Prod'n Inc., see Darnell Glover Prod'ns.



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Company Name \_\_\_\_\_

4372

# independent record producers

Where producer name differs from that of the company for which he produces, the company name follows in parentheses. For complete listing, see Independent Record Production Companies Section.

## A

Peter Abram (Matrix Rec'g Co.).  
Manuel S. Acuna (Acuna Prod'ns).  
Michael Adler.  
Michael Adrian (Adrian Assocs. Inc.).  
Jeff Afdem (Jerden Music).  
Ray Allen.  
Ron Allen (Mar-Kay Rec'g Co.).  
Don Altfield (Gulf Pacific Inds.).  
Tommy Amato (ABQ Prod'ns Inc.).  
Neil J. Anderson (Daylight Prod'ns).  
Walt Andrus (Horizon Recs. Corp.).  
Rayburn Anthony (Image Sound Prod'ns & Sound City Rec. Co.).  
Mrs. Lee Apostoleris (Mona-Lee Recs.).  
Mike Appel (New Beat Recs. Ltd.).  
Bobby Applegate (Schmitt-Douglas Corp.).  
Mel Arakelian (Harley Hatcher Ents.).  
Bob Archibald (The Music Factory Inc.).  
Desi Arnaz Jr. (Dino-Desi & Billy Music).  
Robert Artmire (Bill Rucker Ents.).  
Jach Ashford (Ash/Chan Prod'ns & Just Prod'ns).  
John M. Ashley (ALA Prod'ns).  
Scott Ashley (Ionian House Inc.).  
Marc J. Aubort (Elite Rec'gs Inc.).  
David Austin (Austin-Flemming Prod'ns).  
George Avakian.  
Joe Averbach (Fee Bee Prod'ns).  
Cliff Ayers.

## B

Burt Bacharach (Bluejac Prod'ns).  
Morris Bailey Jr. (Hot Cold Duck Prod'ns).  
Jim Baker (Tawas Recs.).  
Bo Barber.  
Sherwood Barefoot (Cool Air Prod'ns).  
Bobby Barnett (Bobby Boyd).  
H. B. Barnum (HB Prod'ns).  
Matt Baron (Baron Enterprises).  
Jeff Barry.  
Len Barry (John Madara Ents. Ltd.).  
Ben Barton (B&K Recs. Inc.).  
Richard Bassett (Lenel Prod'ns).  
Roger K. Bass (RKB Assocs.).  
Alvin Batiste (Star Fire Prod'n).  
Jackey Beavers (Baja Prod'n Co.).  
Walter Becker (Jata Ents. Inc.).  
Tommy Bee (New Life Prod'ns).  
Bill Bellman (Rock Prod'ns).  
Charles & Jack Benanty (Charlou Prod'ns).  
Eddie Beram (Harley Hatcher Ents.).  
Norman Bergen (New Rhythm Prod'ns).  
Alan Bernstein (Millrose-Bernstein Prod'ns Inc.).  
Paco Betancourt (Betancourt Ents.).  
H. Bethea (Claiborne Inc.).  
Bill Beyer (International Rec'g Co. Inc.).  
Rodney Bingenheimer (Kim Fowley).  
Jay Black (Jata Ents.).  
Lester Blaslche (Linden Prod'ns).  
Lindy Blaskey (Linden Prod'ns).  
Mel Bly (Snuff Garrett Prod'ns).  
Thomas Boddie (Boddie Rec'g Studio).  
Rich Boehm (Bo Barber Prod'ns).  
Curt Boettcher (Carman Prod'ns Inc.).  
Mike Bonce (Rose Bridge Prod'ns).  
Daniel Bortz (Wind Bag Prod'ns).  
A. Alan Botto (The Vantage Rec'g Co.).  
Ed Boutwell.  
James A. Bowen (Amos Prod'ns Inc.).  
Bobby Boyd.  
Henry Boye.  
Charlie Bradshaw (Colpar Rec'g Corp.).  
Jeff Brannon.  
Tom Brannon (Athena Recs. Inc.).  
R. R. Briney (Talun Prod'ns).  
Myrtle Brock (Universal Recs. Inc.).

Ray Brondo.  
Alonzo Brooks (Jenges Prod'ns Inc.).  
Bennie Brown (B&B Prod'ns).  
James Brown.  
John R. Brown (Acuff-Rose).  
Robert T. Brown (Courier-Empire Rec'g Ents.).  
Marty Brummer (Discobol Inc.).  
Mickey Buckins (Fame Prod'ns Inc.).  
Buddy Buie (BBC Prod'ns Inc.).  
Dave Bupp (Ron Gittman Prod'ns Ltd.).  
Gordon Burdge.  
Larry Burnstein (Gadzooks Inc.).  
J. Burston (Claiborne Inc.).  
Bill Buster (American Rec. Sales Inc.).  
Paul Butts (Sheffield-Cusimano Prod'ns).

## C

Earl Cage (Fame Prod'ns Inc.).  
Stepen Calt (Yellow Bee Prod'ns).  
Jim Calvert (Marzano-Calvert Prod'ns Inc.).  
Ray Camacho (RCP).  
Charles Capri.  
Ed Caraeff (Kim Fowley).  
Tom Carlsen (Clock Prod'ns).  
Don Carone (International Rec'g Co. Inc.).  
Tom Carroll (Teel-Massey Ents.).  
John Carter (Jay-Cher Ents.).  
Joe Cash (BOF Talent Mgmt. Prod'ns Inc.).  
Terry Cashman (Interrobang Prod'ns Inc.).  
Buzz Cason.  
Fred Castle (Royal-Castle Prod'ns).  
Fred Catereo (Fillmore Corp.).  
Byron R. Catron (BC Ents. Ltd.).  
Thomas J. Cavalier (Trold Nossel Prod'ns Inc.).  
Mingo Cervantes (RCP).  
Jules Chaikin (Auspex Recs.).  
Edward Chalpin (PPX Ents.).  
George Chandler.  
Lorraine Chandler (Ash/Chan Prod'ns & Just Prod'ns).  
Thomas Chestler (Tawas Recs.).  
L. E. Cichetti.  
Lillian N. Claiborne.  
George Clements.  
George Clinton (Sound/City Prod'ns).  
Bobby Cloud (The Music Factory Inc.).  
Don Clyne (Central States Prod'ns).  
J. R. Cobb (BBC Prod'ns Inc.).  
Wendell Cobb (Cool Air Prod'ns).  
Tommy Cogbill.  
Bob Cohen (Lumiere Prod'ns).  
Robert Colby (Blue Recs. Inc.).  
James Cole (KC Ents.).  
Nick Colleran (Colpar Rec'g Corp.).  
Bill Collins (BC Ents. Ltd.).  
Howard Collins (James Brown Prod'ns).  
Larry C. Collins (Southwestern Prod'ns).  
Maurice Commander (Darnell Glover Prod'ns).  
Jim Conklin (Spectrum Prod'ns).  
Joe Corazzi (Linden Prod'ns).  
Jerry Corbitt (BSM Prod'ns).  
Don Costa.  
Robert Cotterell (Creative Sound).  
Tom Couch (Malaco Prod'ns).  
Jane Courtland (Protone Recs. & Tapes).  
Wally Cox (Golden State Rec'rs Inc.).  
David Crawford (Accent Sound Ltd.).  
Jack Creed (Salient Prod'ns).  
Jack Curry (Active Music Publ'rs).  
Peter Cusimano (Sheffield-Cusimano Prod'ns).

## D

Dan Dalton.  
Tom Daly (Shur Prod'ns).  
Charlie Daniels (BSM Prod'ns Inc.).  
Hal David (Bluejac Prod'ns).  
Billy Davis (Chris Prod'ns).  
Doug Davis (Cross Country Prod'ns).  
Edward L. Davis (Faro Prod'ns).  
George Davis (Star Fire Prod'n).  
Spencer Davis (Herbicide Prod'ns).  
Joey Day (Power House Prod'ns).  
Peter De Angelis (Virtue/Stiles).  
Michael Deasy (Hogfat Rec. Prod'ns).  
Gary DeCarlo (Heather Prod'ns Inc.).  
Al Del Monte (Spice Prod'ns).  
Dick De Marco (Dee Prod'ns).  
Bill Demis (PA Ents. Inc.).  
Jimmy Dempsey ("Little" Jimmy Dempsey Prod'ns).  
Jerry Dennon (Jerden Music).  
Ralph De Palma (Avenger Prod'ns).  
Stan Deppen Jr. (Dee-Bee Rec'g Serv.).  
Al Dexter.  
John Di Bella (Di Bella Prod'ns Inc.).  
Kurt Dietel (Sundown Recs. Inc.).  
Ron Dilulio (Sound/City Prod'ns).  
Andy Di Martino.  
Martin Dippolito (Dee Prod'ns).  
Alan Dischel (Power House Prod'ns).  
Thomas R. Dishaw (Music City Prod'ns).  
Luther Dixon (Steady Recs.).  
Mary Lou Dolan (Jon Badeaux Prod'ns).  
Norman Dolph (Stoy Recs.).  
Renaldo Domino (William Sandy Johnson Music Co.).  
Jim Donlinger (Dunwich Prod'ns Ltd.).  
Steve Douglas (Schmitt-Douglas Corp.).  
Ugene Dozier (Gamble-Huff Prod'ns Inc.).  
Pete Drake (BSM Prod'ns Inc.).  
Charlie Dreyer (Critique Rec. Prod'ns).  
Steven Duboff (Infinite Sound Prod'ns).  
Johnny Duncan (Jeff Brannon Prod'ns).  
Bill Duniven (Ken Keene Prod'ns).  
David Duran (RCP).  
Norman Durkee (Ionian House Inc.).

## E

Walter Eaton (BBC Prod'ns Inc.).  
Bob Eli (John Madara Ents. Ltd.).  
A. Epstein (Epstein Ents.).  
Dee Ervin (Canyon Recs. Inc.).  
Jim Evans (Quinvy Music).  
James L. Exum (Sound City Rec. Co.).

## F

Donald Fagen (Jata Ents. Inc.).  
Maurice Fain (Herbicide Prod'ns).  
Wes Farrell (Coral Rock Prod'ns Inc.).  
Philip Feliciotto (Millrose-Bernstein Prod'ns Inc.).  
Narvel Felts (Ken Keene Prod'ns).  
Hy Fenster.  
Mike Ferguson (Bo Barber Prod'ns).  
R. Fisher (Sovereign).  
R. J. Fisher (Bill Rucker Ents.).  
Cliff W. Fleetwood (Talun Prod'ns).  
James Flemming (Austin-Flemming Prod'ns).  
Frankie Ford (Ken Keene Prod'ns).  
Larry Fotine.  
Kim Fowley.  
Noel Frankel (Gadzooks Inc.).  
Dale Frashuer (Heather Prod'ns).  
William D. Frazier (Cool Air Prod'ns).  
John Fred (Fat Prod'ns).  
Toxey French.  
Scott O. & Steve Fresener (Wind Bag Prod'ns).  
David Friedberger (Japalana Prod'ns).  
Charles Fuller.  
Lewis Futterman (The Concert House Inc.).

**G**

Byron & Elliot Gadson (Cool Air Prod'ns).  
 Robert Gallo (Louis LoFredo Assocs.).  
 Kenny Gamble (Gamble-Huff Prod'ns Inc.).  
 Dennis Ganim (Chicory Prod'ns).  
 Snuff Garrett.  
 Tim Gayle.  
 Borrado Garcia (Sabre Prod'ns Inc.).  
 Phil Gernhard.  
 Harold Gilbert (Hal & Jean Prod'ns).  
 Ron Gittman.  
 Darnell Glover.  
 Harris Goldberg (Herbacide Prod'ns).  
 Bill Golden (Jeff Brannon Prod'ns).  
 Jim Golden (Dunwich Prod'ns Ltd.).  
 William Golde (Jenges Prod'ns Inc.).  
 J. David Goldin (Radio Yesteryear).  
 Bobby Goldsboro (Unicorn Prod'ns).  
 Chet Good (B-W Music Inc.).  
 Brent Gordon (BOF Talent Mgmt. Prod'ns Inc.).  
 Joe Gottfried (Carman Prod'ns Inc.).  
 Jack Grady (Daylight Prod'ns Inc.).  
 George Grant (Sata Fortas Attractions Ltd.).  
 Jerry K. Graybill (Talun Prod'ns).  
 Miles Grayson.  
 Charles R. Grean (Brookhaven Music Co.).  
 Charles Greene (Etcetera Rec. Org. Inc.).  
 Ken Greengrass (B&K Recs. Inc.).  
 Bobby Gregory.  
 Johnnie Griffith (Just Prod'ns).  
 Cold Grits (Fifth Ave. Prod'ns Inc.).  
 Robert L. Grove (Showtime Prod'ns).  
 James William Guercio.  
 Tom Guernsey (Larry Sealton Prod'ns).  
 George A. Guess (Jenges Prod'ns Inc.).  
 Ray Guyce (Britestar Rec'g Studio).  
 Eugene Guzik (WG Rec. Prod'ns).

**H**

Doug Hall (Star Talent Prod'ns).  
 Rick Hall (Fame Prod'ns Inc.).  
 Al Ham.  
 Jay Hamilton.  
 Dennis Hardesty (Raintree Prod'ns).  
 Bob Harris.  
 Ritchie Hart (Audio Rec'rs Prod'ns).  
 Harley Hatcher.  
 Herbert G. Hatt (Evansville Music Int'l).  
 John Hatton (Cavern Sound Corp.).  
 Terry Hayfield (Courier-Empire Rec'g Ents.).  
 Lee C. Hazen (Le Shea Prod'ns).  
 Dick Heatherton (MBA Music Inc.).  
 Ron Hege (Talun Prod'ns).  
 David O. Heller (Head Sound Inc.).  
 Fred Helleman (Loom Prod'ns).  
 Gary Henderson (Cool Air Prod'ns).  
 John B. Henderson (Sabre Prod'ns Inc.).  
 Delford Hendricks (Argon Prod'ns).  
 E. J. Henke (Sabre Prod'ns Inc.).  
 Bobby Herne (Critique Rec. Prod'ns).  
 Stanley B. Hertzman (Moustache Inc.).  
 Jon Higginbotham (Double Jon Prod'ns).  
 Eddie Higgins (Dunwich Prod'ns Ltd.).  
 Jack Hill (Baja Prod'n Co.).  
 R. C. Hillsman (Ho Ho Prod'ns).  
 Tom Hill (Colpar Rec'g Corp.).  
 John Hillyard (Kim Fowley).  
 William Hinsche (Dino-Desi & Billy Music).  
 Guy R. Hodge (Hodge Podge Ents.).  
 Sam D. Hodge Jr. (Hodge Podge Ents.).  
 Tom Holbert (Dave Mathes Prod'ns).  
 Bob Holden (Kranz Martokian Inc.).  
 Bobby Holland.  
 Scott & Vivian Holtzman (Horizon Recs. Corp.).  
 J. D. Horn.  
 Willie Hoskins (Golden State Rec'rs Inc.).  
 D. Howard (Don Janicek Prod'ns).  
 Frank Howard (Ho Ho Prod'ns).  
 Bones Howe (Mr. Bones Prod'ns).  
 Leon Huff (Gamble-Huff Prod'ns Inc.).  
 Ammes Hunter (Shiptown & How Big Rec. Co.).  
 Ronald Hunt (William Sandy Johnson Music Co.).  
 Chris Huston (Mystic Prod'ns Inc.).  
 Roger Hyke (Ionian House Inc.).

**I**

Janis Ian.  
 Sam Irwin (Horizon Recs. Corp.).  
 Jim Isaacson (Star Talent Prod'ns).  
 Quinon R. Ivy (Quinvy Music).

**J**

Gary L. Jackson (Lumiere Prod'ns).  
 George Jackson (Fame Prod'ns Inc.).  
 Eddie Jacobs (The Music Factory Inc.).  
 Frank James (Colony Sound Prod'ns).  
 Jesse James.  
 Tommy James (New Beat Recs. Ltd.).  
 Don Janicek.  
 Johnny Janot (Goldband Rec'g Corp.).  
 Alan Jardine (The Beach Boys).  
 Morty Jay (Jaysina Ents. Inc.).  
 Donald Jenkins (BC Ents. Ltd.).  
 Don Jobe (Ghoster Prod'ns).  
 Bunny Jones (Chris Prod'ns).  
 Earl K. Johnson (Star Fire Prod'n).  
 Jimmy Johnson (Heads Up Prod'ns).  
 Little Richie Johnson.  
 Walter Johnson (BC Ents. Ltd.).  
 William Sandy Johnson.  
 Bruce Johnston (The Beach Boys).  
 Benny Joy (Athens of the South Prod'ns).  
 Mary Joyce (Mar-Kay Rec'g Co.).  
 Justin Julian (Greenwich Aristocratic Inc.).

**K**

Stanley Kahan (Sherman & Kahan Assocs.).  
 Edward M. Kaplan (Emko Talent Assocs. Corp.).  
 Jerry Kasenetz (Super K Prod'ns).  
 James Katt (Bee Jay Prod'ns).  
 Jeff Katz (Super K Prod'ns).  
 Ken Keene.  
 McKinley Kelley (Just Prod'ns).  
 Jim Kemper.  
 Ray Kennedy (Ionian House Inc.).  
 Anita Kerr.  
 Buck Killelte (North State Music).  
 Bob King (New Beat Recs.).  
 Buddy King (Ghoster Prod'ns).  
 Alan Klein (Stone Gold Prod'ns Inc.).  
 Richard Klinger (Daylight Prod'ns Inc.).  
 Larry Knachtel (Hogfat Rec. Prod'ns).  
 Norman Knox (Jenges Prod'ns Inc.).  
 John Korenske (Tawas Recs.).  
 Jeff Kramer (Gadzooks Inc.).  
 Chris Kroman (Memnon Prod'ns).  
 James Kronides (Sunbar Prod'ns Inc.).  
 Leo de Gar Kulka (Golden State Rec'rs Inc.).

**L**

Gary Laabs (Target Prod'ns Inc.).  
 Phil Ladd (Ladd Music Co.).  
 Ken Laguna (Thunderclap Prod'ns Inc.).  
 Reggie LaMene (Michael Adler Prod'ns).  
 John Lampkin (B&B Prod'ns).  
 Richard Landis (Sound City Prod'ns).  
 Frank Lane (Jenges Prod'ns Inc.).  
 Stan Lane (Tan-Lan Ents.).  
 Alexander Laszlo (Guild Publ'ns of California Inc.).  
 Chuck Lawrence (Evansville Music Int'l).  
 Louis Leiby (Cool Air Prod'ns).  
 Arthur Lee (Music Plus).  
 Jefferson Lee (Brian Ross Prod'ns).  
 Roosevelt Lee.  
 Al Lehman (WG Rec. Prod'ns).  
 Jeff Le June (Goldband Rec'g Corp.).  
 Paul Leka (Heather Prod'ns Inc.).  
 Bob Lensi (Westwood Prod'ns).  
 Joe M. Leonard (Leonard Prod'ns Inc.).  
 Sharon Le Pine (Toxey French Prod'ns).  
 Irwin Levine (Brookster Prod'ns Inc.).  
 Jesse J. Lewis (Showtime Prod'ns).  
 Mike Lewis.  
 Jerry Lieber (Lieber-Stoller Prod'ns).  
 Dan Liebhauser (Target Prod'ns Inc.).  
 Sonny Limbo (Fame Prod'ns Inc.).  
 Geoffrey & Robert Lissauer (Lissauer Music Cos. Inc.).  
 Louis LoFredo.  
 Michael Love (The Beach Boys).  
 Robert Love (Cool Air Prod'ns).  
 Dale Lowery (Jon Badaux Prod'ns).  
 Timothy Lowery (Kaleidoscope Music).

David Lucas (Sata Fortas Attractions Ltd.).  
 Ron Luciano (Pro Prod'ns).  
 Jess Luna (RCP).  
 Lou Lupo (Virtue/Stiles).  
 Douglas Lyon (Centaur Prod'ns).

**M**

Glen MacArthur (GFM Prod'ns).  
 Mike Macron (Tema Prod'ns Inc.).  
 John Madara.  
 Tom Maeder (Colpar Rec'g Corp.).  
 Lee Magid.  
 Brent Maher (ABQ Prod'ns Inc.).  
 Ernie Malick (Westwood Prod'ns).  
 Tad Maloney (Etcetera Rec. Org. Inc.).  
 Ron Malo (R-Jay Ents.).  
 Frank Mancini (Lionel Entertainment Corp.).  
 Jerome Man (International Rec'g Co. Inc.).  
 Dee Marais (Heads Up Prod'ns).  
 Edward R. Marcus.  
 Ricci Mareno (Dunwich Prod'ns Ltd.).  
 Kurt Marshall (Erwin Rec. Co.).  
 Bowie G. Martin (Bowmar Prod'ns Inc.).  
 Butch Martin (Fee Bee Prod'ns).  
 Dean Martin Jr. (Dino-Desi & Billy Music).  
 Dick Martin (Heads Up Prod'ns).  
 Trade Martin (Miller-Martin).  
 Dick Marx.  
 Norman Marzano (Marzano-Calvert Prod'ns Inc.).  
 Jesse Mason Jr. (Natural Soul Prod'ns).  
 Paul Massaad.  
 Col. Dave Mathes.  
 Neal Mathews (Image Prod'ns Inc.).  
 Dave Mathis (BSM Prod'ns Inc.).  
 Doug Matfor (Critique Rec. Prod'ns).  
 Dean May (Acuff-Rose).  
 Aubrey Mayhew.  
 Patrick McBride (Sanctuary Ents. Inc.).  
 Robin McBride (Bird Prod'ns).  
 Rod McBrien.  
 Dave McCall (Bo Barber Prod'ns).  
 Ward McCary (Warmac Prod'ns).  
 Paul McClain (Champ Rec'g Co.).  
 Bob McClusky (Acuff-Rose).  
 Mack McCormick.  
 Denny McCutcheon (Courier-Empire Rec'g Ents.).  
 Doug McCutcheon (Tema Prod'ns Inc.).  
 John E. McDonald.  
 Ray McGinnis (Ray Mack Music).  
 Bob McRee.  
 Charlotte & William O. McSwain (Bilmac Prod'ns).  
 Huey P. Meaux (Music Ents. Inc.).  
 Barry Medici (Greenwich Aristocratic Inc.).  
 Terry Melcher (Equinox Recs.).  
 Lewis Merenstein (Schwaid-Merenstein-Thau Inc.).  
 Con Merten (Buzzard Prod'ns & Robb Prod'ns).  
 Billy Meshel (The Concert House Inc.).  
 Joe Messina (Heather Prod'ns Inc.).  
 Stephen Metz (Brookster Prod'ns Inc.).  
 Jerry Meyers (Stone Gold Prod'ns Inc.).  
 Ed Michaels (Periscope Prod'ns).  
 James Michmerhuizen (Kaleidoscope Music).  
 Charles Mickle (William Sandy Johnson Music Co.).  
 Brad S. Miller (Mobile Fidelity Prod'ns Inc.).  
 Victor Millrose (Millrose-Bernstein Prod'ns Inc.).  
 Jackie Mills (Wednesday's Child Prod'ns Inc.).  
 Maxie Mills (Darnell Glover Prod'ns).  
 Curtis Mitchell (Star Fire Prod'ns).  
 Chips Moman.  
 Bob Monaco (Dunwich Prod'ns Ltd.).  
 Steve Monroe (Sound City Recs.).  
 Sam Montel (Fifth Ave. Prod'ns Inc.).  
 Bob Montgomery (Unicorn Prod'ns).  
 Marvin Montgomery (Al Dexter Prod'ns).  
 Marvin Montgomery (Sabre Prod'ns Inc.).  
 Doug & Wally Moody (Clock Prod'ns & Mystic Prod'ns Inc.).  
 Clinton Moon (Showtime Prod'ns).  
 Tony Moon (Kavel Prod'ns).  
 Scotty Moore (Image Prod'ns Inc.).  
 Steve Moore (McRon Prod'ns).  
 Don Mosley (Boutwell Prod'ns).  
 Roscoe Murphy Jr. (Hot Cold Duck Prod'ns).

**N**

Joey Napoleon (Avenger Prod'ns).  
 Joanna Nickrenz (Elite Rec'gs Inc.).

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continued

S

Harry Nilsson (Nilsson House Prod'ns Inc.).  
 Michael Nise (Nise Prod'ns Inc.).  
 Robert Nix (BBC Prod'ns Inc.).  
 Henry Noe (Champ Rec'g Co.).

O

Rhys O'Brien (St. James Prod'ns).  
 Alexandre Okolo-Kulaks (Discobol Inc.).  
 Milton T. Okun.  
 Keith Olson (Carman Prod'ns Inc.).  
 Kenneth Orchard (Jon Badeaux Prod'ns).  
 Tony Orlando (Daylight Prod'ns Inc.).  
 Gary Osborne (Nilsson House Prod'ns Inc.).  
 Herb Ostrow.  
 Clyde Otis (Argon Prod'ns).  
 Lynn Ourso (Fat Prod'ns).  
 William Overman (Carousel Prod'ns Inc.).  
 Rev. Robert L. Owens (The Gospel Chord's Program Inc.).

P

Frank Page.  
 Lenny Pakula (Gamble-Huff Prod'ns Inc.).  
 Basil J. Palmer (Tri-State Rec'g Co.).  
 Felix Pappalardi (Windfall Music Ents. Inc.).  
 A. A. Pappas (PA Ents. Inc.).  
 Fred Parker.  
 Peter Paul (The Concert House Inc.).  
 John Pearson (Cavern Sound Corp.).  
 George & Raymond Peck (Kiderian Recs. Prod'ns Corp.).  
 Michael & William Penyak (George Clements Prod'ns).  
 A. R. Perkins (Perkins Rec'g Prod'ns).  
 Howard Perkins (Tan-Lan Ents.).  
 J. Nicholas Perls (Yellow Bee Prod'ns Inc.).  
 Don Perry.  
 Norman Petty.  
 John F. Philipps (Betancourt Ents.).  
 James C. Phillips (Music City Prod'ns).  
 J. C. Phillip (Chicory Prod'ns).  
 Frank T. Pingatore (Pingatore Entertainment Inds.).  
 Cliff Plagman (Iowa Great Lakes Rec'g Co. Inc.).  
 Lee Pockriss (Van Pok Rec'g Corp.).  
 Alan Posniak (Target Prod'ns Inc.).  
 Richard D. Powell (Athena Recs. Inc.).  
 Jesse G. Principato (Funtown Prod'ns).  
 Jerry Puckett (Malaco Prod'ns).  
 G. W. Purcell (GWP Prod'ns).

Q

Wardell Quezergue (Malaco Prod'ns).

R

Ron Radom (Ron Ray Assocs.).  
 Louis Ragland (Way-Out Rec'g Ents.).  
 Floyd M. & Tim Ramsey (Audio Rec'rs Prod'ns).  
 James Rease (B&B Prod'ns).  
 John Reynolds (Sound City Rec. Co.).  
 John Richbourg (JR Ents.).  
 Mel Rich (SAM Prod'ns).  
 Roy Rifkind (Guardian Prod'ns Inc.).  
 J. Ritchie (Gadzooks Inc.).  
 Gene Rittall (Critique Rec. Prod'ns).  
 Tom Rizzi (Memnon Prod'ns).  
 Dee Robb (Way-Out Rec'g Ents.).  
 Larry Roberts (Kranz Martokian).  
 Phil Roberts Jr. (Midwestern Sound Prod'ns).  
 Earl W. Robinson (Tan-Lan Ents.).  
 Paul Robinson (GWP Prod'ns).  
 Tony Roccia (S&R Prod'ns).  
 Rey Rodriguez (RCP).  
 Jimmie Rogers.  
 Larry Rogers (Lyn-Lou Music Inc.).  
 Roger Romano (Horizon Recs. Corp.).  
 Raoul Ronson (Ulsyra Prod'ns).  
 Burt Rosenberg (Sound Innovations).  
 Gene Rosenthal (Adelphi Ents.).  
 Brian Ross (Brian Ross Prod'ns).  
 Brian Ross (Golden State Rec'rs Inc.).  
 John Ross (Etcetera Rec. Org. Inc.).  
 Kelli G. Ross (Alouette Prod'ns Inc.).  
 David Rubinson (Fillmore Corp.).  
 Bill Rucker.  
 E. R. Russell (Talun Prod'ns).  
 Vern Ruvalds (International Rec'g Co. Inc.).

Jack Sager (Disc Dists. Inc.).  
 Loren Saifer (Nico Prod'ns Inc.).  
 Sal Salvador (SAM Prod'ns).  
 Jerry Samuels (Japalana Prod'ns).  
 Donnie Sanders (Talun Prod'ns).  
 Ray Sanders (Sanders & Williams Prod'n Co.).  
 Dave Sandler (R-Jay Ents. Inc.).  
 Steve Sandler (Mr. S Prod'ns).  
 Kenneth Sawyer.  
 Kermit Schafer.  
 Gary Schaffer (Bob Harris Inc.).  
 Bob Schiff (Dunwich Prod'ns Ltd.).  
 Al Schmitt (Schmitt-Douglas Corp.).  
 Milt Schnapf (Majic-L Prod'ns).  
 Aaron & Abby Schroeder (Past, Present & Future).  
 Leonard Schwab.  
 Amy & Neil Schwartz (Ylon Prod'ns).  
 Paul A. Scoggins (Bilmac Prod'ns).  
 James Scott Sr.  
 James & Linda Seagrave (The Sound Cellar).  
 Stan Seale (Nico Prod'ns Inc.).  
 Larry Sealfon.  
 Walter Sear (Sear Electronic Music Prod'ns Inc.).  
 Marshall E. Sehorn (Tou-Sea Rec. Prod'rs).  
 Tom Sellers (John Madara Ents. Ltd.).  
 C. M. Semerak (RMS Prod'ns).  
 Jay Senter (Etcetera Rec. Org. Inc.).  
 Morton & Ron Shaab (Fifth Ave. Prod'ns Inc.).  
 Sy Shaffer.  
 Mickey Shapiro (Gulf Pacific Inds.).  
 Ted Shaw (Greenwich Aristocratic Inc.).  
 Don D. Sheets (Delmarti Recs.).  
 Earl Sheffield (Sheffield-Cusimano Prod'ns).  
 Garry Sherman (Sherman & Kahan Assocs.).  
 Troy Shondell (Cliff Ayers Prod'ns).  
 Eddie & Johnny Shuler (Goldband Rec'g Corp.).  
 John F. Shur (Shur Prod'ns).  
 Peter K. Siegel (Burmese Recs. Inc.).  
 Ed Silvers (Snuff Garrett Prod'ns).  
 Richard Simon (MBA Music Inc.).  
 Sandy Sina (Jaysina Ents. Inc.).  
 Gary Sizemore (Smar-T Prod'ns).  
 Frank Slay (Chicory Prod'ns).  
 Rod Smarr (Jeff Brannon Prod'ns).  
 Anthony A. Smelgus (Accent Sound Ltd.).  
 Al Smith (Torrid Prod'ns).  
 Floyd & Gene Smith (GBS Prod'ns).  
 Ray Smith (D-R Prod'ns).  
 Terry Smith (Douglas Lyon & Assocs.).  
 Vaughn Smith (Courier-Empire Rec'g Ents.).  
 Gene Snyder (Joni Agency Inc.).  
 Sidney Sodos (Target Prod'ns Inc.).  
 Charles M., Johnathan K. & Josephine K. Solak (Creative Artists).  
 Richard Solomon (Tema Prod'ns Inc.).  
 Ric Sorgel (Buzzard Prod'ns).  
 Gary Soufarapis.  
 Hal Southern.  
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 Steve Sperry (Dick Marx Prod'n Group Inc.).  
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 David Spinozza (Spice Prod'ns Inc.).  
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 Hoyt Sullivan (Dave Mathes Prod'ns).  
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U

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- Affiliates:** Lawrence Brett Music (BMI), Alan Craig (ASCAP), Perri Nina (BMI).
- A M C Inc. (ASCAP), see BRS.
- A-M Music Corp. (ASCAP), see Chappell.
- A P Publ'g (ASCAP), see PA.
- A T M Music (ASCAP), see Itasca.
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- Abingdon Press, div. of Methodist Publ'g House, 201 Eighth Ave. S., Nashville, Tenn. 37202. Tel: (615) 242-1621. Mgr.: Thomas E. Carpenter.
- Abkco Inds. Inc., 1700 Broadway, New York, N.Y. 10019. Tel: (212) 582-5533. VP: Joel Silver.
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- Acacia Ents. Inc. (ASCAP), 300 W. 55 St., New York, N.Y. 10019. Tel: (212) 247-2272.
- Accadia Music Co. (ASCAP), 9962½ Durant Dr., Beverly Hills, Calif. 90212. Tel: (213) 277-8383. Owner: Lou Herscher; Exec. Mgr.: Mary Herscher.
- Affiliate:** Bryn Mawr Music Co. (ASCAP).
- Int'l reps.:** Australia (J. Albert), Japan (Toshiba), Mexico (Campei), Sweden (Cupol), UK (Cyril Shayne).
- Accent Inc. (SESAC), see Singspiration.
- Acclaim Music Inc. (BMI), see Jim Reeves.
- Accretive Copyrights (ASCAP), see Accumulated Copyrights.
- Accumulated Copyrights Inc. (BMI), div. of Solar R Inc., 6277 Selma Ave., Hollywood, Calif. 90028. Tel: (213) 467-3504. Pres.: Doug Moody; VP: Wally Moody.
- Affiliates:** Accretive Copyrights (ASCAP), Clock, Mystic, Solar R Inc.
- Ace Publ'g Co. (BMI), 203 W. Capitol St., Jackson, Miss. 39205. Tel: (601) 355-3054. Pres. & Gen. Mgr.: John Vincent.
- Acorn Music Corp. (BMI), see TRO.
- Acropolis Publ'ns (BMI), 815 16 Ave. S., Nashville, Tenn. 37203. Tel: (615) 255-6535. Pres.: Benny Joy.
- Active Music (ASCAP), 3170 SW Eighth St., C 315, Miami, Fla. 33135. Owner: Jack A. Curry.
- Act Three Music Inc. (BMI), see MRC.
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- Acuff-Rose Publ'ns Inc. (BMI), 2510 Franklin Rd., Nashville, Tenn. 37204. Tel: (615) 297-8591. Pres.: Wesley H. Rose; Gen. Mgr.: Bob McCluskey.
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- Adkins Music (BMI), 7527 Juler Ave., Cincinnati, Ohio 45243. Tel: (513) 561-7818. Cable: AD-CORECS. Pres.: Jack Adkins.
- Admiration Music Inc. (BMI), see Brunswick.
- Adnerb Music Inc. (BMI), see Lee-Wayne.
- Adrienne Music Co. (ASCAP), see Hengine.
- Advanced Music Corp. (ASCAP), see Warner Bros.
- Affgot (ASCAP), see Bleu Disque.
- Affiliated (BMI), see Hill & Range.
- African Plum (BMI), c/o Berger & Schultz, 10680 W. Pico Blvd., Los Angeles, Calif. 90064. Tel: (213) 837-8001. Pres.: James Bond.
- Affiliate:** 007 Music Inc. (ASCAP).
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- After Music (BMI), see Mike Curb.
- Aguila Publ'g Co. (BMI), 2609 NW 36 St., Oklahoma City, Okla. 73112. Tel: (405) 942-0462. Gen. Mgr.: Bobby Boyd.
- Affiliate:** Knob Hill Publ'g Co. (BMI).
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- Fred Ahlert Music Corp. (ASCAP), 527 Madison Ave., New York, N.Y. 10022. Tel: (212) PL 9-3860. Mgr.: Fred Ahlert.
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- Affiliates:** Ahlert-Burke Corp. (ASCAP), Blue Seas Music Inc. (ASCAP), Fairlight Music Co. Inc. (BMI), Jac (ASCAP), Knollwood Music Corp. (ASCAP), Manacor Music Co. Inc. (ASCAP), Maplewood (ASCAP), Sanson-Antobal (ASCAP), Thursday Music Corp. (BMI).
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- Al-Bo Music Co. (ASCAP) PO Box 108, Hartsdale, N.Y. 10530. Tel: (914) 949-1135. Mgr.: Joe Bollon.
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- Alexis Music Inc. (ASCAP), 5750 Melrose, Hollywood, Calif. 90038. Tel: (213) 463-2353. Pres. & Gen. Prof. Mgr.: Lee Magid.
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- Alfred Music Co. Inc. (ASCAP), 75 Channel Dr., Port Washington, N.Y. 11050. Tel: (516) 883-8860. Pres.: Morton Manus; VP: Arnold Rosen.
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- Algee Music Corp. (BMI), see Al Gallico.
- Algrove Music Co. (ASCAP), see B&G.
- Aliki Music Publ'g (BMI), 1510 Palm Ave. SW, Seattle, Wash. 98116. Tel: (206) WE 2-0084. Pres.: Don Castagna; Gen. Mgr.: Mary Louise Castagna.
- Allied Artists Music Co. Inc. (ASCAP), 15 Columbus Circle, New York, N.Y. 10023. Pres.: Carl Prager.
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- Allroads Music (BMI), Trail 80 Motel, Mineola, Tex. 75773. Tel: (214) 569-3040.
- Ally Music Inc. (BMI), see Tree.
- Almanac Music Inc. (ASCAP), see TRO.
- Almitra Music Co. Inc. (ASCAP), 1697 Broadway, New York, N.Y. 10019. Tel: (212) 265-6914/7053. Pres.: Arthur W. Dedrick; Gen. Mgr.: Seth London. (Licensed through: Publishers' Licensing Corp., 40 W. 55 St., New York, N.Y. 10019. Tel: (212) 581-7970. Cable: TABAKURN. Telex: 224128. Contact: Philip S. Kurnit.)
- Branch:** Delevan, N.Y., Grove & Main Sts. Zip: 14042. Tel: (716) 492-1254.
- Affiliates:** Dedrick Bros. Music Co. (ASCAP), Kendor (SESAC).
- Almo Music Corp. (ASCAP), see Rondor. (SEE ADVERTISEMENT)
- Alob Music (BMI), see Trident.
- Aloha, see Burdge.
- Alouette Music Publ'g Co. (BMI), 6565 Sunset Blvd., Room 120, Hollywood, Calif. 90028. Tel: (213) 465-2911. Owner: Ilene Landy; Gen. Prof. Mgr.: Red Steagall.
- Alouette Prod'ns Inc., 1650 Broadway, Rm. 1002, New York, N.Y. 10019. Tel: (212) 246-7134. Pres.: Kelli Ross; Gen. Prof. Mgr.: Art Wayne.
- Affiliates:** Andalusian Music Co. Inc. (ASCAP), Bonjour Music Inc. (ASCAP), Bonus Music (BMI), Buffee Music Inc. (BMI), Dialogue Music Inc. (BMI), Earth Music Inc. (BMI), Enchanted Music Co. Inc. (ASCAP), Josco Music Co. Inc. (BMI), Lesgor Music Inc. (BMI), Love Songs (BMI), Modo Music (BMI), Pawnbroker Music Corp. (ASCAP), Petsilas Publ'g Co. (BMI), Revolution Music Ltd. (ASCAP), Rock & Roll Music (BMI), Sandy Lane Music (ASCAP), Sheenfeen Music Co. Inc. (ASCAP), Tapestry Music Inc. (BMI), Tattersall Music Co. (BMI), Twill Music (ASCAP).
- Alpane Music Co. Inc. (ASCAP), see Copyright Serv. Bureau.
- Alpeg Editions, see C. F. Peters.
- Alpep Music Inc. (ASCAP), see Hut.
- Alpha Film Music (BMI), see Alpha Music.
- Alpha Music Inc. (BMI), 501 Madison Ave., New York, N.Y. 10022. Tel: (212) PL 3-3234. Pres.: Louis Nurko; VP: A. Vander Molen.
- Affiliate:** Alpha Film Music (BMI).
- Int'l reps.:** UK (Bosworth & Co. Ltd.)
- Int'l firms represented:** Bosworth & Co. Ltd. (UK).
- Alpha Phi Music (BMI), see Mietus Copyright Mgmt.
- Alrac Music (BMI), see Copyright Serv. Bureau.
- Alstein Music Publ'rs, 1321 S. Michigan Ave., Chicago, Ill. 60605. Tel: (312) 939-7215. Pres.: Al Smith.
- Alsy Palsy Music (BMI), see Mike Curb.
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- Alvera Publ'g Co. (BMI), PO Box 9304, Tulsa, Okla. 74107. Tel: (918) 747-4910. Pres. & Gen. Mgr.: Al Clauser; Gen. Prof. Mgr.: Vera Clauser.
- Amak Music Co. (ASCAP), see Daje.
- Amber-Dee Publ'rs, PO Box 11372, Portland, Ore. 97211. Tel: (503) AT 1-4779. Exec. Prod'r: Norm Alexander.
- Branch:** Los Angeles, Calif., 3800 S. Van Ness. Zip: 90018.
- Amberson Ents. Inc. (ASCAP), see G. Schirmer.
- Ambet Music Co. (BMI), 2750 W. Osborn Rd., Phoenix, Ariz. 85017. Tel: (602) 252-7134. Owners: Frank Woods, Roger Jones.
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- American Academy of Music Inc. (ASCAP), see Belwin-Mills.
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- Affiliate:** Composers Facsimile Edition (BMI).
- American-Hawaiian Music, see Burdge.
- American Metropolitan Ents. Ltd. (BMI), 135 W. 50 St., New York, N.Y. 10020. Tel: (212) PL 7-7178.
- Home office:** Canada.
- Affiliates:** Edward Arthur Music Publ'g Corp. (BMI), Berkshire Music Inc. (BMI), Broadway Music Corp. (ASCAP), Drury Lane Music Corp. (BMI), Edwards Music Co. Inc. (ASCAP), Glenbrook Music Corp. (ASCAP), Jay Boy Music Corp. (BMI), Edward Kassner Music Co. Inc. (ASCAP), Kingsley Music Corp. (ASCAP), Kryder Music Corp. (BMI), Marian Music Corp. (ASCAP), Myers Music Inc. (ASCAP), Piccadilly Music Corp. (BMI), Pinelawn Music Publ'g Co. Inc. (BMI), Rush Music Corp. (BMI), Saxon Music Corp. (BMI), Peter Schaeffers Music Corp. (BMI), Select Music Inc. (ASCAP), Sid-Lee Music Corp. (BMI), Larry Spier (Canada) Ltd., Syndicate Music Inc. (ASCAP), Tideland Music Publ'g Corp. (BMI), Town & Country Music Inc. (BMI), Tray Music Corp. (ASCAP), David Wilkes Music Corp. (BMI).
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Barton Music Corp. (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. Zip: 90069.  
Affiliates: Ding Dong Music Corp. (BMI), Maraville Music Corp. (ASCAP), Midwood Music Corp. (BMI), Ritchie Music Co. Inc. (ASCAP), Saga Music Corp. (ASCAP), San Dino Music Corp. (ASCAP), Sands Music Corp. (ASCAP), Sinatra Songs (ASCAP), Stanwood Music Corp. (ASCAP).

Barwin Music Co. Inc. (ASCAP), see Edwin H. Morris.  
Basic-Wheeling Music (BMI), Capitol Music Hall, Wheeling, W. Va. 26003. Tel: (304) 232-1170. Gen. Mgr.: Quentin Reed Welty.  
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Beasley & Barker Music Publ'ns (BMI), PO Box 48, Pensacola, Fla. 32502. Tel: (615) 432-6773. Pres.: L. Beasley.

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Branches: New York, N.Y., 1650 Broadway. Zip: 10019. Tel: (212) 247-1455. Gen. Prof. Mgr.: Jerry Simon-Nashville, Tenn., 1014 17 Ave. S. Zip: 37212. Tel: (615) 244-2789. Gen. Prof. Mgr.: Buddy Mize. Affiliates: Airfield Music (BMI), Bornwin (BMI), Bradshaw Music (BMI), Capitol Music Corp. (ASCAP), Central Songs (BMI), Century Songs Inc. (BMI), Free-way Music Corp. (BMI), Johnstone-Monteil (BMI), Rock Music (BMI), Snyder Music (ASCAP), Vanguard Songs (BMI).

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Holly Bee Music Co. (BMI), 1883 Manville Dr., Atlanta, Ga. 30341. Tel: (404) 458-2639. Mgr.: Johnny Bee.

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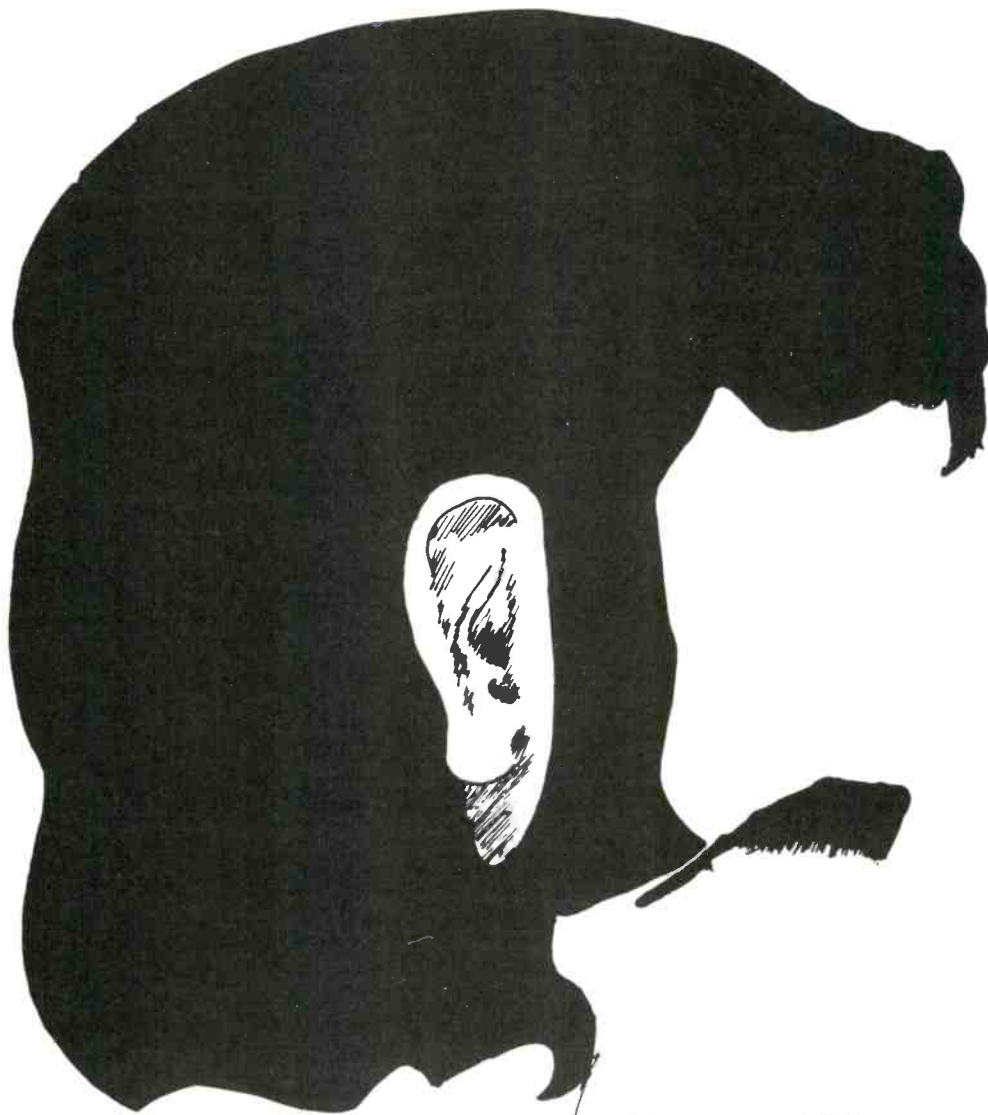
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**Affiliate:** Portilla Music Corp. (ASCAP).

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Grob Music Co. (ASCAP), see Chappell.

Grocalla Ents. (BMI), see Big Seven.

Groovesville Music Inc. (BMI), see Copyright Serv. Bureau.

Grossboy Music (BMI), see Fillmore

Grosvenor House Music (ASCAP), PO Box 1563, Hollywood, Calif. 90028. Tel: (213) 654-6366. Pres.: Art Benson.

**Affiliate:** Star Tunes Music (BMI).

**Int'l rep.:** Worldwide (Robbins, Feist & Miller).

Group 88 Music (ASCAP), PO Box 8190, 60 Universal City Plaza, Universal City, Calif. 91608. Tel: (213) 787-3344. Cable: SAENZ-NORTHOLLYWOOD. Owner: Carlos Saenz.

**Int'l branch:** Brazil (Cannes Ed. Musical).

**Affiliate:** Osito Music Publ'g (BMI).

Growth Music (BMI), see LF.

Guard Music (BMI), see Kulka.

Guitar Music Inc. (BMI), see Ivan Mogull.

Gulf Music (BMI), see Soundville.

Gulfstream Music Publ'g Co. (ASCAP), 5614 Taylor St., Hollywood, Fla. 33021. Tel: (305) YU 3-6082. Pres.: Vincent Fiorino.

Gwen Music Co. (ASCAP), see Stacy.

Gyrus Music Corp. (ASCAP), see Big Seven.

H

H & L Music Corp. (BMI), see Avco Embassy.

H I A Publ'g Inc. (ASCAP), see Holiday Inn.

H O R O H R Publ'g Co. (BMI), PO Box 653, Nashville, Tenn. 37202. Tel: (615) 244-6160. Gen. Mgr.: Col. Dave Mathes.

**Branch:** Greenwood, S.C., PO Box 1095. Zip: 39601. Pres.: Hoyt Sullivan.

Halftime Publ'g Co. (BMI), 107 N. Cumberland, Sheridan, Ark. 72150. Tel: (501) 942-2761. Partners: Dalton Edwards, Elton Mitchell.

Halkay Music Co. (BMI), see Mietus Copyright Mgmt.

Hall-Clement Publ'ns Inc. (BMI), PO Box 1026, 3100 Belmont Blvd., Nashville, Tenn. 37202. Tel: (615) 269-3491. Gen. Mgr.: William G. Hall.

**Affiliates:** Big Bopper Music Co. (BMI), Dixiana Publ'g Co. (BMI), Hall-Clement Publ'g Co. (BMI), Jack & Bill Music Co. (ASCAP), Nash-Beau Music Co. (BMI).

Jim Hall Music (BMI), 706 S. First St., Norfolk, Neb. 68701.

Hall of Fame Music Co. (BMI), Box 921, Beverly Hills, Calif. 90213. Tel: (213) 276-2726. Pres.: Oliver Berliner.

**Branch:** New York, N.Y., Box 386, Ansonia Sta. Zip: 10023. Tel: (212) 799-3148. Gen. Mgr.: Belisario Lopez.

**Affiliate:** Gramophone Music Co. (ASCAP).

**Int'l firms represented:** Brambila (Mexico), Campe (Mexico), Hnos. Marquez (Mexico), Musicabana (Cuba), Vicari (Venezuela).

**Int'l reps.:** Asia & Europe (Edwin H. Morris/Chappell), Mexico (Brambila), South America (EUSA in Peru).

Halltree Publ'g Co. (BMI), 113 Garfield Ave., Evansville, Ind. 47710. Tel: (812) 425-8195. Owner: H. G. Hatt.

Halnat Publ'g Co. (BMI), 1632 Central Pkwy., Cincinnati, Ohio 45210. Tel: (513) 381-6580. Pres.: Saul Halper. Gen. Mgr.: Fred A. Halper.

**Affiliate:** Avenue Publ'g Co. Inc. (BMI).

Halnick Music (BMI), Rt. 2, Talbott, Tenn. 37877. Pres. & Gen. Mgr.: Hal R. McGaha.

Halseon Music Inc. (ASCAP), see Mietus Copyright Mgmt.

Halsey Music Inc. (ASCAP), see Mietus Copyright Mgmt.

Hampshire House Publ'g Corp. (ASCAP), see TRO.

Hanbo Music (BMI), see Cadenza.

Hancock Music Co. (BMI), 8732 Sunset Blvd., Suite 600, Los Angeles, Calif. 90069. Tel: (213) 652-9810. Gen. Mgr.: Lee Weisel.

**Branch:** New York, N.Y., 202 Riverside Dr., Rm. 3H. Zip: 10025. Tel: (212) 749-0900. Gen. Mgr.: Herbert J. Hancock.

Handsome Music Publ'g Co. (BMI), 9000 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 278-8200. Gen. Mgr.: Kurt Diemel.

Hankbee Music Co. (BMI), 1619 Broadway, Rm. 503, New York, N.Y. 10019. Tel: (212) PL 7-2695. Gen. Mgr.: Henry Boye.

Hankosbo Music (BMI), div. of Allen Prod'ns, PO Drawer F, Vidalia, Ga. 30474. Tel: (912) 537-3311/4468. Pres.: Ossie L. Allen.

Hank's Music Inc. (BMI), see Hill & Range Songs.

Charles H. Hansen Music Corp. (ASCAP), see Copyright Serv. Bureau.

Hap Music Inc. (ASCAP), 145 Waverly Pl., New York, N.Y. 10014. Tel: (212) ALS-7945. Cable: HAPMUSIC. Pres.: Howard Plummer.

Happiness Music Corp. (ASCAP), 9428 Manor Rd., Leawood, Kan. 66206. Pres.: Betty Blasco; Gen. Mgr.: E. J. Sacco.

**Affiliate:** Midland Music Co. (BMI).

Happy Medium Music Corp. (BMI), see Lissauer.

Har-Bock Music Co. (BMI), see United Artists.

Harborn Music Inc. (BMI), see Bourne.

Hardtack Music Co. Inc. (BMI), 812 16 Ave. S., Nashville, Tenn. 37203. Tel: (615) 244-8978. Pres.: Bobby Bobo.

Hargail Music Press (ASCAP), 28 W. 38 St., New York, N.Y. 10018. Tel: (212) CI 5-7246. Cable: HARGAILMUS. Pres.: Harold Newman.

**Int'l firms represented:** Aulos (Japan), Baerenreiter Verlag (Germany), Fidula Verlag (Germany), Harvard (Japan), Kueng (Switzerland), Ed. Melodie (Switzerland).

**Int'l rep.:** UK (A. A. Kalmus).

Harmonia Edition (BMI), see C. F. Peters.

T. B. Harms Co. (ASCAP), 2444 Wilshire Blvd., Santa Monica, Calif. 90403. Tel: (213) 870-7076, 828-3465. 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:** Bibo Music Publ'rs Inc. (ASCAP), Champagne Music Corp. (ASCAP), Vogue Music Inc. (BMI), Harry Von Tilzer Music Publ'g Co. (ASCAP). (SEE ADVERTISEMENT)

Harms Inc. (ASCAP), see Warner Bros.

Harral Music (ASCAP), see Amestoy.

Harp Music (ASCAP). Gen. Mgr.: John Walker. See Fillmore.

Charles K. Harris Music Publ'g Co. Inc. (ASCAP), see Southern Music Publ'g.

Harrisons Music Inc. (BMI), see Abkco.

Harrison Music Corp. (ASCAP), see Larry Shayne.

Hartfordite Publ'g Co. (BMI), 7 S. Main St., West Hartford, Conn. Tel: (203) 236-4439. Contacts: Irv Jeffries, Merrill Doucette.

Alan Hartwell Music (BMI), see Sylvia.

Harvard Music Inc. (BMI), see Ivan Mogull.

Harwin Music Corp. (ASCAP), see Edwin H. Morris.

Hastings Music Corp. (BMI), see The Big 3.

Hatful O'Tunes (BMI), PO Box 1303, Madison, Wis. 53701. Tel: (608) 256-1670. Pres.: D. A. Olson.

Hauge, 434 49 St., Oakland, Calif. 94609. Tel: (415) 652-5308. Pres.: Norman Hauge.

Havenhurst Music (ASCAP), see Amestoy.

Hawaiian-American Music, see Burdge.

Hawaiian Rec'g & Publ'g Co. Inc. (ASCAP), PO Box 2061, 910 Alakea St., Honolulu, Hawaii 96805. Tel: (808) 536-1124. Pres. & Gen. Mgr.: Eaton Magoon Jr.; Gen. Prof. Mgr.: Jack Law.

Hawaii Music Co. Inc. (BMI), see MCA.

Hawkes & Sons (ASCAP), see Boosey & Hawkes.

Edwin R. Hawkins Music Co. (ASCAP), see Kama Sutra.

Haymarket Music Corp. (BMI), see Larry Shayne.

Lee Hazlewood Music Corp. (ASCAP), 1501 Broadway, Suite 406, New York, N.Y. 10022. Tel: (212) 759-7500.

Headliner Stars (ASCAP), PO Box 411, San Fernando, Calif. 91341. Tel: (213) 346-3333. Pres.: Sherree Scott; Gen. Mgr.: Virginia Scott.

Headline Publ'g Co. (BMI), 734 E. Fifth, Ada, Okla. 74820. Tel: (405) 332-8081. Pres.: Haskell Cooley.

Heads Up Music Publ'g Co. (BMI), PO Box 1832, 754 Dalzell St., Shreveport, La. 71102. Tel: (318) 422-7376. Partners: Dick Martin, H. G. DesMarais.

**Affiliate:** Jonmar Music Publ'g Co. (BMI).

Heart of the Hills Publ'g Co. (BMI), see Silver Lake.

Heart Warming Music Co. (BMI), see John T. Benson.

Heights (BMI), 4315 University Ave. N.E. Minneapolis, Minn. 55421. Tel: (612) 788-2895. Pres.: Ron Gary; VP: F. Herman Halfmann.

Helios Music Corp. (BMI), 1619 Broadway, Rm. 604, New York, N.Y. 10019. Tel: (212) LT 1-0280. Pres.: Claus Ogerman.

**Affiliates:** Glamorous Music Inc. (ASCAP), Monasape Music Inc. (BMI).

**Int'l firm represented:** Ebony Musikverlag (Germany).

**Int'l rep.:** Germany (Ebony).

Hello There! Music (ASCAP), see Mr. Bones.

Hendon Music (BMI), see Lyra.

James Hendrix Music Publ'rs (ASCAP), PO Box 1368, Nashville, Tenn. 37202. Tel: (615) 255-1479. Pres.: James Hendrix.

**Affiliates:** Grawick (BMI), Mester (BMI).

Hengine Music Publ'rs Inc. (ASCAP), 25 Central Park West, New York, N.Y. 10023. Tel: (212) 765-1180. Pres. & Gen. Mgr.: Henri W. Gine; Gen.



Prof. Mgr.: Bert Mann.  
 Affiliate: Adrienne Music Co. (ASCAP).  
 Henmar Press (ASCAP), see C. F. Peters.  
 Heno Publ'g Co. (BMI), 8959 S. Oglesby Ave., Chicago, Ill. 60617. Tel: (312) 375-4276. Pres.: Oscar Jackson; Gen. Prof. Mgr.: Armond Jump Jackson.  
 Ray Herbert Music (BMI). Prof. Mgr.: H. Ostrow. See Herbert Ray Ostrow.  
 Heritage Music Press (ASCAP), see Lorenz.  
 Heritage Music Publ'ns Inc. (SESAC), see Ashley.  
 Herlinda Music Publ'g (BMI), 1338 E. 48 St., Los Angeles, Calif. 90011. Tel: (213) 231-9708. Owner: Herman C. Allen.  
 Herman Music Inc. (ASCAP), see Fiesta.  
 Heuwekemeijer Chamber Music (ASCAP), see C. F. Peters.  
 Hickory Hollow Music (BMI), PO Box 215, Gallatin, Tenn. 37066.  
 Hi-Cue Prod'ns Inc. (ASCAP), see Mietus Copyright Mgmt.  
 Hi-Fi Songs (BMI), see Tim Gayle Songs.  
 Highgate Press (BMI), see Galaxy.  
 Highlight (BMI), see Top-Hit.  
 High-Mass Prod'ns Inc. (BMI), see Copyright Serv. Bureau.  
 Highwood Music Corp. (BMI), see MCA.  
 Hi-Life Music Inc. (ASCAP), see New Life.  
 Hill & Range Songs Inc. (BMI), 241 W. 72 St., New York, N.Y. 10023. Tel: (212) 724-9500. Cable: HILLSONGS.  
 Affiliates: Aberbach (BMI), Affiliated (BMI), Alamo Music Inc. (ASCAP), Anne-Rachel Music Corp. (ASCAP), Ark-La-Tex Publ'g Co. (BMI), Atzal Music Inc. (BMI), Bennie Benjamin Music Inc. (ASCAP), Bigtop Recs. Inc. (BMI), Brenner Music Inc. (BMI), Brittany Music Inc. (BMI), Charles N. Daniels Inc. (ASCAP), Dolfi Music Inc. (ASCAP), Flamingo Music Inc. (ASCAP), Galli Music Corp. (ASCAP), Gladys Music Inc. (ASCAP), Gretbert Music Corp. (BMI), Hank's Music Inc. (BMI), Home Folks (BMI), Charles Emmerich Kalman Inc. (ASCAP), Kentucky (BMI), Noma Music Inc. (BMI), Plan Two Music Inc. (ASCAP), Elvis Presley Music Inc. (BMI), Progressive Music Publ'g Co. (BMI), Quintet Music Inc. (BMI), Rio Grande (BMI), Rosarita Music Inc. (ASCAP), Rumbalero Music (BMI), St. Louis Music Corp. (BMI), Second Music Publ'g Co. Inc. (ASCAP), Semprini Music Inc. (BMI), Show Music Publ'g Co. Inc. (BMI), Sigma Music Inc. (ASCAP), Slamina Music Inc. (BMI), Hank Snow Music Inc. (BMI), Ernest Tubb Music (BMI), Bob Wills (BMI).  
 Hillbrow (ASCAP), see Kenwood.  
 Hillgreen Music (BMI), see Folklore Music.  
 Mary Hill Music (BMI), 8809-11 Rising Sun Ave., Philadelphia, Pa. 19115. Tel: (215) 676-7469.

Pres.: Mary Virtue; Gen. Mgr.: Frank Virtue.  
 Hillsboro Music Inc. (BMI), see Belle Meade.  
 Hinky Dink Music Co. (ASCAP), see Bob-Cor.  
 Hinrichsen Edition (BMI), see C. F. Peters.  
 Hip Hill Music (BMI), PO Box 3694, Nashville, Tenn. 37217. Tel: (615) 889-5575. Pres.: Mira Ann Smith; Gen. Mgr.: Margaret Lewis.  
 Branch: Shreveport, La., PO Box 3268. Zip: 71103. Gen. Mgr.: A. Alton Warwick.  
 Hittsburgh Music Co. (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 & Nob Music Publ'rs (BMI), 158 W. 15 St., Suite 2D, New York, N.Y. 10011. Tel: (212) AL 5-7214. Gen. Mgr.: LeRoy De Gregory.  
 Int'l rep.: Germany (Belmont).  
 Hob Music Co. (BMI), see B&B.  
 Leonard Hodes Group, 1780 Broadway, New York, N.Y. 10019. Tel: (516) 922-4620. Cable: LEN-HODES. Contact: Leonard Hodes.  
 Affiliates: Concertone Songs Inc. (ASCAP), Spectorious Music Corp. (BMI).  
 R. A. Hodge, c/o Hodge, Green & Zweig, 916 Kearny St., San Francisco, Calif. 94133. Tel: (415) 391-4010.  
 Administered companies: Gambol Music (ASCAP), Ohio River Valley Songs (BMI), Sailor Music (ASCAP), Skhy Blue Music (ASCAP), Steamboat Gothic Inc. (ASCAP).  
 Hodolog Music (BMI), PO Box 3233, Berkeley, Calif. 94703. Tel: (415) 525-5870. Mgr.: Ed Denson.  
 Int'l rep.: UK (Apple Corp.).  
 Holiday Inn Music Inc. (BMI), 3796 Lamar Ave., Holiday City Sta., Memphis, Tenn. 38118. Tel: (901) 362-4231, 527-2614. Pres.: B. B. Cunningham Sr.; Nat'l Sales & Promo.: Joseph Gray.  
 Affiliate: HIA Publ'g Inc. (ASCAP).  
 Jack Holland Prod'ns (ASCAP), 56 W. 45 St., New York, N.Y. 10036. Tel: (212) 972-1450. Pres.: Jack Holland.  
 Hollis Music Inc. (BMI), see TRO.  
 Hollywood Songs (ASCAP), see Sam Fox.  
 Holyoke Music (BMI), 377 Walnut St. Ext. Agawam, Mass 01001. Tel: (413) 736-0693. Gen. Mgr.: Walter J. Gonet Jr.  
 Branch: Holyoke, Mass., PO Box 732. Zip: 01040.  
 Affiliate: Walnut (BMI).  
 Hombre Music Co. (BMI), see Viva.  
 Home Folks (BMI), see Hill & Range.  
 Charles W. Homeyer & Co. (ASCAP), see Carl Fischer.  
 Honeycomb Music Inc. (ASCAP), 9220 Sunset Blvd., Suite 224, Los Angeles, Calif. 90069. Tel: (213) 273-3060. Mgrs.: Ray Harris, Seymour Heller.  
 Hookah Publ'g Co. (BMI), see Spite-N-Dival.

Hookshot Music (BMI), 3435 Hennepin Ave. S., Minneapolis, Minn. 55408. Tel: (612) 823-7366. Owner: Harley Toberman.  
 Hoover Publ'g Co. (ASCAP), see Vault.  
 Hope Publ'g Co. (ASCAP), 5707 W. Lake, Chicago, Ill. 60644. Tel: (312) CO 1-3021. Pres.: G. H. Shorney.  
 Horizon Music Co. (BMI), 1619 Broadway, New York, N.Y. 10019. Tel: (212) CI 7-2904. Pres.: R. Fisher.  
 Affiliate: The Songsellers (ASCAP).  
 Horn Publ'ns (BMI), see Diogenes.  
 Hornsby Music Co. (BMI), PO Box 7532, Houston, Tex. 77007. A&R Rep.: Ezzard Topps; Promo.: J. D. Horn.  
 Horttor Music Co. (BMI), 313 El Tejon Ave., Oildale, Bakersfield, Calif. 93308. Tel: (805) 399-9028. Owner: Robert L. Horttor.  
 Hot Chocolate Music Co. Ltd. (BMI), see JPB.  
 Hotis Music (BMI), c/o Irving Music Inc., 1416 N. La Brea, Hollywood, Calif. 90028.  
 Int'l rep.: Worldwide exclusive of USA & Canada (Rondor Music Inc. in USA).  
 Hot Shot (BMI), see Big Shot.  
 Hourglass Music (ASCAP), see Publishers' Licensing Corp.  
 House of Cash Inc. (BMI), PO Box 508, Hendersonville, Tenn. 37075. Tel: (615) 824-5110. Pres.: John R. Cash; Gen. Mgr.: Reba Hancock; Gen. Prof. Mgr.: Saul Holiff.  
 Affiliate: Song of Cash Inc. (ASCAP).  
 House of Hits (ASCAP), see Spiral.  
 House of Joseph (BMI), see Renhall.  
 House of Miracles (ASCAP), 170-30 130 Ave., Jamaica, N.Y. 11434. Tel: (212) 723-8776. Pres.: Tex Fenster.  
 House of Rock Music (BMI), 958 W. Edgemont Dr., San Bernardino, Calif. 92405. Tel: (714) 882-6796. Owners: Bill & Myral Bellman; Gen. Mgr.: Bill Bellman.  
 House of Soul Music Co. (BMI), c/o Metro Rec. Co., 1927 W. Grand Ave., Dayton, Ohio 45407. Tel: (513) 276-3022. Pres.: Charles E. Flax; VP: William Springer.  
 Affiliate: Excellence Music Co. Inc. (BMI).  
 Jack Howard Publ'g Inc. (BMI), see Arcade.  
 Huckleberry Music (BMI), 1680 N. Vine St., Hollywood, Calif. 90028. Tel: (213) 463-4195. Owner: Kenneth M. Sawyer.  
 Affiliate: Romik Music (ASCAP).  
 Huffman Publ'g Co. (BMI). Pres.: Joe Huffman. See Pleasant Ridge.  
 Humphries & Son Music (BMI), 3116 Drexel St., Shreveport, La. 71108. Tel: (318) 635-6905. Pres. & Gen. Mgr.: Dewitt C. Humphries.

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- Hurdy Gurdy (BMI), see Counterpart.
- Hurok Music Corp. (ASCAP), see Mike Curb.
- Husky Music Inc. (BMI). Pres.: Ferlin Husky. See Moss Rose.
- Hut Music Inc. (BMI), 2076 Union Ave., Memphis, Tenn. 38104. Tel: (901) 274-6674. Pres.: William B. Tanner Sr.; VP & Gen. Mgr.: Henry Tanner. Affiliates: Alpep Music Inc (ASCAP).
- I**
- I M C Publ'g Co. (ASCAP), 6430 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) 461-2855. Pres.: Leonard S. Poucher; Gen. Prof. Mgr.: Patricia Sheeran. Affiliates: J. J. Bolen (BMI), Creative Music (ASCAP), Diane-Lisa Music (ASCAP), JVP Music (ASCAP), Silver Shoe Music (ASCAP).
- Iberia Music Corp. (BMI), see Morro.
- Ichabod Music Co. (BMI), see Worthy.
- Ides Music (BMI), see Bob-Cor.
- Iffin Music (BMI), 216 Applewood Ln., Virginia Beach, Va. 23452. Tel: (703) 340-4582. Pres.: Heath Webb.
- Ignite Music (BMI), 308 W. Sixth St., Austin, Tex. 78701. Tel: (512) 477-4754. Pres.: Bruce H. Hooper; Gen. Mgr.: Richard Gemblert.
- Important Publ'ns (ASCAP), see Very Important.
- Impression Music (BMI), div. of Go Go Music Corp., 1595 Broadway, New York, N.Y. 10019. Tel: (212) 247-8883. Pres.: Gene L. Moretti.
- Inner-Glo Music Co. (BMI), 15 S. Washington St., Emporia, Kan. 66801. Tel: (316) DI 2-7769. Owner: Mrs. Nettie M. Dawson.
- In Sight Music Co. (BMI), see BC Ents. Ltd.
- Insurance Music (BMI), 2630 E. 75 St., Chicago, Ill. 60649. Tel: (312) 978-0990. Pres.: William C. Tyson.
- Integrity Music Corp. (ASCAP), 2 W. 46 St., New York, N.Y. 10036. Tel: (212) JU 6-5577. Pres.: Jack Wolf.
- Interlochen Series (ASCAP), see Crescendo.
- International Korwin Corp. (ASCAP), see Budd Granoff.
- International Pauline Corp. (ASCAP), see Budd Granoff.
- International Songs (BMI), see Tim Gayle.
- International Tunes (BMI), see Tim Gayle Songs.
- Intersong-USA Inc. (ASCAP), see Chappell.
- Interval Music (BMI), div. of Alan Lorber Prod'ns Inc., 15 W. 72 St., New York, N.Y. 10023. Tel: (212) 799-1005. Pres.: Alan Lorber; Gen. Prof. Mgr.: Robert Kalina.
- Invador Music (BMI), 6430 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) 461-4664. Pres.: Don Perry; Gen. Mgr.: Larry Adair. Affiliates: Susaper Music (ASCAP).
- Ione Press Inc. (BMI), see E. C. Schirmer.
- Ionian Music (BMI), 319 N. 85, Seattle, Wash. 98103. Tel: (206) 783-4200. Pres. & Gen. Mgr.: Roger Hyke.
- Irene Music Co. (BMI), see Elvitruie.
- Irman Music (BMI), Elmhurst Blvd. & Watres Dr., Scranton, Pa. 18510. Tel: (717) DI 7-8429. Pres. & Gen. Mgr.: Richard A. Plorkin.
- Irving Music Inc. (BMI), see Rondor. (SEE ADVERTISEMENT)
- Isalee Music Co. (BMI), see Mietus Copyright Mgmt.
- Ishmael Music Inc. (BMI), 8961 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 278-2266. Pres.: Ted Feigin; Gen. Mgr.: Lee Lasseff; Gen. Prof. Mgr.: Smokey Robberds. Affiliates: Pequod Music Inc. (ASCAP).
- Isonode Publ'g Co. (BMI), div. of Star Talent Ents. Inc., PO Box 6222, Elmwood Park Sta., Omaha, Neb. 68106. Tel: (402) 397-1988. Pres.: Jim Isaacson.
- Italian Book Corp. (ASCAP), 147 Mulberry St., New York, N. Y. 10013. Tel: (212) CC 6-8106. Pres.: Frank Tudisco.
- Int'l firms represented:** Acampora, Albano, Aldebaran, Allione, Amalfi, Amena (Galdieri), Ametiste, Aprilia, Argo, Argoss, Armonia, Aurora, Autori Associati, Amici Della Canzone, Balalaika, Barile Franco, Bixio CA, Bottega Ritmi e Melodie, Bideri, CLET, Campese, Canaria, Canta Pierrot, Cantanapoli (Leonardi), Capodanno, Capolono, Cappiello, Casa Musicale Napoletana, Casiroli, Ceccoli (Vedova), Cembalo, Cenacolo, Cioffi (Leonardi), Colomba, Conlonese, Conchiglia, Corsini, D'Angelo, D'Annibale, Dea, De Charny, Deva, Di Gianni, Dino, EMCD, EMI, Editrice Soc. Esat. Nap. Eguschia, Epifani, Eruzione, Esposito A., Falcocchio A., Falcocchio E., Festa, Forlivesi, Fragassi & Figli, Franchi (Casa Della Canzone), Gennarelli, Gesa, Giba, Gil, A (M. Testa), Glovinezza, Globo, Izzo R., Joli, La Canzone, La Canzone Partenopea, La Conzonetta, La Sirena, La Sorgente, La Canzone Napoletana (Anazzo), Marechiaro, Marcora, Mario E. A., Maffiello, Nabeda-Albora, Napoli, Napolitano, Nazionalmusic (E. A. Mario). Nobile, Novocento (900), Nufa, Nuova Italia, Nuova Italia Musicale, Odes, Palmieri, Panzetta, Pazzali, Peri-Aida-Dionisio, Piccola Vela, Pierrot, Posilip, Radiovox, Ragno, Rampoldi, Rendine, Rimi, Roma, Rosea, Ruggie, Russo F. M., Russo/Barile, SIME, Santa Lucia, Santilio, Santojanni, Saphox, Scapiogliata, Silvestri, Sirio, Sorrento, Stocchetti/Bertini, Stop, Tempo, Varieta' Salotto, Vesuvio, Vittoria D'Italia (all Italy).
- Itasca Music (BMI), 9000 Sunset Blvd., Suite 715, Los Angeles, Calif. 90069. Tel: (213) 278-8216. Gen. Mgrs.: Lee D. Weisel, Larry Larson. Affiliates: ATM Music (ASCAP).
- Iza Music Corp. (BMI), see Eden.
- Iwo Music Publ'g Co. (ASCAP), see United Int'l.
- J**
- J A Music Ents. (BMI), PO Box 202, Ludlow, Ky. 41016. Mng. Dir.: Jerry Duane Allan. Branch: Indianapolis, Ind., PO Box 940. Zip: 46206.
- J & C Music Corp. (BMI), see Lois.
- J & E Music Co. Inc. (ASCAP), see Copyright Serv. Bureau.
- J L S Music (ASCAP), see Robert Mersey.
- J P B Music Corp. (ASCAP), 65 W. 55 St., New York, N.Y. 10019. Tel: (212) 765-1653. VP: Robert Thiele. Affiliates: Hot Chocolate Music Co. Ltd. (BMI), Nessie Music Corp. (ASCAP), PAB Music Corp. (BMI).
- J V P Music (ASCAP), see IMC.
- Jabee Music Publ'g Co. (BMI), PO Box 1107, Battle Creek, Mich. 49017. Tel: (616) 964-8166, 963-0896. Pres. & Gen. Prof. Mgr.: Robert L. Beavers; Gen. Mgr.: Charlie Beavers. Jack (ASCAP), see Fred Ahlert.
- Jack & Bill Music Co. (ASCAP), see Hall-Clement.
- Jack Music Inc. (BMI), PO Box 1333, Nashville, Tenn. 37202. Tel: (615) 269-3491. Pres.: Jack Clement; Gen. Prof. Mgr.: Bob Webster. Affiliates: Gold Dust Music (BMI), Jando Music (ASCAP), Silver Dollar (ASCAP).
- Jack O'Diamonds Inc. (BMI), PO Box 504, Nashville, Tenn. 37202. Tel: (615) 352-8693. Pres.: Alex Zanetis. Affiliates: Space Age Music (ASCAP).
- Jaep Music Inc. (BMI), see Dick James.
- Jake-Carl Publ'ns (BMI), 744 N. Main St., Opelousas, La. 70570. Tel: (318) 942-7092. Owner: Jake Graffagnino.
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- Ja-Ma Music (ASCAP), 1552 Crossroads of the World, Hollywood, Calif. 90028. Tel: (213) 461-4029. Pres.: Madelon Baker; Gen. Mgr.: George Hocutt; Gen. Prof. Mgr.: John Degatina. Affiliates: Madelon Music (BMI).
- James Boy Publ'g Co. (BMI), PO Box 128, Worcester, Pa. 19490. Tel: (215) 272-1703. Pres.: Jesse James.
- Dick James Music Inc. (BMI), 1780 Broadway, Suite 1201, New York, N.Y. 10019. Tel: (212) 581-3420. Cable: DEJAMUS. Telex: 224037. Gen. Prof. Mgr.: David Rosner. Affiliates: Comet Music Corp. (ASCAP), Daramusic Music (BMI), Jaep Music Inc. (BMI), MacLen Music Inc. (BMI), Maribus Music Inc. (BMI), Pacemaker Music Co. Inc. (BMI), Red Day Music (ASCAP), Sweco Music (BMI).
- Jamf (BMI), see Big Seven.
- Jamie Music Publ'g Co. (BMI), 919 N. Broad St., Philadelphia, Pa. 19123. Tel: (215) CE 2-8383. Pres.: Harold B. Lipsius. Affiliates: Bee Cool Publ'g Co. (BMI), Blockbuster Music Inc. (BMI), Dandelion Music Co. (BMI), Ellipsis Music Corp. (ASCAP), Note-Filler Music Publ'ns Inc. (BMI), Nujac Publ'g Co. Inc. (BMI).
- Janclan Music Corp. (BMI), 39 W. 55 St., New York, N.Y. 10019. Tel: (212) 541-7421. Pres.: Bruce Lustig.
- Jando Music (ASCAP), see Jack.
- Jandon Music (ASCAP), see Trianon.
- Jangar Music Publ'ns (BMI), 7025 Claire Ave., Reseda, Calif. 91335. Tel: (213) 343-5764. Pres.: Jay Bonner.
- Janon Music (ASCAP), see Mayhew & Copyright Serv. Bureau.
- January Music Corp. (BMI), see A. Schroeder.
- Jarb Publ'g Co. (BMI), see Tune-Kel.
- Ted Jarrett Music (BMI), 2509 Buchanan, Nashville, Tenn. 37208. Tel: (615) 255-6191. Pres.: Ted Jarrett; Gen. Prof. Mgr.: Robert Holmes. Affiliates: Ponceillo Music (ASCAP).
- Jaspar Music Publ'g Co. Ltd. (BMI), 852 Elm St., Manchester, N.H. 03101. Tel: (603) 623-9749, 624-1990. Cable: W&G. Mng. Dir.: James N. Parks. Home office: Australia (Woomera). Int'l branches: Canada, Germany, South Africa. Affiliates: Alfie, Angelica (GEMA), Banff (BMI), Caprice (BMI), Cecilian Music Publ'g (BMI), Fountain (BMI), Melbourne Music Publ'g Co. (ASCAP), Rodeo (BMI), Whitecap (BMI), Woomera (APRA). Int'l firms represented: Banff (Canada), Intro Gebr. Meisel (Germany), Jaspur (UK), Melbourne (Canada), Woomera (Australia). Int'l reps.: UK (Chappell, Leeds), Western Hemisphere (Chappell).
- Jasse Music Inc. (ASCAP), see Publishers' Licensing Corp.
- Jatap Publ'g Co. Inc. (BMI), see Pacsa.
- Jat Music Inc. (BMI), see 4-Star.
- Javel's Music (ASCAP), PO Box 3932, Glendale, Calif. 91201. Tel: (213) 246-9445. Cable: JAIRD. Pres. & Gen. Prof. Mgr.: Jairo Valasquez.
- Jay (ASCAP), 6654 Allott Ave., Van Nuys, Calif. 91401. Tel: (213) 873-2699. Pres.: Johnny Rotella. Int'l rep.: France (Francis-Day).
- Jay Boy Music Corp. (BMI), see American Metropolitan.
- Jay Jay Publ'g Co. (BMI), see Richard M. Shelton.
- Jay Six Publ'g Co. (BMI), 19 Walnut St., West Roxbury, Mass. 02132. Tel: (617) 327-1234. Pres.: Jack Sager.
- Jebby Music Co. (ASCAP), see Gordon.
- Jec Publ'g Corp. (BMI), 308 Poplar Ave., Memphis, Tenn. 38103. Tel: (901) 525-6348. Contact: J. Cuoghi.
- Jell Publ'g Co. Inc. (BMI), 127 Old Short Hills Rd., West Orange, N.J. 07052. Tel: (201) 736-1227. Pres.: Joseph Lederman.
- Jelly Music Co. (ASCAP), see Mike Curb.
- Jema Music Inc. (BMI), 3242 Telegraph Ave., Oakland, Calif. 94609. Tel: (415) 658-4393. Pres.: Jesse Mason Jr.; Gen. Mgr.: George Aubrey; Gen. Prof. Mgr.: James Levi.
- Jeneret Music (BMI), 4706 Walden Ct., Charlotte, N.C. 28210. Tel: (704) 366-8577. Pres.: Bob Meyer; VP: Harry Karras.
- Jennifer (ASCAP), see Croma.
- Jennings-Ross Music (BMI), 916 N. Third St., Emmaus, Pa. 18049. Tel: (215) 965-9340. Gen. Prof. Mgr.: Dale Schneck.
- Jen-Shem Music Publ'rs (BMI), 2640 S. Kildare Ave., Chicago, Ill. 60623. Tel: (312) 521-9631. Gen. Mgr.: Mrs. Jean Shemberger.
- Jepalana Music (BMI), 723 Seventh Ave., New York, N.Y. 10019. Tel: (212) CI 5-7640. Pres.: Nathan Schnapf; VP: Jerry Samuels; Gen. Prof. Mgr.: Paul Friedberger. Affiliates: XIV Music Co. Inc. (SESAC), Print Music Co. Inc. (ASCAP).
- Jerden, 206 Third Ave. S., Seattle, Wash. 98104. Tel: (206) MA 2-0470. Contact: Jerry B. Dennon. Affiliates: Bainbridge Music (BMI), Burdette Music Co. (BMI), Marinwood Music Publ'g (ASCAP), Navigo Music Publ'g (SESAC).
- Jerhart Music Publ'rs (BMI), PO Box 133, 3010 Nottingham Dr., Markham, Ill. 60426. Tel: (312) 331-7700. Pres. & Gen. Mgr.: Robert Lee; Gen. Prof. Mgr.: R. C. Hillman.
- Jerryco Music Co. (ASCAP), see Edwin H. Morris.
- Jeststar Publ'rs Inc. (BMI), see Abnak & Publishers' Licensing Corp.
- Jewish Society (ASCAP), see Ashley.
- Jim Jam Music Co. (BMI), see Tee Pee.
- Jimpire Music (BMI), 115-35 229 St., Cambria Heights, N. Y. 11411. Tel: (212) 585-1000. Contacts: J. Castor, J. Pruitt. Int'l rep.: UK (Flamingo).
- Jimskip Music Inc. (BMI), see Larry Taylor.
- Jinky Music Inc. (BMI), 14921 Ventura Blvd., Rm. 302, Sherman Oaks, Calif. 91403. Tel: (213) 986-1933. Pres.: Gary Lewis.
- Jirile Music Publ'g Co. (BMI), 104 Richlawn Ave., Buffalo, N.Y. 14215. Tel: (716) 834-9888. Pres. & Gen. Mgr.: Jim Pollina.
- Joab Music Inc. (SESAC), see Clamco.
- Jo-Al Music Co. (ASCAP), see Shoestring.
- Joans Bones Publ'g Ltd. (BMI), see A. Schroeder.
- Jobete Music Co. Inc. (BMI), Motown Ctr., 2457 Woodward Ave., Detroit, Mich. 48201. Tel: (313) 965-9250. VP & Gen. Mgr.: Robert Gordy. Affiliates: Stein & Van Stock Inc. (ASCAP). Int'l reps.: Argentina (RCA), Australia (Castle), Brazil (EBRAU), Denmark (IMUDICO), France (Pathe-Marconi), Germany (Aberback), Italy (RCA Italiana), Japan (Taiyo), Mexico (Grever), Netherlands (Impala Basart), Spain (RCA Espanola), UK (Carlin).
- Jockey (ASCAP), see Croma.
- Jodax Music Co. (BMI), see Gopam.
- Johar Music (BMI), see D-K.
- Johi Music Publ'g Co. Inc. (BMI), see Ivan Mogull.
- William Sandy Johnson Music Co. (BMI), 8140 S. Morgan, Chicago, Ill. 60620. Tel: (312) 846-0276/7917. Pres.: William Sandy Johnson; Exec. VP: Dennis Johnson; VP: Ridgley H. Johnson. Affiliates: Sandy's Songs (BMI).
- Johnstone-Monteil Inc. (BMI), see Beechwood.
- Joint Music, see A. Schroeder.
- Joli Music Inc. (BMI), 1619 Broadway, New York, N.Y. 10019. Tel: (212) 757-2695. Pres.: Jim McCarthy. Int'l rep.: UK (Campbell-Connelly).
- Jonathan Music Co. Inc. (ASCAP), see Bud Granoff.
- Jondora Music (BMI), 1281 30 St., Oakland, Calif. 94608. Tel: (415) 451-1515. Pres.: Saul Zaentz; Gen. Prof. Mgr.: Betty Welbourn.
- Joneil (ASCAP), see Ashley.
- Jonmar Music Publ'g Co. (BMI), see Heads Up.
- Jon Publ'g Co. (ASCAP), see Double Jon.
- Jonvis Music Co. (BMI), 2000 1/2 Harcourt Ave., Los Angeles, Calif. 90019. Tel: (213) 935-9667. Pres.: J. W. Spriggs; Gen. Mgr.: Art Reynolds. Affiliates: Blue Port (BMI), Gigantic Publ' (BMI). Int'l rep.: France (Tremplin).
- Josco Music Co. Inc. (BMI), see Alouette Prod'ns.
- Josie Music (ASCAP), see Jubilant.
- Jof Music Co. (BMI), 2203 Spruce St., Philadelphia, Pa. 19103. Tel: (215) LO 3-6484. Pres.: Irv Nahan.
- Jowil Music (BMI), see Amestoy.
- Juarez Music (BMI), see Tincal.
- Jubilant Music Ltd. (BMI), 1790 Broadway, New York, N.Y. 10019. Tel: (212) 757-8570. Exec. VP: Mickey Eichner. Affiliates: Madison Music Ltd. (ASCAP).
- Jubilee Music Inc. (ASCAP), see Chappell.
- Judith (ASCAP), see N. A. Busillo.
- Juice (BMI), see Abacus.
- Julesco Music (ASCAP), see J. J. Jules.

J. J. Jules Ents., 485 Fort Couch Rd., Pittsburgh, Pa. 15241. Tel: (412) 835-4220, 892-2288. Owner: Julius Jules Krupir.  
**Affiliates:** Julesco Music (ASCAP), Jules-Tone Music (BMI).  
 Julesco Music (ASCAP), see J. J. Jules.  
 Julroy Music Inc. (ASCAP), see Publishers' Licensing Corp.  
 Junellin Music Co. (BMI), PO Box 35, Nashville, Tenn. 37203. Tel: (615) 244-6679. Pres. & Gen. Mgr.: Helen Clements.  
 June 16 Music Co. (BMI), see Mietus Copyright Mgmt.  
 Ralph Jusko Publ'ns Inc. (SESAC), see Willis.  
 N. S. Justinian Music Inc. (BMI), see United Artists.  
 Just Music Inc. (BMI), see Schwartz.

## K

K-D (BMI), 111 Valley Rd., Richardson Park, Wilmington, Del. 19804. Tel: (302) 655-7488. Pres.: H. Edwin Kennedy.  
 K R C Music (BMI), div. of Kiderian Recs Corp., 4926 W. Gunnison, Chicago, Ill. 60630. Tel: (312) 545-0861. Pres.: Ray Peck; VP: Ginger Wadipian; Promo. & Pub.: Gail Peck.  
**Affiliates:** Dick/Hike Music (ASCAP), Victory Garden Music (BMI).  
 K S F Music (ASCAP), see T&D.  
 Kady Music Publ'g Co. (ASCAP), PO Box 2235, Van Nuys, Calif. 91404. Tel: (213) 784-9550. Pres.: W.H. Daly.  
 Kags Music Corp. (BMI), see Abkco.  
 Gus Kahn Music Co. (ASCAP), 6223 Selma Ave., Hollywood, Calif. 90028. Tel: (213) HO 2-6088. Owner: Donald Kahn.  
**Affiliate:** Sugarbush Music Inc. (ASCAP).  
 Kailya Music, see Burdge.  
 Kaleidoscope Music (ASCAP), see Kaskat.  
 Charles Emmerich Kalman Inc. (ASCAP), see Hill & Range Songs.  
 Kalmann Music Inc. (ASCAP), 300 Farwood Rd., Philadelphia, Pa. 19151. Tel: (215) MI 2-2980. Pres. & Mgr.: Kal Mann.  
**Affiliate:** Woodcrest Music Inc. (BMI).  
 E. F. Kalmus Orchestra Scores Inc. (ASCAP), PO Box 1007, 75 Austin Blvd., Commack, N.Y. 11725. Tel: (516) 543-8333. Pres.: Thea Kalmus; VP & Gen. Mgr.: Lawrence Galison.  
**Branch:** New York, N.Y., 154 W. 57 St. Zip: 10019. Tel: (212) CI 5-8920. Gen. Mgr.: E. F. Kalmus.  
 Kama Music Publ'g Co. (BMI), Box 116, New York Mills, Utica, N.Y. 13417. Tel: (315) 797-4572. Contact: A. J. Firsching.

Kama Ripa Music Inc. (ASCAP), see Kama Sutra.  
 Kamar Publ'g Co. (BMI), see Starday.  
 Kama Sutra Music Inc. (BMI), 1650 Broadway, New York, N.Y. 10019. Tel: (212) 582-6900. Pres.: Arrie Ripp; Gen. Mgr.: Frank Costa.  
**Affiliates:** Amelanie Music Inc. (ASCAP), Buddah Music Inc. (BMI), Excitement Music Co. Inc. (BMI), Fluffy Dog Music Co. (BMI), Edwin R. Hawkins Music Co. (ASCAP), Kamma Ripa Music Inc. (ASCAP), Sixuvux Revival Music Co. (BMI), Sperbridge Music Inc. (BMI), Tender Tunes Music Inc. (BMI).  
**Int'l rep.:** Worldwide (Intersong).  
 J & J Kammen (ASCAP), see Ashley.  
 Kangaroo (ASCAP), see Les Kangas.  
 Les Kangas Music Publ'g (BMI), 302 E. Dewey Ave., San Gabriel, Calif. 91776. Tel: (213) 288-5435. Owners: Les & Toni Kangas.  
**Affiliate:** Kangaroo (ASCAP).  
 Karelo Music Co. (BMI), div. of Karelo Music Prod'ns Inc., 3215 Ave. H, Brooklyn, N.Y. 11210. Tel: (212) UL 9-8116/8550. Pres.: Karen E. Klein; Exec. VP: Lois J. Klein.  
**Affiliate:** Sherry Music Co. (ASCAP).  
**Int'l reps.:** Argentina (Melograff), Australia (April), Brazil (Mundo), France (Nouvelles Eds.), Germany (April), Japan (Nippon Columbia), Mexico (Mundo).  
 Karin Music (ASCAP), Gen. Mgr.: Frank Kavelin, see Kavelin.  
 Kaskat Music Inc. (BMI), 200 W. 57 St., New York, N.Y. 10019. Tel: (212) 795-5720. Pres.: Jerry Kasenetz.  
**Affiliate:** Kaleidoscope Music (ASCAP).  
 Edward Kassner Music Co. Inc. (ASCAP), see American Metropolitan.  
 Kavelin Music (BMI), 9341 Olympic Blvd., Beverly Hills, Calif. 90212. Tel: (213) 271-6345. Pres. & Gen. Prof. Mgr.: Al Kavelin; Gen. Mgr.: Arden Pearl.  
**Affiliate:** Karin Music (ASCAP).  
 Kaymar Music (BMI), 3529 Flannery Ln., Baltimore, Md. 21207. Tel: (301) 944-4823. Pres.: Tony Smelgus.  
 Keblo Music Co. (BMI), see Eden.  
 Keeta Music Co. (BMI), PO Box 1068, Poplar Bluff, Mo. 63901. Pres.: Ken Keene; VP: Narvel Felts.  
**Branch:** New Orleans, La., PO Box 6329. Zip: 70114.  
**Affiliates:** Briarmeade Music Ltd. (BMI), Frankie Ford Music (BMI).  
 Keith Music (ASCAP), 22424 De Grasse Dr., Woodland Hills, Calif. 91364. Tel: (213) 883-6183. Contact: Barney Fields.  
**Affiliate:** Ken Rose Music (BMI).  
 Kellaway Music, see Cohen & Boyle.

Kelly Music Publ'ns (BMI), 439 Wiley Ave., Franklin, Pa. 16323. Tel: (814) 432-4633. Gen. Mgr.: Norman Kelly.  
**Int'l reps.:** Canada (Canadian Music Sales), UK (B. Feldman).  
 Kelton Inc. (ASCAP), 68 Mechanic St., New Rochelle, N.Y. 10801. Tel: (914) NE 3-6059. Pres. & Gen. Mgr.: H. J. Lengsfelder.  
 Kemo Music Co. (BMI), see Herb Monteil.  
 Kenbar Music Corp. (BMI), see Greenbar.  
 Kendor Music Inc. (SESAC), see Almitra.  
 Kendra Music Co. (BMI), 610 Seventh Ave. N., Princeton, Minn. 55371. Tel: (612) 389-3192. Contacts: Alan & Joyce Holter.  
 Kennett Music Co. (BMI), see Copyright Serv. Bureau.  
 Kentucky (BMI), see Hill & Range Songs.  
 Kenwood Music Inc. (BMI), c/o Louis Zinman, 135 E. 44 St., Suite 409, New York, N.Y. 10017. Tel: (212) 986-5414. Pres.: Jeffrey S. Kruger.  
**Affiliate:** Hillbrow (ASCAP).  
**Int'l firms represented:** Catalogue (France), Florida (UK), Henney (UK), International Music of Italy—IMI (Italy), Sleeping Bunny (UK), Soul Music (UK), Sparta (Netherlands, UK), York (UK).  
**Int'l reps.:** UK (Ember, Florida Music Group).  
 Keshman Music (ASCAP), Gen. Mgr.: Brian Rohan, see Fillmore.  
 Kessler Music (BMI), 717 Carson Ave., La Junta, Colo. 81050. Tel: (303) 384-2421. Sales Mgr.: Horace A. Kessler.  
 Keto Music (ASCAP), see T&D.  
 Kewpie Music (ASCAP), see Copyright Serv. Bureau.  
 Keymen Music Co. (BMI), see Copyright Serv. Bureau.  
 Kilynn Music Publ'g Inc. (BMI), see Mietus Copyright Mgmt.  
 Kimkris Music (BMI), 202 Wisconsin St. NE, Albuquerque, N.M. 87108. Tel: (505) 255-8425. Pres.: John Wagner.  
 Robert King, 7 Canton St., North Easton, Mass. 02356. Owner: Robert D. King.  
 Kingsley Music Corp. (ASCAP), see American Metropolitan.  
 Kingston Int'l (BMI), 1927 Churchill, Trenton, Mich. 48183. Tel: (313) 676-8677. Contact: Bob Szilagyi.  
 Kiowa Publ'ns Inc. (BMI). Pres.: Johnny Seay. See Moss-Rose.  
 Kirchstein Publ'g Co. (BMI), 123 Water St., Sauk City, Wis. 53583. Tel: (608) 643-3304. Pres.: Jim Kirchstein.  
 Kitten Britches Music (BMI), 128 Allison Dr., Danville, Va. 24541. Tel: (703) 797-1500. Owner: F.S. Koger.  
 Kittyhawk Music (ASCAP), see Dan Dalton.

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**Affiliates:** General Words & Music Co. (ASCAP), Loop Music Publ'g Co. (ASCAP), Pallma Music Co. (SESAC), J. A. Parks Co. (SESAC), Tuskegee Music Press (SESAC).  
 Kling Street Music Co. (BMI), 12811 Kling St., Studio City, Calif. 91604. Tel: (213) 766-4985. Pres.: Fred Darian.  
**Affiliate:** Red Sails Music (ASCAP).  
 Klondike Ent's. Ltd. (BMI), see Mietus Copyright Mgmt.  
 Knob Hill Publ'g Co. (BMI), see Aguila.  
 Knollwood Music Corp. (ASCAP), see Fred Ahlert.  
 Knud-Feldt Music Co. (BMI), 85-55 76 St., Queens, N.Y. 11421. Tel: (212) AX 6-8738. Pres.: Robert L. Knudsen; VP: Arthur J. Kleinfield.  
 Koff Music Co. (ASCAP), PO Box 1442, Studio City, Calif. 91604. Tel: (213) 656-1467. Pres.: Charles Koff.  
 Konakai Publ'g Co. (BMI), Owner: Don McDiarmid Jr. See Herb Monteil.  
 Kona Music, see Burdge.  
 Kondas Music Publ'g Co. (ASCAP), 1405 Allen Ave., Ashtabula, Ohio 44004. Tel: (216) 964-7862. Pres.: Gus Kondas; Sec'y-Treas.: Robert Kondas.  
 John Krachtus Co. (SESAC), see Vitak-Elsnic.  
 Krador Music Co. (ASCAP), see Sam Fox.  
 Krandon Music Co. (BMI), see Mayhew & Copyright Serv. Bureau.  
 Kryder Music Corp. (BMI), see American Metropolitan.  
 Kulka Music (SESAC), 665 Harrison St., San Francisco, Calif. 94107. Tel: (415) 781-6306. Pres.: Leo de Gar Kulka; Exec. VP: Herbert P. Haas.  
**Affiliates:** Degar Publ'g Co. (ASCAP), Guard Music (BMI).

**L**

L F Music Group, 330 W. 58 St., New York, N.Y. 10019. Tel: (212) 246-2302. Cable: MUSICLEW. Pres.: Lewis Futterman; Gen. Mgr.: Peter Paul; Gen. Prof. Mgr.: Billy Meshel.  
**Affiliates:** Growl Music (BMI), Meager Music (BMI), Pamalarosa Music Inc. (BMI), Pelew Music Inc. (ASCAP).  
 Int'l rep.: France (Societe d'Editions Musicales Germany (J. Michel), Italy (RCA-Victor Italiano), Sweden (Sweden Music).  
 La Brea Music (ASCAP), see Rondor.  
 Ladd Music Co. (BMI), 401 Wintermantle Ave., Scranton, Pa. 18505. Tel: (717) 343-6718. Owner: Phil Ladd.  
 Lady Mac Music Co. (ASCAP), see Bourne.  
 J. R. La Fleur (ASCAP), see Boosey & Hawkes.  
 Lair Music Publ'g Co. Inc. (BMI), see Lonzo & Oscar.  
 Lake Forest Music Co. (ASCAP), see Doney.  
 La Lou Music (BMI), 3211 Johnston St., Lafayette, La. 70501. Tel: (318) CE 4-4118. Pres.: Carol J. Rachou.  
 Lamplighter (BMI), 2227 Fifth Ave., Seattle, Wash. 98121. Tel: (206) MA 3-2030. Contact: Kearney W. Barton.  
 Milt Lance Music (ASCAP), see Pecos.  
 Landville Music Ltd. (ASCAP), 226 S. Beverly Dr., Suite B, Beverly Hills, Calif. 90212. Tel: (213) 278-0556. Pres.: Marge Johnson.  
 Language of Sound Inc. (ASCAP), see Spite-N-Dival.  
 Lansdale Music (BMI), see N. A. Busillo.  
 Lansdowne Music Publ'rs (ASCAP), 1549 N. Vine, Hollywood, Calif. 90028. Tel: (213) HO 5-4634. Owner: Norman Malkin.  
**Affiliate:** Bloor Music Publ'g (BMI).  
 Lantern Light Music (BMI), Box 525, RR 8, Old Rt. 23, Chillicothe, Ohio 45601. Tel: (614) 663-2544. Pres. & Owner: W. Joe Waters.  
 Lar-Bell Music Corp. (BMI), see A. Schroeder.  
 L'Arille Music Corp. (ASCAP), see Music, Music, Music.  
 L'Arille Publ'ns (ASCAP), 5642 Beck Ave., North Hollywood, Calif. 91601. Tel: (213) 877-7004. Pres.: Elizabeth Horton.  
**Affiliate:** Glen-Glad Music (BMI), Round-Up Music (BMI).  
 Larmac Music Assocs. (BMI), PO Box 22, Norfolk, Va. 23501. Tel: (703) 623-1193. Pres.: Larry P. Maccubbin.  
 Larsam Music Inc. (ASCAP), see Larry Spier Inc.  
 La Salle Music Publ'rs Inc. (ASCAP), see Southern Music Publ'g.  
 L'Assie Publ'g Co. (ASCAP), see A. Schroeder.  
 Latain (BMI), see Chantain.  
 Lawco Publ'rs (BMI), PO Drawer L, 707-709 W. California Ave., Ruston, La. 71270. Tel: (318) 255-0287. Pres.: Phillip R. Lawson; Exec. VP: Roger W. Lawson Jr.  
**Affiliate:** PARL (ASCAP).  
 Law Publ'g Co. (BMI), PO Box 5777, Saraland, Ala. 36571. Tel: (205) 457-4515.  
 Lawson-Gould Music Publ'rs Inc. (ASCAP), see G. Schirmer.  
 Lazy Music (ASCAP), see Fillmore.  
 Lea Pocket Scores, PO Box 138, Audubon Sta., New York, N.Y. 10032. Tel: (212) 866-4026. Pres.: F. Steinhart. (Distributed by Theodore Presser.)  
 Int'l rep.: Austria (Universal Edition).  
 Lear Music Inc. (ASCAP), 8899 Beverly Blvd., Los Angeles, Calif. 90048. Tel: (213) 273-4070. Pres.: Jack Rael.  
**Branch:** New York, N.Y., Plaza Hotel, Fifth Ave. at 59 St. Zip: 10019. Tel: (212) 752-9626. Gen. Mgr.: Dorothy Safier.  
**Affiliate:** Egap Music Inc. (BMI).  
 Lebo Music (ASCAP), see Cool Air.

Le Bill Music Inc. (BMI), 4930 Camp Bowie, Suite A, Fort Worth, Tex. 76107. Tel: (817) PE 8-8843. Mgr.: William C. Smith.  
 Int'l branch: England.  
**Affiliate:** Marbill Music (BMI).  
 Fred Le Blanc Music (BMI), 633 Massachusetts Ave., Boston, Mass. 02118. Tel: (617) 266-1002. Mgr.: Skippy White.  
 Leblon Music Corp. (BMI), see Copyright Serv. Bureau.  
 Leeds Music Corp. (ASCAP), see MCA.  
 Leeway Music Inc. (ASCAP), 4042 Benedict Canyon Dr., Sherman Oaks, Calif. 91403. Tel: (213) 784-4141. Pres. & Gen. Mgr.: Hal Levy.  
**Affiliates:** Bobwhite Music (BMI), Mark Warnow Music (ASCAP).  
 Int'l rep.: UK (Essex).  
 Lee-Wayne Music Publ'ns Inc. (BMI), 410 Walls Dr., Bloomington, Ind. 47401. Tel: (812) 336-5666. Pres.: Fred Helms Jr.; Gen. Mgr.: Bobby Helms.  
**Affiliate:** Adnerb Music Inc. (BMI).  
 Leilani Music Co. (ASCAP), PO Box 38713, Hollywood, Calif. 90038. Owner: Charlotte Cromwell.  
 Leivas Publ'g Co. (BMI), 2037 Milton St., Riverside, Calif. 92507. Tel: (714) 686-2670. Pres.: Leona P. Leivas.  
 Lemco Music Publ'g Co. (BMI), PO Box 8013, 2518 Southview Dr., Lexington, Ky. 40503. Tel: (606) 277-1184. VP: Cecil Jones.  
 Lencal Music Co. (BMI), 533 S. Main, Burbank, Calif. 91506. Tel: (213) 843-4840. Pres.: C. E. Lenderman; Gen. Mgr.: Gordon Calcote.  
 Lendy's Music (BMI), 533 S. Main, Burbank, Calif. 91506. Tel: (213) 843-4840. Pres.: C. E. Lenderman; Gen. Mgr.: Mary Lenderman.  
**Affiliate:** New Song Publ'g (BMI).  
 Hal Leonard Music Inc. (ASCAP), 64 E. Second St., Winona, Minn. 55987. Tel: (507) 454-2920. Pres.: Roger H. Busdicker; Sales Mgr.: Neil R. Baudhuin. (SEE ADVERTISEMENT).  
 Leonard Prod'n's Inc. (BMI), PO Box 222, Gainesville, Tex. 76240. Tel: (817) 466-4076. Pres.: Joe M. Leonard Jr.  
 Lepo Music Co. (BMI), 2250 W. Fifth St., Brooklyn, N.Y. 11223. Gen. Mgr.: Vince Lepore.  
**Affiliate:** Vado Music Co. (ASCAP).  
 Lesgor Music Inc. (BMI). Pres.: Leslie Gore. See Alouette Prod'ns.  
 Letom Music (ASCAP), see Copyright Serv. Bureau.  
 Joseph E. Levine Music Corp. (ASCAP), see Larry Shayne.  
 Lewis Music Publ'g Co. Inc. (ASCAP), see Ashley.  
 Lexicon Music Co. (ASCAP), see Sacred Songs.  
 Lil-Etta Music (BMI), 5328 S. Central, Los Angeles, Calif. 90011. Tel: (213) AD 1-9261. Pres.: S. C. Henderson; Gen. Mgr.: Nick Henderson; Gen. Prof. Mgr.: William Dever.  
 Lillenas Publ'g Co. (SESAC), 2923 Troost Ave., Kansas City, Mo. 64141. Tel: (816) 931-1900. Mgr.: R. W. Stringfield.  
 Lily (BMI), see Eden.  
 Limax Music Inc. (BMI), 618 S. Ridgely Dr., Los Angeles, Calif. 90036. Tel: (213) WE 4-4033. Pres.: Max Feitrag.  
 Limitless Songs Ltd. (ASCAP), see Fourth Floor.  
 Lindell Publ'g Co. (BMI), 929 Larrabee, Suite 12, Los Angeles, Calif. 90069. Tel: (213) 766-3851. Gen. Mgr.: Linden Blaschke.  
 Linduane Corp. (BMI), 25 Central Park West, New York, N.Y. 10023. Tel: (212) CI 5-7450. Pres.: Duane Eddy.  
 Linda's World Music Corp. (BMI), see Big Seven.  
 Linesider Prod'n's Ltd. (BMI). Gen. Mgr.: Earl D. Faber; Gen. Prof. Mgr.: Andrew B. Carlton. See Monitor.  
 Lingua-Musica (BMI), 11225 Ewing Circle, Minneapolis, Minn. 55431. Tel: (612) 888-2011. Owner: C. B. Brown.  
 Linjo Music (BMI), 5821 Normont Way, El Paso, Tex. 79912. Tel: (915) 584-4047. Pres.: Joey Cash; Gen. Mgr.: Ken Granger.  
**Branch:** Englewood, N.J., 260 Speer Ave. Tel: (201) 567-2323.  
 Lion Publ'g Co. Inc. (BMI), see Don.  
 Liquid Music Co. (BMI), see Soul West.  
 Liquid-Night (BMI), see Larry Spier Inc.  
 Lisa Music Publ'g (BMI), div. of Sheffield-Cusimano Prod'ns, PO Box 18123, Houston, Tex. 77023. Tel: (713) 946-1138. Pres.: D. Earl Sheffield; Gen. Mgr.: Peter Cusimano; A&R & Gen. Prof. Mgr.: Paul D. Butts.  
**Affiliate:** Ball Music Co. (BMI).  
 Lishing (BMI), see Periscope.  
 Lissauer Music Cos. Inc., 157 W. 57 St., New York, N.Y. 10019. Tel: (212) 245-2828. Pres. & Gen. Mgr.: Robert Lissauer; Ass't Gen. Mgr.: Geoffrey Lissauer.  
 Int'l branch: England.  
**Affiliates:** Arts & Leisure Corp. (ASCAP), Elliason Music Corp. (BMI), Happy Medium Music Corp. (BMI), Robert Lissauer Publ'g Corp. (ASCAP), Mode Music Inc. (ASCAP), Scope (BMI), The Vincent Youmans Co. (ASCAP).  
 Robert Lissauer Publ'g Corp. (ASCAP), see Lissauer.  
 Mosie Lister Publ'ns (SESAC), PO Box 644, Tampa, Fla. 33601. Tel: (813) 238-2641. Mgr.: Mosie Lister.  
 Little David Music (ASCAP), PO Box 653, 1703 Church St., Nashville, Tenn. 37202. Tel: (615) 244-6160. Pres.: Col. Dave Mathes.  
 Little Dipper Music Corp. (BMI), see Big Seven.  
 Littlefield Music Inc. (ASCAP), see Gordon.  
 Little Foxborough Music Inc. (BMI), see Mietus Copyright Mgmt.  
 Little Fox Songs Inc. (ASCAP), see The Reservation.

Little Fugitive Music (BMI), 9825 La Tuna Canyon Rd., Sun Valley, Calif. 91352. Tel: (213) 875-2390. Owners: Lou T. & Nancy C. Josie.  
 Little Giant Music Publ'g Co. (BMI), c/o Bud Mathis, 1961 N. Cahuenga Blvd., Apt. 527, Hollywood, Calif. 90028. Tel: (213) 464-5161. Pres. & Gen. Mgr.: Bud Mathis.  
**Affiliate:** Tisra Til Music (BMI).  
 Little Jim (ASCAP), see Jim McCoy.  
 Little M Music (BMI), see Su-Ma.  
 Little River Publ'g Co. (BMI), 131 N. Porter, Norman, Okla. 73069. Tel: (405) 321-9242. Pres.: Bobby Warren; Gen. Mgr.: Dorothy Warren; Gen. Prof. Mgr.: Carl Warren.  
 Little Street Music Co. (ASCAP), 805 16 Ave. S., Nashville, Tenn. 37203. Tel: (615) 244-2578. Pres.: T. C. Overstreet Jr.; Gen. Mgr.: T. C. Overstreet Sr.  
**Affiliate:** Split Rail Music Co. (BMI).  
 Liturgical Press, see Theodore Presser.  
 Live-Wire Music Publ'rs (BMI), PO Box 824, 407 Alamance St., Gibsonville, N.C. 27249. Tel: (919) 449-6729. Pres.: David Lee Perkins; Mgr.: Mrs. Alice R. Perkins.  
 Living Legend Music (ASCAP), see Kim Fowley.  
 Livingston & Evans Inc. (ASCAP), see Larry Shayne.  
 Liza Music Corp. (ASCAP), 150 W. 52 St., New York, N.Y. 10019. Tel: (212) JU 6-4344. VP: Jordan Ramin.  
 Llee Corp. (BMI), 39 W. 54 St., New York, N.Y. 10019. Tel: (212) LT 1-1330. Pres.: Lee V. Eastman; VP: John L. Eastman.  
 Lloyd & Logan Inc. (BMI), see Copyright Serv. Bureau.  
 Lloyd Music (SESAC), see Rondor.  
 Loena (ASCAP), 241 W. 18 St., New York, N.Y. 10011. Tel: (212) 898-7200. Cable: GALKOMUS. Contact: Ellen C. Connolly.  
 Lois Music Group (BMI), PO Box 8188, Nashville, Tenn. 37207. Tel: (615) 228-2575. Pres.: Hal Neely; VP & Gen. Mgr.: Col. Jim Wilson; VP Publ'g & Gen. Prof. Mgrs.: Henry Glover, Don Pierce.  
**Branches:** Hollywood, Calif., Hollywood Taft Bldg., Rm. 610, 1680 Vine St. Zip: 90028. Tel: (213) 461-9431. Gen. Mgr.: Dexter Shaffer; Ass't Gen. Mgr.: Jerry Capehart—New York, N.Y., 211 W. 53 St., Studio 2B, Zip: 10019. Tel: (212) 765-5238—Cincinnati, Ohio, 1540 Brewster Ave. Zip: 45207. Tel: (513) 751-6222. Gen. Mgr.: Gladys Knochenman.  
**Affiliates:** Armo (BMI), Arnel Music Corp. (ASCAP), Briarcliff Music Inc. (BMI), Dymatone Publ'g Co. (BMI), Golo Publ'g Co. (BMI), J&C Music Corp. (BMI), Lois Publ'g Co. (BMI), Macon Music Co. (BMI), O'Cal (BMI), Soil Publ'g Co. (BMI), Sonlo (BMI), Wisto Publ'g Co. (BMI).  
**Affiliated firm:** Starday Music (BMI).  
 Int'l reps.: Brazil (Fermata), France (Spanska-france), Germany (DGG), Italy (Durium), Japan (Folster & Assocs.), Netherlands (Muzikvuittgeverij), UK (Peter Maurice).  
 Lola Publ'g Corp. (BMI), 20 West End Ave., New York, N.Y. 10023. Tel: (212) CI 5-7933. Mgr.: Leona Apostolieris.  
 Lollipop Music Corp. (BMI), 120 E. 36 St., New York, N.Y. 10016. Tel: (212) 689-0668. Pres.: Ed Miller; VP: Trade Martin.  
 Loma Alta Music Co. (ASCAP), see Viva.  
 Lombardo Music Inc. (ASCAP), see Twentieth Century.  
 Lone Lake Songs Inc. (BMI), 4 William St., Elmsford, N.Y. 10523. Tel: (914) 592-7983. Pres.: Ronnie Carpenter; VP: Suzanne Carpenter.  
 Loney Tunes (ASCAP), Gen. Mgr.: Roy Loney, See Fillmore.  
 Longridge Music Inc. (ASCAP), 6087 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) HO 7-0361. Pres.: Perry Botkin Sr.  
**Branch:** New York, N.Y., 17 W. 60 St. Zip: 10023.  
**Affiliates:** Chippendale Music Inc. (ASCAP), Plectrum Music (BMI).  
 Lonzo & Oscar Music Publ'g Co. (BMI), PO Box 208, Goodlettsville, Tenn. 37072. Tel: (615) 859-5268. Pres.: Fred F. Carter Jr.  
**Affiliates:** Lair Music Publ'g Co. Inc. (BMI), Rondee Music Publ'g Co. (ASCAP).  
 Looking Glass Music Inc. (BMI), see Copyright Serv. Bureau.  
 Loop Music Publ'g Co. (ASCAP), see Neil A. Kjos.  
 Lord Sutch Music (ASCAP), see Cohen & Boyle.  
 Lorenz Publ'g Co. (ASCAP), 501 E. Third St., Dayton, Ohio 45401. Tel: (513) 228-6118. Partners: Ed B., Geoffrey R. & Steven R. Lorenz.  
**Affiliates:** Heritage Music Press (ASCAP), Sacred Music Press (ASCAP), Up With People Inc. (ASCAP).  
 Loring Music Co. (BMI) 1048 N. Carol Dr., Los Angeles, Calif. 90069. Tel: (213) CR 6-7103. Pres.: Mike Conner.  
**Affiliates:** Annabelle Music (BMI), Chandler Music Co. Inc. (ASCAP), Mike Conner Music Corp. (BMI), Musetta Music Co. Inc. (ASCAP), Timsonac Music Inc. (ASCAP).  
 Louie B. Publ'g Co. (BMI), PO Box 1208, 1401 N. Eighth St., Kansas City, Kan. 66117. Tel: (913) 342-3477. Owner & Gen. Mgr.: L. M. Brown.  
 Lou-Jean Music (BMI), Box 36, Oakland Gardens, Flushing, N.Y. 11364. Tel: (212) GA 8-3439. Pres.: Arthur Braun.  
 Lou-Lee Music Co. (BMI), see Alexis.  
 Lou Levy Music Co. Inc. (ASCAP), 130 W. 56 St., New York, N.Y. 10019. Tel: (212) 765-6760. Pres.: Lou Levy.

**Affiliate:** Stone Lane Music Corp.  
 Lovable Music Corp. (BMI), see Big Seven.  
 LoveLane Music (BMI), 20211 Greenfield Rd., Suite 3, Detroit, Mich. 48235. Tel: (313) 837-2100. Pres.: Sammy Kaplan.  
**Affiliate:** Boo-ga-loo Music (BMI).  
 Love Music (SESAC), see Pro Sound.  
 Love Music Co. (ASCAP), see Sylvania.  
 Lovers Oak Music (BMI), 3811 Wyly Ave., Brunswick, Ga. 31520. Tel: (912) 265-1340. Pres.: Peggy Ann Munson.  
 Love Songs (BMI), see Alouette Prod'ns.  
 Low Down Music (BMI), see Alfieri.  
 Lowery Music Co. Inc. (BMI), PO Box 9687, Atlanta, Ga. 30329. Tel: (404) 233-6703. Pres.: Bill Lowery; Gen. Mgr.: Mary Tallent; Gen. Prof. Mgr.: Joseph A. Carrier.  
**Int'l branch:** England.  
**Affiliates:** Low-Ja Music (BMI), Low-Rico (BMI), Low-Sal Inc. (BMI), Low-Thom (BMI), Low-Twi Music Inc. (BMI), Songs of Faith (BMI), Terri Music Co. (ASCAP), Wonder Music Co. Inc. (BMI).  
**Int'l reps.:** Australia (Woomera), Belgium (World Music), Italy (Ed. Musicali), Japan (CBS Int'l in USA), Latin America (CBS Int'l in USA), Spain (Armonico), Sweden (Sweden Music).  
 Low-Ja Music (BMI), see Lowery.  
 Low-Note Publ'g Co. (BMI), see Crazy Cajun.  
 Low-Rico (BMI), see Lowery.  
 Low-Sal Inc. (BMI). Gen. Mgr.: Paul Cochran; Gen. Prof. Mgr.: Buddy Buie, see Lowery.  
 Low-Thom (BMI), see Lowery.  
 Low-Twi Music Inc. (BMI), see Lowery.  
 Luanda Publ'rs (BMI), PO Box 6174, Albany, Calif. 94706. Tel: (415) 524-4939. Pres.: Clara Thompson.  
 Ron Luciano, 37 Woodside Ave., Hasbrouck Heights, N.J. 07604. Tel: (201) 288-8948. Pres.: Ron Luciano.  
 Lucon Music Publ'g Co. (BMI), see Spite-N-Dival.  
 Ludix Publ'g Co. Inc. (BMI), see Mietus Copyright Mgmt.  
 Ludlow Music Inc. (BMI), see TRO.  
 Ludukay Inc. (BMI). Pres.: J. Meyers, see Sapphire.  
 Ludwig Music Publ'g Co. (SESAC), 557-67 E. 140 St., Cleveland, Ohio 44110. Tel: (216) 851-1150. Pres.: Carl F. W. Ludwig; VP: E. W. Ludwig.  
 Lu-Jac Music Inc. (ASCAP), see Chappell.  
 Luray Music Co. (BMI), PO Box 62, Luray, Va. 22835. Tel: (703) 743-6715. Cable: LUINCO. Pres.: Owen F. Silvius.  
**Branch:** Springfield, Va., PO Box 1, Zip: 22150.  
 Luristan Music Inc. (ASCAP), 723 Seventh Ave., New York, N.Y. 10019. Tel: (212) CI 5-7640. Pres.: Milt Schnapf.  
**Affiliates:** Lyle Music Inc. (ASCAP), Milbern Music Co. (BMI).  
 Lurobin Music Publ'g Co. Inc. (ASCAP). Pres.: Lula Avery. See MacAvery.  
 Lu-Tal Publ'g (BMI), PO Box 842, Bakersfield, Calif. 93302. Tel: (805) 327-1406. Pres.: Charles Owen.  
**Affiliate:** Owen Publ'n (BMI).  
 Lute Music Co. (ASCAP), PO Box 1181, Hollywood, Calif. 90028. Tel: (213) 245-3962. Owners: Douglas Lyon, Lloyd I. Walker; Gen. Mgr.: Jerry McCaskill.  
 Lyle Music Inc. (ASCAP), see Luristan.  
 Lynes-Fairchild Music (ASCAP), see Alarm Clock.  
 Lyn-Low Music Inc. (BMI), Pres.: Evelyn Black Turbeville, see Younger.  
 Lynstorm Publ'g Co. (ASCAP), see Pacsa.  
 Lyra Music Co. (ASCAP), 133 W. 69 St., New York, N.Y. 10023. Tel: (212) 874-3360. Owner: Don Henry.  
**Affiliate:** Hendon Music (BMI).  
 Lyresong Publ'g Co. (BMI), PO Box 9873, 1224 Fernwood Circle NE, Atlanta, Ga. 30319. Tel: (404) 237-2312; 1227 Spring St. NW. Zip: 30309. Pres.: Harry Karras; VP: R. B. Richardson.  
 Lyrical World Co. (BMI), see Copyright Serv. Bureau.  
 Lyricon Society, see Burdge.


**M**

M B P Music (ASCAP), see Millrose-Bernstein.  
 M C A Music (ASCAP), div. of MCA Inc., 445 Park Ave., New York, N.Y. 10022. Tel: (212) PL 9-7500. Cable: MUSICOR. Pres.: Salvatore T. Chiantia.  
**Branch:** Hollywood, Calif., 1777 N. Vine St. Zip: 90028.  
**Int'l branches:** Australia (Leeds), Brazil (MCA do Brasil), Canada (Leeds), Germany (MCA), Netherlands (Leeds Muziek Holland), UK (Leeds).  
**Affiliates:** Ashland Music Corp. (BMI), BRC (BMI), Cavalcade Music Corp. (ASCAP), Champion Music Corp. (BMI), Duchess Music Corp. (BMI), Fontaine Music Corp. (ASCAP), Hawaii Music Co. Inc. (BMI), Highwood Music Corp. (BMI), Leeds Music Corp. (ASCAP), Northern Music Corp. (ASCAP), Pickwick Music Corp. (ASCAP), Rosewood Music Corp. (ASCAP), Shambley Music Corp. (ASCAP).  
**Int'l firms represented:** British & Continental Music Agencies Ltd. (UK), Le Chant du Monde (France), Edizioni Suvini Zerbini (Italy), Hans Gerig/Arno Volk Verlag (Germany), Leeds Music Ltd. (Canada, UK), Mezhdunarodnaya Kniga (USSR).  
**Int'l reps.:** Argentina (Universal Films), France (Societe Intercontinental de Musique), Italy (Pickwick), Japan (Revue) Spain (Southern Music Espanola), Sweden (Sweden Music).

m f Music Inc. (ASCAP), see Copyright Serv. Bureau.  
 M J Q Music Inc. (BMI), 200 W. 57 St., New York, N.Y. 10019. Tel: (212) 245-2836. Pres.: John Lewis; Gen. Mgr.: Paul Schwartz.  
**Affiliate:** Third Stream Music Inc. (ASCAP).  
**Int'l rep.:** Europe (Essex in UK).  
 M R C Music Inc. (BMI), 110 W. 57 St., New York, N.Y. 10019. Tel: (212) 765-2563. Pres.: I. H. Steinberg; Gen. Mgr.: Albert Peckover; Gen. Prof. Mgr.: Joel Diamond.  
**Branches:** Hollywood, Calif.: 6922 Hollywood Blvd. Zip: 90028. Tel: (213) 469-3937—Chicago, Ill., 35 E. Wacker Dr. Zip: 60601. Tel: (312) DE 2-5788.  
**Affiliates:** Act Three Music Inc. (BMI), Southern Love Music Co. (BMI), Three Bridges Music Corp. (ASCAP).  
 M R E Publ'g (ASCAP), see Copyright Serv. Bureau.  
 M T A Prod'ns Ltd., 40 W. 55 St., Suite 203, New York, N.Y. 10019. Tel: (212) 581-8650.  
**Affiliates:** Midit Music (ASCAP), Philedmund Music (BMI), Robwil Music (ASCAP).  
 M Z G Music (ASCAP), 6331 Hollywood Blvd., Rm. 309, Hollywood, Calif. 90028. Tel: (213) 466-5344. Pres.: Michael Z. Gordon; Gen. Mgr.: Joe Saraceno; Gen. Prof. Mgr.: Ronald Goldstein.  
**Affiliates:** Marathon Music (BMI), Wrist Music (BMI).  
 Mabel Music Inc. (BMI), see Penelope.  
 John D. MacArthur Music Publ'g Co. (BMI), see Big Seven.  
 Mac Arthur Music (BMI), Box 82, 1659 Sweetbrier St., Palmdale, Calif. 93550. Tel: (805) 947-1232. Pres. & Gen. Mgr.: Glen MacArthur.  
**Affiliates:** Box (BMI), Glenn (BMI), Mak Music (ASCAP), VIP Music Inc. (BMI).  
 Mac Avery Music Publ'g Co. Inc. (BMI), 1697 Broadway, Suite 203, New York, N.Y. 10019. Tel: (212) 245-3580. Pres.: Thomas Robinson.  
**Affiliate:** Lurobin Music Publ'g Co. Inc. (ASCAP).  
 Mackinac (ASCAP), Box 294, Lansing, Mich. 48902. Tel: (517) 337-9400. Pres.: Al LaGuire; Prof. Mgr.: Fred Diamond.  
**Affiliate:** Diamond Publ'ns (BMI).  
 MacLen Music Inc. (BMI), see Dick James.  
 Macon Music Co. (BMI), see Lois.  
 Mactroy Music Co. (BMI), 7210 Roos, Houston, Tex. 77036. Tel: (713) 774-0075. Owners: Dr. Willard E. McCalmont, Dr. John D. Montroy; Mgr.: Dr. John D. Montroy.  
 Madelon Music Co. (BMI), see Ja-Ma.  
 Madison Music Ltd. (ASCAP), see Jubilent.  
 Madrix Music Publ'g Co. (BMI), see Scoebert.  
 Maggie Music Co. Inc. (BMI), see Tee Pee.  
 Magic Lamp Music (ASCAP), see Alarm Clock.

Mag Music (BMI), PO Box 1493, Landover, Md. 21285. Tel: (301) 322-4641. Pres.: Michael Angelo Graham.  
**Branch:** Washington, D.C., 1135 Seventh St. N.W. Zip: 20001. Tel: (202) 232-3060.  
 Mainstay Music Inc. (BMI). Int'l rep.: UK (Marquis). See Al Gallico.  
 Majorette Music (ASCAP), see Cheerleader.  
 Makamillion Music Inc. (BMI), 261 Chelsea, Memphis, Tenn. 38107. Tel: (901) 526-7486. Pres.: Natalie Rosenberg; VP: Margaret Ann Rich.  
**Affiliate:** Scion Music Inc. (BMI).  
**Int'l rep.:** UK (Valley Music).  
 Makeba Music Corp. (ASCAP), see Sam Fox.  
 Mak Music (ASCAP), see Mac Arthur.  
 Malaco Music Co. (BMI), 3023 W. Northside Dr., Jackson, Miss. 39213. Tel: (601) 982-4522. Pres.: Mitch Malouf; VPs: Tom Couch, G. Stephenson.  
**Affiliate:** Chatawa Music Co. (ASCAP).  
 Malcolm Music Ltd. (BMI), see Shawnee Press.  
 Malick Prod'ns (ASCAP), 541 Fulmer Ave., Akron, Ohio 44312. Tel: (216) 794-1304. Pres.: Ernie Malick; Gen. Mgr.: Cy Merriman.  
**Affiliate:** Ermal Publ'g Co. (BMI).  
 Malvern Music Corp. (BMI), PO Box 6711, 2405 Westwood Ave., Suite 8, Richmond, Va. 23230. Tel: (703) 353-6166. Pres.: C. N. Colleran Jr.; VPs: Charles E. Bradshaw, Thomas H. Maeder.  
**Affiliates:** Greenwood Music Div. (BMI), Coachman Music (ASCAP).  
 Mamy Music Corp. (BMI), 144 Jolind Rd., Paoli, Pa. 19301. Tel: (215) NI 4-4764.  
 Manacor Music Inc. (ASCAP), see Fred Ahlert.  
 Manchester Music Inc. (ASCAP), see TRO-Nashville.  
 The Mandeville Group of Music Publ'rs, div. of Gulf Pacific Inds. Inc., 8961 Sunset Blvd., Suite F, Los Angeles, Calif. 90069. Tel: (213) 274-8651. Pres.: Michael R. Shapiro; Gen. Prof. Mgr.: Donald Altfeld. (Administered by Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.)  
**Branch:** Houston, Tex., 3204 Broadway. Zip: 77034. Tel: (713) 644-7971. Gen. Mgr.: Walter Andrus; Gen. Prof. Mgr.: Larry O'Keefe.  
**Affiliates:** Arianna Music Co. (ASCAP), Filigree Music (BMI), Now Music (ASCAP), Peddler Publ'g (BMI).  
**Int'l reps.:** France (Agence Musicale Int'le), Italy (Ed. St. Martin), Japan (Big Seven in USA), Sweden (Sweden Music), UK (Big Seven in USA).  
 Mango Music (BMI), see Cohen & Boyle.  
 Manistee Music Co. (BMI), see A. Schroeder.

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# FOUR STAR

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- Man-Ken Music Ltd. (BMI), c/o Steingarten, Weeden & Weiss, 444 Madison Ave., New York, N.Y. 10022. Tel: (212) PL 2-1330.
- Manna Music Inc. (BMI), 10221 Riverside Dr., North Hollywood, Calif. 91602. Gen. Mgr.: Hal Spencer.
- Herbie Mann Music Corp. (ASCAP), see Mietus Copyright Mgmt.
- Manorhouse Press, 218 W. Wood St., Paris, Tenn. 38242. Tel: (901) 642-5852. Contact: Marjorie B. Jackson.
- Manwin Music (BMI), c/o Chapman Dist'g Co., 2645 W. Pico Blvd., Los Angeles, Calif. 90006. Tel: (213) 385-3636. Owner: Al Chapman.
- Maple Leaf Music Publ'g (BMI), see H. B. Webman.
- Maple Music Inc. (ASCAP), see Sure-Fire.
- Maplewood (ASCAP). Pres.: Dionne Warwick. See Fred Ahlert.
- Mappa Music Inc. (ASCAP), see Sam Weiss.
- Marathon Music (BMI), see MZG.
- Maraville Music Corp. (ASCAP), see Barton.
- Marbill Music (BMI), see Le Bill.
- Marcable Music Inc. (BMI), 8 E. 48 St., New York, N.Y. 10017. Tel: (212) MU 8-2847. Mng. Dir.: Richard Simon.  
**Affiliate:** Tamarin Music Inc. (ASCAP).
- Marchar Music Inc. (BMI), see Clamco.
- Marcia Music Co. (BMI), see Ivan Mogull.
- Marandza Music (ASCAP), see Copyright Serv. Bureau.
- Maredden Music Co. (BMI), Pres.: Eddy De Mello, See Starling.
- Ma-See Music Inc. (ASCAP), see Jim Reeves.
- Margenia Music (BMI), see Gopam.
- Marguerita Music Inc. (ASCAP), see H. B. Webman.
- Marian Music Corp. (ASCAP), see American Metropolitan.
- Maribus Music Inc. (BMI), see Dick James.
- Maricana Music Inc. (BMI), see Marty Robbins.
- Maricopa Music Co. Inc. (SESAC), see Marty Robbins.
- Marielle Music Publ'g Corp. (BMI), PO Box 842, Radio City Sta., New York, N.Y. 10019. Tel: (201) 477-1424. Pres. & Gen. Mgr.: Don Seat.  
**Affiliates:** Moo Moo Music Corp. (BMI), Moorpark Music Corp. (ASCAP).
- Marinwood Music Publ'g (ASCAP), see Jerden.
- Mariposa Music Inc. (BMI), see Marty Robbins.
- Marion Music Corp. (ASCAP), see Richard M. Shelton.
- Edward B. Marks Music Corp. (BMI), 136 W. 52 St., New York, N.Y. 10019. Tel: (212) 247-7277. Cable: MARKBRO. Pres.: Herbert E. Marks; VPs: Joseph Auslander, Stephen S. Marks; Gen. Prof. Mgr.: Murray Baker.  
**Branch:** Hollywood, Calif., 7235 Hollywood Blvd. Zip: 90046. Tel: (213) 876-2626. Gen. Mgr.: Lenny Lewis.  
**Affiliates:** Alameda Music Inc. (BMI), George M. Cohan Music Publ'g Co. Inc. (ASCAP), Piedmont Music Co. Inc. (ASCAP).
- Int'l firms represented:** Ars Polona (Poland), HEMUS (Bulgaria), Alphonse Leduc (France), Moeck Verlag (Germany), Neue Musik Verlag (East Germany), Toa Music Co. (Japan), Josef Weinberger Ltd. (UK).
- Mark III Music (BMI), see Skol.
- Marlen Music Co. (ASCAP), see Gordon.
- Marmaduke Music Co. (ASCAP), see Copyright Serv. Bureau.
- Marmor Music Inc. (BMI), PO Box 380, 4060 Mariner Circle, Westlake Village, Thousand Oaks, Calif. 91360. Tel: (213) 889-1423. Owner: Ed Marmor.  
**Affiliates:** Clockus Music Inc. (BMI), EDM, Music Publ'rs (ASCAP).
- Marnel Music Co. Inc. (ASCAP), see Copyright Serv. Bureau.
- Marpet Music Corp. (ASCAP), 1777 N. Vine St., Hollywood, Calif. 90028. Tel: (213) 462-0937. Pres.: Peter Faith; Gen. Prof. Mgr.: Milton Stein.  
**Affiliate:** Valley Meadow Music (BMI).
- Marsaint Music Inc. (BMI), 1211 St. Philip St., New Orleans, La. 70116. Tel: (504) 524-3262. Pres.: Marshall E. Sehorn; VP: Allen Toussaint.  
**Branch:** New York, N.Y., c/o Paul Marshall, 130 W. 57 St. Zip: 10019. Tel: (212) JU 2-1122. Contact: Stuart Sifen.  
**Affiliate:** Rhineland Music (BMI).
- Marson Inc. (BMI), 817 18 Ave. S., Nashville, Tenn. 37203. Owner: Mrs. Della Loden.
- Mars Recs. Inc. (ASCAP), see TRO.
- Martha's Music (BMI), see Court of Kings.
- A. W. Marullo Music (BMI), 1121 Market St., Galveston, Tex. 77550. Tel: (512) 762-4590. Pres.: A. W. Marullo Sr.; Gen. Mgr.: A. W. Marullo Jr.  
**Branch:** Houston, Tex., 9321 Irvington. Zip: 77009. Tel: (713) 697-4422. Gen. Mgr.: Foy Lee; Gen. Prof. Mgr.: Tom Griggs.
- Marvelle Music Co. (BMI), see Alexis.
- Marvin Music Co. (ASCAP), see Fred Fisher.
- Mary Hill Music (BMI), see fistling under "H."
- Maryhill Music (BMI), see Ripcord.
- Mary Jane Music Inc. (ASCAP), see Mietus Copyright Mgmt.
- Marzique Music (BMI), 5752 Bowcroft St., Los Angeles, Calif. 90016. Tel: (213) 291-6379. Pres.: Harold R. Battiste Jr.; Gen. Mgr.: Alviette M. Battiste.  
**Affiliate:** At Last Publ'g Co. (BMI).
- Masterlease Music Publ'ns (BMI), PO Box 234, St. Louis, Mo. 63166. Tel: (314) 837-7108. Dir.: B. J. Bax.
- Matt Music Co. (BMI), 1564 W. 54 St., Erie, Pa. 16509. Tel: (814) 868-1575. Pres.: Calvin T. Bostick.
- Maudlin Melodies (ASCAP), see Terrible Tunes.
- Peter Maurice Music Co. Ltd. (ASCAP), see Al Gallico.
- Mawil Publ'g (BMI), Pres.: Willie Hutchison, See Doheny.
- Ray Maxwell Music Publ'g Co. (BMI), 23007 Ventura Blvd., Rm. 3, Woodland Hills, Calif. 91364. Tel: (213) 346-3232. Pres.: Ray Maxwell.
- Mayfair Music Corp. (ASCAP), see Edwin H. Morris.
- Mayhew Music Co. (BMI), 3402 Belmont Blvd., Suite A, Nashville, Tenn. 37212. Tel: (615) 291-2370. Pres.: Aubrey Mayhew; Gen. Mgr.: Frank Myers. (Administered by Copyright Serv. Bureau, 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.)  
**Affiliates:** Chex Music Ltd. (BMI), Janon Music (ASCAP), Krandon Music Co. (BMI).
- Mayon Music (ASCAP), see Val-Dare.
- Maz-Kap Music Publ'g Co. (ASCAP), PO Box 2644, St. Louis, Mo. 63116. Tel: (314) 664-3848. Pres.: Tony Mazola; VP & Gen. Mgr.: Hal Kapper.
- McClendon Ents. (BMI), Rt. 3, La Grange, Ga. 30240. Tel: (404) 882-2391. Mgr.: Rupert McClendon.
- Jim McCoy Music (BMI), PO Box 574, Winchester, Va. 22601. Tel: (703) 662-3520. Pres.: Jim McCoy.  
**Affiliate:** Little Jim (ASCAP).
- Van McCoy Music Inc., 185 Engle St., Englewood, N.J. 07631.
- McDowell Music Co. (BMI), 828 S. Lawrence St., Montgomery, Ala. 36105. Tel: (205) 264-2155. Contact: Harry McDowell.
- McHill Music (BMI), 1822 N. Wilcox Ave., Hollywood, Calif. 90028. Gen. Mgr.: Dale Hallcom.
- McLaughlin & Reilly Co. (SESAC), see Summy-Birchard.
- McLaughlin Publ'g Co. Inc. (BMI), see Mietus Copyright Mgmt.
- McRon Music Co. (ASCAP), 520 Fifth Ave., New York, N.Y. 10036. Tel: (212) 682-5844. Pres.: Tsipora Miron; VP & Prod'n Dir.: Steve Monroe; VP & Int'l Mgr.: Thelma Moore; Pub.: Jon Arthur; Promo: Marie M. Gadreau.  
**Affiliate:** SFM Inc. (ASCAP).
- Meadowgreen Music (ASCAP), see Tree.
- Meadows Music Publ'g Co. (BMI), see Eastwick.
- Meager Music (BMI), see LF.
- Medallion Songs Inc. (ASCAP), see National.
- Medal Music Inc. (BMI), 242 W. 76 St., New York, N.Y. 10023. Tel: (212) CI 6-3594. Pres.: Herb Abramson; VP: Barbara Abramson.
- Mediarts Music Inc. (ASCAP), 9229 Sunset Blvd., Suite 710, Hollywood, Calif. 90069. Tel: (213) 278-8810. Pres.: Robert L. Yorke.
- Meo Moo Music (BMI), see 4-Star.
- Melbourne Music Publ'g Co. (ASCAP), see Jasper.
- Robert Mellin Music Publ'g Corp. (BMI), 1650 Broadway, Rm. 901, New York, N.Y. 10019. Tel: (212) PL 7-3287. Cable: MELLINMUS. Pres.: Robert Mellin; Gen. Prof. Mgr.: Sanford Green.  
**Branch:** Hollywood, Calif., 6515 Sunset Blvd. Zip: 90028. Tel: (213) 461-3166. Gen. Mgr.: Don Drowty.  
**Affiliate:** Sherwin Music Publ'g Corp. (ASCAP).  
**Int'l rep.:** UK (Robert Mellin).
- Melody House Publ'rs (BMI), 958 W. Edgemont Dr., San Bernardino, Calif. 92405. Tel: (714) 882-6796. Owner: Bill Bellman.  
**Int'l rep.:** Worldwide exclusive of USA & Canada (CBS Int'l in New York, N.Y.).
- Melody Lane Publ'ns Inc. (BMI), see Southern Music Publ'g.
- Melody Trails Inc. (BMI), see TRO.
- Meloney Music (BMI), 1124 Shelton Ave., Statesville, N.C. 28677. Tel: (704) 872-5450. Pres. & Gen. Prof. Mgr.: Joe Beaver; Gen. Mgr.: O. L. Atwood.
- Melon Music (ASCAP), see Cohen & Boyle.
- Melrose Music Corp. (ASCAP), see Edwin H. Morris.
- Melstan Publ'g Co. (BMI), 447 N. 60 St., Philadelphia, Pa. 19151. Tel: (215) 474-3388. Pres.: Joseph Stevenson.
- Memnon Ltd. (ASCAP), PO Box 84, Glen Cove, N.Y. 11542. Tel: (516) 676-6753. Pres.: Chris Purzycki; Gen. Mgr.: Cezimir V. Swier.  
**Affiliates:** Azure (ASCAP), Tithonus Music Ltd. (BMI), Vimp Publ'g (BMI).  
**Int'l rep.:** UK (Bourne).
- Memory Lane Music Corp. (BMI), see Larry Spier Inc.
- Mention Music Inc. (BMI), 509 Madison Ave., Suite 812, New York, N.Y. 10022. Tel: (212) 421-4540. Pres.: Phyllis Fairbanks; VP: Chet Gierlach.
- Mentor Music Inc., Broadview Dr., Brookfield, Conn. 06804. Tel: (203) 775-1358. Pres.: Robert E. Nagel.
- Me N-U Music (BMI), see Big Seven.
- Mercury Music Corp. (SESAC), see Theodore Presser.
- Mercury Music Inc. (BMI), see Theodore Presser.
- Merit Music Co. (BMI), see National Music.
- Merit Music Inc. (BMI), see Copyright Serv. Bureau.
- Mernee Music (ASCAP), Box 17, 2819 Newby Rd. SW, Huntsville, Ala. 35805. Tel: (205) 536-7734. Pres.: W. P. Richardson.
- Merpex Music (BMI), see Robert Mersey.
- Merrie-Making Music Co. (BMI), 6376 Yucca St., Hollywood, Calif. 90028. Tel: (213) 463-2151; Pres.: Shelley Feinberg; VP: Dale Roe; Promo: Tim Gayle Publicity.
- Merry-Go-Round Melody Co. (BMI), see Ford.
- Merrymount Music Inc. (BMI), see Theodore Presser.
- Robert Mersey Prod'ns, 6290 Sunset Blvd., Suite 403, Los Angeles, Calif. 90028. Tel: (213) 469-5119. Pres.: Robert Mersey; Gen. Mgr.: Martin Machai; Gen. Prof. Mgr.: Sloan Rice.  
**Branch:** New York, N.Y., 1501 Broadway, 30th Fl. Zip: 10036. Tel: (212) 563-6440. Gen. Prof. Mgr.: Mark Myerson.  
**Affiliates:** JLS Music (ASCAP), Merpex Music (BMI).
- Mescal Music Inc. (ASCAP), see Windfall.
- Mesquite Music Corp. (ASCAP), see Edwin H. Morris.
- Mesquite Publ'g (BMI), Box 1162, Marion, Ohio 43302. Tel: (614) 382-1237. Pres.: Frank Humphreys; Gen. Mgr.: Larry Edwards; Gen. Prof. Mgr.: Sylvia Edwards.
- Mester (BMI), see James Hendrix.
- Meteorion Music Corp. (BMI), 850 Seventh Ave., New York, N.Y. 10019. Tel: (212) 582-2934. Cable: ORIONCORP. Mgr.: Mrs. Brigitta Peschko.  
**Affiliate:** Multitone (ASCAP).
- Metric Music Co. (BMI), see United Artists.
- Mexican Music Centre Inc. (ASCAP), 345 W. 58 St., Suite 2-P, New York, N.Y. 10019. Tel: (212) 582-5705. Cable: MUSIMEX. Mng. Dir.: G. de la Chappelle.  
**Affiliates:** Casa Latina (ASCAP), Paraguayan Music Centre (ASCAP), Songs of Mexico Inc. (ASCAP), United Mexican Music Publ'rs (BMI).
- Michaelides Music Publ'g Co. (BMI), 7906 Santa Monica Blvd., Suite 212, Hollywood, Calif. 90046. Tel: (213) 656-5964. Owners: George Michaelides, Thomas Kounis.
- Michael Music (BMI), see Mike Curb.
- Mirby Music Corp. (BMI), see Mike Curb.
- Michigan Nickel Rec'g Co., 142 Morse St., Coldwater, Mich. 49036. Tel: (517) 278-8185. Gen. Mgr.: Richard T. Patterson Sr.  
**Affiliate:** Mich Nic Publ'g Co. (BMI).
- Midas Music Corp. (ASCAP), see Chappell.
- Midit Music (ASCAP), see MTA.
- Midland Music Co. (BMI), see Happiness.
- Midnight Sun Music Publ'g Co. (ASCAP), see True Blue.
- Midwood Music Corp. (BMI), see Barton.
- Mietus Copyright Mgmt., IO E. 44 St., Suite 604, New York, N.Y. 10017. Tel: (212) 661-5520. Admin'r: Leonard S. Mietus.  
**Branch:** Union, N.J., 2351 Laurana Rd. Zip: 07083. Tel: (201) 686-0716.  
**Affiliates:** Ala King Music (BMI), Alpha Phi Music (BMI), Andredon Music Co. (BMI), Back Bay Music (BMI), Bengrad Ents. Inc. (BMI), Bubble Gum Music Co. (ASCAP), Budget Music (BMI), Cannelte Music Co. (BMI), Cannlynn Music Co. (BMI), Cimy Music (BMI), Clamkie Music Publ'g Co. Inc. (BMI), Earthborn Music Co. (BMI), Fervent Sound Music (BMI), Flaming Arrow Music (BMI), Foxborough Jr. Music Inc. (ASCAP), Frabob Music Co. (BMI), Free Jazz Music (BMI), Halkay Music Co. (BMI), Halsoun Music Inc. (ASCAP), Halsey Music Inc. (ASCAP), Hi-Cue Prod'ns Inc. (ASCAP), Isalee Music Co. (BMI), June 16 Music Co. (BMI), Kilynn Music Publ'g Inc. (BMI), Klondike Ents. Ltd. (BMI), Little Foxborough Music Inc. (BMI), Ludix Publ'g Co. Inc. (BMI), Herbie Mann Music Corp. (ASCAP), McLaughlin Publ'g Co. Inc. (BMI), Mary Jane Music Inc. (ASCAP), Natra Music Inc. (BMI), Orenbee Music Co. (BMI), Peggylou Music Inc. (BMI), Perpetual Music (BMI), Phrase Text Music (ASCAP), Roeday Prod'ns Inc. (BMI), Rudan Music Assocs. (BMI), Rupadia Music (BMI), Sandonna Music (BMI), Soft-Landing Music (BMI), Soular Music (BMI), Sreeby Music Co. (BMI), Stephanie Music Co. (BMI), Stockbridge Music (BMI), Toyota Music (BMI), Tucktate Music Co. (ASCAP), Underling Music Co. (ASCAP), Vee Ve Music Corp. (BMI), Victory Music Co. (BMI), Warminster Music (BMI), Weeks Music Co. (BMI), Larry Weiss Music Ltd. (ASCAP), Wellsound Music Co. (BMI), Jerry Williams Music (BMI), Yeniari Music Co. (BMI), Yo-Ho Publ'g Co. Inc. (BMI).
- Mighty Three Music Inc. (ASCAP), see Triple Three.
- Milbern Music Co. (BMI), see Luristan.
- Milene Music Inc. (ASCAP), see Accuf-Rose.
- Miles Ahead Music (ASCAP), see Copyright Serv. Bureau.
- Earl Miles Publ'g (BMI), PO Box 1254, 1108 Davis, Redwood City, Calif. 94064. Tel: (415) 369-0728/5629. Pres. & Gen. Mgr.: Earl Miles; Gen. Prof. Mgr.: Muriel Less.  
**Affiliate:** Woodside Publ'g Co. (BMI).  
**Int'l rep.:** South Africa (Teal), UK (Hyde Park).
- Milky Way Publ'g Co. Inc. (BMI), 25 Central Park West, New York, N.Y. 10023. Tel: (212) 245-7450. Pres. & Gen. Mgr.: Al Wilde.  
**Affiliate:** Curtis Music Ents. Inc. (ASCAP).
- Millobb (BMI), Pres.: Robert Ross, Milt Rogers. See Cadenza.
- Miller Music Corp. (ASCAP), see The Big 3.
- Miller Songkraft Music Publ'g (BMI), 347 Litchfield Ave., Babylon, L.I., N.Y. 11702. Tel: (516) 661-9842. Pres.: Suzette Miller; Gen. Mgr.: William H. Miller.
- Millicent Music (BMI), PO Box 192, Grass Valley, Calif. 95945. Pres.: E. E. Carlton.
- Millrose-Bernstein Prod'ns, c/o Robert Casper, 1780 Broadway, New York, N.Y. 10019. Tel: (212) 765-5038. Contacts: Victor Millrose, Alan Bernstein.  
**Affiliates:** Burnt-Rose Music (BMI), MBP Music (ASCAP).
- Mills Music Inc. (ASCAP), see Belwin-Mills.
- Mimic Music (BMI), PO Box 201, Smyrna, Ga. 30080. Tel: (404) 435-8171. Pres. & Gen. Mgr.:

Thomas E. Hodges; Gen. Prof. Mgr.: Jerry Burke.  
**Affiliate:** Skipjack Music (BMI).  
 Minaret Music (BMI), see Cohen & Boyle.  
 Ministry Music (BMI), c/o Bruce V. Grakal, Kaplan, Livingston, Goodwin, Berkowitz & Selvin, 270 N. Canon Dr., Beverly Hills, Calif. 90210.  
**Int'l rep.:** Worldwide exclusive of USA & Canada (Rondor in USA).  
 Minit Music Co. (BMI), see United Artists.  
 Minniepaul Music (BMI), div. of David Anthony Prodn's Inc., 2610 Nicollet Ave. S., Suite 200, Minneapolis, Minn. 55408. Tel: (612) 827-3821. Pres.: David A. Wachter.  
**Affiliate:** Pad Music (ASCAP).  
 Minstrel Music Inc. (BMI). Pres.: Lamar Morris. See Hank Williams Jr.  
 Minto Music (BMI), PO Box 9411, North Hollywood, Calif. 91609. Tel: (213) 763-4544/3436. Pres.: A. J. Minto.  
 Mio Music Co. Ltd. (BMI), see Chappell.  
 Miracle Strip Publ'g Co. (BMI), 25 N. De Villiers St., Pensacola, Fla. 32501. Tel: (904) 434-2055. Pres.: Ray McArthur.  
 Miraka Music Inc. (ASCAP), see Copyright Serv. Bureau.  
 Miraleste Music (BMI), 8127 Elrita Dr., Los Angeles, Calif. 90046. Tel: (213) 656-6509. Pres.: Richard Delvy; Gen. Prof. Mgr.: Ed Fournier.  
 Mirwood Music Inc. (BMI), see Copyright Serv. Bureau.  
 Mishawaka Music (BMI), 2420 River Ave., Mishawaka, Ind. 46544. Tel: (219) 259-3215. Pres.: Juanita Henson.  
 Miskatonic Music (BMI), see Yuggoth.  
 Miss Vera (BMI), see Scoebert.  
 Mr. Bones Music Publ'g Inc. (BMI), 8833 Sunset Blvd., Suite 410, Los Angeles, Calif. 90069. Tel: (213) 657-8330. Pres.: Bones Howe; Gen. Mgr.: Mrs. Gay French.  
**Affiliate:** Hello Therel Music (ASCAP).  
 Mr. Music Co. (BMI), see Eddie Shaw.  
 Mitten Music (BMI), 2790 S. Van Dyke, Imlay City, Mich. 48444. Tel: (313) 724-5149. Pres.: W. Howard Walker.  
 Mixer Music Co. (BMI), 729 Park Ave., Covina, Calif. 91732. Tel: (213) ED 2-2496. Pres.: George J. Morris.  
**Affiliate:** Tumbler Music (BMI).  
 Mixteca Music (BMI), see Cohen & Boyle.  
 Miz Music (ASCAP), see Big Bucks.  
 Mocoart Music Publ'g (BMI), see Very Important.  
 Mode Music Inc. (ASCAP), see Lissauer.  
 Modern Music Publ'g Inc. (BMI), 5810 S. Normandie Ave., Los Angeles, Calif. 90044. Tel: (213) 750-3310. Pres.: Joe Bihari.  
 Modo Music (BMI), see Alouette Prodn's.  
 Ivan Mogull Music Corp., 40 E. 49 St., New York, N.Y. 10017. Tel: (212) 355-5636. Cable: IMOGULL. Pres.: Ivan Mogull.  
**Int'l branches:** Argentina, Australia, Austria (Ivan Mogull in Germany), Belgium, Brazil, England, France, Germany, Greece, Israel, Italy, Japan, Netherlands, South Africa (Ivan Mogull in England), Spain, Sweden, Switzerland.  
**Affiliates:** Cannes Music Inc. (BMI), Crestview Music Corp. (ASCAP), Harvard Music Inc. (BMI), Johi Music Publ'g Co. Inc. (BMI), Marcia Music Co. (BMI), Muirfield Music Corp. (ASCAP), Roberd Music Corp. (BMI).  
**Additional firms represented outside USA:**  
 Athens Music Co. (BMI), Artal Music (ASCAP), Catalogue Music (BMI), Grand Teton Music (BMI)—worldwide; Attache Publ'rs (BMI), Guitar Music Inc. (BMI)—Austria, Eastern Europe, Germany, Netherlands, Scandinavia, Switzerland.  
 Mojave Music Inc. (BMI), see Marty Robbins.  
 Momac Music Co. (BMI), see Pietro Deiro.  
 Monarch Music Corp. (ASCAP), 1880 Century Park E., Suite 718, Los Angeles, Calif. 90067.  
 Mongo Music Inc. (BMI), see Copyright Serv. Bureau.  
 Monitor Music Corp., 1780 Broadway, New York, N.Y. 10019. Pres.: Thomas J. Cavallier.  
**Branch:** Wallingford, Conn., 10 George St. Zip: 06492. Tel: (203) 265-0010.  
**Affiliates:** Linesider Prodn's Ltd. (BMI), Poison Ring Prodn's Inc. (ASCAP).  
 Monogram Music (ASCAP), see Rondor.  
 Monona (BMI), Pres. & Gen. Mgr.: Scott A. Cameron, see Peter Jan.  
 Monroe-Ames Music (BMI), 1214 Roosevelt, Ames, Iowa 50010. Tel: (515) 232-2991. Pres. & Gen. Mgr.: Steve Monroe.  
 Monsapac Music Inc. (BMI), see Helios.  
 Montage Music Publ'g Inc. (ASCAP), see Carthay.  
 Montauk Music Inc. (BMI), see H. B. Webman.  
 Herb Monteji Music (BMI), 6087 Sunset Blvd., Suite 201, Hollywood, Calif. 90028. Tel: (213) 463-8245. Owner: Herb Monteji.  
**Affiliates:** Kemo Music Co. (BMI), Konakai Publ'g Co. (BMI), Pyramid Music Co. (ASCAP).  
 Monte Verde Publ'g (BMI), 615 Delta Way, Watsonville, Calif. 95076. Tel: (408) 722-4376. Pres. & Gen. Mgr.: Kathy Whitney.  
 Monzahalla Publ'g (BMI), 1232½ Gower St., Hollywood, Calif. 90038. Tel: (213) 466-2234. Owner: Rick Jones.  
 Moodbird Music (ASCAP), see Copyright Serv. Bureau.  
 Mood Music Co. Inc. (ASCAP), see Shapiro, Bernstein.  
 Moo Moo Music Corp. (BMI), see Marielle.  
 Moonbeam Publ'g Corp. (ASCAP), see Vanlee.  
 Moon Lake Publ'g Co. (BMI), 5007 F St., Philadelphia, Pa. 19124. Tel: (215) JE 3-8799. Pres.: Leonard Stark.  
 Moonsong (BMI). Pres.: Clinton Moon. See Chain-tain.

Moorpark Music Corp. (ASCAP), see Marielle.  
 Morgan Manor Music Inc. (ASCAP), 6223 Selma Ave., Hollywood, Calif. 90028. Tel: (213) 469-4695, 874-0044. Pres.: Mrs. Russ Morgan; Gen. Mgr.: Betty Carlton; Gen. Prof. Mgr.: Jack Carlton.  
 Morhits Publ'rs (BMI), see Duane Music, Calif.  
 Morley Music Co. Inc. (ASCAP), see Edwin H. Morris.  
 Morning Glory Music (BMI). Gen. Mgr.: Brian Rohan. See Fillmore.  
 Edwin H. Morris & Co. Inc. (ASCAP), 31 W. 54 St., New York, N.Y. 10019. Tel: (212) JU 2-5656. Cable: MAYFAIRMUS.  
**Int'l branches:** Argentina, Australia, Canada, France, Italy, South Africa, Sweden, England.  
**Affiliates:** Arko Music Corp., Barwin Music Co. Inc., Charling Music Corp., Harwin Music Corp., Jerryco Music Co., Mayfair Music Corp., Melrose Music Corp., Mesquite Music Corp., Morley Music Co. Inc. (all ASCAP); Wren Music Co. Inc. (BMI).  
**Int'l reps.:** Brazil (Todamerica), Germany (Chappell), Japan (Mrs. G. T. Folster & Assocs.), Mexico (Brambila), Netherlands (Chappell), Spain (Chappell), Switzerland (Chappell).  
 Morro Music Corp. (BMI), div. of United Artists Music Group, 729 Seventh Ave., New York, N.Y. 10019. Tel: (212) CI 5-5390. Mgr.: Fred J. Reiter.  
**Affiliates:** Ariston Music Inc. (BMI), Barnegat Music Corp. (BMI), Cuban Music Corp. (BMI), Iberia Music Corp. (BMI).  
**Int'l rep.:** Mexico (Emulasa).  
 Herbert M. Moss Publ'g Co. (ASCAP), see Copyright Serv. Bureau.  
 Moss Rose Publ'ns Inc. (BMI), PO Box 46, Nashville, Tenn. 37202. Tel: (615) 244-9550. Pres. & Gen. Mgr.: Hubert Long.  
**Affiliates:** Buchhorn Music Publ'rs Inc. (BMI), Greentree Music Inc. (BMI), Husky Music Inc. (BMI), Kiowa Publ'ns Inc. (BMI), Pawnee Rose Publ'ns Inc. (SESAC), Peppermint Music Inc. (BMI), Poke Sallet Music Inc. (BMI), Ramblin' Rose Publ'ns Inc. (ASCAP), Stallion Music Inc. (BMI), Woodshed Music Inc. (BMI).  
 Mount Rainier Music (BMI), PO Box 246, Mount Rainier, Md. 20822. Tel: (301) 927-0010. Pres.: C. R. Freeland.  
**Int'l rep.:** Japan (Friendship Music).  
 Mourbar Music Corp. (ASCAP), see Pickwick Int'l.  
 Movietone Music Corp. (ASCAP), see Sam Fox.  
 Mowbray Music Publ'r (ASCAP), see Theodore Presser.  
 Mubiz Music (BMI), 805 Grand Ave., Spring Valley, Calif. 92077. Tel: (714) 465-7462. Owner: S. Leo Reis.

Much More Music (BMI), 7507 Foster Ave., Morton Grove, Ill. 60053. Tel: (312) 965-5507. Pres.: Perry Johnson.  
 Mudville Music (BMI), 1007 Isabel St., Los Angeles, Calif. 90065. Tel: (213) 221-3423. Cable: MUOCA. Owner: Hotso Casey; Mgr.: L.J. Casey.  
 Muirfield Music Corp. (ASCAP), see Ivan Mogull.  
 Muldoon Music Publ'rs (BMI), 1457 National St., Memphis, Tenn. 38122. Tel: (901) 324-5368, 458-2136.  
 Muli Publ'ns (BMI), PO Box 623, Brentwood, Tenn. 37027. Tel: (615) 794-7927. Gen. Prof. Mgr.: David P. Briggs.  
**Affiliate:** Spartus Music Co. (BMI).  
 Multimood Music Inc. (BMI), see Belwin-Mills.  
 Multitone (ASCAP), see Meteorion.  
 Murbo Music Publ'g Inc. (BMI), see Bourne.  
 Mured Music Co. (BMI), 8008 Rodgers Rd., Philadelphia, Pa. 19177. Tel: (215) 635-3937. Pres.: Harry Chipetz; Gen. Prof. Mgr.: Robert A. Chipetz.  
**Affiliate:** Barbro Music Co. (ASCAP).  
 Musetta Music Co. Inc. (ASCAP), see Loring.  
 Musia (BMI), see C. F. Peters.  
 Musical Comedy & Operetta Guild, see Burdge.  
 Musical Comedy Prodn's Inc. (BMI), see TRO.  
 Music City Music (ASCAP), see Combine.  
 Music Copyright Exchange Co. (BMI), PO Box 153, Roslyn, L.I., N.Y. 11576. Pres.: Murray Sporn.  
**Affiliate:** Fairlane Music Co. (ASCAP).  
 Music Crusaders (BMI), see H. B. Webman.  
 Music for Percussion (BMI), 17 W. 60 St., New York, N.Y. 10023. Tel: (212) 246-9675.  
 Music Makers Group Inc., 1345 Ave. of the Americas, New York, N.Y. 10019. Tel: (212) 245-3737. Pres.: Milt Herson; Gen. Mgr.: Al Kohn.  
**Affiliates:** Renleigh Music Inc. (BMI), Andrew Scott Inc. (ASCAP).  
 Music Mart Publ'g Co. (BMI), see Two-Way.  
 Musicmaster (ASCAP), 1650 Broadway, New York, N.Y. 10019. Tel: (212) CI 6-3869. Contact: Frank Metis.  
 Music Mayvins (BMI), 31 Fieldstone Dr., Livingston, N.J. 07039. Tel: (201) 992-4540. Contact: Hal Kanner.  
 Music Music Music Inc. (ASCAP), 509 Madison Ave., Suite 812, New York, N.Y. 10022. Tel: (212) 421-4537. Pres.: Chef Gierlach; VP: P. Fairbanks.  
**Affiliates:** Birthday Music Inc. (BMI), D'Azure Music Inc. (ASCAP), L'Aires Music Corp. (ASCAP).  
 Music of Today Inc. (BMI), see Copyright Serv. Bureau.  
 Music Press (ASCAP), see Theodore Presser.

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 Hurt So Bad  
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 I Will Wait for You  
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 I've Told Ev'ry Little Star  
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 Make Believe  
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 Orchids in the Moonlight  
 Smoke Gets in Your Eyes  
 So in Love  
 Suddenly There's a Valley  
 To Know You Is to Love You  
 Watch What Happens  
 Wayward Wind, The  
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 Why Do I Love You  
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Music Prod'ns (ASCAP), 6000 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) HO 4-8388. Pres.: Wayne Shanklin.

Music Prods. (BMI), see Eden.

Musicord Publ'ns Inc., PO Box 87, Staten Island, N.Y. 10314. Tel: (212) YU 1-8550. Pres.: I. C. Hirschberg.

Music Sales Corp., 33 W. 60 St., New York, N.Y. 10023. Tel: (212) 246-0325. Pres.: Herbert H. Wise; VP: Robert Wise.

Affiliates: Amso (SESAC), Braun Music Inc. (SESAC), Consolidated Music Publ'rs Inc. (ASCAP), Dorsey Bros. Music Inc. (ASCAP), Embassy Music Corp. (BMI), Weintraub Music Co. (ASCAP), Yorktown Music Press Inc. (ASCAP).

Music Treasure Publ'ns, PO Box 127, Highbridge Sta., Bronx, N.Y. 10452.

Mustachio Music (BMI), 654 ¾ N. Sweetzer Ave., Los Angeles, Calif. 90048. Tel: (213) 653-0047. Partners: Jay Hamilton, John C. Farley III.

Affiliate: Distant Meadow Music Publ'g (BMI).

MuStaff Music Publ'g (BMI), see Palomar.

Muziki, 17834 Binder, Detroit, Mich. 48212. Tel: (313) 891-0411. Pres.: Hazel Moy; Rep.: Kenneth Gilden.

Branch: New York, N.Y., 444 Central Park West, Apt. 11-D. Zip: 10025. Contact: Mrs. L. Moy.

James E. Myers Ent's. (ASCAP), 2260 N. Cahuenga Blvd., Hollywood, Calif. 90028. Tel: (213) 467-6876. Owner: James E. Myers.

Branch: Philadelphia, Pa., 1607 E. Cheltenham Ave. Zip: 19124.

Myers Music Inc. (ASCAP), see American Metropolitan.

Mygar Publ'g Co. (BMI), 565 Rose St. NE, Salem, Ore. 97301. Tel: (503) 363-6371. Pres.: Gary Nieland.

Myriad (ASCAP), see H. B. Webman.

Mystic, see Accumulated Copyrights.

Mystic Music (BMI), see Mike Curb.

## N

N R Music Co. (BMI), 6232 Santa Monica Blvd., Los Angeles, Calif. 90038. Tel: (213) 467-3288. Pres.: Harry Babasin; Gen. Mgr.: Roy Harter; Gen. Prof. Mgr.: Nate Blake.

Affiliate: Garlon Music Co. (ASCAP).

N R P Music Group, 385 Grand St., New York, N.Y. 10002. Tel: (212) 336-5190, 445-2245. VP: Norman Bergen.

Affiliates: New Ideas Music Co. (BMI), Perspective Music Co. (BMI), Reaction Music Co. (ASCAP).

Nada Publ'g & Recs., RFD 1, PO Box 44, Lutesville, Mo. 63762. Tel: (314) 238-2578. Owner: Nellie A. Allen.

Namrac Music (BMI), see Souci.

Napam Music Corp. (BMI), see Spanka.

Nasatan Publ'g Co. (BMI), PO Box 1485, Lake Charles, La. 70601. Pres.: Eddie Shuler.

Affiliate: TEK Publ'g (BMI).

Nash-Beau Music Co. (BMI), see Hall-Clement.

Johnny Nash Music Inc. (ASCAP), see Copyright Serv. Bureau.

National Music Publ'g Corp. (ASCAP), 56 Perry St., Newark, N.J. 07101. Tel: (201) MA 3-7476. Cable: SAVREG. Owner & Pres.: Herman Lubinsky.

Affiliates: Crossroads Music Co. (BMI), Medalion Songs Inc. (ASCAP), Merit Music Co. (BMI), Planemar Music Co. (BMI), Savoy Music Co. (BMI), Volunteer Music Publ'rs (BMI).

Nationwide Songs Inc. (ASCAP), see Pavanne.

Natra Music Inc. (BMI), see Mietus Copyright Mgmt.

Natson Music Corp. (ASCAP), see Tannen.

Nautical Music Co. (BMI), 14615 Littleford, Houston, Tex. 77045. Tel: (713) ID 3-6628. Pres.: Ray McGinnis.

Navigo Music Publ'g (SESAC), see Jerden.

Neale Music (ASCAP), PO Box 3294, San Bernardino, Calif. 92404. Pres. & Mgr.: Neale Wrightman.

Int'l rep.: UK (Ardmore & Beechwood).

Nebam Music Corp. (ASCAP), see Spanka.

Nebraskan Music Publ'g Co. (ASCAP), see Slide.

Neches Music Co. (BMI), 1812 Procter, Port Arthur, Tex. 77640. Pres.: Floyd J. Badaeux; Gen. Prof. Mgr.: Lee Ashworth.

Need-A-Hit Publ'g Co. Inc. (BMI), 1302 Saunders Ave., Madison, Tenn. 37115. Tel: (615) 865-6543. Owners: Johnnie R. Wright, Bill Phillips; Gen. Mgr.: Jean Stromaitt.

Neems Music Co. (ASCAP), see Copyright Serv. Bureau.

Nemperor Music Ltd. (BMI), see Copyright Serv. Bureau.

Neo-Note Music (BMI), 6565 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) 464-9205. Pres.: James W. Pettinotti; Gen. Mgr.: Joe Koistra.

Affiliate: Volume Publ'g (ASCAP).

Neptune Music Publ'rs (BMI), 82 Aldine St., Rochester, N.Y. 14619. Tel: (716) 328-4649. Pres.: Ven Pitoni; Prof. Mgr.: Marv. Steffey.

Nessie Music Corp. (ASCAP), see JPB.

Nevar Music Co. Inc. (BMI), 235 Cleveland Dr., Kenmore, N.Y. 14223. Tel: (716) 877-1225. Cable: NEVMUS. Pres.: James Calire Sr.

Branch: Clarence, N.Y., 9140 Sheridan Dr. Zip: 14217.

NewBag Music (BMI), 807 Westham Pkwy., Richmond, Va. 23229. Tel: (703) 282-1629. Pres. & Gen. Mgr.: Martin Gary.

New Beat Publ'g Co. Ltd. (BMI), 300 W. 55 St., New York, N.Y. 10019. Tel: (212) 765-1540. Pres.: Mark Alan.

Affiliate: Five Illusion Inc. (BMI).

New Colony Publ'g Co. (BMI), 166 E. Superior St., Chicago, Ill. 60611. Tel: (312) 664-6054. Pres. & Gen. Mgr.: Peter H. Wright.

New Dawn Music Corp. (ASCAP), see Chappell.

New Executive Music (BMI), see Brother.

New High Music Publ'g (ASCAP), see Brian Ross.

New Ideas Music Co. (BMI), see NRP.

Newkeys Music Inc. (BMI), 1531 Demonbreun St., Nashville, Tenn. 37203. Tel: (615) 242-2461. Pres.: E. Jimmy Key.

New Life Music (BMI), div. of JATA, 1619 Broadway, New York, N.Y. 10019. Tel: (212) 581-1530. Mgr.: Vic Catala.

Affiliates: Bald Mountain Music Inc. (ASCAP), Hi-Life Music Inc. (ASCAP), Rock Island Music (BMI).

New Music Edition (ASCAP & BMI), see Theodore Presser.

Newport (ASCAP), 1105 Little Bldg., 80 Boylston St., Boston, Mass. 02116. Tel: (617) 482-7678. Owner: Harry Paul.

Affiliate: Windsor Music Co. (BMI).

Newroads (BMI), see Gopam.

New Song Publ'g (BMI), see Lendy's.

Newtonville Music Inc. (ASCAP), see Fourth Floor.

New Town (ASCAP), see Croma.

New World Music Corp. (ASCAP), see Warner Bros.

New York Public Library Music Publ'ns (BMI), see C. F. Peters.

Next Day Music Corp. (ASCAP), see Avco Embassy Music Publ'g Inc.

Nicholas (ASCAP), see N. A. Busillo.

Nida Music Publ'g Co. (ASCAP), 4014 Murieta Ave., Sherman Oaks, Calif. 91403. Tel: (213) 872-1274. Pres. & Gen. Mgr.: Nicholas S. Carras.

Nimbip Publ'g Co. (BMI), 722 Church St. Zip: 23510; 800 E. Brambleton Ave., Norfolk, Va. 23504. Tel: (703) 627-0895. Pres.: Noah Biggs; VP: Ida Randall.

Nina Music Co. (BMI), see Paradox.

Ninandy Music Co. (BMI), see Copyright Serv. Bureau.

Nine Star Music Corp. (ASCAP), see Warner Bros.

Nipper Music Co. Inc. (ASCAP), see Paradox.

Nippon Columbia Musical Publ'rs Co. Ltd., 501 Fifth Ave., New York, N.Y. 10017.

Int'l branch: Japan.

Nise Prod'ns Inc. (BMI), 1718 Roselyn St., Philadelphia, Pa. 19141. Tel: (215) WA 4-8767. Pres.: Michael Nise.

No Exit Music Co. Inc. (BMI), see Redwal.

Nolyad Music Publ'g Co. (BMI), div. of Daylon Rushing Ent's, PO Box 17258, Tampa, Fla. 33612. VP: Robert S. Borders.

Noma Music Inc. (BMI), see Hill & Range Songs.

Nom Music Inc. (BMI), see Big Seven.

Nor-bill Publ'g (BMI), 8204 Stony Island Ave., Chicago, Ill. 60617. Tel: (312) 721-7300, 768-9669. Pres.: Norcissus Meeks; Gen. Mgr.: Terrell Jones; Gen. Prof. Mgr.: Dave Baldwin.

North American Publ'rs Corp., 390 W. 22 St., Hialeah, Fla. 33010. Tel: (305) 885-6551. Pres.: Fred Piner.

North & Son Music Inc. (ASCAP), see Shapiro, Bernstein.

Northeast Music (BMI), div. of Stereophonic Corp., 403 River St., New Bedford, Mass. 02744. Tel: 999-6489, 994-7255, 758-2878. Pres.: Carl German; Exec. VP & Gen. Mgr.: Peter J. Bonfils. Affiliates: Carlton, Stan (ASCAP).

Northern Music Corp. (ASCAP), see MCA.

Northridge Music Inc. (ASCAP), see Larry Shayne.

North Shore Music Co. (BMI), see Cohen & Boyle.

North State Music (ASCAP), PO Box 762, Okeechobee, Fla. 33472. Tel: (813) 763-2581. Owner & Mgr.: Buck Killeite.

Branch: Raleigh, N.C., PO Box 6038. Zip: 27608. Tel: (919) 828-2508. Gen. Mgr.: Marian Curtis.

Northwest (BMI), 1915 N. Quince, Olympia, Wash. 98501. Tel: (206) 352-9097. Pres.: Allen P. Giles.

Northwestern Music (ASCAP), 1232 Market St., Suite 108, San Francisco, Calif. 94102. Tel: (415) 552-3791. Owner: Vincent Johnson.

Nor Va Jak (BMI), see Dundee.

Norwich Music Inc. (BMI), see TRO.

Notable Music Co. Inc. (ASCAP), div. of Cy Coleman Ent's, 161 W. 54 St., New York, N.Y. 10019. Tel: (212) PL 7-9547. Pres.: Cy Coleman; Gen. Mgr.: Eric Colodno.

Affiliate: Portable Music Co. Inc. (BMI).

Int'l firm represented: Campbell-Connelly (UK).

Note-Filler Music Publ'ns Inc. (BMI), see Jamie.

Novalene Music (BMI), div. of Vegas Bros. Prod'ns, PO Box 5170, Beverly Hills, Calif. 90210. Tel: (213) 657-2815. Contacts: Pat Vegas, Warren Winston.

Now Music (ASCAP), see The Mandeville Group & Copyright Serv. Bureau.

Now Music Corp., see Theodore Presser.

Nui Loa, see Burdge.

Nujac Publ'g Co. Inc. (BMI). Tel: (215) PO 5-0300. See Jamie.

## O

O O 7 Music Inc. (ASCAP), see African Plum.

Oahu Music, see Burdge.

Oahu Publ'g Co., 10333 Coggins Dr., Sun City, Ariz. 85351. Tel: (602) 933-8283. Pres.: Harry G. Stanley; Gen. Mgr.: Tom Glynn, Gen. Prof. Mgr.: Betty Glynn.

Oak Grove Music (BMI), see Redwal.

Oakridge Music (BMI), 2001 Elton Rd., Fort Worth, Tex. 76117. Tel: (817) 838-6608. Owner: H. L. Sewell.

Obie Music Inc. (BMI), see United Int'l Copyright Reps. & Copyright Serv. Bureau.

Obvious (BMI), Pres.: Robert L. Grove Jr. See Chantain.

O'Cal (BMI), see Lois.

Oceana Music (ASCAP), see Pacific Islands.

Ohio River Valley Songs (BMI), see R. A. Hodge.

Oink Music (ASCAP), see Porky.

Oklahoma Music Publ'g Co. (ASCAP), see Slide.

Okolehao Music, see Burdge.

Okra Music Corp. (BMI), see Seesaw.

Old Fox Publ'g Co. (BMI), 1767 Fort Henry Dr., Kingsport, Tenn. 37664. Tel: (615) 246-9701. Pres.: Basil J. Palmer; Gen. Mgr.: Tilford A. Salyer.

Old Ironsides Music Publ'g Co. (BMI), see Pelton.

Oleta Publ'g Co. (BMI), Concord, Ark. 72523. Tel: (501) 668-3404. Pres.: Wayne Raney; Gen. Mgr.: Shirley Babb.

Abe Olman Music Inc. (ASCAP), see TRO.

Bill Olszewski Music (BMI), 22 Chafford Woods, St. Louis, Mo. 63144. Tel: (314) 962-3987. Owner: E. William Olszewski Jr.

Omega (ASCAP), see Sam Fox.

Omnivox (BMI), 2524 S. Fifth St., Philadelphia, Pa. 19148. Tel: (215) 465-8545. Contacts: Tony Rocchia, Howard Stein.

Onnysay Publ'g Co. (BMI), PO Box 9154, Wells Rd., SW, Knoxville, Tenn. 37920. Tel: (615) 577-4029. Pres.: H. S. Watson.

Ono Music Inc. (BMI), see Abcko.

On Stage Music (BMI), see Copyright Serv. Bureau.

Open (SESAC), see Chantain.

Open End Music Inc. (ASCAP), see Fourth Floor.

Open Road Music Inc. (BMI), see Jim Reeves.

Optic Publ'g (BMI), 523 Blodge, Suite 207, Rt. 38 & Hollywood Ave., Cherry Hill, N.J. 08034. Tel: (609) 662-3794. Pres.: Gene Smith; VP: Sam Whisant.

Orco Publ'g (BMI), see Copyright Serv. Bureau.

Orellia Publ'g (BMI), 1831 Southmore, Houston, Tex. 77004. Tel: (713) 528-2889. Pres. & Gen. Mgr.: Lee J. Frazier.

Affiliate: Broken Soul Publ'g (BMI).

Orenbee Music Co. (BMI), see Mietus Copyright Mgmt.

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Orville Music Corp. (ASCAP), Pres.: George Schlatter; Gen. Mgr.: Nathan Golden. See Seymour M. Bricker.

John Oscar Music Corp. (ASCAP), see Gopam.

Osito Music Publ'g (BMI), see Group 88.

Ostermeyer Music (ASCAP), see Calvacode Music.

Herbert Ray Ostrow Music Publ'rs (ASCAP), 6620 Kindred St., Philadelphia, Pa. 19149. Prof. Mgr.: Ray Ostrow. Tel: (215) PL 5-5309.

Affiliate: Ray Herbert Music (BMI).

Outside Music (BMI), 6430 Sunset Blvd., Suite 1233, Hollywood, Calif. 90028. Tel: (213) 469-1095. Contact: Dee Carter.

Branch: San Francisco, Calif., 729 Oak St. Zip: 94117.

Overbrook Music Publ'g Co. (ASCAP), see Eastwlcck.

Overseas Songs Inc. (BMI), see Copyright Serv. Bureau.

Ovni Music (BMI), 687 Forest Park Dr., Riverside, Calif. 92501. Tel: (714) 683-2776. VP: Anthony Marinello.

Owen Publ'rs (BMI), see Lu-Tal.

Oxford University Press Inc. (ASCAP), 200 Madison Ave., New York, N.Y. 10016. Tel: (212) 679-7300. Cable: FROWDE. Music Dept. Mgr.: John O. Ward.

Int'l branches: Canada, England.

Oyster Music Inc. (ASCAP), see Fourth Floor.

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P A B Music Corp. (BMI), see JPB.

P A Publ'g (BMI), PO Box 3857, Merchandise Mart, Chicago, Ill. 60654. Tel: (312) 375-4847. Pres.: A. A. Pappas.

Affiliate: AP Publ'g (ASCAP).

P A R L (ASCAP), see Lawco.

P D A Music Inc. (ASCAP), see Copyright Serv. Bureau.

P P X Publ'rs (BMI), 245 W. 55 St., New York, N.Y. 10019. Tel: (212) 247-6010. Pres.: Ed Chalpin.

Pablo Music (BMI), 6391 ½ Hudson St., New York, N.Y. 10014. Tel: (212) 675-3267. Pres.: Paul Bley.

Int'l branch: Netherlands.

Pacemaker Music Co. Inc. (BMI), see Dick James.

Pace Music Co. (BMI), see Sam Fox.

Pacific American Music, see Burdge.

Pacific Coast Music (BMI), 8310 Grandview Dr., Hollywood, Calif. 90046. Tel: (213) 656-1741. Pres. & Gen. Mgr.: Ray Sanders.

Branch: Phoenix, Ariz., 6340 N. 16 St. Zip: 85016. Tel: (602) 274-6508.

Pacific Islands Music Group, PO Box 38669, Hollywood, Calif. 90038. Tel: (213) 462-5950. Mgr.: L. Tavara.

Affiliates: Oceana Music, Samoa Music, South Sea Music, Talao Music (all ASCAP); Bora Bora Music, Copra Music, Rarotonga Music, Savaii Music, Suva Music.

Pacific Music Sales (BMI), PO Box 112, Round Rock, Tex. 78664. Tel: (512) 453-4273. Owner: John H. Simmons.



Pacific Northwest Music Co. (BMI), 1540 Park Ave. NE, Salem, Ore. 97301. Tel: (503) 362-0562. Pres.: Ray S. Connelly.

Pacific Sound Music Publ'g (BMI), PO Box 8244, Universal Studios, Universal City, Calif. 91608. Pres.: Richard J. Shepp.

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Pad Music (ASCAP), see Minniepaul.

Padua Music Co. (BMI), see Faro.

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Painted Desert Music Co. (BMI), see Shapiro, Bernstein.

Palaco Publ'g Inc. (ASCAP), 4545 Van Brunt, Kansas City, Mo. 64130. Tel: (816) WA 1-2030. Pres.: Sam Pasternak.

Palamar Music Publ'rs (BMI), PO Box 3322, Orlando, Fla. 32802. Tel: (305) 644-3853. Pres.: Will Campbell. **Affiliate:** Mustaff Music Publ'g (BMI).

Palatta & Riccardi Music Ents. (BMI), 70-13 Caldwell Ave., Maspeth, N.Y. 11378. Tel: (212) 898-5671. Pres.: Larry Palatta; Gen. Mgr.: Rocco Riccardi; Gen. Prof. Mgr.: Heidi Greene. **Branch:** Massapequa, L.I., N.Y., Palatta Ents., 139 Commonwealth Ave. Zip: 11758. Tel: (516) PY 9-4302. Gen. Mgr.: Andrew A. Palatta.

Pallma Music Co. (SESAC), see Neil A. Kjos.

Palm Music Publ'g Co. (ASCAP), see Slide.

Pamalarosa Music Inc. (BMI), see LF.

Pamco Music Inc. (BMI), div of ABC Recs., 1330 Ave of the Americas, New York, N.Y. 10019. Tel: (212) LT 1-7777. Cable: ABPAREC. Pres.: Larry Newton; Gen. Mgr.: Don Christopher. **Branch:** Los Angeles, Calif., 8255 Beverly Blvd. Zip: 90048. Tel: (213) 651-5530. **Affiliates:** Ampar Music Corp. (BMI), Ampco Music Inc. (ASCAP), Apt Music Corp. (ASCAP), Porgie Music Inc. (BMI), Westpar Music Corp. (BMI).

Pamela Music Inc. (ASCAP), see Chappell.

Pandora Music (BMI), see Bleu Disque.

Panette (ASCAP), 320 W. 55 St., New York, N.Y. 10019. Tel: (212) 581-9251. Pres.: Edwin D. McMullen.

Panther Music Corp. (ASCAP), see Southern Music Publ'g.

Pantone Music, 323 E. 23 St., Chicago, Ill. 60616. Tel: (312) 842-2770. Pres.: Edward Baker.

Papa Joe's Music House Inc. (ASCAP), 1007 17 Ave. S., Nashville, Tenn. 37212. Tel: (615) 256-6065. Pres.: Jerry D. Smith; VP & Gen. Mgr.: Walter A. Smith.

Parabot Music Corp. (BMI), see Famous.

Paradox Music Group (BMI), 15 Columbus Circle, New York, N.Y. 10023. Tel: (212) 582-7711. Pres.: Jac Holzman; Gen. Mgr.: Penny Weiss. **Branch:** Los Angeles, Calif., 962 N. La Cienega Blvd. Zip: 90069. Tel: (213) 655-8285. **Affiliates:** Freyda Music Co. Inc. (ASCAP), Nina Music Co. (BMI), Nipper Music Co. Inc. (ASCAP).

Paraguayan Music Centre (ASCAP), see Mexican Music Centre.

Para-Kim Music Corp. (BMI), see Famous.

Paramount Music Corp. (ASCAP), see Famous.

Paramount-Roy Rogers Music Co. Inc. (ASCAP), see Famous.

Parasound Inc. (ASCAP), 680 Beach St., San Francisco, Calif. 94109. Tel: (415) 776-2808. Pres.: Bernard L. Krause; Gen. Mgr.: Sidney R. Goldstein.

Para-Tal Music Corp. (ASCAP), see Famous.

Para-Wag Music Corp. (ASCAP), see Famous.

Par-Ed Music Corp. (BMI), see Famous.

Charlie Parker Music Co. (BMI), see Copyright Serv. Bureau.

J. A. Parks Co. (SESAC), see Neil A. Kjos.

Park Towne Music Co. (BMI), see Banks.

Parman Publ'g Co. (BMI), 1214 1/2 E. Market St., Greensboro, N.C. 27401. Tel: (919) 275-1245. Pres.: Walter Grady; Gen. Mgr. & Promo.: Alfred H. Hinson.

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Partner Music (BMI), 1518 Chelsea Ave., Memphis, Tenn. 38108. Tel: (901) 275-2285. Partners: Larry Rogers, P. R. Enoch Jr.

Party-Time Music (BMI), 6716 S. Western, Oklahoma City, Okla. 73139. Tel: (405) 634-5255. Pres.: Tom Jackson; Gen. Mgr.: Wendell Goodman; Gen. Prof. Mgr.: Wanda Jackson.

Pasmorchick (BMI), see D'Lisa.

Passy Music Inc. (BMI), 808 16 Ave. S., Nashville, Tenn. 37203. Tel: (615) 244-0270. Pres. & Gen. Mgr.: Jerry Chestnut. **Affiliates:** Dahar Music Inc. (BMI), Rural Hill Music Co. (ASCAP). **Int'l rep.:** Worldwide exclusive of USA & Canada (Burlington).

Passport Music (BMI), see Court of Kings.

Joseph Patelson Music House (ASCAP), 160 W. 56 St., New York, N.Y. 10019. Tel: (212) PL 7-5587. Owner: Joseph Patelson.

Patlow Publ'n Co. (BMI), 18475 Evergreen Rd., Detroit, Mich. 48219. Tel: (313) 531-7329. Pres.: M. J. Patlow.

Patricia Music Publ'g Co. (BMI), see Big Seven.

Stan Pat Ents., 6253 Hollywood Blvd., Hollywood, Calif. 90028. Tel: (213) 464-8128. Pres.: Stan Pat. **Affiliates:** Scarlet Music Co. (BMI), Sta-ber Music Co. (BMI), Tapstan Music (BMI).

Pavanne Music Co. (ASCAP), 1619 Broadway, Suite 615, New York, N.Y. 10019. Tel: (212) CI 5-1249. Contacts: Frank Stanton, Andy Badale. **Affiliates:** Buckingham Music Co. (ASCAP), Delicato Music (BMI), Gatwick Music Co. (BMI), Nationwide Songs Inc. (ASCAP), Stanshi (ASCAP), Surrey Music Co. (ASCAP), Tellaro Music Co. (BMI).

Pawnbroker Music Corp. (ASCAP), see Alouette Prod'ns.

Pawnee Rose Publ'ns Inc. (SECAC). Gen. Prof. Mgr.: Audie Ashworth. See Moss Rose.

Paymaster Music (BMI), 35 Kings Hwy. E., Haddonfield, N.J. 08033. Tel: (609) 589-1456. Pres.: Richard R. Wisneski; Gen. Prof. Mgr.: Lemuel E. Harris.

Peace Piper Music (BMI), see Stinger.

Peach Music (SESAC), see Yonah.

Peanut Butter Music (BMI), see Mike Curb.

Pecos Music (BMI), PO Box 13100, San Antonio, Tex. 78213. Tel: (512) 341-4257. Gen. Prof. Mgr.: Milton Lance. **Affiliate:** Milt Lance Music (ASCAP).

Peddler Publ'g (BMI), see The Mandeville Group & Copyright Serv. Bureau.

Peer Int'l Corp. (BMI), see Southern Music Publ'g.

Peggylou Music Inc. (BMI), see Mietus Copyright Mgmt.

Pelew Music Inc. (ASCAP), see LF.

Pelton Music Publ'g Co. (BMI), 333 W. 52 St., Rm. 700, New York, N.Y. 10019. Tel: (212) CI 5-7793. Pres.: Jim Pelton. **Affiliate:** Old Ironsides Music Publ'g Co. (BMI).

Penelope Music Inc. (BMI), 59 Temple Pl., Suite 203, Boston, Mass. 02111. Tel: (617) 426-5758. **Affiliates:** Anita Music Inc. (BMI), Mabel Music Inc. (BMI).

Pennetration Sound Publ'g Co. (BMI), 3809 S. Dale Mabry, Tampa, Fla. 33609. Pres.: Alan Franklin.

Pepamar Music Corp. (ASCAP), see Warner Bros.

Peppermint Music Inc. (BMI), Pres.: Jimmy Peppers. See Moss Rose.

Pequod Music Inc. (ASCAP), see Ishmael.

Pera Music Corp. (BMI), see Southern Music Publ'g.

Percival Music (BMI), see Copyright Serv. Bureau.

Perfection Music Publ'g (BMI), 1429 Hawthorne St., Pittsburgh, Pa. 15201. Tel: (412) 781-4557. Pres.: E. J. Moschetti; Gen. Prof. Mgr.: Muriel M. Shilling. **Affiliate:** Regal (ASCAP).

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Periterra Music (BMI), 48-16 43 Ave., Long Island City, N.Y. 11104. Tel: (212) HA 6-1190. Pres.: Franc Peri.

Periwiggle Publ'g (ASCAP), see Century City.

Perpetual Music (BMI), see Mietus Copyright Mgmt.

Perri Nina (BMI), see ALA.

Perspective Music Co. (BMI), see NRP.

Peter Jan Publ'g (BMI), 2313 S. 49 Ave., Omaha, Neb. 68106. Tel: (402) 556-5675. Pres.: Charles Canuso. **Affiliate:** Monona (BMI).

Peterna Music Co. (ASCAP), see Copyright Serv. Bureau.

Ben Peters Music (BMI), 9000 Old Hickory Blvd., Nashville, Tenn. 37027. Tel: (615) 833-5330. Pres.: Ben Peters. **Affiliate:** Playback Music.

C. F. Peters Corp. (BMI), 373 Park Ave. S., New York, N.Y. 10016. Tel: (212) MU 6-4147. Pres.: Mrs. Walter Hinrichsen. **Int'l branches:** England, Germany, Switzerland. **Affiliates:** Alpege Editions, American Music Award Series—Sigma Alpha Iota (BMI), American Wind Symphony Editions (BMI), Cell, Collection Litloff (BMI), Eulenburg Pocket Scores (BMI), Harmonia Edition (BMI), Henmar Press Inc. (ASCAP), Heuwekemeier Chamber Music (ASCAP), Hinrichsen Edition (BMI), Musia (BMI), New York Public Library Music Publ'ns (BMI), Sueddeutscher Musikverlag (ASCAP). **Int'l firms represented:** Aisbach (Netherlands), Broekmans (Netherlands), Bruckner Verlag (Germany), Choudens (France), Dessain (Belgium), Donemus (Netherlands), Ed. Dania (Denmark), Ed. Reinhardt (Switzerland), Engstroem (Denmark), Eulenburg (UK), Forberg (Germany), Goodwin & Tabb (UK), Grahl (Germany), Haenssler (Germany), Harmonia (Netherlands), Heinrichsofen (Germany), Hug (Switzerland), Kahnt (Germany), Kneusslin (Switzerland), Lienau (Germany), Litloff (Germany), Lyche (Norway), Merseburger (Germany), Willy Mueller (Germany), Musikk-Huset (Norway), Noetzel (Germany), Panton (Switzerland), Pegasus (Germany), Ries & Erler (Germany), Samfundet (Denmark), Schott Freres (Belgium), Taunus (Germany), Tonger (Germany), Ugrino (Germany), Vieweg (Germany), Westend (Germany), Zanibon Edition (Italy), Zimmermann (Germany).

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Peters Music Co. (ASCAP), see Criterion.  
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 Petra Music (BMI). Gen. Mgr.: Brian Rohan. See Fillmore.  
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 Pewter Pal Music (BMI), 6092 Selma Ave., Hollywood, Calif. 90028. Tel: (213) HO 5-3072. Pres.: Jim Pewter.  
**Affiliates:** Philella Music (BMI), Playground Music (BMI).  
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 Phrase Text Music (ASCAP), see Mietus Copyright Mgmt.  
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 Piccolo Music Inc. (BMI), see Shelby Singleton.  
 Pickering Music Publ'rs Co. Inc. (BMI), see Pansa.  
 Pickwick Int'l, 8-16 43 Ave., Long Island City, N.Y. 11101. Tel: (212) EM 1-8811. Cable: PICKSACOR.  
**Affiliates:** Barmour Music Co. (BMI), Mourbar Music Corp. (ASCAP), Southtown Music Inc. (BMI), Talmont (BMI), Weiss & Barry Copyrights Inc. (BMI).  
 Pickwick Music Corp. (ASCAP), see MCA.  
 Piedmont Music Co. Inc. (ASCAP), see Edward B. Marks.  
 Pilgrim Music Publ'g Co. (ASCAP), see Slide.  
 Pigfoot Music (ASCAP), see Dogfish.  
 George Pincus & Sons Music Corp. (ASCAP), see Gil Music.  
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 Pinelawn Music Publ'g Co. Inc. (BMI), see American Metropolitan.  
 Ping Publ'g Co. (BMI), 3711 Jackson Ave., Memphis, Tenn. 38108. Tel: (901) 388-4200. Pres.: Tim P. Riley.  
 Pinpoint Publ'g Co. (BMI), c/o Don D. Sheets Prod'ns, Nashville, Ind. 47448. Tel: (317) 988-2000. Owner: Don D. Sheets.  
 Pint Size Music (BMI), see Mike Curb.  
 Pitfield Music Inc. (BMI), see A. Schroeder.  
 Pitney (ASCAP), see A. Schroeder.  
 Pete Pittman Publ'ns (BMI), S. Marvin Rd., Lyons, Ga. 30436. Tel: (912) 565-8316. Pres. & Gen. Mgr.: Pete Pittman.  
 Pixrus Music (ASCAP), see Russell-Cason.  
 Placid Music Corp. c/o A. Halsey Cowan, 1350 Ave. of the Americas, New York, N.Y. 10019. Tel: (212) 246-2060. Pres.: Ike Turner.  
 Planaway Publ'g Co. (BMI), 714 Maylene Dr., C-3, Madison, Tenn. 37115. Tel: (615) 865-4782. Pres. & Gen. Mgr.: Judith A. West.  
 Planemar Music Co. (BMI), see National.  
 Planetary Music Publ'g Corp. (ASCAP), see Big Seven.  
 Plan Two Music Inc. (ASCAP), see Hill & Range Songs.  
 Platinum Music Publ'g (ASCAP), div. of The Music Factory Inc., 567 NW 27 St., Miami, Fla. 33127. Tel: (305) 635-9411. Pres.: Bob Archibald; VP: Dorothy Peshkin; Musical Dir.: Eddie Jacobs.  
**Affiliate:** Stage Door Music Publ'g (BMI).  
 Plato Musik (BMI), see Bleu Disque.  
 Platshon Music (BMI), 308 Edmonds Bldg., 917 15 St. NW, Washington, D.C. 20005. Tel: (202) NA 8-8992. Contact: B. Platshon.  
 Play (BMI), see Eden.  
 Playback Music see Ben Peters.  
 Players Music Corp. (ASCAP), see Chappell.  
 Playground Music (BMI), see Pewter Pal.  
 Pleasant Music Publ'g Corp. (ASCAP), 68 Mechanic St., New Rochelle, N.Y. 10801. Tel: (914) NE 3-6059.  
 Pleasant Ridge Music (BMI), PO Box 7481, 10 Michael Dr., Greenville, S.C. 29610. Tel: (803) 269-3961. Pres.: Bob Edwards.  
**Affiliates:** Huffman Publ'g Co. (BMI).  
 Plato Musik (BMI), see Bleu Disque.  
 Plectrum Music (BMI), see Longridge.  
 Plex Music (ASCAP), see Copyright Serv. Bureau.  
 Plurb-On Music Inc. (ASCAP), see Fourth Floor.  
 Plymouth Music Co. Inc. (ASCAP), see Words & Music.  
 Pocket Full of Tunes Inc. (BMI), 3 E. 54 St., New York, N.Y. 10022. Tel: (212) 935-9140. Pres.: Wes Farrell.  
 Pocono Publ'g Co. Inc. (BMI), see Copyright Serv. Bureau.  
 Poe Publ'g Co. (ASCAP), 5930 Vista Ave., Sacramento, Calif. 95824. Tel: (916) 422-5838. Pres.: William B. Moore.  
 Poinsettia Publ'g Co. (BMI), 3303 Baswell Dr., Jonesboro, Ark. 72401. Pres.: E. J. Waldrup; VP: Joe Lee.  
 Poison Ring Prod'ns Inc. (ASCAP). Gen. Mgr.: Thomas Sharkey; Gen. Prof. Mgr.: Earl D. Faber. See Monitor.  
 Poke Sallet Music Inc. (BMI). Pres.: Charlie Walker. See Moss Rose.  
 Polka Towne Music (BMI), 23 Marian Ln., Jericho, L.I., N.Y. 11753. Tel: (516) 822-3198. Pres.: Teresa Zapolska.  
 Poly Tone Music Publ'g Co. (ASCAP), see True Blue.  
 Pomona Music Corp. (BMI), see Shapiro, Bernstein.  
 Pompeii Publ'g Co. (BMI), 3200 Lemmon W., Suite 100, Dallas, Tex. 75204. Tel: (214) 521-7911. Gen. Mgr.: Mike Tollson.  
**Affiliate:** Vesuvius Publ'g Co. (ASCAP).

Poncello Music (ASCAP), see Ted Jarrett.  
 Ponderosa Music Co. Inc. (BMI), see Shapiro, Bernstein.  
 Porgie Music Inc. (BMI), see Pamco.  
 Pooh Music (BMI), see A. Schroeder.  
 Poppy Music Co. (BMI), see Budd.  
 Porky Music (BMI), div. of Hogfat Prod'ns, 7783 Sunset Blvd., Hollywood, Calif. 90046. Tel: (213) 874-1534. Pres.: Michael Deasy; VP & Gen. Mgr.: Dean O. Torrence.  
**Affiliate:** Oink Music (ASCAP).  
 Porpete Music Publ'g Co. (BMI), 1820 S. Van Ness Ave., Los Angeles, Calif. 90019. Tel: (213) RE 4-5182. Pres. & Gen. Mgr.: Anita Poree.  
 Portable Music Co. Inc. (BMI), see Notable.  
 Portage Publ'g Co. (BMI), 16634 Gannon W., Rosemount, Minn. 55068. Tel: (612) 432-5737. Pres.: Larry LaPole.  
 Portilla Music Corp. (ASCAP), see Grever.  
 Portland Music Co. (BMI), PO Box 411, San Fernando, Calif. 91341. Tel: (213) 346-3333. Pres.: Mark Raymer; Gen. Mgr.: Sherree Scott.  
 Possum Not Music (BMI), 146 W. 47 St., New York, N.Y. 10036. Tel: (212) JU 6-5124. Pres.: Arthur Gorson; VP: Herbert Lovelle.  
**Affiliate:** Wild Indigo Music (BMI).  
 Post Music Inc. (ASCAP), see United Artists.  
 Power Clock Music (BMI), PO Box 31246, Dallas, Tex. 75231. Tel: (214) 361-7139. Owners: Bud Buschardt, Bob Cardenas.  
 Poz Music Inc. (ASCAP), see Copyright Serv. Bureau.  
 Preacher Publ'g (BMI), see Dan Dalton.  
 Premier Music Publ'g Co. (BMI), 1650 Broadway, New York, N.Y. 10019. Tel: (212) JU 6-5253. Pres.: Philip Landwehr.  
**Affiliate:** Anatole Music Inc. (BMI), West End Music Inc. (ASCAP).  
 Prentice Music Inc. (ASCAP), see Eden.  
 Elvis Presley Music Inc. (BMI), see Hill & Range.  
 Press Music Co. Inc. (BMI), see Tree.  
 Theodore Presser Co. (ASCAP), Presser Pl., Bryn Mawr, Pa. 19010. Tel: (215) LA 5-3636. Cable: RESSERP. Pres.: Arnold Brodido.  
**Branch:** New York, N.Y., 111 W. 57 St. Zip: 10019. Tel: (212) 246-5311.  
**Affiliates:** Beekman Music Inc. (ASCAP), The John Church Co. (ASCAP), Columbia Music Co. (ASCAP), Oliver Ditson Co. (ASCAP), Elkan-Vogel Inc. (ASCAP), Gentry Publ'ns (ASCAP), Lea Pocket Scores, Liturgical Press, Mercury Music Corp. (SESAC), Merion Music Inc. (BMI), Merrymount Music Inc. (BMI), Mowbray Music Publ'g (ASCAP), Music Press (ASCAP), New Music Edition (ASCAP & BMI), Now Music Corp., Society for the Publ'n of American Music (ASCAP), Tenuto Publ'ns (ASCAP), Tritone Press (BMI), Weaner-Levant (ASCAP).  
**Int'l firms represented:** Ars Nova (Netherlands), Durand (France), Eds. Heuwekmeijer (Netherlands), Eds. Musicales Transatlantiques (France), Eds. L. Phillipppo (France), Hammelle (France), Haydn Mozart (Austria), Herrelle (France), Heugel (France), Impero (Germany), Henry Lemoine (France), Ongaku No Tomo (Japan), Philharmonia Pocket Scores (Austria), Procuo Generale (France), La Schola Cantorum (France), United Music Publ'rs (UK), Universal (Austria, Switzerland, UK), Josef Weinberger (UK).  
**Int'l firms represented (Elkan-Vogel):** Consortium Musicale (France), Ed. Bizet (Belgium), Ed. Rideau Rouge (France), Jean Jobert (France).  
 Prestige (BMI), 203 S. Washington Ave., Bergenfield, N.J. 07621. Tel: (201) 284-6900. Pres.: Robert S. Weinstock.  
**Affiliate:** Tru-Sound Music (ASCAP).  
**Int'l reps:** Asia (UA Music in Japan), UK & Europe (Parnes Music in England).  
 Pretorius Publ'g Co. (ASCAP). Pres.: Bob Gibson. See Yuggoth.  
 Pretty Girl Music (BMI), PO Box 11286, 3373 Park Ave., Memphis, Tenn. 38111. Tel: (901) 324-6786. Gen. Mgr.: Style Wooten.  
 Prigan Music Co. (BMI), see Copyright Serv. Bureau.  
 Prit Music (BMI), see Gopam.  
 Primrose Music Publ'g Co. (BMI), 6223 Selma Ave., Hollywood, Calif. 90028. Tel: (213) 466-2168. Partners: Betty & Jack Carlton, Jerry Wallace.  
 Princess Music Publ'g Corp. (ASCAP), see H. B. Webman.  
 Pringle Music Publ'rs (BMI), 7021 Hatillo St., Canoga Park, Calif. 91306. Tel: (213) 347-3902.  
 Print Music Co. Inc. (ASCAP), see Japalana.  
 Pritchett Publ'ns (BMI), 38603 Sage Tree St., Palmdale, Calif. 93550. Tel: (805) 947-4657. Pres.: LeRoy Pritchett; Gen. Prof. Mgr.: Highe Lewman.  
 Prize Music Inc. (ASCAP), see Shelby Singleton.  
 Process Music Publ'ns (BMI), 439 Wiley Ave., Franklin, Pa. 16323. Tel: (814) 432-4633. Gen. Mgr.: Norman Kelly.  
**Affiliate:** Country Star Music (ASCAP).  
 Producers Music Publ'g Co. Inc. (ASCAP), see Chappell.  
 Production Groove Music Co. (BMI), see Starling.  
 Programs Publ'rs (BMI), PO Box 7084, 10 Michael Dr., Greenville, S.C. 29610. Tel: (803) 269-3961. Gen. Prof. Mgr.: Otis Forrest.  
 Progressive Music Publ'g Co. (BMI), see Hill & Range.  
 Promenade Music Inc. (ASCAP), see A. Schroeder.  
 Pro Sound Publ'n's, 720 17 Ave. S., Nashville, Tenn. 37203. Tel: (615) 256-0091. Pres.: Gary Walker.  
**Affiliates:** Entrance Music (ASCAP), Love Music (SESAC), Seesus Music (BMI), Soul Song Music (BMI).

Protone Music (ASCAP), 647B Santa Monica Blvd., Hollywood, Calif. 90038. Tel: (213) 462-6058. Owner: James Welton; Gen. Mgr.: Jane Courtland; Gen. Prof. Mgr.: Victoria Bond.  
**Affiliate:** Wellton Music (BMI).  
 Pru Music (BMI), Box 5021, Newark, N.J. 07105. Tel: (201) 621-9135. Pres.: Ozzie Cadena; VP: Gloria Cadena.  
**Affiliate:** Dez Music (ASCAP).  
 Publishers' Licensing Corp., 40 W. 55 St., New York, N.Y. 10019. Tel: (212) 581-7970. Cable: TABAKURN. Telex: 224128. Contact: Philip S. Kurnit.  
**Administered companies:** Abnak Music Ents. Inc. (BMI), Almitra Music Co. Inc. (ASCAP), Earl Barton Music Inc. (BMI), Bergstrom Music Ltd. (ASCAP), Blendingwell Music Inc. (ASCAP), D'Accord Music Inc. (ASCAP), Dreamland Music Inc. (BMI), Elva Music Inc. (BMI), Evilot Music Inc. (ASCAP), For Sure Music (ASCAP), Gaucho Music (BMI), Hourglass Music (ASCAP), Jasse Music Inc. (ASCAP), Jetstar Publ'rs Inc. (BMI), Julroy Music Inc. (ASCAP), Pure Cane Music (BMI), Rose Bridge Music Inc. (BMI), Sandbox Music Inc. (ASCAP), Sephra Music (ASCAP), Sister John Music Inc. (BMI), Soundhead Inc. (ASCAP), Storn Harris & Jones (ASCAP), Tablerock Music Inc. (BMI), Uganda Music Inc. (BMI).  
 Puffin Prod'ns Inc. (BMI), see Copyright Serv. Bureau.  
 Pulaski Publ'g Co. (BMI), 1740 W. 47 St., Chicago, Ill. 60609. Tel: (312) 847-0658. Pres.: E. Blazonczyk; VP: E. Nowak.  
 Puppy Lust Music (ASCAP), see Fillmore.  
 Purple Haze Music (BMI), PO Box 1243, Beckley, W. Va. 25801. Tel: (304) 252-4836. Owners: Danny Bailey, Richard L. Petry.  
 Pure Cane Music (BMI), see Publishers' Licensing Corp.  
 Pure Soul Music Corp. (BMI), see Big Seven.  
 Purple Rooster Music (BMI), see Excellence.  
 Pyramid Music Co. (ASCAP), see Herb Monteil.

**Q**

Quartet Music Inc. (ASCAP), see Trio.  
 Quartz Music (ASCAP), see Trident.  
 Quick Silver Music Corp. (BMI), see Copyright Serv. Bureau.  
 Quinones Music Co. (BMI), 1344 Waldron, St. Louis, Mo. 63130. Tel: (314) 70 3-3605. Pres.: Eddie Johnson.  
 Quintet Music Inc. (BMI), see Hill & Range.  
 Quinvy Publ'g Co. Inc. (BMI), 1307 Broadway, Sheffield, Ala. 35660. Tel: (205) 381-1830. Pres.: Quinon R. Ivy; Sec'y-Treas.: James A. Dardess.  
 Quiston Music Co. (BMI), see Copyright Serv. Bureau.

**R**

R F D Music Publ'g Co. Inc. (ASCAP), see Southern Music Publ'g.  
 R F T Music Publ'g Corp. (BMI), see Thomas J. Valentino.  
 R R Music (ASCAP), see Ren-Maur.  
 R S O Publ'g Inc. (ASCAP), see Copyright Serv. Bureau.  
 Rabbit's Foot Music Corp. (BMI), see Big Seven.  
 Radcliffe Publ'g Co. (BMI), see Trident.  
 Ragmar Music Corp. (BMI), 353 W. 48 St., New York, N.Y. 10036. Tel: (212) 581-9590. Pres.: Jerry Ragovoy.  
**Affiliates:** Rittenhouse Music (BMI), Society Hill Music Inc. (ASCAP).  
 Vince Rago Music (BMI), PO Box 961, Wilmington, Del. 19899.  
 Raintree Music Inc. (ASCAP), see Budd.  
 Rainwater Music Co. (BMI), see Cohen & Boyle.  
 Rally Music (BMI), see Ralph's.  
 Ralph's Radio Music (BMI), PO Box 117, Hwy. 441, Demorest, Ga. Tel: (404) 723-3884. Owner: Ralph Raper.  
**Affiliate:** Rally Music (BMI).  
 Ramed Publ'g Co. Inc. (BMI), see Copyright Serv. Bureau.  
 Ramblin' Rose Publ'ns Inc. (ASCAP). Gen. Prof. Mgr.: Audie Ashworth. See Moss Rose.  
 Rambo Music Inc. (BMI), 816 19 Ave. S., Nashville, Tenn. 37203. Tel: (615) 327-9582. Pres.: Richard Buck Rambo; Gen. Mgr.: Don Light.  
 Ramsel Publ'g Co. (BMI), 1352 E. 55 St., Suite 3, Chicago, Ill. 60615. Tel: (312) 667-3088. Pres.: Ramsey E. Lewis Jr.; Exec. VP: Robert B. Holmes.  
 Ramsgate Music (BMI), Box 551, 108 S. Bell, Hamilton, Tex. 76531. Tel: (817) 386-5918. Owner & Mgr.: C. Joe Treadway.  
 Rango Music Co. (ASCAP), see Frank Music.  
 Ran-Lu Music Publ'g Inc. (BMI), 300 W. 55 St., New York, N.Y. 10019. Tel: (212) 765-4960. Pres.: Lewis Harris; Gen. Mgr.: Randy Irwin.  
 Fred Raphael Music Inc. (ASCAP), 118 N. Clark Dr., Los Angeles, Calif. 90048. Tel: (213) 271-1877. Pres.: Hermione Raphael.  
 Rare Magnetism (ASCAP), see Kim Fowley.  
 Rarotonga Music, see Pacific Islands.  
 Rawbee Music (BMI), c/o Walter R. Scott, 6671 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) 462-2349. Pres.: Lou Rawls; Gen. Mgr.: Walter R. Scott.  
**Affiliates:** Clears Music Inc. (BMI), RawLou Music (BMI), Lou Rawls Music (BMI).  
 RawLou Music (BMI), see Rawbee.  
 Lou Rawls Music (BMI), see Rawbee.

- Rawson Publ'g Co. (BMI), 932 NW 22 St., Moore, Okla. 73060. Tel: (405) SW 4-7633. Pres.: Dave Rawson; Exec. VP, Sales & Mktg.: B. F. Reece.
- Raydee Music Co. (SESAC), see Glad.
- Ray's, 1117 N. Main, Fremont, Neb. 68025. Tel: (402) 721-4728. Pres.: Ray Keeler.
- Rayster Music Publ'g Co. (ASCAP), see Stirling.
- Razzle Dazzle Music Inc. (BMI), 18 E. 17 St., New York, N.Y. 10003. Tel: (212) 242-1928. Gen. Prof. Mgr.: Hermi Hanlin.
- Reaction Music Co. (ASCAP), see NRP.
- Walter Reade Music Corp. (ASCAP), see Frank Music.
- Reb Music Publ'g Co. (ASCAP), see Slide.
- Record Songs Inc. (ASCAP), 450 W. 24 St., New York, N.Y. 10011. Tel: (212) OR 5-6671. Pres.: Enoch Light.
- Red Coach Music Inc. (BMI). Pres.: Merle Kilgore. See Hank Williams Jr.
- Red Day Music (ASCAP), see Dick James.
- Red Rock Music Co. (BMI), PO Box 2671, 1819 E. 31 Ave., Denver, Colo. 80201. Tel: (303) 333-8086. Pres.: James C. Scott Sr.
- Red Sails Music (ASCAP), see Kling Street.
- Redwal Music Co. Inc. (BMI), Redwal Music Bldg., 535 Cotton Ave., Macon, Ga. 31201.
- Affiliates: No Exit Music Co. Inc. (BMI), Oak Grove Music (BMI), Tandem Publ'ns (BMI).
- Ree Music (ASCAP), see Bonton.
- Jim Reeves Emis., Drawer 1, 200 Madison St., Madison, Tenn. 37115. Tel: (615) 895-5484. Pres.: Mary Reeves.
- Affiliates: Acclaim Music Inc. (BMI), Ma-Ree Music Inc. (ASCAP), Open Road Music Inc. (BMI), Tuckahoe Music Inc. (BMI).
- Reez Music Publ'g (BMI), Box 644, Minneapolis, Minn. 55440. Tel: (612) 788-4271. Pres.: Eugene Thomas.
- Regal (ASCAP), see Perfection.
- Reginald Music Publ'g (BMI), 476 Muscadine St., Greenville, Miss. 38701. Tel: (601) 335-4594, 332-8665. Pres.: Henry R. Hines; Gen. Mgr.: Vicki Williams; Gen. Prof. Mgr.: Bessie Mae Williams.
- Herb Reis Music Corp. (BMI), 39 W. 55 St., Rm. 603, New York, N.Y. 10019. Tel: (212) PL 7-9265. Mgr.: Herb Reis.
- Affiliate: Summit Music Corp. (ASCAP).
- Reksirb Music Publ'g Co. (BMI), 2911 Sturtevant, Rm. 27, Detroit, Mich. 48206. Tel: (313) 867-4921. Pres.: Miller Brisker.
- Remember Music Publ'g Co. (ASCAP), see Windfall.
- Remick Music Corp. (ASCAP), see Warner Bros.
- Remsen Music Corp. (BMI), see Frank Music.
- Renda Music Inc. (BMI), 3830 N. Seventh St., Phoenix, Ariz. 85014. Tel: (602) 277-1336. Pres.: Floyd M. Ramsey.
- Affiliates: Desert Palms Publ'g Co. (BMI), Salt River Music (BMI).
- Rendezvous Tobac Music Co. (BMI), PO Box 7229, Zip: 33603; 2223 S. Dale Mabry Hwy., Tampa, Fla. 33609. Tel: (813) 877-5704. Exec. VPs: Gilbert A. Cabot, Charles R. Robinette; Gen. Prof. Mgr.: J. R. Eric.
- Branch: Tallahassee, Fla., 821 Cochran Dr. Zip: 32301. Tel: (904) 877-7987. Gen. Mgr.: Charles R. Robinette.
- Affiliates: Cadius Music (BMI), CharGill Music Publ'g (BMI).
- Renhall Music (ASCAP), 6362 Hollywood Blvd., Suite 312, Hollywood, Calif. 90028. Tel: (213) HO 6-7696. Pres.: Gertrude Hall.
- Affiliates: Fore-Site Music (BMI), House of Joseph (BMI).
- Renleigh Music Inc. (BMI), see Music Makers.
- Ren-Maur Music Corp. (BMI), 1650 Broadway, New York, N.Y. 10019. Tel: (212) 765-2727; 663 Fifth Ave. Zip: 10022. Tel: (212) PL 7-3638. Pres.: Rena L. Feeney; Gen. Mgr.: Seth Greenky; Gen. Prof. Mgr.: Mel C. Kessler.
- Affiliate: RR Music (ASCAP).
- Republic Music Corp. (BMI), see World Music Inc.
- The Reservation, 322 W. 48 St., New York, N.Y. 10036. Tel: (212) 765-6370. Pres.: Jim Calvert; Gen. Mgr.: Doc Riemer; Sec'y-Treas.: Norman Marzano.
- Affiliates: Big Hawk Music Inc. (BMI), Little Fox Songs Inc. (ASCAP).
- Respect Music Co. (BMI), 820 W. 56 St., Los Angeles, Calif. 90037. Tel: (213) 753-1005. Pres.: Miles Grayson; VP: Harold Goldstein.
- Rest-A-While Music Co. (ASCAP), see Ford.
- Revolution Music Ltd. (ASCAP), see Alouette Prod'ns.
- Rex (BMI), see H. B. Webman.
- Reynard Publ'g Co. Inc. (ASCAP), see Sam Fox Rhinelander Music (BMI), see Marsaint.
- Riba Music Co. (ASCAP), 39 W. John St., Hicksville, N.Y. 11801. Tel: (516) 935-7611. Pres.: Richard Babeuf.
- Richbare Music (BMI), 6430 Sunset Blvd., Suite 607, Hollywood, Calif. 90028. Tel: (213) 463-2328. Owner: Dick Glasser; Mgr.: Nancy Barney.
- Ride On Music (BMI), 43 N. Jefferson Ave., Canonsburg, Pa. 15317. Tel: (412) 746-1658. Pres.: Charles A. Matthews; Gen. Prof. Mgr.: Chuck Edwards.
- Branch: Pittsburgh, Pa. 3400 Ridgeway St. Zip: 15213. Tel: (412) 682-2369. Gen. Mgr.: Charles A. Matthews.
- Ridge Music Corp. (BMI), see Tannen.
- Ridgeway Music Co. Inc. (BMI), 5939 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) 462-1366. VP: Charles E. Adams; Gen. Mgr.: Wes McWain.
- Affiliates: Chadwick Music Co. Inc. (ASCAP), Golden West Melodies Inc. (BMI), Western Music Co. Inc. (ASCAP).
- Right Now Publ'g, PO Box 2330, Milwaukee, Wis. 53212. Tel: (414) 344-2390. Contact: H. Reed.
- Ringasol (BMI), 1239 N. Highland Ave., Hollywood, Calif. 90028. Tel: (213) HO 6-6129. Mgr.: H. B. Barnum.
- Rio Grande (BMI), see Hill & Range.
- Ripcord Music (BMI), PO Box 2098, 4009 E. 18 St., Vancouver, Wash. 98661. Tel: (206) 695-2112. Pres.: John Foster; Gen. Mgr.: Jay Andy Thompson; Gen. Prof. Mgr.: Bob Blum.
- Affiliate: Maryhill Music (BMI).
- Rippling Waters (BMI), see Bleu Disque.
- Rise Music Co. (BMI), 3397 Renault St., Memphis, Tenn. 38118. Tel: (901) 363-7750. Pres.: Quinton M. Claunch.
- Rising Sons Music (BMI), see Combine Music & Russell-Cason.
- Ritchie Music Co. Inc. (ASCAP), see Barton.
- Rittenhouse Music (BMI), see Ragmar.
- Tex Ritter Music Publ'ns Inc. (ASCAP), see Critteron.
- Riverboat Music Inc., 812 16 Ave. S. Nashville, Tenn. 37203. Tel: (615) 244-3938.
- Rivers Music Co. (BMI), 8923 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 657-8380. Pres.: Johnny Rivers.
- Affiliate: Work Music Inc. (ASCAP).
- Livington Music (BMI), 83 Poulthney, Buffalo, N.Y. 14215. Tel: (716) 835-5972. Pres.: Carl LaMacchia.
- Affiliate: Upper Level Music (BMI).
- Roadrunner Music (BMI), see Forrest Hills.
- Robadon Music (BMI), PO Box 2094, Sheffield Lake, Ohio 44054. Tel: (216) AT 8-6397. Owner: Robert W. Sellers.
- Marty Robbins Emis., 713 18 Ave. S., Nashville, Tenn. 37203. Tel: (615) 327-4940/3752. Pres.: Marty Robbins.
- Affiliates: Maricana Music Inc. (BMI), Maricopa Music Co. Inc. (SESAC), Mariposa Music Inc. (BMI), Mojave Music Inc. (BMI).
- Robbins Music Corp. (ASCAP), see The Big 3.
- Robb Music (BMI), 5741 Carlton Way, Suite 103, Hollywood, Calif. 90028. Tel: (213) 461-7159. Contact: Con Merten.
- Robert Music Corp. (BMI), see Ivan Mogull.
- Don Robertson Music Corp. (ASCAP), 1680 N. Vine St., Hollywood, Calif. 90028. Tel: (213) 469-4500. Pres.: Don Robertson.
- Robin Hood Music Co. (BMI), 5531 Tuxedo Terr., Hollywood, Calif. 90028. Tel: (213) HO 5-9758. Pres.: John Marascalco.
- Robwil Music (ASCAP), see MTA.
- Rock & Roll Music (BMI), see Alouette Prod'ns.
- Rocket Music Co. (ASCAP). Pres.: Charles Dant; Gen. Mgr.: Larry Fotine; see True Blue.
- Rockford Music Co. (BMI), 150 West End Ave., Apt. 6-D, New York, N.Y. 10023. Gen. Mgr.: Phillip Ross Zinn.
- Affiliate: Stateside Music Co. (BMI).
- Rock Island Music (BMI), see New Life.
- Rockmore Music (BMI), 1733 Carmona Ave., Los Angeles, Calif. 90019. Tel: (213) 933-6521. Owner: Willie H. Rocquemore.
- Rock Music (BMI), see Beechwood.
- The Rodeheaver Co. (ASCAP), div. of Word Inc., Box 337, Winona Lake, Ind. 46590. Tel: (219) 267-5116. Exec. VP: N. B. Howe Jr.
- Rodeo (BMI), see Jasper.
- Rodra Music Inc. (BMI), see Berna.
- Roedy Prod'ns Inc. (BMI), see Mietus Copyright Mgmt.
- RoFran Publ'g Co. (BMI), 117 W. Washington, Urbana, Ill. 61801. Tel: (217) 367-9076. Pres.: Roger E. Francisco; Admin. Ass't: Carol Francisco.
- Rogan Publ'ns, 3316 Line Ave., Shreveport, La. 71104. Tel: (318) 861-0569. Pres.: Jim Wilhite; Gen. Mgr.: Ronald F. Di Julio.
- Rogelle Music (BMI), see Schwartz.
- Roger Music Inc. (ASCAP), 449 S. Beverly Dr., Beverly Hills, Calif. 90212. Tel: (213) 274-8094. Pres.: Joseph S. Shribman.
- Roi-Roberts Assoc'd Music, 226 W. 50 St., New York, N.Y. 10019. Pres.: Phil Roi; VP: Dave Roberts; Gen. Mgr.: Bob Plummer.
- Reny Roker Music (ASCAP), see Wally Roker.
- Wally Roker Music (BMI), 1242 N. Highland Ave., Hollywood, Calif. 90023. Tel: (213) 469-8317. Pres.: Wally Roker; VP: Reny Roker; Gen. Mgr.: Cecil Brissette.
- Affiliate: Reny Roker Music (ASCAP).
- Rokir Music Corp. (BMI), 236 Rutledge Ave., East Orange, N.J. 07017. Tel: (201) 678-0899. Pres.: Roland Kirk.
- Rolando Music Publ'g Co. (BMI), 1692 Madison, Memphis, Tenn. 38104. Tel: (901) 278-0850. Mgr.: Roland Janes.
- Rolling Meadows Music (ASCAP), 805 16 Ave. S., Nashville, Tenn. 37203. Tel: (615) 254-1129. Gen. Mgr.: Ricci Mareno; Gen. Prof. Mgr.: Billy Ray Reynolds.
- Rolls Royce Music Co. (ASCAP), see Copyright Serv. Bureau.
- Romance Music Inc. (BMI), see Wanessa.
- Romik Music (ASCAP), see Huckleberry.
- Romoho Music Inc. (BMI), see Chappell.
- Roncom Music Co. (ASCAP), 305 Northern Blvd., Great Neck, L.I., N.Y. 11021. Tel: (516) 466-5811. Gen. Mgr.: Mickey Glass.
- Affiliate: Dub Music Co. (BMI).
- Rondee Music Publ'g Co. (ASCAP), see Lonzo & Oscar.
- Rondor Music Inc., 1416 N. La Brea, Hollywood, Calif. 90036. Tel: (213) 464-7581. Cable: ALPERMOSS. Telex: 910-321-4281. Pres.: Jerry Moss; Int'l Dir.: Richard M. Stewart.
- Int'l branches: Australia, England, Germany, Mexico, Netherlands.
- Affiliates: Almo Music Corp. (ASCAP), Copper Penny Music Publ'g Co. (BMI), Good Sam Music (BMI), Irving Music Inc. (BMI), La Brea Music (ASCAP), Lloyd Music (SESAC), Wolfhead Music Publ'g Co. (ASCAP).
- Firms represented outside USA & Canada: Berna Music Inc. (BMI), Bertram Music Publ'g Co. (BMI), By George (ASCAP), For Church Music, Golden Chain Music (BMI), Gombay Music (BMI), Hofis Music (BMI), Ministry Music (BMI), Monogram Music (ASCAP), Paij Music Corp. (BMI), Redwood/Wichub, Rodra Music Inc. (BMI), Sattwa Music (ASCAP), Umpawaug Music (ASCAP), Westwood/Sedro Ross Music.
- Int'l firms represented in Western Hemisphere: Blue Mountain Music Ltd., Island Music Ltd., Maroon Music Ltd.; (USA & Canada only) Chrysler Music Ltd., Cordell-Russell Music Co. (BMI), Skyhill Publ'g Co. Inc. (BMI), Tarka Music Co. (ASCAP), all UK.
- Int'l reps.: Argentina (Relay), Belgium (Basart), Brazil (Companhia Brasileira de Discos), France (Agence Musicale Internationale), Germany (Rolf Budde), Italy (Ricordi), Scandinavia (Sweden Music in Sweden), South Africa (Laetrec), Spain (Canciones Del Mundo). (SEE ADVERTISEMENT)
- Ronor Music (BMI), see Cohen & Boyle.
- Ronray Assocs. Inc. (BMI), PO Box 515, Great Neck, L.I., N.Y. 11022. Tel: (516) 484-1242. Pres.: Ronald Radom; Gen. Mgr.: Cy Radom.
- Branch: New York, N.Y., 438 W. 37 St. Zip: 10018. Tel: (212) 736-2477.
- Room 7 Music (BMI), div. of Seven Arts Press, 6430 Sunset Blvd., Suite 1223, Hollywood, Calif. 90028. Pres.: Walter E. Hurst; Gen. Mgr.: Don Rico.
- Affiliate: Suite 7 (ASCAP).
- Roosevelt Music Co. Inc. (BMI), see Screen Gems/Columbia.
- Rosarita Music Inc. (ASCAP), see Hill & Range.
- Rose Bridge Music Inc. (BMI), see Earl Barton & Publishers' Licensing Corp.
- Fred Rose Music (BMI), see Acuff-Rose.
- Ken Rose Music (BMI), see Keith.
- Rosemeadow Publ'g Corp. (ASCAP), see Twentieth Century.
- Rosewood Music Corp. (ASCAP), see MCA.
- Brian Ross Prod'ns, 3884 Franklin Ave., Los Angeles, Calif. 90027. Tel: (213) 662-3121/3656. Pres.: Brian Ross.
- Affiliates: New High Music Publ'g (ASCAP), Thrush Music Publ'g (BMI).

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# 4 STAR MUSIC CO., INC.

9220 SUNSET BLVD. SUITE 312  
LOS ANGELES, CALIFORNIA 90069  
278-1780

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**Southern  
Representative:  
Bob Jennings**

**901 17th Ave. South  
Nashville, Tenn. 37212  
(615) 242-4414**

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**Eastern  
Representative:  
Kieth Colley**

**Suite 11-R  
300 West 55th Street  
New York, N.Y. 10019  
(212) 765-1966**

## continued

- Round-Up Music (BMI), see Larilee.  
 Routee Music, see Cohen & Boye.  
 Rowlicko (BMI), PO Box 8135, Chicago, Ill. 60680. Tel: (312) 643-2979. Pres.: R. C. Wilson; VP: R. C. Hillman.  
 Branch: Los Angeles, Calif., 4363 Lockwood Ave. Zip: 90029.
- R. D. Row Music Co. Inc. (ASCAP), see Carl Fischer.  
 Royal Music Publ'g (ASCAP), 1423B Sunset Blvd., Pacific Palisades, Calif. 90272. Tel: (213) GL 4-7482. Owner: Harry Owens; Gen. Mgr.: Glenhall Taylor.
- Roznick Music (BMI), see Schwartz.  
 Rubank Inc. (ASCAP), 16215 NW 15 Ave., Miami, Fla. 33169. Mgr.: Edward H. Wolske.  
 Rubi-Dido Publ'g Co. (BMI), Box 117, Rt. 4, Old Hickory Blvd., Nashville, Tenn. 37211. Owner & Gen. Mgr.: Billy Grammer.  
 Rudall Carte (ASCAP), see Boossey & Hawkes.  
 Rudan Music Assocs. (BMI), see Mietus Copyright Mgmt.
- Rue Publ'g (BMI). Pres.: Rue Barclay. Tel: (213) 342-2636. See Seyton.
- Ruler Music Co. Inc. (BMI), PO Box 326, Sheffield, Ala. 35660. Tel: (205) 381-0411. Pres.: Paul Ballenger; VPs: Marlin Greene, Eddie Hinton. Affiliate: Tree Publ'g Co. Inc. (BMI). Int'l rep.: Worldwide (Tree).
- Rumbalero Music (BMI), see Hill & Range.  
 Running Bear Music Inc. (BMI), c/o John Eastman, 39 W. 54 St., New York, N.Y. 10019. Tel: (212) LT 1-1330.
- Rupadia Music (BMI), see Mietus Copyright Mgmt.  
 Rural Hill Music (ASCAP), see Passkey.  
 Rush Music Corp. (BMI), see American Metropolitan.  
 Russ & Paula Music Co. (ASCAP), 3901 E. Broadway, North Little Rock, Ark. 72114. Tel: (501) 945-3312. Pres.: Russ Thompson.
- Russell-Cason Music (ASCAP), 2804 Azalea Pl., Nashville, Tenn. 37204. Tel: (615) 291-8682. Pres.: Bobby Russell; Gen. Prof. Mgr.: Buzz Cason. Branch: Studio City, Calif., 12069 Ventura Pl. Zip: 91604. Tel: (213) 985-7897. Gen. Mgr.: Jerry I. Allison.  
 Int'l branch: England.  
 Affiliates: Buzz Cason Publ'ns (ASCAP), Pixrus Music (ASCAP), Rising Sons Music Inc. (BMI), Sons of Ginza Publ'ns (BMI), Tamrose Music (BMI).  
 Int'l reps.: Australia & New Zealand (Essex in Australia), Sweden (Sweden Music).
- Ruxton Music Inc. (ASCAP), see TRO.  
 Ryerson Music Publ'g Inc. (BMI), see Fennario.
- S**
- S & J Music (ASCAP), see Schwartz.  
 S & R Music Publ'g Co. (ASCAP), 6533 Hollywood Blvd., Hollywood, Calif. 90028. Tel: (213) 469-1621. Pres.: Scott Seely.  
 Affiliate: Boomerang Music Co. (BMI).  
 S F M Inc. (ASCAP), see McRon.  
 Sacred Concert (SESAC), PO Box 757, San Carlos, Calif. 94070. Tel: (415) 593-9554. Dir.: Dr. Paul L. Weaver.  
 Affiliate: Spectrum Publ'ns (SESAC).  
 Sacred Music Press (ASCAP), see Lorenz.  
 Sacred Songs (ASCAP), 16661 Ventura Blvd., Encino, Calif. 91316. Tel: (213) 788-4700. Dir.: Fred Bock.  
 Branch: Waco, Tex., 4100 W. Waco Dr. Zip: 76703. Tel: (817) PR 2-7650.  
 Affiliate: Lexicon Music Co. (ASCAP).  
 Saga Music Corp. (ASCAP), see Barton.  
 Sage & Sand Music Inc. (SESAC), 6520 Selma Ave., Hollywood, Calif. 90028. Tel: (213) HO 9-1527. Pres. & Mgr.: W. O. Fleener.  
 Sahara Music (ASCAP), see Chappell.  
 Sailor Music (ASCAP), see R. A. Hodge.  
 Saima Music (BMI), 8721 Sunset Blvd., Suite 201, Los Angeles, Calif. 90069. Tel: (213) 657-2024. Partner: Bobby Vee.  
 St. George Music (ASCAP), see N. A. Busillo.  
 St. James Music Corp. (ASCAP), see Burke & Van Heusen.  
 St. Lawrence Music Inc. (BMI), see Sam Weiss.  
 St. Louis Music Corp. (BMI), see Hill & Range.  
 St. Martin Music Co. Inc. (BMI), see Sam Fox.  
 Saka Music Co. (BMI), 68 Mechanic St., New Rochelle, N.Y. 10801. Tel: (914) NE 3-6055/9. Contact: Mrs. R. B. Gamba.  
 Sakarec Music (BMI), 7422 Meadow Lark Ln., Texas City, Tex. 77568. Tel: (713) 935-3728. Contact: Lloyd W. Reynaud.  
 Sally Music Co. (BMI), see White Way.  
 Salt River Music (BMI), see Renda.  
 Salute Publ'g Co. (BMI), Box 481, Robinson, Ill. 62454. Contacts: Keith Dorrough, Quentin Abraham.  
 Samchera (BMI), 512 Lafayette St., Gretna, La. 70053.  
 Samfred Music Inc. (BMI), see Sam Fox.  
 Samoa Music (ASCAP), see Pacific Islands.  
 Sanada Music Corp. (BMI), see Big Seven.  
 Sanah Music (BMI), see Uncle Doris.  
 Sanavan Publ'g Co. (BMI), 24 Branford Pl., Newark, N.J. 07102. Tel: (201) 623-3328. Pres.: Anna Moore; Gen. Mgr.: Joseph J. Evans.  
 Sanctuary Ents. Inc. (BMI), 8321 W. Berwyn, Chicago, Ill. 60656. Zip: (312) 631-3832. VP: Vernon Murawski; Mar.: Patrick McBride.  
 Sandbox Music Inc. (ASCAP), see Publishers' Licensing Corp.  
 Sandclock Music Inc. (BMI), see Copyright Serv. Bureau.  
 San Dino Music Corp. (ASCAP), see Barton.
- Sandman Music Publ'g Co. (ASCAP), 6 Morris Ave., Montville, N.J. 07045. Tel: (201) 334-0863. Prof. Mgr.: Sandy Nelson.
- Sandona Music (BMI), see Mietus Copyright Mgmt.  
 Sandra Music Corp. (ASCAP), see Big Seven.  
 Sandra (ASCAP), 12525 Buckeye Rd., Cleveland, Ohio 44120. Tel: (216) 921-1442. Pres.: Mrs. S. Eyged.  
 John Sands Music (BMI), 2521 N. Travis St., Sherman, Tex. 75090. Tel: (214) B93-6772. Pres. & Gen. Mgr.: John Sands.  
 Sands Music Corp. (ASCAP), see Barton.  
 Sandy Lane Music (ASCAP), see Alouette Prod'ns.  
 Sandy's Songs (BMI), see William Sandy Johnson.  
 Sandwayne Music (BMI), 420 20 St., West Point, Va. 23181. Tel: (703) 843-3136. Pres.: Dean Greer.  
 Sanfriss Music Co. (BMI), 1674 Broadway, Suite 309, New York, N.Y. 10019. Tel: (212) JU 2-5799. Pres.: Miss Santa Friscia.  
 Sanga Music Inc. (BMI), 200 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 6-6553. Pres.: Harold Leventhal.  
 Affiliate: Applesseed Music Inc. (ASCAP).  
 Sanson-Antobal (ASCAP), see Fred Ahlert.  
 Santa Cruz Music (BMI), 815 E. Broadway, Tucson, Ariz. 85719. Tel: (602) 623-0318. Owner: Forster S. Cayce.  
 Santee Music Press Inc. (ASCAP), see Pietro Deiro.  
 Sapphine Rec. Co. (BMI), 2815 Octavia St., New Orleans, La. 70115. Tel: (504) 866-3478. Pres.: Lou Welsh Jr.  
 Affiliates: LoduKay Inc. (BMI).  
 Sarah (ASCAP), see David.  
 Sarah Ann's House of Music & Publ'g Co. (ASCAP), 6640 Gardena Ave., Long Beach, Calif. 90805. Tel: (213) GA 2-4890. Owner: Sarah Ann Warner.  
 Saralee Music Publ'g Co. (BMI), see Chris.  
 Saran Music Co. (BMI), PO Box 17667, Dallas, Tex. 75217. Tel: (214) 428-3128. Gen. Mgr.: Dewey Groom.  
 Satellite Music Publ'rs Network of America, see Elvitruce.  
 Satrycon Music (BMI), PO Box 46447, Los Angeles, Calif. 90046. Tel: (213) 467-1573. Owner: David Austin; Prod'n: James Flemming.  
 Sattwa Music (ASCAP), PO Box 69585, Los Angeles, Calif. 90069.  
 Int'l rep.: Worldwide exclusive of USA & Canada (Rondor in USA).
- Saturday Music Inc. (BMI), see Crewe Group.  
 Saunders Publ'g Inc. (ASCAP), see Frank Music.  
 Savaii Music, see Pacific Islands.  
 Savoy Music Co. (BMI), see National.  
 Sawgrass Music Publ'rs Inc. (BMI), 111 Lyle Ave., Nashville, Tenn. 37203. Tel: (615) 256-9801. Pres. & Gen. Mgr.: Lonnie Tillis; Gen. Prof. Mgr.: Jim Baker.
- Saxon Music Corp. (BMI), see American Metropolitan.  
 Scarlet Music Co. (BMI), see Stan Pat.  
 Scarsdale (ASCAP), see Shapiro, Bernstein.  
 Schabraf (BMI), Box T, Winter Park, Fla. 32789. Pres.: Eric Schabacker.  
 Peter Schaeffers Music Corp. (BMI), see American Metropolitan.  
 Schine Music (ASCAP), 626 S. Hudson Ave., Los Angeles, Calif. 90005. Tel: (213) WE 7-5000. Pres.: David Schine.
- E. C. Schirmer Music Co. (ASCAP), 600 Washington, Boston, Mass. 02111. Tel: (617) 426-3137. Pres.: Robert MacWilliams.  
 Affiliate: Ione Press Inc. (BMI).  
 Int'l rep.: Switzerland (Foetisch Freres).
- G. Schirmer Inc. (ASCAP), 609 Fifth Ave., New York, N.Y. 10017. Tel: (212) PL 2-3800. Pres.: Rudolph Tauhart.  
 Affiliates: Amberson Ents. Inc. (ASCAP), Lawson-Gould Music Publ'rs Inc. (ASCAP).  
 Int'l firms represented: Ascherberg Hopwood & Crew Ltd. (UK), J. Curwen & Sons (UK), Faber Music Ltd. (UK), Wilhelm Hansen (Denmark).
- Schlepitiz Music Publ'g (ASCAP), PO Box 2055, Bell Gardens, Calif. 90201. Tel: (213) 773-3546. Pres.: Darvin D. Schlepitiz.
- Schmerdley Music (BMI), 1111 Las Vegas Blvd. S., Las Vegas, Nev. 89104. Owner: Tom Willett.  
 A. P. Schmidt Co. Inc. (SESAC), see Summy-Birchard.  
 Schmitt Music Center Inc. (ASCAP), see Schmitt, Hall & McCreary.  
 Schmitt, Hall & McCreary Co. (SESAC), 527 Park Ave., Minneapolis, Minn. 55415. Tel: (612) 336-4367. Pres.: Robert P. Schmitt; Gen. Mgr.: Curtis Hansen; Sales Mgr.: William Slott.  
 Affiliate: Schmitt Music Center Inc. (ASCAP).  
 Schroeder & Gunther (BMI), see Associated.  
 A. Schroeder Music Corp., 25 W. 56 St., New York, N.Y. 10019. Tel: (212) JU 2-8810. Cable: SCHRUMUS. Pres.: Aaron Schroeder; VP & Gen. Mgr.: Mrs. Abby Schroeder.  
 Branch: Los Angeles, Calif., 9000 Sunset Blvd. Zip: 90069. Tel: (213) 274-7351.  
 Int'l branches: Australia, England, France, Germany, Italy, Japan, Mexico, Netherlands, Spain, Sweden.  
 Affiliates: Anim (BMI), Annica Music Corp. (ASCAP), Arch Music Co. Inc. (ASCAP), Avaris Music Co. (ASCAP), Bella Godiva (ASCAP), Cat Mother (BMI), Dana-Dona Inc. (ASCAP), Don Michael Inc. (BMI), Emm-Jay (BMI), Englewood Publ'g Inc. (BMI), Fitness King Music Co. (ASCAP), Great Montana (BMI), January Music Corp. (BMI), Johns Bones Pub. Ltd. (BMI), Joint Music, Lar-Bell Music Corp. (BMI), LASSIE Publ'g Co. (ASCAP), Manistee Music Co. (BMI), Petone Music Co. (BMI), Piffeld Music Inc. (BMI), Pitney (ASCAP), Pooch Music (BMI), Promenade Music Inc. (ASCAP), Sea-Lark Ents. Inc. (BMI),
- Stewart-Nims (BMI), Stratton Smith (PRS), Tijuca Music Co. (BMI), Wrather Music Publ'g Inc. (BMI), Yameta.
- Franz Schubert Music Publ'g (ASCAP), 425 W. Broadway, Fort Worth, Tex. 76104. Tel: (817) ED 2-5995. Owner: Franz Schubert.  
 Affiliate: Unidap Inc. (BMI).
- Edward Schuberth & Co. Inc. (SESAC), see Ashley.  
 Schumann Music Corp. (ASCAP), see Bourne.  
 Schuss Music Co. (BMI), 2623 N. Pulaski Rd., Chicago, Ill. 60639. Tel: (312) 342-6600. Pres.: Joseph Sugarman.
- Schwab Music (BMI), 1141 Columbia Pike, Silver Spring, Md. 20904. Tel: (301) 593-8606. Cable: LENSPROD. Pres.: Leonard Schwab.  
 Int'l branch: England.
- Schwartz Music Co. Inc. (ASCAP), 165 W. 46 St., Suite 1202, New York, N.Y. 10036. Tel: (212) JU 2-2975. Pres.: Robert Schwartz; Gen. Mgr.: Ernie Maresca.  
 Affiliates: Just Music Inc. (BMI), Rogelle Music (BMI), Roznick Music (BMI), S&J Music (ASCAP), Vibar (ASCAP).  
 Scion Music Inc. (BMI), see Makamillion.
- Scobeert Music Co. (BMI), 431 S. 62 St., Philadelphia, Pa. 19143. Tel: (215) 747-4721. Pres.: Roscoe Murphy Jr.  
 Affiliates: Madrix Music Publ'g (BMI), Miss Vera (BMI).
- Scope (BMI), see Lissauer.  
 Andrew Scott Inc. (ASCAP), see Music Makers.
- Scot-Tees Publ'g Co. (BMI), 4158 S. Prairie Ave., Chicago, Ill. 60653. Tel: (312) 624-3716. Pres.: Howard Scott.
- Scottville (BMI), c/o Walter R. Scott, 6671 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) HO 1-4421.
- Scovel Music Co. (BMI), 202 Wisconsin NE, Albuquerque, N.M. 87108. Tel: (505) 255-8425. Pres.: Richard Scovel; VP: John Wagner.
- Screaming Chicken Music (BMI), see Mike Curb.
- Screen Gems/Columbia Music (BMI), 711 Fifth Ave., New York, N.Y. 10022. Tel: (212) PL 1-4432. VP & Gen. Mgr.: Lester Silf; VP & Prof. Activities Dir.: Irwin Schuster; VP & Business Affairs Admin'r: Irwin Z. Robinson.  
 Int'l branches: Australia, Belgium, France, Italy, Sweden, UK.  
 Affiliates: Colgems Music Corp. (ASCAP), Gower Music Inc. (BMI), Roosevelt Music Co. Inc. (BMI).  
 Int'l reps.: Argentina (Melograf), Brazil (Mundo), Germany (Hans Gerig), Israel (Subar), Japan (Shinko), Mexico (EMLASA), South Africa (Laetrec), Spain (Hispavox).
- Seabreeze Music Inc. (BMI). Pres.: Bill Haley. See Arcade.
- Seagull Music Publ'g Co. (BMI), PO Box 4096, Warrington, Fla. 32507. Tel: (904) 455-2263. Pres.: Larry L. Stevens; Gen. Mgr.: Donald Haugen; Gen. Prof. Mgr.: Lois Elliot.  
 Int'l branch: Sweden.
- Seal (BMI), see Bleu Disque.
- Sea-Lark Ents. Inc. (BMI), see A. Schroeder.
- Seaside Publ'g Co. (BMI), see Copyright Serv. Bureau.
- Sebons Publ'g Co. (BMI), 7401 S. Halsted, Chicago, Ill. 60621. Tel: (312) 651-5870. Pres.: Seaborn Foster.
- Second Generation Music Inc. (SESAC), Pres.: Chad O'Shea. See Counterpart.
- Second Music Publ'g Co. Inc. (ASCAP), see Hill & Range.
- Seeley Music Corp. (BMI), see Richard M. Shelton.
- Seesaw Music Corp. (ASCAP), 177 E. 87 St., New York, N.Y. 10028. Tel: (212) 879-1960. Pres.: Raoul R. Ronson.  
 Affiliate: Okra Music Corp. (BMI).
- Seesus Music (BMI), see Pro Sound.
- Select Music Inc. (ASCAP), see American Metropolitan.
- Semenya Music (BMI), see Gopam.
- Semerak Publ'g Co. (BMI), 4327 S. Sacramento Ave., Chicago, Ill. 60632. Tel: (312) LA 3-3914. Pres.: R. M. Semerak.
- Semprini Music Inc. (BMI), see Hill & Range.
- Senisa Music (ASCAP), see Epp's.
- Sephra Music (ASCAP), see Publishers' Licensing Corp.
- September Music Corp. (ASCAP), see Galahad Music.
- Serendipity Publ'g (BMI), 40 W. 55 St., Suite 301, New York, N.Y. 10019. Tel: (212) 582-5297. Cable: SERENPUBCO. Pres.: Michael Brovsky; Gen. Prof. Mgr.: Harold Thau.
- Seven-Eleven Music Corp. (BMI), see Shapiro, Bernstein.
- Seven of Us Music (ASCAP), 26 Mountain Ave., Dover, N.J. 07801. Tel: (201) 361-2084. Pres.: Michael F. Matushin.
- Seven Palms Music Co. (BMI), PO Box 1441, Palm Springs, Calif. 92262. Owner: Charlotte Cromwell.
- Seven-Sixteen Music Co. (BMI), 149 W. 75 St., New York, N.Y. 10023. Tel: (212) 799-2670. Pres. & Gen. Mgr.: Lawrence Rush.
- Seventh Year Music (BMI), div. of Pentad Inc., 2418 Potomac, Houston, Tex. 77027. Tel: (713) 785-4100. Pres.: Jerry Atchley.
- Seyton Music (ASCAP), PO Box 2466, Hollywood, Calif. 90028. Tel: (213) 384-1589. Pres.: Eric Seyton; Gen. Mgr.: Joseph Gregg.  
 Affiliate: Rue Publ'g Co. (BMI).
- Shade Tree Music (BMI), PO Box 842, Bakersfield, Calif. 93302. Tel: (805) 327-1406. Pres.: Merle Haggard; Gen. Mgr.: Bettie Azevedo.
- Shamley Music Corp. (ASCAP), see MCA.
- Shan-Todd Publ'g (BMI), see Tincal.



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Society Hill Music Inc. (ASCAP), see Ragmar.  
 Soft-Landing Music (BMI), see Mietus Copyright Mgmt.  
 Soil Publ'g Co. (BMI), see Lois.  
 Sokit Music (BMI), 455 N. Snyder Rd., Dayton, Ohio 45427. Tel: (513) 837-8015. Pres.: Al Freeders.  
 Solar R Inc., see Accumulated Copyrights.  
 Solar Systems Music (ASCAP), 441 E. 20 St., New York, N.Y. 10010. Tel: (212) OR 3-7231. Pres.: Sheila Davis; Gen. Prof. Mgr.: Harold Davis.  
 Solid State Music (ASCAP), see Copyright Serv. Bureau.  
 Soli Music Publ'rs (BMI), 3903 Olive St., St. Louis, Mo. 63108. Tel: (314) FR 1-4449. Pres.: O.D. Washington.  
 Solo Music Inc. (ASCAP), 4708 Van Noord Ave., Sherman Oaks, Calif. 91403. Tel: (213) 762-2219. Pres. & Gen. Mgr.: Paul Mills.  
 Henry J. Sommers (ASCAP), PO Box 322, Silver Spring, Md. 20907. Tel: (301) WH 6-9039. (SEE ADVERTISEMENT)  
 Songfest Music Corp. (ASCAP), see Gil Music.  
 Song of Cash Inc. (ASCAP) see House of Cash.  
 Song Power (BMI), div. of Creative Sound, 9000 Sunset Blvd., Hollywood, Calif. 90069. Tel: (213) 271-4843. Pres.: Robert C. Cotterell; Gen. Mgr.: John Webb; Gen. Prof. Mgr.: Paul Lindner.  
 The Songsellers (ASCAP), see Horizon.  
 Songs of Faith (BMI), see Lowery.  
 Songs of Mexico Inc. (ASCAP), see Mexican Music Centre.  
 Songs of the World (BMI), see Wide World of Music.  
 Sonkay Publ'g Co. (BMI), div. of Musicland USA Prod'n Co., 9 Fawnridge Ct., St. Louis, Mo. 63141. Tel: (314) WY 1-0383. Pres.: Mel Friedman.  
 Sanlo (BMI), see Lois.  
 Sonosong Music (BMI), PO Box 4038, Zip: 78751; 5315 Western Hills Dr., Austin, Tex. 78731. Tel: (512) 454-2269. Pres.: Bill Josey; VP: Rim Kelley.  
 Sonovox Music Co. (ASCAP), see Richard M. Shelton.  
 Sons of Ginza Publ'ns (BMI), see Russell-Cason.  
 Sonson Music (BMI), 4323 S. Vermont, Los Angeles, Calif. 90037. Tel: (213) 233-9566. Pres.: Dave Richardson; VP & Gen. Mgr.: Lester Johnson.  
 Son-Up Music (BMI), 3000 W. Third, Odessa, Tex. 79760. Tel: (915) FE 2-7044. Pres.: Jim Robinson.  
 Sophisticate Music Inc. (BMI), 1619 Broadway, New York, N.Y. 10019. Tel: (212) 757-2695. Pres.: Buddy Johnson; Gen. Mgr.: James McCarthy.  
 Int'l rep.: UK (Campbell-Connelly).  
 Soprano Music Publ'ns (BMI), 1402 W. 81 St., Los Angeles, Calif. 90047. Tel: (213) 779-6951. Pres. & Gen. Mgr.: Tina L. Thompson.  
 Int'l rep.: Belgium (Frankie).  
 Sorority Fraternity Recs. Publ'ns (ASCAP), 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.  
 Souci Music Co. (ASCAP), 15456 Cabrilo Rd., Van Nuys, Calif. 91406. Tel: (213) 873-7370. VP: Joe Gottfried.  
 Affiliate: Namrac Music (BMI).  
 Soular Music (BMI), see Mietus Copyright Mgmt.  
 Soul Song Music (BMI), see Pro Sound.  
 Soul Sound Publ'g Co. (BMI), PO Box 15196, 1812 Constantinople, New Orleans, La. 70115. Tel: (504) 899-8083; 2804 S. Claiborne Ave. Zip: 70115. Tel: (504) 899-3364. Pres.: Isaac Bolden Gen. Mgr.: Paul Rubenstein.  
 Affiliate: Silver Spoon Publ'g Co. (ASCAP).  
 Soutlex Ents., Inc. (BMI), 2617 Forest Ave., Zip: 75215; 1931 Cedar Crest Blvd., Dallas, Tex. 75203. Tel: (214) 374-7413. Bd. Chm.: Roger Boykin.  
 Soutdown Music Inc. (BMI), see Allied Artists.  
 Soul West Music Co. (BMI), 319 N. 85 St., Seattle, Wash. 98103. Tel: (206) 783-2524. Pres. & Gen. Mgr.: Richard Keefe.  
 Affiliate: Liquid Music Co. (BMI).  
 Sound/age Music (BMI), PO Box 12276, Fort Worth, Tex. 76116. Tel: (817) PE 2-1684. Pres. & Gen. Mgr.: W. F. Temple; Gen. Prof. Mgr.: Hank Stanley.  
 Affiliate: Chevell Publ'g Co. (BMI).  
 Soundhead Inc. (ASCAP), see Publishers' Licensing Corp.  
 Sound of America (BMI), 3531 Baronne St., New Orleans, La. 70115. Tel: (504) 822-1305. Pres.: Jo Ann Johnson; Gen. Prof. Mgr.: Earl K. Johnson.  
 Affiliate: Shirley's Music Co. (BMI).  
 Soundpost Inc. (ASCAP), see Copyright Serv. Bureau.  
 Sound-Screen Ltd. (BMI), see Emko Music.  
 Sounds Music Co. (ASCAP), 1650 Broadway, New York, N.Y. 10019. Tel: (212) JU 2-4888. Owner: Stanley Cooper.  
 Affiliates: Strada (ASCAP), Taurus Music Co. (BMI).  
 Soundville Music (BMI), PO Box 3105, 8208 Westpark Dr., Houston, Tex. 77042. Tel: (713) 781-6300. Pres.: Jimmy Duncan; Gen. Mgr.: Marilyn von Steiger.  
 Affiliates: Dunkane Music (BMI), Gulf Music (BMI), Sherwick Music (ASCAP).  
 Southdale Music Corp. (ASCAP), see Larry Shayne.  
 South End Music (BMI), PO Box 14332, Hartford, Conn. 06114. Pres.: Larry Damian.  
 Southern Love Music (BMI), see MRC.  
 Southern Music Co. (ASCAP), Box 329, 1100 Broadway, San Antonio, Tex. 78206. Tel: (512) 226-8167. VP & Gen. Mgr.: Arthur Gurwitz.

Affiliates: A.R. Casavant Books & Music for the Marching Band.  
 Int'l Firms represented: Braun (France), Alphonse Leduc (France).  
 Southern Music Publ'g Co. Inc. (ASCAP), 1619 Broadway, New York, N.Y. 10019. Tel: (212) CO 5-3910. Cable: SOUTHMUSIC. Pres.: Mrs. Monique I. Peer; VP: Ralph Peer II.  
 Branches: Los Angeles, Calif., 6922 Hollywood Blvd. Zip: 90028. Tel: (213) HO 9-1667—Miami, Fla., 2001-A Four Ambassadors Bldg. Zip: 33131. Tel: (305) 373-8388. Mgr.: Maria Luisa Dennis—Nashville, Tenn., 1819 Broadway, 2nd fl. Zip: 37203. Tel: (615) 244-6742.  
 Int'l branches: Australia, Austria, Belgium, Canada, Chile (all Southern), Colombia (Peer), England (Southern), Germany (Peer), Italy (Southern), Japan (Southern), Netherlands (Zuid-Amerikaansche), New Zealand (Southern), Puerto Rico (Peer), South Africa (Southern), Spain (Southern), Sweden (Southern), Switzerland (Southern), Venezuela (Peer); Argentina (EDAMI), Brazil (EMBI), France (SEMI), Mexico (EMMI), PHAM).  
 Affiliates: Charles K. Harris Music Publ'g Co. Inc. (ASCAP), La Salle Music Publ'rs Inc. (ASCAP), Melody Lane Publ'ns Inc. (BMI), Panther Music Corp. (ASCAP), Peer Int'l Corp. (BMI), Pera Music Corp. (BMI), RFD Music Publ'g Co. Inc. (ASCAP).  
 Int'l firms represented: Ed. A. Cranz (Belgium), Enoch & Cie (France), Israeli Music Publ'ns Ltd. (Israel), Wagner y Levien (Mexico), Pan American Union. (SEE ADVERTISEMENT)  
 South Sea Music (ASCAP), see Pacific Islands.  
 Southtown Music Inc. (BMI), see Pickwick Int'l.  
 Southwestern Prod'n (BMI), Box 891, San Antonio, Tex. 78203. Tel: (512) 534-4503. Mgr.: Larry C. Collins.  
 Southwestern Music Publ'rs (ASCAP), see Summy-Birchard.  
 Southwest Music Co. (ASCAP), see Dolly Bee.  
 Space Age Music (ASCAP), see Jack O'Diamonds.  
 Spanka Music Corp. (BMI), 200 W. 57 St., Suite 1510, New York, N.Y. 10019. Tel: (212) JU 2-5463. Cable: SPANKMUS. Pres.: Paul Albert Anka.  
 Affiliates: Flanka Music Corp. (ASCAP), Gramitio Music Corp. (BMI), Napam Music Corp. (BMI), Nebam Music Corp. (ASCAP).  
 Spartus Music Co. (BMI), see Muli.  
 Spectorius Music Corp. (BMI), see Leonard Hodes.  
 Spectrum Publ'ns (SESAC), see Sacred Concert.  
 Speed Music Corp. (BMI), see Mike Curb.  
 Spencer Music Co. (ASCAP), 507 Fifth Ave., New York, N.Y. Tel: (212) OX 7-5895.  
 Sperbridge Music Inc. (BMI), see Kama Sutra.  
 Larry Spier (Canada) Ltd., see American Metropolitan.  
 Larry Spier Inc. (ASCAP), 1650 Broadway, Suite 607, New York, N.Y. 10019. Tel: (212) CI 7-3330. Pres.: Larry Spier.  
 Affiliates: D&L Music Corp. (ASCAP), Larsam Music Inc. (ASCAP), Liquid-Night (BMI), Memory Lane Music Corp. (BMI).  
 Spiral Rec. Corp. (ASCAP), 875 Fifth Ave., New York, N.Y. 10021. Tel: (212) RE 7-3304. Pres.: Irving Rosenthal; Gen. Mgr.: Sol Abrams.  
 Branches: New Milford, N.J., 331 Webster Dr. Zip: 07646. Tel: (201) CO 2-7140.  
 Affiliates: House of Hits (ASCAP), Shelley Music Inc. (ASCAP).  
 Spire Editions (SESAC), see World Library Publ'ns.  
 Spite-N-Dival Music Co. (BMI), 6430 Sunset Blvd., Suite 310, Hollywood, Calif. 90028. Tel: (213) 466-6296. Pres.: Jackie Mills; Gen. Mgr.: Terri Fricon; Gen. Prof. Mgr.: Irving Deutch.  
 Affiliates: Hoohak Publ'g Co. (BMI), Language of Sound Inc. (ASCAP), Lucon Music Publ'g Co. (BMI), Zofitic Music Ltd. (BMI).  
 Spivey Music Co. (BMI), 65 Grand Ave., Brooklyn, N.Y. 11205. Tel: (212) UL 7-7003. Pres.: Victoria Spivey.  
 Split Rail Music Co. (BMI), see Little Street.  
 Spooone Music Corp. (ASCAP), 9255 Sunset Blvd., Suite 706, Los Angeles, Calif. 90069. Tel: (213) 274-0751. Pres.: Pat Boone; Gen. Mgr.: Jack Spina; 5539 Sunset Blvd. Zip: 90028. Tel: (213) 463-5631. Mgr.: Roger Dollarhide.  
 Int'l branches: Australia, England.  
 Affiliates: Cooga Music Corp. (BMI), Corsair Music (ASCAP).  
 Int'l rep.: Japan (Taiyo).  
 Sporo Music Co. (BMI), see Cohen & Boyle.  
 Spring Music Co. (ASCAP), see 4-Star Music.  
 Sreeby Music Co. (BMI), see Mietus Copyright Mgmt.  
 Sta-ber Music Co. (BMI), see Stan Pat.  
 Stable Music Co. (BMI), PO Drawer 2176, Zip: 78767; 910 Post Oak St., Austin, Tex. 78704. Tel: (512) 444-5497. Owner: Rex T. Sherry.  
 Stacey Music Co. (BMI), 6045 Whitsett Ave., North Hollywood, Calif. 91606. Tel: (213) 877-1482, 875-0302. Pres.: Robert Leonard.  
 Affiliate: Gwern Music Co. (ASCAP).  
 Int'l rep.: Denmark (Nordisk).  
 Stada Music Co. (ASCAP), see Copyright Serv. Bureau.  
 Stage Door Music Publ'g (BMI), see Platinium.  
 Stairway Music Publ'g (BMI), 1316-1B Dauphin Island Pkwy., Mobile, Ala. 36605. Tel: (205) 473-6000. Owner: Jimmie O. Rogers; Mgr.: Shelby J. Steiner.  
 Stallion Music Inc. (BMI). Pres.: Bill Anderson. See Moss Rose.  
 Stan (ASCAP), see Northeast.  
 Stanish (ASCAP), see Pavanne.  
 Stanwood Music Corp. (ASCAP), see Barton.  
 Star City Music (SESAC), see Goldmont Publ'g.

Starday Music Group, PO Box 8188, Nashville, Tenn. 37207. Tel: (615) 228-2575. Pres.: Hal Neely; VP & Gen. Mgr.: Col. Jim Wilson; VP Publ'g & Gen. Prof. Mgrs.: Henry Glover, Don Pierce.  
 Branches: Hollywood, Calif., Hollywood Taft Bldg., Rm. 610, 1680 Vine St. Zip: 90028. Tel: (213) 461-9431. Gen. Mgr.: Dexter Shaffer; Ass't to Gen. Mgr.: Jerry Capehart—New York, N.Y., 211 W. 53 St., Studio 2B. Zip: 10019. Tel: (212) 765-5238. VP Publ'g: Henry Glover—Cincinnati, Ohio, 1540 Brewster Ave. Zip: 45207. Tel: (513) 751-6222. Gen. Mgr.: Gladys Knockelman.  
 Affiliates: Bayou State Songs (BMI), Golden State Songs (BMI), Kamar Publ'g Co. (BMI), Starday Music (BMI), Tarheel Publ'g Co. (BMI), Tronic Music (BMI).  
 Affiliated firm: Lois Publ'g Co. (BMI).  
 Int'l rep.: Germany (Aberbach), UK (Belinda).  
 Stargen Music Corp. (ASCAP), see Sam Fox.  
 Starling Music Co. (BMI), 81 Spring Valley Rd., Paramus, N.J. 07652. Tel: (201) 845-8886. Pres.: Naomi Weitzel; Gen. Mgr. & Gen. Prof. Mgr.: Ozzie Cadena.  
 Branch: Newark, N.J., Box 5021. Zip: 07105. Tel: (201) 621-9135.  
 Int'l branch: Bermuda (Mareken).  
 Affiliates: Mareken Music Co. (BMI), Production Groove Music Co. (BMI), Skyline Music Co. (ASCAP).  
 Starrite Publ'g Co. (BMI), see Glad.  
 Startime Music (ASCAP), 6313 Peach Ave., Van Nuys, Calif. 91401. Tel: (213) ST 6-3860. Pres.: Fred Rice.  
 Affiliates: Yo-Yo Music (BMI).  
 Int'l rep.: UK (Mechanical Copyright Protection Society).  
 Startling Music Inc. (BMI), see Abkco.  
 Star Tunes Music (BMI), see Grosvenor House.  
 Statewide Music Co. (BMI), see Rockford.  
 Steamboat Gothic Inc. (ASCAP), see R. A. Hodge & Fillmore.  
 Steeplechase Music Inc. (SESAC), see Vector.  
 Stein & Van Stock Inc. (ASCAP), see Jobete.  
 Stellar Music Co. (BMI), 6290 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) 462-0725. Exec. VP: Alfred Perry; VP: Fred Benson.  
 Affiliate: BNP Music Publ'g Co. (ASCAP).  
 Stephanie Ann (BMI), 65434 N. Sweetzer, Los Angeles, Calif. 90048. Tel: (213) 653-0047. Pres.: Jay Hamilton; Gen. Mgr.: James H. Himmelsbach; Gen. Prof. Mgr.: Steve Johnson.  
 Stephanie Music Co. (BMI), see Mietus Copyright Mgmt.  
 Stereo Music (BMI), see Richard M. Shelton.  
 Steve Music (BMI), PO Box 1681, Fargo, N.D. 58102. Tel: (701) 232-0630. Pres.: Steve Sholy.  
 Stewart-Nims (BMI), see A. Schroeder.  
 Stinger Music (BMI), PO Box 8207, Albuquerque, N.M. 87108. Tel: (505) 243-7829, 268-6110. Mobile Tel: 765-7906. Contact: Tommy Bee, Bob Knott.  
 Affiliates: Tommy Bee Music Inc. (BMI), Exit Music (BMI), Good Earth Music (BMI), Peace Piper Music (BMI).  
 Stirling Music Publ'g Co. (SESAC), 1650 Broadway, New York, N.Y. 10019. Tel: (212) CI 6-3126. Pres. & Gen. Mgr.: Raymond A. Sterling.  
 Affiliates: Avalon Music Publ'g Co. (SESAC), Rastayr Music Publ'g Co. (ASCAP).  
 Stockbridge Music (BMI), see Mietus Copyright Mgmt.  
 Stonebass Music Co. (BMI), 163 Orizaba Ave., San Francisco, Calif. 94132. Tel: (415) DE 4-2247. Pres.: Walter C. Stone.  
 Stone Canyon Music (BMI), see Viva.  
 Stone Flower Music (BMI), 1777 N. Vine St., Hollywood, Calif. 90028. Tel: (213) 466-8414. Pres.: David R. Kapralik; Gen. Mgr.: Barbara Baccus; Gen. Prof. Mgr.: Ed Silvers.  
 Affiliate: Daly City Music (BMI).  
 Stonehead Music (BMI), Stewart Towers, Suite 603, 13 Park Ave. W., Mansfield, Ohio 44902. Tel: (419) 526-4611. Pres.: Larry Woolson.  
 Stone Lane Music Corp. (BMI), see Lou Levy.  
 Roy M. Stone Publ'g Co., 2817 Laura Koppe, Houston, Tex. 77016. Tel: (713) 697-7912. Owner: R. M. Stone.  
 Affiliate: Stoneway Music Co.  
 Stonewall Publ'g Co. (BMI), see Cedarwood.  
 Stoneway Music Co., see Roy M. Stone.  
 Storn, Harris & Jones (ASCAP), see Publishers' Licensing Corp.  
 Storybook Music Co. (BMI), 720 Fifth Ave., New York, N.Y. 10019. Tel: (212) CI 6-9600. Cable: ASBEKLAWE. Gen. Mgr.: Terry Knight.  
 Strada (ASCAP), see Sounds.  
 Strait-Flush-Music (BMI), 1282 Jackson, Memphis, Tenn. 38107. Tel: (901) 323-0335. Pres.: Edward Kirby; Gen. Mgr.: Prince Gabe; Gen. Prof. Mgrs.: Prince Gabe, Roy J. Dukes.  
 Stranger (BMI), 39 W. 55 St., Rm. 601, New York, N.Y. 10019. Tel: (212) JU 6-2452.  
 Stratford Music Corp. (ASCAP), see Chappell.  
 Streetcar Music Inc. (BMI), 417 W. 126 St., New York, N.Y. 10027. Tel: (212) 749-2305. Pres.: Robert Spencer; Gen. Mgr. & Gen. Prof. Mgr.: Mel Taylor.  
 Striking Music Co. (BMI), Box 3547, 1927 San Mateo NE, Albuquerque, N.M. 87110. Tel: (505) 265-4039. Pres.: Al Hurricane; VP: Tiny Morris.  
 Stringberg Music (BMI), 709 17 Ave. S., Nashville, Tenn. 37203. Tel: (615) 244-0000. Pres. & Gen. Mgr.: Lou Stringer; Gen. Prof. Mgr.: Carolyn Stringer.  
 Affiliate: Countryopolitan Music (ASCAP).

Strong Arm Music (ASCAP), see Fourth Floor.  
 Stuckey Publ'g Co. (BMI), Rt. 5, Ashby Dr., Franklin, Tenn. 37064. Tel: (615) 244-9880. Pres.: Nat. Stuckey; Gen. Mgr.: Ann Stuckey.  
 Studio "G" Music Inc. (BMI), 248 E. 120 St., Apt. 5A, New York, N.Y. 10035. Tel: (212) 348-6967. Pres.: Earl D. Grubbs; Gen. Mgr.: Joseph Goodman.  
 Branch: Philadelphia, Pa., 2429 W. Thompson St. Zip: 19121. Tel: (215) PO 5-2620. Gen. Mgr.: Madelyn P. Grubbs; Gen. Prof. Mgr.: Carl G. Grubbs.  
 Stylecraft Music Co. (BMI), PO Box 11522, 3373 Park Ave., Memphis, Tenn. 38111. Tel: (901) 324-6786. Mgr.: Style Wooten.  
 Style Songs (BMI), PO Box 284, Vienna, Ohio 44473. Tel: (216) 856-2905/2493. Mgr.: Russ Hull.  
 Sueddeutscher Musikverlag (ASCAP), see C. F. Peters.  
 Suede Music Publ'r (BMI), see Alarm Clock.  
 Sue-Mirl Music (ASCAP), see Yonah.  
 Suffolk Music Inc. (BMI), see TRO.  
 Sufi Pipkin Music, 9000 Sunset Blvd., Suite 800, Los Angeles, Calif. 90069. Tel: (213) 276-2063. Gen. Mgr.: James Byron.  
 Sugarbush Music Inc. (ASCAP), see Gus Kahn.  
 Suite 7 (ASCAP), see Room 7.  
 Su-Ma Publ'g Co. Inc. (BMI), PO Box 1125, 728 Texas St., Shreveport, La. 71101. Tel: (318) 422-0195. Pres.: Stanley J. Lewis; Gen. Mgr.: Doris Leach.  
 Affiliate: Little M Music (BMI).  
 Int'l rep.: Worldwide exclusive of Canada (Arc in USA).  
 Summerfield, Box 6155, Nashville, Tenn. 37212. Tel: (615) 291-7150. Mgr.: Ronny Light.  
 Summit Music Corp. (ASCAP), see Herb Reits.  
 Summy-Birchard Co. (ASCAP), 1834 Ridge Ave., Evanston, Ill. 60204. Tel: (312) 869-4700. Pres.: David K. Sengstack; Admin. Editor: Roberta Saylor.  
 Affiliates: Chart Music Publ'g House Inc. (SESAC), James Allan Dash/Baltimore (SESAC), McLaughlin & Reilly Co. (SESAC), A. P. Schmidt Co. Inc. (SESAC), Southwestern Music Publ'rs (ASCAP), Trafficante/Polychronic (SESAC).  
 Int'l firm represented: Zen-On (Japan).  
 Int'l reps.: Japan (Zen-On), UK (Boosey & Hawkes, Keith Prowse).  
 Sumpter Music Inc. (BMI), see Shelby Singleton.  
 Sunalee Music Co. (BMI), 1125 Cheyenne Blvd., Birmingham, Ala. 35215. Tel: (205) 853-6628. Partners: Paul Ballenger, Bob Gregg, Eddie Hinton.  
 Sunbeam Music Inc. (BMI), div. of Metromedia Music Inc., 1700 Broadway, New York, N.Y. 10019. Tel: (212) 787-8387. Pres.: Tommy Valando; VP & Gen. Prof. Mgr.: Frank Military; Gen. Mgr.: Jay Morgenstern.  
 Branches: Los Angeles, Calif., 8544 Sunset Blvd. Zip: 90069. Tel: (213) 659-2090. Gen. Mgr.: Arthur Valando—Nashville, Tenn., 1513 Hawkins St. Zip: 37203. Tel: (615) 244-0131.  
 Affiliates: Appletree Music Co. (BMI), Valando Music Inc. (ASCAP), Valando-Sondheim Music Co. (ASCAP).  
 Int'l firm represented: Valando (UK).  
 Sunbury Music Inc. (ASCAP), see Dunbar. (SEE ADVERTISEMENT)  
 Sunnybrook Music Co. (BMI), PO Box 775, Tyler, Tex. 75701. Tel: (214) LY 2-7677. Contact: Robin H. Briens.  
 Sunray Music (BMI), PO Box 138, Bowers Hill Run Sta., Chesapeake, Va. 23321. Tel: (703) 488-5643. Pres.: Ouida Smith.  
 Sunshine Music Co. (BMI), see Gordon.  
 Sun Valley Music Publ'g Co. Inc. (BMI), see Super-scope.  
 Sun-Vine Music Corp. (BMI), see Famous.  
 Super Darlin' Prod'ns (ASCAP), 8961 Sunset Blvd., Los Angeles, Calif. 90069. Tel: (213) 273-8345. Pres.: Bobbie Gentry.  
 Affiliate: Footboat Inc. (BMI).  
 Superscope Music Publ'g Co. Inc. (ASCAP), 8150 Vineland, Sun Valley, Calif. 91352. Tel: (213) 767-9750. Pres.: Joseph S. Tushinsky; Gen. Mgr.: Len Feldman.  
 Affiliate: Sun Valley Music Publ'g Co. Inc. (BMI).  
 Supreme Music Corp. (ASCAP), see Twentieth Century.  
 Sure-Fire Music Co. Inc. (BMI), 801 16 Ave. S., Nashville, Tenn. 37203. Tel: (615) 244-1401. Pres.: Doyle Wilburn; VP: Leslie Wilburn.  
 Affiliates: Bronze Music Inc. (SESAC), Maple Music Inc. (ASCAP), Ten-Tex Music Co. Inc. (BMI).  
 Sure Music & Rec. Co., PO Box 94, Broomall, Pa. 19008. Tel: (215) EL 6-2996.  
 Affiliates: Aqua Music Publ'g Co. (ASCAP), Tone Craft (BMI).  
 Sure-Shot Music (BMI). Pres.: Ron E. Ballinger. See Chantain.  
 Surrey Music Co. (ASCAP), see Pavanne.  
 Susaper Music (ASCAP), see Invador.  
 Suya Music, see Pacific Islands.  
 Suval Music Co. Inc. (BMI), see Copyright Serv. Bureau.  
 Sweco Music (BMI), see Dick James.  
 Sweedie Music Publ'g Co. (BMI), 810 Dickerson Rd., Goodlettsville, Tenn. 37072. Tel: (615) 859-1901. Pres.: Fred F. Carter Jr.  
 Sweet Linda Music (ASCAP), see Tarbaby.  
 Swing Lane Publ'ns Inc. (BMI), Bridge & Putnam, Beverly, N.J. 08010. Tel: (609) 387-0565. Pres.: John Murphy.  
 Swirl Lane (BMI), see WPN.

Sword & Shield Rec. Co. (SESAC), PO Box 50, Nashville, Tenn. 37203. Tel: (615) 865-5034. Pres. & Owner: Mrs. Lou Willis Hildreth.  
 Sylvania Music Corp. of America Inc., 825 Madison Ave., New York, N.Y. 10021. Tel: (212) 734-4000. Pres.: Alan Hartwell.  
 Affiliates: Amore Music Co. (BMI), Diablo Music Publ'rs (BMI), Discmakers Publ'g Co. (ASCAP), Alan Hartwell Music (BMI), Love Music Co. (ASCAP), Philimi Music Inc. (BMI), Sylvania Music (ASCAP).  
 Symbol Music Inc. (BMI), see BRS.  
 Syndicate Music Inc. (ASCAP), see American Metropolitan.  
 Snydicore Music (BMI), see United Int'l Copyright Reps. & Copyright Serv. Bureau.

## T

T & D Music (ASCAP), 260 S. Beverly Dr., Beverly Hills, Calif. 90212. Tel: (213) 278-8000. Prof. Mgr.: David Carroll.  
 Affiliates: Big Drum Music (BMI), KSF Music (ASCAP), Keto Music (ASCAP), Smobro Music Corp. (BMI), Tomard Music Corp. (ASCAP), Tomken Music (BMI), Zany Music (BMI).  
 T E K Publ'g (BMI), see Nasetan.  
 T M Music Inc. (BMI), see Commonwealth United.  
 T N T Music Inc. (BMI), 1422 W. Poplar St., San Antonio, Tex. 78207. Tel: (512) PE 2-8072. Pres.: R. E. Tanner.  
 T R O (The Richmond Organization), 10 Columbus Circle, New York, N.Y. 10019. Tel: (212) 765-9889.  
 Affiliated firm: TRO-Nashville.  
 Affiliates: Acorn Music Corp (BMI), Almanac Music Inc. (ASCAP), Andover Music Inc. (ASCAP), Samuel Bronston Music Publ'g Inc. (ASCAP), Chantez Music Inc. (BMI), Cheshire Music Inc. (BMI), Churchill Music Inc. (BMI), Cromwell Music Inc. (ASCAP), Dartmouth Music Inc. (ASCAP), Devon Music Inc. (BMI), Essex Music Inc. (ASCAP), Exeter Music Inc. (ASCAP), First Edition Prod'ns Inc. (BMI), Folkways Music Publ'rs Inc. (BMI), Hampshire House Publ'g Corp. (ASCAP), Hollis Music Inc. (BMI), Ludlow Music Inc. (BMI), Mars Recs. Inc. (ASCAP), Melody Trails Inc. (BMI), Musical Comedy Prod'ns Inc. (BMI), Norwich Music Inc. (BMI), Abe Olman Music Inc. (ASCAP), Ruxton Music Inc. (ASCAP), Suffolk Music Inc. (BMI), Total Music Inc. (BMI).  
 Int'l reps.: Australia (Essex), Canada (Essex), France (Essex), Germany (Essex), Italy (Mario Armando), Japan (Essex), Mexico (Essex), Netherlands (Essex), Scandinavia (Essex in Sweden), South Africa (Essex), Spain (Essex), UK (Essex). (SEE ADVERTISEMENT)

T R O-Nashville, 806 17 Ave. S., Nashville, Tenn. 37203. Tel: (615) 256-0555.  
 Affiliated firm: TRO.  
 Affiliates: Border State Music Inc. (BMI), Manchester Music Inc. (ASCAP).  
 Int'l reps.: See TRO. (SEE ADVERTISEMENT)  
 Tabitha Publ'g Co. (BMI), 770 Seventh St., Yuma, Ariz. 85364. Tel: (602) 782-1042. Pres.: W. L. Thompson Sr.; Gen. Mgr.: David Pospisil; Gen. Prof. Mgr.: Billy Thompson.  
 Branches: Lancaster, Tex., 4319 Franklin. Zip: 75146. Tel: (214) 224-1978. Gen. Mgr.: Josh Patterson; Gen. Prof. Mgr.: Sue Patterson—Orange, Tex., Box 196, Rt. 1. Zip: 77630. Tel: (713) 735-3928. Gen. Mgr.: J. R. Tomlin; Gen. Prof. Mgr.: Jean Tomlin.  
 Tablerock Music Inc. (BMI), see Earl Barton & Publishers' Licensing Corp.  
 Tad Music Publ'g Co. (ASCAP), see Copyright Serv. Bureau.  
 Taepor Music (ASCAP), div. of Barcus-Berry Inc., 5782 E. Second St., Long Beach, Calif. 90803. Tel: (213) 439-7785. Pres.: L. M. Barcus.  
 Taggie Music Co. (BMI), see Gopam.  
 Tairi Music (BMI), see Copyright Serv. Bureau.  
 Taj Music Co. (ASCAP), see 4-Star Music.  
 Talent Finders Inc. (BMI), see Copyright Serv. Bureau.  
 Tall Texan Publ'g Co. (BMI), see Adams-Ethridge Publ'g Co.  
 Talmont (BMI), see Pickwick Int'l.  
 Talmy Music (BMI), see Mike Curb.  
 Taloo Music (ASCAP), see Pacific Islands.  
 Tamarin Music Inc. (ASCAP), see Marcable.  
 Tandem Publ'ns (BMI), see Redwal.  
 Tamkoda Music Co. (BMI), see Faro.  
 Tamrose Music (BMI), see Russell-Cason.  
 Tan-Lan Music Publ'g Co. (BMI), PO Box 517, Gallopis, Ohio 45631. Tel: (614) 446-4240. Pres.: Stan Lane.  
 Tannen Music Inc. (BMI), 488 Madison Ave., New York, N.Y. 10022. Tel: (212) 759-4422. Pres.: Paul Tannen.  
 Affiliates: Natson Music Corp. (ASCAP), Ridge Music Corp. (BMI)  
 Tapestry Music Inc. (BMI), see Alouette Prod'ns.  
 Tapier Music Co. (BMI), 5628 Brock St., Houston, Tex. 77023. Tel: (713) 926-1795. Pres.: B. J. Dillard.  
 Tapstan Music (BMI), see Stan Pat.  
 Tara Music Co. Inc. (BMI), see Shoestring.  
 Tarbaby Music (ASCAP), 5842 Vallejo St., Oakland, Calif. 94608. Tel: (415) 658-8822. Pres.: Ron Barneff.  
 Affiliate: Sweet Linda Music (ASCAP).  
 Tarheel Publ'g Co. (BMI), see Starday.

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 Larry Taylor Music Corp. (ASCAP), 165 West End Ave., Suite 20M, New York, N.Y. 10023. Tel: (212) SC 4-2688. Pres.: Larry Taylor.  
**Affiliate:** Jimskip Music Inc. (BMI).  
 Teardrop Music (ASCAP), Box 9001, Nashville, Tenn. 37204. Tel: (615) 297-8230. Pres.: Ronnie Hayes.  
 Tecate, see Burdge.  
 Tee-Mee-Mar-Bee Music (ASCAP), see Asymptotical Sounds.  
 Tee Pee Music Inc. (ASCAP), 1650 Broadway, New York, N.Y. 10019. Tel: (212) CI 5-7281. Pres. & Gen. Mgr.: Teddy Powell.  
**Affiliates:** Catalina Music Co. (BMI), Jim Jam Music Co. (BMI), Maggie Music Co. Inc. (BMI), Winter Music (BMI).  
 Telco Music Publ'g Co. (ASCAP), 5235 Cleveland, Skokie, Ill. 60076. Tel: (312) OR 3-8632. Owner: Horace Taylor.  
 Telescope (BMI), see Periscope.  
 Tellaro Music Co. (BMI), see Pavanne.  
 Tema Music (ASCAP), 10104 Plymouth, Garfield Heights, Ohio 44125. Tel: (216) 587-2643. Pres.: James M. Testa; Gen. Mgr.: J. T. Martin.  
 Temmy Music Co. (BMI). Gen. Mgr.: Tess Mandel. See FSB Assocs.  
 Tempis Music Co. (ASCAP), 133 W. 87 St., New York, N.Y. 10024. Tel: (212) 799-5557. Pres.: Walter Carlos; Gen. Mgr.: Rachel Elkind; Gen. Prof. Mgr.: Sue Clark.  
**Affiliate:** CEG Music (ASCAP).  
 Templeton Publ'g Co. Inc. (ASCAP), see Shawnee Press.  
 Temsco Music (BMI), c/o Scott & Knox, 6671 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) HO 2-2349. Gen. Mgr.: Jack Engelman.  
 Tender Tunes Music Inc. (BMI), see Kama Sutra.  
 Ten-East Music (BMI), c/o Mitchell, Silberberg & Knupp, 6380 Wilshire Blvd., Los Angeles, Calif. 90048. Partners: Charles Greene, Brian Stone.  
**Affiliates:** Fifth Avenue Music (ASCAP), Five-West Music (BMI).  
**Int'l reps.:** Mexico (Editora Polyphon de Mexico).  
 Ten Hi Music Co. (BMI), 15357 Valerio St., Van Nuys, Calif. 91406. Tel: (213) 786-2389. Pres.: Andy Di Martino; Gen. Mgr.: Kent Morrill; Gen. Prof. Mgr.: Gabe Lapano.  
 Ten-Tex Music Co. Inc. (BMI), see Sure-Fire.  
 Tenuto Publ'ns (ASCAP), see Theodore Presser.  
 Tepon Music Publ'g Co. (BMI), PO Box 906. Zip: 40501; 1894 Linton Rd., Lexington, Ky. 40505. Tel: (606) 299-2346. Pres.: Nolan Puckett.  
 Teresa Music (BMI), see CadENZA.  
 Terminal Omaha Sales (BMI), PO Box 112, 111 W. Main, Round Rock, Tex. 78664. Tel: (512) 255-2269. Owners: John H. & Helen Joann Simmons.  
 Termyra Music Publ'g Co. (BMI), 909 Keil Rd., Toledo, Ohio 43607. Tel: (419) 531-4877. Pres.: Porter Roberts.  
 Terrace Music Corp. (ASCAP), 805 16 Ave. S., Nashville, Tenn. 37203. Tel: (615) 254-1129. Pres.: Al Jason; Gen. Mgr.: Ricci Mareno; Gen. Prof. Mgr.: Johnny Wilson.  
**Affiliates:** Blue Lake Music (BMI), Fab Music (BMI).  
 Terrible Tunes Inc. (BMI), c/o Pryor, Braun, Cashman & Sherman, 437 Madison Ave., New York, N.Y. 10022. Tel: (212) 789-6300. Pres.: Tom Wilson; Exec. VP: Mark D. Joseph.  
**Branch:** North Hollywood, Calif., 3817 Avenida del Sol. Zip: 91604. Tel: (213) 985-6957.  
**Affiliate:** Maudlin Melodies (ASCAP).  
 Terri Music Co. (ASCAP), see Lowery.  
 Tetra Music Corp. (ASCAP), see Alexander Broude.  
 Teutonic Music Inc. (BMI), 2114 Nostrand Ave., Brooklyn, N.Y. 11210. Tel: (212) 859-5145. Pres.: Mel Sacks.  
 Tex-Sound Music Publ'ns (BMI), 506 W. Hildebrand Ave., San Antonio, Tex. 78212. Tel: (512) 733-1721. Pres.: Jeff Smith; Gen. Mgr.: Virginia Smith.  
 Then (BMI), see Drive-In.  
 Theofilm Music Corp. (BMI), see Copyright Serv. Bureau.  
 Thin Ace Publ'g Co. (BMI), see Yuggoth.  
 Third Story Music Inc. (BMI), see Cohen & Boyle.  
 Third Stream Music Inc. (ASCAP), see MJQ.  
 Thirst Music (BMI), see Cohen & Boyle.  
 Thomas Music Co., 34 E. Elizabeth St., Detroit, Mich. 48201. Tel: (313) WO 2-7167. Pres.: Vic Brown.  
 Thomerly Music Inc., 9777 Wilshire Blvd., Beverly Hills, Calif. 90212. Tel: (213) 274-0788. Pres.: Al Bruno.  
 Three Bridges Music Corp. (ASCAP), see MRC.  
 3 H's Music (ASCAP), 1103 Neff Ave. S., West Covina, Calif. 91790. Tel: (213) 966-2535. Pres.: Henry Oakes; Gen. Mgr.: Loretta Oakes.  
**Int'l firms represented:** Acetatos Profesionales (Mexico), J. Albert & Sons (Australia).  
**Int'l reps.:** Europe & UK (Cyril Shane in UK), Italy (Sief), Japan (Mrs. G. T. Folster).  
 Three Part Music (BMI), 1028 Connecticut Ave. NW, Suite 707, Washington, D.C. 20036. Tel: (202) 296-5585. Pres.: Foster Johnson.  
 Three-Penny Music (BMI), PO Box 755, Minneapolis, Minn. 55440. Tel: (612) 636-0841. Pres.: Michael Jann; VP: Tony Anderson.  
 Thrice Music Inc. (ASCAP), see Golden Egg.  
 Thrush Music Publ'g (BMI), see Brian Ross.

Thunderball Music (BMI), PO Box 626, Tyler, Tex. 75701. Tel: (214) 592-0591. Pres.: Steve Wright.  
 Thursday Music Corp. (BMI), see Fred Ahlert.  
 Tideland Music Publ'g Corp. (BMI), see American Metropolitan.  
 Tijuca Music Co. (BMI), see A. Schroeder.  
 Timberland Publ'g Co. (BMI), Forest City, Iowa 50436. Tel: (515) 582-2992. Pres.: Arlo Johnson.  
 Time Music Co. Inc. (BMI), 449 S. Beverly Dr., Beverly Hills, Calif. 90212. Tel: (213) 274-8094. Pres.: Joe Galkin.  
**Branches:** Miami Beach, Fla., 270 S. Hibiscus Dr. Zip: 33139. Tel: (305) 534-9329; Atlanta, Ga., 429 Montgomery Ferry Rd. NE. Zip: 30324. Tel: (404) 873-6295.  
 TimRic Music (SESAC), Pres.: Mrs. Carrie E. Dempsey. See Dempsey.  
 Timsonac Music Inc. (ASCAP), see Loring.  
 Tincal Music (BMI), 2061 Hyde Park Rd., Detroit, Mich. 48207. Tel: (313) 964-3737. Pres. & Gen. Mgr.: Carl Cisco; Gen. Prof. Mgr.: Nick Ameno.  
**Affiliates:** Juarez Music (BMI), Shan-Todd Publ'g (BMI).  
 Tiny Tot Music (ASCAP), 1619 Broadway, New York, N.Y. 10019. Tel: (212) 246-8817. Pres.: Bob Feldman.  
**Affiliate:** Greenlight Music (BMI).  
 Tisra Til Music (BMI), see Little Giant.  
 Tithonus Music Ltd. (BMI), see Memnon.  
 Titus Music Co. (BMI), 114 S. Walnut, Bristow, Okla. 74010. Tel: (918) 367-6107. Owner: Jim R. Titus.  
 Todo Bien Music Corp. (BMI), see Big Seven.  
 Tolaina Music (BMI), see Very Important.  
 Tomake Music Co. Inc. (ASCAP), see Window.  
 Tomard Music Corp. (ASCAP), see T&D.  
 Tomato Music Co. (BMI), 3143 Industrial Rd., Las Vegas, Nev. 89102. Tel: (702) 735-7131. Pres. & Gen. Mgr.: Brent Maher; Gen. Prof. Mgr.: Quitman Dennis.  
 Tomich, 7 Charles Ln., New York, N.Y. 10014. Tel: (212) CH 2-1479. Pres.: Michael F. J. Lynch; PR Dir.: Peter Sabarino.  
 Tomken Music (BMI), see T&D.  
 Tomlew Publ'g (BMI), 12202 Union Ave., Cleveland, Ohio 44105. Tel: (216) 752-3440. Pres. & Gen. Mgr.: Thomas R. Boddie.  
 Tomorrow's Tunes Inc. (BMI), see Crewe Group.  
 Tone Craft (BMI), see Sure.  
 Tons of Fun Ent's., 6362 Hollywood Blvd., Suite 300, Hollywood, Calif. 90028. Tel: (213) 465-3412, 461-3304. Pres.: John C. Antoon.  
 Too Late Music (BMI), 900 Central Ave., Gadsden, Ala. 35901. Tel: (205) 546-2928. Pres.: Willie Hightower.  
 Toote Town Publ'g Inc. (BMI), 1 N. Dean St., Englewood, N.J. 07631. Tel: (201) 567-8282. NYC Tel: (212) 564-5818. Pres.: Gloria E. A. Toote.  
**Affiliate:** Trea Publ'g (ASCAP).  
 Topekan Music Publ'g Co. (ASCAP), see Slide.  
 Top-Hit Music Publ'g Co. (ASCAP), 740 N. Gardner St., Los Angeles, Calif. 90046. Mgr.: Louis Mysels.  
**Affiliate:** Highlight (BMI).  
 Tor Music Co. (ASCAP), see Gordon.  
 Total Music Inc. (BMI), see TRO.  
 Touche Publ'g Co. Inc. (BMI), 79 Commerce St., Suite 512, Montgomery, Ala. 36104. Tel: (205) 264-0276. Pres.: Henry Heller; Gen. Mgr.: Stephen Alan Heller.  
 Touchstone Music Inc. (ASCAP), see Copyright Serv. Bureau.  
 Toulouse Music Co. (BMI), see Copyright Serv. Bureau.  
 Toulouse Music Publ'ns (BMI), PO Box 96, El Cerrito, Calif. 94530. Tel: (415) 526-3491. Pres.: Jacques Disraeli Bronson; Gen. Mgr.: James Bronson Jr. (Administered by Copyright Serv. Bureau Ltd., 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/118B. Agent: Walter Hofer.)  
 TouPat Music Publ'g Co. (BMI), 402 Shotwell Ave., Monroe, La. 71201. Tel: (318) 322-2537, 325-8782. Pres.: Toussaint L. McCall; Gen. Mgr.: Patrick H. Robinson.  
 Town & Country Music Inc. (BMI), see American Metropolitan.  
 Towne Music Corp. (ASCAP), see Commonwealth United.  
 Towpath Tunes (BMI), Walton Rd., Palmyra, N.Y. 14522. Tel: (315) 597-5003. Owner: Gerald L. Griffin.  
 Toyota Music (BMI), see Mietus Copyright Mgmt.  
 Tracebob Music Corp. (BMI), 6430 Sunset Blvd., Suite 1209, Hollywood, Calif. 90028. Tel: (213) 466-6421. Pres.: Bobby Womack; VP: Edward Wright.  
 Tracie Music Corp. (ASCAP), PO Box 1026, 802 18 Ave. S., Nashville, Tenn. 37202. Tel: (615) 269-3491. Gen. Mgr.: William G. Hall.  
 Track Music Inc. (BMI), 200 W. 57 St., New York, N.Y. 10019. Tel: (212) 245-2836. Gen. Mgr.: Paul Schwartz.  
**Int'l firm represented:** Fabulous Music Ltd. (UK).  
 Tradition Music (BMI), PO Box 9195, Berkeley, Calif. 94719. Tel: (415) 841-8624. Pres.: C. Strachwitz.  
**Int'l reps.:** Germany (April), UK (April).  
 Trafficante/Polyphonic (SESAC), see Summy-Birchard.  
 Trajames Music Co. (ASCAP), c/o Jimmy Wisner, 888 Eighth Ave., New York, N.Y. 10019. Tel: (212) 765-4680. Pres.: Jimmy Wisner.  
 Transaction Music Ltd., 10 W. Ninth St., New York, N.Y. 10011. Tel: (212) 982-1951. Contact: Mildred Fields. (SEE ADVERTISEMENT).  
 Transcontinental Music Publ'ns (ASCAP), 1674 Broadway, New York, N.Y. 10019. Tel: (212) CO 5-4973. Owner: Mrs. Mari Freudenthal.

Travis Music Co. (BMI), see United Artists.  
 Tray Music Corp. (ASCAP), see American Metropolitan.  
 Trea Publ'g (ASCAP), see Toote Town.  
 Treasure Chest, see Ashley.  
 Tree Publ'g Co. Inc. (BMI), PO Box 1273, 905 16 Ave. S., Nashville, Tenn. 37202. Tel: (615) 254-6461. Pres.: Jack Stapp; Exec. VP: W. D. Killen; Gen. Prof. Mgr.: E. B. Wilson.  
**Int'l branches:** Argentina (Latin American Tree), Australia (Sydney Tree), Brazil (Latin American Tree), Costa Rica (Latin American Tree), Czechoslovakia (Prague Tree), England (London Tree), France (Paris Tree), Germany (Frankfurt Tree), Italy (Milan Tree), Japan (Tokyo Tree), Mexico (Latin American Tree), Netherlands (Amsterdam Tree), South Africa (Johannesburg Tree), Spain (Madrid Tree), Sweden (Stockholm Tree).  
**Affiliates:** Ally Music Inc. (BMI), Cross Keys Publ'g Co. (ASCAP), Green Grass Music (BMI), Meadowgreen Music (ASCAP), Press Music Co. Inc. (BMI), Ruler Music Co. Inc. (BMI), Twig Publ'g Co. (BMI), Wilderness Music Inc. (BMI).  
 Trend, see Burdge.  
 Trianon Publ'ns (BMI), 3942 Third Ave., Detroit, Mich. 48201. Tel: (313) 833-5383. Contacts: Jack, Devora & Sheldon Brown.  
**Affiliate:** Jandon Music (ASCAP).  
 Tribute Recs. (SESAC), see World Library Publ'ns.  
 Trident Mgmt. Inc., 855 Treat Ave., San Francisco, Calif. 94110. Tel: (415) 648-7750. Mgr.: Max Weiss.  
**Affiliates:** Alob Music (BMI), Quartz Music (ASCAP), Radcliffe Publ'g Co. (BMI), Shifty/Felfar Music (BMI), Veytig Music (BMI).  
**Int'l rep.:** Worldwide except USA & Canada (Burlington).  
 Trio Music Co. Inc. (BMI), 1619 Broadway, New York, N.Y. 10019. Tel: (212) 582-0828. Pres.: Jerry Leiber, Mike Stoller.  
**Affiliates:** Quartet Music Inc. (ASCAP), US Songs Inc. (ASCAP), Yellow Dog Music Inc. (ASCAP).  
 Triple Three Music Inc. (BMI), c/o Buddha Recs., 1650 Broadway, New York, N.Y. 10019. Tel: (212) 582-5430. Pres.: Ronald Isley.  
**Affiliate:** Mighty Three Music Inc. (ASCAP).  
 Trippington Music Publ'g Corp. (BMI), see Copyright Serv. Bureau.  
 Tritone Press (BMI), see Theodore Presser.  
 Triumph Publ'ns Inc. (BMI), 300 W. 55 St., New York, N.Y. 10019. Tel: (212) PL 7-3795. Pres.: Jack Shaindlin.  
 Triver Music (BMI), 1201 Arkansas Ave., Apt. 3, Pittsburgh, Pa. 15216. Tel: (412) 563-1109. Pres.: George W. Annesley; VP Dennis A. Sites.  
 Tronic Music (BMI), see Starday.  
 Troy Music Co. (BMI), see Copyright Serv. Bureau.  
 Trossdale Music Publ'ns Inc. (BMI), 8255 Beverly Blvd., Los Angeles, Calif. 90048. Tel: (213) 651-5530. Exec. VP: Jay Lasker; Gen. Mgrs.: Joel Sill, Lee Young.  
**Affiliate:** Wingate Music Corp. (ASCAP).  
 True Blue Music Publ'g Co. (ASCAP), 16027 Sunburst St., Sepulveda, Calif. 91343. Tel: (213) 892-0044. Pres.: Larry Fotine.  
**Affiliates:** Midnight Sun Music Publ'g Co. (ASCAP), Poly Tone Music Publ'g Co. (ASCAP), Rocket Music Co. (ASCAP).  
 Tru-Sound Music (ASCAP), see Prestige.  
 Trusty Publ'ns (BMI), Nebo, Ky. 42441. Tel: (502) 249-3194. Pres.: Elsie Childers.  
 Ernest Tubb Music (BMI), see Hill & Range.  
 Tuckahoe Music Inc. (BMI), see Jim Reeves.  
 Tucktate Music Co. (ASCAP), see Mietus Copyright Mgmt.  
 Tuesday Music Inc. (BMI), 1314 Pine St., Nashville, Tenn. 37203. Tel: (615) 244-0166.  
 Tulip Music Corp. (ASCAP), see Eden.  
 Tulip Time Music, 2724 Penn Ave., Pittsburgh, Pa. 15222. Tel: (412) 281-9898. Pres.: Glenn E. Campbell; Gen. Mgr.: Lillian Campbell.  
 Tumbler Music (BMI), see Mixer.  
 Tuna Fish Music Inc. (BMI), 1650 Broadway, New York, N.Y. 10019. Tel: (212) LT 1-9690.  
 Tunecrafters (BMI), 8428 Sunset Blvd., Hollywood, Calif. 90069. Tel: (213) 654-1067. Pres.: Lin Wilde.  
**Affiliate:** Charlin (ASCAP).  
 Tune-Kel Publ'g Co. Inc. (BMI), 715 Camp St., New Orleans, La. 70130. Tel: (504) 522-1060. Pres.: Joseph Banashak.  
**Affiliate:** Jarb Publ'g Co. (BMI).  
 Tune Time Music Inc. (BMI), see Gil Music.  
 Tupco Music Publ'g Co. (BMI), PO Box 1025, Indianapolis, Ind. 46206. Tel: (317) 786-5111. Owners: C. W. Fleetwood, J. K. Graybill.  
 Tupper Publ'g Co. (BMI), 1790 Main St., Buffalo, N.Y. 14209. Tel: (716) 882-1180. Pres.: Steve Brodie; Gen. Mgr.: Bertha Rosser.  
**Affiliate:** Brosil Music (ASCAP).  
 Turbine Music (BMI), see Gopam.  
 Tuskegee Music Press (SESAC), see Neil A. Kjos.  
 Twentieth Century Music Corp. (ASCAP), 1619 Broadway, New York, N.Y. 10019. Tel: (212) 957-7752. Cable: CENTMUSIC. VP: Paul Barry; Gen. Prof. Mgr.: Jack J. Spatz.  
**Branches:** Beverly Hills, Calif. Zip: 90213. Tel: (213) 879-2211. Gen. Mgr.: Piggy Smith—Nashville, Tenn., 812 16 Ave. S. Zip: 37203. Tel: (615) 244-9368. Gen. Mgr.: Stan Shulman.  
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**Int'l reps.:** Argentina (Korn), Australia (J. Albert), Belgium (Primavera/Belindamus), Brazil



(Fontana), Canada (Bregman, Vocco & Conn), Israel (Illan), Japan (Taiyo), Mexico (Grever), Netherlands (Altona), Spain (Canciones del Mundo), Sweden (Sonora).  
 Twigg Publ'g Co. (BMI), see Tree.  
 Twill Music (ASCAP), see Alouette Prod'ns.  
 Twynchris Music Corp. (ASCAP), see Larry Shayne.  
 Twitty Bird Music Publ'g Co. (BMI), 913 17 Ave. S., Nashville, Tenn. 37212. Tel: (615) 244-1574. Pres.: Conway Twitty; Gen. Mgr.: L. E. White.  
 Two-Day Music Inc. (ASCAP), see Copyright Serv. Bureau.  
 Two Way Publ'g Co. (BMI), 575 Cherokee Rd., Smyrna, Ga. 30080. Tel: (404) 436-1552. Pres.: Don J. Howard.  
**Affiliate:** Music Mart Publ'g Co. (BMI).  
 Tyler Publ'g Co. (BMI), PO Box 231, Tyler, Tex. 75701. Tel: (214) 597-2961. Mgr.: Curtis Kirk.  
 Tylerson Music Co. (ASCAP), see Criterion.

## U

U S Songs Inc. (ASCAP), see Trio.  
 Ubiquitous Music Co. (BMI), 245 E. 35 St., New York, N.Y. 10016. Tel: (212) 686-3788. Pres.: Steven Duboff.  
 Udell Music Co. (ASCAP), 390 First Ave., New York, N.Y. 10010. Tel: (212) OR 7-7181. Gen. Mgr.: Peter Udell.  
 Uganda Music Inc. (BMI), see Publishers' Licensing Corp.  
 Umbrella (ASCAP), 3011 Beach 40 St., Brooklyn, N.Y. 11224. Tel: (212) ES 2-6436. Owner: Kadish Miller.  
 Umpawaug Music (ASCAP), see Rondor.  
 Unart Music Corp. (BMI), see United Artists.  
 Uncle Doris Music (ASCAP), 146 W. 54 St., New York, N.Y. 10019. Tel: (212) 247-0911. Chm.: Michael Vernon; Pres.: Seymour Stein; VP: Richard Vernon; Sec'y-Treas.: Richard Gottehrer. **Home office:** England.  
**Affiliates:** Goodie Two Shoes (BMI), Sanah (BMI).  
**Int'l reps.:** Uncle Doris—worldwide except USA & Canada (April-Blackwood); Goodie Two Shoes—South Africa, Western Europe, UK (Chappell); Sanah—worldwide except Australasia, Canada, Central & South America, Japan & USA (Ardmore & Beechwood).  
 Under-Bubble Music Inc. (BMI), see Chappell.  
 Underling Music Co. (ASCAP), see Mietus Copyright Mgmt.  
 Unicorn Music Co. (ASCAP), see Sam Fox.  
 Unidap Inc. (BMI), see Franz Schubert.  
 United Artists Music Group, 729 Seventh Ave., New York, N.Y. 10019. Tel: (212) 245-6000. Exec. VP: UNARTMUS. Pres.: Michael Stewart; Cexec. VP & Gen. Mgr.: Murray Deutch.  
**Branches:** Los Angeles, Calif., 1560 N. La Brea. Zip: 90028. Tel: (213) 462-6773. Prof. Mgr.: Eddie Reeves—Nashville, Tenn., 722 17 Ave. S. Zip: 37203. Tel: (615) 244-5471. Prof. Mgr.: Jimmy Gilmer.  
**Int'l branches:** England, France, Germany, Japan, Mexico, Netherlands (UA), Sweden.  
**Affiliates:** Asa Music Corp. (ASCAP), N.S. Beaujolais Music Inc. (ASCAP), Blue Horizon Music Inc. (BMI), Cornerstone Publ'g Co. (BMI), Detail Music Inc. (BMI), Dobo Publ'g Co. (BMI), Esteem Music Corp. (BMI), Fresco Music Inc. (ASCAP), Har-Bock Music Co. (BMI), N.S. Justinian Music Inc. (BMI), Metric Music Co. (BMI), Minit Music Co. (BMI), Morro Music Corp. (BMI), Post Music Inc. (ASCAP), Travis Music Co. (BMI), Unart Music Corp. (BMI), United Artists Music Co. Inc. (ASCAP), West Coast (ASCAP).  
**Int'l reps.:** Australia (Tu-Con), Brazil (Irmaos Vitale), Italy (Orchestral Music), Mexico (EMLASA), Spain (Hispavox).  
 United Int'l Copyright Reps. Ltd., 300 W. 55 St., 20-C, New York, N.Y. 10019. Tel: (212) 265-0470. Cable: ESPDISK. Pres.: Bernard Stollman. (Administered by Copyright Serv. Bureau Ltd., 227 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-5030/1188. Agent: Walter Hofer.)  
**Affiliates:** Babilema (BMI), Bird's Eye Music Publ'g Co. (BMI), Iwo Music Publ'g Co. (ASCAP), Obie Music Inc. (BMI), Syndicore (BMI).  
 United Mexican Music Publ'rs (BMI), see Mexican Music Centre.  
 United Music Corp. (ASCAP), see Avco Embassy.  
 University of Missouri Press, 103 Swallow Hall, Columbia, Mo. 65201. Tel: (314) 449-8316. Dir.: Thomas Lloyd.  
 University of Washington Press, see Galaxy.  
 Upam Music Co. (BMI), see Gopam.  
 Upfall Music Co. (ASCAP), see Windfall.  
 Upper Level Music (BMI), see Rivington.  
 Upswing Music Corp. (BMI), see Copyright Serv. Bureau.  
 Up Tight (BMI), div. of Boss Prod'ns, 2104 Lake Ave., Baltimore, Md. 21218. Tel: (301) 235-1588. Pres. & Gen. Mgr.: David Harris.  
 Up With People Inc. (ASCAP), see Lorenz.  
 Ursula Music (BMI), see Welz.

## V

V I P Music Inc. (BMI), see Mac Arthur.  
 Vado Music Co. (ASCAP), 2226 McDonald Ave., Brooklyn, N.Y. 11223. Tel: (212) 372-9336, ES 3-0202. Pres.: Vincent A. Velardi; Gen. Mgr.: Gloria Black.  
**Affiliate:** Lepo Music Co. (BMI).  
 Valando Music Inc. (ASCAP), see Sunbeam.

Valando-Sondheim Music Co. (ASCAP), see Sunbeam.  
 Val-Dare (BMI), Box 4234, Panorama City, Calif. 91402. Tel: (213) 786-6957. Pres.: Hal Southern.  
**Affiliate:** Mayon Music (ASCAP).  
 Thomas J. Valentino Inc. (ASCAP), 150 W. 46 St., New York, N.Y. 10036. Tel: (212) CI 6-4675. Pres.: T. J. Valerino.  
**Affiliate:** RFT Music Publ'g Corp. (BMI).  
 Valise Music (ASCAP), Pres.: Joe Nixon; Gen. Mgr.: Charlie Williams; Gen. Prof. Mgr.: Miles Richmond. See Attache.  
 Valley Brook Publ'ns Inc. (ASCAP), Pres.: Bill Haley. See Arcade.  
 Valley Meadow Music (BMI), see Marpet.  
 Value Music Publ'ns (BMI), 501 W. 11 St., Rm. 515, Kansas City, Mo. 64105. Tel: (816) 842-5603. Pres.: W. O. Wright.  
 Vanessa Music Inc. (ASCAP), see Eden.  
 Vanguard Music Corp. (ASCAP), 250 W. 57 St., New York, N.Y. 10019. Tel: (212) 246-1343. Pres.: Frank Siegfried.  
**Int'l branch:** England.  
**Affiliate:** Future Music Inc. (BMI).  
 Vanguard Songs (BMI), see Beechwood.  
 Van Heusen Music Corp. (ASCAP), see Burke & Van Heusen.  
 Van-Jak Music Corp. (ASCAP), 221 W. 57 St., New York, N.Y. 10019. Tel: (212) 757-7111. Cable: AUDIOFIDEL. Pres.: Herman D. Gimbel; Gen. Mgr.: Carl Shaw; Gen. Prof. Mgr.: Harold Drayson.  
**Affiliate:** Bates Music Publ'g Co. Inc. (BMI).  
 Vanjo Music (BMI), PO Box 503, Goodlettsville, Tenn. 37072. Tel: (615) 859-2446. Pres.: Joe Wright.  
 Vanlee Music Corp. (ASCAP), 101 W. 55 St., New York, N.Y. 10019. Tel: (212) 581-0030. Pres.: Paul Vance.  
**Affiliates:** Bikini Music Corp. (ASCAP), Moonbeam Publ'g Corp. (ASCAP).  
 Vault Publ'g Co. (BMI), 6430 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) 464-7571. Pres.: Jack Lewerke.  
**Affiliate:** Hoover Publ'g Co. (ASCAP).  
 Vector Music Corp. (BMI), 806 16 Ave. S., Nashville, Tenn. 37203. Tel: (615) 244-2484. Pres.: Jerry Hubbard; Gen. Mgr.: Ray Willis.  
**Affiliates:** Belton Music Inc. (ASCAP), Steeplechase Music (SESAC).  
 Vee Ve Music Corp. (BMI), see Mietus Copyright Mgmt.  
 Velezdy Music (ASCAP), 3545 NW Fourth St., Miami, Fla. 33125. Owner: Joseph Velezdy.  
 Venice Music Inc. (BMI), see Greenwich.  
 Venus Music Corp. (ASCAP), c/o Herb Reis, 39 W. 55 St., Rm. 603, New York, N.Y. 10019. Tel: (212) PL 7-9265. Pres.: Iris Rainsberger.  
**Affiliate:** Berwyck Music Corp. (BMI).  
 Venus Rec'g Co. of America (ASCAP), PO Box 1451, Beverly Hills, Calif. 90213. Tel: (213) 275-6801. Cable: VENUSAMK.  
 Verde Vista Music (ASCAP), PO Box 3071, S. Berkeley Sta., Berkeley, Calif. 94703. Tel: (415) 567-6935. Promo. Dir.: Sylvia White.  
 Verna Music (ASCAP), see Claiborne.  
 Vernon Music Corp. (ASCAP), see Twentieth Century.  
 Versil Music (ASCAP), see Diogenes.  
 Versa Publ'g (ASCAP), 1740 W. 47 St., Chicago, Ill. 60609. Tel: (312) 847-0658. Pres.: Edward Blazonczyk; VP: Edward Nowak.  
 Very Important Publ'ns Inc. (BMI), 8467 Beverly Blvd., Suite 211, Los Angeles, Calif. 90048. Tel: (213) 653-8533. Pres.: George Greif; VP: Michael Stone.  
**Affiliates:** Blue Chip Music Inc. (BMI), Borscht Music Inc. (BMI), George Music, Important Publ'ns (ASCAP), Mozart Music Publ'g (BMI), Tolaina Music (BMI).  
 Vestal Music Publ'g Co. (BMI), 733 15 St. NW, Rm. 232, Washington, D.C. 20005. Tel: (202) 783-2553. Pres.: Elliot Ryan.  
 Vesuvius Publ'g Co. (ASCAP), see Pompeii.  
 Veytig Music (BMI), see Trident.  
 Vigar (ASCAP), see Schwartz.  
 Victory Garden Music (BMI), see KRC.  
 Victory Music Co. (BMI), see Mietus Copyright Mgmt.  
 Viewcrest Music (BMI), see Copyright Serv. Bureau.  
 View Music Co. (ASCAP), 955 S. Magnolia Ave., Los Angeles, Calif. 90006. Tel: (213) 386-4973. Pres.: Marvin Liblick; Gen. Mgrs.: Frank Roade, Steve Chodos.  
 Vimp Publ'g (BMI), see Memnon.  
 Vim-Sun Music Corp. (ASCAP), see Famous.  
 Vintage Music (BMI), Gen. Prof. Mgr.: Bob Tubert. See Combine.  
 Virgin Ear Music (BMI), see Budd.  
 Vitak-Elsnic Co. (SESAC), 4815 S. Ashland Ave., Chicago, Ill. 60609. Tel: (312) YA 7-2470. Pres.: Lawrence Musielak.  
**Affiliate:** John Krachtus Co. (SESAC).  
 Viva Music Inc. (BMI), 6922 Hollywood Blvd., Hollywood, Calif. 90028. Tel: (213) 466-1641. Pres.: Thomas L. Snuff Garrett; Gen. Mgr.: Ed Silvers; Gen. Prof. Mgr.: Kris Jensen. (BMI).  
**Affiliates:** Baby Monica Music Inc. (BMI), Cricket Music Co. Inc. (BMI), Gringo Music Co. (BMI), Hombre Music Co. (BMI), Loma Alta Music Co. (ASCAP), Sesta Music Co. (BMI), Stone Canyon Music (BMI), Zapata Music Inc. (ASCAP).  
**Int'l reps.:** Argentina (EMI, Milrom), Australia (Crown), Denmark (Francis, Day & Hunter), Germany (Francis, Day & Hunter), Netherlands (Veronica), Italy (Accordo), Mexico (Grever Int'l), South Africa (Music Makers of Africa), UK (EMI, Dick James).  
 Jerry Vogel Music Co. Inc. (ASCAP), 121 W. 45 St.,

New York, N.Y. 10036. Tel: (212) JU 2-1611. Cable: TINPANALLEY. Pres.: Jerry Vogel; Gen. Mgr.: Valerie Matarainen.  
 Vogue Music Inc. (BMI), see T. B. Harms.  
 Vokes Music Publ'g Co. (BMI), PO Box 12, New Kensington, Pa. 15068. Tel: (412) 828-2472. Pres. & Mgr.: Howard Vokes.  
**Int'l rep.:** Starday Music in USA.  
 Volkwein Bros. Inc. (ASCAP), 117 Sandusky St., Pittsburgh, Pa. 15212. Tel: (412) 322-5100. Pres.: Carl R. Volkwein; Gen. Mgr.: Walter E. Volkwein.  
 Volume Publ'g (ASCAP), see Neo-Note.  
 Volunteer Music Publ'rs (BMI), see National.  
 Vondell Music Co. (BMI), PO Box 15241, New Orleans, La. 70115. Pres. & Gen. Mgr.: Rod Johnson; Gen. Prof. Mgr.: Dion Johnson Jr.  
 Harry Von Tilzer Music Publ'g Co. (ASCAP), see T. B. Harms.

## W

W B Music Corp. (ASCAP), see Warner Bros.  
 W E C Music (BMI), see Mike Curb.  
 W P N Music Co. Inc. (ASCAP), 10 Swirl Ln., Levittown, N.Y. 11756. Tel: (516) PF 6-3698. Pres.: Paul Friedberger; VP & Prof. Mgr.: Warren Schatz; Sec'y-Treas.: Nat Schnapf. **Branch:** New York, N.Y., 723 Seventh Ave. Zip: 10019. Tel: (212) CI 5-7640.  
**Affiliate:** Swirl Lane (BMI).  
**Int'l rep.:** UK (Cyril Shane).  
 Billy Wagner Music Publ'g Co. (BMI), c/o Toni Kingham, Box 380, Rt. 1, Yorkville, Ill. 60560. **Contract:** Billy Wagner.  
 Walden Music Corp. (ASCAP), see Cotillion.  
 Wal-Fran Music Co. (BMI), PO Box 373, Columbia, Miss. 39429. Tel: (601) 736-3365. Pres.: Walter Bailes; VP: Frankie Bailes.  
 Walnut (BMI), see Holyoke.  
 Walters (ASCAP), see Richard M. Shelton.  
 Wandering Acres Music Inc. (SESAC), 1314 Pine St., Nashville, Tenn. 37203. Tel: (615) 244-0166. Pres.: Webb Pierce; Gen. Mgr.: Rusty Adams; Gen. Prof. Mgr.: Mike Hight.  
 Wanellen Music Inc. (BMI), see Wanessa.  
 Wanessa Music Inc. (BMI), 1697 Broadway, Suite 201, New York, N.Y. 10019. Tel: (212) JU 2-0543. Pres.: George Brown.  
**Affiliates:** Romance Music Inc. (BMI), Wanellen Music Inc. (BMI).  
 War Bonnet Music (BMI), 1743 Warm Springs Rd., Columbus, Ga. 31904. Tel: (404) 324-1793. Pres.: Ben Parsons.  
 Warden Music Co. Inc. (BMI), PO Box 304, Hendersonville, Tenn. 37075. Tel: (615) 824-7566.

*continued on page 124*

# IVAN MOGULL ASSOCIATES

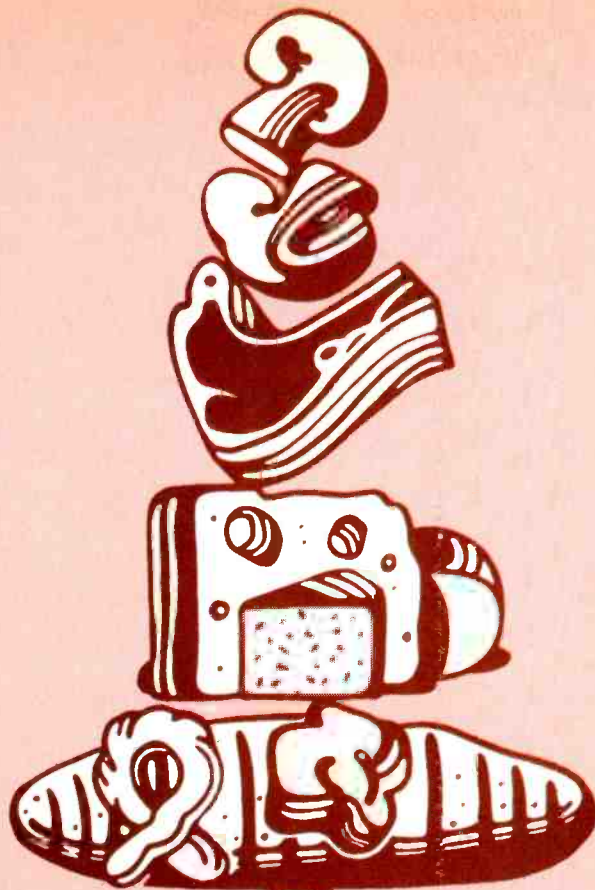
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(Do You Think I Am)  
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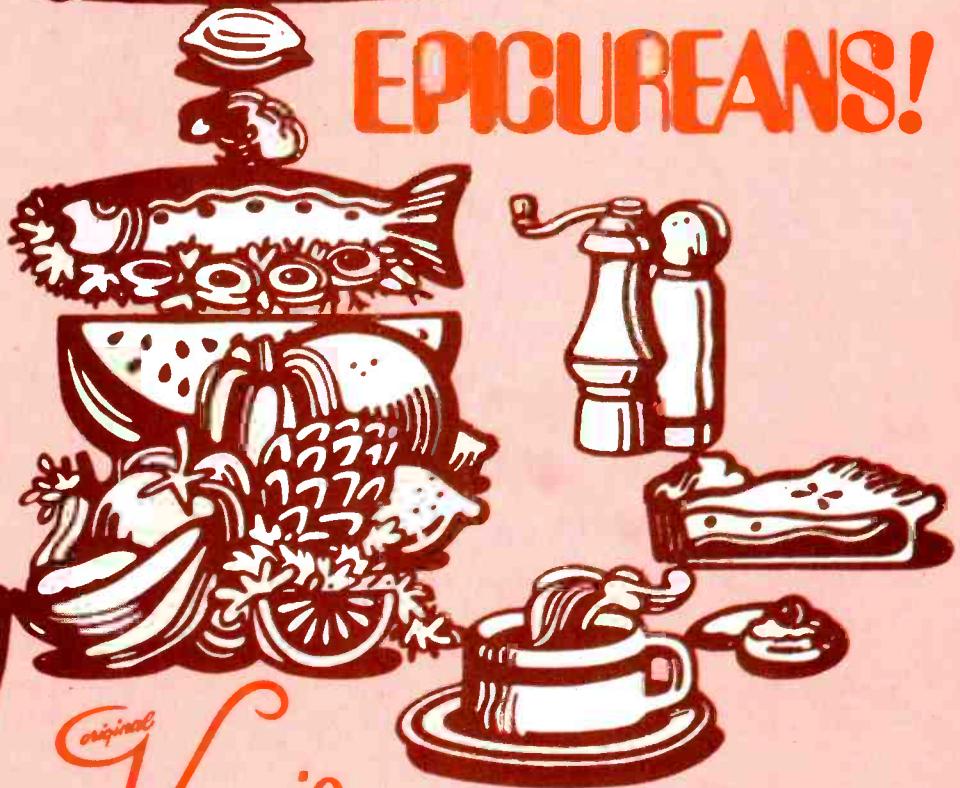
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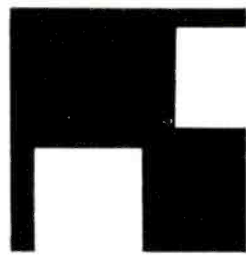
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Edwin H. Morris & Co. Inc., 31 W. 54 St. Zip: 10019.  
Tel: JU 2-5656. Sales Mgr.: Sol Reiner.

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**Home office:** Detroit, Mich.

Brother Henderson's All Religious Music Store. (RJ). See Brother Henderson's Religious Ents.

Brother Henderson's Religious Ents., 5328 S. Central Ave. Zip: 90011. Tel: AD 1-9261. Owner: S. C. Henderson; Mgr. & Buyer: Brother Henderson; Sales Mgr.: Nick Henderson; Promo.: William Devers, Dot Henderson. (D), (RJ as Brother Henderson's All Religious Music Store).  
**Labels:** Gospel Corner, La-Ray, Proverb.

International Consolidated, PO Box 24, Canoga Park 91305. Tel: 346-3333. Pres.: Virginia Scott; Promo.: Sherree Scott; Nat'l Rep.: Mark Raymer; PR: Glen Scott. (D).  
**Branches:** San Fernando, Calif.; Mehama, Ore.  
**Labels:** Angeltone, Atlas, Cartwheel, Colorful, Headliner Stars, Mark, Robbins, Sherree Heart.

Interstate Rec. Dists., 806 S. Broadway. Zip: 90014. Tel: 626-5323. Opns. Mgr.: Mike Pontelle; Sales Mgr.: Mickey Arkus. (OS & RJ).  
**Home office:** Rochelle Park, N.J., Garden State Rec. Dist.

John's Music, 11020 S. Main St. Zip: 90061. Tel: 755-1165. Owner: John L. Jackson; Mgr.: Mary L. Jackson; Buyers: Singles, Mary L. Jackson; Albums, John L. Jackson. (OS).

Leader Sales Inc., 3416 W. Pico Blvd. Zip: 90019. Tel: 731-3119. Owner: Leonard Silver; Mgr. & Buyer: Ben Sheldon. (RJ).  
**Branch:** San Jose, Calif.

Liberty/UA Dist'g Corp.—Los Angeles Branch, 1024 N. Orange Dr. Zip: 90038. Tel: 462-6733. Mgr.: Stewart Marlowe; Promo.: Larry Karp. (D).  
**Labels:** Blue Note, Liberty, Soul City, Sunset, Talespinners, United Artists, UA Int'l, UA Latino.

Linden Dist'g Co., 929 Larrabee St., Suite 12. Zip: 90069. Owner & Mgr.: L. Blaskey; Promo.: Joe Corazzi, Steve Smith; Buyers: Singles, L. Blaskey; Albums, Joe Martinez. (D, OS, RJ & E).  
**Labels:** LaVette, Space, Time.

Luenhagen Rec. Bar Inc., 2722 W. Pico Blvd. Zip: 90006. Tel: 737-0432. Pres.: W. H. Luenhagen; VP & Mgr.: Mary Solle; Buyers: Singles, Mary & Kay Solle. (OS).

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M C A Dist'g Corp., 6750 Santa Monica Blvd. Zip: 90038. Tel: HO 3-7126. District Mgr.: Mel Nimon; Branch Mgr.: Jack Lombardo; Rec. Promo. Mgr.: Jim Randazzo; Promo.: Randy Brown. (D).  
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Merchandise Promos. of America Inc., 1348 W. Venice Blvd. Zip: 90006. Tel: 748-0477. Mgr.: Mildred Weiss. (RJ).

Modern Sound Inc., (div. of Audio Communications Inc.), 9321 Melvin Ave., Northridge 91324. Tel: 885-0930. VP Sales: Roger Brown. (RJ).  
**Home office:** Raeford, N.C.

Musical Isle of America Inc. (An Entertainment Serv. of Transamerica Corp.), 6920 Sunset Blvd. Zip: 90028. Tel: 461-9141. Pres.: Ron Bledsoe; VP: Russ Bach. (Exec. office only).  
**Branches:** Emeryville, Calif. (San Francisco area), Musical Isle of America Inc. (OS & RJ); San Francisco, Calif., Eric-Mainland Dist. Co. (D); Musical Isle of America Inc. (OS); Chicago, Ill., MS Dist'g Co. (D), Musical Isle of America Inc. (RJ); New Orleans, La., Musical Isle of America Inc. (RJ); Kansas City, Mo., Musical Isle of America Inc. (OS & RJ); St. Louis, Mo., Roberts Rec. Dist'g Co. (D), Musical Isle of America Inc. (OS & RJ); Memphis, Tenn., Record Sales Corp. (D), Musical Isle of America Inc. (RJ); Nashville, Tenn., Musical Isle of America Inc. (RJ). (SEE ADVERTISEMENT)

Musical Recs. Co., 2958 W. Pico Blvd. Zip: 90006. Tel: 737-0937. Mgr.: Valentin Velasco. (D).  
**Home office:** Miami, Fla.  
**Labels:** Discuba, Eco, Musart, Musidisc, Peerless.

N M C Corp., 1535 W. Rosecrans Ave., Gardena 90249. Tel: 532-9561. Mgr.: Bill Hanna; Buyer: Mike Colestock. (OS & RJ).  
**Home office:** Oceanside, L.I., N.Y.

Nationwide Rec. & Tape Dists. (RJ). See Garbell Rec. Rack Inc.

Nehi Rec. Dist'g Corp., 2527 W. Ninth St. Zip: 90006. Tel: 380-2644. Pres.: Tom Heiman; Gen. Mgr.: Wayne Volat; Buyers: Singles, Wayne Volat; Albums, Frank Miko. (OS & RJ).

Pep Rec. Sales Inc., 3009 W. Pico Blvd. Zip: 90006. Tel: 731-8565. Owner & Mgr.: Ron Ricklin; Promo.: Louise Fairburn. (D).  
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*continued on page 130*

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Pico Blvd. Rec. Sales, 4100½ W. Pico Blvd. Zip: 90019. Tel: 731-5104. Owner, Mgr. & Buyer: Richard Susser. (OS).  
 Record Mds. Co. Inc., 2580 W. Pico Blvd. Zip: 90006. Tel: DU 5-9161. Pres.: Sid Talmadge; VP: Malcolm Talmadge; Gen. Mgr.: Sam Ginsberg. (D) (RJ) as Record Rack Serv. Inc.). Labels: A&M, Avco Embassy, Bang, Commonwealth United, Dooto, Duke, Elektra, Jamie, Janus, Jewel, Jubilee, Little David, Metromedia, Savoy, Scepter, Stereo Dimension, Superscope, Wand, White Whale.

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 Record Rack Serv. Inc., 5873 Rodeo Rd. Zip: 90016. Tel: 870-0246. Owner: Sid Talmadge, Gen. Mgr.: Malcolm Talmadge; Buyers: Singles, Ann Strohecker; Albums, Malcolm Talmadge. (RJ), (D) as Record Mds. Co. Inc.). Branch: San Diego, Calif., San Diego Rec. Rack Serv. Inc.

So-Cal, see Southern California Rec. Dist.  
 Southern California Rec. Dist. Inc., 2053 Venice. Zip: 90006. Tel: 737-7933. Pres. & Gen. Mgr.: Howard Tamaroff. (OS).  
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Sun State Music Dist. Inc., 2669 W. Pico Blvd. Zip: 90006. Tel: 383-4137. Mgr. & Buyer: James Vought. (OS).

Supersoul One Stop, 2705 W. Pico Blvd. Zip: 90006. Tel: 737-0616. Owner: George G. Chapin Jr.; Buyer: Albums, Jack Frost. (OS).

Top 100 One Stop. (OS) See Garbell Rec. Rack Inc.

Transcontinental Music Corp., 15500 S. Main St., Gardena 90247. Tel: 321-6260. Sr. VP: Larry Nunes; VP: Murray Siegle; Buyer: Mark Cohler. (RJ).  
 Home office: New York, N.Y., Transcontinental Investing Corp.

West Coast Music Sales, 2833 W. Pico Blvd. Zip: 90006. Tel: 735-1565. Mgr.: Jim Kolitz. (D, OS & RJ).  
 Label: Delmark.

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Artists Life Recs., 1211 E. Mayfair Ave. Zip: 92667. Tel: 538-4484. Owner & Pres.: Howard L. Reynolds. (D).  
 Labels: Artists Life, Balkan, Bowery, Jamboree, Nebraska, Pleasant Peasant, Polkaland, Rave.  
 Jazz Research, 291 Spinnaker St. Zip: 92668. Tel: 638-4458. Owner: Bill Bacin. (D).

Labels: Accent, Argo Windjammers, Atlantic, Barbary Coast, Blackbird, Blacksmith, Churchill, Crystalette, Dixieland Jubilee, Dixie Oldies, Dot (Havens & Almerico), Esquire, Fat Cat, Good Time Jazz, Happy Jazz Band, Icon, Jazz Crusade, Jazz Museum, Jazette, Jazology, Jazztone, Jelly Roll, Kapp (Kenny Ball only), Lamplighter, Lark, MG, Mainstream, Motherlode, New Orleans Bandwagon, New Orleans Rascals, Oregon Jazz, Original Dixieland, Osaka, Piedmont, Pye, Riverside Archives, Riverside Legends, Solo, Soma, Southland, Stardust, Storyville, Vintage Jazz Music, Woodshed.

Southland Recs. Dist., 291 Spinnaker St. Zip: 92668. Tel: 537-1546. Owner: Bill Bacin. (D, I & E).  
 Labels: Accent, Ace of Clubs, Ace of Hearts, Afro, Alamo City Jazz Band, Archive of Folk & Jazz Music, Argo, Argo (UK), Arhoolie, Arpeggio,

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Labels imported: Ace of Clubs (UK), Ace of Hearts (UK), Afro (UK), Argo (UK), Luckyy Canada, Barrelhouse Jazz Band (Germany), Cav-A-Bob (Canada), Classic Jazz Masters (Sweden), Collectors (Denmark), Collectors Classics (Denmark), Columbia (UK), Connoisseur (Sweden), Coral (UK), Davion (UK), Decca (UK), Dobell (UK), EMI, (UK), Eclipse (UK), Exclusive (Canada), FDC (Italy), Folklore (UK), Fontana (UK), Golden Guinea (UK), Grand Prix (Sweden), HMV (UK), Halcyon (UK), Harlequin (UK), International Polydor/Verve/MGM/King/Riverside (Germany), Jazz Panorama (Sweden), Jazz Piano (Denmark), Jazz Society (Sweden), Jazz Unlimited (Denmark), Jepsen (Denmark), King (Japan), Kwela (UK), Legacy (Canada), Major Minor (UK), Marble Arch (UK), Matchbox (UK), Music for Pleasure (UK), Natchez (Argentina), OFC (Argentina), Onward (Canada), Original Dixie Jazz Band of Osaka (Japan), Palm Int'l (Sweden), Palm 30 (France), Parlophone (UK), Polydor (Germany), Pye (UK), RCA Victor (UK), Realm (UK), Regal (UK), Roots (UK, Austria), Sackville (Canada), Saga (UK), Saydisc (UK), Seventy Seven (UK), Sonet (Sweden), Spook (Denmark), Storyville (Denmark), Swift (UK), Swing Classics (Sweden), Trova (Argentina), URL/Odeon (Uruguay), Victor (Japan), Vintage Jazz Music (UK), WAM (Germany), World Rec. Club (UK).

● **PASADENA (Area Code 213)**

Canterbury Recs. Inc., 805 E. Colorado Blvd. Zip: 91101. Tel: MU 1-4922. Mgr.: Leonard Gordon; VP: Charles Gordon; Buyers: Singles, Jessie

Boroff, Jennifer Freedman; Albums, Dean Rimmer. (RJ).

● **SACRAMENTO (Area Code 916)**

Central Valley Rec. Rack (div. of MTS Inc.), 505 N. 10 St. Zip: 95814. Tel: 444-2468. Pres.: Russell Solomon; Gen. Mgr. & Buyer: John Schair. (RJ).

● **SAN DIEGO (Area Code 714)**

Dial Dist., 1859 Fifth Ave. Zip: 92101. Tel: 239-4095, Mgr.: Mike Millsap (RJ).  
 Discount Rec. Serv., 6178 University Ave. Zip: 92115. Tel: 286-3332. Owner: Milton Levine; Mgr. & Buyer: Charles Bush. (OS).  
 San Diego Rec. Rack Serv. Inc., 4959 El Cajon Blvd. Zip: 92115. Tel: 286-4650. Mgr.: Ed Runge. (RJ).  
 Home office: Los Angeles, Calif., Record Rack Serv. Inc.

● **SAN FERNANDO (Area Code 213)**

International Consolidated, PO Box 411. Zip: 91341. Pres.: Virginia Scott; Promo.: Sherree Scott; Nat'l Rep.: Mark Raymer; Pub.: Glen Scott. (D).  
 Home office: Los Angeles, Calif. (See for prod. distributed).

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

H. R. Basford Co., 800 Mariposa St. Zip: 94107. Tel: 626-5494. Gen. Mgr.: Jack Solinger; Promo.: Paul Pieretti, Denny Zeilner, Bud Hayden; Buyer: David C. Town. (D & RJ), (OS) as Bashford One Stop).

Labels: A&M, Abnak, Action, Anvil, Archive, Archive of Folk Music, Archive of Gospel Music, Archive of Piano Music, Arctic, Astro, Avant Garde, Bach Guild, Backbeat, Bamboo, Bang, Bethlehem, Beverly Hills, Black Fox, Bluebook, Blue Horizon, Britania, Bronco, Buttercup, Calla, Canyon, CapCity, Cardinal, Century City, Cetra, Chisa, Clims, Colossus, Commonwealth United, Composers Rec's, Concert-Disc, Connoisseur Society, Cotillion, Counterpoint, DGG, Dakar, Dance Along, Deutsche Grammophon, Dionn, Direction, Douglas, Drew, Duke, Dynamite, Embryo, Event, Everest, Everyman, Excel, Expo, Federal, Firebird, First Amendment, Forever, GPA, Gamble, Gordy, Halo, Heliodor, Heritage, HiFi, Hob, Independence, Innis, International Artists, Ivanhoe, Jamie, Janus, Jasman, Jetstar, Kasmo, Kellmace, Kent, Keymen, King, Lamp, Laurie, Lolo, Lucky 11, Manchild, MarKee, Mar-V-Lus, Maxwell, Milestone, Modern, Moira, Moonshot, Mossoul, Motown, Music Minus One, Neptune, Nike, Now, Ode '70, One-Derful, Original Sound, Peacock, Pepper, Phil-L.A. of Soul, Phoo, Pickwick, Plamie, Polydor, Power, President, Rare Earth, Renee, Revue, Rocker, Rojac Runway Five, Salem, Scala, Scepter, Scram, Seattle Symphony, Shama, Shamley, Shout, Song Bird, Soul, Soul Clock, Soultown, Spar, Spring, Startime, Steady, Sue, Sundi, Sureshot, Tamla, Tear Drop, Thrush, Tiffany, Toddlin' Town, Top & Bottom, Tradition, Trip, Uni, United, VIP, Vanguard, Vent, Vibration, Virgo, Wand, Weed, Westbound, Whiz. (SEE ADVERTISEMENT)

Basford One Stop. (OS) See H. R. Basford Co.  
 Capitol Recs. Dist'g Corp., PO Box 7676, Rincon Annex, 680 Beach St., Suite 307. Zip: 94119. Tel: 7713210. (D).

Labels: Capitol, Angel, Melodiya/Angel, Sera-phim, Cap-Latino, Apple, Crazy Horse, Fame, Harvest (UK), Invictus, KEF, 1-2-3, Zapelle.  
 Photographs: Capitol.

Accessories: Needles (Duo-tone); Capitol.  
 Chatton Dist'g Co. Inc., 2517 San Pablo Ave., Oakland 94612. Tel: 444-5677. Pres.: Robert M. Chatton; Promo.: Ted McQuiston. (D).

Labels: AGP, AJP, Abet, Amy, Arhoolie, Atlantic, Bell, Blues Classics, Burt, Century, Changes, Creed, Crescent, Cross, Cyclone, Eye, DJM, DC, Dade, Delmark, Dial, Direction, Dore, Douglas, Elf, Enterprise, Excello, Flashback, Focus, Four Corners of the World, Fraternity, Goldwax, Jewel, Kapp, Legrand, Living Language, Lupine, MF, Mala, Money, Nasco, Nashboro, New Voice, Page One, Paula, Philly Groove, Plantation, Pzazz, Radnor, Raglan, Ranwood, Redd Foxx, Republic, Riot, Ronn, Rosemarf, Royal American, SSS Int'l, Seven B, Soma, Specialty, Stax, Sun, TA, Tahiti, Treasure Chest, USA, Vault, Windfall.

Columbia Recs. Sales, 680 Beach St., Suite 311, Wharfish. Zip: 94109. Tel: 771-8550. Mgr.: Bill Shaler; Regional Promo. Mgr.: Charles Thagard; Promo. Mgr.: Jack Campbell. (D).  
 Labels: CBS, Columbia, Date, Epic, Harmony, Odyssey, Okeh, Barnaby, Fillmore, Gazette, Kinetic.  
 Photographs: Masterwork.

Eric-Mainland Dist. Co., 645 Bryant St. Zip: 94107. Tel: 989-6286. VP & Gen. Mgr.: William Wieland; Promo.: John Carter. (D), (OS) as Musical Isle of America Inc.).  
 Home office: Los Angeles, Calif., Musical Isle of America Inc.

Labels: Alshire, Ampex, Amsterdam, Atco, Audio Fidelity, BT Puppy, Bluestime, Creed Taylor, Dynamo, Flying Dutchman, Folkways, Generation, Golden, Gross, Jad, Josie, Jubilee, Laff, Lizard, Mainstream, Mira, Mobile Fidelity, Monitor, Monument, Mother's, Muscor, Notable, Oracle, Ovation, People, Perception, Philco-Ford Hipocket, Prestige, Project 3, Public, Raw, Rou-

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lette, Savoy, Skye, Sound Stage 7, Stanyan, Starday, Stax, Studio 10, Swampfire, Take 6, Thunderbird, Tico, Volt.

Festival Recs., 161 Turk St. Zip: 94102. Tel: 775-3434. Owner: John Filcich; Mgr. & Buyer: Ed Kremers. (D, OS & I).

Home office: Los Angeles, Calif.

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

Imports from: Greece, India, Near East, Yugoslavia.

Jack's Rec. Cellar, 254 Scott St. Zip: 94117. Tel: 431-3047. Owner & Mgr.: Norman E. Pierce. (D, I & E).

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

Labels imported: Flyright (UK), GAPS (Netherlands), GHP (Germany), Natchez (Argentina), OFC (Argentina), Swaggie (Australia).

Liberty/UA Dist'g Corp.—San Francisco Branch, 680 Beach St., Suite 357, Wharfside. Zip: 94109. Tel: 775-5353. Mgr.: Jack Mesler; Promo.: Eddie Adams, Don Sundeen. (D).

Labels: Blue Note, Liberty, Soul City, Sunset, Talespinners, United Artists, UA Int'l, UA Latino.

Melody Sales Co. Inc. (div. of National Tape Dists. Inc.), PO Box 2646, 324 Harbor Way, South San Francisco 94080. Tel: 589-5667. Pres.: Al Bramy; VP: Tony Valerio; Mgr.: Tobe Dreisser; Promo.: Chuck Becker, Lou Bramy, Pete Marino. (D), (RJ as National Tape & Rec. of California Inc.). Home office: Brookfield, Wis.

Labels: ABC, Amos, Bluesway, Cadet, Caedmon, Challenge, Checker, Chess, Command, Contemporary, Crescendo, Crewe, DeLite, Dunhill, ESP-Disk, Elektra, Fantasy, GRT, Galaxy, Hickory, Impulse, Intrepid, LHI, Loma, Map City, Metro-media, Monmouth-Evergreen, Nonesuch, Probe, Reprise, Riverside, Stang, Stereo Dimension, Straight, Superscope, TRX, Tangerine, 20th Century-Fox, Warner Bros., Zodiac.

Musical Isle of America Inc. (An Entertainment Serv. of Transamerica Corp.), 1461 Park Ave., Emeryville 94608. Tel: 654-0773. Gen. Mgr.: Vern Cupples. (OS & RJ).

Home office: Los Angeles, Calif. (SEE ADVERTISEMENT)

Musical Isle of America Inc. (An Entertainment Serv. of Transamerica Corp.). (OS). See Eric-Mainland Dist. (SEE ADVERTISEMENT)

Music West, 460 Talbert St., Daly City 94014. Tel: 467-5800. Bd. Chm.: W. E. Goetze; Gen. Sales Mgr.: Raul Acevedo. (D).

Branch: Torrance, Calif.

Labels: Amaret, Camden, Chart, Colgems, Disneyland-Vista, Emarcy, Fleetwood, Fontana, GWP, Gregar, Limelight, Mercury, Pete, Philips, Plantation, Poppy, RCA, SSS Int'l, Smash, Stop, Sun, Victrola, Wing.

Accessories: Amberg, Recoton.

National Tape & Rec. of California Inc. Mgr.: Ted Fullmer; Buyer: Jack Sankey. (RJ). See Melody Sales Co.

Nor Cal Super Stop, 550 Third St. Zip: 94107. Tel: 986-6471. Gen. Mgr.: John Iott. (OS). See Transcontinental Dist'g Corp.

No. 32 (div. of The Motivestor Org.), PO Box 1036, South Shore, Alameda 94501. Tel: 451-1065. Mgr.: Garn Boas; Promo.: L. A. Ward. (D).

Labels: Ancah, dubayewe-eff, Faygees, Matrich, Miere-View, Nalasta.

Rivera Ents., 1908 Mission St. Zip: 94103. Tel: 431-8780. Cable: SENDAS. Owner & Mgr.: M. Castillo Rivera; Promo.: L. Vargas. (D, I & E).

Labels: AMMCX, Alegre, America, Amerisa, Ansonia, BRC, Bego, Bonita, Borinquen, Bronco, Camden, Capitol, Casino, Cavalier, Cima, Cisne, Colonial, Columbia, Columbus, Compass, Corona, Cymbal, De Marco, Del Valle, Dicsa, Dimsa, Disco Moda, Discograma, Disco Grande, Discos America, Dorado, Dotone, Eco, El Zarape, Embajador, Falcon, Firma, Fuentes, Gema, Ideal, Kapp, Kismet, Kristal, Kubaney, Laurie, Lilly, Mariachi, Marvel, Marvela, Maya, Maype, Merengue, Miami, Modiner, Montilla, Musart, Music, Nutone, Nopal, Norteno, Odessa, Orfeon, Oscon, Pacific, Panart, Peerless, Penjamo, Perico, Philips Americana, Progreso, Prospect, Puchito, RCA, Reprise, Sagar, Seeco, Sirena, Sol, Somar, Sombrero, Sono Mex, Sonus, Spanoramic, Standard, Sunglow, Superior, Tambora, Tico, Tivoli, Tolteca, Tropical, Universe American, Vik, Viking, Vistone, Yumac, Zafiro, Zarape, Zenda.

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Transcontinental Dist'g Corp., 868 Cowan Rd., Burlingame 94010. Tel: 697-6800. Mgrs.: Bob Ellis, Tom Jones; Sales Mgrs.: John Harper, John Sanerone, Jim Fiatarone; Promo.: John Lingel, Marty Dahl. (D), (OS as Nor Cal Super Shop), (RJ as Transcontinental Music Corp.).  
**Home office:** New York, N.Y., Transcontinental Investing Corp.

**Labels:** Avco Embassy, Berlitz, Blue Thumb, Bravo, Cobblestone, Coliseum, Congress, Coral, Curtom, Decca, Deram, Diamond, Disneyland-Vista, Dot, Double Shot, Earth, Forward, Four Corners of the World, Happy Tiger, Harbour, Hi, Hot Wax, Kama Sutra, Kapp, Life, Little David, London, MTA, MGM, National General, Palette, Paramount, Parrot, Pavilion, Press, Revue, Richmond, Shamley, Shelter, Sire, Steed, Super K, T-Neck, Threshold, Together, Uni, Verve, Viva, Vocalion, White Whale.  
**Accessories:** Decca, Recoton.  
**Photographs:** Decca.

Transcontinental Music Corp. Sr. VP: Bill Hall; Buyers: Jim Bale, Bruce Bayer. (RJ). See Transcontinental Dist'g Corp.

• **SAN JOSE (Area Code 408)**

Ideal Rec. Serv., 227 S. First St. Zip: 95113. Tel: 286-5838. Owner: Arthur Walker; Mgr.: R. A. Folendorf. (D, OS & RJ).  
**Labels:** Bego, Buena Suerte, Capitol, Columbia, Del Valle, El Zarape, Falcon, Impacto, Magda, Marsol, Musart, Orfeon, Peerless, RCA.

Leader Sales Inc., 666-J Stockton Ave. Zip: 95126. Tel: 294-3942. Mgr. & Buyer: Jay Cahail. (RJ).  
**Home office:** Los Angeles, Calif.

• **SANTA ANA (Area Code 714)**

Rantra Recs., 1136 Arapahoe Dr. Zip: 92704. Tel: 546-1876. Owner: Stewart Douglas; Mgr.: Julia Mallow. (I & E).  
**Imports from:** Germany, Spain, Sweden.

Rapid Mds. Co. Inc., 17421 Daimler. Zip: 92705. Tel: 546-7940. Mgr.: Arnold Gross; Buyer: David H. Hunter. (RJ).  
**Home office:** Minneapolis, Minn.

• **SUNNYVALE (Area Code 408)**

Records Unlimited, PO Box 2070. Zip: 94087. Tel: 732-0588. Owner & Mgr.: C. Wayne Coombs Jr. (OS).

• **TORRANCE (Area Code 213)**

California Rec. Dists. (div. of National Tape Dists. Inc.), 22433 S. Vermont Ave. Zip: 90502. Tel: 775-2131. Pres.: Ralph Kaffel; Sales Mgr.: Robert Ursery; Promo.: Marty Kupps, Bob Mercer. (D).

**Home office:** Brookfield, Wis., National Tape Dists. Inc.

**Labels:** Bell group—AGP, Amy, Bell, Cyclone, DJM, Elf, Hotline, Mala, Page One, Philly Groove, Showbiz, Sphere Sound, Sunburst, TA, Windfall; Buddah group—Buddah, Cobblestone, Curtom, Hot Wax, National General, Oldies 45, Pavilion, Royal American, Smobro, Super K, Sussex, Symbolic, T-Neck, Team, Thomas, United Talent; Chess group—Cadet, Cadet/Concept, Checker, Chess, GRT, Koko, Neptune; Cotillion group—Astro, Cotillion, Dakar, Embryo, Moira, Shama; Everest group—Archive of Folk & Jazz Music, Arvee Cetra, Concert Disc, Counterpoint, Esoteric, Everest, HiFi, HiFi/Life, Pender, Renaissance, Scala, Tradition; Fantasy group—Boo, Early Bird, Fantasy, Galaxy, Soul Clock; King group—Bethlehem, Deluxe, Federal, Hollywood, King, Look, Nashville, Starday; Shelby Singleton group—Black Prince, Blue Fox, Double Bayou, Plantation, SSS Int'l, Share, Silver Fox, Sun, Wet Soul; AJP, Abbott, Abet, Amaret, Ampex, Audio Arts, Audio Blues, Audio Gospel, Big Tree, Blue Book, Bond, Colossus, Creed, DC, Douglas, Drew, Duo, EJK, Event, Excello, Faro, Firebird, GWP, Gamble, Golden Groovy, Heritage, Hobbit, Huff Puff, Immediate, Jamal, LHI, Lamp, Laurie, Legrand, Lizard, Maxwell, Nashboro, Phil-L.A. of Soul, Poison Ring, President, Prestige, Rampart, Revelation, Revue, SF Sound, Skye, Sue, Testament, Uni, Vent, Yew, Zodiac.

Hitsville Inc. (div. of National Tape Dists. Inc.), 22433 S. Vermont Ave. Zip: 90502. Tel: 775-2131. Pres.: Ralph Kaffel; Sales Mgr.: Robert Ursery; Promo.: Marty Kupps, Bob Mercer. (D).  
**Home office:** Brookfield, Wis., National Tape Dists. Inc.

**Labels:** Chisa, Gordy, Inferno, Motown, Rare Earth, Soul, Tamla, VIP, Weed.

M-Stop (div. of National Tape Dists. Inc.), 22433 S. Vermont Ave. Zip: 90502. Tel: 775-2131. Pres.: Ralph Kaffel; VP: Stuart A. Burnat; Mgr.: Paul Culberg. (OS).  
**Home office:** Brookfield, Wis., National Tape Dists. Inc.

Merit Dist'g Corp. (div. of National Tape Dists. Inc.), 22433 S. Vermont Ave. Zip: 90502. Tel: 775-2131. Pres.: Jack Lewerke; VP & Sales Mgr.: Bill Pieper; Import Sales Mgr.: Greg Lewerke; Promo.: John Fisher, Stan Lewerke. (D & I).  
**Home office:** Brookfield, Wis., National Tape Dists. Inc.

**Labels:** Alston, Amsterdam, Atco, Atlantic, Blast Back, Blue, Blue Horizon, Brooklyn, Carla, Challenge, Choir, Contact, Contemporary, Corby, Counterpoint, Crimson, DGG, Dial, Dunwich, Enterprise, Flaming Arrow, Flashback, Flying Dutchman, Focus, Giant, Good Time Jazz, Heliodor, Hip, ILS, Jazz Treasury, Look Up, Lost Nite, Lupine, Mainstream, Milestone, Mother's, Pete, Philly Groove, Polydor, Pompeii, Renee, Respect, SGC, San Francisco, Shove Love, Sounds, Speciality, Stax, Takoma, Vault, Venus, Vortex, Volt.  
**Labels imported:** Ace of Clubs, Apple, Atlantic, Bell, Blue Horizon, Blue Town, Brunswick, CBS, Charisma, Columbia, Dawn, Decca, Deram, EMI, Elektra, Ember, Folklore, Fontana, Hallmark, Harvest, Immediate, Island, Liberty, London, Marble Arch, Marmalade, Mercury, Middle Earth, Page One, Parlophone, Philips, Polydor, Pye, RCA, Reaction, Regal, Regal-Starline, Reprise, Saydisc, Sonet, Spark, Stable, Sue, Threshold, Topic, Track, Transatlantic, United Artists, Underground, Vertigo, Verve, WRC, Wing, Xtra, Zapple. (SEE ADVERTISEMENT)

Music West, 19110 S. Vermont Ave. Zip: 90502. Tel: 321-5666. Mgr.: D. G. Pearce; Promo.: Mike Kasabo, Frank Leffel. (D).  
**Home office:** San Francisco, Calif.  
**Labels:** Camden, Colgems, Disneyland-Vista, Emarcy, Fontana, Gregar, Limelight, Mercury, Philips, Poppy, RCA, Smash, Victrola, Wing.

National Tape & Rec. of California Inc., (sub. of National Tape Dists. Inc.), 22433 S. Vermont Ave. Zip: 90502. Tel: 775-2131. Pres.: Ralph Kaffel; VP: Stuart A. Burnat; Sales Dir.: Eric Paulson; Buyer: Des Moines Green; Serv. Mgrs.: Virgil Rivers, Doug Merrill. (RJ).  
**Home office:** Brookfield, Wis.

Pacific Music Import & Export Corp. (div. of National Tape Dists. Inc.), 22433 S. Vermont Ave. Zip: 90502. Tel: 775-7591. Pres.: Jack Lewerke; Gen. Mgr.: Greg Lewerke. (I & E).  
**Home office:** Brookfield, Wis., National Tape Dists. Inc.

**Labels imported:** Ace of Clubs, Ace of Hearts, Apple, Blue Horizon, Brunswick, CBS, Charisma, Columbia, Dawn, Decca, Deram, EMI, Ember, Folklore, Fontana, Hallmark, Harvest, Immediate, Island, Liberty, London, Marble Arch, Marmalade, Mercury, Middle Earth, Music Factory, Page One, Parlophone, Philips, Polydor, Pye, RCA, Reaction, Regal, Reprise, Saga, Saydisc, Society, Sonet, Spark, Stable, Sue, Threshold, Topic, Track, Transatlantic, United Artists, Underground, Vertigo, WRC, Wing, Xtra, Zapple (all UK).

COLORADO

• **DENVER (Area Code 303)**

A & N, PO Box 2671. Zip: 80201. Tel: 333-8086. Owner: James C. Scott Sr.; Mgr.: L. Deam; Buyers: Singles, James C. Scott Jr.; Albums, M. A. Scott. (OS & RJ).

A B C Rec. & Tape Sales, 10625 E. 47 Ave. Zip: 80239. Tel: 343-7822. Sales Mgr.: Bill Pennington. (D, OS & RJ).

**Home office:** Seattle, Wash.  
**Labels:** ABC, Bluesway, Buluu, Command, Dunhill/ABC, Grand Award, Impulse, Music Guild, Probe, Westminster, Whitehall, B8C, Riverside, Tangerine, 20th Century-Fox, Warlock.

Alert One Stop. Mgr.: Paul Black. (OS). See Transcontinental Dist'g Corp.

Boyd Dist'g Co. Inc., 1400 W. Third Ave. Zip: 80223. Tel: 222-7701. Owner: Cecil H. Boyd; Mgr.: Joe Caravana; Buyer: Bruce Mercer. (D).  
**Labels:** Angel, Apple, Capitol, Fame, Invictus, Melodiya/Angel, Seraphim.

**Accessories:** Welco.  
 Craig Corp., 4959 Colorado Blvd. Zip: 80216. Tel: 399-0434. Owner: Robert Craig; Mgr.: Al Bergamo; Sales Mgr.: Phil Noble; Promo.: Nick Hunter. (D).

**Labels:** CBS, Columbia, Date, Epic, Harmony, Odyssey, Okkeh, Barnaby, Fillmore, Gazette, Kinetic.  
**Photographs:** Masterwork.

**Asseccories:** Columbia, Craig.  
 Davis Sales Co., 4155 Kingston St. Zip: 80239. Tel: 344-0880. Pres.: S. William Davis; Mgr. & Buyer: Larry Davis; Promo: David Rothstein. (D), (OS & RJ as Music Mdsrs. of Denver).

**Labels:** A&M, Atco, Atlantic, Bach Guild, Backbeat, Bang, Boone, Cardinal, Deram, Dial, Dot, Duke, Everyman, Happy Time, Hi, Imperial, Kent, Laurie, Liberty, London, Mace, Monument, Musicor, Pace, Parrot, Peacock, Plantation, Pye, Ranwood, Reprise, SSS Int'l, Scepter, Soma, Soul City, Sound Stage 7, Stax, Steed, Stereodiddies, Sunset, Time, Vanguard, Viva, Volt, Wand, Warner Bros., World Pacific, World Pacific Jazz.

**Accessories:** Amberg, Le-Bo, Recoton.  
 Infal Recs Inc., 2144 Champa St. Zip: 80202. Tel: 892-7141. Mgr.: Victor M. Hernandez. (D, OS & RJ).

**Labels:** ARV, Bamba, Bego, Bernal, CCC, Capri, Cobra, Columbia, Cometa, DLV, Dektr, Del Norte, Del-Sur, Del Valle, El Zarape, Escorpion, Falcon, Hurricane, Impacto, Infal, Keyloc, Musart, Norfeno, Orfeon, Peerless, RCA, Rigo, Sombrero, Sunglow, Tear Drop, Tomi.

J L Racks. (RJ). See Pan American Rec. Supply Co. Latin-American Rec. So., 2447 Larimer St. Zip: 80205. Tel: 825-6893. Owner & Sales Mgr.: Nadine V. Maurer; Mgr.: Mary T. James. (D).

**Labels:** Bego, Bernal, Bronco, Buena Suerte, Cap-Latino, Colonial, Columbia, DLV, El Pato, El Zarape, Del Rio, Falcon, Hurricane, Ideal, Impacto, Infal, Magda, Marsol, Musart, Orfeon, RCA, Sunglow, Tear Drop.

J. L. Marsh Inc. (div. of Pickwick Int'l Inc.), 4565 Kingston St. Zip: 80239. (RJ).  
**Home office:** Minneapolis, Minn., Heilicher Bros. (D).

Mile Hi One Stop Inc. (OS). See Pan American Rec. Supply Co.

Mountain Dists., 3630 Downing St. Zip: 80205. Tel: 222-8518. Owner: Peter J. Geritz. (OS).

Music Mdsrs. of Denver. Mgr.: Jack Goodman; Buyer: Larry Davis. (OS & RJ). See Davis Sales Co.

Pan American Rec. Supply Co. Inc., 77 Kalamath St. Zip: 80223. Tel: 255-2021. Owners: Joe & Louis Oxman; Gen. Mgr.: Louis Oxman. (D), (OS as Mile Hi One Stop Inc.), (RJ as J L Racks).

**Labels:** Argo, Blue Note, Cadet, Canyon, Checker, Chess, Conversa-Phone, Del-Fi, Fantasy, Folkways, GNP Crescendo, Happy Tiger, Jamie/Guyden, Jubilee, Living Language, Prestige, SC, Starday, Tamla, Young People's Recs.  
**Accessories:** Recoton.

Stoned Promos. Inc., 1236 S. Pennsylvania St. Zip: 80210. Tel: 777-0978. Gen. Mgr.: Morris Miller; Promo.: Morris Miller, Steven Allen, Paul Pershing, Clifford Smith. (D & I).

**Labels:** Arhoolie, Beaver, Blues Classics, Boot-Leg, Changes, Delmark, Dingleberry, Erotic Rock, Gigantic, Heavy, Old Timey, Perception, Purple Power, Rag Baby, Smack, Snazz, Takoma, Zap. Imports from: Germany, Netherlands, UK.

Transcontinental Dist'g Corp., 1111 S. Platte River Dr. Zip: 80223. Tel: 733-2407. Mgr.: Earl Woolf. (D), (OS as Alert One Stop), (RJ as Transcontinental Music Corp.)

**Home office:** New York, N.Y., Transcontinental Investing Corp.  
**Labels:** Abnak, Amaret, Amos, Athena, Audio Fidelity, Bell group, Blue Rock, Blue Thumb, Buddah, Calla, Cameo-Parkway, Chart, Cotillion, Crescent, Crestview, Cub, Curtom, DGG, Double Shot, ESP-Disk, Elektra, Event, Evolution, Excello, Fax, Fiesta, Forward, GRT, GWP, Gordy, Helidor, International Artists, Jad, Jetstar, Kama Sutra, LHI, Little Darlin', MGM, MTA, Mainstream, Metro, Metromedia, Motown, Nashboro, Nonesuch, Original Sound, Polydor, Pulsar, Rama Rama, Revue, Roulette, Royal Ameri-

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Transcontinental Music Corp. (RJ). See Transcontinental Dist'g Corp.

## CONNECTICUT

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

Alpha Dist'g Corp. Tel: 643-5736. Contact: Frank Berman. (See New York, N.Y. for prod. distributed).

Central Rec. & Tape Dists. Inc., 477 Park Ave., East Hartford 06108. Tel: 289-4349. Pres.: Edward E. Stein; VP & Buyer: Robert L. Hoyt. (OS & RJ). (SEE ADVERTISEMENT)

Columbia Recs. Sales, 60 Washington St., Suite 805, Hartford 06106. Tel: 522-7151. Mgr.: Steve Capone; Promo. Mgr.: Dave Demers. (D). Labels: CBS, Columbia, Date, Epic, Harmony, Odyssey, Okeh, Barnaby, Fillmore, Gazette, Kinetic.

Phonographs: Masterwork.

Dave's One-Stop Inc., 313 Park Ave., East Hartford 06108. Tel: 289-6122. Owner & Mgr.: Dave Bratner. (OS).

Eastern One Stop. (OS). See Transcontinental Dist'g Corp.

Globe Rec. Dist'g Corp., 328 Tolland St., East Hartford 06108. Tel: 289-6424. Owner: Gene Gottself; Mgr.: Wayne Marshall. (D & OS).

Labels: Abnak, Ambassador, Arhoolie, Asch, Ashley, Audio Fidelity, Avant Garde, Avoca, Banshee, Blues Classics, Boone, Broadside, Cabot, California, Carnival, Changes, Chart, Connoisseur Society, Contemporary, Conversa-Phone, Credo, Oelmark, Dictation Disc, Diplomat, Dover, EMI imports, Edmar, Eurotone, Fat Fish, Golden Guinea, Good Time Jazz, International Artists, Jessup, Jewel, K-Ark, Listen & Learn, Little Darlin', Marble Arch, Megaphone, Milestone, Musictown, OR, Odeon, Old Timey, Off Spring, Oracle, Pl, Pathe, Pathways of Sound, Paula, Pete, Peter Pan, Pixie, Pye, RBF, Ragland, Rebel, Regal, Rimrock, Rocking Horse, Ronn, Rural Rhythm, SFM, Springboard, Stop, Takoma, Terry-Gregory, Tikva, Topic, Twilight, Up Front, United, Vault, Virtuoso, Volksplatte, Whit, Zodiac.

Leslie Dists. (div. of Roskin Dists. Inc.). Mgr. & Buyer: Tom Markoski. (OS). See Seaboard Dists.

Liberty/UA Dist'g Corp.—Hartford Branch, 477 Connecticut Blvd., East Hartford 06108. Tel: 528-9511. Mgr.: Ron Orsini; Promo.: Thomas Klimaski; (Albany) Al Vilar. (D).

Labels: Blue Note, Liberty, Soul City, Sunset, Talespinners, United Artists, UA Int'l, UA Latino. Park Rec. & Tape Dists. (div. of Roskin Dists. Inc.). Mgr. & Buyer: Tom Markoski. (RJ). See Seaboard Dists.

Seaboard Dists. (div. of Roskin Dists. Inc.), 275 Park Ave., East Hartford 06108. Tel: 289-9361. Owner: S. Roskin; Gen. & Sales Mgr.: M. Ginsburg; Promo.: Bill Greenberg. (D), (OS as Leslie Dists.), (RJ as Park Rec. & Tape Dists.).

Labels: Amaret, Amos, Atco, Atlantic, Bang, Bell, Brunswick, Cadet, Checker, Chess, Colossus, Commonwealth United, Cotillion, Dakar, Dial, Disneyland-Vista, Duke, Elektra, Embryo, Enterprise, Fantasy, GRT, Gospel, Intrepid, Juno, LHI, Nonesuch, Ode 70, Original Sound, Page One, Peacock, Philly Groove, Plantation, Ranwood, Roulette, SGC, SSS Int'l, San Francisco, Savoy, Skye, Specialty, Stang, Stax, Sun, TA, Volt, Vortex, White Whale, Windfall. (SEE ADVERTISEMENT)

Transcontinental Dist'g Corp., 734 Tolland St., East Hartford 06108. Tel: 289-8631. Mgr.: Richard J. Godlewski. (D), (OS as Eastern One Stop), (RJ as Transcontinental Music Corp.).

Home office: New York, N.Y., Transcontinental Investing Corp.

Labels: ABC, Alshire, Ampex, Archive, BT Puppy, Bach Guild, Bang, Bert & I, Bluesway, Blue Thumb, Buddha, Chartmaker, Coliseum, Command, Crescendo, Curtom, DGG, Deram, Dictation Disc, Dot, Douglas, Dunhill, Evolution, Fiesta, Fontana, Forward, Golden, Grecophon, Gross, Haydn Society, Heliodor, Heritage, Hi, Hickory, Hob, Impulse, Jad, Josie, Jubilee, Kama Sutra, King, Laurie, Living Language, Loma, London group, Loren, MGM, Mace, Mainstream, Mercury, Metromedia, Moira, Monument, Music Guild, Music Minus One, Musicor, Paramount, Parrot, Pavilion, Philips, Pickwick, Polydor, Poppy, Press, Prestige, RCA, Reprise, Richmond, Scepter, Sire, Smash, Somerset, Steed, Super K, Starday, Steady, Stereo Dimension, Stereo Fidelity, Stereoditties, TRX; Tangerine, Together, 20th Century-Fox, Vanguard, Verve, Verve/Forecast, Viva, Wand, Warner Bros., Westminster, Yew, Young People's Recs.

Transcontinental Music Corp. (RJ). See Transcontinental Dist'g Corp.

### • NEW LONDON (Area Code 203)

Sound Inc., 100 State St. Zip: 06320. Tel: 443-5911. Pres.: G. B. Bishop. (RJ).

### • WILTON (Area Code 203)

Acropole Corp of America, PO Box 365. Zip: 06897. Tel: 847-2311. Pres.: Mrs. Michele M. Ronty. (D, RJ, I & E).

Labels: Artia, Bruno, Colosseum, HiFi, MK, Montilla.

Imports from: France, Germany, Italy.

## DISTRICT OF COLUMBIA

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

(Also see listings under Baltimore & Silver Spring, Md.).

Capitol Recs. Dist'g Corp., 1000 Vermont Ave. NW. Zip: 20005. Tel: 737-3246. (D).

Labels: Capitol, Angel, Melodiya/Angel, Seraphim, Cap-Latino, Apple, Crazy Horse, Fame, Harvest (UK), Invictus, KEF, 1-2-3, Zapple.

Phonographs: Capitol.

Accessories: Needles (Duotone); Capitol.

District Recs. Inc. Tel: 832-3600. Mgr.: Bernie Polakoff; Buyers: Singles, Linda Lamarr; Albums, Mary Freeland. (RJ). See Schwartz Bros. Inc.

Schwartz Bros. Inc., 2146 24 Pl. NE. Zip: 20018.

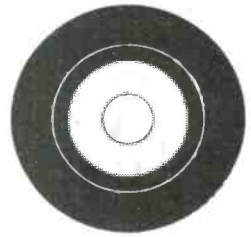
Tel: 529-5700. Owners: James, Stuart & Bertram Schwartz; Mgr.: Aubrey Moore; Sales Mgr.: Jerry Jacobs; Promo.: Vernon Thomas, John Lam, Bob McKenzie, Eddie Kalicka, Ed de Joy. (D), (RJ as District Recs. Inc.).

Labels: A&M, ABC, AGP, Abbey, Abbott, Abnak, Acta, Alegre, Amaret, American Int'l, Amos, Amsterdam, Amy, Anvil, Atco, Athena, Atlantic, Audio Fidelity, Avant Garde, Avco Embassy, Bang, Bell, Bethlehem, Blue Horizon, Blue Rock, Bluesway, Blue Thumb, Brunswick, Buena Vista, Buluu, CTI, Cadet, Caedmon, Camden, Chariot, Chart, Checker, Chess, Chisa, Colgems, Command, Commonwealth United, Contemporary, Crescendo, DBT, DGG, Dial, Dictation Disc, Disneyland-Vista, Dot, Double Shot, Douglas, Dunhill, Dynamo, DynoVoice, ESP-Disk', Elektra, Elephant V, Enterprise, Event, Evolution, Firebird, Flying Dutchman, Fontana, 49th State, Forward, GRT, GWP, Gamble, Golden, Good Time Jazz, Gordy, Grand Award, Happy Tiger, Head, Heart Warming, Heliodor, Hickory, Hip,

continued on page 134

# CENTRAL

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 Specialty Ents., 3325 15 St. NW. Zip: 20010. Tel: 232-8414. Owner: Hillard Turner. (OS).

**FLORIDA**

- **CASSELBERRY (Area Code 305)**  
 Record Supply Co. Inc., 290 Iris Rd. Zip: 32707.  
 Tel: 831-1116. Owner & Mgr.: Richard N. Stultz. (OS & RJ).
- **DADE CITY (Area Code 904)**  
 House of Recs. (OS). See Mustang Dists.  
 Mustang Dists., 432 N. Seventh St. Zip: 33525.  
 Tel: 567-5479. Gen. Mgr.: James Thompson;  
 Mgr.: M. C. Schmidt. (D), (OS as House of Recs.).  
 Labels: Heart Warming, Impact, Lakeside, Mark IV, Tempo, Word.
- **DELRAY BEACH (Area Code 305)**  
 Trevino Food Store, PO Box 300, Rt. 1. Zip: 33444.  
 Tel: 278-2505. Mgr.: Oscar Trevino. (D).  
 Labels: All Spanish labels.
- **FORT LAUDERDALE (Area Code 305)**  
 Calco Recs., 4232 NW 38 Ave. Zip: 33309. Tel: 731-5586. Owner: Cal Nanna. (RJ).
- **JACKSONVILLE (Area Code 904)**  
 Budisco One Stop, 60 Riverside Ave. Zip: 32202.

Tel: 355-6443. Gen. Mgr.: Scott Daddis. (OS).  
 Home office: Miami, Fla.  
 Sav-A-Stop, 7660 Gainesville Ave. Zip: 32208. Tel: 768-3411. Pres.: B. E. Griffin; VP Sales: W. M. Scott; Buyer: E. M. Gardner. (RJ).  
 Branch: Salem, Va.

- **MIAMI & METROPOLITAN AREA (Area Code 305)**  
 Budisco One Stop, 286 NW 29 St. Zip: 33127. Tel: 633-6032. Mgr.: Ronald Goldfarb. (OS).  
 Branches: Jacksonville, Tampa, Fla.  
 Campus Rec. Dist'g Corp., 7250 NW 36 Ave. Zip: 33147. Tel: 691-3140. Owner: Harold B. Lipsius;  
 VP: Joseph Stanzione; Sales Mgr.: Bob La Valle; Promo. Mgr.: Skip Schreiber; Promo.: Andy Schwartz, Eddie Pugh, Becky Torres. (D, OS & RJ), (E as Musical Export Supply Inc.).  
 Labels: AA, A&M, Abbey, Abbott, Alegre, Alon, Alshire, Altair, Amarel, Amazon, American Int'l, Ampex, Anvil, Apocalypse, Aquarius, Ariel, Arctic, Athena, Audio Arts, Audio Fidelity, Audio Gospel, Audio Spectrum, BT Puppy, Backbeat, Baja Prod'ns, Banana, Banner, Bashie, Beverly Hills, Big Yellow, Black Prince, Blue Angel, Blue Fox, Blue Rock, Blue Thumb, Bond, Bright Orange, Buddah, CGC, CTI, Calla, Canyon, Carib, Celebrity Circle, Century City, Certron, Chalet, Challenge, Chanson, Charay, Cherrylaine, Chytown, Cobblestone, Commonwealth United, Cotillion, Creed Taylor, Crewe, Curtom, Dakar, Dee Dee, De Place, Dionn, Disneyland-Vista, Dot, Double Bayou, Double Shot, Doubletalk, Downbeat, Duo, Dynamo, Earth, Elbejay, Eleuthra, Emarcy, Embryo, Environment, Era, Evolution, Fabri, Fania, Fontana, Forever, Forward, GRT, Gemini, Generation, Gentry, Gerim, Giant, Glo-Whiz, Golden, Gospel Corner, Great American, Gross, Guy Jim, H&W Imagineering, HSH, Happy Tiger, Heritage, Highland, Hit Sound, Hometown, Honor Brigade, Hot Wax, Hourglass, Intrepid, Itco, Ivanhoe, Jaber, Jad, Jamie/Guyden, Janus, Jay-Gee, Josie, Jubilee, Juno, Kama Sutra, Kangi, Kashe, Klondike, L.A. Louisiana, Lamp, Lanor, La Salle, Le Bill, Le Cam, Lemon, Life, Limglight, Living Language, Lizard, Lock, Lundy, MAL, Magic Carpet, Malynn, Map City, Mercury, Metromedia, Midnight Sun, Minaret, Mr. G., Mod, Moira, Money, Monument, Musicor, National General, Neptune, Nico, Notable, Ode 70, Open, Oracle, Ovation, Pace, Parallax, Paramount, Pavilion, Peace, Peachtree, Peacock, Pentagram, People, Perception, Pete, Philips, Phil-L.A. of Soul, Plantation, Playground, Plaza, Poison Ring, Pompeii, Post, Power, Pride, Proverb, Pulsar, RPR, Raffis, Ranwood, Raw, Renfro, Republic, Rising Sons, Rojac, Roulette, Royal American, SSS Int'l, Saadia, Scepter, Scram, Seven B, Shama, Share, Shelter, Silver Fox, Smash, Smobro, Soft, Song Bird, Sound Stage 7, Springboard, Steady, Steed, Stop, Sugar Hill, Summit, Sumpter, Sun, Sundi, Sundown, Super K, Superscope, Sure Shot, Sussex, Symbolic, T-Neck, Tamboo, Tarpon, Team, Tear Drop, Tee Off, Tetragrammaton, Thomas, Tico, Together, Tonsil, Top & Bottom, Tories, Trent Town, Trip 3000, Trip Universal, Tunekel, Turntable, Twinnight, United Talent, Up Front, Vault, Vee Eight, Vent, Vesuvius, Virtue, Volume, Vulcan, Westbound, Wet Soul, Whiz, Wing, Winro, Word, Yew, Zodiac. (SEE ADVERTISEMENT)
- Capitol Recs. Dist'g Corp., 7425 NW 48 St. Zip: 33166. Tel: 885-6446. (D).  
 Labels: Capitol, Angel, Melodiya/Angel, Seraphim, Cap-Latino, Apple, Crazy Horse, Fame, Harvest (UK), Invictus, KEF, 1-2-3, Zapple.  
 Phonographs: Capitol.  
 Accessories: Needles (Duotone); Capitol.
- Columbia Recs. Sales, 13145 NW 45 Ave., Opa Locka 33054. Tel: 685-5631. Mgr.: Bob Beasley; Promo. Mgr.: Robert Hurt. (D).  
 Labels: CBS, Columbia, Date, Epic, Harmony, Odyssey, Okeh, Barnaby, Fillmore, Gazette, Kinetic.  
 Phonographs: Masterwork.
- Florida One Stop (div. of South Atlantic Dist'g Co.), 1100 NW 163 Dr. Zip: 33169. Tel: 621-1415. Mgr.: Paul Yoss. (OS).
- Handeman Co., 2346 NW 147 St., Opa Locka 33054. Tel: 681-4618. Mgr.: Joseph Glaser; Buyers: Singles, Jerry Coleman; Albums, Joseph Glaser, Jerry Coleman. (RJ).  
 Home office: Detroit, Mich.
- Liberty/UA Dist'g Corp.—Miami Branch, 561 NE 79 St., Suite 235. Zip: 33138. Tel: 759-1670. Mgr.: Ken McAdams; Promo.: Thomas Sgro. (D).  
 Labels: Blue Note, Liberty, Soul City, Sunset, Talespinners, United Artists, UA Int'l, UA Latino.
- M & M Recs. Dists. Inc., 501 W. 28 St., Hialeah 33010. Tel: 887-4522. Owner: Manuel J. Mato; Mgr.: Melvin Noriega; Promo.: Enrique Reyes. (D, OS, RJ, I & E).  
 Branch: Tampa, Fla.  
 Labels: General, Hispania, Kubaney, Montilla, Velvet.
- M C A Dist'g Corp., 500 W. 18 St., Hialeah 33010. Tel: 885-5378. District Mgr.: Carmen La Rosa; Branch Mgr.: Jeff Scheible; Regional Promo. Mgr.: Bob Fletcher. (D).  
 Labels: Congress, Coral, Decca, Four Corners of the World, Kapp, Revue, Shamley, Uni, Vocalion, Berlitz, Bravo, MTA, Palette, Viva.  
 Phonographs: Decca.

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Musical Export Supply Inc. Pres. & Gen. Mgr.: Raoul Shapiro. (E). See Campus Rec. Dist'g Corp. Inc. (SEE ADVERTISEMENT)

Musical Recs. Co., 780 W. 27 St., Hialeah 33010. Tel: 887-2638. Pres.: Eliseo Valdes; Gen. Mgr.: Angel Tamargo. (D). Branches: Los Angeles, Calif.; New York, N.Y.; San Antonio, Tex.

Int'l branch: Puerto Rico.

Labels: Discuba, Eco, Musart, Musidisc, Nilser, Peerless, Rex.

Music Sales of Florida Inc., 2450 NW 77 Terr. Zip: 33147. Tel: 691-0340. Gen. Mgr.: Donald C. Smith; Sales Mgr.: Paul Goldman; Promo.: Paul Mazotas. (D).

Labels: Accent, Audio Fidelity, Ambassador, Amsterdam, Bang, BluesTime, Boo, Caedmon, California, Canaan, Candide, Carole, Chart, Choir, Coliseum, Contemporary, Crescendo, Dandelion, Deram, Dixieland Jubilee, Dooto, Elektra, Explorer, Fantasy, Fax, Flick City, Flying Dutchman, GNP Crescendo, Galaxy, Hickory, Hip City, International, International Artists, Little Darlin', Living Language, London, Mainstream, Milestone, Mingus, Mira, Nonesuch, Opera Treasury, Par-T, phase 4, Prestige, Project 3, Red Lion, Reggae, Riot, SFM, Sacred, Soma, Soul Clock, Springboard, Stereodiddies, Stereo Treasury, Summit, Swampfire, Sword, TRX, Take 6, Threshold, Time, Turnabout, Up Front, Volare, Vox, Word.

Accessories: Amberg, Duetone, Le-Bo, Merzon, Recoton, Record Tree.

Panart Int'l (I & E), see Ramsa.

Ramsa, 477 W. 27 St., Hialeah 33010. Tel: 887-1391. Pres.: Galo Sabat. (D), (I & E as Panart Int'l).

Labels: Panart, Discomoda (Venezuela).

Sea Coast Appliance Dist. Inc., 3575 NW 60 St. Zip: 33165. Tel: 635-0951. Mgr.: J. W. Shockey; Promo.: L. Bushey, R. Garrett, P. Bell. (D).

Labels: RCA, Camden, Victrola, Colgems, Kirshner, Poppy, Request.

Southern Rec. Servs. Inc., 1020 E. 14 St., Hialeah 33010. Tel: 885-4625. Pres. & Mgr.: Dave Shedd; Buyer: John Stutz. (OS & RJ).

Tone Dist. Inc., 495 SE 10 Ct., Hialeah 33010. Tel: 888-1685. Owner: Henry Stone; Gen. Mgr.: Dave Benjamin; Export Mgr.: Eddie Llopis. (D, OS & RJ), (I & E as Tone Int'l).

Labels: ABC, All Platinum, Alston, Amos, Amy, Ato, Atlantic, Bang, Bell, Cadet, Checker, Chess, Command, Dade, Dial, Diamond, Douglas, Duke, Dunhill, Evolution, Fame, GWP, Gamble, Gordy, Impulse, Jad, Jewel, Kapp, Kent, King, Laurie, London group, MGM, Mala, Marlin, Modern, Motown, Old Town, Original Sound, Paula, Probe, Reprise, Roulette, Scepter, Stax, Stereo Dimension, Straight, Tamla, Tangerine, Tetragrammaton, Tico, Tone, Latino, Turntable, 20th Century-Fox, UA Latino, Uni, Vanguard, Verve, Volt, Wand, Warner Bros., Westminster.

Tone Int'l Inc. (I & E). See Tone Dist. Inc.

Imports from: Argentina, Mexico, Panama, Peru, Spain, Venezuela.

Transcontinental Music Corp., 8160 NW 36 Ave. Zip: 33147. Tel: 696-6261. Mgr.: Edward Chapman. (RJ).

Home office: New York, N.Y., Transcontinental Investing Corp.

United Rec. & Tape Inds. Inc., 9880 NW 77 Ave., Hialeah 33016. Tel: 821-3100. Owners: Morton Marks, Allen Wolk; Mgr. & Buyer: Jack Roberge. (RJ).

Universal Rec'g & Dist. Corp., 170 W. 29 St., Hialeah 33010. Tel: 888-7411. Pres.: Jose Serra; Sales, Mktg. & Promo. Mgr.: Frank Garcia. (D).

Int'l branch: Puerto Rico.

Labels: Batey, Belter, Kristal, Kubaney, Regio, Son-Art, Vergara.

• **SARASOTA (Area Code 813)**

Distributors Inc., 258 Shopping Ave. Zip: 33577. Tel: 955-9191. Owner: Ernest C. Kuban; Gen. Mgr.: W. G. Potter; Buyer: Gary Kuban. (OS & RJ).

• **TALLAHASSEE (Area Code 904)**

M M M Dists. Inc., Box 31A, Rt. 1. Zip: 32303. Tel: 224-4015. Owner: Mary M. Martin; Mgr.: Hugh A. Martin. (D), (OS as One Stop Rec. Co. Inc.).

Labels: Abnak, Ashley, Big A, Canaan, Chart, Crescendo, Fun, Great, Hep, Judge's Chambers, Lanor, Mark II, Melron, Out House, Rice, Royal American, Sidra, Sing, Stop.

Phonographs: Columbia.

Accessories: Le-Bo.

One Stop Rec. Co. Inc. (OS). See MMM Dists. Inc.

• **TAMPA (Area Code 813)**

Budisco One Stop, 16 & W. Cypress. Zip: 33604. Tel: 251-1801. Mgr.: Sam Gaskins. (OS).

Home office: Miami, Fla.

Florida Electronics Inc., 2120 Main St. Zip: 33607. Tel: 251-3169. Mgr.: Vincent Lubrano; Buyer: Georgina Lubrano. (OS).

M & M Recs. Dist. Inc., 3010 Hudson St. Zip: 33605. Tel: 626-2660. Mgr.: Romeo Cesari. (D, OS, RJ, I & E).

Home office: Miami, Fla. (see for prod. distributed).

Tampa Recs., PO Box 5524, 1416 E. Seventh Ave. Zip: 33605. Tel: 876-5314. Owner: S. Delgado. (RJ).

**GEORGIA**

• **ATLANTA METROPOLITAN AREA (Area Code 404)**

A B C Rec. & Tape Sales, 720 14 St. NW. Zip: 30318. Tel: 875-5565. Mgr.: Jack Geldbart. (OS & RJ).

Home office: Seattle, Wash.

Capitol Recs. Dist'g Corp., 1670 NE Freeway Access Rd. Zip: 30329. Tel: 636-9407. (D).

Labels: Capitol, Angel, Melodiya/Angel, Seraphim, Cap-Latino, Apple, Crazy Horse, Fame, Harvest (UK), Invictus, KEF, 1-2-3, Zapple.

Phonographs: Capitol.

Accessories: Needles (Duetone); Capitol.

Columbia Recs. Sales, 35 Executive Park Dr. Zip: 30329. Tel: 631-4271. Mgr.: Don Dempsey; R&B Promo.: Fred Ware; Promo. Mgr.: Joe Casey, Dan Pickard. (D).

Labels: CBS, Columbia, Date, Epic, Harmony, Odyssey, Okeh, Barnaby, Fillmore, Gazette, Kinetic.

Phonographs: Masterwork.

Gate City Rec. Serv. Mgr.: Ted Pousman. (OS & RJ). See Southland Recs. Dist. Co.

Godwin Dist'g Co., 1270 Tacoma Dr. NW. Zip: 30318. Tel: 351-5110. Pres.: Art Godwin; Gen. Mgr.: Romeo Davis; Buyer: Doyal McColum. (D).

Labels: AGP, Amos, Amy, Banyan Tree, Bell, Challenge, Chisa, Colossus, Congress, Cotique, Crewe, Dooto, Douglas, Elf, Emarcy, Era, Event, Fantasy, Fontana, Gamble, Goldwax, Gordy, Gospel, Hickory, Hob, Jaclo, Jad, Kanwic, LHI, LM, Laurie, Legrand, Limelight, Mace, Male, Mercury, Metromedia, Motown, Musicland, Nassau, Page One, Phillips, Philly Groove, Reprise, Revue, Rust, Sacred, Savoy Scepter, Shamley, Sharp, Sidewalk, Smash, Soul, TRX, Tamla, Tower, Toddlin' Town, Turntable, Uni, VIP, Wand, Warner Bros., White Whale.

Handleman Co., 1532 Stone Ridge Dr., Stone Mountain 30083. Tel: 938-9467. Mgr.: John Langlois; Buyers: Singles, Sylvia Mauldin; Albums, John Langlois. (RJ).

Home office: Detroit, Mich.

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- Transcontinental Music Corp., 660 Great Southwest Pkwy. Zip: 30336. Tel: 344-6791. Mgr.: Dean White. (RJ).  
**Home office:** New York, N.Y., Transcontinental Investing Corp.
- **CLARKESVILLE (Area Code 404)**  
Clarkesville Rec. Sales Co., PO Box 198, 608 N. Washington St. Zip: 30523. Tel: 754-2152. Mgr. & Buyer: Peter J. Rosetty. (OS & RJ).
- **DEMOREST (Area Code 404)**  
Ralph's Radio Music, PO Box 127. Zip: 30535. Tel: 723-384. Owner & Mgr.: Ralph Raper. (D, OS & RJ).  
Labels: Calla, Chart, Country Jubilee, Gospel Jubilee, Hickory, Jewel, Rally, Spar, Stop, Sunlight.
- **Macon (Area Code 912)**  
North American Music Corp., 1442 Berkshire. Zip: 31206. Tel: 781-1266. Mgr.: Dave Voshall. (D, OS & RJ).  
**Home office:** Cleveland, Ohio (see for prod. distributed).
- 
- HAWAII**
- 
- **HILO (Area Code 808)**  
Radio Television Corp. Ltd., 28 Pookela St. Zip: 96720. Tel: 935-5468. Mgr.: Larry Tanimoto. (D).  
**Home office:** Honolulu, Hawaii (see for prod. distributed).
- **HONOLULU (Area Code 808)**  
Amplex Hawaii, 419 Waiakamilo Rd. Zip: 96817. Tel: 847-2157. Mgr.: Skippy Hamamoto. (D). Label: Amplex.  
Craig Corp., 620 Coral St. Zip: 96813. Tel: 538-6771. Mgr.: Masao Tanaka (D).  
Labels: CBS, Columbia, Date, Epic, Harmony, Odyssey, Okeh, Barnaby, Fillmore, Gazette, Kinetic.  
**Photographs:** Masterwork.  
Eric of Hawaii Inc., 2071 S. Beretania. Zip: 96814. Tel: 946-6522. Owner: Irv Pinensky; Mgr. & Promo.: Emil Sabate. (D).  
Labels: ABC, Avco Embassy, Bluesway, Blue Thumb, Cotillion, Dunhill, Elektra, MGM, Metro-media, Polydor, Reprise, Stereo Dimension, 20th Century-Fox, United Artists, Verve, Warner Bros.  
K & A Dists., 2320 S. King St. Zip: 96814. Tel: 941-4485. Mgr.: Don Ayers; Promo.: Carol Sakata. (D). (OS & RJ as Rack Serv. Hawaii Inc.).  
Labels: Coral, Decca, Vocalion, Berlitz, Bravo, MTA, Viva.  
**Photographs:** Decca.  
Kona-Kai Dist'g Co., PO Box 2135. Zip: 96805. Tel: 531-6118. Owner: Don McDiarmid Jr. (D).  
Labels: Frontier, Hanalei, Hula, Kamehameha, Puka, Surfside.  
Microphone Music Co., 2077 S. Beretania St. Zip: 96814. Tel: 946-1488. Owner & Promo.: Ken Kaizawa; Mgr., Sales & Promo.: Paul Fujii. (D, I & E).  
Labels: Atco, Atlantic, Cadet, Checker, Chess, Commonwealth United, Disneyland-Vista, Dot, Duke, Enterprise, GRT, Golden, Jamie, Janus, Josie, Jubilee, Kapp, Kent, Little David, Living Language, Monument, Ranwood, Roulette, Scepter, Stax, Vault, Volt, Wand.  
Labels imported: Viking (New Zealand), all labels (Japan).  
Music Crafts Dists. of Hawaii Ltd., 636 Queen St. Zip: 96813. Tel: 533-1223. Owner: Walter Y. Kurokawa (D).  
Labels: ARV, Amazon, Amy, Bell, Bethlehem, Blue Rock, Canyon, Challenge, Colossus, Command, Crewe, Cyclone, DeLuxe, Elf, Emarcy, Era, Falcon, Folkways, Fontana, Gamma, Gold-wax, Happy Tiger, Hickory, Hollywood, Hotline, Intrepid, Jad, King, Laurie, Limelight, Mala, Mercury, Monitor, Music of Polynesia, Original Sound, Page One, Paradise, Phillips, Philly Groove, Plantation, Polynesian, Prestige, Project 3, 555 Int'l, Smash, Starday, Sun, Vanguard, Waikiki, Wayside, Westminster.
- Nylen Bros. & Co. Ltd., 820 S. Beretania St. Zip: 96813. Tel: 538-1171. Cable: HOTLINE. Pres.: William Nylen; Gen. & Sales Mgr.: Ed Nielsen; Promo.: George Chun. (D).  
Labels: A&M, Caedmon, Century City, Contemporary, Dolton, Fantasy, Good Time Jazz, Gordy, HiFi, Imperial, Lani, Liberty, Makaha, Motown, Music Minus One, Pacific Jazz, Rare Earth, Soul, Soul City, Sunset, Tamlia, Uni, White Whale, World Pacific.  
**Photographs:** Lear Jet, Slyvania, V-M.  
Rack Serv. Hawaii Inc. (OS & RJ). See K&A Dists.  
Radio Television Corp. Ltd., 432 Keawe St. Zip: 96813. Tel: 533-2901. Owner: Roy R. Bright; Mgr. & Promo.: Hector H. Venegas. (D).  
**Branch:** Hilo.  
Labels: Camden, Chart, Colgems, Coliseum, Deram, Hi, Kirshner, London, London-American group, Mothers, Parrot, phase 4, Poppy, Press, RCA, Richmond, Sire, Stanyon, Victrola.  
**Photographs:** RCA.

Records Hawaii Inc., 1280 Kapiolani Blvd. Zip: 96814. Tel: 537-3627. Owner & Mgr.: John F. Leonard. (OS).

# ILLINOIS

- **CHICAGO METROPOLITAN AREA (Area Code 312)**  
A B C Rec. & Tape Sales, PO Box 66186, Zip: 60666, 120 King St., Elk Grove Village 60007. Tel: 439-9700. Mgr.: Bob Faller. (D & RJ).  
**Home office:** Seattle, Wash.  
Labels: ABC, Bluesway, Buluo, Command, Dunhill/ABC, Grand Award, Impulse, Music Guild, Probe, Westminster, Whitehall, BBC, Riverside, Tangerine, 20th Century-Fox, Warlock, Ranwood.  
Accessories: Amberg, Le-Bo.  
All Rec. Serv. Co., 2931 N. Pulaski Rd. Zip: 60641. Tel: 725-4426. Owner: Thomas B. Fanell; Mgr. & Buyer: Donald M. Zimmerman. (OS & RJ).  
K. O. Asher Inc., 7818 S. Stony Island Ave. Zip: 60649. Tel: RE 1-1741. Pres.: K. O. Asher. (D). Labels: Alector, Apon, Archive of Folk Music, Arhoolie, Asch, Bartok, Belzona, Blues Classics, Bornand, Broadside, CMS, Caedmon, Cambridge, Cavalier, Changes, Classic Editions, Composers, Conversa-Phone, Desto, Dover, Dyer-Bennet, Eфом, Enrichment, Euphonic, Eterna, Experiences Anonymes, Festival, Folk-Legacy, Folk-Lyric, Folkways, GHB, GMS, Golden Crest, Gregorian Institute, Haydn Society, Historical Jazz, Jazz Crusade, Jazzology, Lyricbord, MMO, Mace, Melodeon, Mirro, Monitor, Motivation, Music Library, Music Master, Music Minus One, Nessa, Nina, Nobility, Old Timey, Olympic, Original Jazz, Orion, Pathway, Piedmont, Playhouse, Proscenium, Qualiton, RBF, Raglan, Riverboat, Rutgers University, Shakespeare Society, Solo, Southland, Spivey, Spoken Arts, Spoken Word, Takoma, Testament, Theatre Master Works, Tom, Tradition, Virtuoso, Vocab, Voix de l'Auteur, Yazoo.  
Balkan Music Co., 6917 W. Cermak Rd., Berwyn 60402. Tel: GU 4-6436. Owner: Slavco A. V. Hlad. (D, I & E).  
**Branch:** Pittsburgh, Pa.  
Labels: Balkan Int'l, Czech, Greyko, Heritage. Label imported: Supraphon (Czechoslovakia).  
Barney's One Stop Rec. Serv., 3234 W. Roosevelt Rd. Zip: 60624. Tel: 826-1828. Pres.: W. J. Barney; Buyer: Alice Warbington. (OS).  
Baskase Prods., 6324 N. Campbell. Zip: 60645. Tel: 743-5517. Pres.: Henry C. Baskin. (D & OS). Distributes: 7 inch mini LP's.  
Capitol Recs. Dist'g Corp., 6401 Gross Point Rd., Niles 60648. Tel: 647-8338. (D).  
Labels: Capitol, Angel, Melodiya/Angel, Seraphim, Cap-Latino, Apple, Crazy Horse, Fame, Harvest (UK), Invictus, KEF, 1-2-3, Zapple.  
**Photographs:** Capitol.  
Accessories: Needles (Duotone); Capitol.  
Columbia Recs. Sales, 5404 W. Touhy Ave. Zip: 60676. Tel: 463-0900. Regional Sales Dir.: Don Van Gorp; Mgr.: Murt Paul; Regional Promo. Mgr.: Jim Scully; R&B Promo.: Granville White; Promo. Mgrs.: Bob Scharbert, Gordon Anderson. (D).  
Labels: CBS, Columbia, Date, Epic, Harmony, Odyssey, Okeh, Barnaby, Fillmore, Gazette, Kinetic.  
**Photographs:** Masterwork.  
Gaelic Imports, 5931 W. Chicago Ave. Zip: 60651. Tel: 261-6144. Pres.: George Hudson. (I).  
Branches: Cleveland, Ohio; Pittsburgh, Pa.  
Labels imported: Delyse, Domino, Golden Guinea, Marble Arch, Pye, Shamrock (all UK); Thistle (Canada).  
Galgano Dist. Corp., 4135 W. Armitage Ave. Zip: 60639. Tel: 227-6110. Owner: Anthony Galgano; Mgr. & Buyer: John Galgano. (OS).  
Handeman Co., 3477 Touhy Ave., Lincolnwood 60645. Tel: 583-0770. Mgr.: Hal Scoville; Buyer: Robert Baumstein. (RJ).  
**Home office:** Detroit, Mich.  
Hit Recs. Inc., 10614 S. Mackinaw Ave. Zip: 60617. Tel: 734-2244. Owner: Charles Stephens; Buyer: Charles Stubenrauch. (RJ).  
Liberty/UA Dist'g Corp.—Chicago Branch, 7901 N. Caldwell, Morton Grove 60053. Tel: 478-1133, 966-0150. Mgr.: Bob Golinski; Ass't Mgr.: Wayne Juhl; Opns. Mgr.: Louise Pennington; Promo.: Paul Diamond. (D).  
Labels: Blue Note, Liberty, Soul City, Sunset, Telespinner, United Artists, UA Int'l, UA Latino.  
Little Al's Recortapes, 3216 W. Lawrence Ave. Zip: 60625. Tel: 478-6114. Owner & Mgr.: Al Temaner; Buyer: Dora Temaner. (OS).  
Little LP's Unlimited, 464 Central Ave., Northfield 60093. Tel: 446-6756. Pres.: Richard G. Prutting. (D & OS).  
Distributes: 7 inch mini LP's.  
London Recs. Midwest Dist'g Corp., 6363 Gross Point Rd., Niles 60648. Tel: 647-0410. Gen. & Sales Mgr.: Mel Kahn; Promo.: Sam Cerami, Erwin Barg. (D).  
**Home office:** New York, N.Y.  
Labels: London, Buddha, Coliseum, Deram, Hi, Monument, Parrot, Pickwick, Press, Sire, Vanguard, Vox.  
M C A Dist'g Corp., 425 N. Michigan Ave. Zip: 60611. Tel: DE 7-1100. Branch Mgr.: Tony Ignoffo; Promo. Mgr.: Doug Lee. (D).

Labels: Congress, Coral, Decca, Four Corners of the World, Kapp, Revue, Shamley, Uni, Vocalion, Berlitz, Bravo, MTA, Palette, Viva.  
**Phonographs:** Decca.

M S Dist'g Co., 7901 N. Caldwell, Morton Grove 60053. Tel: 478-1133. Pres.: Milton T. Salstone; VP & Gen. Mgr.: Victor D. Faraci; Sales Mgr.: Ralph Kick; Promo.: Jimmy Bryant, Roy Chiovari, Bob Destocki. (D), (RJ as Musical Isle of America Inc.).

**Home office:** Los Angeles, Calif., Musical Isle of America Inc.

Labels: Amos, Bell, Big Tree, Challenge, Childcraft, Crewe, Cyclone, Douglas Int'l, Elektra, Elf, Emarcy, Fontana, Four Corners of the World, GWP, Goldwax, ID, Immediate, Kapp, LHI, Laurie, Limelight, Little Darlin', Mercury, Mine, Money, New Voice, Nonesuch, Page One, Peachtree, Philips, Philly Groove, Radnor, Redd Foxx, Smash, Spar, Storyteller, Superscope, TA, Tetragrammaton, Warner Bros., Wayside, Windfall, Wing.

Mid-America Specialty Dist., 4025 N. Ravenswood Ave. Zip: 60613. Tel: 528-5600. Owner & Buyer: Howard M. Rosen; VP: James N. O'Brien. (RJ).

**Branches:** Louisville, Ky.; Youngstown, Ohio; Pittsburgh, Pa.

Mr. T's Volume Rec. Sales, 1728 E. 87 St. Zip: 60617. Tel: 375-8445. Owner: Max Tannenbaum; Sales Mgr.: Johnny Johnson. (D, OS & RJ).

**Distributes:** Cut-outs, overstocks, promotional material.

Musical Isle of America Inc. VP: Victor D. Faraci; Gen. Mgr.: Endo Corsetti; Buyer: Bob Jacobs. (RJ). See MS Dist'g Co. (SEE ADVERTISEMENT)

National Educational Servs., 413 S. Second Ave., Libertyville 60048. Tel: 362-0122. Pres.: Charles Suber. (E).

North American Music Corp., 4629 Main, Skokie 60076. Tel: 677-5808. Mgr.: Lou Coppel. (D, OS & RJ).

**Home office:** Cleveland, Ohio (see for prod. distributed).

Pan American Recs. Inc., 3751 W. 26 St. Zip: 60623. Tel: 521-1100. Owner: H. & M. S. Frankel; Mgr. & Buyer: Mrs. F. Nava. (D, OS & RJ).

Labels: ARV, Ansonia, Azteca, Bego, Bernal, Borinquen, Bravo, Bronco, Buena Suerte, CBS, Cap-Latino, Chico, Colonel, Cometa, Cotique, Cri Cri, DLV, Del Valle, Disco Grande, Discos Columbia, Discuba, Eco, El Pato, El Zarape, Falcon, Firma, Fuentes, Hurricane, Ibo, Ideal, Impacto, Keyloc, Lira, Magda, Marsol, Mex-Melody, Miami, Montilla, Musart, Musicor,

*continued on page 138*

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Polish Rec. Center of America, 3055 N. Milwaukee Ave. Zip: 60618. Tel: 772-4044. Owner: John Wojewodka. (I).  
Labels imported: Muza, Pronit, Veriton (all Poland).

Rapid One Stop (OS & RJ). Mgr. & Buyer: Ron Hughbanks. See Royal Disc Dists. Inc.

Royal Disc Dists. Inc. (div. of Alltapes Inc.), 2623 N. Pulaski. Zip: 60639. Tel: 342-6600. Exec. VP: Kent Beauchamp; Mgr.: Richard Kudolla; Sales Mgr.: Ron Bernstein; Promo.: Bob Rotenberg. (D). (OS & RJ as Rapid One Stop).  
Branch: Dallas, Tex.  
Labels: Amaret, Ampex, Atco, Avco Embassy, Bang, Colossus, Commonwealth United, DGG, Heritage, Intrepid, Josie, Jubilee, Neptune, Perception, Pip, Polydor, Prestige, Spring, Viking.

Ruby Sales, 4038 W. Armitage Ave. Zip: 60639. Tel: 276-5484. Owner: Reuben W. Lawrence. (D).  
Distributes: Cut-outs, promotional material.

Santo, 410 S. Michigan Ave. Zip: 60605. Tel: 939-7188. Contact: Ruth Kling. (D).  
Labels: KM, Klime.

Singer One Stop Recs. Inc., 1812 W. Chicago Ave. Zip: 60622. Tel: 486-7400. Owners: Fred & Joseph Sipiora; Mgr.: Gus Tartol; Buyer: Fred Sipiora. Branch: 2950 W. 63 St. Zip: 60629. Tel: 778-3534. Mgr. & Buyer: Joseph Sipiora. (OS).

Summit Dists. Inc., 7447 N. Linder Ave., Skokie 60076. Tel: 677-1621. Owners: Jack White, Seymour Greenspan; Sales Mgr.: Harold Davis; Promo.: Frank Giuliano, Charles Deek Atkins. (D).  
Branch: Cincinnati, Ohio.  
Labels: A&M, Acuarium, All Platinum, Altair, Amsterdam, Anvil, Athena, Audio Fidelity, Black Prince, Blue Fox, Blue Thumb, BluesTime, Brunswick, CTI, Canyon, Certron, Chart, Congress, Contemporary, Delmark, Disneyland-Vista, Dot, Double Shot, Duo, Era, Evolution, Fania, Fantasy, Fidelity Sound, Fiesta, Flying Dutchman, Galaxy, Generation, Golden, Good Time Jazz, Happy Tiger, Hickory, IRC, Janus, Lionel, Little David, Mainstream, Metromedia, Mr. G, Mobile Fidelity, Monmouth-Evergreen, Mothers, Ode/70, Off Spring, Oracle, Parallax, Paramount, People, Pride, Project 3, Revue, Shelter, Silver Fox, Skye, Soul Clock, Stereodiffies, Stang, Steed, Stop, TRX, Top & Bottom, Uni, Up Front, Uptite, Vault, Vent, Westbound, White Whale, Whiz, Yew, Zodiac.

Susan Dist'g Co. Inc. (div. of Lieberman Ents.), 7330 Niles Center Rd., Skokie 60076. Tel: 674-4390. Mgr.: Harry S. Lask; Buyers: Singles, Leon Eady; Albums, Henry Grossman. (OS & RJ).  
Home office: Minneapolis, Minn., Acme Music Serv.

T D A Inc., 3035 W. 47 St. Zip: 60632. Tel: 254-4612. Pres.: Paul J. Glass; VP Sales & Mktg.: Morton A. Ohren; Mgr.: Don Micelli; Promo.: Cy Gold. (D, OS, RJ & E).  
Labels: Abnak, Accent, Alfred, Archive of Folk Music, Archive of Piano Music, Arctic, Atlantic, Baroque, Bethlehem, Blue Rock, Boone, Cadet, Cadet/Concept, Carole, Cetra, Checker, Chess, Concert-Disc, Counterpoint, Diamond, Dionn, Dooto, ESP-Disk, Enterprise, Everest Classics, First Amendment, Focus, GNP Crescendo, GRT, Gordy, Hi Fi, Holiday Inn, Hollywood, Jamie Jewel, King, Motown, Musicor, Out House, Paula, Period, Phil-L.A. of Soul, Pirouette, Plantation, Rare Earth, Request, Ronn, Roulette, SSS Int'l, Scale, Specialty, Starday, Stax, Sun, Thunderbird, Tradition, Twinnight, USA, Uni, WVON.

Taylor Electric Co., 3553 W. Peterson Ave. Zip: 60645. Tel: 588-2729. Mgr.: Chuck Schroeder. (D).  
Home office: Milwaukee, Wis. (see for prod. distributed).

Transcontinental Music Corp., 5301 Dansher Rd., Countryside 60525. Tel: 354-6084. Mgr.: Alfred Driscoll. (RJ).  
Home office: New York, N.Y., Transcontinental Investing Corp.

United Rec. Dists. Inc., 1827 S. Michigan Ave. Zip: 60616. Tel: 225-6605. Owner: Ernest Leaner; Mgr.: Billy Leaner; Sales Mgr.: Mike Allen; Promo.: Leroy Phillips, Tony Leaner, Frank Chapman. (D).  
Labels: AJP, Abbott, Abet, Afro, All Points, Audio Gospel, Backbeat, Bashie, Bay Sound, Chi-City, Chisa, Cotillion, Creed, Cross, D&C, Dakar, DeLuxe, Double Soul, Down to Earth, Duke, Dynamo, Eloy, Embryo, Excello, Five-O, Gamble, Gospel, Hob, Jad, Karole, Kashe, Kent, Kenwood, Laff, Lavel, Maxwell, Midas, Moira, Modern, Mutt & Jeff, Nashboro, New Mist, Nickel, Pavilion, Peacock, Savoy, Scepter, Shama, Sharp, Sidewalk, Song Bird, Soul, Soul Clock, Sound Stage 7, Starville, Stop, Steady, T&L, TWS, Tamla, Thrush, Toddlin' Town, Turntable, Vault, Volare, Volt, Won.

Universal Music Mdsrs. Inc., 9047 N. Terminal, Skokie 60076. Tel: 965-1810. Owners: Joe &

Arthur Weiss; Pres. & Mgr.: Joe Weiss; Buyers: Singles, Dorothy Yablon; Albums, Bette Andrews. (OS & RJ).

World's One Stop, 2317 S. Michigan Ave. Zip: 60616. Tel: 842-4307. Owner: Morris Goldstein; Mgr.: Les Hasselson. (OS).

• PEORIA (Area Code 309)  
Paul Allen Racks Sales, 111 Sunvalley Ct., East Peoria 61611. Tel: 699-1541. Pres.: Paul Allen. (RJ).

Hi-Fi One Stop, 609 W. Glen Ave. Zip: 61614. Tel: 691-8320. Owner: Charles C. Sisney; Buyer: Gimmie Ward. (OS).

S & G Music, 403 S. Adams St. Zip: 61602. Tel: 676-5112. Owner: Ruby Duncan. (OS).

## INDIANA

• DECATUR (Area Code 219)  
Midwest Dists., 138 N. Second St. Zip: 46733. Tel: 724-2066. Owner: Walt Ostermeyer; Mgr. & Buyer: Dolores Harker. (RJ).  
Home office: Fort Wayne, Ind.

• EVANSVILLE (Area Code 812)  
Mobile Rec. Serv. Co., 2019 Ravenswood Dr. Zip: 47714. Tel: 476-8236. Mgr.: Robert Kotulek. (OS).  
Home office: Pittsburgh, Pa.

• FORT WAYNE (Area Code 219)  
Midwest Dists., 2415 Forest Park Blvd. Zip: 46805. Tel: 744-5656. Owner & Mgr.: Walt Ostermeyer. (Exec. office only).  
Branch: Decatur, Ind.

Tri State Dists., 3434 Broadway. Zip: 46807. Tel: 744-5607. Owner & Pres.: Cliff Ayers Ostermeyer; Mgr.: Kayla Spillson; Promo.: Susan Collier, Shirley Kopal; Buyer: Jerry Bair. (D & OS).  
Branch: Nashville, Tenn., Music Town.  
Labels: ABC, ARV, Accent, All Star, Alto, Angel-tone, Archway, Arrawak, Art, Arvee, Atlas, Audio Arts, Avenue, Ballad, Bandbox, Baton, Bay Uke, Bee, Beltone, Big Sound, Blackbird, Black Gold, Boxer, Breeze, Bronze, Buddy, Bullseye, C&M, Campus, Canary, Capa, CapCity, Cardinal, Carrie, Cavern, Celebrity Circle, Century City, Chante, Chaffahoochie, Chroma, Chytown, Cimmaron, Clare, Colt, Commerce, Conclave, Confederate, Contour, Country World, Crest, Crossfire, D-J, Daran, Debby, De-Lite, Delden, Desert, DiVenus, Dome, Domino, Dot-Mar, Ebb, Emerald, Empire, Endeavor, Enterprise 13, Event, Fabbri, Fax, Film City, Five-O, Flick, Flo-Jo, Ford, Gass, General American, Genesis, Glenolden, Golden World, Gordy, Gusman, Hallmark, Harvard, High Country, Hit, Hudson, Hugo, Injun, Insight, Jalap, Jamie, Jazz, Jessup, Julmar, K-W, KEF, Kangaroo, Kanwic, Kasmo, Kean, Kenco, Kid Cuz'n, La Salle, Las Vegas, Lincoln, Linjo, Lucky Four, M-Arts, Major, Malinda, Marvella, Mayhams, Mecca, Mickey, Millage, Miracle, Moon, Mosrite, Motif, Motown, Music Factory, N-Joy, Neptune, New England, Orbit, Patelfi, Peacock, Petal, Pinpoint, Plato, Pony, Presta, Republic, RPR, RSVP, Rae-Cox, Ram, Raydar, Rebel, Rena, Reno-Smiley, Rex, Rimrock, Riparia d'Ora, Road, Roadrunner, Ro-Ark, Robbins, Rondolett, Sabine, Sable, Sabre, Sage, Sand, Scoloron, Scram, Serand, Shalomar, Shee, Silver Seal, Sims, Sir, Skylite, Spinit, Starday, Steady, Sylvania, Tamla, Tampa, Taylor, Three Hills, Tidenote, Triode, Twilight, Valco, Vanity, Variety, Vesuvius, Vida, Vita, Wagner, Way-Out, Wayside, Wedge, Wells-DeSett, Westport, Zodiac.

• GARY (Area Code 219)  
Woodard Rec. Serv., 2011 Madison St. Zip: 46407. Tel: 885-1908. Owner: Dewitt W. Woodard. (RJ).

• INDIANAPOLIS (Area Code 317)  
Sound Classics Inc. (sub. of Associated Dists. Inc.), 333 W. Ninth St. Zip: 46202. Tel: 634-2591. Owner & Pres.: Louis E. Randle; Gen. & Mktg. Mgr.: Jack Shue; Promo.: Michael G. Rizk; Adv.: Alice Brewis; Buyers: Singles, Ron Warf; Albums, Thomas E. Whalen; OS Mgr.: Louis E. Randle; RJ Mgr.: Lynne D. Jenks. (D, OS & RJ).  
Labels: Victor, Red Seal, Camden, Victrola, Colgems, Gregar, Kirshner, Poppy, Audio Fidelity, Buena Vista, Disneyland-Vista, Holiday Inn, Kapp, King, Living Language, Ranwood, Starday.

Wholesale Rec. & Tape Sales, 1312 N. Capitol Ave. Zip: 46202. Tel: 639-5491. Owner & Mgr.: Don A. Gobrecht. (OS).

• RICHMOND (Area Code 317)  
Mobile Rec. Serv. Co., 105 SW "E" St. Zip: 47374. Tel: 962-3395. Mgr.: Stanley Bach. (OS).  
Home office: Pittsburgh, Pa.

## IOWA

• DES MOINES (Area Code 515)  
A B C Rec. & Tape Sales, PO Box 358, Zip: 50302; 3301 McKinley Ave. Zip: 50321. Tel: 285-0551. Mgrs.: Jack Silverman, Robert Pockrandt; Buyers: Singles, Jerry Cunningham; Albums, George Smith. (OS & RJ).  
Home office: Seattle, Wash.

J. L. Marsh Inc. (div. of Pickwick Int'l Inc.), 1630 Locust. Zip: 50309. Tel: 282-8185. (RJ).  
Home office: Minneapolis, Minn., Heilicher Bros. (D).

• DE WITT (Area Code 319)  
Mobile Rec. Serv. Co., 429 Fifth St. Zip: 52742. Tel: 659-5051. Mgr.: Larry Steward. (OS).  
Home office: Pittsburgh, Pa.

## KANSAS

• LAWRENCE (Area Code 913)  
Kief's Rec. & Stereo Supply Inc., PO Box 2, 771 W. 23 St. Zip: 66044. Tel: 842-1544. Owner & Albums Buyer: John J. Kiefer; Mgr. & Singles Buyer: Jim Brown. (OS & RJ).

• WICHITA (Area Code 316)  
Davidson's One Stop, 1559 S. Broadway. Zip: 67211. Tel: 265-0012. Owner: Mildred Davidson; Mgr.: Evelyn Oakes. (D & OS).  
Home office: Kansas City, Mo. (see for prod. distributed).

Giant One Stop, 203 E. Douglas St. Zip: 67202. Tel: AM 5-7508. Owner & Buyer: I. Albert. (OS), (RJ as Reco-Rak Dists.).  
Reco-Rak Dists. (RJ). See Giant One Stop.

## KENTUCKY

• CAMPBELLSVILLE (Area Code 502)  
Central Electronics, PO Box 340, 113 N. Central Ave. Zip: 42718. Tel: 465-5631. Owner & Buyer: Randall B. Herron. (D, OS & RJ).  
Labels: Christian Faith, Design, Heart Warming, Hilltop, Little Darlin', Pickwick/33, Sing, Skylite, Songs of Faith, Stateswood, Temple, Up Front, Phonographs: Delmonico, Major, Symphonic, Victor.  
Accessories: Spindles (BSR); needles, cartridges (Electro-Voice).

• LOUISVILLE (Area Code 502)  
Handleman Co., 4500 Louisville Ave. Zip: 40209. Tel: 361-1336. Mgr.: James Lavis; Buyers: Singles, Charles Young, Sue Ralston; Albums, Charles Young. (RJ).  
Home office: Detroit, Mich.

Kentuckiana Rec. Sales, PO Box 261, 560 S. Fourth St. Zip: 40202. Tel: 582-3331. VP & Mgr.: Kenneth Vine; Buyer: Helen Vine. (OS & RJ).

Kings Rec. Shop, 240 W. Jefferson St. Zip: 40202. Tel: 584-5535. Owner, Mgr. & Buyer: Gene King. (OS & RJ).

Mid-America Specialty Dist., 1450 S. 10 St. Zip: 40210. Tel: 635-6339. Owner: Howard M. Rosen; Mgr.: Duane McElroy. (RJ).  
Home office: Chicago, Ill.

Orbit Radio, PO Box 1644, 831 W. Main St. Zip: 40201. Tel: 895-1143. Owner & Mgr.: S. A. Cislis. (I & E).  
Imports from: France, Germany, Italy, Japan, Scandinavia, UK.

Royal Dist'g Corp., 1021 E. Broadway. Zip: 40204. Tel: 584-3671. Mgr. & Buyer: John Beckman. (OS & RJ).  
Home office: Cincinnati, Ohio.

Shively One Stop, 4464 Shively Center. Zip: 40216. Tel: 584-4951. Owner & Mgr.: A. R. Brown. (OS).

Tiff's Discount Rec. Store, 309 S. Fourth St. Zip: Martin Cohn; Buyers: Singles, Betty Beller; Albums, Gregory Searcy. (OS).

• OWENSBORO (Area Code 502)  
Wax Works Inc., 320 Washington Ave. Zip: 42301. Tel: 683-1585. Owners: Leroy & Terry Woodward; Buyer: Leroy Woodward. (OS & RJ).  
Webster's Inc., 320 Washington Ave. Zip: 42301. Tel: 684-2791. Owner & Mgr.: Doug Webster. (RJ).

## LOUISIANA

• ALEXANDRIA (Area Code 318)  
Gospel Rec. & Music Dists., 1416 Fifth St. Zip: 71301. Tel: 443-0540. Owner & Mgr.: J. D. Davis. (D).





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Redisco (The Records Dist'g Co.), 1815 Guilford Ave. Zip: 21202. Tel: 727-6420. Owner: Oscar Buchman; Mgr.: Milton Mehlmán. (OS). (SEE ADVERTISEMENT)

Transcontinental Music Corp., 72 Alco Pl. Zip: 21227. Tel: 247-2550. Mgr.: Larry Goldberg. (RJ).

Home office: New York, N.Y., Transcontinental Investing Corp.

Y R S Dists., 3123 W. North Ave. Zip: 21216. Tel: 566-5400. Mgr.: Earnest L. Burston; Promo.: Otto Burston. (D), (OS as Your Super Music).

Labels: ARV, A-Maker, Alpha, Ary, Authentic, Bamboo, Bennett, Bilesse, Blackfalcon, Brotherhood, Chavis, Deepgroove, Della, Diamond, Duo, Elbejay, El-Con, Expo, Fatback, 5-Star, Giant, Hines, Howbig, Hudd, Jazz, Marti, O-Gee, Opex, Pearlstone, Pelnoor, Powerjet, Renfro, Road, Rush, SAS, Samar, Sew City, Shiptown, Sims, Songee, Terrell, VB, WJS, WSJ, Zodiac.

Your Super Music, 509 N. Gay St. Zip: 21202. Tel: BR 6-3770. (OS). See YRS Dists.

Jos. M. Zamoiski Co., 1101 De Soto Rd. Zip: 21223. Tel: 644-2900. Pres.: Calman J. Zamoiski Jr.; Gen. Mgr.: Arthur Gelles; Opns. Mgr.: Maury Bass; Sales Mgr.: Alvin Shevitz; Buyer: Joyce Heider; Promo.: Joe & Slanz Bilella, Pat Perticone. (D & OS), (RJ as Jos. M. Zamoiski—Stacy Div., Mgr.: Max Rivera).

Labels: Alshire, Ambassador, Ampex, Aphrodisiac, Astro, Audio Spectrum, Banner, Beverly Hills, Brite Leaf, Buddah, Certron, Chapter One, Cobblestone, Coburt, Coliseum, Colossus, Cotillion, Cub, Curtom, DPG, Dakar, De-Life, Deram, Diamond Jim, Dictation Disc, Disneyland-Vista, Dooto, Earth, Embryo, Flick Disc, Golden, Gross, Harbour, Heritage, Hi, Hot Wax, Humorsonic, Jay Boy, Josie, Jubilee, Kama Sutra, Kent, King Leo, Laff, Lamp, Life, Lionel, Little Darlin', Lizard, London, Lyra, MGM, MOC, MSG, Map City, Marlin, Maxwell, Midnight Sun, Milestone, Moira, Moon Shot, Music Factory, Music-O, Nashwood, National General, Orpheum, Parrot, Pavilion, Peace, Perception, Pickwick, Poison Ring, Press, Pulsar, Rainy Day, Raw, Redd Foxx, Republic, Richmond, Royal American, Seville, Shama, Sire, Soulo, Spar, Speel, Spring, Sunny, Super K, Sussex, Swampfire, T-Neck, Team, Thomas, Threshold, Tribe, Trip, Up Front, Villa, Vox, Wet Soul. (SEE ADVERTISEMENT)

• **CHEVERLY (Area Code 301)**

D & H Dist'g Co., 2500 Schuster Dr. Zip: 20781. Tel: 322-3500. Mgr.: George Nesline. (D).

Home office: Harrisburg, Pa.  
Labels: RCA, Camden, Victrola, Colgems, Kirshner, Poppy.

Accessories: Amberg, Le-Bo, Recoton. (SEE ADVERTISEMENT)

• **HAGERSTOWN (Area Code 301)**

Interstate Rec. Dists. Inc., 211 S. Locust St. Zip: 21740. Tel: 733-1378. Owners: Richard & Melvin Greenwald; Mgr. & Buyer: Carlton Smith. (OS & RJ).

• **LANDOVER (Area Code 301)**

Potomac Music & Rec. Serv., 2122 Beaver Rd. Zip: 20785. Tel: 322-3666. Pres.: Michael P. Mackulic; VP: John E. Kmiec; Buyer: Bruce Portman. (OS & RJ).

• **SILVER SPRING (Area Code 301)**

Adelphi Studios & Dists., 516 E. Indian Spring Dr. Zip: 20901. Tel: 585-0417. Owner: Gene Rosenthal; Promo: Gayle Moore, William Hatfield. (D & E).

Labels: Adelphi, Arhoolie, Blues Classics, Delmark, Listening, Melodeon, Old Timey, Origin Jazz Library, Piedmont, Raglan, Riverboat, Takoma, Yazoo.

Columbia Recs. Sales, The Metropolitan Bldg., Suite 908, 8720 Georgia Ave. Zip: 20910. Tel: 587-5000. Mgr.: George Deacon; Regional Promo. Mgr.: Jim Zemarel; R & B Promo.: Sam Beasley; Promo. Mgr.: Earl Rollison. (D).

Labels: CBS, Columbia, Date, Epic, Harmony, Odyssey, Okeh, Barnaby, Fillmore, Gazette, Kinetic.

Phonographs: Masterwork.  
Liberty/UA Dist'g Corp.—Baltimore Branch, 11151 Viers Mill Rd., Wheaton 20902. Tel: 946-7242. Mgr.: Lou Monette; Promo.: Thomas Schoberg. (D).

Labels: Blue Note, Liberty, Soul City, Sunset, Talespinners, United Artists, UA Int'l, UA Latino.

Super Music City Inc., 936 Bonifant St. Zip: 20910. Tel: 585-7418. Owners: Phil Levine; Herb Frubush; Buyer: Phil Levine. (OS).

**MASSACHUSETTS**

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

Boston Rec. Dist. Inc., 150 Vernon St. Zip: 02120. Tel: 442-2345. Owner & Mgr.: Jerry Flatto; Buyers: Singles, Tim Melanson; Albums, Jerry Flatto. (OS & RJ).



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Bulldog Dists. Inc., 58 Buffum St., Lynn 01902. Tel: 593-3920. Gen. Mgr.: Nicholas Sentas. (D).  
**Labels:** Anthology, Broadside, CMS, Caedmon, Conversa-phone, Eurotone, Everest group, Monitor, Parliament, RBF; Saga, Tikva, Tradition, Turnabout, UNESCO Collection, Vox.

Capitol Recs. Dist'g Corp., 71 Fourth Ave., Needham Heights 02194. Tel: 449-0770. (D).  
**Labels:** Capitol, Angel, Melodiya/Angel, Seraphim, Cap-Latino, Apple, Crazy Horse, Fame, Harvest (UK), Invictus, KEF, 1-2-3, Zapple.  
**Phonographs:** Capitol.  
**Accessories:** Needles (Duotone); Capitol.

Circle Dist. Corp., Mgr. & Buyer: Vaughn Agajanian. (OS). See Music Suppliers Inc.

Columbia Recs. Sales, John Hancock Bldg., 470 Totten Pond Rd., Waltham 02154. Tel: 899-3814. Mgr.: George Ryan; Regional Promo. Mgr.: Sal Ingeme; Promo. Mgr.: Ed Hynes. (D).  
**Labels:** CBS, Columbia, Date, Epic, Harmony, Odyssey, Okeh, Barnaby, Fillmore, Gazette, Kinetic.  
**Phonographs:** Masterwork.

Dick's Rec. Co. Inc., 890 Providence Hwy. Rear, Rt. 1, Dedham 02026. Tel: 326-8790. Owner & Pres.: Richard L. Mitchell; Mgr. & Buyer: Richard Peach. (OS).

Disc Dists. Inc. & Hitsville of Boston, 19 Walnut St., West Roxbury 02132. Tel: 327-1234. Owner: Jack Sager; Sales Mgr.: Frank Spellman; Promo.: Ron Hopkins. (D).  
**Labels:** All Platinum, Bang, Century City, Chisa, Cookin', Cotillion, Dakar, De-Lite, DictationDisc, Embryo, Fort Hill, Gamble, Gordy, Map City, Melody, Mira, Mirwood, Motown, Pete, Proscenium, Radnor, Rare Earth, Soul, Stang, Stop, Sue, Symbol, Tamla.

Disco Inc., 339 Broadway, Everett 02149. Tel: 389-7200. Buyers: Singles, Gabe Margolis; Albums, Fred Traub. (OS & RJ).

E-Z One Stop Rec. Serv. Inc., B93 Dorchester Ave., Dorchester 02125. Tel: 282-8700. Owners: Michael Sciarappa, Robert Levin; Mgr.: Wes Bonner; Buyer: Mickey Sciarappa. (OS).

Eastco, 26 Dartmouth St., Westwood 02090. Tel: 329-3000. Gen. Mgr.: Alan Sack. (D).  
**Labels:** Disneyland-Vista, RCA, Request.  
**Accessories:** RCA.

Handleman Co., 204 New Boston St., North Woburn 01801. Tel: 935-6150. Mgr. & Buyer: Roy Stevens. (RJ).  
**Home office:** Detroit, Mich.

Liberty/UA Dist'g Corp.—Boston Branch, 480 Neponset St., Canton 02021. Tel: 828-6040. Mgr.: Len Gordon; Ass't Mgr.: David Elkin; Opns. Mgr.: Frank Levey; Promo.: Brian Interland, Tom Moulton. (D).  
**Labels:** Blue Note, Liberty, Soul City, Sunset, Tapespinners, United Artists, UA Int'l, UA Latino.

M C A Dist'g Corp., 900 Providence Hwy Rear, Dedham 02026. Tel: 329-1165. Mgr.: Sam Mercurio; Promo. Mgr.: Elgin Waters. (D).  
**Labels:** Congress, Coral, Decca, Four Corners of the World, Kapp, Revue, Shamley, Uni, Vocalion, Berlitz, Bravo, MTA, Palette, Viva.  
**Phonographs:** Decca.

Malco Inds. (div. of Malden Mop & Brush Co.), 266 Broad St., Lynn 01901. Tel: 595-7500. Gen Mgr.: A.T. Goldstein. (RJ).

Massachusetts Rec. Dist'g Co., 633 Massachusetts Ave. Zip: 02118. Tel: 266-1002. Owner: Fred LeBlanc; Mgr.: Skippy White; Sales Mgr.: Arthur Hartling; Promo.: Robert McAlpine, Jack Levinson. (D, OS & RJ).  
**Labels:** Abet, Afro-American, Backbeat, Blues-town, Borderline, Canyon, Carnival, Creed, Cye, Dooto, Duke, Excello, Fania, Fortune, Giant, Gospel, Humorsonic, Jamal, La Val, My, Nasco, Nashboro, Peacock, Pride, Redd Foxx, Rojac, Savoy, Song Bird, Soul Clock, Specialty, Springboard, Steady, Sureshot, Up Front, Uprite, Wild, Zodiac. (SEE ADVERTISEMENT)

Merrec Dists. Inc., 235 Needham St., Newton Upper Falls 02164. Tel: 969-6505. Mgr.: John Penney. (D).  
**Labels:** Mercury, Philips, Smash, Fontana, Lime-light, Intrepid, Peachtree, Virtue, Wayside.

Music Suppliers Inc., 75 N. Beacon St. Zip: 02134. Tel: AL 4-1780. Pres.: Harry Carter; VP: Gordon Dinerstein; Promo.: Paul Maged, Frank Falanga. (D), (OS as Circle Dist. Corp.).  
**Labels:** ABC, Ampex, Avco Embassy, DGG, Dunhill, Impulse, Kapp, Laurie, Polydor, Reprise, 20th Century-Fox, Vanguard, Verve, Vox, Warner Bros., Westminster.

New England One-Stop Rec. Dist. Inc., 290 Moody St., Waltham 02154. Tel: 894-4800. VP & Mgr.: Robert Kallish; Buyer: Bill Corston. (OS).

Riverboat Ents., 141 Columbia St., Cambridge 02139. Tel: 868-9788. Owner: Ralph Dompeyer; Mgr. & Buyer: David D. Wilson; Ass't Mgr.: Sandra C. Mandeville. (D).  
**Labels:** Adelphi, Almanac, Arhoolie, Biograph, Blues Classics, CLB Archives, Changes Stereo, County, Delmark, Dionysus, EDM, Folk Legacy, GHB, Gigantic, Historical, International Artists, Iskon Media, Jazz Crusade, Jazzology, Kanawha, Keyboard, Melodeon, Nessa, Old Timey, Origin Jazz Library, Piedmont, Raglan, Revelations, Riverboat, Southland, Spivey, Stinson, Takoma, Testament, Vulkan, Yazoo.

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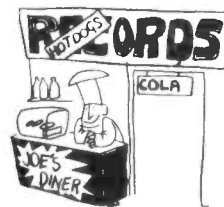
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Royal Dists., 895 Dorchester St., Dorchester 02125. Tel: 282-1411. Owner & Sales Mgr.: Aaron H. Gross. (D).  
Labels: Alshire, Contessa, Crown, Custom, Mother Goose, Peter Rabbit, Robin Hood, Somerset.  
Accessories: Le-Bo.

Temple Sales Inc., 359 Washington St., Malden 02148. Tel: 321-2600. VP & Gen. Mgr.: Richard D. Siegal; Buyer: Singles & Albums, Michael Driscoll. (D, OS & RJ).  
Labels: Bert & I, Mr. Rogers.  
Accessories: Le-Bo, Recotun.

Transcontinental Dist'g Corp., 30 Nashua Ave., Woburn 01801. Tel: 935-4700. Sales Mgr.: Dick Fitzsimmons; Promo.: Rick Coyne, Arthur Katz, Ernie Campagna. (D), (RJ) as Transcontinental Music Corp.).  
Home office: New York, N.Y., Transcontinental Investing Corp.

Labels: AGP, Abnak, Accent, Alegre, Alshire, Amaret, Amos, Amy, Atco, Atlantic, BT Puppy, Bell, Blue Thumb, Bluesville, Brooklyn, Cadet, Challenge, Checker, Chess, Commonwealth United, Crewe, Crimson, Deram, Dial, Diamond, Dionn, Disneyland-Vista, Dore, Double Shot, Dunwich, Dynamo, DynoVoice, Elektra, End, Enterprize, Era, Evolution, Expo, Forward, GNP, Crescendo, GRT, GWP, Golden, Grand Award, Gross, Harbour, Hi, Hickory, Independence, Jad, Jamie, Jewel, Josie, Jubilee, King, Little David, Living Language, London, Mainstream, Mala, Metro-media, Monument, Nashville, New Voice, None-such, Oldies, Original Sound, Parrot, Paula, Plantation, Post, Project 3, Ranwood, Red Sox, Rejoice, Richmond, Royal American, SGC, SSS Int'l, Seville, Sidewalk, Sire, Soma, Sound Stage 7, Starday, Stax, Steady, Stereo Dimension, TRX, Time, Together, USA, Uni, Vault, Volt, White Whale, Young People's Recs.

Transcontinental Music Corp. Buyer: Don Cleary. (RJ). See Transcontinental Dist'g Corp.

W S One Stop Inc., 40 Teed Dr., Randolph 02368. Tel: 963-5080. Owner: William Schwarz; Mgr. & Buyer: Peter McDermott. (OS).

**• NEW BEDFORD (Area Code 617)**

Penco Rec. Co., 428 Wood St. Zip: 02745. Tel: 995-0595. Owners: Francisco A. Penha, Americo Afonso; Mgr.: Francisco A. Penha. (I & E).  
Labels imported: Alvorada, Belter, Clave, Estudio, Lisboa, Odeon, Ofir, Orfeu, Rapsodia, Telectra (All Portugal).

**• SOMERSET (Area Code 617)**

United States Rec. Co., 185 Riverside Ave. Zip: 02725. Tel: 676-3061. Pres.: & Mgr.: Dan Gittelman. (D & RJ).  
Labels: Camden, Pickwick, RCA, Wing.

**• SPRINGFIELD (Area Code 413)**

M C A Dist'g Corp., 293 Greystone Ave. Zip: 01089. Tel: 736-9113. Sales Mgr.: Harry Borelli; Phonograph Mgr.: Marvin Rakoff; Promo.: Jo Bernard. (D).  
Labels: Congress, Coral, Decca, Four Corners of the World, Kapp, Revue, Shamley, Uni, Vocalion, Berlitz, Bravo, MTA, Palette, Viva.  
Phonographs: Decca.

**• WORCESTER (Area Code 617)**

J. K. Ogasian & Sons Inc., 179 Belmont St. Zip: 01605. Tel: PL 2-9844. Pres.: J. K. Ogasian. (I).  
Labels imported: Cupol, Musica (all Sweden).

**MICHIGAN**

**• BAY CITY (Area Code 517)**

Lucky's Rec. Shop, 713 E. Midland St. Zip: 48706. Tel: TW 2-0116. Owner & Mgr.: Frank J. Pepp. (OS).

**• CHARLOTTE (Area Code 517)**

Martens Mobile Rec. Serv., 2256 W. Lawrence. Zip: 48813. Tel: 543-3313. Owner: Charles Martens. (OS).

**• DETROIT METROPOLITAN AREA (Area Code 313)**

A B C Rec. & Tape Sales, 15333 Livernois Ave. Zip: 48238. Tel: 863-2225. Mgr.: Dave Lasher. (OS & RJ).

Home office: Seattle, Wash.  
Angott Rec. Sales, 2616 Puritan St. Zip: 48238. Tel: 341-7053. Owners: Ron Rogers, Allen Walker; Mgr. & Buyer: Ron Rogers. (OS).

Arc-Jay-Kay Dist'g Co. (div. of Handleman Co.), 2211 W. Edsel Ford Pkwy. Zip: 48208. Tel: 361-5500. Mgrs.: Henry Droz, John Kaplan. (D & OS).

Branches: Pittsburgh, Pa.; Dallas, Tex.  
Labels: ABC, Abbot, Alston, Amaret, American Int'l, Amos, Ampex, Agr., Apocalypse, Ariel, Astro, Atco, Athena, Atlantic, Audio Fidelity, Avco Embassy, Bach Guild, Bell, Berlitz, Beverly

Hills, Big Tree, Blue Horizon, Bluesway, Blue Thumb, Bravo, Bright Orange, Buddha, Cadet, Capricorn, Cardinal, Carla Checker, Chess, Cobblestone, CoBurt, Command, Commonwealth United, Congress, Coral, Cotillion, Crescendo, Crewe, Curtom, Cyclone, Dakar, Decca, DeLuxe, Deram, Dial, Diamond, Diamond Jim, Direction, Dot, Douglas, Dunhill, Dunwich, Dynamo, Earth, Eclipse, Elektra, Eleuthra, Elf, Embryo, Enterprize, Equal, Era, Eureka, Elymman, Evolution, Fame, Fiesta, Flick-Disc, Focus, Fontana, Forward, Fountain, Four Corners of the World, GRT, GWP, Goldwax, Gregar, Gross, Happy Tiger, Heritage, Hi, Hip, Hobbit, Hot Wax, Impulse, Instant, Intrepid, Jad, Jay Jay, Josie, Jubilee, Kama Sutra, Kapp, Karen, Kent, King, King Leo, Kirshner, Koko, LBJ, Laurie, Life, Lmelight, Little David, Lionel, Living Language, London, Look, Lupine, Lyra, MGM, MTA, Magic City, Mala, Maxwell, Mercury, Metromedia, Modern, Moira, Motown, Music Factory, Musicor, Nashville, National General, New Voice, None-such, Original Sound, Pace, Page One, Palette, Paramount, Parrot, Pavilion, People, Perception, Philips, Philly Groove, Poison Ring, Polydor, Pompeii, Probe, Project 3, Pulsar, RCA, Ranwood, Raw, Reprise, Respect, Revue, Riverside, Rosemar, Roulette, Royal American, San Francisco, Screen Gems, Shamley, Shelter, Smash, Smit-Whit, Smobro, Soul, Starday, Stax, Steady, Steed, Stone Flower, Stormy Forest, Super K, Sussex, TA, T-Neck, Thomas, Threshold, Thunderbird, Together, Tonsil, Turntable, 20th Century-Fox, Uni, United Talent, Vanguard, Verve, Viking, Virgo, Viva, Vocalion, Volt, Vortex, Warner Bros., Wayside, Weiss, Westminster, White Whale, Windfall, Wing, World Series, Yew.

Cadet Dist. Co. Inc., 13380 Capital Ave., Oak Park 48237. Tel: 548-3171. Owners: Harry & Isadore Levin; Mgr.: Al Truax; Buyer: Harry Levin; Promo.: Leo Cheslak. (D & OS), (RJ) as Cornell Recs. Inc.).

Labels: Abnak, Contemporary, Derry, Dooto, Drummond, Good Time Jazz, Holiday Inn, Jetstar, Laff, MF, Monitor, Murbo, Nico, Pace, Speciality, Sun, Sunset.

Capitol Recs. Dist'g Corp., 18921 Wyoming Ave. Zip: 48221. Tel: 864-5001. (D).

Labels: Capitol, Angel, Melodiya/Angel, Seraphim, Cap-Latino, Apple, Crazy Horse, Fame, Harvest (UK), Invictus, KEF, 1-2-3, Zapple.  
Phonographs: Capitol.

Accessories: Needles (Duotone); Capitol.  
Chart Maker Rec. Dists., 12954 Grand River. Zip: 48227. Tel: 933-2449. Owner & Pres.: H. Lee Jones; Promo.: Ted Montgomery. (D).

Labels: Alon, Anla, Art, BSC, Blue Eagle, Buddy, CJ, Cass, Cha-Cha, City Core, Clark's, Column, Compose, Crystal, El Con, Esprite, Everite, Gil, Glass City, Glori, Gold Band, Great Potential, HUMCO, Heavy, Heavy Hank, Hello World, Hour Glass, Jazz, Jody, Jo-Jo, La Louisianne, Lanor, La Val, Mark IV, Maulthead, Mayhams, Mizar, Moonville USA, Nosnibor, Opossum, Peak, Pennant, Revival, Righteous, Rileys, Rojac, Sacred Sound, Seven B, Solar, Spectrum, Stag, TCB, Tammy, Tayster, Teledo, Triple B, Wasp.

Columbia Recs. Sales, 24681 Northwestern Hwy., Suite 32, Southfield 48075. Tel: 354-0470. Mgr.: John Kotecki; Promo. Mgr.: Russ Yerge. (D).

Labels: CBS, Columbia, Date, Epic, Harmony, Odyssey, Okeh, Barnaby, Fillmore, Gazette, Kinetic.  
Phonographs: Masterwork.

Consolidated One-Stop Inc., 13254 Linwood Ave. Zip: 48238. Tel: TO 5-8665. Owners: Charles S. Gray, Thomas G. Mutter; Mgr.: Thomas G. Mutter; Buyers: Thomas G. Mutter, Dick Dunkel. (OS).

Cornell Recs. Inc. (RJ). See Cadet Dist. Co. Inc.  
Fortune Recs., 3942 Third. Zip: 48201. Tel: 833-5383. Owner: Jack & Devora Brown. (D).

Labels: Fortune, Hi-Q, Laff, Strate-8.  
Handleman Co., 670 E. Woodbridge. Zip: 48226. Tel: WO 1-9565. Pres.: David Handleman; Mgr.: David Strome; Buyers: Singles, Jerry Adams, Rose Boyko; Albums, David Strome. (RJ).

Branches: Los Angeles, Calif.; Miami, Fla.; Atlanta, Ga.; Chicago, Ill.; Louisville, Ky.; Boston, Mass.; Kansas City, Mo.; Pennsauken, N.J.; Charlotte, N.C.; Cleveland, Ohio; Pittsburgh, Pa.; Dallas, Tex.; Houston, Tex.; Alexandria, Va.

Canadian branches: Calgary, Alta.; Moncton, N.B.; Toronto, Ont.; Montreal, P.Q.  
Jay Kay Dists., 2211 Edsel Ford Rd. Zip: 48211. Tel: 361-5500. (D).

Labels: Congress, Coral, Decca, Four Corners of the World, Kapp, Revue, Shamley, Uni, Vocalion, Berlitz, Bravo, MTA, Palette, Viva.  
Phonographs: Decca.

Joyline Rec. & Tape. Mgr. & Buyer: Carl Mooradian. (OS & RJ). See Record Dist'g Corp.

Liberty/UA Dist'g Corp.—Detroit Branch, 24123 Greenfield Rd., Suite 208, Southfield 48075. Tel: 444-1698, 352-3818. Mgr.: Kevin Cummings; Promo.: Frank Shively, Richard Smith. (D).

Labels: Blue Note, Liberty, Soul City, Sunset, Talespinners, United Artists, UA Int'l, UA Latino.

Martin & Snyder One Stop, 8880 Hubbell Ave. Zip: 48228. Tel: 272-7800. Pres.: Chet Kajeski; Mgr. & Buyer: Joe Ginter. (OS & RJ). (SEE ADVERTISEMENT)

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Merit Music Dists. Inc., 15771 Wyoming Ave.  
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Labels: A&M, A Square, Bamboo, Buena Vista, Bunky, Dance Along, Dearborn, Disneyland-Vista, Exodus, Fraternity, Gordy, Hideout, Hob, Listen & Learn, Mira, Mirwood, Monument, Music Minus One, Oracle, Pepper, Rare Earth, Rising Sons, Scepter, Skye, Sound Stage 7, Steady, Steno-Disc, Tamla, Toddlin' Town, VIP, VJ, Wand, Wild Bird Songs, Yoga.  
Accessories: Amberg, Astatic, Fidelitone, Frank, Freedman Artcraft, Guldorf, Le-Bo, Lu Van, Martine, Reconton, Robins, Rotographic, Seebro, Shelfmaker.  
Phonographs: Panasonic.

Merle Dist'g Co., 27222 Plymouth Rd. Zip: 48239. Tel: 255-1360. Pres.: Merle Schneider; Gen. Mgr.: Samuel J. Corrado. (D).  
Label: Golden.

N M C Corp., 13415 Wyndon. Zip: 48227. Tel: 491-3300. Mgr.: Stan Byrd. (OS & RJ).  
Home office: Oceanside, L.I., N.Y.

Record Dist'g Corp., 14643 Joy Rd. Zip: 48228. Tel: 594-7484. Owner, Mgr. & Promo.: Armen Boladian; Promo.: Bernie Mendelson. (D), (OS & RJ) as Joyline Rec. & Tape).

Labels: Abet, Afro, Arc, Audio Arts, BBs, Backbeat, Bang, Colossus, Congress, Connoisseur Society, Conversa-Phone, Crescent, Duke, Excello, Fantasy, Gamble, Hickory, International Artists, Janus, Magic City, Modern, Monitor, Nashboro, Neptune, Peacock, Pride, Revue, SSS Int'l, Savoy, Sensation, Share, Song Bird, Spring, Stang, Sue, Sun, Tangerine, Time, Venture, Way Out, Westbound.

Trico Dist. Corp., 14130 Fenkell Ave. Zip: 48227. Tel: 835-7425. Owners: John Genna, Edwin Bugai; Sales Mgr.: Edwin Bugai; Buyer: John Genna. (RJ).

### • ESCANABA (Area Code 906)

Lake Shore Dist'g Co., 2605 Lake Shore Dr. Zip: 49829. Tel: 786-4100. Owner & Buyer: Larry Deming. (OS & RJ).

### • GRAND RAPIDS (Area Code 616)

Kent One-Stop Inc., 41 S. Division Ave. Zip: 49502. Tel: 459-4549. Owner: William Van Gussel; Mgr. & Buyer: Tom Bowles. (OS).

Monroe Dist'g Co., 2431 Clyde Park SW. Zip: 49509. Tel: 241-6471. Owner: Herman Rubin; Mgr.: Alan Rubin; Buyers: Albums, Herman Rubin; Singles, Alan Rubin. (RJ).

### • KALAMAZOO (Area Code 616)

La Val Rec. Dist., 1327 Cobb Ave. Zip: 49007. Tel: 342-5328, 345-6626. Pres.: Vic La Val; Sales Mgr.: Hector Taylor. (D).  
Labels: Adell, Archway, Ball, Bay Tone, Boss, Dooto, Funny, Laff, La Val, Luck, Party, T&L, Trash, Zackron.

Mobile Rec. Serv. Co., 5457 Meredith, Apt. A, Portage 49081. Tel: 327-4914. Mgr.: David Coy. (OS).  
Home office: Pittsburgh, Pa.

### • NEW HAVEN (Area Code 313)

Musica City Dists. Inc., 56830 North Ave. Zip: 48048. Tel: 749-5182. Pres.: Lawrence Lick; Mgr.: Daniel Lick. (D).  
Labels: Billie Fran, Capa, Caravan, Cathay, Chi Ro, Cupid, Express, Fun, Fun-ny, Gold Star, Keepsake, Longhorn, Lusty, MBM, Nugget, Out House, Par-ty, Rebel, Rice, Risque, Sims, Sincere, Sound, Stop, Taurus, Trash, Universal Sound, Varsity, Wayside.

## MINNESOTA

### • MINNEAPOLIS-ST. PAUL AREA (Area Code 612)

Acme Music Serv. (div. of Lieberman Ent's.), 9549 Penn Ave. S., Minneapolis 55431. Tel: 888-5521. Owner: David Lieberman; Mgr.: Sylvester Vanyo; Buyers: Singles, Kip Parker, Larry Ruegerner; Albums, Sylvester Vanyo. (OS & RJ).  
Branches: Chicago, Ill., Susan Dist'g Co. Inc.; Omaha, Neb., Lieberman's One Stop Sales.

Aden Rec. Dist'n, 247 Cedar Ave. S., Minneapolis 55405. Tel: 336-0601. Owner: M. J. Justen. (D).  
Labels: Arhoolie, County, Delmark, ESP-Disk, Milestone, Rebel, Riverboat, Stinson, Takoma, Touche, Yazoo.

All Rec. Sales Inc. (div. of Pickwick Int'l Inc.), Mgr. & Buyer: Tom Prenevost. (OS). See Heilicher Bros. Inc.

Brown Bros. Inc., 2321 N. Washington Ave., Minneapolis 55411. Tel: 522-6648. Owner & Mgr.: Raymond W. Brown; Buyer: Richard E. Brown. (OS).

Capitol Recs. Dist'g Corp., 4010 W. 65 St., Suite 207, Minneapolis 55435. Tel: 927-4522. (D).  
Labels: Capitol, Angel, Melodiya/Angel, Seraphim, Cap-Latino, Apple, Crazy Horse, Fame, Harvest (UK), Invictus, KEF, 1-2-3, Zapple.  
Phonographs: Capitol.  
Accessories: Needles (Duotone); Capitol.

Billboard 1970-1971 International Music-Record Directory

Columbia Recs. Sales, 4570 W. 77 St., Suite 224, Minneapolis 55435. Tel: 920-8655. Mgr.: Ron Piccolo; Promo. Mgr.: Tim Kehr. (D).  
Labels: CBS, Columbia, Date, Epic, Harmony, Odyssey, Okeh, Barnaby, Fillmore, Gazette, Kinetic.  
Phonographs: Masterwork.

Dart Recs. Inc. Mgr.: Richard J. Daly; Buyer: Joel Coryell. (OS & RJ). See Jather Dist'g Corp.

Heilicher Bros. Inc. (div. of Pickwick Int'l Inc.), 7600 Wayzata Blvd., Minneapolis 55426. Tel: 544-4201. Pres.: Daniel Heilicher; Sales Mgr.: Gene Patch; Promo.: Ira Heilicher; Buyer: Lu Dahle. (D), (OS as All Rec. Sales Inc.), (RJ as J. L. Marsh Inc.).  
Branches: Denver, Colo., J. L. Marsh Inc. (RJ); Atlanta, Ga., J. L. Marsh Inc. (RJ); Des Moines, Iowa, J. L. Marsh Inc. (RJ); Kansas City, Mo., J. L. Marsh Inc. (RJ); St. Louis, Mo., Commercial Music Inc. (D), J. L. Marsh Inc. (RJ); Arlington, Tex., J. L. Marsh Inc. (RJ).

Labels: A&M, ABC, AMP, Abnak, Accent, Acta, Alshire, Alston, Amaret, Amaron, Amos, Ampex, Amy, Anvil, Aquarian, Ashley, Atco, Athena, Atlantic, Avant Garde, Avco Embassy, Award Artists, BT Puppy, Bamboo, Bell, Berlitz, Beverly Hills, Blue Horizon, Blue Note, Bluesway, Blue Thumb, Bravo, Bright, Orange, Brooklyn, Bunky, CTI, Cadet, Caedmon, Camden, Canyon, Carole, Challenge, Checker, Chess, Chisa, Colgems, Command, Community, Congress, Coral, Cotillion, Crewe, Dakar, Dandelion, Decca, Dial, Diamond, Direction, Dor, Double Shot, Douglas, Dunhill, Dunwax, ESP-Disk, Elektra, Elephant, Elf, Embryo, Enterprise, Eta, Evolution, Fiesta, Flaming Arrow, Flashback, Flying Dutchman, Folkways, Fontana, Four Corners of the World, GNP Crescendo, GRT, GWP, Gamble, Goldwax, Gordy, Grecophon, Gross, Happy Tiger, Head, Hip, Hob, Hobbit, Holiday Inn, Honor Brigade, Hot Line, Immediate, Imperial, Impulse, Intrepid, Jad, Jamal, Janus, Jerden, Jetstar, Jewel, Josie, Jubilee, Juno, Kama Sutra, Kapp, Kent, Kirshner, Klondike, LHI, Laurie, Liberty, Lighthouse, Little David, Lizard, Loma, MTA, Mace, Mainstream, Mala, Mercury, Metrobeat, Metromedia, Mini, Mobile Fidelity, Moonlight, Motown, Music Guild, Music Minus One, National General, Neptune, New Voice, Nonesuch, Oracle, PIP, Pace, Pacific Jazz, Page One, Palette, Paramount, Paula, People, Phillips, Philly Groove, Plantation, Polydor, Pompeii, Poppy, President, Probe, Proscenium, RCA, Rare Earth, Reprise, Revue, Riverside, Roulette, SGC, SSS Int'l, San Francisco, Scepter, Senate, Shamley, Shelter, Silver Fox, Smash, Smobro, Soma, Soul, Soul City, Stax, Steed, Stereo Dimensions, Stereoditties, Sun, Sundown, Symbolic, TA, Tamla, Tangerine, Tetragrammaton, Thunderbird, Tiffany, 20th Century-Fox, Toddlin' Town, Uni, VIP, Vanguard, Victrola, Viking, Viva, Vocalion, Volt, Vortex, Wand, Warner Bros., Wayside, Westbound, Westminster, White Whale, Windfall, World Pacific, Yew.

Accessories: Amberg, Music Master.

Jather Dist'g Corp., 730 N. Lyndale Ave., Minneapolis 55411. Tel: 374-3420. Owner & Sales Mgr.: Jack A. Taylor; Mgr. & Buyer: Dianne Clinton; Promo.: Walter Fritz. (D), (OS & RJ) as Dart Recs. Inc.).  
Labels: Audio Fidelity, Bethlehem, Black Gold, Chalet, Chart, Children's Rec. Guild, Commonwealth United, Conversa-Phone, Cotique, Dearborn, De-Lite, Dictation Disc, FSR, Fantasy, Federal, Galaxy, Hickory, International Artists, Jamie, King, Living Language, Musicor, Nashville, Phil-L.A. of Soul, Project 3, Radnor, Royal American, Solid State, Specialty, Starday, Stop, Sundi, TRX, United Artists, Veep, Young People's Recs.

Accessories: Fidelitone.

Jim's Rec. Shop, 1724 University Ave., St. Paul 55104. Tel: 646-3357. Owner & Buyer: James Christensen. (OS).

J. L. Marsh Inc. (div. of Pickwick Int'l Inc.). (RJ). See Heilicher Bros. Inc.

Rapid Mdsq. Co. Inc., 8175 Lewis Rd., Minneapolis 55427. Tel: 544-3561. Pres.: Herbert N. Sandel; VP & Mgr.: William H. Taylor Jr.; Buyer: Larry Johnson. (RJ).  
Branches: Santa Ana, Calif.; Middlesex, N.J.

Re-Mark-Co., 528 Hennepin Ave., Suite 217, Minneapolis 55403. Tel: 335-0124. Owner & Buyer: Jerry L. Goldstein. (OS & RJ).

Select-O-Rax Inc., 6930 Rosemary Rd., Hopkins 55343. Tel: 941-2586. Owners: Eugene C. & Joyce Finch; Mgr.: Joyce Finch. (RJ).

## MISSISSIPPI

### • GREENVILLE (Area Code 601)

Lynn's Rec. Dists., 551 N. Muscadine St. Zip: 38701. Tel: 335-4594. Pres.: Henry R. Hines; VP: Vicki Williams; Mgr.: Velma Williams; Buyer: Juanita Matthews. (OS & RJ).

### • MERIDIAN (Area Code 601)

Deep South Rec. Dists. Inc., PO Box 3155, 6502 Fifth St. Zip: 39301. Tel: 483-6227. Pres.: Bob Reetz. (OS & RJ).

## MISSOURI

### • KANSAS CITY (Area Code 816)

A B C Rec. & Tape Sales, 2901 Grand St. Zip: 64108. Tel: 931-7652. Mgr.: Tom Kelley. (OS & RJ).

Home office: Seattle, Wash.  
Choice Rec. Dists., 321 1/2 Southwest Blvd. Zip: 64108. Tel: HA 1-2540. Mgr.: Harold Hassler. (D).  
Labels: Abnak, Boone, Chalet, Chart, Era, Excello, Happy Tiger, Jewel, Kent, Nashboro, Nugget, Original Sound, Parlo, Paula, Republic, Ronn, Royal American, SSS Int'l group, Scepter, Sound of Nashville group, Starday, Stop, Sun, Wand, Whit.

Accessories: Fidelitone.  
Davidson's One Stop Phono Recs., 321 Southwest Blvd. Zip: 64108. Tel: VI 2-5220. Owner: Mrs. Mildred S. Davidson; Mgr.: L. L. Lee. (D & OS).

Branches: Wichita, Kan.; Omaha, Neb.  
Labels: Audio Fidelity, Cartwheel, Hickory, Jewel, Paula, Pickwick Int'l, Royal American, SSS Int'l group, Scepter group, Starday, Stop, Whit.  
Accessories: Fidelitone, Le-Bo.

Handelman Co., 1125 Saline St., North Kansas City 64116. Tel: 421-0135. Mgr.: Frank Rochman; Buyers: Singles, Sharon Jones; Albums, Frank Rochman. (RJ).  
Home office: Detroit, Mich.

Kansas City News Dists., 4231 E. 75 Terr. Zip: 64132. Tel: 363-7171. Mgr.: Allan Levy. (OS & RJ).

J. L. Marsh Inc. (div. of Pickwick Int'l Inc.), 3230 Roanoke Rd. Zip: 64111. Tel: 753-7444. Mgr.: Larry Ceminisky. (RJ).  
Home office: Minneapolis, Minn., Heilicher Bros. (D).

Musical Isle of America Inc. (An Entertainment Serv. of Transamerica Corp.), 1800 Truman Rd. Zip: 64127. Tel: 221-6965. Mgr.: Tony Burasco. (OS & RJ).  
Home office: Los Angeles, Calif. (SEE ADVERTISEMENT)

### • ST. LOUIS (Area Code 314)

Columbia Recs. Sales, 1144 Hampton Ave. Zip: 63139. Tel: MI 7-5101. Mgr.: Bob Van Metre; Regional Promo. Mgr.: Gene Denonovich; Promo. Mgr.: Dave Swengros. (D).  
Labels: CBS, Columbia, Date, Epic, Harmony, Odyssey, Okeh, Barnaby, Fillmore, Gazette, Kinetic.  
Phonographs: Masterwork.

Commercial Music Co. (div. of Pickwick Int'l Inc.), 2020 Delmar Blvd. Zip: 63103. Tel: 241-8618. Mgr.: Al Chotin; Buyer: Marjorie Celt; Promo.: Roy Volker, Gene Lynn, Bud Murphy, Dominic Lumetta, Terry Dailey. (D), (RJ as J. L. Marsh Inc.).

Home office: Minneapolis, Minn., Heilicher Bros. (D).  
Labels: A&M, ABC, A/S, Amaret, Amazon, Ariel, Astro, Audio Fidelity, Bamboo, Bazo, Berlitz, Blue Angel, Blue Rock, Bluesway, Blue Thumb, Bravo, Certron, Chart, Chisa, Command, Coral, Cotillion, Dakar, Decca, Diamond, Douglas, Dunhill, Dynam, Embryo, Event, Fantasy, Fiesta, Fontana, Gordy, Gospel, Grecophon, Hickory, Hob, Honor Brigade, Immediate, Impulse, Intrepid, Ivanhoe, Janus, Jerden, Kent, Lamp, Lighthouse, Loma, MTA, Mercury, Metromedia, Minaret, Mr. G, Modern, Moira, Motown, Musicor, Original Sound, PIP, Pace, Peachtree, Philips, Plantation, Probe, Project 3, Ranwood, Rare Earth, Reprise, Republic, Riverside, SSS Int'l, Savoy, Scepter, Shama, Shelter, Smash, Soul, Sun, Swampfire, Tamla, Tangerine, Thunderbird, Toddlin' Town, Tonsil, 20th Century-Fox, Twingint, VIP, Viking Viva, Wand, Warner Bros., Wayside, Weed, White Whale.

L & R Dist'g Co., 1901 Delmar Blvd. Zip: 63103. Tel: GA 1-5633. Owner: Lew Ruben; Mgr.: Rick Elliot. (OS).

Liberty/UA Dist'g Corp.—St. Louis Branch, 1815 Locust St. Zip: 63103. Tel: Tel: 621-7171. Mgr.: Jim Saltzman; Opns. Mgr.: Don Keil; Promo.: Barbara Preissel. (D).  
Labels: Blue Note, Liberty, Soul City, Sunset, Talespinners, United Artists, UA Int'l, UA Latino.

J. L. Marsh Inc. (div. of Pickwick Int'l Inc.). Buyer: John Curran. (RJ). See Commercial Music Inc.

Musical Isle of America Inc. (An Entertainment Serv. of Transamerica Corp.). Mgr.: Norman Wienstroer. (OS & RJ). See Roberts Rec. Dist'g Co. (SEE ADVERTISEMENT)

N M C Corp., 1906 Washington Ave. Zip: 63103. Tel: 621-1225. Mgr. & Buyer: Edward Ockel. (OS & RJ).  
Home office: Oceanside, L.I., N.Y.

Roberts Rec. Dist'g Co., 1815 Locust St. Zip: 63103. Tel: 621-7171. Pres.: Robert L. Hausfater; Sales Mgr.: Norman Hausfater. (D), (OS & RJ) as Musical Isle of America Inc.).  
Home office: Los Angeles, Calif., Musical Isle of America Inc.

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continued

Labels: Amy, Argo, Atlantic, Bell, Boone, Buddah, Cadet, Cadet/Concept, Camden, Challenge, Checker, Chess, Colgems, DGG, Disneyland-Vista, Dooto, Dot, Double Shot, Elektra, Ember, Era, Four Corners of the World, Fraternity, GNP Crescendo, Golden, Hi, Jamie, Jubilee, Kama Sutra, Kapp, King, Kirshner, Laurie, Legrand, London, MGM, Mainstream, Mala, Monument, New Voice, Norman, Paramount, Parrot, Poppy, Prestige, RCA, Revue, Ric Tic, Roulette, Shamley, Starday, Stax, Uni, Vanguard, Verve, Victrola, Volt, Vox.  
Accessories: Needles (Fidelitone); Le-Bo.

Uptown Music Inc., 4703 McPherson Ave. Zip: 63108. Tel: 367-2602. Pres.: Harry Brockman; Mgr.: Mrs. Betty Dorrin. (OS).

Webster Rec. Dist'g Co., 124 W. Lockwood. Zip: 63119. Tel: 961-4656. Owner & Mgr.: R. F. Gleason. (D).  
Distributes: All square dance labels.

## MONTANA

### • BILLINGS (Area Code 406)

Billings Hardware Co. (div. of American Hoist & Derrick Co.), 1300 First Ave. N. Zip: 59103. Tel: 245-3066. Mgr.: Paul Pearson; Sales Mgr.: Bill Bresnahan; Buyer: Marion Massick. (D). Labels: Capitol, Angel, Melodiya/Angel, Seraphim, Cap-Latino, Apple, Crazy Horse, Fame, Harvest (UK), Invictus, KEF, 1-2-3, Zapple, Disneyland-Vista.  
Phonographs: Capitol.  
Accessories: Needles (Duotone); Capitol.

Interstate Dist'g Co., 457 Daniel St. Zip: 59102. Tel: 245-5141. Owner: James A. Whitson; Mgr.: Jim L. Oblander; Sales Mgr.: Ray Berggren. (D).  
Labels: Victor, Red Seal, Camden, Victrola, Colgems, Gregar, Kirshner, Poppy.  
Phonographs: RCA.  
Accessories: RCA, Gusdorf, Le-Bo.

### • GREAT FALLS (Area Code 406)

Music Serv. Co. Inc., 316 Sixth St. S. Zip: 59401. Tel: 761-2420. Pres.: R. E. Holm; Promo.: W. Dudley James. (D).  
Labels: A&M, Atco, Atlantic, Deram, Dolton, Fontana, Hi, Imperial, Impulse, Jubilee, Laurie, Liberty, Limelight, London, MGM, Mercury,

Minit, Monument, Parrot, Philips, Ranwood, Richmond, Smash, United Artists, Vanguard, Verve.

Phonographs: Toshiba, V-M.  
Accessories: Needles, cords, earphones (Fidelitone); record cloths, cleaning kits, brushes (Tone King); headphones (Telex).

## NEBRASKA

### • OMAHA (Area Code 402)

Davidson's One Stop, 1214 Farnam. Zip: 68102. Tel: 341-4088. Owner: Mrs. Mildred Davidson; Mgr. & Buyer: Joseph Quartoroli. (D & OS).  
Home office: Kansas City, Mo. (see for prod. distributed).

Lieberman's One Stop Recs. Inc., 809 S. 25 St. Zip: 68105. Tel: 341-3056. Mgr. & Singles Buyer: Mrs. Evelyn Dalrymple. (OS).  
Home office: Minneapolis, Minn., Acme Music Serv. Inc.

## NEVADA

### • LAS VEGAS (Area Code 702)

Music City Rec. Racks of Nevada, 5409 Gipsy Ave. Zip: 89107. Tel: 870-4969. Owners: Alex & Betty Fox; Mgr.: Steve Fox; Buyers: Singles, Doreen Fox; Albums, James Fox. (RJ).

### • SPARKS (Area Code 702)

M B Rec. Corral, 544 Greenbrae Dr. Zip: 89431. Tel: 358-1502. Owner & Mgr.: Charley E. Barber. (RJ).

## NEW JERSEY

### • BRIDGEWATER (Area Code 201)

Mona Rec. Corp., 1116 Cambridge Ln. Zip: 08876. Tel: 658-4276. Mgr. & Buyer: Fred Castle. (RJ).  
Home office: Somerville, N.J.

### • CAMDEN (Area Code 609)

M C A Dist'g Corp., 1722 Federal St. Zip: 08105.

Tel: 966-7111; Philadelphia Tel: (215) WA 2-5659. District Mgr.: Sam Passamano; Branch Mgr.: Bob Specia; Promo. Mgr.: Joe Isgro. (D). Labels: Congress, Coral, Decca, Four Corners of the World, Kapp, Revue, Shamley, Uni, Vocalion, Berlitz, Bravo, MTA, Palette, Viva.  
Phonographs: Decca.

### • CHERRY HILL (Area Code 609)

A B C Rec. & Tape Sales, 29 Olney Ave., Bldg. 35, Cherry Hill Ind'l Center. Zip: 08034. Tel: 424-4722. Mgr.: George Rossi. (OS & RJ).  
Home office: Seattle, Wash.

### • ELIZABETH (Area Code 201)

Able Rec. Sales, 730 Division St. Zip: 07201. Tel: 351-6660. Mgr. & Buyer: Jack Glauhen. (OS & RJ).  
Home office: Newark, N.J., Service One Stop Dist. Inc.

### • HIGHTSTOWN (Area Code 609)

McGraw-Hill Book Co., Trade Order Serv. Dept., Princeton Rd. Zip: 08520. Tel: 448-1700, ext. 5254; NYC Tel: (212) 971-3333, ext. 6600. (D). Executive office: New York, N.Y.  
Labels: Argo, Das Alte Werke, L'Oiseau Lyre, Societe Francaise du Son, Telefunken (classical).

### • HILLSIDE (Area Code 201)

Apex-Martin Rec. Sales Inc., 467 Mundet Pl. Zip: 07205. Tel: 923-7474. Pres.: Joseph C. Martin; VP & Mgr.: Jerry Cohen; Sales Mgr.: Jerry Leffler; Promo.: Norman Moore, Dennis Gearl. (D). (OS & RJ as New Jersey One Stop Corp.). Labels: A&M, Amaret, Amy, Arctic, Bang, Bell, Blue Rock, Brunswick, Calla, Carnival, Childcraft, Colossus, Cotillion, Dionn, Dot, Double Shot, Emarcy, Fantasy, Fontana, Galaxy, Goldwax, Gregar, Gyuden, Jamie, Limelight, Look, Lost-Nite, Mala, Mercury, Minaret, Moira, Moonshot, Paramount, Peachtree, Philips, Philly Groove, Playcraft, Pulsar, SSS Int'l, Shout, Smash, Sphere Sound, Starday, Steed, Tonsil, Virtue, Wayside, White Whale.  
New Jersey One Stop Corp. Buyer: Ed Giesau. (OS & RJ). See Apex-Martin Rec. Sales Inc.

### • LINDEN (Area Code 201)

Apex Rendezvous Inc., 1135 W. Elizabeth Ave. Zip: 07035. Tel: 925-0600; NYC Tel: (212) 376-1800. Pres.: Dante J. Pugliese. (D).  
Distributes: Close-outs.

National Tape & Rec. of New Jersey (div. of National Tape Dist. Inc.), 609 Commerce Rd. Zip: 07036. Tel: 925-9101. Mgr.: Robert Fleck. (RJ).  
Home office: Brookfield, Wis.

### • LITTLE FERRY (Area Code 201)

Solfeo Recs. Co., 87 Wilson St. Zip: 07643. Tel: 641-5831. Owner & Buyer: Anibal Torres; Mgr.: Ana Torres. (D).  
Int'l branch: Puerto Rico.  
Labels: Baby, Cesta, Hopes, Starbright.

### • LONG BRANCH (Area Code 201)

Vintage Recs. Inc., PO Box 413. Zip: 07740. Tel: 229-4621. Pres.: Ted Ward. (D).  
Distributes: Eric, cut-out 45's & LP's, oldies.

### • MIDDLESEX (Area Code 201)

Rapid Mds. Co. Inc., 201 Pond Ave. Zip: 08846. Tel: 752-1000. Mgr.: Mike Hertz; Buyer: Ron Mills. (RJ).  
Home office: Minneapolis, Minn.

### • MONTCLAIR (Area Code 201)

Belmont Recs. & One Stop, 350 Bloomfield Ave. Zip: 07042. Tel: 744-5680. Owner: Frank Gottlieb. (OS).

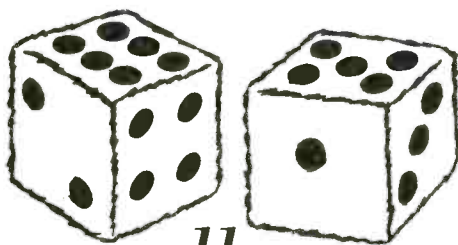
### • NEWARK AREA (Area Code 201)

All State New Jersey Inc., 321 Sherman Ave. Zip: 07114. Tel: 242-6500. Owner: Sherman Koenig; Mgr.: Irwin R. Fink. (D, OS & RJ). Labels: Alston, Atco, Best, Brook-lyn, Carla, Century, Coliseum, Commonwealth United, Deram, Deramic, Dunwich, Dynamo, Enterprise, Fame, Felsted, Four Corners of the World, GWP, Garpa, Hi, Hip, Jab, Kapp, Karen, Koko, London, MOC, Monument, Musicor, Parrot, phase 4, Pickwick, Pompeii, Press, Richmond, Rising Sons, SGC, SPQR, Seville, Sire, Sound Stage 7, Stax, Stereo Treasury, Threshold, Volt, Vortex, Weiss.  
Accessories: Needles (Astatic). (SEE ADVERTISE-  
MENT)

R. Bab Co., 12 Cutler St. Zip: 07104. Tel: 484-1368. Owner: R. Bab. (D).  
Labels: Apon, Arc, Argee, Audio Fidelity, Columbia, Dana, Decca, Eurotone, Ital-Disc, Kismet, Monitor, R. Bab, RCA, Universal.

Dance Rec. Center (div. of Folkraft Publ'g Co. Inc.), 1159 Broad St. Zip: 07114. Tel: 622-0024. Pres.: Jerry Shifrin. (D, I & E).  
Labels: Belco, Blue Star, Folkraft, Grenn, Hi Hat, Janus, Jay-Bar-Kay, Jewel, Kalox, Kismet, Kolo Festival, MacGregor, Old Timer, Sets in Order, Scope, Square L, Top, Wagon Wheel, Windsor, Xopo.

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**WENDY  
DISTRIBUTORS**

37 WILLIAM ST., NEWARK, N. J. 07102  
Jerry Winston, Pres. (201) 623-5845

Labels imported: Jugoton (Yugoslavia), Tanz (Germany).

Phonographs: Bogen.

Dierickx Music Discount Recs. & Tape, 1316 Springfield Ave., Irvington 07111. Tel: 371-0777. Owner: Mrs. A. Dierickx; Mgr. & Buyer: Tony Villanova. (OS & RJ).

Essex Rec. Dists. Inc., 10 Fenwick St. Zip: 07114. Tel: 243-7700. Owners: Joseph & Irving Cohen; Mgr. & Promo.: Rick McGruder; Sales Mgr. & Promo.: Harold Ladell. (D).

Labels: All Platinum, Anvil, Atlantic, BT Puppy, Backbeat, Bamboo, Bashie, Blue Fox, Blue Thumb, Cadet, Cadet/Concept, Checker, Chess, Creed, Crescent, Dakar, De-Lite, Dial, Diamond, Diplomat, Dooto, Duke, Excello, GRT, Golden, Gospel, Head, Hob, Janus, Jewel, Josie, Jubilee, Kent, Klondike, Laff, Laurie, Mace, Money, Nashboro, Neptune, Oldtown, Original Sound, Paula, Peacock, Peter Pan, Pzazz, Ron, Rust, San Francisco, Scepter, Skye, Song Bird, Specialty, Stang, Stax, Stella, Stone Flower, Stop, Sureshot, Toddlin' Town, Twilight, USA, Unity, Wand, Westbound, Whit, Yew.

Jack's One Stop Inc., 357 Lyons Ave. Zip: 07112. Tel: 923-3636/1212. Owner & Buyer: Jack Kosloff; Mgr.: Lou Caporaso. (OS & RJ).

Krich New Jersey Inc., 428 Elizabeth Ave. Zip: 07112. Tel: 248-7400. Pres.: F. M. Comins; Mgr.: Norris Saurman. (D). Labels: Victor, Red Seal, Camden, Victrola, Colgems, Gregar, Kirshner, Poppy.

Laredy Rec. Dist. Corp., 46 Green St. Zip: 07101. Tel: 623-5984. Pres.: Joseph Fechner; Sales Mgr.: George Signoretti. (D).

Labels: Amos, Betty White Dance Recs., Certron, Conversa-Phone, Disneyland-Vista, Evolution, LHI, Living Language, Loma, Project 3, Reprise, Straight, Sure, Tetragrammaton, VMC, Warner Bros., Young People's Recs.

Service One Stop Dists. Inc., 16 Fenwick St. Zip: 07114. Tel: 243-8700. Owners: Joseph & Irving Cohen; Mgr.: Hal Price; Buyers: Singles, Hal Price; Albums, Eddie Fredericks. (OS & RJ). Branch: Elizabeth, N.J., Able Rec. Sales.

Wendy Dist. Inc., 37 William St. Zip: 07102. Tel: 623-5845. Owner & Mgr.: Jerry Winston. (D). Labels: Abnak, Avco Embassy, Buddha, Canyon, Crescendo, Curtom, Dooto, Elektra, Era, Federal, Flying Dutchman, GNP, Gamble, Glad-Hamp, Harbour, Heritage, Hickory, Hot Wax, Kama Sutra, King, Lionel, MGM, Mainstream, Metro-media, Nonesuch, Pavilion, Polydor, Prestige, Ranwood, Royal American, Savoy, Spring, Steady, Sue, Super K, T-Neck, TRX, Team, Thomas, Vanguard, Verve. (SEE ADVERTISEMENT)

#### • PENNSAUKEN (Area Code 609)

Handleman Co., 7135 Colonial Ln. Zip: 08109. Tel: 665-5460. Mgr.: Michael Goldwasser; Buyers: Singles, Denise Zaun; Albums, Adele Waldron. (RJ).

Home office: Detroit, Mich.

Liberty/UA Dist'g Corp.—Philadelphia Branch, 7025 Colonial Hwy. Zip: 08109. Tel: 662-3101; Philadelphia Tel: (215) 923-4196. Mgr.: David Levey; Opns. Mgr.: Charles Lopez; Promo.: Frank Sciarra. (D). Labels: Blue Note, Liberty, Soul City, Sunset, Talespinners, United Artists, UA Int'l, UA Latino.

#### • PLEASANTVILLE (Area Code 609)

Neptune Dist'g Co., 128 N. Main St. Zip: 08232. Tel: 927-5512. Owner: Milton Katz; Mgr.: W. A. Rilson; Sales Mgr.: J. J. Gordon. (D & E). Distributes: Close-outs & packages.

#### • ROCHELLE PARK (Area Code 201)

Garden State Rec. Dist. (div. of Interstate Rec. Dists., New York, N.Y.), 68 W. Passaic St. Zip: 07662. Tel: 843-2670. Pres.: Manny G. Wells; VP: Stan Sterling; Gen. Mgr.: Max Goldstein; Sales Mgr.: Pete Hyman. (OS & RJ). Branches: Los Angeles, Calif., Interstate Rec. Dists. (OS & RJ); Atlanta, Ga., Sunshine State Rec. Dists. (OS & RJ).

#### • SOMERVILLE (Area Code 201)

Mona Rec. Corp., PO Box 487. Zip: 08876. Tel: 234-0444. Exec. VP: Fred Castle; Buyer: Fred Wayne. (RJ). Branch: Bridgewater, N.J.

#### • SPRINGFIELD (Area Code 201)

Program One-Stop Inc., Rt. 22 & Fadem Rd. Zip: 07081. Tel: 467-0003. Owner: Ralph Schechtman; Mgr.: David Casey; Buyer: Frank Di Marsico. (OS & RJ).

#### • TENAFLY (Area Code 201)

M C A Dist'g Corp., 95 Engle St. Zip: 07607. Tel: 642-3200. Sales Mgr.: Noah Jenkins. (D). Labels: Congress, Coral, Decca, Four Corners of the World, Kapp, Revue, Shamley, Uni, Vocalion, Berlitz, Bravo, MTA, Palette, Viva. Phonographs: Decca.

#### • TRENTON (Area Code 609)

Allied Rec. Sales, 65 Annabelle Ave. Zip: 08610.

Tel: 392-0211. Owner: John T. Gervasoni; Mgr.: Sondra R. Gervasoni; Sales Mgr.: Rodney Mortillaro; Promo.: Maria A. Morreale, Fred M. Flego, Angelo A. Gervasoni, Tina Bitonti; Buyers: Singles, Rodney Mortillaro; Albums, Frank Romano. (D, OS & RJ). Distributes: Close-outs, 45 rpm oldies, overstock.

#### • UNION (Area Code 201)

Liberty/UA Dist'g Corp.—Newark Branch, 1835 Burnet Ave. Zip: 07083. Tel: 964-1560. Mgr.: Jack Bridges. (D). Labels: Blue Note, Liberty, Soul City, Sunset, Talespinners, United Artists, UA Int'l, UA Latino.

## NEW YORK

#### ALBANY AREA (Area Code 518)

Bee Gee Recs. & Tape, Shaker Park, Latham 12110. Tel: 785-1350. Owner & Promo.: Leonard Smith; Mgrs.: John Miorin, Robert Dooley; Sales Mgr.: Sal Beltrami; Buyers: Singles, Paul Biddle; Albums, Jack Miorin, Ernest Miller. (D, OS & RJ). Labels: RCA, Camden, Disneyland-Vista, Pickwick, SSS Int'l, Starday, Vocalion, Ampex, GRT. Accessories: Fidelitone, Recoton, Le-Bo.

Mobile Rec. Serv. Co., Colwater Tavern Rd., East Nassau 12062. Tel: 766-2537. Mgr.: Vincent Talbot. (OS).

Home office: Pittsburgh, Pa.

R T A Dists. Inc., 991 Broadway. Zip: 12204. Tel: 463-3251. Mgr.: Joseph Paone. (D). Labels: Victor, Red Seal, Camden, Victrola, Colgems, Gregar, Kirshner, Poppy.

Transcontinental Music Corp., 100 Watervliet Ave. Zip: 12206. Tel: 438-3571. Sr. VP: Charles H. Schlang. (RJ).

Home office: New York, N.Y., Transcontinental Investing Corp.

#### • AMSTERDAM (Area Code 518)

Almor Playtime Co. Inc., Wallins Corner Rd. Zip: 12010. Tel: 842-2500. VP: Albert A. Hyman; Gen. Mgr.: Dick Sukel. (D, OS & RJ). Branches: Syracuse, N.Y.; South Burlington, Vt. Labels: Camden, Victrola, Disneyland-Vista, Pickwick Int'l; sub-dist. for RCA, Capitol, Columbia, Decca.

*continued on page 146*

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• **ARMONK (Area Code 914)**

Mozart Edition Inc., 4 Mill Ln. Zip: 10504. Tel: 273-9529. Owner: Joseph E. Zerga. (I).

• **BEDFORD HILLS (Area Code 914)**

Polyphonwerke Aktiengesellschaft, PO Box 124. Zip: 10507. Tel: 666-5287. Dir.: Olga Jirakova; Co-ord.: Karel B. Weiss. (I).  
Label: Polyphon  
Label imported: Supraphon (Czechoslovakia).

• **BINGHAMTON (Area Code 607)**

G & G Rec. & Tape Dist., 174 Clinton St. Zip: 13905. Tel: 723-3275. Owner: Ken Glassman. (RJ).

• **BUFFALO AREA (Area Code 716)**

Alpha Dist'g Corp. Tel: TT 2-2718. Contact: Frankie Nestro. (See New York, N.Y., for prod. distributed). (D).

Best & Gold Rec. Dist., 1790 Main St. Zip: 14208. Tel: 882-0427. Owners: Leonard Silver, Steve Brodie; VP Sales & Buyer: Dave Colson. (D).  
Labels: ABC, A&M, Abnak, Action, Adell, Airtown, All Platinum, Amaret, American, Amos, Amy, Aphrodisiac, Apt, Aquarius, Arc Sound Ltd., Arctic, Ardent, Artco, Ashley, Atco, Atilo, Atlantic, Audio Fidelity, Audio Recs., Autumn, BT Puppy, Backbeat, Bang, Banyan Tree, Barry, Baytown, Bazaar, Bell, Bellina, Big Ben, Big Deal, Blue Angel, Blue Onion, Blue River, Blue Rock, Blue Thumb, Boom, Boone, Botanic, Brook-lyn, Brotherhood, Buddha, Buena Vista, Buller, Buluo, Bunky, Burdett, CBM, CCM, CGC, Calla, Carnival, Celebrity Circle, Challenge, Chance, Chartmaker, Checkmate, Circa, Cobblestone, Command, Congress, Corby, Cotillion, Cotique, County Fair, Crescent, Crest, Crewe, Crimson, Crusader, Current, Curtom, DGG, Dekar, Dearborn, Delta, Derby City, Diamond, Dimension, Disneyland-Vista, DiVenus, Dooto, Double Shot, Douglas, Dover, Drew, Duke, Dunhill, Dunwich, Dynamo, ESP-Disk', Earl, Elbejay, Eldo, Enterprise, Era, Eric, Estill, Eurotone, Event, Evolution, Excello, Expo, Fard, Federal, Fiesta, Focus, Fontana, Fortune, Four Corners of the World, Foy, Fury GRC, GRT, GWP, Gamble, Golden, Goldwax, Gospel, Grecophon, Groovy, Gross, Guilford, Guyden, Harbour, High Country, Hob, Hollywood, Hot Line, Hot Wax, Hour Glass, Impulse, International Artists, Jad, Jamie, Jay Jay, Jerden, Jewel, Josie, Jubilee, Kapp, Karen, Kent, King, Koko, Laurie, Lemon Line, Like, Limelight, Little Darlin', Living Language, Lost Nite, MTA, Mainstream, Mala, Mercury, Metromedia, Mira, Mirwood, Modern, Modo, Money, Monument, Mothers, Musicor, Nashville, New Voice, Oren, Original Sound, Pace, Page One, Paula, Pavilion, Peacock, Peñlor, Pepper, Phil-L.A. of Soul, Philips, Philly Groove, Plantation, Pompeii, Poppy, Post, Probe, Pulsar, Pure, Soul, Queen City, RCA, RPR, Ranwood, Riverside, Rod, Rojac, Rontom, Roulette, Royal American, S&P, SSS Int'l, Sahara, Savoy, Scepter, Sew City, Share, Shell, Shout, Skye, Smash, Soma, Song Bird, Spar, Sphere Sound, Springboard, Squire, Stang, Starday, Stax, Steel City, Stereo Dimension, Stereoddities, Straight, Strobe, Sue, Sundown, Super K, Sure-shot, T-Neck, Take 6, Tangerine, Tarp, Thunderbird, Tower, Triangle, Turntable, Twinghit, USA, Uni, Vault, Vent, Venture, Vernell, Volt, Wand, Way-Out, Weis, Westbound, White Whale, Windy C, Yew.

Buffalo One Stop. Mgr. & Buyer: Dave Colson. (OS & RJ). See Transcontinent Rec. Sales.

M C A Dist'g Corp., Shero Rd., Rt. 2, Hamburg 14075. Tel: TL 2-8318. Sales Mgr.: Maury Bloom. (D).

Labels: Congress, Coral, Decca, Four Corners of the World, Kapp, Revue, Shamley, Uni, Vocalion, Berlitz, Bravo, MTA, Palette, Viva, Caedmon, London group.  
Photographs: Decca.

Pleasure Prods. Sales Corp., 861 Washington St. Zip: 14203. Tel: 856-8477. Owner: Carl Glaser; Mgr.: Robert Arent; Buyer: Jerold Glaser. (RJ).

Record Land, Box 899. Zip: 14205. Tel: 822-1667. Gen. Mgr.: Terry L. Banazwski. (RJ).

Ruda's Dist'g Co., 915 Broadway. Zip: 14212. Tel: 852-3121. Owner: Don Ruda. (D).  
Distributes: Polka recs.

Transcontinent Rec. Sales, 1790 Main St. Zip: 14208. Tel: 882-0427. Owners: Leonard Silver, Steve Brodie; VP Sales & Buyer: Dave Colson. (D). (OS & RJ as Buffalo One Stop).

Branches: Rochester, N.Y., Rochester One Stop; Syracuse, N.Y., Syracuse One Stop; Cincinnati, Ohio, Ambat Recs.; Cleveland, Ohio, Northern Rec. Sales; Dayton, Ohio, Ambat Recs. (all OS & RJ).

• **CHESTER (Area Code 914)**

Associated Rec. Serv. Inc., PO Box 578. Main St. Zip: 10918. Tel: 469-4454. Owners: Mat Ropiecki, Arthur Morris; Mgr. & Buyer: Samuel Mehaffie. (D).

Labels: Avant Garde, Canaan, Capitol, Christian Faith, Console, Cornerstone, Creative Sound, Cricket, Crown V, Decca, Diplomat, Dot, Guest

Star, Heart Warming, Light, Pickwick, Prophet, RCA, Rejoice, Reverence, Sacred, Scripture, Sing, Singspiration, Skylite, Summit Sound, Supreme, Word, Zondervan.  
Accessories: Le-Bo.

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

Variety Audio Prods., 170 Central Ave. Zip: 11735. Tel: 293-5858. Owner & Mgr.: David Shichman. (OS & RJ).

• **FREEMONT, L.I. (Area Code 516)**

Double B Recs. & Tape Corp., 240 E. Merrick Rd. Zip: 11520. Tel: FR 8-2222. Pres. & Mgr.: Bernard Boorstein; Buyer: Zeke Lengua. (OS & RJ).

• **GREAT NECK, L.I. (Area Code 516)**

Playette Corp., 301 East Shore Rd. Zip: 11023. Tel: 487-3064. Owner: Sidney A. Evans. (I).  
Labels: Ades, Amadeo, Academia, Cetra, Chant du Monde, DGG, Festival, GMS-Disc, Hachette, Hispavox, Lumen, Nuova, Philips, Pleiade, RTF, Vega, Visaphon, Vogue.

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

Wilmi Sales, 3 Westmoreland Rd. Zip: 11801. Tel: 433-0337. Owner & Mgr.: Edward Smith. (OS & RJ).

• **ISLAND PARK, L.I. (Area Code 516)**

Candy Stripe Recs. Inc., 17 Alabama Ave. Zip: 11558. Tel: 432-0047. Owner & Pres.: Bernard Keil; VP: Arleen Keil; Mgr.: J. Fragnoli. (D & RJ).  
Labels: Sub-dist. for Ambassador, Capitol, Columbia, Crown, Pickwick, Premier, RCA.  
Scott Dist'g Corp., 4245 Austin Blvd. Zip: 11558. Tel: 432-1234. Owner: Sidney Kruglick; Mgr.: Harvey Lefkowitz; Buyer: Larry Sonin. (E).  
Exports: All labels.

• **JERICHO, L.I. (Area Code 516)**

Polka Towne Music, 23 Marian Ln. Zip: 11753. Tel: 822-3198. Owner & Buyer: Teresa Zapolska. (D & OS).  
Labels: Albo, Alshire, Ampol, Bel-Aire, Chicago, Cindy, Cucu, Danceland Entertainment, Dance-land in Stereo, Dearborn, Delta Int'l, Don-Joe, Dyno, Eastwind Int'l, Eurotone, Fantastik, Glo, Gold, Goodwill, Halo, Hults, IRC, "J", JB, Jay Jay, Jody, LeMans, MGM, Melodia, Micro, Monitor, Muza, Oxboro, Pleasant Peasant, Polka, Polka-Tone, Pronit, Rave, Recar, Request, Rex, Ridge, Rim, S&S, Select, Silverbell, Sound, Starr, Stello, Stella, Studio 5, Tifton, Tip, Tric, USANA, Veriton, Vicrom, Vista.

• **MELVILLE, L.I. (Area Code 516)**

Futura Tone Dist. Corp., 536 Broadhollow Rd. Zip: 11746. Tel: 895-8050. Mgr.: David Seidman; Sales Mgr.: Paul De Gennaro; Promo.: Charles Tore. (D). (RJ as Merco Ents. Inc.).  
Labels: Buddha, Dot, Elektra, GWP, Living Language, MGM, Misterogers, Motivation, Nonesuch, Original Sound, Paramount, RCA, Royal American, Show & Tell, Skye, Verve, Young People's Recs. (SEE ADVERTISEMENT)  
Merco Ents. Inc. Tel: 694-8990. Mgr.: Jack Grossman; Buyer: Marvin W. Rossman. (RJ). See Futura Tone Dist. Corp.

• **MOUNT VERNON (Area Code 914)**

Steadman One Stop Inc., 200 S. 14 Ave. Zip: 10550. Tel: OW 9-3166; NYC Tel: (212) 994-6380. Owners: Sam & George Weiss; Mgr.: Harold Collazo. (OS & RJ). (SEE ADVERTISEMENT)

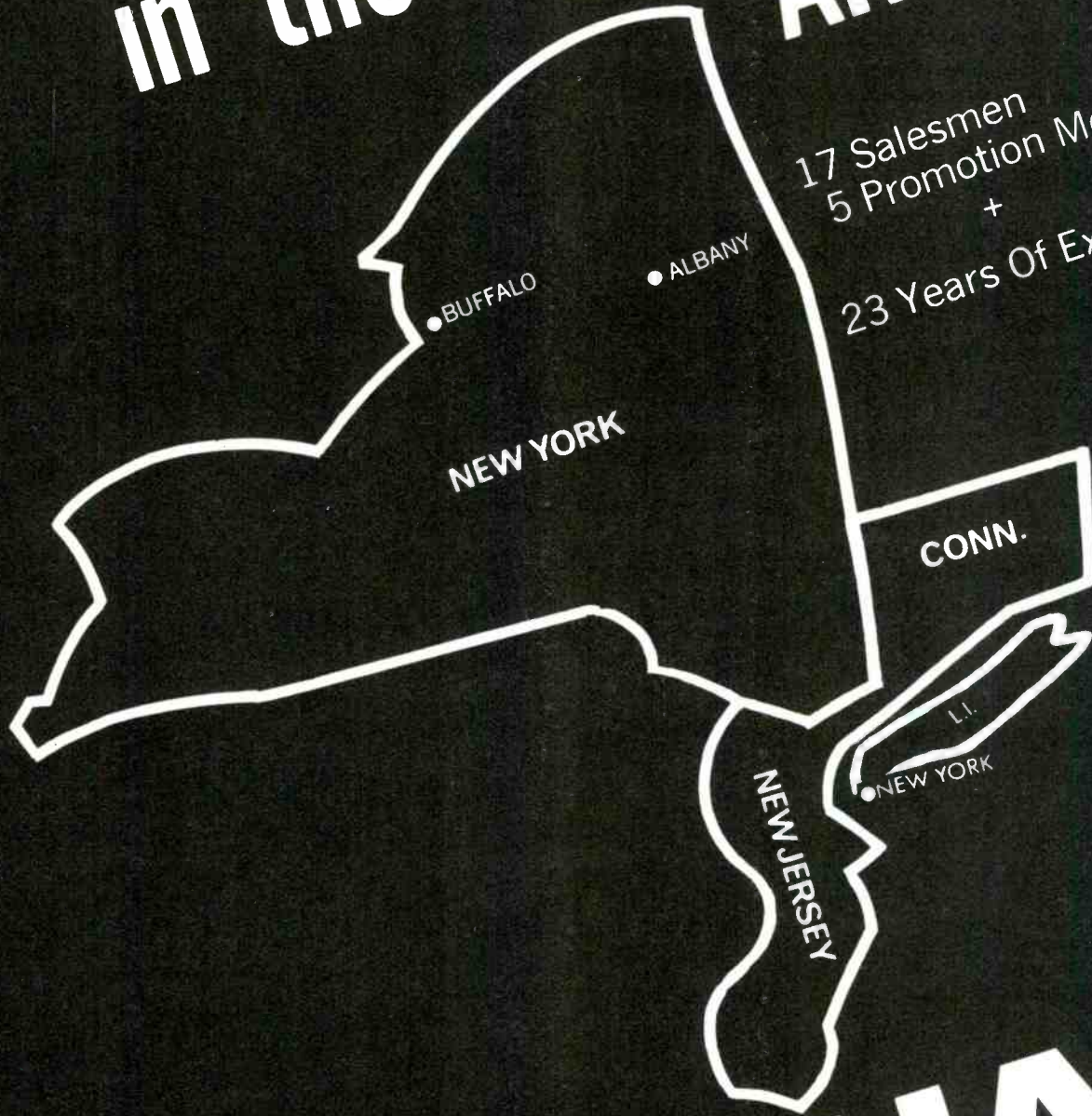
• **NEW YORK METROPOLITAN AREA (Area Code 212)**

A B C Rec. & Tape Sales, 47-39 49 St., Woodside 11377. Tel: 786-6255. Mgr.: Walter Lam. (D).  
Home office: Seattle, Wash.  
Labels: ABC, Bluesway, Buluo, Command, Dunhill/ABC, Grand Award, Impulse, Music Guild, Probe, Westminster, Whitehall, BBC, Riverside, Tangerine, 20th Century-Fox, Warlock.  
A-I Rec. Sales, 659 10 Ave. Zip: 10036. Tel: 246-1234/3330. Mgr. & Buyer: Otto Wilkinson. (OS). (SEE ADVERTISEMENT)  
Airdisc USA, 949 Broadway. Zip: 10010. Contact: Alexej Ugrinsky. (E).  
Alector Recs. Ltd., 367 W. 34 St. Zip: 10001. Tel: 563-2831. Pres.: Ted Starke. (I & E).  
Label imported: Alector (Greece).  
Alpha Dist'g Corp., 20 West End Ave. Zip: 10023. Tel: 586-6200. Owner: Harry N. Apostoleris; Gen. Mgr.: Murray Viscoso; Sales Mgr.: Nick Campanella; Promo.: Moe Shulman. (D).  
Regional reps.: Hartford, Conn.; Buffalo, N.Y.  
Labels: A&M, Accent, Alector, Ansonia, Avoca, Bell group, Blue Horizon, Deluxe, Disneyland-Vista, Everest group, Evergreen, Federal, GNP Crescendo, Hickory, International Artists, Jamie/Guyden group, King, Metromedia, Monument group, Motown group, Nashville, Ode 70, Polydor, Project 3, Reprise, Request, Starday, Stella, Stereoddities, TRX, Vanguard, Warner Bros. (SEE ADVERTISEMENT)

continued on page 148



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American Album & Tape Distrib., B50 Seventh Ave.  
Zip: 10019. Tel: 247-3188. Owner & Mgr.:  
David King. (D).  
Labels: Colpix, Riverside, assorted cut-outs.

Apon Rec. Co. Inc., PO Box 3087, Steinway Sta.,  
44-16 Broadway, Long Island City 11103. Tel:  
988-0450. Pres.: Andrej M. Poncic; Sales Mgr.:  
Donald M. Zemann. (I).  
Labels imported: Amadeo (Austria), Angelicum  
(Italy), Christophorus (Germany), Harmonia  
Mundi (Germany), Polyphon (Austria), Supra-  
phon (Czechoslovakia).

Argus Rec. Dists. Inc., 160 W. 46 St. Zip: 10036.  
Tel: 765-2585. Gen. Mgr.: Rose Saggio; Sales  
Mgr.: Frank Riccio; Promo.: Ben Arrigo. (D).  
Labels: Aries, August, Book, Buff, Criterion,  
Dapt, GP, Gospel Rec'g, Jonetta, Juno, Kismet,  
Mounted, Pa-Dik, Prince, Raindrops, Riccio,  
Riparia D'Oro, Spiral, Tahiti.

Arovox Rec. Corp. (RJ). See Olympia Rec. Ind. Inc.

Beta Rec. Dist. Co. Inc., 599 10 Ave. Zip: 10036.  
Tel: 244-3744. Owner: John Halonka; Gen. &  
Sales Mgr.: Ed Kleinbaum; Promo.: Herbert  
Merriam, Lester Collins. (D).  
Labels: Abnak, All Platinum, Amazon, Backbeat,  
Bang, Banner, Boone, Brunswick, CTI, Charay,  
Community, Certron, Diamond, Dictation Disc,  
Dooto, Douglas, Duke, Ethnic, Event, Ford,  
Fraternity, GPA, Gamble, Hob, Huff Puff, Jet-  
star, LLP, Laurie, Minaret, Musicor, Oracle,  
Peacock, Pepper, Pete, Plantation, Republic,  
Revue, SSS Int'l, Scepter, Silhouette, Song Bird,  
Speed, Stang, Steady, Strobe, Twinight, Uni.  
(SEE ADVERTISEMENT)

C I D I Rec. Imports Inc., 176 Hester St. Zip:  
10013. Tel: 966-3384. Pres.: Thomas Salomona;  
VP: Santi Forzano. (I).  
Labels imported: Ariston, Clan Celentano,  
Durium, Ri-Fi, Ricordi, Saar (all Italy).

Capitol Recs. Dist'g Corp., 1290 Ave. of the Ameri-  
cas. Zip: 10019. Tel: 765-0890. (D).  
Labels: Capitol, Angel, Melodiya/Angel, Sera-  
phim, Cap-Latino, Apple, Crazy Horse, Fame,  
Harvest (UK), Invictus, KEF, 1-2-3, Zapple.  
Phonographs: Capitol.  
Accessories: Needles (Duotone); Capitol.

Cardinal Export Corp., 135 W. 29 St. Zip: 10001.  
Tel: 736-5855. Cable: COCARDINAL. Pres.:  
Arthur Lerner; Mgr.: Bernardo Golden. (D, I &  
E).  
Labels: Cadet, Checker, Chess, Gordy, Loma,  
Motown, Rare Earth, Reprise, Tamla, VIP,  
Warner Bros. (SEE ADVERTISEMENT)

Caytronics Corp., 240 Madison Ave. Zip: 10016.  
Tel: 889-0044. Pres.: Joe Cayre; VP: Lee  
Schapiro; Adv. Dir.: Ted Dombal. (D).  
Label: CBS Latin Recs.

China Publ'ns, 95 Fifth Ave. Zip: 10003. Tel:  
924-1132. Owner: David Rosen. (I).  
Label imported: Guozi Shudian (Mainland China).

Columbia Recs. Sales, 45-24 83 St., Elmhurst 11373.  
Tel: 898-1900. Regional Sales Dir.: Jack Craig;  
Mgr.: Paul Smith; Promo. Mgr.: Joe Sen-  
kiewicz, Matty Matthews. (D).  
Labels: CBS, Columbia, Date, Epic, Harmony,  
Odyssey, Okeh, Barnaby, Fillmore, Gazette,  
Kinetic.  
Phonographs: Masterwork.

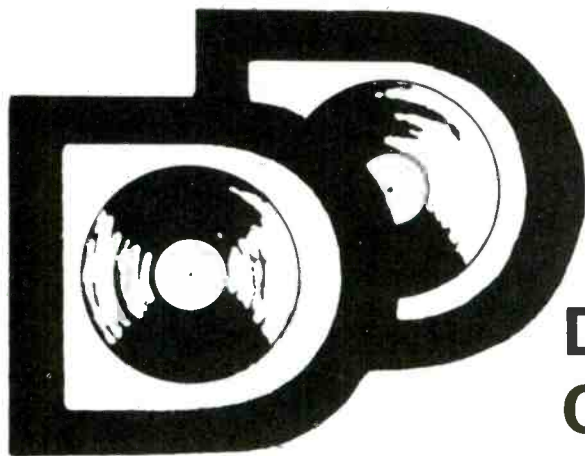
Daro Exports Ltd., 424 Madison Ave. Zip: 10017.  
Tel: PL 5-1753. Owner: John R. Weinberg. (E).

Dome Dist'g Corp., 43-42 10 St., Long Island City  
11101. Tel: 786-9637. Contacts: Bernie Block,  
Stan Drayson. (D).  
Labels: Acta, Alegre, Alshire, Amaret, Ameri-  
can Int'l, Amos, Amsterdam, Anvil, Bamboo,  
Beverly Hills, Biograph, Black Prince, Blue Fox,  
BluesTime, Blue Thumb, Boo, Buena Vista,  
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tation Disc, Discovox, Disneyland-Vista, Duo,  
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bird, Fleetwood, Flying Dutchman, Forward,  
Four Points, GRT, Galaxy, Gold Award, Haddon,  
Happy Time, Head, Historical, Hot Wax, In-  
stant Language, Janus, LSS, Mainstream, Map  
City, Mardi Gras, Maxwell, Music Disc, Na-  
tional General, Neptune, New Voice, Notable,  
Offspring, Onacrest, Original Sound, PIP,  
People, Pepper, Perception, Pickwick Int'l, Pine-  
apple, Pride, Pzazz, Recar, Roulette, SSS Int'l,  
Shamley, Share, Shelter, Silver Fox, Songee,  
Soul Clock, Springboard Int'l, Studio 10, Sun,  
Sundown, Surrey, Swinger, Syntonic Research,  
TEC, T-Neck, Thomas, Tico, Tiffany, Time,  
Toddlin' Town, Together, Tomorrow's Prod'ns,  
Tonsil, Top & Bottom, Total Sound, Tribute,  
Trip, UPP, Up Front, Uptite, Viking, Wand,  
Westbound, White Whale, Zodiac. (SEE ADVER-  
TISEMENT)

Domino, 1122 Rhinelander Ave., Bronx 10461. Tel:  
892-8290. Mgr.: Bob Calilli; Promo.: Howie  
Cohen. (D).  
Labels: Baby, Beacon, Bolo, Davis, DiVenus,  
Domino, Dooto, Fax, Laff, Lobo, Town Hall.

Eltron Export Co., 159 Maiden Ln. Zip: 10038.  
Tel: 944-7635. Pres.: Werner T. Glaeser. (E).  
(SEE ADVERTISEMENT)

continued on page 150



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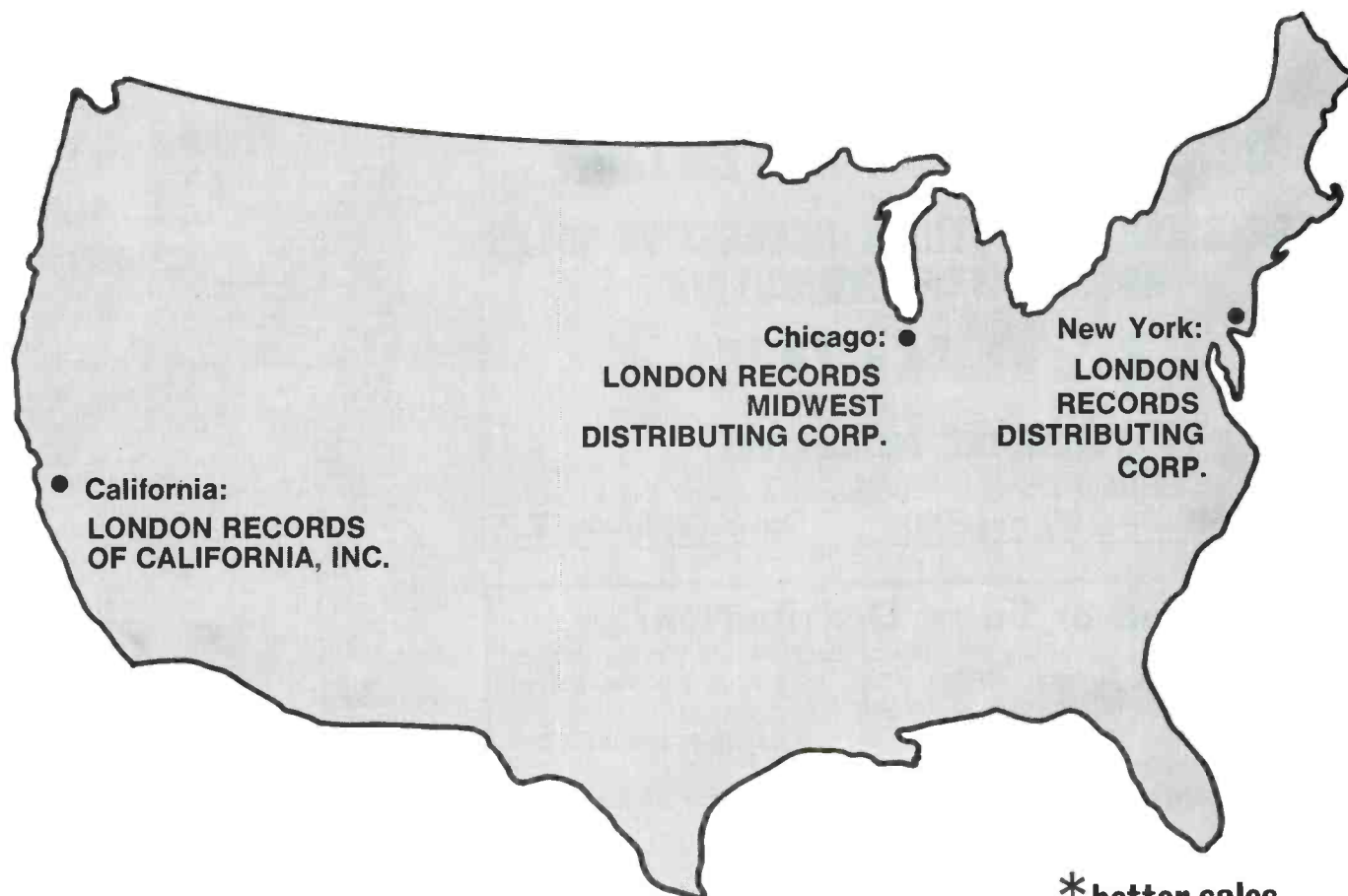
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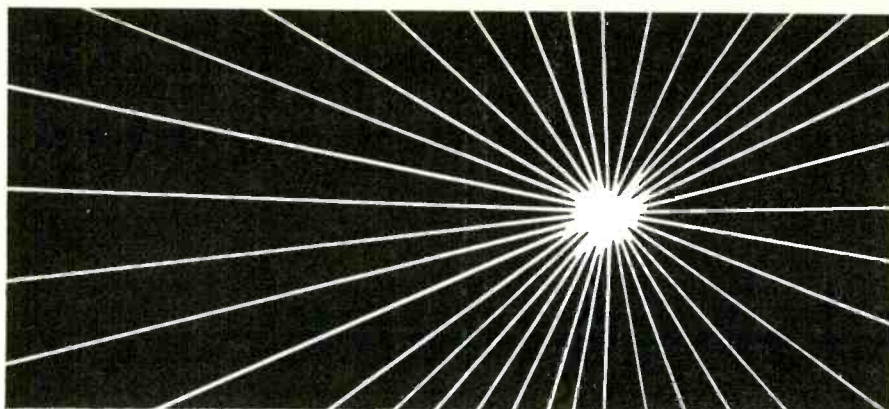
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Empire State Rec. Sales Corp., 10-29 46 Rd., Long Island City 11101. Tel: 361-2700. Owner: Mel Albert; Sales Mgr.: Mel Blayne. (D).

Labels: Abel, Ambassador, Aphrodisiac, Ariel, Audio Fidelity, Avant Garde, BT Puppy, Beacon, Bluesville, Brotherhood, Buttercup, Century City, Chart, Congress, Contemporary, Confessa, Cofillion, Crestview, Crown, Current, Custom, Dakar, Davis, Diplomat, Disneyland-Vista, Dorado, Double Shot, Douglas, ESP-Disk', Embryo, Expo, Era, Fantasia, Faxx, Folklore, Forever, Glad-Hamp, Golden, Golden Crest, Good Time Jazz, Gospel Train, Grand, Gross, Guest Star, Happy House, Happy Tiger, Hilary, Humorsonic, Immediate, Irish Int'l, Jad, Jamal, Josie, Jubilee, Laff, Library Edition, Little David, MF, MMO, Mary Lou, Milestone, Mine, Mio, Mira, Mother Goose, Mountain Dew, Music Minus One, Onacrest, Orfeon, Pace, Pentagram, Peter Pan, Post, Power, Prestige, Proscenium, RA, Radiant, Radnor, Raw, Real, Rejoice, Riot, Rocking Horse, Rojac, Roper, Soul Time, Soulville, Steady, Stop, Straker, Stylist, Surrey, Swampfire, Takoma, Thrush, Thunderbird, Tifton, Tiger Tail, True-sound, Tucker, Turntable, United, Vibrant, Whiz, Winley, Wirl, Yazoo, Yew, York.

David Eskin-Int'l Sales, 400 Riverside Dr. Zip: 10025. Tel: RI 9-4257. Pres.: David Eskin. (E). (SEE ADVERTISEMENT)

The Folk Dancer Rec. & Book Co., PO Box 201, Flushing 11352. Tel: 784-7407. Owner & Pres.: Michael Herman. (D, I & E).

Labels: Folk Dancer, MacGregor.

German News Co. Inc., 218 E. 86 St. Zip: 10028. Tel: 288-5500. Pres.: S.S. Tekiner; Mgr.: Fred H. Hoefler. (I).

Labels imported: Ariola, Baerenreiter, Eurodisc, Heliodor, Metronome, Philips, Polydor, Preisler, Telefunken (all Germany).

Harbor Rec. Export Corp., 8724 Third Ave., Brooklyn 11209. Tel: 748-5307. Pres. & Mgr.: Jerome Hornig. (E).

Hector Dist'g Co., 30 W. 21 St. Zip: 10010. Tel: 242-1989. Owner: Stanley J. Cumberpatch. (D & I).

Labels: Arhoolie, Argo, Avant Garde, Baerenreiter, Bel Canto, Biograph, Bluebonnet, Blues Classics, Boston, CRI, Club 99, Cook County, Delmark, Dover, Educo, Enrichment, FEL, FSR, Folk Legacy, GHB, Grass Roots, Haydn Society, Historical Jazz, Jazz Crusade, Jazzology, Lexington, Link, Louisville, Philharmonic, MMO, Mark, Melodeon, Milestone, Mobile Fidelity, Monmouth-Evergreen, Murrill, Music Library, Music Minus One, Nessa, Nightingale, L'Oiseau Lyre, Old Tmey, Origin Jazz Library, Owl, Pace, Playhouse, Piedmont, Redwood, Riverboat, Rocco, Selva, Serenus, Small World, Spire, Stanyan, Steno-Disc, Takoma, Telefunken, Ultra-Phone, Word, World Book Languages, World Library of Sacred Music.

House of Menorah Inc., 52 E. Broadway. Zip: 10002. Tel: WA 5-7573. Gen. Mgr.: Sol Tischler; Sales Rep.: Sol Rosenberg. (D, I & E).

Labels: (Hebrew & Yiddish prod. only) Aderet, Artistic, Banner, CBS (Israel), Collector's Guild, Columbia, Elektra, Emes, Famous, GIL, Gal-Ron, Hataklit, Hed-Arzi, IMF, Maloh, Markolit, Menorah, Noam, RCA, Reena, Roulette, Tikva, Vanguard.

Independent Rec. Promos., 101 Eighth Ave. Zip: 10011. Tel: 989-8644. Owner & Buyer: Larry Schaffer. (DS & RJ).

International Recotape Corp., 46-50 54 Ave., Maspeth 11378. Tel: 937-5030. Pres.: Jack Silverman; Gen. Mgr.: Edwin H. Blomgren; Nat'l Sales Mgr.: Frank Cama; Mdsq. Dir.: Jack Cohen; Promo.: Mike Borrello. (D).

Labels: Archive, Caedmon, Candide, Colgems, DGG, Disneyland-Vista, Heliodor, Kirshner, Poppy, Prestige, RCA, Camden, Victrola, Turnabout, Vox.

Kaco Ent's., PO Box 85, Bronx 10466. Owner: Bruce Kravis. (D & RJ).

Distributes: Oldies but goodies, rare oldies.

Kena Trading Co. Inc., 510 E. 86 St. Zip: 10028. Tel: 535-4821. Cable: KENATRACOM. Pres.: Ricardo Romero. (E). (SEE ADVERTISEMENT)

King Karol Inc., 444 W. 42 St. Zip: 10036. Tel: 594-5550. Owners: Ben Karol, Phil King; Gen. Mgr.: Morris Weissman. (OS). (SEE ADVERTISEMENT)

Liberty/UA Dist'g Corp.—New York Branch, 8-15 37 Ave., Long Island City 11101. Tel: 937-1100. Mgr.: Tex Weiner; Opns. Mgr.: Morris Austein; Promo.: Steve Kahn, Charles Miller. (D).

Labels: Blue Note, Liberty, Soul City, Sunset, Talespinners, United Artists, UA Int'l, UA Latino.

London Rec. Dist'g Corp., 539 W. 25 St. Zip: 10001. Tel: AL 5-8350. Sales Mgr.: Philip Wesen; LP & Pop Sales Mgr.: Ted Wolff; Promo.: Milton Friedman. (D).

Labels: London, Parrot, Deram, Ashley, Chapter One, Coliseum, Delyse, Hi, Kapp, Kent, MOC, Ovation, phase 4, Press, Ranwood, Richmond, Sire, Stereo Treasury, Threshold.

M C A Dist'g Corp., 34-24 56 St., Woodside 11377. Tel: 478-6700. District Mgr.: Ed Hurley; Branch Mgr.: Charles Lindroth; Promo. Mgr.: Ray Free. (D).

Labels: Congress, Coral, Decca, Four Corners of the World, Kapp, Revue, Shamley, Uni, Vocalion, Berlitz, Bravo, MTA, Palette, Viva. Phonographs: Decca.

Malverne Dist., 35-35 35 St., Long Island City 11106. Tel: 392-5700. Owner: Al Hirsch; Gen. Mgr.: Joe Grippo; Promo.: Tom Chianti, Barry Feidel. (D).

Labels: Abet, Alston, Atco, Athena, Atlantic, Avco Embassy, Blue Rock, Capricorn, Carla, Commonwealth United, Creed, Crescent, Dade, Dial, Edmar, Enterprise, Evolution, Excello, Fame, Flaming Arrow, Focus, Fontana, Front Page, Generation, Gospel, Hip, Intrepid, Karen, Kenwood, Koko, Lighthouse, Mercury, Nasco, Nashboro, Philips, Pulsar, Respect, SGC, San Francisco, Savoy, Smash, Specialty, Stax, Stoneflower, Vault, Volt, Vortex, Wayside, Weiss, World-Wide. (SEE ADVERTISEMENT)

McGraw-Hill Book Co., 330 W. 42 St. Zip: 10036. Tel: 971-3333, ext. 6600. Rec. Dept. Prod. Mgr.: Jerry Proce. (D).

Sales office: Hightstown, N.J.  
Labels: Argo, Das Alte Werke, L'Oiseau Lyre, Societe Francaise du Son, Telefunken (classical).

Met Richmond Latin Sales Inc., 718 10 Ave. Zip: 10019. Tel: 265-9480. Mgr.: Bartolo Alvarez. (OS), (RJ as Met Richmond Rec. Sales Inc.).

Met Richmond Rec. Sales Inc., 1637 Utica Ave., Brooklyn 11234. Tel: 253-4600. Owner: David Last; Mgr.: Ritchie Dee; Buyers: Singles, Bea Cohen; Albums, Isabel Gee. (RJ), (OS as Met Richmond Latin Sales Inc.).

Musical Recs. Co., 502 W. 51 St. Zip: 10019. Tel: 581-3235. Mgr.: Conrado Gonzalez. (D).

Home office: Miami, Fla.  
Labels: Discuba, Eco, Musart, Musidisc, Peerless.

National Rec. Sales (sub. of Jarvis Ents.), 160 Broadway. Zip: 10038. Tel: BA 7-9493. Owner & Mgr.: Reginald M. Jarvis; Sales & Promo. Mgr.: Robert Jarvis; Ass't Mgr. & Promo. Dir.: Stephanie Jarvis. (D, OS & RJ).

Labels: Ren Bob Renny; cut-outs, oldies, promotional, R&B recs.

Near East Music Assocs. Inc., 191 Atlantic Ave., Brooklyn 11201. Tel: UL 2-3295. Owner: Albert Rashid; Gen. & Sales Mgr.: Stanley Rashid. (I). Labels: Baidaphone, Sono Cairo, Son Soutalfan, (UAR); Duniaphone, Philips, Polydor (Lebanon); Ahram (France).

Olympia Rec. Ind. Inc., 239 W. 18 St. Zip: 10011. Tel: 989-7200. Owner & Mgr.: Ervin Litkei. (D), (RJ as Arovox Rec. Corp.).

Labels: Budapest, Design, Diplomat, Golden Grand Prix, Guest Star, Kelit-Aurora, Peter Pan, Pickwick Int'l, Tifton.

Peters Int'l Inc., 600 Eighth Ave. Zip: 10018. Tel: LA 4-5536. Cable: PETOURS. Owner: Chris Peters; Gen. Mgr.: James C. Banthos; Sales Mgr.: Irving Cherne. (I).

Labels imported: Cairophon (UK), Cathedral Discourses (UK), Ducretet-Thomson (France), Electrochord (Rumania), Fidelity (Greece), Gloria (Germany), Golden Guinea (UK), Hor-Zu (Germany), Isarton (Germany), Marble Arch (UK), Minos (Greece), Music Box (Greece), Parlophone (Italy, Sweden, UK), Pathe (France), Odeon (Denmark, France, Germany, Greece, India, Italy, Netherlands, Spain, Sweden, UK), Philips (Greece), Pye (UK), Regal (Greece, Spain, UK), Ryemuse (UK), Studio Two Stereo (UK), Topic (UK), Toshiba (Japan), Virtuoso (UK), Voix de l'Islam (France), Voix de l'Orient (France, UK), Voix du Liban (UK), Volksplatte (Germany), Waverley (UK), Zodiac (Greece). (SEE ADVERTISEMENT)

Qualiton Recs. Ltd., 39-38 58 St., Woodside 11377. Tel: TW 7-1820. Pres. & Mgr.: Otto Quittner. (I).

Labels imported: Hungaroton, Hungaroton Music for Everyone, Qualiton (all Hungary).

Rack Promos. Inc., 2952 Ave. U, Brooklyn 11229. Tel: 891-1315. VP: Morris Farca; Sales Mgr.: Sy Friedman. (RJ).

Raymar Sales Co., 170-21 Jamaica Ave., Jamaica 11432. Tel: OL 8-4012. Pres.: Samuel Keenholz; Gen. Mgr.: Hal Kaufman. (D, OS & RJ).

Labels: Distinguished, Gold Star, Tom Lehrer. Record & Tape Sales Corp., 821 Broadway. Zip: 10003. Tel: 674-6400. Pres. & Mgr.: Robert Staub. (I).

Labels imported: Baerenreiter (Germany), Boite a Musique-BAM (France), Elenco (Brazil), Festival (France), Fontana (Brazil, France), Forma (Brazil), Mercury (France), Musica Mundi (Germany), Musica Sacra (Germany), Ocora (France), Philips (Brazil, France), Polydor (Brazil, France), Riviera (France).

Record Hunter, 1 E. 42 St. Zip: 10017. Tel: OX 7-8970. Gen. Mgr.: Jerome Maggid. (I).

Record Mart, 1470 Broadway. Zip: 10036. Tel: AL 4-4024. Owner: Robert Stack; Mgr. & Buyer: Jesse Moskowitz. (RJ).

Record Shack, 2132 Second Ave. Zip: 10029. Tel: 369-8600. Owner: Edward Portnoy; Mgr.: Ed Seligman; Buyer: Pat Huot. (OS & RJ).

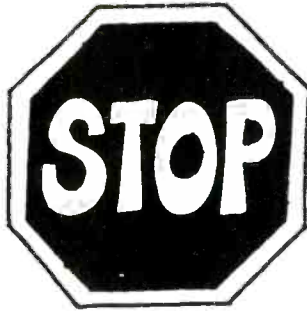
Alex S. Roberts Assocs. Inc., 35 Bleecker St. Zip: 10012. Tel: 533-3840. Pres.: Alex S. Roberts. (E).

S & V Vending Inc., 1509 Ryder St., Brooklyn 11234. Tel: 377-9881. Owners: Stan Herman, Vincent Caesar; Buyers: Singles, Stan Herman; Albums, Vincent Caesar. (OS & RJ).

S M G Dists. Inc. (div. of Sam Goody Inc.), 46-35 54 Rd., Maspeth 11378. Tel: 786-3337. Mgr. & Buyer: Sam Stolen. (OS, I & E).

L. Schonberger, 2602 Tilden Ave., Brooklyn 11226. Tel: BU 7-3576. Owner & Buyer: L. Schonberger. (OS).

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- Albert Schultz Inc., 116 W. 14 St. Zip 10011.  
Tel: WA 4-1122. Cable: ALBYREP. Owner &  
Pres.: Albert Schultz; VP & Mgr.: Stanley  
Atsidis. (E). (SEE ADVERTISEMENT)
- M. Sluis Co. Inc., 15 Park Row. Zip: 10038. Tel:  
349-0590. Cable: CINAECO. Pres.: M. Sluis;  
VP: H. Elion. (I & E).
- Stanley-Lewis Rec. Dist'g Co. Inc., 23-80 48 St.,  
Long Island City 11103. Tel: 726-4343. Owner:  
Harry Lew; Mgr.: Curt Schott. (D).
- Labels: Arhoolie, Artia, Asch, Audio Arts,  
Avakian, Barclay, Baerenreiter, Bartok, Bio-  
graph, Boite a Musique—BAM, Broadside, CMS,  
CRI, Caedmon, Cambridge, Candide, Connoisseur  
Society, Conversa-Phone, Credo, Crystal, Delmark,  
Desto, Dover, Dyer-Bennet, EMS, Enrichment,  
Eterna, Experiences Anonymes, Festival, Ficker,  
Folk Legacy, Folkways, Gregorian Institute,  
Haydn Society, Historical, Lero, Lexington,  
Louisville, Lyricord, Melodone, Monitor, Moti-  
vation, Musica Sacra, Music Guild, Music  
Minus One, Ocora, Orion, Parliament, Pathways  
of Sound, Philips (imports), Proscenium, Quali-  
ton, Spoken Arts, Spoken Word, Spivey, Stinson,  
Takoma, Tradition, Turnabout, Veritas, Vogue,  
Vox, Washington, Westminster.
- David Sternberg Int'l Sales, 110 W. 86 St. Zip:  
10024. Tel: 799-7228. Owner: David Sternberg.  
(I & E).
- Imports from: France, Germany, Italy, UK.
- Stratford Dist. Inc., 184-23 Jamaica Ave., Hollis  
11423. Tel: 454-8800. Pres. & Promo.: Nathan  
Kaplan; Mgr. & Buyer: Sam Selwin; Sales  
Mgr.: Irving Silverman. (OS & RJ).
- Tapeco Inc., 10 W. 66 St. Zip: 10023. Tel: 595-  
4000. Pres.: Philip Landwehr; Buyer: Jeff  
Toffler. (RJ).
- Town Hall Rec. Dist., 9131 Bedel Ln., Brooklyn  
11236. Tel: BR 2-9702. Pres.: Ben Reninick;  
Buyer: Mike Smokeler. (OS). (SEE ADVERTISE-  
MENT).
- Transcontinental Dist'g Corp. (D). See Transcontinental  
Investing Corp.
- Transcontinental Investing Corp., 201 E. 42 St.  
Zip: 10017. Tel: 697-B610. Bd. Chm.: Howard  
Weingrow; Exec. VP & VP of Leisure &  
Entertainment Group: Arnold Greenhut; Trans-  
continental Music Corp. Pres.: Arnold Greenhut.  
(Exec. office only). (D as Transcontinental  
Dist'g Corp.), (OS as indicated below), (RJ as  
Transcontinental Music Corp.).
- Branches: Phoenix, Ariz., (RJ as TMC); Los  
Angeles, Calif., (RJ as TMG); San Francisco,  
Calif. (D as TDC), (OS as Nor Cal Super Stop),  
(RJ as TMC); Denver, Colo., (D as TDC), (OS  
as Alert One Stop), (RJ as TMC); Hartford,  
Conn. (D as TDC), (OS as Eastern One Stop),  
(RJ as TMC); Miami, Fla. (RJ as TMC); Atlan-  
ta, Ga., (RJ as TMC); Chicago, Ill., (RJ as  
TMC); Baltimore, Md., (RJ as TMC); Boston,  
Mass., (D as TDC), (RJ as TMC); Albany, N.Y.,  
(RJ as TMC); Dallas, Tex., (RJ as TMC); Seattle,  
Wash., (RJ as TMC).
- Transcontinental Music Corp. (RJ). See Transconti-  
nental Investing Corp.
- Win Recs Inc., 858 Ninth Ave. Zip: 10019. Tel:  
JU 2-0130. Owners: Sam & George Weiss; Mgr.  
& Buyer: George Weiss. (OS, RJ & E). (SEE  
ADVERTISEMENT)
- Worldtone Music Inc., 56-40 187 St., Flushing  
11365. Tel: 357-3490. Pres.: Kenneth Spear;  
VP: Nomi Spear. (D & I).
- Labels imported: African (French Africa), Bal-  
kanton (Bulgaria), Le Chant du Monde (France),  
Eterna (Germany), Hispavox (Spain), Jugoton  
(Yugoslavia), Radio Television Belgrade (Yugo-  
slavia), UniDisc (France), Vega (France), Saga  
(UK).
- **OCEANSIDE, L.I. (Area Code 516)**  
N M C Corp., 3580 Oceanside Rd. Zip: 11572.  
Tel: 678-6770. Pres.: Jesse Selter; VP RJ  
Opns.: Ted Shapiro; Mgr. & Buyer: Irving  
Glasser. (OS & RJ).  
Branches: Los Angeles, Calif.; Detroit, Mich.;  
St. Louis, Mo.
  - **PORT CHESTER (Area Code 914)**  
Band Stand Rec Shop, 151/2 N. Main St. Zip: 10573.  
Tel: WE 7-4092. Owner & Mgr.: Lenny Cooper.  
(OS).
  - **POUGHKEEPSIE (Area Code 914)**  
Toy House of Hudson Valley (div. of Kustas Bros.  
Inc.), Manchester Rd. Zip: 12603. Tel: 471-  
2740. Pres. & Mgr.: Louis J. Kustas. (RJ).
  - **ROCHESTER (Area Code 716)**  
Clinton Mds. Inc., 80 Commerce Dr. Zip: 14623.  
Tel: 334-2700. Owner: William Konar; Sales  
Mgr. & Buyer: Bill Cyrkin. (RJ).  
Rochester One Stop (div. of Transcontinent Rec.  
Sales), 685 South Ave. Zip: 14620. Tel: 454-  
6968. Mgr. & Buyer: Jerry Gadamski. (OS &  
RJ).  
Home office: Buffalo, N.Y., Transcontinent Rec.  
Sales.  
Star One Stop, 17 N. Clinton Ave. Zip: 14604.  
Tel: 454-4635. Owner & Mgr.: John Schreiber.  
(OS & RJ).

• SYRACUSE AREA (Area Code 315)

Almor Playtime Co. Inc., Midler Park Dr. Zip: 13206. Tel: 463-3351. Mgr.: George Valenti. (D, 05 & RJ).  
 Home office: Amsterdam, N.Y. (see for prod. distributed).  
 Mage Serv. Mdsq. Inc., 112 Ronnell Dr. Zip: 13219. Tel: 488-2512. Owner & Mgr.: Mathew Orlando. (RJ).  
 Morris Dist'g Co. Inc., 1153 W. Fayette St. Zip: 13204. Tel: 475-6531. Mgr. & Buyer: Oscar Dachs. (D & 05).  
 Labels: Victor, Red Seal, Camden, Victrola, Colgems, Gregar, Kirshner, Poppy, Vox.  
 Rojim Co., 4807 Glencrest Ave., Liverpool 13088. Tel: 457-4708. Owner: Roger Wright. (RJ).  
 Syracuse One Stop (div. of Transcontinent Rec. Sales), 333 W. Fayette St. Zip: 13202. Tel: GR 6-4019. Mgr.: Ralph La Rosa. (05 & RJ).  
 Home office: Buffalo, N.Y., Transcontinent Rec. Sales.

**NORTH CAROLINA**

• ASHEVILLE (Area Code 704)

Alexander News Co., 25 Carolina Ln. Zip: 28801. Tel: 253-2631. Owner: William G. Alexander; Mgr.: C. N. Suttle; Buyers: C. N. Suttle, Mack Baker. (RJ).

• CHARLOTTE (Area Code 704)

Bib Dist'g Co., 126 W. Morehead St. Zip: 28202. Tel: 372-2032. Pres. & Mgr.: Joe Vovnow; Buyers: Harold Mitchell, Bill Norman; Promo.: Frank MacRae, Bill Norman, Bob Tomson, Bob Meyer. (D, 05 & RJ).  
 Labels: Abbott, Abnak, Airtown, Amaret, Audio Fidelity, Bamboo, Bang, Bethelhem, Blue Rock, Buddah, Calla, Canyon, Carnival, Chart, Childcraft, Colossus, Commonwealth United, Compass, Congress, Crescendo, Crewe, Curtom, Double Shot, Ember, Enterprise, Fantasy, Fontana, HSH, Happy Tiger, Harbour, Heritage, Hob, Hot Wax, Hour Glass, Janus, Jetstar, Jewel, K-Ark, Kama Sutra, King, Koko, Limelight, MTA, Mercury, Original Sound, Paula, Pavilion, Peachtree, People, Philips, Project 3, Ric Tic, Ronn, Roulette, Royal American, Scepter, Sioux, Skye, Smash, Stax, Stang, T-Neck, USA, Volt, Wand, Wayside, Westbound, White Whale, Wing.  
 Capitol Recs. Dist'g Corp., 416 East Blvd. Zip: 28203. Tel: 375-6078. (D).  
 Labels: Capitol, Angel, Melodiya/Angel, Seraphim, Cap-Latino, Apple, Crazy Horse, Fame, Harvest (UK), Invictus, KEF, 1-2-3, Zapple.  
 Phonographs: Capitol.  
 Accessories: Needles (Duo-tone); Capitol.

Carol Dist. Co., 124 W. Morehead St. Zip: 28202. Tel: ED 3-9457. Owner: Joseph F. Vovnow; Mgr.: John Gammon; Promo.: Frank MacRae, Earl Kilduff. (D).  
 Labels: Congress, Coral, Decca, Four Corners of the World, Kapp, Revue, Shamley, Uni, Vocalion, Berlitz, Bravo, MTA, Palette, Viva, Caedmon.  
 Phonographs: Decca.

F & F Arnold Dist'g Co. Inc., PO Box 1126, Zip: 28201; 2704 Freedom Dr. Zip: 28208. Tel: 399-9741. Pres.: Bert Fleishman; Sales Mgr.: John Towles; Promo. Mgr.: Sonny Woods. (D), (05 & RJ as Southeastern Rec. Mdsrs. Inc.).  
 Labels: ABC, A&M, Abnak, Alston, Arctic, Atco, Atlantic, Backbeat, Bluesway, Bright Star, Canaan, Carla, Command, Custom, Dial, Diamond, Disneyland-Vista, Dooto, Duke, Dunhill, Dynamo, Elektra, Equinox, Event, Focus, Gudyden, Impulse, Indigo, Jamie, Jetstar, Karen, Kent, Laurie, Legrand, Loma, Montel, Moon-glow, Musicor, Nonesuch, Ode 70, Peacock, Phil-L. A. of Soul, Pompeii, Ranwood, Reprise, Revue, Riverside, Rust, Smoke, Soft, Song Bird, Starday, Stone Flower, Straight, Sure Shot, Tangerine, Top & Bottom, 20th Century-Fox, Uni, Vanguard, Vault, Vista, Vortex, Warner Bros.  
 Phonographs: Stereo-Dyn, Toyo.

Handleman Co., 2309 Dunavant St. Zip: 28203. Tel: 373-1845. Mgr.: William Hanson; Buyers: Singles, Frances McCullough; Albums, William Hanson, Michael Pumphrey. (RJ).  
 Home office: Detroit, Mich.

Liberty/UA Dist'g Corp.—Charlotte Branch, PO Box 3186, 1409 East Blvd., Suite 233. Zip: 28203. Tel: 334-3046. Mgr.: Jim Epting; Promo.: Mike Cloer. (D).  
 Labels: Blue Note, Liberty, Soul City, Sunset, Talespinners, United Artists, UA Int'l, UA Latino.

Mangold-Bertos Corp., 2212 W. Morehead St. Zip: 28208. Tel: 334-4637. Execs.: Phil Goldberg, Herb Weisman; Mktg. Co-ord.: Johnny Bishop; Promo.: Mike Lawing. (D & 05).  
 Labels: Amy, BT Puppy, Bell, Blue Thumb, Cadet, Chart, Checker, Chess, Cotillion, Dakar, DeLite, Deram, Exello, GRT, Gamble, Gordy, Gross, HSH, Happy Tiger, Heart Warming, Hi, Hickory, Josie, Jubilee, Kama Sutra, London, MGM, Mala, Metro, Metromedia, Monument, Motown, Nashboro, Nashville, New Voice, Parrot, Plantation, 3SS-Int'l, Savoy, Silver Fox,

continued on page 154

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**GERMANY**—EMI Odeon, Volksplatte, Gloria, Da Capo, Isarton and CBS International.

**GREECE**—Odeon, Philips, Music Box, P.I., Zodiac, Regal, Minos, Rod Stro-fos, Zoe, Athenee and Polydor.

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**JAPAN**—Toshiba.

**ROMANIA**—Electrecord.

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 Southeastern Rec. Mdsrs. Inc., PO Box 1697, Zip: 28201; 2706 Freedom Dr. Zip: 28208. Tel: 399-5633. Sales Mgr. & Buyer: Charles Hartley. (OS & RJ). See F & F Arnold Dist'g Co. Inc.  
 Southern Radio Corp., 1625 W. Morehead. Zip: 28208. Tel: 376-4461. Pres.: Thomas J. Jamison; Mgr. & Promo.: Phil Morgan. (D, OS & RJ).  
 Labels: Victor, Red Seal, Camden, Victrola, Colgems, Gregar, Kirshner, Poppy, Tonka.  
 Phonographs: RCA.

• **GREENSBORO (Area Code 919)**

Southland Musical Mds. Corp., 826 Winston St. Zip: 27405. Tel: 272-5123. Pres.: Harry Greenberg; Exec. VP & Sales Mgr.: Lee Ingber. (D).  
 Labels: Audio, CRG, Conversa-Phone, Living Language, Music Minus One, Young People's Recs.  
 Phonographs: AIWA, Symphonic.  
 Accessories: Freedman Artcraft, Jax, Le-Bo, Recoton.

• **RAEFORD (Area Code 919)**

Modern Sound Inc. (div. of Audio Communications Inc.), 106 Campus Ave. Zip: 28376. Tel: 875-4266. VP Sales: Les Hudson. (RJ).  
 Branch: Los Angeles, Calif.

• **ROCKY MOUNT (Area Code 919)**

Rocky Mount News Agency Inc., 1600 S. Franklin St. Zip: 27801. Tel: 446-6812. Owner: Ellie P. Glenn; Mgr. & Buyer: Bill McCarver. (RJ).

**OHIO**

• **AKRON AREA (Area Code 216)**

Friend's Whistle Prods. Co., 3659 State Rt. 14, Rootstown 44272. Tel: 325-7708. Owner: L.M. Friend. (D).  
 Distributes: Overstocks, 45s & LPs.  
 Twelgremm Ents. Inc., 2775 Yellow Creek Rd. Zip: 44313. Tel: 836-5591. Pres.: J. Hugh Macey; Mgr.: Mrs. J. Chell. (D).  
 Labels: (square, round & folk dance) Aqua,

Balance, Belco, Black Mountain, Blue Star, Bogan, Dance Along, Express, Family Squares, Flip, Folkkraft, Folk Dancer, Go, Green, Hi Hat, Hootor, J Bar L, Jewel Jocko, Kalox, Keeno, Kimbo, Lloyd Shaw, Longhorn, Lore, Lou-Mac, MacGregor, Magic, Mayflower, Mustang, National, Niagara, Old Timer, Prairie, Red Boot, Rockin' A, Roper, 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 Along, Dancetime, Danro, Fiesta, Fontana, Green, HMV, Hanf, Hootor, Oriole, Parlophone, Phillips, Polydor, Pye, Rainbow, Roper, Russell, SMC, Saga, Starlite, Sydney Thompson, Telemark, Top, Windsor; (educational) Educational Activities, Hootor, Kimbo, Russell, Ruth Evans, World of Fun.  
 Phonographs: Newcomb.  
 Accessories: Carrying cases (Fine-Tone, Green).

• **CANTON (Area Code 216)**

G-W Prods. Supply Co., 1703 E. Tuscarawas St. Zip: 44707. Tel: 453-7518. Owner: Alec Mastin; Mgr.: Donald Mastin. Promo.: Alic Mastin. (D).  
 Labels: ABC, Abet, Atco, Atlantic, Audio Book, BT Puppy, Backbeat, Bang, Bethlehem, Bluesway, Boone, Brook-lyn, Bunky, Cadet, Calla, Carnival, Crescent, Crimson, Dial, Drew, Duke, Dunhill, Dunwich, Enterprise, Era, Excello, Fame, Fantasy, Federal, Fontana, Four Corners of the World, Fraternity, Galaxy, Gamble, Garparx, Groovesville, Gross, Halo, Hi, Hob, Hollywood, Impulse, Instant, Jab, Jerden, Jet Stream, Jotis, Jubilee, Kapp, Karen, Kent, Keymen, King, Laurie, Lime-light, Longhorn, Lucky-11, LuPine, M-Pac, Mar-V-Lus, Mayfield, Mercury (Childcraft, Playcraft, Storytellers, Wing), Minaret, Mira, Mirwood, MOC, Money, Monument, Moonlong, Modern, Mo-Soul, Motown, Nashboro, Nashville, One-Deerful, Parrot, Philly Groove, Pompeii, Press, Ric Tic, Rice, Rising Sons, Rojac, SPQR, SSS Int'l, Scepter, Shout, Simco, Sims, Smash, Soul, Sound of Nashville, Sound Stage 7, South Camp, Specialty, Starday, Stax, Sun, Swingin', Tamla, Tangerine, Tribe, 20th Century-Fox, Vanguard, Venture, Volt, Vortex, Wand.  
 Phonographs: DeJax, Delmonico.  
 Stark Rec. Serv. Inc., 8000 Freedom Ave. NW, North Canton 44720. Tel: 494-2282. Owner: Paul David; Gen. Mgr.: Phil Shannon; Buyer: Joe Bressi. (OS & RJ).

• **CINCINNATI (Area Code 513)**

A & I Rec. Dist'g Co. Inc., 1000 Broadway. Zip: 45202. Tel: 241-7644. Cable: AICO. Owner: Sam Klayman; Gen. & Sales Mgr.: Jim Yates; Promo.: Bud Walters. (D).  
 Labels: Abnak, Alshire, Amos, Ampex, Atco, BT Puppy, Bang, Bluesville, Cadet, Carla, Checker, Chess, Colossus, Conversa-Phone, Diamond, Double Shot, Duke, Dunwich, GWP, Gamble, Gross, Hob, Janus, Jewel, Josie, Jubilee, Karen, Kent, Lime-light, Loma, Mace, Modern, Moodsville, Moonlong, Neptune, New Jazz, Ohio State Band, Paula, Peacock, Peoples, Phillips, Prestige, Redd Foxx, Roulette, Savoy, Scepter, Shout, Soma, Somersel, Stereo Fidelity, Stereoditions, Swingsville, USA, Volt, Wand. (SEE ADVERTISEMENT)  
 Album Rec. Sales of America Inc., 4155 Horne Ave. Zip: 45236. Tel: 621-8710. Pres. & Buyer: LeRoy R. Goodlander. (RJ).  
 Ambat Recs. (div. of Transcontinent Rec. Sales), 1667 Central Pkwy. Zip: 45214. Tel: 621-3252. Mgr. & Buyer: Vernon W. Hawk. (OS & RJ).  
 Home office: Buffalo, N.Y., Transcontinent Rec. Sales.  
 Capitol Recs. Dist'g Corp., 35 E. Seventh St., Suite 612. Zip: 45202. Tel: 721-5616. (D).  
 Labels: Capitol, Angel, Melodiya/Angel, Seraphim, Cap-Latino, Apple, Crazy Horse, Fame, Harvest (UK), Invictus, KEF, 1-2-3, Zapple.  
 Phonographs: Capitol.  
 Accessories: Needles (Duotone); Capitol.  
 Columbia Recs. Sales, Carew Tower, Suite 554-55. Zip: 45202. Tel: 241-4088. Mgr.: William Kelly; Promo. Mgr.: John Galobich. (D).  
 Labels: CBS, Columbia, Date, Epic, Harmony, Odyssey, Okeh, Barnaby, Fillmore, Gazette, Kinetic.  
 Phonographs: Masterwork.  
 Golden One-Stop Co., 4920 Vine St. Zip: 45217. Tel: 221-2610. Mgr.: Alex Zaretsky. (OS).  
 Halper's One Stop, 1632 Central Pkwy. Zip: 45210. Tel: 381-6580. Owner: Saul Halper; Gen. Mgr.: Fred Halper. (OS).  
 Liberty/UA Dist'g Corp.—Cincinnati Branch, 11750 Chesterdale Rd., Suite 3130, Atkinson Square 45246. Tel: 771-4832. Mgr.: Art Liberatore; Promo.: Lou Munson. (D).  
 Labels: Blue Note, Liberty, Soul City, Sunset, Talespinners, United Artists, UA Int'l, UA Latino.  
 M C A Dist'g Corp., 940 Warehouse Dr. Zip: 45202. Tel: PA 1-4210. Mgr.: Jack Brown; Promo. Mgr.: Lee Fogel. (D).  
 Labels: Congress, Coral, Decca, Four Corners of the World, Kapp, Revue, Shamley, Uni, Vocalion, Berlitz, Bravo, MTA, Palette, Viva, London group.  
 Phonographs: Decca.  
 Ohio Rec., 6519 Crest Ridge Circle. Zip: 45213. Tel: 731-2709. Owner: Marvin Jacobs. (D & RJ).  
 Labels: Ambassador, Peter Pan, Mountain Dew, Scripture, Power, Tifton, Ohio Sound; major label C&W & gospel cut-outs.

Royal Dist'g Corp., 1210 Glendale-Milford Rd. Zip: 45215. Tel: 771-4250. Owner: Joe Westerhaus Jr.; Mgr.: Jack D. Pierce; Buyer: Paul Smith. (OS & RJ).  
 Branches: Louisville, Ky.; Columbus, Ohio.  
 Summit Dist's. Inc., 211 E. Fourth St. Zip: 45202. Tel: 241-6361. Owners: Jack White, Seymour Greenspan; Sales Mgr.: Harold R. Davis; Promo.: Bill Scull. (D).  
 Home office: Chicago, Ill.  
 Labels: Abel, Acuarious, All Platinum, Altair, Amsterdam, Audio Fidelity, Bazooka, BluesTime, Blue Thumb, Brunswick, CTI, Canyon, Cetron, Congress, Creed, Crescent, Delmark, Duo, Era, Excello, Flying Dutchman, Golden, Happy Tiger, Little David, Mainstream, Metromedia, Mr. G., Mobile Fidelity, Nasco, Nashboro, Ode '70, Off Spring, Revue, Shelter, Skye, Soul Clock, Stang, Uni, Up Front, Uptite, Vault, White Whale, Yew, Zodiac.  
 Supreme Dist'g Co., 1000 Broadway. Zip: 45202. Tel: 421-0747. Owner: Sam Klayman; Gen. & Sales Mgr.: Al Klayman; Promo.: Bob Lipka. (D).  
 Labels: ABC, Amy, Atlantic, Avco Embassy, Bluesway, Boone, Buddah, Caedmon, Chart, Command, Commonwealth United, Cotillion, Crewe, Dial, Dunhill, Dynamo, Fantasy, Fontana, Galaxy, Hickory, Impulse, Jamie/Guyden, Mala, Mercury, Monument, Musicor, Original Soul, Smash, Sound Stage 7, Stax, Tangerine, 20th Century-Fox.  
 Accessories: Fidelitone needles.  
 Wego, 6566 Montgomery Rd. Zip: 45213. Tel: 621-8710. VP: Charles Weiner. (D).  
 Labels: Fax, Praise, Prism, Solar, Sound Spectrum, Tip.

• **CLEVELAND (Area Code 216)**

All Label Rec. Serv. Inc., 7777 Exchange St. Zip: 44125. Tel: 524-4260. Pres.: Harry H. Budin; Mgr.: Donald Weiss. (RJ).  
 Branch: Phoenix, Ariz.  
 Capitol Recs. Dist'g Corp., 7777 Exchange St. Zip: 44125. Tel: 524-8200. (D).  
 Labels: Capitol, Angel, Melodiya/Angel, Seraphim, Cap-Latino, Apple, Crazy Horse, Fame, Harvest (UK), Invictus, KEF, 1-2-3, Zapple.  
 Phonographs: Capitol.  
 Accessories: Needles (Duotone); Capitol.  
 Claber Dist. Co. Inc., 16501 Rockside Rd. Zip: 44137. Tel: GR 5-1000. Buyer: Louis Rivituso. (RJ).  
 Columbia Recs. Sales, 3510 Chester Ave. Zip: 44114. Tel: 431-6300. Mgr.: Bud Rieland; Regional Promo. Mgr.: Jim Green; Promo. Mgr.: Marty Mooney. (D).  
 Labels: CBS, Columbia, Date, Epic, Harmony, Odyssey, Okeh, Barnaby, Fillmore, Gazette, Kinetic.  
 Phonographs: Masterwork.  
 Dean's House of Jazz Inc., 8601 Hough Ave. Zip: 44106. Tel: 231-9531. Pres. & Buyer: Wilbur E. Dean. (OS).  
 Brothers Rec. Dist's. Inc., 3224 Payne. Zip: 44114. Tel: 696-2133. Owner & Gen. Mgr.: Don George; Ass't Gen. Mgr.: Steve Evanoff. (D).  
 Labels: Brunswick, Canyon, Colossus, De-Lite, DeLuxe, Excello, Giant, Happy Tiger, Janus, Nashboro, Silver Fox, Stang, Westbound. (SEE ADVERTISEMENT)  
 Gaelic Imports, 3830 W. 25 St. Zip: 44109. Tel: 398-1548. Mgr.: Alex Hain. (I).  
 Home office: Chicago, Ill. (see for prod. imported).  
 Halmor Inc., 1541 E. 30 St. Zip: 44114. Tel: 523-1080. Pres. & Mgr.: Gene Halamway. (OS & RJ).  
 Handleman Co., 13900 Broadway, Garfield Heights 44125. Tel: 587-5550. Mgr.: Robert Prenatt; Buyer: Charles Young. (RJ).  
 Home office: Detroit, Mich.  
 Keynote Int'l Music Dist's., 1584 E. 31 St. Zip: 44114. Tel: 861-7286. Owner & Mgr.: John R. Gayer. (D).  
 Labels: Delta Int'l & other polka & int'l lines.  
 Liberty/UA Dist'g Corp.—Cleveland Branch, 7777 Exchange St. Zip: 44125. Tel: 524-4230. Mgr.: Byron Giles; Opns. Mgr.: Ralph Weiskopf; Promo.: Bob Ganim, Victor Perrotti, (Pittsburgh) Paul Randall. (D).  
 Labels: Blue Note, Liberty, Soul City, Sunset, Talespinners, United Artists, UA Int'l, UA Latino.  
 M C A Dist'g Corp., 1721 Superior Ave. E. Zip: 44114. Tel: 621-9770. District Mgr.: Bill Glaseman; Branch Mgr.: Bill Green; Promo. Mgr.: Lou Sicurezza.  
 Labels: Congress, Coral, Decca, Four Corners of the World, Kapp, Revue, Shamley, Uni, Vocalion, Berlitz, Bravo, MTA, Palette, Viva, Caedmon, Roulette.  
 Phonographs: Decca.  
 Main Line Recs. (div. of Main Line Cleveland Inc.), 1260 E. 38 St. Zip: 44114. Tel: 291-1800. Owner: J. J. Shipley; VP: Joseph Simone; Buyers: Noble Clark, Mal Vangar; Adv.: Sherman Lieberman; Promo.: Gary Lippe. (D).  
 Branches: Atlanta, Ga.; Pittsburgh, Pa.  
 Labels: A&M, AJP, Abnak, American Int'l, Ampex, Aphrodisiac, Athena, Audio Fidelity, Avco Embassy, Blue Horizon, Buddah, Camden, Canyon, Challenge, Chart, Chisa, Colgems, Colossus, Commonwealth United, Congress, Crewe, Curton, DGG, Deram, Direction, Double Shot, Douglas, Dynamo, Elektra, Event, Evolution, Fantasy, Forward, GNP Crescendo, Gordy, Gospel, Gross, Heliodor, Heritage, Hi, Hot Wax, Janus, Josie, Jubilee, Kama Sutra, Kirshner, Laff, Laurie, Little David, MGM, Monument, Motown, Musicor, National General, Nonesuch, Ode '70, Original Sound, Pace, Parrot, Pavilion, Polydor,

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Midwest Ltd. Inc., 2150 Hamilton Ave. Zip: 44114. Tel: 696-7666. Gen. Mgr.: Sheldon Tirk; Promo.: H. Levit, D. Prescott. (D).

Labels: Alvina, Amazon, Ame, Amsterdam, Astro, Audio Fidelity, Bang, Banyan Tree, Beverly Hills, Big Tree, Blue Angel, Blue Rock, Blues-Time, Buckboard, Buena Vista, CTI, Chalet, Colony, Cotillion, Cuca, Cye, DQ's, Dakar, Diamond, Double Bayou, Dyno, Embryo, Fiesta, Flying Dutchman, Fontana, Ford, Gateway, Gemini, Gold Award, Grecophon, Greyko, Haddon, International Artists, Intrepid, Ivanhoe, Jad, Jewel, Kerr, Keyboard Immortals, Limelight, Little Gems, Little LP's, MF, Mercury, Moira, Monmouth-Evergreen, Mothers, Notable, Offspring, Old Town, Oracle, Paula, Peachtree, People, Perception, Philips, Plantation, Pride, RSVP, Rama Rama, Rave, Rim, Ronn, SSS Int'l, Shama, Shout, Smash, Sound, Staff, Steady, Storytellers, Sun, Superesco, Syntonic Research, Taurus, Trash, Trip, True Gospel, Turntable, Up Front, Virtue, Wayside, Wet Soul, Whit, Wing, World Series.

Phonographs: Mercury.

Accessories: Walco needles.

Modern Rec. Serv. Inc., 18434 Cranwood Pkwy. Zip: 44128. Tel: 475-8900. Pres.: David W. Burke; Mgr. & Buyer: Robert A. Burke. (OS & RJ).

North American Music Corp., 2797 Hamilton Ave. Zip: 44114. Tel: 696-5300. Pres.: Charles E. Murray. (D, OS & RJ).

Branches: Macon, Ga.; Chicago, Ill.

Labels: Camden, Disneyland-Vista, Hilltop, Nashville, Pickwick.

Northern Rec. Sales (div. of Transcontinent Rec. Sales), 3040 Prospect Ave. Zip: 44115. Tel: 781-7080. Mgr. & Buyer: Don Rothenberg. (OS & RJ).

Home office: Buffalo, N.Y., Transcontinent Rec. Sales.

P I K S Corp., 2150 Hamilton Ave. Zip: 44114. Tel: 696-3156. Mgr.: Harvey Korman. (D & OS).

Labels: Avco Embassy, Canyon, Century City, Douglas, Forever, Laff, Little David, Music-O, Ovation, Republic.

Accessories: Carrying cases, needles (Walco); Disk-Go-Case.

Seaway Dist's., 12415 Euclid Ave. Zip: 44106. Tel: 421-8200. Gen. Mgr.: Robert V. Wilcox; Buyer: Wilson Smith; Promo.: Anthony Dercole, Mike Dragas. (D).

Labels: Acta, Amy, Arctic, Atco, Atlantic, Bell, Bright Star, Brook-lyn, Cadet, Carla, Checker, Chess, Clarion, Dial, Dionn, Dot, Duke, Dunwich, Enterprise, Fame, Focus, Heidi, Hickory, Hob, Jamie/Guyden, Karen, King, Like, Mace, Magic Touch, Mainstream, Mala, Moonglow, Paramount, Peacock, Phil-L.A. of Soul, Ranwood, Scepter, Simco, Sims, Stax, Steed, Time, Volt, Wand.

United Dist'g Inc., 2333 St. Clair. Zip: 44114. Tel: 696-4533. Pres.: Saul Moss; Mgr. & Buyer: Marvin Browdy. (OS & RJ).

**• COLUMBUS (Area Code 614)**

Robert & Co., 1910 Lockbourne Rd. Zip: 43207. Tel: 444-3137. Owners: Ray M. & Robert Benjamin. (D).

Labels: Cadet, Crown, Music-O, Plantation, Sun.

Royal Dist'g Corp., 1124 N. High St. Zip: 43201. Tel: 294-6511. Mgr. & Buyer: Bill Schaaf. (OS & RJ).

Home office: Cincinnati, Ohio.

**• DAYTON AREA (Area Code 513)**

Airtown Rec. Ents. Inc., 4 Woodland Ave. Zip: 45409. Tel: 224-4063. Owner & Mgr.: John Rettig. (D).

Labels: Airtown, Dooto, Exodus, Gregory, Heart Warming, Skye, Skylite, Terry.

Ambat Recs. (div. of Transcontinent Rec. Sales), 509 Xenia Ave. Zip: 45410. Tel: 256-4212. Mgr.: Martha Farris. (OS & RJ).

Home office: Buffalo, N.Y., Transcontinent Rec. Sales.

Dayton Rec. Serv. Inc., 24 W. Ferry St., Miamisburg 45342. Tel: 866-6431. VP: Joe Taylor; Mgr. & Buyer: Morris Leach. (RJ).

Home office: Portsmouth, Ohio.

Ohio Rec. Rack Dist's., 72 S. Main St., Miamisburg 45342. Tel: 866-3629. Owner: Chris Kondoff. (RJ).

**• PORTSMOUTH (Area Code 614)**

Dayton Rec. Serv. Inc., 24 Union St. Zip: 45662. Tel: 354-3188. Pres.: W. A. Carrington; VP, Mgr. & Buyer: Joe Taylor. (RJ).

Branch: Dayton, Ohio.

**• SPRINGFIELD (Area Code 513)**

Buckeye Recs. Co., 44 Warder St. Zip: 45504. Tel: 325-7313. Owner & Pres.: Asen Kristoff; VP, Mgr. & Buyer: Steve O'Neill. (OS & RJ).

**• TOLEDO (Area Code 419)**

Bartley Co., 1001 Brown Ave. Zip: 43607. Tel: 241-5563. Pres.: Richard Peckinpugh; Mgr. & Buyer: W. L. Crane Jr. (RJ).

Northwestern Dist's. Inc., 2836 Sylvania Ave. Zip: 43613. Tel: 479-5241. Owner, Mgr. & Buyer: George La Course. (RJ).

**• YOUNGSTOWN (Area Code 216)**

Mid-America Specialty Dist., 1028 Rayen St. Tel: 744-8668. Owner: Howard M. Rosen; Mgr.: Felix Lazazzera. (RJ).

Home office: Chicago, Ill.

Plaza Recs. Inc., 309 Boardman Plaza. Zip: 44512. Tel: 758-5795. Owners: Frank A. Valicenti, Jack Smith; Mgr.: Gerold Kaufman; Buyers: Singles, Jack Smith; Albums, Frank A. Valicenti, Branch: 37 Liberty Plaza. Zip: 44505. Tel: 759-1800. Mgr.: Thomas Temelkoff. (OS & RJ).

**OKLAHOMA**

**• OKLAHOMA CITY (Area Code 405)**

All Recs. Inc., 520 Classen Blvd. Zip: 73106. Tel: 235-3381. Mgr. & Buyer: Bill Hill. (OS).

B & K Dist'g Co. Inc. (div. of National Tape Dist's. Inc.), 129 NW 23 St. Zip: 73103. Tel: JA 5-7509. Mgr.: Cliff Keeton. (D).

Home office: Brookfield, Wis., National Tape Dist's. Inc.

Labels: ABC, Abnak, Alston, Anvil, Apt, Atco, Atlantic, Backbeat, Bluesway, Carla, Command, Conversa-Phone, Cotillion, Dakar, Dial, Diamond, Dolton, Duke, Dunhill, Dunwich, Embryo, Enterprise, Exello, Fantasy, Gamble, Grand Award, Hip, Imperial, Impulse, Janus, Jerden, Jetstar, Liberty, Little David, Living Language, Minit, Movietone, Music Guild, Nashboro, Peacock, Pete, Probe, Riverside, SGC, Stax, Sunset, Tangerine, 20th Century-Fox, Vault, Volt, Vortex, Westbound, Westminster, Young People's Recs.

Dulaney's Inc., 100 NW 44 St. Zip: 73118. Tel: 528-0511. Owner: L. T. Dulaney; Gen. Sales Mgr.: Jack McDonald; Mgr.: Clyde C. Ball. (D).

Labels: RCA, Camden.

MCA Dist'g Corp., 1733 NW 63 St., Zip: 73116. Tel: VI 3-3635. Sales Mgr.: Troy Bowen. (D).

Labels: Congress, Coral, Decca, Four Corners of the World, Kapp, Revue, Shambley, Uni, Vocalion, Berlitz, Bravo, MTA, Palette, Viva.

Phonographs: Decca.

Mid-Continent News Co., 7001 N. Broadway Expwy. Tel: 843-9383. Mgr.: Curley Albro. (RJ).

Home office: Tulsa, Okla., Oklahoma News. (OS & RJ)

Tri-State Christian Recs., 4512 S. Pennsylvania. Zip: 73119. Tel: MU 1-5733. Mgr.: Marion L. Clifton. (D).

Labels: RCA (religious recs. only), Christian Faith, Heart Warming, Supreme, Sword & Shield, Zondervan.

Western Mdrs. Inc., 133 NW 23 St. Zip: 73103. Tel: 525-3632. Mgr.: Junior Baldwin. (D, OS & RJ).

Home office: Amarillo, Tex. (see for prod. distributed).

**• TULSA (Area Code 918)**

Bill's T Recs. Inc., 19 N. Harvard. Zip: 74115. Tel: 939-6305. Owner & Pres.: Kenneth A. Horn; Mgr. & Buyer: Connie Moore. (OS).

Oklahoma News Co., 909 W. 23 St. Zip: 74107. Tel: 584-4754. Owner: R. Glenn White; Mgr.: Stanley E. White; Buyer: John Goodnight. (OS & RJ).

Branch: Oklahoma City, Okla., Mid-Continent News. (RJ).

**OREGON**

**• EUGENE (Area Code 503)**

Cascade Rec. Serv. (RJ). See Orwaka Dist'g Co.

Orwaka Dist'g Co., PO Box 767, 1014 Wilson. Zip: 97401. Tel: 345-6834. Mgr.: Gary Seiber; Sales Mgr. & Promo.: William P. Dwyer. (D, I & E), (RJ as Cascade Rec. Serv.).

Labels: Adelphi, Alkon, Archive of Folk & Jazz Music, Archive of Gospel Music, Archive of Piano Music, Arhoolie, Asch, Avant, Biograph, Blues Classics, Broadside, CLB, CMS, Cetra, Changes, Children's Rec. Guild, Concert-Disc, Counterpoint, County, Crystal, Delmark, Everest, Exello, Fidelity Sound, Folkways, Historical, Jazz Treasury, Kent, Major, Matchbox, Melodeon, Nessa, Old Timey, Origin Jazz Library, Period, RBF, Rebel, Riverboat, Roots, Scala, Scholastic, Sheffield, Sounds, Spivey, Spoken Arts, Stinson, Takoma, Testament, Touche, Tradition, Voyager, Yazoo, Young People's Recs., Zap.

Labels imported: Matchbox, Roots (UK).

**• MEHAMA (Area Code 503)**

International Consolidated, PO Box 928. Zip: 97384. Pres.: Virginia Scott; Nat'l Rep.: Mark Rayment; Promo.: Sherree Scott; Pub.: Glenn Scott. (D).

Home office: Los Angeles, Calif. (see for prod. distributed).

**• PORTLAND (Area Code 503)**

International Tapes Ltd., 2190 W. Burnside. Zip: 97210. Tel: 665-5166. Cable: ITL. Bd. Chm. & Pres.: David Mix. (D).

Labels: Capitol, RCA, Scepter, Wand.

Portland One Stop, 511 SW Sixth Ave. Zip: 97204. Tel: 226-3669. Owner & Mgr.: Martin C. McMahon; Buyers: Singles, Martin C. McMahon; Albums, Cecelia Rossmann. (OS).

Sea-Port One Stop (div. of Fidelity Northwest Inc.), 21 NE Seventh Ave. Zip: 97232. Tel: 234-0965. Mgr.: Tom Choate. (OS & RJ).

Home office: Seattle, Wash., Fidelity Northwest Inc. (SEE ADVERTISEMENT)

**• ROSEBURG (Area Code 503)**

Paul Jackson Whsle. Co., 1308 NW Park St. Zip: 97470. Tel: 672-4262. Pres.: Paul Jackson; Mgr. & Buyer: Bob Davis. (RJ).

**PENNSYLVANIA**

**• BETHLEHEM (Area Code 215)**

Rave, 415 Buchanan St. Zip: 18015. Tel: 865-1941. Mgr.: Joe Timmer. (D).

Labels: Apon, B&F, Chicago, Edelweiss, Fiesta, Jay Jay, Rave, Request, Rex, Stella.

**• CONEMAUGH (Area Code 814)**

Page Rec'g Co., 345 Second St. Zip: 15909. Tel: 539-8117. Owner, Mgr. & Buyer: Al Page. (D & RJ).

Labels: Arc, Coronet, Crown, Dyno, Gateway, Greyko, Hymntone, Jay Jay, Marjon, Nashville, Page, Rave, Request, Sacred, Seaway, Silverbell, Sing, Skylite, Somerset, Spin-O-Rama, Sword, Tambura, Time, Word, Wyncote.

**• ERIE (Area Code 814)**

Mobile Rec. Serv. Co., 2908 W. 33 St. Zip: 16506. Tel: 833-7038. Mgr. & Buyer: Jim McKnight. (OS).

Home office: Pittsburgh, Pa.

*continued on page 156*

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• **HARRISBURG (Area Code 717)**  
 D & H Dist'g Co., (Rec. & Tape Div.), 500 Terminal Rd., Camp Hill 17011. Tel: 761-2805. Mgr.: David Press; Buyer: Endo Corsetti. (D, OS & RJ). Exec. office: 2525 N. Seventh St. Zip: 17105. Tel: 236-8001.  
 Branches: Baltimore, Md. (OS & RJ); Cheverly, Md. (D).  
 Labels: A&M, ABC, Abnak, Acta, After Hours, Alshire, Ambassador, Ampex, Amos, Amy, Angel, Apple, Apple Honey, Arctic, Ashley, Atco, Atlantic, Audio Fidelity, Audio Spectrum, Avoca, BT Puppy, Backbeat, Bang, Bell, Blue Note, Bluesway, Blue Thumb, Bravo, Brother, Brunswick, Buch, Buddah, Buena Vista, Bunky, Cadet, Cadet/Concept, Camden, Canaan, Capitol, Challenge, Chart, Checker, Chess, Colgems, Columbia, Command, Coral, Crimson, Cumberland, Currom, Custom, DGG, Dakar, Date, Decca, Deram, Dial, Diamond, Disneyland-Visita, Dolton, Dooto, Dot, Double Shot, Douglas, Dunhill, Dyno, DynoVoice, ESP-Disk, Elektra, Elf, Epic, Eurotone, Evolution, Fantasy, Fiesta, Fleetwood, Fontana, Four Corners of the World, Fraternity, GNP Crescendo, GRT, Gamble, Gateway, Golden, Good Time Jazz, Gordy, Gross, Harmony, Heart Warming, Heritage, Hi, Hickory, Hilltop, Hob, Humorsonic, Immediate, Imperial, Impulse, Jad, Jamie, Jay Jay, Jubilee, Kama Sutra, Kapp, King, Kirshner, Laff, Laurie, Liberty, Limelight, Little Darlin', Living Language, London, Lost-Nite, MGM, Mainstream, Mala, Mercury, Mercury Wing, Modern, Monitor, Monument, Mother Goose, Motown, Mountain Dew, Music Disc, Musicor, NAL, Nashville, New Voice, Nonesuch, Ode, Original Sound, Pacific Jazz, Paramount, Parrot, Paula, Peter Pan, Phil-LA, of Soul, Phillips, Philly Groove, Pickwick, Plantation, Poppy, Post, Premier, Prestige, Probe, Project 3, RCA, Ranwood, Rave, Reprise, Request, Roulette, SSS Int'l, Sacred, Scepter, Sidewalk, Simon Says, Skye, Smash, Somerset, Soul, Soul City, Starday, Stax, Steed, Stella, Sun, Sunset, Sure, T-Neck, TRX, Tamla, Tennessee Sound, Tetragrammaton, Tower, 20th Century-Fox, Uni, United Artists, Up Front, Vanguard, Vee Jay, Veeep, Verve, Verve/Forecast, Viva, Vocalion, Volt, Wand, Warner Bros., Westminster, White Whale, Wing, World, World Pacific.  
 Accessories: Amberg, Le-Bo, Recoton. (SEE ADVERTISEMENT)

• **KINGSTON (Area Code 717)**  
 Record Town Inc., 449 Northampton St. Zip: 18704. Tel: 288-6536. Pres. & Mgr.: Joe Nardone. (RJ).

• **LEHIGHTON (Area Code 717)**  
 Barnes Rec. Dists., PO Box 296. Zip: 18235. Tel: 645-2321. Owner: William Barnes. (OS & RJ).

• **LEWISTOWN (Area Code 717)**  
 Mobile Rec. Serv. Co., 104 Logan St. Zip: 17044. Tel: 248-6442. Mgr.: John Hauser. (OS).  
 Home office: Pittsburgh, Pa.

• **PHILADELPHIA METROPOLITAN AREA (Area Code 215)**  
 (Also see listings in Camden, Cherry Hill & Pennsauken, N.J.)

A & L Dists. Inc., SE Corner 30 & Thompson Sts. Zip: 19121. Tel: PO 5-4300. Owner: Albert Melnick; Gen. & Sales Mgr.: Si Paul; Buyer: Gordon Gibson; Promo.: Herb Byrd, Marty Blume. (D, OS & RJ).

Labels: AGP, Academy, Afro, Amy, Audio Arts, Avoca, Bell, Beverly Hills, CBM, Conversa, Dearborn, Delmark, Dyer-Bennet, Elektra, Elf, Eurotone, Fantasy, Flashback, Galaxy, Glad-Hamp, Goldwax, Happy Time, Kent, Mala, Maxwell, Milestone, Mobile Fidelity, Modern, Monitor, Music Minus One, Proscenium, Nonesuch, Page One, Pickwick/33, Power, Philly Groove, Request. Sansu, Sphere Sound, TA, Yazoo.  
 Accessories: Le-Bo. (SEE ADVERTISEMENT)

American Rec. Sales Inc., 925 Arch St. Zip: 19107. Tel: 925-7100. Pres. & Buyer: Bill Buster; Mgr.: Ted White. (D, OS, I & E).  
 Labels: Eric, all 45 rpm oldies. (SEE ADVERTISEMENT)

Bandstand Rec. Serv. Opts. Mgr.: Phil DePrinzio; Sales Mgr.: Phil Slavin; Buyer: Rick Simone. (OS & RJ). See Chip's Dist'g.

Capitol Recs. Dist'g Corp., 7708 City Line Ave. Zip: 19151. Tel: 877-4167. (D).  
 Labels: Capitol, Angel, Melodiya/Angel, Seraphim, Cap-Latino, Apple, Crazy Horse, Fame, Harvest (UK), Invictus, KEF, 1-2-3, Zapple.  
 Phonographs: Capitol.

Accessories: Needles (Duo-tone); Capitol.  
 Chip's Dist'g (div. of Abkco Inds. Inc.), 2750 N. Broad St. Zip: 19132. Tel: (215) 226-4600. Pres. & Gen. Mgr.: Ernie Santone; Sales Mgr.: Mario Daulerio; Promo.: Alex Araco, Jerry Armour. (D, as Hitsville of Pennsylvania), (OS & RJ), as Bandstand Rec. Serv.).

Labels: Alfa, Alma, Archive, Avant Garde, Blue Horizon, Blue Rock, Canaan, Carnival, Chalom, Chestnut, Childcraft, DGG, Diamond, Disneyland-Visita, Dore, Dyno, Emarcy, Fidelity, Fleetwood, Fontana, GNP Crescendo, Gamble,

Gateway, Heliodor, Limelight, Mercury, Mira, Mirwood, Nugget, Peachtree, Philips, Playcraft, Polydor, Rave, Rim, Sacred, Smash, Spring, Stella, Virtue, Wayside, Word.  
 Accessories: Needles (Fidelitone). (SEE ADVERTISEMENT)

Columbia Recs. Sales, 4 Penn Center Plaza, Suite 224. Zip: 19103. Tel: LO 8-4445. Mgr.: Ed Masterson; Promo. Mgr.: Ted Kellems. (D).  
 Labels: CBS, Columbia, Date, Epic, Harmony, Odyssey, Okeh, Barnaby, Fillmore, Gazette, Kinetic.

Phonographs: Masterwork.  
 Norman D. Cooper Inc., 6222 Lebanon Ave. Zip: 19151. Tel: TR 8-9591. Pres.: Norman D. Cooper; Mgr. & Buyer: Val Shively. (OS).

Eastern Music Systems Corp., 334 N. Broad St. Zip: 19102. Tel: LO 4-4415. Pres.: Marvin Stein; Mgr.: Raymond Petrola. (OS).

Hitsville of Pennsylvania. Promo.: Ed Gilreath. (D). See Chip's Dist'g.  
 Labels: Chisa, Gordy, Motown, Rare Earth, Soul, Tamla, VIP, Weed.

The House of Sounds Inc., 10 N. Ninth St., Darby 19023. Tel: LU 6-0821. Pres.: John D. Lamonte. (RJ).

King Export Co., 15 N. 13 St. Zip: 19107. Tel: LO 7-6310. Pres.: Robert King. (E).

Marnel Dist. Co. Inc., 2512 N. Broad St. Zip: 19132. Tel: BA 6-1222. Pres.: Marshall Verbit; Gen. Mgr.: Marvin Slaveter; Sales Mgr.: Morris Sloan; Promo.: Ray Melanese, Alan Lott. (D).

Labels: Alegre, All Platinum, Ampex, Atlantic, Audio Fidelity, Backbeat, Bang, BluesTime, Calla, Candide, Commonwealth United, Contemporary, Colossus, Certron, DeLuxe, Dial, Dooto, Duke, ESP-Disk, Elephant V, Enterprise, Fiesta, Flying Dutchman, Grecophon, Gross, Jad, Josie, Jubilee, Keyboard, Laff, Laurie, LoLo, Mainstream, Mardi Gras, Nashville, Peacock, Prestige, Project 3, Raw, Relic, Riot, Roulette, SSS Int'l, San Francisco, Savoy, Shout, Sound Bird, Specialty, Stang, Starday, Stax, Sue, Tico, Tomorrow, Turnabout, Turntable, Volt, Vox.

Rec O Rac Dists., 7345 Westchester Pike, Upper Darby 19082. Tel: 734-1606. Owner, Mgr. & Buyer: Harry Blaufeld. (RJ).

Record Rendezvous Inc., 134 S. 20 St. Zip: 19103. Tel: LO 7-9424. Owner: Edward R. Marcus; Mgr.: Francine Edwina Morgan; Buyers: Singles, Francine Edwina Morgan; Albums, Edward R. Marcus. (D, OS & RJ).

Labels: Cimwitch, Oldies but Goodies, Psychephonic, Rendezvous, Rockin' Richie.  
 Richman Bros. Recs. Inc., 4308 Parkside Ave. Zip: 19104. Tel: 477-1742. Owners: Jerold, Allen & Richard Richman; Mgr.: Jerold Richman; Buyers: Mark Weinstein, Jerold Richman. (OS & RJ).

David Rosen Inc., 851-5 N. Broad St. Zip: 19123. Tel: CE 2-2907. Owner: David Rosen; VP: Harry Rosen; Opts. Mgr.: Lewis Rosen; Sales Mgr.: Irvin Dertler; Promo.: Marty Singer, Leonard Kanofsky, Jack Wellman, Alan Newnan. (D).

Labels: ABC, AJP, A/S, Amaret, Apt, Athena, Avco Embassy, Banner, Bethlehem, Bizarre, Bluesway, Buluu, Cadet, Cadet/Concept, Checker, Chess, Cotillion, Cross, Dakar, Deity, Dunhill, Dynamo, Embryo, Evolution, GRT, Head, Hickory, Hob, Hobbit, Impulse, Intrepid, Jamal, Julmar, King, Lionel, Living Language, Loma, Mace, Magic Carpet, Meka, Moira, Monument, Movietone, Musicor, Neptune, Post, Radnor, Reprise, Riverside, Scepter, Shama, Soft, Sound Stage 7, Stereo Dimension, Straight, Sure, Tambourine, Tangerine, Tiffany, Tri City, 20th Century-Fox, Virtue, Warner Bros., Young People's Recs.

Accessories: Le-Bo, Recoton.  
 Raymond Rosen Music Prods. Inc., 51 St. & Parkside Ave. Zip: 19131. Tel: TR 8-2200. VP & Gen. Mgr.: Alfred I. Rosenthal; Opts. Mgr.: Simon Swartz; Mdsq. Mgr.: Hugh Boyle; Sales Mgr.: Norman Umin; Buyer: Singles, Bill Means; Albums, Simon Swartz. (D, OS & RJ).

Labels: Ampex, Camden, Chart, Colgems, Gregar, Kirshner, Lost Nite, RCA, Victrola.  
 Phonographs: Qatron, RCA.

Accessories: Amberg, Le-Bo, Recoton. (SEE ADVERTISEMENT)

Scorpio Music Dists. Inc., 6720 N. Broad St. Zip: 19126. Tel: 549-5772. Pres.: Michael Adler; Mgr.: Steve Solotist; RJ Mgr.: Sy Cole; Promo.: Terry Arocco; Buyers: Singles, Pat Smith, Sy Cole; Albums, Michael Adler. (D, OS, RJ & E).

Labels: Close-outs, overstock & promotional goods including prod. from Blues Classics, BluesTime, Gold, Golden Time Machine of Oldies, Group Classics, Hammer, Hype, Head, Infinite, Candlelight, Java, Longfiber, Nutmeg, Pantomime, Promo, Real, Rendezvous, Sabre, Snowflake, Splatter, Standard, Thunder, Tone, Top Dollar, XYZ. (SEE ADVERTISEMENT)

Shulman Rec. Co. Inc., 428 N. 13 St. Zip: 19123. Tel: 627-4902. Pres.: Jerome Shulman; Gen. Mgr.: Manny Drucker; Adv. Mgr.: Marty Shultz; Buyer: Marty Friedman. (RJ).

Universal Rec. Dist. Corp., 919 N. Broad St. Zip: 19123. Tel: CE 2-3333. Owner: Harold B. Lipsius; Mgr.: Leonard Rakliff; Promo.: Ron Di Marino, Joseph Fiorentino, Bill Harper, Ritchie Tamburro, Buddy Dee. (D).

Labels: A&M, Acta, Atco, Buddah, Challenge, Crewe, Dot, London, London group, MGM, Original Sound, Paramount, Uni, Verve, White Whale. (SEE ADVERTISEMENT)

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Williams One Stop Inc., B17 N. Broad St. Zip: 19123. Tel: CE 2-2020. Owner: Sidney Williams; Buyers: Singles, Harry Alexander; Albums, Johnny Avila. (OS).

● **PITTSBURGH METROPOLITAN AREA (Area Code 412)**

Arc-Jay-Kay Dist'g Co. (div. of Handleman Co.), 941 Behan St. Zip: 15133. Mgr.: Fred Katz. (D & OS).

Home office: Detroit, Mich.

Labels: Abnak, Atco, Atlantic, Avco Embassy, Bang, Bell, Buddha, CTI, Cadet, Canyon, Cap-City, Checker, Chess, Colossus, Cotillion, De-Lite, Diamond, Fantasy, Fraternity, Gamble, Guyden, Happy Tiger, Jamie, Janus, Jewel, Jubilee, King, Living Language, Mainstream, Map City, Mega, Monument, Original Sound, Paula, RCA, Reprise, Savoy, Stang, Stax, Sue, Vanguard, Vault, Victor, Warner Bros., Westbound, White Whale.

Balkan Rec. Dists., RD 2, Concord Church Rd., Beaver Falls 15010. Tel: 843-0918. Mgr.: John Kriclich. (D).

Home office: Chicago, Ill.

Labels: Balkan Int'l, Czech, Greyko, Heritage.

East Coast Dists., 633 Liberty Ave. Zip: 15222. Tel: 281-6344. Owner & Mgr.: Nick Lomakin. (D, OS & RJ).

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

Empire Dist'g Co., 4610 Liberty Ave. Zip: 15224. Tel: 682-8437. Owner & Mgr.: S. R. Canterman. (OS & RJ).

Gaelic Imports, 749 Penn Ave. Zip: 15222. Mgr.: G. Gregory. (I).  
Home office: Chicago, Ill. (see for prod. imported).

Gold Rec Co., 4341 Ludwick St. Zip: 15217. Tel: 521-0373. Owner & Buyer: S. J. Goldstein. (OS & RJ).

Handleman Co., 941 Behan St. Zip: 15133. Mgr.: Vera Powell; Buyers: Singles, Jeannie Tann; Albums, Vera Powell. (RJ).  
Home office: Detroit, Mich.

Klein's Recs. Dists. Inc., 227 Fort Pitt Blvd. Zip: 15222. Tel: 261-6176. Owners: Isadore Klein; Mgr. & Buyer: Travis Klein. (D).

Labels: All Platinum, Bethlehem, Brunswick, Buddha, Canyon, De-Lite, Dooto, ESP-Disk, Fantasy, Fiesta, Gamble, Grecophon, Janus,

King, Laff, Milestone, Original Sound, Stang, Starday, Westbound, Zodiac.  
Accessories: Carrying cases (Amberg, Recoton); needies (Stand Still).

M C A Dist'g Corp., 1331 Fifth Ave. Zip: 15219. Tel: 391-4450. Sales & Promo. Mgr.: Rick Weber. (D).

Labels: Congress, Coral, Decca, Four Corners of the World, Kapp, Revue, Shamley, Uni, Vocalion, Berlitz, Bravo, MTA, Palette, Viva, Roulette.  
Phonographs: Decca.

Main Line Pittsburgh, 84 Van Braam. Zip: 15219. Tel: 471-6686. Mgrs.: Dick Iezzi, Bob Sholes. (D).

Home office: Cleveland, Ohio.

Labels: A&M, American Int'l, Athena, Blue Horizon, Canyon, Challenge, Chisa, Crewe, DGG, Deram, Dynamo, Elektra, Evolution, Forward, Gordy, Heliodor, Hi, MGM, Motown, Musicor, Nonesuch, Ode '70, Parrot, Polydor, Prestige, Rare Earth, Sire, Soul, Spring, Stormy Forest, Tamla, Threshold, Together, VIP, Verve.

Mid-America Specialty Dist., 2729 Brownsville Rd. Zip: 15227. Tel: 881-1100. Owner: Howard M. Rosen; Mgr.: Edward Beck. (RJ).  
Home office: Chicago, Ill.

Mobile Rec. Serv. Co., 2716 Penn Ave. Zip: 15222. Tel: 391-0452. Owner: Maurice F. Oseroff; Buyer: Harvey Campbell. Branch: 4432 Cole-ridge. Zip: 15201. Tel: 782-3287. Mgr.: Hans Schack. (OS).

Branches: Evansville, Richmond, Ind.; De Witt, Iowa; Kalamazoo, Mich.; Albany, N.Y.; Erie, Lewistown, Pa.; Friendly, W. Va.

● **SCRANTON (Area Code 717)**

Bellnash Dist'g Co., 80 Elmhurst Blvd. Zip: 18505. Tel: 347-8429. Pres. & Mgr.: Dick Plotkin. (D & RJ).

Labels: Bella, Beret, Debra, Gina, Little Gents Children's Recs., Marla, Midtown, Odessa, Review.

Accessories: Le-Bo.

● **TYRONE (Area Code 814)**

Central One Stop Inc., RD 4, Rt. 220. Zip: 16686. Tel: 684-3900. Pres.: Ronald Shaffer; Gen. Mgr. & Buyer: Richard Heaton. (D, OS & RJ).

Labels: Canaan, RPI, Sacred, Summit, Sword, Word.  
Accessories: Amberg, Recoton, Walco.

*continued on page 158*

# Chip away sales resistance in the Philadelphia market

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## RHODE ISLAND

- **PROVIDENCE (Area Code 401)**  
A B C Rec. & Tape Sales, 725 Branch Ave. Zip: 02904. Tel: 351-6700. Mgr.: Milton Israeloff. (RJ).  
Home office: Seattle, Wash.  
H. V. Papazian Corp., 387 Charles St. Zip: 02904. Tel: 351-5099. Owners: Harold V. Papazian, Haig Yaghoobian; Mgr. & Buyer: Haig Yaghoobian. (RJ).

## SOUTH CAROLINA

- **ABBEVILLE (Area Code 803)**  
Savitz Rec. Center Inc., 115 Court Sq. Zip: 29620. Tel: 459-2172. Owner & Mgr.: Allen Savitz; Buyer: Mae Waldrop. (OS).
- **CHARLESTON (Area Code 803)**  
Fox Music House, 483 King St. Zip: 29403. Tel: 722-0511. Owners: Otto, Maurice & Harold I. Fox; Mgr. & Buyer: Harold I. Fox. (OS).
- **COLUMBIA (Area Code 803)**  
Brown Sales Co., 1423 Ellerbe St. Zip: 29204. Tel: 787-3401. Owner: H. Grady Brown Jr.; Buyer: Stephen Sturkie. (RJ).

## 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. (D).  
Labels: Sing, Skylite, Temple, Worship, Sword & Shield, Christian Faith.
- **CLINTON (Area Code 615)**  
Rural Route Rec. Serv., Rt. 2, Barlow Rd. Zip: 37716. Tel: 457-0570. Owner: David Farmer. (D & OS).  
Labels: Alvic, Apt-2, Darn-L, Tawas.
- **COOKEVILLE (Area Code 615)**  
Rack Ents., 1570 Brown Ave. Zip: 38501. Tel: 526-5148. Mgr.: Gary Howell. (RJ).  
Branch: Nashville, Tenn., Sounds Inc. (D & OS).
- **KNOXVILLE (Area Code 615)**  
Knox Rec. Rack Co., 1539 Amherst Rd. Zip: 37921. Tel: 584-8531. Owners: Sam Morrison, Jay Jacobs; Gen. Mgr.: Jay Jacobs. (D & RJ).  
Label: RCA.  
Phonographs: Electra, Panasonic.  
Accessories: Recoton.  
McClung Appliance Co. Inc., 5915 Casey Dr. Zip: 37919. Tel: 584-8611. Gen. Mgr.: Albert W. Smith. (D).  
Labels: RCA, Camden, Victrola, Heart Warming, Chart.  
Phonographs: RCA.  
Accessories: Le-Bo, RCA.  
Tucker's Rec. Shop, 22 1/2 Market Sq. Zip: 37902. Tel: 522-9300. Owner & Mgr.: Martin T. Robertson. (OS).
- **MEMPHIS (Area Code 901)**  
Blackwood Bros. Rec. Dists., 209 N. Lauderdale. Zip: 38105. Tel: 527-4349. Owner: James Blackwood Sr.; Gen. Mgr. & Buyer: Doyle Blackwood. (D & OS).  
Labels: Audio Book, Capitol, Choice, Christian Faith, Columbia, Comfort, Decca, Heart Warming, Inspiration, RCA, Sing, Skylite, Songs of Faith, Supreme, Zondervan.  
Boss Ugly Bob Rec. Shop, 726 E. McLemore. Zip: 38106. Tel: 774-6400. VP: Claudette Catron. (OS).  
Hot Line Rec. Dist. Inc., 596 Lane Ave. Zip: 38105. Tel: 525-0756. Owner & Sales Mgr.: Jim Crudginton; Promo.: Philip Rauls, Leroy Little Jr. (D, OS & RJ).  
Labels: Abet, Amaret, Atco, Atlantic, Bang, Bethlehem, Camden, Chart, Colgems, Colossus, Commonwealth United, Creed, DeLuxe, Diamond, Dictation Disc, Dooto, Enterprise, Event, Fantasy, Federal, GRT, Galaxy, Gamble, Gospel, Gross, Happy Tiger, Hollywood, Intrepid, Jamie/Guyden, Janus, Josie, Jubilee, King, Kirshner, Koko, Laff, Nashboro, Nashville, Neptune, RCA, Raw, Redd Foxx, Savoy, Silver Fox, Specialty, Springboard, Stang, Starday, Stax, Sue, Sun, Twilight, USA, Volt, White Whale, Yew.  
Accessories: Fidelitone, Le-Bo.

M C A Dist'g Corp., 3132 Birchfield Dr. Zip: 38127. Tel: 358-6654. Mgr.: Graham Hedeker; Promo. Mgr.: Paul Lovelace. (D)  
Labels: Congress, Coral, Decca, Four Corners of the World, Kapp, Revue, Shamley, Uni, Vocalion, Berlitz, Bravo, MTA, Palette, Viva, Caedmon.  
Phonographs: Decca.

Musical Isle of America Inc. (An Entertainment Serv. of Transamerica Corp.). Mgr.: Bill Biggs; Buyer: Harvey Kilgore. (RJ). See Record Sales Corp. (SEE ADVERTISEMENT)

Poplar Tunes Inc., 308 Poplar Ave. Zip: 38103. Tel: 525-6348. Owners: Joe Cuoghi, Frank Berretta, John Naverese; Mgr.: Frank Berretta; Buyers: Singles, Frank Berretta; Albums, Linda Alter. (OS)

Record Sales Corp., 3000 Fleetbrook Dr. Zip: 38116. Tel: 332-3650. Mgr.: Bill Biggs; Promo.: R&B, Robert Lee; Pop, Stan Daniel. (D), (RJ) as Musical Isle of America Inc.  
Home office: Los Angeles, Calif., Musical Isle of America Inc.

Labels: A&M, ABC, Amy, Avco Embassy, Backbeat, Bell, Blue Note, Boom, Buddah, Cadet, Cadet/Concept, Checker, Chess, Chisa, Command, Cotillion, Crash, Dakar, Deram, Dollie, Dot, Double Shot, Duke, Dunhill, Duo, DynoVoice, Elektra, GNP Crescendo, GRT, GWP, Garrison, Giant, Goldwax, Hi, Hob, Imperial, Impulse, Jewel, Kapp, Kent, Laurie, Liberty, Living Language, Loma, London, Mala, Mellow, Minit, Modern, Money, Monument, Movin, Musciland, Musicor, Pacific Jazz, Paramount, Parrot, Paula, Peacock, Press, Rare Earth, Reprise, Revue, Roulette, Scepter, Song Bird, Sound Stage 7, Straight, Sun, Sunset, Sureshot, Statue, Tangerine, Tetragrammaton, Tribe, Tru-Glo, 20th Century-Fox, Uni, United Artists, VIP, Veep, Wand, Warner Bros., World Pacific, York.

Record Vending Inc., 746-748 Galloway St. Zip: 38105. Tel: 525-8673, 526-7594. Pres.: Sidney Melvin; Mgr.: Jim McCormick. (RJ).  
Branch: Nashville, Tenn.

Tri-State, PO Box 11522, Zip: 38115; 3373 Park Ave. Zip: 38111. Tel: 324-6786. Mgr.: Style Wooten; Promo.: Thomas Grissom. (D)

Labels: Allandale, BMS, Burchten, Calten, Camaro, Designer, Great Sounds of Memphis, M&W, Mid-South, Montego, Park Grand, Pee Gee, Pleasure Time, Pretty Girl, Prime, STZ, Spinnin' Square, Style, Styleway, Taver, Ten-Tex, Torino, Tri-State, Wooten, Zavier.

### ● NASHVILLE (Area Code 615)

Cerron Corp. Music Div., 1226 16 Ave. S. Zip: 37212. Tel: 383-5137. Dir.: Aubrey Mayhew; Sales Dir.: Herb Dale; Nat'l Promo. Mgr.: Jeff Clark. (Exec. office only). Branch: 112 16 Ave. S. Zip: 37212. Tel: 244-9704. Regional Dir.: Lee Davis. (D, OS & RJ).  
Branches: Tempe, Ariz.; Los Angeles, Calif.; San Antonio, Tex.

Country Music Nashville, PO Box 701. Zip: 37202. Tel: 297-4967. Owner & Mgr.: R. Murray Nash. (OS)

Musical Isle of America Inc. (An Entertainment Serv. of Transamerica Corp.), 606 Fessler Ln. Zip: 37210. Tel: 256-0635. Mgr.: Harvey Kilgore. (RJ).  
Home office: Los Angeles, Calif. (SEE ADVERTISEMENT)

Music City One Stop, 127 Lafayette St. Zip: 37202. Tel: 256-4115. Gen. Mgr. & Buyer: John Thomas. (OS). See Music City Rec. Dist. Inc.  
Music City Rec. Dist. Inc., 25 Lincoln St. Zip: 37202. Tel: 255-7315. Owner: Hutch Carlock; Promo.: John Mitchell Jr. (D), (OS as Music City One Stop).

Labels: A&M, ABC, Abbott, Abet, All Platinum, Amy, Atco, Atlantic, Audio Book, Avco Embassy, Backbeat, Bamboo, Bang, Bell, Bethlehem, Bluesway, Buddah, Cadet, Calla, Canyon, Chart, Checker, Chess, Childcraft, Commonwealth United, Crescent, Curtom, Dearborn, De-Lite, DeLuxe, Dial, Dot, Duke, Dunhill, Elf, Enterprise, Excello, Fantasy, Federal, Fontana, Four Corners of the World, Fun-E, Galaxy, Gamble, Golden, Goldwax, Gross, Hickory, Hob, Hollywood, Hot Wax, Huff Puff, Impulse, Jad, Jubilee, Kama Sutra, Kapp, Kent, King, Koko, La Louisianne, Laurie, Limelight, Mala, Mercury, Metromedia, Minaret, Modern, Monument, Musicor, Nashboro, Nashville, Neptune, New Voice, Ode, Page One, Paramount, Par-T, Pavilion, Peacock, Philips, Philly Groove, Plantation, Playcraft, Polydor, Raw, Rebel, Redd Foxx, SSS Int'l, Scepter, Show Biz, Silver Fox, Smash, Sound Stage 7, Specialty, Stang, Starday, Stax, Steed, Stop, Storytellers, Sun, TA, T-Neck, Tangerine, Top & Bottom, 20th Century-Fox, Twinnight, Vanguard, Volt, Wand, Wayside, Weiss, Wet Soul, Windfall, Wing.  
Phonographs: Belair, Borg-Warner.  
Accessories: Fidelitytone, Freedman Artcraft, Le-Bo.

Music Town Rec. Dist., 728 16 Ave. S. Zip: 37203. Tel: 244-4127. Mgr.: S. Hahn. (D & OS).

Home office: Fort Wayne, Ind., Tri-State Dist. Labels: Same as home office except for Motown group.

Record Vending Inc., 467 Chestnut St. Zip: 37202. Tel: 256-6946. Pres.: Sidney R. Melvin. (RJ).  
Home office: Memphis, Tenn.

Sounds Inc. (div. of Rack Ent.), 626 Ewing Ave. Zip: 37203. Tel: 256-6208. Gen. Mgr.: Gene Amonette. (D & OS).

Home office: Cookeville, Tenn., Rack Ent. (RJ). Labels: American Int'l, CoBurt, Heritage, MGM, Stormy Forest, Verve, Verve/Forecast.

Southern Rec. Dist., 467 Chestnut St. Zip: 37203. Tel: 254-1991. Pres.: Sidney R. Melvin; Mgr.: Jimmy Green; Promo.: Hugh King. (D & OS).

Labels: ATAC, Abnak, Accent, Advent, Airtown, Amaret, Ariel, Audio Fidelity, Bashie, Beverly Hills, Blue Thumb, Brunswick, Buena Vista, Canaan, Chart, Crewe, Curtom, DCA, DEK, DJM, Dakar, Desire, Diamond, Diamond Jim, Disneyland-Vista, Dooto, Double Shot, Event, Evolution, Fania, Flying Dutchman, GNP Crescendo, Generation, Gordy, Gospel, Heart Warming, Impulse, International Artists, Ivanhoe, Jewel, K-Ark, Kashe, Lamp, Mainstream, Mothers, Motown, Musicor, Musicstown, Original Sound, Paula, People, Polydor, Prestige, Probe, Project 3, Ranwood, Ronn, Roulette, Royal American, Savoy, Shamley, Sing, Skylite, Soul, Sue, Tab, Tamla, Team, Tico, Timmy, Tonsil, Uptite, VIP, Whit, White Whale, Yew.

## TEXAS

### ● AMARILLO (Area Code 806)

Western Mdrs. Inc., PO Box 1969, 401 S. Adams. Zip: 79105. Tel: 376-6251. Owner: Sam Marmaduke; Mgr.: R. H. Williamson; Asst. Mgr.: Ed Perry. (D, OS & RJ).

Branches: Oklahoma City, Okla., Houston, Tex. Labels: Victor, Red Seal, Camden, Victrola, Colgems, Gregar, Kirshner, Poppy.

### ● ARLINGTON (Area Code 817)

J. L. Marsh Inc. (div. of Pickwick Int'l Inc.) PO Box 1443, 3107 Ave. "E" E. Zip: 76010. Tel: 261-0303. Mgr.: Jim Scheuchl. (RJ).

Home office: Minneapolis, Minn., Heilicher Bros. (D).

### ● AUSTIN (Area Code 512)

Tom Bishop Whsle., Box 119, Rt. 5. Zip: 78704. Tel: 282-1932. Owner & Gen. Mgr.: Tom Bishop. (D & RJ).

Labels: Bego, Bernal, Buena Suerte, Capri, Chacalaca, Cometa, Del Rio, Dominante, El Pato, El Zarape, Freddie, Gutti, Impacto, Magda, Marsol, Tear Drop.

### ● DALLAS (Area Code 214)

A B C Rec. & Tape Sales, 4841 Tophine Dr. Zip: 75247. Tel: 637-4580. Mgr.: Herb Tourville. (RJ).  
Home office: Seattle, Wash.

Adleta Co., 1914 Cedar Springs. Zip: 75201. Tel: 741-3151. Owners: E. C. Adleta Jr., H. J. Adleta; Gen. Mgr.: David Eisenlohr. (D).

Labels: Victor, Red Seal, Camden, Victrola, Colgems, Gregar, Kirshner, Poppy.

Phonographs: RCA.  
Arc-Jay-Kay Dist'g Co. (div. of Handleman Co.), 2931 Irving Blvd. Zip: 75247. Tel: 637-2440. Mgr.: Marion Coburn. (D & OS).

Home office: Detroit, Mich.

Labels: A&M, Amazon, Anvil, Atco, Atlantic, Audio Fidelity, Avco Embassy, Bethlehem, Bright Orange, Cadet, Calla, Candide, Canyon, Chart, Checker, Chess, Chisa, Commonwealth United, Community, Cotillion, Dakar, Dial, Dunwich, Elephant V, Enterprise, Federal, Fiesta, Focus, GNP Crescendo, Gordy, Gropophon, Happy Tiger, Head, Hip, Janus, Juno, Kent, King, La Louisianne, Map City, Modern, Moonshot, Motown, Music Master, Naz, Neptune, Original Sound, Plantation, Pompeii, Project 3, Ranwood, Rare Earth, Respect, Roulette, Royal American, SGC, SSS Int'l, San Francisco, Skye, Soul, Stax, Sun, Tamla,

Turnabout, VIP, Volt, Vox, Weed, Westbound, Workshop.

B & K Dist'g Co. Inc. (div. of National Tape Dist. Inc.), 1411 Round Table Dr. Zip: 75427. Tel: ME 7-1920. Mgr.: William C. Burton; Sales Mgr.: Tom Sims; Promo.: Al Mathias. (D & OS).

Home office: Brookfield, Wis., National Tape Dist. Inc.

Labels: Alshire, Archive, Blue Thumb, Buddah, Buena Vista, DGG, Disneyland-Vista, Heliodor, International Artists, Kama Sutra, Loma, MGM, Prestige, Reprise, Savoy, Solid State, Stereo Fidelity, Tetragrammaton, United Artists, Veep, Venture, Verve, Warner Bros.

Big State Rec. Dist'g Corp., 1337 Chemical St. Zip: 75207. Tel: 631-1100. Gen. Mgr.: Bill Emerson; Sales Mgr.: Wright L. Borden; Promo.: Alta Hayes, John B. Rogers, Roger Bland, Scott Foster. (D & OS), (RJ as Records of Dallas).

Labels: A&M, AGP, AJP, Abnak, Airtown, Alston, Amaret, Amazon, Amy, Aquarian, Arctic, Ashley, Astro, Avenue South, Atco, Athena, Atlantic, BT Puppy, Backbeat, Bamboo, Bashie, Bell, Black Prince, Blue Note, Chisa, Colossus, Commonwealth United, Congress, Cotillion, Cotique, Creed, Cyclone, DDC, Dade, Dakar, Dart, DeLite, Deram, Dial, Diamond, Dionn, Direction, Dooto, Double Shot, Duke, Elf, Enterprise, Era, Event, Evolution, Excello, Fantasy, Flaming Arrow, Flashback, Fraternity, Front Page, Galaxy, Gamble, Goldwax, Gordy, Happy Tiger, Heritage, Hi, Hickory, Hip, Hob, Honor Brigade, Imperial, Jad, Jamie, Janus, Jetstar, Josie, Jubilee, K-Ark, Karen, Kent, Keymen, Koko, LHI, Laff, Lamp, Laurie, Liberty, Lock, London, Look, MJ, Mainstream, Mala, Metromedia, Midnight Sun, Minaret, Minit, Moc, Modern, Moira, Monument, Mothers, Motown, Musicor, Nashboro, Ode 70, Pacific Jazz, Page One, Parrot, Pa-R-T, Paula, Peacock, People, Phil-L-A of Soul, Philly Groove, Plantation, Pompeii, Pzazz, Rare Earth, Revue, Ronn, Roulette, SGC, SSS Int'l, San Francisco, Savoy, Scepter, Scram, Show Biz, Silver Fox, Smif, Whit, Song Bird, Soul, Soul City, Soul Clock, Sound Stage 7, Specialty, Stang, Starday, Stax, Stoneflower, Sun, TA, Tamla, Threshold, Toddlin' Town, Top & Bottom, Twinnight, Uni, Vesuvius, Volt, Wand, Weiss, Wet Soul, Whit, White Whale, Whiz, Windfall, World Pacific, Vanguard, Zodiac. (SEE ADVERTISEMENT)

Capitol Recs. Dist'g Corp., 6730 Oakbrook Blvd. Zip: 75235. Tel: 637-1890. (D)

Labels: Capitol, Angel, Melodiya/Angel, Seraphim, Cap-Latino, Apple, Crazy Horse, Fame, Harvest (UK), Invictus, KEF, 1-2-3, Zapple.

Phonographs: Capitol.  
Accessories: Needles (Duotone); Capitol.

Columbia Recs. Sales, 8808 Empress Row. Zip: 75247. Tel: ME 1-5680. Regional Sales Dir.: Norm Ziegler; Mgr.: Joe Mansfield; Promo. Mgr.: Bill Williams, Bill Heard. (D)

Labels: CBS, Columbia, Date, Epic, Harmony, Odyssey, Okeh, Barnaby, Fillmore, Gazette, Kinetic.

Phonographs: Masterwork.

H & W One Stop Recs., 3109 Grand Ave. Zip: 75215. Tel: 421-7396. Owner & Buyer: Walter Jackson; Mgr.: O. C. McGee. (OS)

Handleman Co., 2931 Irving Blvd. Zip: 75247. Tel: 631-2943. Mgr.: George Braun; Buyers: Singles: Alice Merrill; Albums, George Braun. (RJ).

Home office: Detroit, Mich.

M & S Rec. Serv., 2020 Housley Dr. Zip: 75228. Tel: 321-3161. Owner & Buyer: M. Lauer; Mgr.: Sylvia Lauer. (RJ)

M C A Dist'g Corp., 139 Cole St. Zip: 75207. Tel: 748-5925. District Mgr.: Tom Rodden; Branch Mgr.: Jack Parker; Promo. Mgr.: John Davis. (D)

Labels: Congress, Coral, Decca, Four Corners of the World, Kapp, Revue, Shamley, Uni, Vocalion, Berlitz, Bravo, MTA, Palette, Viva, Caedmon, Elektra.

Phonographs: Decca.

continued on page 160

# ELECTRA DISTRIBUTING CO.

1914 West End Avenue, Nashville, Tenn. 37203

## AUDIO CONSULTANTS

CUSTOM CONSOLES

DISTRIBUTOR FOR ALTEC LANSING

Phone (615) 255-8444

continued

Records of Dallas, 1345 Chemical St. Zip: 75207. Tel: 631-7264. Buyers: Singles, Alta Hayes; Albums, Ken Marrs. (RJ). See Big State Rec. Dist'g Corp.

Royal Disc Dists., Inc. (div. of Alltapes Inc.), 9009 Governors Row. Zip: 75247. Tel: 631-1530. Mgr.: Jack Bernstein; Promo.: John Lewis. (D). Home office: Chicago, Ill.

Labels: Mercury, Phillips, Smash, Fontana, Lighthouse, Intrepid, Wayside, Peachtree, Virtue.

Transcontinental Music Corp., 4845 Cash Rd. Zip: 75247. Tel: 637-0552. VP: Glen Mosley. (RJ). Home office: New York, N.Y., Transcontinental Investing Corp.

Westex Rec. Serv. Inc., 1102 Lupo St. Zip: 75247. Tel: ME 7-1810. Mgr.: David Gibson; Buyers: Singles, Charles Miller; Albums, David Gibson. (OS).

• **EL PASO (Area Code 915)**

M. B. Krupp Dists. Inc., 311 S. Santa Fe St. Zip: 79901. Tel: 532-4961. Owner: M. B. Krupp. (D & OS).

Labels: (English) A&M, ABC, Alshire, Amy, Arctic, Argo, BT Puppy, Backbeat, Bang, Bell, Bluesway, Boone, Buddha, Bunky, Cadet, Cadet/Concept, Calla, Chart, Checker, Chess, Diamond, Double Shot, Duke, Dunhill, GNP Crescendo, Gamble, Hip, Hurricane, International Artists, Jad, Jamie, Jetstar, Jubilee, Laurie, Look, Mala, Original Sound, Paula, Phil-L.A. of Soul, Philly Groove, Plantation, Ranwood, Roulette, SSS Int'l, Shout, Silver Fox, Stax, Stop, Sundi, T-Neck, Toddlin' Town, 20th Century-Fox, Volt, Wand, White Whale, Whittier, Whiz; (Spanish) Bego, Bravo, Bronco, Chico, Colonial, Columbia, Cometa, Corona, DLV, Del Valle, Disco Grande, Discuba, Eco, El Zarape, Falcon, Fuentes, Ideal, Ivan, Keyloc, Musart, Nopal, Norteno, Oro, Peerless, Primovox, Sombrero, Texas, Tomi, Valmon.

Star Discos Recs., 102 Texas Ave. Zip: 79946. Tel: 533-7508. Owner: Joseph Gillman; Mgr.: Dora P. Gillman; Buyers: Singles, Joe Gillman; Albums, Dora Gillman; Promo.: Rose Ganem. (OS).

Sunland Supply Co. Inc., 2227 Texas Ave. Zip: 79901. Tel: 533-5901. Pres.: William M. Shapiro; Promo. & Buyer: Victor De Anda. (D OS & RJ).

Labels: Audio Fidelity, Caedmon, Children's Rec. Guild, Cricket, Cumberland, DGC, Fiesta, Folkways, Hi, King, Living Language, London group, Monitor, Musart, Original Sound, Specialty, Starday, Urania, Vanguard, Vox, Young People's Recs., all Mexican lines.

• **FORT WORTH (Area Code 817)**

Bluebonnet Recs., PO Box 10188, 1041 Isbell Rd. Zip: 76114. Tel: MA 6-3502. Owner: Ed Manney. (O).

Labels: Bluebonnet, Manco, Spotlight.

• **HOUSTON (Area Code 713)**

Acme Dist'g Co., 3743 University Blvd. Zip: 77005. Tel: 665-0741. Owner & Mgr.: Kenneth Parish. (RJ).

Capitol Recs. Dist'g Corp., 6400 Westpark Dr., Suite 265. Zip: 77027. Tel: 782-7922. (O).

Labels: Capitol, Angel, Melodiya/Angel, Seraphim, Cap-Latino, Apple, Crazy Horse, Fame, Harvest (UK), Invictus, KEF, 1-2-3, Zapple.

Phonographs: Capitol.

Accessories: Needles (Duotone); Capitol.

Central Sales Corp., 91 Dennis. Zip: 77006. Tel: CA 4-2626. Mgr. & Buyer: Marge McIntyre. (OS).

H. W. Daily Inc., 314 E. 11 Ave. Zip: 77008. Tel: 861-6868. Owners: H. W. Daily Jr., Don Daily; Sales Mgr.: Bud Daily; Promo.: Bill Ham; Buyers: Singles, Pete Karlman; Albums, David Bennett. (D & OS), (OS as Margie's One-Stop), (RJ as Records of Houston).

Labels: AGP, Abnak, Alshire, Amaret, Amazon, Amy, Aquarian, Arctic, Ashley, Astro, Athena, Bayou, Bell, Bethlehem, BluesTime, Boone, Chart, Colossus, Contemporary, Crazy Cajun, D, DeLuxe, Deram, Diamond, Double Shot, Douglas, Dynamo, Elf, Era, Eric, Event, Fantasy, Federal, Flying Dutchman, Fraternity, GWP, Galaxy, Gamble, Goldwax, Good Time Jazz, Highland, Holiday Inn, Hollywood, Honor Brigade, Immediate, Indigo, Ivanhoe, Jamie, Jetstar, Jewel, Jin, Josie, Jubilee, Judell, King, LHI, Laurie, London, Look, MLV, MOC, Mainstream, Mala, Maverick, Metro-media, Minaret, Musicor, Nashville, Original Sound, Ovide, Page One, Parrot, Paula, Pzazz, Phil-L.A. of Soul, Philly Groove, Plantation, Press, Rampart, Ronn, SSS Int'l, Sire, Soul Clock, Specialty, Starday, Stoneway, Stop, Sue, Sun, Swallow, TA, Threshold, Top & Bottom, Tug Boat, Turntable, Uni, Vanguard, Vault, Venture, Volare, Whiz, Windfall. (SEE ADVERTISEMENT)

Handleman Co., 7432 Ardmore St. Zip: 77021. Tel: 747-0151. Mgr.: Douglas Kirkness; Buyers: Douglas Kirkness, Jerry Hackler. (RJ).

Home office: Detroit, Mich.

Art Jones & Co. Inc., 4301 Gulf Fwy. Zip: 77023. Tel: 748-6000. Owner: Art Jones; Mgr.: W. L. Whitehead. (C).

Labels: Victor, Red Seal, Camden, Victrola, Colgems, Gregar, Kirshner, Poppy.

Liberty/UA Dist'g Corp.—Houston Branch, 2701 Louisiana, Suite 203. Zip: 77006. Tel: 528-2919. Mgr.: Murray Habbaz; Ass't Mgr.: Joe Zimmerman; Promo.: Gerri Miller. (O).

Labels: Blue Note, Liberty, Soul City, Sunset, Talespinners, United Artists, UA Int'l, UA Latino.

Lotassco, PO Box 10860, 1634 Wakefield Dr. Zip: 77018. Tel: 686-1155. Owner & Mgr.: Albert H. Eickenhorst. (OS & RJ).

Margie's One-Stop (div. of H. W. Daily Inc.), 2005 Polk. Zip: 77003. Mgr.: Margie Kufkel. (OS).

Merrbach Rec. Serv., 323 W. 14 St. Zip: 77008. Tel: 862-7077. Owner: N. F. Merrbach. (D).

Labels: Blue Star, Bogan, E-Z, Lore, Mustang, Rockin (A), Swinging Square; all square dance labels.

National Tape & Rec. of Texas Inc. (div. of National Tape Dists. Inc.), 5631 Old Clinton Rd. Zip: 77020. Tel: 675-7527. Mgr.: Lawrence M. Rosmarin. (RJ).

Home office: Brookfield, Wis.

Record Serv. Co. Inc., 614 Dennis. Zip: 77006. Tel: 528-5521. Mgr.: J. R. Reeder Jr.; Sales & Promo.: Tex Schofield, Tony Tamburrano. (O, OS & RJ).

Labels: AGP, Abet, All Platinum, Alshire, Amazon, Anla, Anna, Avenue South, Back Door, Bang, Black Prince, Blast Off, Blue Fox, Burt, Busy B, Canaan, Cajun Classics, Canyon, Charay, Chart, Chestnut, Crazy Cajun, Circle B, Country Artists, Creed, De-Lite, Diamond, Dooto, Double Bayou, Duke, Eleventh House, Excello, Fed, Feron, Fun, Fun-n-y, Galico, Goldband, Gold Sun, Good 'n Country, Gulf Coast, Hickory, Honor Brigade, Indigo, International Artists, Isle-City, Ivanhoe, Jad, Jana, Jin, Jude, K-Ark, Kermit, Kik-R, Kram, Kramer, La Louisianne, Living Language, MGM, Master, Melon, Midnight Sun, Minaret, Mirror, Misty, Montel, Music City, Nutt & Jeff, Nasco, Nashboro, Orbit, Pacemaker, Par-T, Peacock, People, Plantation, Pride, Quartercash, Raid, Rebel, Renegade, Republic, Risque, Rosebud, Royal American, Ruff, SSS Int'l, Salmar, Shout, Silver Fox, Spar, Spindletop, Stang, Stonegate, Stoneway, Stop, Sumpter, Sun, Swallow, TRX, Tonka, Topartist, Trash, Turntable, Unlimited, Up Front, Venus, Viking, WCI, Wet Soul, Wide World, Winchester, Wisdom, Wow.

Records of Houston (div. of H. W. Daily Inc.), 316 E. 11 Ave. Zip: 77008. Tel: 861-8108. Pres.: Donald M. Daily, Mgrs.: Bud & Don Daily; Buyers: Pete Karlman, David Bennett. (RJ).

Record Specialty's Co., PO Box 19132, 9799 Pine-lake. Zip: 77024. Tel: 468-2765. Owner & Mgr.: Harvey Hood. (RJ).

United Rec. Dist. Co., 1613 St. Emanuel St. Zip: 77003. Tel: 228-8151. Owner: Steve Poncio; Mgr.: J. D. Copley; Promo.: Victor Dolezal. (D & OS).

Labels: Backbeat, Calla, Dolton, Duke, Jewel, Monument, Paula, Peacock, Prestige, Savoy, Scepter, Sound Stage 7, Uni, Wand, White Whale.

Western Msdrs. Inc., 2916 White Oak Dr. Zip: 77077. Tel: 861-3179. Mgr. & Buyer: Ronald Lewis. (D, OS & RJ).

Home office: Amarillo, Tex. (see for prod. distributed).

• **SAN BENITO (Area Code 512)**

Rio Grande Music Co., PO Box 861, 119 S. Sam Houston Blvd. Zip: 78586. Tel: 399-1471. Owner: Paco Betancourt; Mgr. & Buyer: John F. Phillips. (D & OS).

Labels: Alfa, BCM, Bego, Bernal, Blue Star, Bogan, Bronco, Buena Suerte, Capri, Chemiro, Chico, Cima, Coast, Cobra, Colonial, Columbia, Cometa, Corona, DLV, Dela, De La Rosa, Del

Sur, Del Valle, Del West, Disco Grande, Do-Re-Mi, E-Z, El Pato, El Zarape, Escorpion, Falcon, Fame, Firma, Flecha, Gabe, Gapoca, Hurricane, Ideal, Impacto, Jilguero, Jox, Keyloc, Lira, Lore, Magda, Marsol, Mex-Melody, Musart, Mustang, Nopal, Norco, Norteno, Nuevo, Orfeon, Oro, Peerless, Popular, RCA, Relampago, Rio, Rival, Rockin (A), Rosina, Rovi, Ru-Tee, Sombrero, Sunslow, Swinging Square, Tear Drop, Texas, Tomi, Vallado, Valmon, Zaz.

• **WHARTON (Area Code 713)**

B & C Discount Music Center, 241 W. Milam. Zip: 77488. Tel: 532-9260. Owner: Bill Cole. (OS).

**UTAH**

• **SALT LAKE CITY (Area Code 801)**

A B C Rec. & Tape Sales, PO Box 15607, 3575 South 700 West. Zip: 84115. Tel: 266-3548. Mgr.: Ray Peterson. (D, OS & RJ).

Home office: Seattle, Wash.

Labels: A&M, Argo, Buena Vista, Cadet, Cadet/Concept, Checker, Chess, Disneyland-Vista, Four Corners of the World, Gordy, Kapp, Mo-town, Musicor, Ranwood, Riverside, Tamla, 20th Century-Fox.

Accessories: All lines.

Cordova's Importers & Dists., PO Box 16065, 543 West Third North. Zip: 84116. Tel: 355-0642. Owner & Mgr.: Carl C. Cordova. (D).

Labels: Bego, Chico, Columbia (Mexican), Corona, DLV, Del Norte, Del Valle, Eco, El Zarape, Hurricane, Ideal, Infal, Keyloc, Lira, Musart, Norteno, Nuevo, Orfeon, Peerless, Sombrero.

Accessories: Needles (Recoton).

Huish Dist'g Co., 2525 South Eighth West. Zip: 84115. Tel: 486-7611. Owner: Paul W. Huish; Mgr.: Ross J. Davis; Promo.: Ron Buxton. (D, OS & RJ).

Labels: Victor, Red Seal, Camden, Victrola, Colgems, Gregar, Kirshner, Poppy.

Mountain West Dist. Inc., 2195 SW Temple. Zip: 84115. Tel: 467-0202. Owners & Buyers: R. A. Brower, Rulon G. Reynolds; Mgr.: R. A. Brower. (D & RJ).

Labels: Capitol, Columbia, London, RCA.

C. Vern Yates, 436 East Fourth South. Zip: 84111. Tel: 328-3119. Owner: C. Vern Yates. (O).

Labels: Blue Star, Dance Along, Folk Dancer, Folkraft, Glenn, Hi Hat, MacGregor, Old Timer, Roper, Sets in Order, Top, Wagon Wheel, Windsor.

**VERMONT**

• **ST. JOHNSBURY (Area Code 802)**

St. Johnsbury Rec. Dists. Inc., PO Box 248. Zip: 05819. Tel: 748-8150. Owner & Buyer: Loren D. Phelps; Mgr.: Keith A. Phelps. (RJ).

• **SOUTH BURLINGTON (Area Code 802)**

Almor Playtime Co. Inc., Dorset St. Zip: 05401. Tel: 864-4087. Mgr.: Ray Baron. (D, OS, & RJ).

Home office: Amsterdam, N.Y. (see for prod. distributed).

**VIRGINIA**

• **ALEXANDRIA (Area Code 703)**

Handleman Co., 6700 Fleet Dr. Zip: 22319. Tel: 971-2008. Mgr.: Robert Bryan; Buyers: Singles, Phyllis Seymour; Albums, Don Levine. (RJ).

Home office: Detroit, Mich.

• **ARLINGTON (Area Code 703)**

Giant Music Whslers. Inc., 2611 Columbia Pike. Zip: 22204. Tel: 527-4420. Mgr.: Paul Teare. (OS).

Home office: Falls Church, Va.

• **FAIRFAX (Area Code 703)**

Giant Music Whslers. Inc., 9416 Main St. Zip: 22030. Tel: 591-4528. Mgr.: James Ballard. (OS).

Home office: Falls Church, Va.

• **FALLS CHURCH (Area Code 703)**

Giant Music Whslers. Inc., 133 S. Washington St. Zip: 22046. Tel: 532-8884. Owner: Jack Shaver; Buyer: Skip Blackburn. (OS & RJ).

Branches: Arlington, Fairfax, Va. (OS only).

• **McLEAN (Area Code 703)**

Dance Recs., 7915 Lewinsville Rd. Zip: 22101. Tel: 356-9113. Owners & Mgrs.: Dick & Sheila Mason. (D & I).

Labels: CEM, Dance Along, Hctor, Pye, Roper, SMC, Telemark, Sydney Thompson (for ballroom dancing).

Labels imported: CBS, IDTA, MPS, NDS, Philips, Polydor, Pye, Saba, Silver Dollar, Starlife, Sydney Thompson, Eric Winstone.

### ● RICHMOND (Area Code 703)

Dean's One Stop Ltd., 214 E. Main St. Zip: 23219. Tel: 648-0169. Pres.: Dean Hogue; Mgr.: Robert Marshall. (OS & RJ).

Liberty/UA Dist'g Corp.—Richmond Branch, 2111 Spencer Rd. Zip: 23230. Tel: 288-3053. Mgr.: Adam Strickland. (D).  
Labels: Blue Note, Imperial, Liberty, Soul City, Sunset, Talespinners, United Artists, UA Int'l, UA Latino.

Pat's One Stop (div. of Entertainment Inc.), PO Box 2219. Zip: 23217. Tel: MI 8-4791. Pres.: Pat Cohen. (OS & RJ). (SEE ADVERTISEMENT)

### ● ROANOKE (Area Code 703)

Turner Candy Co., 516 Rorer Ave. SW. Zip: 24016. Tel: 342-0500. Owner: A. L. Turner Jr. (RJ).

### ● SALEM (Area Code 703)

Sav-A-Stop, 2001 Apperson Dr. Zip: 24153. Tel: 342-8916. VP & Gen. Mgr.: N. Bostick Mink; Sales Mgr.: Cy A. Carper; Buyer: Sherrill Vance. (RJ).  
Home office: Jacksonville, Fla.

## WASHINGTON

### ● AUBURN (Area Code 206)

G/9 Dist'g Corp., Conn-Seattle Bldg., 242 S. 301. Federal Way 98002. Tel: WA 7-9142. Gen. Mgr.: Ron Biberthaler; Regional Sales Mgr.: Doug Hewitt. (D).  
Labels: Brownstaff, Clark, Double J, Feasible, Pete, RAFTA, Statka, Wasp.

### ● BELLEVUE (Area Code 206)

M T W Rec. Sales, PO Box 171. Zip: 98009. Tel: 827-5866. Pres. & Mgr.: Michael T. Wing. (D).  
Labels: MTW, Duckbilled Platters.

### ● SEATTLE (Area Code 206)

A B C Rec. & Tape Sales, 729 S. Fidalgo St. Zip: 98108. Tel: 763-8600. Pres.: Lou Lavinthal; Mgr.: Chuck Blacksmith. (D & RJ).  
Branches: Los Angeles, Calif. (D & RJ); Denver, Colo. (D, OS & RJ); Atlanta, Ga. (OS & RJ); Chicago, Ill. (D & RJ); Des Moines, Iowa (OS & RJ); Detroit, Mich. (OS & RJ); Kansas City, Mo. (OS & RJ); Cherry Hill, N.J. (OS & RJ); New York, N.Y. (D); Providence, R. I. (RJ); Dallas, Tex. (RJ); Salt Lake City, Utah (D, OS & RJ).  
Labels: A&M, ABC group, Berlitz, Bravo, Congress, Coral, Decca, Dot, Four Corners of the World, Imperial, Kapp, Liberty, Limelight, London, MTA, Mercury, Motown, Palette, Reprise, Revue, Shamley, Uni, United Artists, Viva, Vocalion, Warner Bros.  
Phonographs: Decca.

Ballard Rec. Dist., 5512 20 Ave. NW. Zip: 98107. Tel: SU 2-8616. Owner: H. S. Johnson. (D & I).  
Labels imported: Camden, Fontana, Musica, Odeon, Philips, RCA Victor, Rytm, Svensk-American, Swedish Society, Telstar, Triola (all Scandinavian prod. only).

Capitol Recs. Dist'g Corp., 115 N. 85 St., Suite 230. Zip: 98103. Tel: 784-3066. (D).  
Labels: Capitol, Angel, Melodiya/Angel, Seraphim, Cap-Latino, Apple, Crazy Horse, Fame, Harvest (UK), Invictus, KEF, 1-2-3, Zapple.  
Phonographs: Capitol.  
Accessories: Needles (Duotone); Capitol.

Craig Corp., 540 S. Front St. Zip: 98108. Tel: RO 3-2450. Sales Mgr.: Jim Fuscaldo. (D).  
Labels: Columbia, Epic, CBS, Date, Harmony, Odyssey, Okeh, Ode, Barnaby, Fillmore, Gazette, Kinetic.  
Phonographs: Masterwork.

Disc City One Stop, 410 Elliott Ave. W. Zip: 98119. Tel: AT 2-7555. Owner & Mgr.: Larry Dolgoff; Buyers: Singles, Billy Dolgoff; Albums, Norma Bigelow. (OS).

Fidelity Northwest Inc., 5301 Shilshole Ave. NW. Zip: 98107. Tel: 784-9100. Pres.: Otto Brandt; VP: Wallis J. Tolles; Opns. Mgr.: Mark H. Anderson; Promo.: Steve Fischler, (RCA) Jack Gifford. (D), (OS as Seattle Rec. One Stop); (RJ as Washington Rec. Outlet).  
Branch: Portland, Ore., Sea-Port One Stop (OS & RJ).  
Labels: Abet, Airtown, Amos, Archives, Artia, Arvee, Audio-Lab, Backbeat, Bakersfield Int'l, Bethlehem, Blue Creek, Blue Onion, Bolo, Bunky, Calla, Camden, Candide, Chart, Co&Ce, Colgems, Compass, Conversa-Phone, Cotillion, Crescent,

Crimson, Dakar, Debutone, Double Shot, Dover group, Drew, Duke, ESP-Disk', Era, Excello, Fat Fish, Federal, Fontana, 49th State, Four Corners of the World, Fraternity, GRT, GWP, Gamble, Great, Groove, Hi Fi, HiFi/Life, Hip, In-Arts, Independence, In-Sound, International Artists, Jack O'Diamonds, Kanaka, Kapp, King, Kirshner, LHI, Makaha, Mayfield, Mobile Fidelity, Moira, Music Masters, Nashboro, Nola, Nolta, Oro, Pacific Jazz, Parliament, Parlo, Peacock, Pete, Phi-Dan, Philips, Poppy, Prestige, Pulsar, RCA, RSVP, Ranwood, Request, Rice, Ripcord, Rojac, Seafair, Sidra, Silver Fox, Smash, Soul City, Stop, Supraphon, Tag Ltd., Tay-Ster, Turnabout, Two & Two, Urannia, Vault, Vegas, Victrola, Vox, Wayside, White Whale, World Pacific. (SEE ADVERTISEMENT)

General Rec. Serv. Inc., 6565 Seventh Ave. S. Zip: 98108. Tel: RO 7-7444. Pres. & Gen. Mgr.: Paul H. Portteus; Buyers: Singles, Dave West; Albums, P. J. Portteus, Bob Lumsden. (RJ).

Huffine Dist'g Corp., 3131 Western Ave. Zip: 98121. Tel: AT 4-8633. Pres. & Mgr.: Andy Huffine. (D).

Labels: AGP, All Platinum, Amazon, Bell, CTI, Chalef, Colossus, Connoisseur Society, DC, Dictation Disc, Elf, Evolution, Fiesta, Flashback, GNP Crescendo, Golden Crest, Goldwax, Greco, Hickory, Jed, Jewel, Kent, Modern, Monitor, Music Minus One, Notable, Ovation, Page One, Paula, Philly Groove, Plantation, SSS Int'l, Show Biz, Spar, Specialty, Stang, Stereo Dimension, Stone Way, Sun, TA, TRX, Thunder Bird, Waikiki, Windfall.

Major Dists. Inc., 620 Bright St. Zip: 98107. Tel: 789-1600. Owners: C. P. Paxchall, J. E. Gollighur, R. G. Anderson; Gen. Mgr.: R. G. Anderson; Buyer: E. W. Bill Moore. (D & RJ).  
Labels: Alshire, Camden, Crown, Diplomat, Disneyland-Vista, Happy Time, Panda, Pickwick/33, Premier, Somerset, Sunset, Talespinners, Unart.  
Accessories: Le-Bo, Transcriber.

Seattle Rec. One Stop (div. of Fidelity Northwest Inc.), 309 Boren Ave. N. Zip: 98109. Tel: 284-8990. Mgr.: Lew Choate. (OS).

Transcontinental Music Corp., 9860 40 Ave. S. Zip: 98118. Tel: 725-2500. Mgr.: Al Zangrillo. (RJ).  
Home office: New York, N. Y., Transcontinental Investing Corp.

Washington Rec. Outlet (div. of Fidelity Northwest Inc.), 309 Boren Ave. N. Zip: 98109. Tel: 284-8990. Mgr.: Dave Smith. (RJ).

### ● SPOKANE (Area Code 509)

Music Box, 417 W. Riverside Ave. Zip: 99201. Tel: MA 4-9123. Owner: D. A. Drivdahl. (OS).

## WEST VIRGINIA

### ● CHARLESTON (Area Code 304)

Elkins Rec. Shop, 160 Court St. Zip: 25301. Tel: 343-7833. Owner & Buyer: M. Z. Red Elkins. (OS).

### ● FRIENDLY (Area Code 304)

Mobile Rec. Serv. Co., PO Box 67. Zip: 26146. Tel: 657-2748. Mgr.: Don R. Gretz. (OS).  
Home office: Pittsburgh, Pa.

### ● HUNTINGTON (Area Code 304)

Music Man Inc., 1941 Third Ave. Zip: 25703. Tel: 522-7551. Pres. & Mgr.: F. J. McGlynn; Buyers: Singles, C. L. Blankenship; Albums, David Johnson. (OS).  
Republic Ents. Inc., 1020 Sixth Ave. Zip: 25701. Tel: 525-3801. VP: Michael Neumeyer. (OS).

## WISCONSIN

### ● BROOKFIELD (Area Code 414)

National Tape Dists. Inc., 3515 N. 124 St. Zip: 53005. Tel: 781-2200. Pres.: James J. Tiedjens; VP: Robert E. Well; Nat'l Sales Mgr.: M. A. Waak; Mds. Mgr. & Purchase Dir.: F. G. Rohloff. (Exec. office only).  
Branches: San Francisco, Calif., Melody Sales Co., Inc. (D), National Tape & Rec. of California Inc. (RJ); Torrance, Calif., California Rec. Dists. Inc. (D), Hitsville Inc. (D), Merit Dist'g Corp. (D, I), M-Stop (OS), National Tape & Rec. of California Inc. (RJ), Pacific Music Import & Export Corp. (I & E); Atlanta, Ga., Stereo South (D), National Tape & Rec. of Georgia Inc. (RJ); Linden, N.J., National Tape & Rec. of New Jersey Inc. (RJ); Oklahoma City, Okla., B&K Dist'g Co. Inc. (D); Dallas,

*continued on page 162*

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Tex., B&K Dist'g Co. Inc. (D, 05); Houston, Tex., National Tape & Rec. of Texas Inc. (RJ); Milwaukee, Wis., National Tape & Rec. of Wisconsin (RJ).

• **BURLINGTON (Area Code 414)**

Music Mart, 164 E. Washington St. Zip: 53105. Tel: 763-3361. Pres.: Robert Ruedebusch; Buyers: Singles, Lucille Waardenburg; Albums, Jeannette Kuhn. (05).

• **EAU CLAIRE (Area Code 715)**

Arrow Racks, 1609 Laurel Ave. Zip: 54701. Tel: 832-2533. Owner: R. W. Meyer. (RJ).

• **GREEN BAY (Area Code 414)**

Packerland Chemical Corp., 1820 Morrow St. Zip: 54301. Tel: 435-4497. Pres.: C. Hilbert. (RJ).

• **KENOSHA (Area Code 414)**

Hoffman's, 5707 Sixth Ave. Zip: 53140. Tel: 0L 7-7858. Owner: Joseph Hoffman; Mgr. & Buyer: Rose Hoffman. (05).

• **MADISON (Area Code 608)**

Rapid Sales Co. Inc. (RJ). See Tell Music Dists. Inc. Tell Music Dists Inc., 1019 Jonathan Dr. Zip: 53713. Tel: 271-2661. Owner: Rolf V. Voegelin; Sales Mgr.: Roger A. McDowell; Promo.: Joseph A. Liptak; Buyer: Donald E. Smith. (D), (RJ as Rapid Sales Co. Inc.). Labels: A&M, Abnak, Accent, Amos, Ashley, Bang, Buena Vista, Canaan, Challenge, Checkmate, Dearborn, Disneyland-Vista, Elektra, GNP Crescendo, Heart Warming, Jetstar, Loma, Metromedia, Mustang, Nashville, Nonesuch, Pageant, Polydor, Ranwood, Sacred, Shout, Small World, Soma, Starday, Stereo Dimension, Stereoditties, Straight, Tetragrammaton, Vegas, White Whale, Word.

• **MILWAUKEE METROPOLITAN AREA (Area Code 414)**

M C A Dist'g Corp., 325 E. Chicago St. Zip: 53202. Tel: 272-1086. Mgr.: Bob Blie. (D). Labels: Congress, Coral, Decca, Four Corners of the World, Kapp, Revue, Shamley, Uni, Vocalion, Berlitz, Bravo, MTA, Palette, Viva. Phonographs: Decca.

Modern Rack Sales Inc. Mgr. & Buyer: Ronald C. Burbey. (05 & RJ). See John O'Brien Dist'g Inc.

National Tape & Rec. of Wisconsin (div. of National Tape Dists. Inc.), 530 N. 22 St. Zip: 53233. Tel: 342-3885. Mgr.: Gene Reske. (RJ). Home office: Brookfield, Wis.

John O'Brien Dist'g Inc., 5825 N. 96 St. Zip: 53225. Tel: 462-5590. Owner & Sales Mgr.: John F. O'Brien; Gen. Mgr.: Robert A. Hertzberg. (D), (05 & RJ as Modern Rack Sales Inc.).

Labels: Atco, Atlantic, Buddah, Cadet, Cadet/Concept, Checker, Chess, Colossus, Cotillion, Destination, Dial, Diamond, Dot, Dynamo, Flying Dutchman, Focus, Gordy, Guyden, Jamie, Jewel, King, Mainstream, Motown, Musicor, Paramount, Paula, Plantation, Polydor, Roulette, Royal American, SSS Int'l, Soul, Stax, Sun, Tama, Time, USA, Uni, Volt.

Radio Doctors Inc., 240 W. Wells St. Zip: 53203. Tel: 276-6422. Owner: L. M. Glassman; Mgr.: Stuart L. Glassman. (05). Branch: 2225 N. Third St. Zip: 53212. Tel: 562-7607. Mgr.: Michael Mowers. (05).

Record City Inc. (div. of Taylor Electric Co.), PO Box 2359. Zip: 53212. Tel: 241-3970. Mgr.: Harold E. Rietz; Buyer: Gordon C. Pelzek. (05 & RJ).

Taylor Electric Co., 1000 Donges Bay Rd., Mequon 53092. Tel: 241-4321. Owner: James A. Taylor; Mgr.: Peter D. Stocke; Promo.: Dave Steffen; Buyer: Vera Ugoretz. (D, 05 & RJ), (also 05 & RJ as Record City Inc.). Branch: Chicago, Ill. (D).

Labels: Allegro, Audiophile, Boone, Calla, Camden, Colgems, Cricket, Cuca, Don Joe Polka, Gateway, Happy Time, Hickory, Hilltop, Hob, Kirshner, Lodestar, Mace, Mobie, Oxboro, Pickwick/33, Poppy, RCA, Recar Polka, Request, Rod, Scepter, TRX, Victrola, Wand. Phonographs: RCA.

Accessories: Amberg, Crest, Franco, Lear Jet, Le-Bo, Pick-a-Disc.

• **RACINE (Area Code 414)**

B S U/Soulville, 507 Main St. Zip: 53403. Tel: 634-9633. Owner: John Huennekens; Mgr. & Buyer: Bob Huennekens. (05 & RJ).

• **WAUSAU (Area Code 715)**

B M I Music Dists., 229 Third St. Zip: 54401. Tel: 842-3995. Pres.: Robert C. Peyovich; Mgr.: R. Elliott; Sales Mgr. & Promo.: Chet Martin. (05 & RJ).

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# tape wholesalers OF THE U.S.

• Distributors • One-Stops • Rack Jobbers • Importers & Exporters

The wholesale function(s) of all companies is set in bold face and parenthesis after each listing. The following abbreviations identify these functions. (D) Distributor; (OS) One Stop; (RJ) Rack Jobber; (I) Importer; (E) Exporter. The identification of a branch or home office is indicated only when it differs from that of the listing.

## ALABAMA

### • ATTALLA (Area Code 205)

Reliable Recs. & Tape Co. Inc., Rt. 3. Zip: 35954. Tel: 538-6043. Owner & Buyer: C. R. O'Neal. (RJ).

### • BIRMINGHAM (Area Code 205)

Alabama Auto Parts Co., 514 S. 18 St. Zip: 35233. Tel: 322-7601. Pres.: Terry Siegal; Mgr.: Howard Edge. Branches: 3329 N. 27 St., North Birmingham 35207. Tel: 322-0688; 5505 First Ave. S., Woodlawn 35212. Tel: LY 2-8129. Branch: Cullman, Ala.

Cartridge 8-tr.: All lines.  
Angel Tape Dist. Co., 3003 Sixth Ave. Zip: 35233. Tel: 328-2548. Owner & Buyer: Robert H. Angel; Mgr.: David Ivey. (D, OS & RJ).

Cartridge 8-tr.: ABC, Ampex, Atco, Atlantic, Capitol, Columbia, Decca, Dooto, GRT, Gordy, Gross, Heart Warming, ITCC, Jubilee, Kapp, Liberty, MGM, Mercury, Motown, NAL, Philips, RCA, Reprise, SOF, Scepter, Smash, Soul, Tamla, United Artists, Warner Bros.

Cassette: Ampex, Atco, Atlantic, Capitol, Columbia, Decca, Dooto, GRT, Gordy, Heart Warming, ITCC, Jubilee, Kapp, Liberty, MGM, Mercury, Motown, NAL, Philips, RCA, Reprise, SOF, Scepter, Smash, Soul, Tamla, United Artists, Warner Bros.  
Playback equip.: Craig, Soundtech, Toyo.  
Accessories: Le-Bo.

Music Center Rec. Dist., 1400 Second Ave. N. Zip: 35204. Tel: 251-8252. Mgr. & Buyer: Virgil Lugar. (OS & RJ).

Nel-Bran (div. of Nelson-Brantley Glass Co. Inc.), 300 S. 22 St. Zip: 35205. Tel: 328-4310. Pres.: Larry D. Striplin Jr.; Branch Mgr.: Travis T. Lackey; Tape Mgr.: Miss Jan Catanzano. Branch: 9101 Fourth Ave. S. Zip: 35206. Tel: 836-6253. (D).

Branches: Fayette, Florence, Mobile, Montgomery, Ala.

Cartridge 8-tr.: A&M, Ampex, Capitol, Columbia, Decca, GRT, Gross, Heart Warming, ITCC, Jubilee, Liberty, Mercury, Motown, RCA, Reprise, Skylite, Warner Bros.; Word.

Cassette: Sub-dist. for Ampex, Capitol, Columbia, Decca, GRT, ITCC, Mercury, Motown, RCA, Warner Bros.

Playback equip.: Capitol, Hitachi, Lear Jet, Marquis, Muntz, Sharp; sub-dist. for Ampex, Bell & Howell.

Accessories: Caddies (Amberg, Capitol, RCA, Recoton); head cleaners (ITCC); blank tapes & cassettes (Magnum, Recoton).

Victory Rec. Serv. Co. Inc., 1608 First Ave. N. Zip: 35204. Tel: 324-9505. Owner & Mgr.: Morris S. Corona; Buyer: Mrs. M. S. Corona. (OS & RJ).

### • CULLMAN (Area Code 205)

Alabama Auto Parts Co., 900 Second Ave. W. Zip: 35055. Mgr. & Buyer: Verley Calvert. (D).  
Home office: Birmingham, Ala.  
Cartridge 8-tr.: All lines.

### • FAYETTE (Area Code 205)

Nel-Bran (div. of Nelson-Brantley Glass Co. Inc.), 315 Caine St. Zip: 35555. Tel: 932-6755. Mgr.: Charles Cummings. (D).  
Home office: Birmingham, Ala. (see for prod. distributed).

### • FLORENCE (Area Code 205)

Nel-Bran (div. of Nelson-Brantley Glass Co. Inc.), 201 Eugenia St. Zip: 35630. Tel: 764-0784. Mgr.: Paul Risner. (D).  
Home office: Birmingham, Ala. (see for prod. distributed).

### • MOBILE (Area Code 205)

Merchants Specialty Inc., 1316-18 Dauphin Island Pkwy. Zip: 36605. Tel: 473-6000. Owner & Buyer: Jimmie Otto Rogers; Mgr.: Shelbie J. Steiner. (RJ).

Music City Rec. Serv. Inc., 4008 Dauphin Island Pkwy. Zip: 36605. Tel: 471-2437. Mgr. & Buyer: Raeford Booth. (RJ).

Nel-Bran (div. of Nelson-Brantley Glass Co. Inc.), 403 St. Louis St. Zip: 36602. Tel: 433-2557. Mgr.: Jerry Philips; Sales: Janie Philips. (D).  
Home office: Birmingham, Ala. (see for prod. distributed).

### • MONTGOMERY (Area Code 205)

C & S Electronics Inc., 2827 W. Edgemont Ave. Zip: 36108. Tel: 288-8382. Pres.: Stuart F. Graydon; VP: Mike Houchin; Gen. Mgr.: Bob Carter. (D & I).

Nel-Bran (div. of Nelson-Brantley Glass Co. Inc.), 750 W. Fairview Ave. Zip: 36105. Tel: 269-4337. Mgr.: Joe Pouncey; Sales: Mildred Newman. (D).  
Home office: Birmingham, Ala. (see for prod. distributed).

## ARIZONA

### • PHOENIX (Area Code 602)

A R C Inc., 2029 N. Black Canyon Hwy. Zip: 85009. Tel: 252-4013. Buyer: M. Grover. (D), (OS as Arizona One Stop).

Cartridge 8-tr. & cassette: A&M, ABC, Ashley, Atco, Atlantic, Backbeat, Bang, Bell, Bluesway, Boone, Cadet, Chart, Checker, Chess, Command, Cotillion, Dakar, Deram, Diamond, Dooto, Duke, Dunhill, Elektra, Enterprise, Fantasy, GRT, Gamble, Grand Award, Hi, Hickory, Hob, Impulse, Jamie, Janus, Kapp, King, Little David, London, Mala, Metromedia, Monument, Musicor, Nonesuch, Parrot, Paula, Plantation, Polydor, Ranwood, Roulette, SGC, SSS Int'l, Scepter, Sire, Sound Stage 7, Starday, Stax, Sun, Tangerine, 20th Century-Fox, Uni, Volt, Wand, White Whale, Windfall.

All Label Rec. Serv. Inc., 704 E. Weldon St. Zip: 85014. Tel: 279-3154. Mgr. & Buyer: Jim Robinett. (RJ).

Home office: Cleveland, Ohio. (D & RJ).

Arizona One Stop (OS). See ARC Inc.  
Arizona Western Supply (div. of Arizona Sundries), 2950 N. 30 Ave. Zip: 85017. Tel: 272-1383. Owner: George Souvall; Mgr.: John Youmans; Buyer: E.R. Simonds. (D & RJ).

Cartridge 8-tr., cassette & open reel: All lines.  
Playback equip.: Lear Jet, Tenna.  
Accessories: Amberg, Le-Bo, Walco.

Associated Dists. Inc., 3803 N. 36 Ave. Zip: 85019. Tel: 278-5584. Mgr.: Leonard M. Singer; Buyer: Angela C. Singer. (D, OS & RJ).

Cartridge 8-tr.: Ampex, Capitol, Columbia, DGG, Decca, Del Valle, Dooto, Double Shot, Enterprise, Fiesta, GRT, Gordy, Gross, Heart Warming, Hob, Jubilee, Kapp, Laff, Liberty, Mercury, Modern, Modiner, Motown, Musart, Original Sound, Pickwick, Polydor, RCA, Rare Earth, Scepter, Soul, Stax, Tamla, United Artists, Volt, Whittier, Word.  
Cassette: Ampex, Capitol, Columbia, DGG, Decca,

Del Valle, Dooto, Double Shot, Enterprise, Fiesta, GRT, Gordy, Gross, Heart Warming, Hob, Jubilee, Kapp, Laff, Liberty, Mercury, Modiner, Motown, Musart, Original Sound, Pickwick, Polydor, RCA, Rare Earth, Scepter, Soul, Stax, Tamla, United Artists, Whittier, Word.  
Playback equip.: Belair, Norelco.  
Accessories: Amberg, Le-Bo.

Transcontinental Music Corp., 3036 N. 30 Ave. Zip: 85017. Tel: 272-9343. Mgr.: Jack Sharpe. (RJ).  
Home office: New York, N.Y., Transcontinental Investing Corp.

### • TEMPE (Area Code 602)

Certron Corp. Music Div., 1710 S. McClintock. Zip: 85281. Tel: 967-8638. Mgr.: Gene Goodwin. (D, OS & RJ).

Home office: Nashville, Tenn.  
Cartridge 8-tr.: Certron, Vivid Sounds, Vivid Country Sounds, Falcon, Sunglow.  
Cartridge 4-tr.: Falcon, Sunglow.  
Cassette: Same as 8-tr.

Open reel: Certron, Vivid Sounds, Falcon, Sunglow.  
Accessories: Blank loaded tape (Certron).

## ARKANSAS

### • LITTLE ROCK (Area Code 501)

Bill Fisher Auto Air Conditioning Inc., 2905 Cantrell Rd. Zip: 72202. Tel: 664-0275. Pres.: W.S. Fisher Jr.; Mgr. & Buyer: W.S. Fisher III. (D, OS & RJ).

Cartridge 8-tr. & cassette: All lines.  
Playback equip.: Lear Jet, Norelco.  
Accessories: Blank loaded tape, storage cases, various accessories (Athena, Lear Jet, Le-Bo, Norelco).

Sieberts Inc., PO Box 9010, Ind'l Sta. Zip: 72209. Tel: LO 5-5521/8471. Owner: Sieg Siebert; Gen. Mgr.: David Siebert; Buyer: Jackie Pate. (D & RJ).

Cartridge 8-tr. & cassette: All lines.  
Playback equip.: Automatic Radio, Mayfair.  
Accessories: Le-Bo.

## CALIFORNIA

### • AZUSA (Area Code 213)

Havo Int'l, Box 301. Zip: 91702. Tel: 334-6414. Pres.: H. Van Olphen. (I).  
Int'l branch: Netherlands.  
Imports from: Germany, Netherlands.

### • BAKERSFIELD (Area Code 805)

Bakersfield Music Ents. Inc., 1223 N. Chester. Zip: 93308. Tel: 399-1674. Gen. Mgr.: Vern Wilson; Sales Mgr.: L. D. Wilson. (D).  
Cartridge 8-tr.: Heart Warming, Sing, Skylite.  
Cassette: Heart Warming.

### • CAMPBELL (Area Code 408)

Curto's Auto Stereo, 2228 S. Bascom Ave. Zip: 95008. Tel: 371-1476. Owner & Mgr.: Gary P. Curto; Buyer: Donna Curto. (D & OS).  
Cartridge 4-tr. & 8-tr.: Muntz.  
Playback equip.: Automatic Radio, Car Tapes, Muntz.  
Accessories: Cases (Recoton).

### • DANVILLE (Area Code 415)

M & M Recs. (div. of Vertair Corp.), 295 N. Hartz Ave. Zip: 94526. Tel: 837-6922. Mgr. & Buyer: Gordon C. George. (RJ).

### • LOS ANGELES METROPOLITAN AREA (Area Code 213)

(Also see listings under Torrance).  
A B C Rec. & Tape Sales, 3334 La Cienega Pl. Zip: 90016. Tel: 870-8711. Mgr.: Norman Larson. (OS & RJ).  
Home office: Seattle, Wash.  
Atlas-Rand Corp., 1011 Chestnut St. Burbank 91502. Tel: 845-2401. VP Sales: Phil Klaffer. (D).  
Home office: Paramus, N.J.  
Cartridge 8-tr., cassette & open reel: Sentry & all major lines.  
Playback equip.: Keystone.  
Accessories: Carrying cases (Keystone); display racks.

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B C A Recs. Inc. (sub. of Broadcasting Corp. of America), 719 N. Gower St., Hollywood 90038. Tel: 462-5950. Pres.: G. Burdige. (I & E).

Bertel Dist'g Co. Inc., 523 Victoria Ave., Venice 90291. Tel: 823-9244. Mgr. & Buyer: Rod Wilson. (RJ).

California Music Co., 2933 W. Pico Blvd. Zip: 90006. Tel: 733-1181. Owner: Sam Ricklin; Mgr.: Buddy Robinson. (OS & E).

Capitol Recs. Dist'g Corp., 3117 San Fernando Rd. Zip: 90065. Tel: 257-8224. (D).

**Cartridge 8-tr. & cassette:** Capitol, Angel, Melodiya/Angel, Apple, Harvest, Fame. **Playback equip.:** Capitol.

**Accessories:** Display racks, storage cases (Capitol).

Car Tapes Inc., 9180 Kelvin Ave., Chatsworth 91311. Regional Mgr.: Gene J. Becker. (D, RJ & I). **Home office:** Chicago, Ill. (see for prod. distributed).

Celebrity Concert Corp., 315 S. Beverly Dr., Beverly Hills 90212. Tel: 273-3330. Bd. Chm.: Sidney Justin; Pres.: Bernard Luber. (I). **Imports:** Tape prod. from USSR.

Certron Corp. Music Div., 2437 W. Pico Blvd. Zip: 90006. Tel: 380-1711. Mgr.: Fred Cartter. (D, OS & RJ). **Home office:** Nashville, Tenn.

**Cartridge 8-tr. & cassette:** Certron, Vivid Sounds, Vivid Country Sounds, Ampex, GRT; Mexican prod. on Bego, Bernal, Buena Suerte, Columbia, Disco Grande, El Zarape, Falcon, Impacto, Keyloc, Marsol, Musart, Norteno, Orfeon, Peerless, RCA, Sunflow, VLV.

**Accessories:** Blank loaded tape (Certron).

Chapman Dist'g Co., 2645 W. Pico Blvd. Zip: 90006. Tel: 385-3636. Owner: Al Chapman; Mgr.: Ben Stoffer; Sales Mgr.: Frank Cooke; Promo.: Sam Laine. (D).

**Cartridge 8-tr.:** Adell, Ambassador, Canaan, Country Dew, Decca, Heart Warming, Light, Monitor, Sacred, Swampfire, Word; religious prod. of Capitol, Columbia, RCA.

**Cassette:** Same as 8-tr. plus Conversa-Phone, Gateway, Living Language. (SEE ADVERTISE-MENT)

Columbia Recs. Sales, 6430 Sunset Blvd., Hollywood 90028. Tel: 466-2481. Regional Sales Dir.: Del Costello; Mgr.: Bob Murphy; Audio Sales Mgr.: Charles Ross. (D).

**Cartridge 8-tr.:** Columbia, Date, Epic, Okeh, Barnaby, Fillmore, Kinetic, Gazette.

**Cartridge 4-tr.:** Columbia, Date, Epic, Okeh, Kinetic, Gazette.

**Cassette:** Same as 8-tr.

**Open reel:** Columbia, Date, Epic, Kinetic, Gazette.

**Playback equip.:** Masterwork.

**Accessories:** Blank loaded tape, storage cases (Columbia).

Fairtone Int'l Inc., 6725 Sunset Blvd., Suite 421, Hollywood 90028. Tel: 461-4671. Cable: PACIFICMUS. Pres.: Tom T. Saiki. (I).

**Cartridge 8-tr. & cassette:** Pony Pak (Japan).

G & G Recs. Dist's., 2360 W. Pico Blvd. Zip: 90006. Tel: 385-2151. Owner & Mgr.: Jose Garcia. (D & OS).

**Cartridge 8-tr.:** Columbia, RCA, Kubaney, Targo, Musart, Discuba, Musidisc, Fuentes, Gema, Velvet, ARV.

**Cassette:** Kubaney, Musidisc, Discuba, Musart, Velvet.

**Playback equip.:** Capitol.

Garbell Rec. Rack Inc., 13400 Saticoy St., North Hollywood 91605. Tel: 785-9777. (RJ). (OS as Top 100 One Stop). Branch: Nationwide Rec. & Tape Dist's., 6138 Washington Blvd., Culver City 90230. Mgr. & Buyer: Sid Newman. (RJ).

Handleman Co., 1544 N. Knowles Ave. Zip: 90063. Tel: 261-0268. Mgr.: George Rosenjak; Buyer: Michael Rohde. (RJ).

**Home office:** Detroit, Mich.

Interstate Rec. Dist's., 806 S. Broadway. Zip: 90014. Tel: 626-5323. Opns. Mgr.: Mike Pontelle. (OS & RJ).

**Home office:** Rochelle Park, N.J., Garden State Rec. Dist's. (RJ).

Leader Sales Inc., 3416 W. Pico Blvd. Zip: 90019. Tel: 731-3119. Owner: Leonard Silver; Mgr. & Buyer: Ben Sheldon. (RJ).

Branch: San Jose, Calif.

Liberty/UA Dist'g Corp.—Los Angeles Branch, 1024 N. Orange Dr. Zip: 90038. Tel: 462-6733. Mgr.: Stewart Marlowe. (D).

**Cartridge 8-tr.:** Liberty, Sunset, United Artists. **Cassette:** Liberty, United Artists.

Linden Dist'g Co., 929 Larrabee St., Rm. 12. Zip: 90069. Tel: 657-6534. Owner, Mgr. & Buyer: L. Blaskey. (OS, RJ & E).

M C A Dist'g Corp., 6750 Santa Monica Blvd. Zip: 90038. Tel: HO 3-7126. District Mgr.: Mel Nimon; Branch Mgr.: Jack Lombardo.

**Cartridge 8-tr., cassette & open reel:** Decca, Coral, Kapp, Uni, Berlitz.

**Playback equip.:** Decca.

**Accessories:** Blank loaded tape, head cleaners, storage cases (Decca).

Merchandise Promos. of America Inc., 1348 W. Venice Blvd. Zip: 90006. Tel: 748-0477. Pres.: Mrs. Mildred Weiss. (RJ).

Modern Sound Inc. (div. of Audio Communications Inc.), 9321 Melvin Ave., Northridge 91324. Tel: 885-0930. VP Sales: Roger Brown. (RJ).

**Home office:** Raeford, N.C.

Musical Isle of America Inc. (An Entertainment Serv. of Transamerica Corp.), 6920 Sunset Blvd.

Zip: 90028. Tel: 461-9141. Pres.: Ron Bledsoe; VP: Russ Bach. (Exec. offices only).

**Branches:** Emeryville, Calif. (San Francisco area), Musical Isle of America Inc. (OS & RJ); San Francisco, Calif., Eric-Mainland Dist. Co. (D), Musical Isle of America Inc. (OS); Chicago, Ill., MS Dist'g Co. (D), Musical Isle of America Inc. (RJ); New Orleans, La., Musical Isle of America Inc. (RJ); Kansas City, Mo., Musical Isle of America Inc. (OS & RJ); St. Louis, Mo., Musical Isle of America Inc. (OS & RJ); Memphis, Record Sales Corp. (D), Musical Isle of America (RJ); Nashville, Tenn., Musical Isle of America Inc. (RJ). (SEE ADVERTISE-MENT)

Musical Tapes Inc., 2958 W. Pico Blvd. Zip: 90006. Tel: 737-0937. Gen. Mgr.: Angel Tamargo. (D). **Home office:** Miami, Fla. (D, OS, RJ, I & E).

**Cartridge 8-tr. & cassette:** Discuba, Eco, Musart, Musidisc, Peerless.

**Cartridge 4-tr.:** Discuba, Musart, Musidisc, Peerless.

N M C Corp., 1535 W. Rosecrans Ave., Gardena 90249. Tel: 532-9561. Mgr.: Bill Hanna; Buyer: Mike Colestock. (OS & RJ).

**Home office:** Oceanside, N.Y.

Nationwide Rec. & Tape Dist's. (RJ). See Garbell Rec. Rack Inc.

Nehi Rec. Dist'g Corp., 2527 W. Ninth St. Zip: 90006. Tel: 380-2644. Pres.: Tom Heiman; Gen. Mgr.: Wayne Volat. (OS & RJ).

Pep Rec. Sales Inc., 3009 W. Pico Blvd. Zip: 90006. Tel: 731-8565. Owner: Ron Ricklin (D).

**Cartridge 8-tr. & cassette:** CTI, DGG, Double Shot, Kapp, Pickwick, Plantation, Polydor, Project 3, Ranwood, SSS Int'l, Sun, Tahiti, Vanguard.

**Accessories:** Storage racks (Recoton, Royal); carrying cases (Recoton).

So-Cal, see Southern California Rec. Dist's.

Southern California Rec. Dist's. Inc., 2053 Venice. Zip: 90006. Tel: 737-7933. Pres. & Gen. Mgr.: Howard Tamaroff. (OS).

M. Stewart & Co., 5 S. Beverly Dr., Beverly Hills 90212. Tel: 272-0103/0987. Owner: Mendel Stewart; Mgr.: L. King. (E).

Sun State Music Dist's. Inc., 2669 W. Pico Blvd. Zip: 90006. Tel: 383-4137. Mgr. & Buyer: James Vought. (OS).

Tape Mdsq. Co. Inc., 5873 Rodeo Rd. Zip: 90016. Tel: 870-0246. Mgr.: John McDaniel; Buyer: Lennie Cummins. Branch: 2565 W. Pico Blvd. Zip: 90006. Tel: 387-8201. (D, OS & RJ). **Branch:** San Diego, Calif.

**Cartridge 4-tr., 8-tr., cassette & open reel:** All lines.

**PlayTape.**

continued on page 166

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continued

- Playback equip.: Automatic Radio, Belair, GW, Muntz, Norelco, Stereodyne.  
Accessories: Blank loaded tape & convertors (all lines); head cleaners (RCA); lock mounts (Kustom Kreations); storage cases (Amberg, Le-Bo, Recoton); Automatic Radio.
- Top 100 One Stop. (OS). See Garbell Rec. Rack Inc.
- Transcontinental Music Corp., 15500 S. Main St., Gardena 90427. Tel: 321-6260. Mgr.: Larry Nunes; Buyer: Jim McGraw. (RJ).  
Home office: New York, N.Y., Transcontinental Investing Corp.
- West Coast Music Sales, 2833 W. Pico Blvd. Zip: 90006. Tel: 735-1565. Mgr.: Jim Kolitz. (OS)
- **MONROVIA (Area Code 213)**  
Arthur Fulmer, 426 E. Duarte Rd. Zip: 91016. Tel: 537-1171. Mgr.: Ken Brown. (D & I).  
Home office: Memphis, Tenn. (see for prod. distributed).
  - **ORANGE (Area Code 714)**  
Southland Recs. Dists., 291 Spinnaker St. Zip: 92668. Tel: 537-1546. Owner: Bill Bacin. (D, I & E).  
Cartridge 8-tr.: Happy Jazz Band.  
Cassette: International Polydor (Germany), New Orleans Jazz Rec's (Denmark), Sony, Vault.
  - **PASADENA (Area Code 213)**  
Canterbury Recs. Inc., 805 E. Colorado Blvd. Zip: 91101. Tel: MU 1-4922. Mgr.: Leonard Gordon; Buyer: Jerry Simon. (RJ).
  - **SACRAMENTO (Area Code 916)**  
Central Valley Rec. Rack (div. of MTS Inc.), 505 N. 10 St. Zip: 95814. Tel: 444-2468. Pres.: Russell Solomon; Gen. Mgr. & Buyer: John Schair. (RJ).
  - **SAN DIEGO (Area Code 714)**  
Dial Dists., 1859 Fifth Ave. Zip: 92101. Tel: 239-4095. Mgr.: Mike Millsap. (RJ).  
Discount Rec. Serv., 6178 University Ave. Zip: 92115. Tel: 286-3333. Owner & Sales Mgr.: Milton Levine; Tape Div. Mgr.: Charles Bush. (D, OS & RJ).  
Cartridge 8-tr.: GRT, ITCC.  
Cartridge 4-tr.: GRT, ITCC, Muntz.  
Cassette: GRT, ITCC.  
Accessories: Blank loaded tape, head cleaners (Cerrtron, ITCC).  
Tape Mdsq. Co. Inc., 4959 El Cajon Blvd. Zip: 92115. Tel: 286-4650. Mgr.: Ed Runge. (D, OS & RJ).  
Home office: Los Angeles, Calif.  
Cartridge 4-tr., 8-tr., cassette & open reel: All lines.  
PlayTape.
  - **SAN FRANCISCO & BAY AREA (Area Code 415)**  
H. R. Basford Co., 800 Mariposa. Zip: 94107. Tel: 626-5494. Mgr.: Jack Solinger; Buyer: David C. Town. (D, OS & RJ).  
Cartridge 8-tr.: A&M, Chisa, Cotillion, DGG, Embryo, Gordy, King, Laurie, Modern, Motown, Original Sound, Polydor, Rare Earth, Scepter, Soul, Tamla, Uni, VIP, Wand, Weed.  
Cartridge 4-tr.: A&M, Chisa, Gordy, King, Modern, Motown, Rare Earth, Scepter, Soul, Tamla, VIP, Wand, Weed.  
Cassette: A&M, Chisa, Cotillion, DGG, Embryo, Gordy, King, Motown, Original Sound, Polydor, Rare Earth, Scepter, Soul, Tamla, Uni, VIP, Wand, Weed.  
Open reel: A&M.  
Playback equip.: Qatron, Zenith. (SEE ADVERTISEMENT)
  - Capitol Recs. Dist'g Corp., PO Box 7676, Rincon Annex, 680 Beach St., Suite 307. Zip: 94119. Tel: 771-3210. (D).  
Cartridge 8-tr. & cassette: Capitol, Angel, Melodiya/Angel, Apple, Harvest, Fame.  
Playback equip.: Capitol.  
Accessories: Display racks, storage cases (Capitol).
  - Chatton Dist'g Cd., 2517 San Pablo Ave., Oakland 94612. Tel: 444-5677. Pres.: Robert M. Chatton. (D).  
Cartridge 8-tr. & cassette: Atlantic, Kapp.
  - Columbia Recs. Sales, 680 Beach St., Suite 311, Wharfside. Zip: 94109. Tel: 771-8550. Mgr.: Bill Shaler. (D).  
Cartridge 8-tr.: Columbia, Date, Epic, Okeh, Barnaby, Fillmore, Kinetic, Gazette.  
Cartridge 4-tr.: Columbia, Date, Epic, Okeh, Kinetic, Gazette.  
Cassette: Same as 8-tr.  
Open reel: Columbia, Date, Epic, Kinetic, Gazette.  
Playback equip.: Masterwork.  
Accessories: Blank loaded tape, storage cases (Columbia).
  - Eric-Mainland Dist. Co., 645 Bryant St. Zip: 94107. Tel: 989-6286. (D), (OS as Musical Isle of America).  
Home office: Los Angeles, Calif., Musical Isle of America Inc.  
Cartridge 8-tr. & cassette: Ampex, Atco, Cascom, Creed Taylor, Enterprise, Jubilee, Laff, Prestige, Savoy, Stax, Volt, Vortex.

Liberty/UA Dist'g Corp.—San Francisco Branch, 680 Beach St., Suite 357, Wharfside. Zip: 94109. Tel: 775-5353. Mgr.: Jack Mesler. (D).  
**Cartridge 8-tr.:** Liberty, Sunset, United Artists.  
**Cassette:** Liberty, United Artists.  
 Melody Sales Co. (div. of National Tape Dists. Inc.), 324 Harbor Way, South San Francisco 94080. Tel: 589-5667. Pres.: Al Bramy; VP: Tony Valerio. (D). (RJ as National Tape & Rec. of California Inc.).  
**Home office:** Brookfield, Wis., National Tape Dists. Inc.  
**Cartridge 8-tr. & cassette:** Crewe, Elektra, Fantasy, Metromedia, Reprise, Warner Bros.  
 Musical Isle of America Inc. (An Entertainment Serv. of Transamerica Corp.), 1461 Park Ave., Emeryville 94608. Tel: 654-0773. Mgr.: Vern Cupples. (OS & RJ).  
**Home office:** Los Angeles, Calif. (SEE ADVERTISEMENT)  
 Musical Isle of America Inc. (An Entertainment Serv. of Transamerica Corp.). (OS). See Eric-Mainland Dist. (SEE ADVERTISEMENT)  
 Music West, 460 Talbert St., Daly City 94014. Tel: 467-5800. (D).  
**Branch:** Torrance, Calif.  
**Cartridge 4-tr., 8-tr., cassette & open reel:** All lines.  
**Accessories:** Amberg, Recoton, 3M.  
 National Tape & Rec. of California Inc. Mgr.: Ted Fullmer; Buyer: Jack Sankey. (RJ). See Melody Sales Co.  
 Nor Cal Super Stop. Gen. Mgr.: John Iott. (OS). See Transcontinental Dist'g Corp.  
 Rivera Ent's., 1908 Mission St. Zip: 94103. Tel: 431-8780. Cable: SENDAS. Owner & Mgr.: M. Castillo Rivera. (D, I & E).  
**Cartridge 4-tr., 8-tr., cassette & open reel:** Melodias America, RCM.  
 Transcontinental Dist'g Corp., 868 Cowan Rd., Burlingame 94010. Tel: 697-6800. Mgrs.: Bob Ellis, Tom Jones. (D). (OS as Nor Cal Super Stop), (RJ as Transcontinental Music Corp.).  
**Home office:** New York, N.Y., Transcontinental Investing Corp.  
**Cartridge 8-tr., cassette & open reel:** Decca, Coral, Kapp, Uni, Berlitz.  
**Playback equip.:** Decca.  
**Accessories:** Blank loaded tape, head cleaners, storage cases (Decca).  
 Transcontinental Music Corp. Sr. VP: Bill Hall; Buyer: Bruce Bayer. (RJ). See Transcontinental Dist'g Corp.

#### • SAN JOSE (Area Code 408)

Leader Sales Inc., 666-J Stockton Ave. Zip: 95126. Tel: 294-3942. Mgr.: Jay Cahail. (RJ).  
**Home office:** Los Angeles, Calif.

#### • SANTA ANA (Area Code 714)

Rantra Recs., 1136 Arapahoe Dr. Zip: 92704. Tel: 546-1876. Owner: Stewart Douglas; Mgr.: Julia Mallow. (I & E).  
 Rapid Mdsq. Co. Inc., 17421 Daimler St. Zip: 92705. Tel: 546-7940. Mgr.: Arnold Gross. (RJ).  
**Home office:** Minneapolis, Minn.

#### • TORRANCE (Area Code 213)

Music West, 19110 S. Vermont. Zip: 90502. Tel: 321-5666. (D).  
**Home office:** San Francisco, Calif. (see for prod. distributed).  
 National Tape & Rec. of California Inc. (div. of National Tape Dists. Inc.). Pres.: Ralph Kaffel; VP: Stuart A. Burnat; Sales Dir.: Eric Paulson; Buyer: Des Moines Green; Serv. Mgrs.: Virgil Rivers, Doug Merrill. (RJ). See United Tape Corp.  
 Pacific Music Import & Export Corp. (div. of National Tape Dists. Inc.), 22433 S. Vermont Ave. Zip: 90006. Tel: 775-7591. Owner: Jack Lewerke; Mgr.: Greg Lewerke. (I & E).  
**Home office:** Brookfield, Wis., National Tape Imports: Cassettes (UK).  
**Dists. Inc.**  
**Exports:** Pre-recorded tape.  
 United Tape Corp. (div. of National Tape Dists. Inc.), 22433 S. Vermont Ave. Zip: 90502. Tel: 775-2131. Pres.: Ralph Kaffel; VP & Gen. Mgr.: Bob Gerstlauer; Buyer: Rudy Cicciarelli. (D & OS), (RJ as National Tape & Rec. of California Inc.).  
**Home office:** Brookfield, Wis., National Tape Dists. Inc.  
**Cartridge 4-tr., 8-tr., cassette & open reel:** All lines including Ampex, Atco, Atlantic, Capitol, Columbia, Liberty, Motown, RCA, Warner Bros.

## COLORADO

#### • DENVER (Area Code 303)

A B C Rec. & Tape Sales, 10625 E. 47 Ave. Zip: 80216. Tel: 343-7822. (OS & RJ).  
**Home office:** Seattle, Wash.  
 Alert One Stop. Mgr.: Paul Black. (OS). See Transcontinental Dist'g Corp.  
 Boyd Dist'g Co. Inc., 1400 W. Third Ave. Zip: 80223. Tel: 222-7701. Owner: Cecil H. Boyd; Mgr.: Joe Caravana; Buyer: Bruce Mercer. (D).  
**Cartridge 8-tr. & cassette:** Capitol, Angel, Apple, Harvest, Tower, Fame, Invictus.

Craig Corp., 4959 Colorado Blvd. Zip: 80216. Tel: 399-0434. Owner: Robert Craig; Mgr.: Al Bergamo. (D).  
**Cartridge 8-tr. & cassette:** Columbia, Date, Epic, Okeh, Ode, Barnaby, Fillmore, Blue Horizon.  
**Open reel:** Columbia, Date, Epic, Okeh, Ode, Blue Horizon.  
**Playback equip.:** Craig, Masterwork.  
**Accessories:** (Craig); blank loaded tape, storage cases (Columbia).  
 Davis Sales Co., 4155 Kingston St. Zip: 80239. Tel: 321-1226. Owner: S. William Davis; Mgr. & Buyer: Stephen Davis. (D), (OS & RJ as Music Mdsrs. of Denver.)  
**Cartridge 8-tr.:** A&M, Ampex, Atco, Atlantic, DGG, GRT, ITCC, Liberty, Mercury, Modern, NAL, Paramount, RCA, Reprise, Scepter, Stax, Vanguard, Wand, Warner Bros.  
**Cassette & open reel:** Same as 8-tr.  
**Playback equip.:** Belair, Car Tapes.  
**Accessories:** Amberg, Le-Bo, Recoton.

Infal Recs. Inc., 2144 Champa St. Zip: 80202. Tel: 892-7141. Mgr.: Victor M. Hernandez. (D, OS & RJ).

J L Rack (RJ), see Pan American Rec. Supply Co.  
 J. L. Marsh Inc. (div. of Pickwick Int'l Inc.), 4565 Kingston St. Zip: 80239. (RJ).  
**Home office:** Minneapolis, Minn., Heilicher Bros. (D).  
 Mile Hi One Stop Inc. (OS), see Pan American Rec. Supply Co.

Mountain Dists., 3630 Downing St. Zip: 80205. Tel: 222-8518. Owner: Peter J. Geritz. (OS).  
 Music Mdsrs. of Denver. Mgr.: Jack Goodman; Buyer: Larry Davis. (OS & RJ). See Davis Sales Co.

Pan American Rec. Supply Co., 77 Kalamath St. Zip: 80223. Tel: 255-2021. Owners: Joe & Louis Oxman; Mgr.: Louis Oxman; Buyer: Larry Rees. (D), (OS as Mile Hi One Stop Inc.), (RJ as JL Rack).  
**Cartridge 4-tr., 8-tr., cassette & open reel:** All lines except Ampex.  
**Playback equip.:** Capitol, Craig, Juliette, Kraco, Muntz, VM.  
**Accessories:** Blank tape.

Transcontinental Dist'g Corp., 1111 S. Platte River Dr. Zip: 80223. Tel: 733-2407. Mgr.: Earl Woolf. (D), (OS as Alert One Stop), (RJ as Transcontinental Music Corp.).  
**Home office:** New York, N.Y., Transcontinental Investing Corp.  
**Cartridge 4-tr., 8-tr. & cassette:** Ampex, Elektra, GRT, ITCC, Motown, Muntz, NAL, United Artists.  
**Playback equip.:** Concord, Decca, Panasonic, Sharp, Tenna.  
**Accessories:** All accessories.

Transcontinental Music Corp. (RJ), see Transcontinental Dist'g Corp.

## CONNECTICUT

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

Central Rec. & Tape Dist. Inc., 477 Park Ave., East Hartford 06108. Tel: 289-4349. Mgr.: Edward E. Stein; Buyer: Robert L. Hoyt. (D, OS & RJ).  
**Cartridge 8-tr. & cassette:** Capitol, Columbia, Decca, NAL.  
**Accessories:** Cases, head cleaners, blanks (Le-Bo). (SEE ADVERTISEMENT)

Columbia Recs. Sales, 60 Washington St., Suite 805, Hartford 06106. Tel: 522-7151. Mgr.: Steve Capone. (D).  
 Zip: 06106. Tel: 522-7151. Mgr.: Steve Capone. (D).  
**Cartridge 8-tr. & cassette:** Columbia, Date, Epic, Okeh, Barnaby, Fillmore, Kinetic, Gazette.  
**Cartridge 4-tr.:** Columbia, Date, Epic, Okeh, Kinetic, Gazette.  
**Open reel:** Columbia, Date, Epic, Kinetic, Gazette.  
**Playback equip.:** Masterwork.  
**Accessories:** Blank loaded tape, storage cases (Columbia).

Dave's One-Stop Inc., 313 Park Ave., East Hartford 06108. Tel: 289-6122. Owner & Mgr.: Dave Bratter. (OS).  
 Eastern One Stop. (OS). See Transcontinental Dist'g Corp.  
 Globe Rec. Dist'g Corp., 328 Tolland St., East Hartford 06108. Tel: 289-6424. Owner: Gene Gott-helf; Mgr.: Wayne Marshall. (OS).  
 Leslie Dists. (div. of Roskin Dists. Inc.). Mgr. & Buyer: Tom Markoski. (OS). See Seaboard Dists.

Liberty/UA Dist'g Corp.—Hartford Branch, 477 Connecticut Blvd., East Hartford 06108. Tel: 528-9511. Mgr.: Ron Orsini. (D).  
**Cartridge 8-tr.:** Liberty, Sunset, United Artists.  
**Cartridge 4-tr. & cassette:** Liberty, United Artists.

Park Rec. & Tape Dists. (div. of Roskin Dists. Inc.). (RJ). See Seaboard Dists.

Seaboard Dists. (div. of Roskin Dists. Inc.), 275 Park Ave., East Hartford 06108. Tel: 289-9361. Owner: Samuel Roskin; Mgr.: Tom Markoski. (D), (OS as Leslie Dists.), (RJ as Park Rec. & Tape Dists.).

**Cartridge 8-tr. & cassette:** Ampex, Disneyland, GRT, Mercury, Stax, Volt.  
**Playback equip.:** Ampex, Belle Wood. (SEE ADVERTISEMENT)

Transcontinental Dist'g Corp., 734 Tolland St., East Hartford 06108. Tel: 289-8631. Mgr.: Richard J. Godlewski; Buyer: Ed Reilly. (D), (OS as Eastern One Stop), (RJ as Transcontinental Music Corp.).

**Home office:** New York, N.Y., Transcontinental Investing Corp.  
**Cartridge 8-tr. & cassette:** Ampex, DGG, Fiesta, Fontana, GRT, MGM, Mercury, Musicor, Paramount, Philips, Polydor, RCA, Reprise, Scepter, Smash, Vanguard, Warner Bros.

Transcontinental Music Corp. (RJ), see Transcontinental Dist'g Corp.

#### • NEW LONDON (Area Code 203)

Sound Inc., 100 State St. Zip: 06320. Tel: 443-5911. Pres.: G. B. Bishop. (RJ).

## DISTRICT OF COLUMBIA

#### • WASHINGTON (Area Code 202) (Also see listings under Baltimore & Silver Spring, Md.)

Autoscope Inc., 3188 Bladensburg Rd. NE. Zip: 20018. Tel: 526-8500. Buyer: Charles M. Levinson. (OS).

Capitol Recs. Dist'g Corp., 1000 Vermont Ave. NW. Zip: 20005. Tel: 737-3246. (D).

**Cartridge 8-tr. & cassette:** Capitol, Angel, Melodiya/Angel, Apple, Harvest, Fame.  
**Playback equip.:** Capitol.  
**Accessories:** Display racks, storage cases (Capitol).

District Recs. Inc., 2146 24 Pl. NE. Zip: 20018. Tel: 832-3600. Owners: James, Stuart & Bertram Schwartz; Mgr.: Stan Hoffman; Buyer: James Walker. (D & RJ).

**Home office:** Schwartz Bros. Inc.  
**Cartridge 8-tr., cassette & open reel:** ABC, Amaret, Amos, Ampex, Angel, Apple, Atco, Atlantic, Bang, Bell, Bluesway, Buddha, Cadet, Canaan, Canyon, Capitol, Chart, Checker, Chess, Colossus, Columbia, Command, Commonwealth United, Congress, Coral, Cotillion, Crewe, DBI, Dakar, Date, Decca, Deram, Diamond, Duke, Dunhill, DynaVoice, Embryo, Epic, Era, Fiesta, Fontana, Four Corners of the World, GRT, Gamble, Gross, Happy Tiger, Harvest, Heritage, Hi, Hickory, Humorsonic, ILS, Immediate, Impulse, Invictus, Jad, Janus, Josie, Jubilee, Kama Sutra, Kapp, King, Kirshner, Liberty, Limelight, Lizard, London, MGM, Mainstream, Mercury, Modern Tape, Monument, Moonglow, Musicor, NAL, New Voice, Nonesuch, Ode, Page One, Parrot, Pavilion, Peacock, Philips, Phil-L.A. of Soul, Philly Groove, Pickwick, Plantation, Premier, Prestige, Probe, Ranwood, Raw, Red Apple, Red Lion, Request, Revue, Riverside, Roulette, SGC, Sacred, Shamley, Shelter, Sire, Skye, Skylight, Smash, Sound Stage 7, Springboard, Stormy Forest, Sue, Sure, Swampfire, T-Neck, Tetragrammaton, Tower, 20th Century-Fox, Uni, United Artists, Vault, Verve, Viva, Vox, Westminster, Westbound, White Whale, Windfall, Word.

Schwartz Bros. Inc., 2146 24 Pl. NE. Zip: 20018. Tel: 529-5700. Owners: James, Stuart & Bertram Schwartz; Mgr. & Buyer: James Walker. (D). Branch: District Recs. Inc. (D & RJ).

**Cartridge 8-tr., cassette & open reel:** A&M, ABC, Alegre, Amaret, Amazon, Amos, Ampex, Atco, Atlantic, Audio Fidelity, Avco Embassy, Bamboo, Bang, Bell, Blue Horizon, Bluesway, Blue Thumb, Brunswick, Buena Vista, CTI, Cadet, Camden, Chart, Checker, Chess, Colgems, Command, Commonwealth United, Cotique, Crescendo, DBI, DGG, Direction, Disneyland, Double Shot, Dunhill, DynaVoice, ESP-Disk', Elektra, Enterprise, Fania, Fantasy, Fiesta, Firebird, Flying Dutchman, Fontana, GRT, Gamble, Golden, Goldwax, Gordy, Happy Tiger, Heart Warming, Heliodor, Hickory, Hip, Hob, Impulse, King, Kirshner, Janus, LHI, Laurie, Limelight, Little David, Living Language, Loma, Mainstream, Mercury, Metromedia, Monument, Motown, Musicor, Neptune, New Voice, Nonesuch, Original Sound, Page One, Paramount, Paula, Philips, Philly Groove, Plantation, Polydor, Poppy, Probe, Project 3, RCA, Rare Earth, Red Lion, Reprise, Respect, Roulette, SGC, SSS Int'l, San Francisco, Scepter, Shelter, Skye, Smash, Soul, Sound Stage 7, Starday, Stax, Stormy Forest, Sue, Sun, TA, Tamla, Tetragrammaton, Thunderbird, Tico, Tower, 20th Century-Fox, Vanguard, Vault, Verve, Viva, Volt, Vortex, Wand, Warner Bros., Westbound, White Whale, Windfall, Yew.

**Playback equip.:** Automatic Radio, Capitol, Masterwork, Muntz, Telex.  
**Accessories:** Amberg, Recoton, Royal Racks. (SEE ADVERTISEMENT)

Specialty Ent's., 3325 14 St. NW. Zip: 20010. Tel: 232-8414. Owner: Hillard Turner. (OS).

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continued

FLORIDA

• CASSELBERRY (Area Code 305)

Record Supply Co. Inc., 290 Iris Rd. Zip: 32707. Tel: 831-1116. Owner & Mgr.: Richard N. Stultz. (D, OS, RJ & E). Cartridge 8-tr., cassette & open reel: Ampex, Disneyland, Dot, GRT, ITCC, Mercury, NAL, Paramount, Philips, RCA, Smash. Playback equip.: Automatic Radio. Accessories: Le-Bo.

• DADE CITY (Area Code 904)

House of Recs. (OS). See Mustang Dist. Mustang Dist., 432 N. Seventh St. Zip: 33525. Tel: 567-5479. Gen. Mgr.: James Thompson; Mgr.: M. C. Schmidt. (D), (OS as House of Recs.). Cartridge 8-tr. & cassette: Heart Warming, Impact, Tempo.

• FORT LAUDERDALE (Area Code 305)

Valentine Dist. Inc., 501 NE Fourth St. Zip: 33301. Tel: 522-8719. Owner & Mgr.: Alfred Calabrese. (D & RJ). Cartridge 8-tr.: Capitol, Decca, GRT, ITCC. Cassette: Capitol, Decca, GRT, Muntz. Tape playback equip.: Kraco, Valentine. Accessories: Le-Bo, Lookmounts.

• MIAMI METROPOLITAN AREA (Area Code 305)

Campus Rec. Dist'g Corp., 7250 NW 36 Ave. Zip: 33147. Tel: 691-3140. Owners: Harold B. Lipsius; Mgr.: David Fitch. (D, OS & RJ), (E as Musical Export Supply Co. Inc.).

Cartridge 4-tr., 8-tr., cassette & open reel: A&M, Ampex, Atlantic/Atco group, Capitol, Carib, Cascom, Columbia group, Decca group, Disneyland, Ethnic group, GRT, Josie/Jubilee group, Liberty/UA, Little David, Mercury group, Modern/Kent, Motown group, Paramount/Dot, Polydor, RCA, Scepter/Wand, Stax/Volt group, Warner Bros./Reprise. Accessories: Blank loaded tape, cleaners (J.J. Paulsen). (SEE ADVERTISEMENT)

Capitol Recs. Dist'g Corp., 7425 NW 48 St. Zip: 33166. Tel: 885-6446. (D). Cartridge 8-tr. & cassette: Capitol, Angel, Melodiya/Angel, Apple, Harvest, Fame. Playback equip.: Capitol. Accessories: Display racks, storage cases (Capitol).

Columbia Recs. Sales, 13145 NW 45 Ave. Zip: 33054. Tel: 685-5631. Mgr.: Bob Beasley. (D). Cartridge 8-tr. & cassette: Columbia, Date, Epic, Okeh, Barnaby, Fillmore, Kinetic, Gazette. Cartridge 4-tr.: Columbia, Date, Epic, Okeh, Kinetic, Gazette. Open reel: Columbia, Date, Epic, Kinetic, Gazette. Playback equip.: Masterwork. Accessories: Blank loaded tape, storage cases (Columbia).

Arthur Fulmer, 3445 NW Second Ave. Zip: 33127. Tel: 379-4702. Mgr.: Ken Miller. (D & I). Home office: Memphis, Tenn. (see for prod. distributed).

Handleman Co., 2346 NW 147 St., Opa Locka 33054. Tel: 681-4618. Mgr.: Joseph Glaser; Buyers: Joseph Glaser, Jerry Coleman. (RJ). Home office: Detroit, Mich.

Liberty/UA Dist'g Corp.—Miami Branch, 561 NE 79 St., Suite 235. Zip: 33138. Tel: 759-1670/1678. Mgr.: Ken McAdams. (D). Cartridge 8-tr.: Liberty, Sunset, United Artists. Cassette: Liberty, United Artists.

M & M Recs. Dist. Inc., 501 W. 28 St., Hialeah 33010. Tel: 887-4522. Pres.: Manuel J. Mato; Mgr.: Melvin F. Noriega; Promo: Enrique Reyes. (D, OS, RJ, I & E). Branch: Tampa, Fla.

Cartridge 8-tr. & cassette: Gema, General, Kristal, Kubaney, Montilla, Riviera, Star, Velvet, Vergara.

M C A Dist'g Corp., 500 W. 18 St., Hialeah 33010. Tel: 885-5378. District Mgr.: Carmen La Rosa; Branch Mgr.: Jeff Scheible. (D). Cartridge 8-tr., cassette & open reel: Decca, Coral, Kapp, Uni, Berlitz. Playback equip.: Decca. Accessories: Blank loaded tape, head cleaners, storage cases (Decca).

Musical Export Supply Co. Inc., 7250 NW 36 Ave. Zip: 33147. Tel: 822-7440. Mgr.: Raoul Shapiro. (E). See Campus Rec. Dist'g Corp. Inc. Exports: Pre-recorded tape & playback equip. (SEE ADVERTISEMENT)

Music Sales of Florida Inc., 2450 NW 77 Terr. Zip: 33147. Tel: 691-0340. Gen. Mgr.: Donald C. Smith. (D & OS). Cartridge 8-tr. & cassette: Ampex, Capitol, Columbia, Decca, Dooto, GRT, ITCC, Liberty, NAL, Prestige, RCA, Stereotape, Word. Open reel: Ampex, Capitol, Columbia, Decca, GRT, ITCC, Liberty, NAL, RCA, Stereotape. Playback equip.: Automatic Radio, Belle Wood, David Clarke, Dual, Denon, Eico, Fisher, Galaxy, Hitachi, Norelco, Philco-Ford, Pickering, Scene, Spark-o-matic, Spinola, Telex-Viking. Accessories: Amberg, Le-Bo, Recoton, 3M.

Musical Tapes Inc., 780 W. 27 St., Hialeah 33010. Tel: 887-2638. Mgr.: Angel Tamargo. (D, OS, RJ, I & E). Branches: Los Angeles, Calif. (D); New York, N.Y. (D); San Antonio, Tex. (D). Int'l branch: Puerto Rico (D). Cartridge 8-tr.: Boringuen, Columbia, Discuba, Eco, Fuentes, Gema, Kubaney, Marvela, Modiner, Musart, Musidisc, Nilser, Orfeon, Orion, Panart, Parnaso, Peerless, RCA, Ramy, Rex, Rico-Vox, Sonolux, Sparanomic, Velvet. Cartridge 4-tr.: Discuba, Musart, Musicdisc, Peerless. Cassette: Boringuen, Discuba, Eco, Gema, Kubaney, Modiner, Musart, Musicdisc, Nilser, Peerless, Rex, Rico-Vox, Velvet. Imports & exports: Pre-recorded tape throughout Latin America.

Panart Int'l (I & E). See Ramsa. Ramsa, 477 W. 27 St., Hialeah 33010. Tel: 887-1391. Pres.: Galo Sabat. (D), (I & E as Panart Int'l). Cartridge 8-tr.: Panart, Discomoda (Venezuela). Sea Coast Appliance Dist. Inc., 3575 NW 60 St. Zip: 33165. Tel: 635-0951. Mgr.: J. W. Shockey. (D). Cartridge 8-tr.: RCA, Colgems, Chart, Kirshner, Request, Buena Vista. Cassette: RCA, Colgems, Chart, Kirshner, Request. Open reel: RCA, Colgems, Chart, Kirshner. Playback equip.: RCA. Accessories: Head cleaners, storage cases (RCA).

Southern Rec. & Tape Servs. Inc., 1020 E. 14 St., Hialeah 33010. Tel: 885-4625. Pres. & Mgr.: David E. Shedd; Buyer: John Stutz. (D & OS). Cartridge 8-tr. & cassette: Decca, Dooto, GRT, ITCC, Mercury, Modern; sub-dist. for Atlantic, Capitol, Columbia, Motown, RCA, Reprise, Tamla, Warner Bros. Accessories: Duotone, Le-Bo.

Tone Dist. Inc., 495 SE 10 Ct., Hialeah 33010. Tel: 888-1685. Owner: Henry Stone; Mgr.: Dave Benjamin; Export Mgr.: Edward Llopis; Buyer: Dom Nanocchio. (D, OS & RJ), (E as Tone Int'l Inc.). Cartridge 8-tr.: Ampex, Atco, Atlantic, Motown-Tamla group, Reprise Warner Bros.; sub-dist. for Capitol, Columbia, Decca, Liberty, United Artists. Cartridge 4-tr.: Ampex, Columbia, Liberty, Muntz, United Artists. Cassette: Same as 8-tr. Open reel: Ampex. Playback equip.: Tenna. Exports: Pre-recorded tape & playback equip. Tone Int'l Inc. (E). See Tone Dist. Inc.

Transcontinental Music Corp., 8160 NW 36 Ave. Zip: 33147. Tel: 696-6261. Mgr.: Edward Chapman. (RJ). Home office: New York, N.Y., Transcontinental Investing Corp.

United Rec. & Tape Inds. Inc., 9880 NW 77 Ave., Hialeah 33016. Tel: 821-3100. Owners: Morton Marks, Allen Wolk; Mgr. & Buyer: Jack Roberge. (RJ). Universal Rec'g & Dist. Corp., 170 W. 29 St., Hialeah 33012. Tel: 888-2365. Pres.: Jose Serra; Mgr.: Alfredo Garcia. (D). Int'l branch: Puerto Rico. Cartridge 8-tr. & cassette: Kubaney.

• ORLANDO (Area Code 305)

Arthur Fulmer, 1415 N. Orange Ave. Zip: 32804. Tel: 241-5319. Mgr.: Dick Curle. (D & I). Home office: Memphis, Tenn. (see for prod. distributed).

• SARASOTA (Area Code 813)

Distributors Inc., 258 Shopping Ave. Zip: 33577. Tel: 955-9191. Owner: Ernest C. Kuban; Gen. Mgr.: W. C. Potter; Buyer: Gary Kuban. (OS & RJ).

• TALLAHASSEE (Area Code 904)

M M M Dist. Inc., Box 31A, Rt. 1. Zip: 32301. Tel: 224-4015. Owner: M. M. Martin; Mgr. & Buyer: Hugh Martin. (D), (OS as One Stop Rec. Co. Inc.). Cartridge 8-tr.: Columbia, GRT, ITCC, NAL, RCA. Playback equip.: Boman, Gibson. One Stop Rec. Co. Inc. (OS). See MMM Dist. Inc.

• TAMPA (Area Code 813)

Florida Electronics Inc., 2120 Main St. Zip: 33607. Tel: 251-3169. Mgr.: Vincent Lubrano. (OS). M & M Recs. Dist. Inc., 3010 Hudson St. Zip: 33605. Tel: 626-2600. Mgr.: Romeo Cesari. (D, OS, RJ, I & E). Home office: Miami, Fla. (see for prod. distributed). Tampa Recs., PO Box 5524, 1416 E. Seventh Ave. Zip: 33605. Tel: 876-5314. Owner & Buyer: S. Delgado. (RJ).

Capitol Recs. Dist'g Corp., 1670 NE Freeway Access Rd. Zip: 30329. Tel: 636-9407. (D). Cartridge 8-tr. & cassette: Capitol, Angel, Melodiya/Angel, Apple, Harvest, Fame. Playback equip.: Capitol. Accessories: Display racks, storage cases (Capitol).

Columbia Recs. Sales, 35 Executive Park Dr. Zip: 30329. Tel: 631-4271. Mgr.: Don Dempsey. (D). Cartridge 8-tr. & cassette: Columbia, Date, Epic, Okeh, Barnaby, Fillmore, Kinetic, Gazette. Cartridge 4-tr.: Columbia, Date, Epic, Okeh, Kinetic, Gazette. Open reel: Columbia, Date, Epic, Kinetic, Gazette. Playback equip.: Masterwork. Accessories: Blank loaded tape, storage cases (Columbia).

Gate City Rec. Serv. Mgr.: Ted Pousman. (OS & RJ). See Southland Recs. Dist'g Co. Godwin Dist'g Co., 1270 Tacoma Dr. NW. Zip: 30318. Tel: 351-5110. Owner: Art Godwin; Mgr.: Romeo Davis; Buyer: Jean Warren. (D, OS & RJ).

Cartridge 8-tr. & cassette: Ampex, Canaan, Capitol, Columbia, Decca, Dooto, Epic, Fantasy, GRT, Gordy, Gross, Heart Warming, Jay-Gee, Josie, Modern, Motown, NAL, RCA, Rare Earth, Reprise, Sacred, Scepter, Skylite, Soul, Sun, Tamla, Wand, Warner Bros. Playback equip.: Craig, Dynasonic, Electro-Brand, Hitachi, Mercury/Pax, Soundtech. Accessories: Carrying cases (Amberg, Le-Bo, Recoton), head cleaners & blank loaded tape (BAS).

Handleman Co., 1532 Stone Ridge Dr., Stone Mountain 30083. Tel: 938-9467. Mgr.: John F. Langlois; Buyer: John Meskin. (RJ). Home office: Detroit, Mich.

Liberty/UA Dist'g Corp.—Atlanta Branch, PO Box 20175, Sta. N. Zip: 30325; 1184 Logan Circle NW. Zip: 30318. Tel: 355-9350. Mgr.: Bobby Fisher. (D). Cartridge 8-tr.: Liberty, Sunset, United Artists. Cassette: Liberty, United Artists.

Lou-Neita Dist'g Co., 1608 Thompson Ave., East Point 30344. Tel: 761-5257. Mgr.: Martin C. Haley; Buyers: James F. Brannon Jr., Martin C. Haley. (D, OS & RJ).

Cartridge 8-tr. & cassette: Adell, Capitol, Decca, GRT, Liberty/UA, Lou-Neita, Modern, Pickwick, Plantation, RCA, Sun. M C A Dist'g Corp., 2231 Faulkner Rd. NE. Zip: 30324. Tel: 636-3028. Branch Mgr.: Kent Orman. (D).

Cartridge 8-tr., cassette & open reel: Decca, Coral, Kapp, Uni, Berlitz. Playback equip.: Decca. Accessories: Blank loaded tape, head cleaners, storage cases (Decca).

Main Line Atlanta, 1225 Logan Circle NW. Zip: 30318. Tel: 351-4150. Branch Mgr.: Ed Jarman. (D). Home office: Cleveland, Ohio. Cartridge 8-tr. & cassette: All lines. Accessories: Carrying cases (Le-Bo), blank loaded tape.

J. L. Marsh Inc. (div. of Pickwick Int'l Inc.), 1290 Collier Rd. NW. Zip: 30318. Tel: 355-6063. (RJ). Home office: Minneapolis, Minn., Helicher Bros. Inc. (D).

National Tape & Rec. of Georgia Inc. (RJ). See Stereo South. One-Stop Rec. House, 210 16 St. Zip: 30318. Tel: 875-9777. Pres.: Hugh West; VP: Carol Sanford. (OS).

Southland Recs. Dist'g Co., 1073 Huff Rd. NW. Zip: 30318. Tel: 351-4821. Owner: Gerald M. Friedman; Tape: Jack McIntyre. (D), (OS & RJ as Gate City Rec. Serv.). Cartridge 8-tr. & cassette: Ampex, Atco, Atlantic, GRT, Gross, ITCC, Jubilee, Kapp, Muscor, Scepter, Stax, Vanguard, Volt, Wand. Playback equip.: Automatic Radio, Belle Wood, Mayfair, Stradivaro. Accessories: Le-Bo. (SEE ADVERTISEMENT)

Stereo South (div. of National Tape Dist. Inc.), 2201 Faulkner Rd. NE. Zip: 30324. Tel: 633-4487. Mgr.: Michael G. King. (D), (RJ as National Tape & Rec. of Georgia, Inc.). Home office: Brookfield, Wis., National Tape Dist. Inc.

Cartridge 8-tr.: RCA, Camden, Colgems, Chart, Kirshner, Poppy, Diamond. Cassette: RCA, Colgems, Chart, Kirshner, Poppy. Open reel: RCA, Camden, Colgems, Kirshner. Accessories: Blank cassettes, caddies, head cleaning cartridges, test cartridges (RCA).

Sunshine State Rec. Dist., 1706 Chattahoochee Ave. NW. Zip: 30318. Tel: 355-4280. Gen. Mgr.: Ed Simpson. (OS & RJ). Home office: Rochelle Park, N.J., Garden State Rec. Dist. (RJ).

Transcontinental Music Corp., 660 Great Southwest Pkwy. Zip: 30336. Tel: 344-6791. Mgr.: Dean White. (RJ). Home office: New York, N.Y., Transcontinental Investing Corp.

• CLARKESVILLE (Area Code 404)

Clarkesville Rec. Sales Co., PO Box 198, 608 N. Washington St. Zip: 30523. Tel: 754-2152. Owner: Peter J. Rosetty; Mgr.: James Stockton; Buyer: Wanda Stockton. (D, OS & RJ). Cartridge 8-tr.: Dooto, GRT, ITCC, Jubilee, NAL, Sing, Skylite, Word.

GEORGIA

• ATLANTA METROPOLITAN AREA (Area Code 404)

A B C Rec. & Tape Sales, 720 14 St. NW. Zip: 30318. Tel: 875-5565. Mgr.: Jack Goldbart. (RJ). Home office: Seattle, Wash. (D & RJ).

**Playback equip.:** Audio-Sonic, Automatic Radio, Boman, Car Tapes, Electra, Mayfair, Mikado, Monacor, Ranger-Tenna.  
**Accessories:** Amberg, Le-Bo, Specialty Sounds.

• **DEMOREST (Area Code 404)**

Ralph's Radio Music, PO Box 127. Zip: 30535. Tel: 723-3884. Owner & Mgr.: Ralph Raper; Buyer: Bernice Raper. (D, OS & RJ).  
**Cartridge 8-tr.:** GRT, ITCC, Mark IV.  
**Cassette:** GRT, ITCC.  
**Playback equip.:** Craig.

• **MACON (Area Code 912)**

North American Music Corp., 1442 Berkshire. Zip: 31206. Tel: 781-1266. Mgr.: Dave Voshall. (D, OS & RJ).  
**Home office:** Cleveland, Ohio (see for prod. distributed).

• **SAVANNAH (Area Code 912)**

Southeast Georgia Parts Inc., 4111 Bull St. Zip: 31405. Tel: 233-6653. Owner: Robert T. Mitchell; Mgr.: Ronnie Floyd; Buyer: Carol Mitchell. (D).  
**Cartridge 8-tr. & cassette:** Capitol, Columbia, Decca, Dooto, GRT, Liberty, Mercury, Scepter, Skylite, United Artists, Word.  
**Playback equip.:** Adler, Automatic Radio, Capitol, Decca, Hitachi, Kraco, Ranger, Sparkomatic.  
**Accessories:** Arkay, Crest, Le-Bo.

## HAWAII

• **HILO (Area Code 808)**

Radio Television Corp. Ltd., 28 Pookela St. Zip: 96720. Tel: 935-5468. Mgr.: Larry Tanimoto. (D).  
**Home office:** Honolulu, Hawaii (see for prod. distributed).

• **HONOLULU (Area Code 808)**

Ampex Hawaii, 419 Waiakamilo Rd. Zip: 96817. Tel: 847-2157. Mgr.: Skippy Hamamoto. (D).  
**Cartridge 4-tr., 8-tr., cassette & open reel:** Ampex.  
**Accessories:** Ampex.

Craig Corp., 620 Coral St. Zip: 96813. Tel: 538-6771. Mgr.: Carlton Smith; Buyer: Masao Tanaka. (D).  
**Cartridge 4-tr., 8-tr. & cassette:** Columbia, Date, Epic, Ode, Okeh.  
**Open reel:** Columbia, Dafe, Epic, Ode.  
**Playback equip.:** Craig.  
**Accessories:** Craig.

Eric of Hawaii Inc., 2071 S. Beretania. Zip: 96814. Tel: 956-6522. Owner: Irv Pinensky; Mgr.: Emil Sabate; Buyers: Irv Pinensky, Emil Sabate. (D).  
**Cartridge 4-tr., 8-tr., cassette & open reel:** ABC, Avco Embassy, Blue Thumb, Dunhill, Elektra, MGM, Polydor, Reprise, United Artists, Verve, Warner Bros.

K & A Dists., 2320 S. King St. Zip: 96814. Tel: 941-4485. Mgr.: Don Ayers. (D), (OS & RJ) as Rack Serv. Hawaii Inc.).  
**Cartridge 8-tr., cassette & open reel:** Decca, Coral, Berlitz.  
**Playback equip.:** Decca.  
**Accessories:** Blank loaded tape, head cleaners, storage cases (Decca).

Kona-Kai Dist'g., PO Box 2135. Zip: 96805. Tel: 531-6118. Owner & Mgr.: Don McDiarmid Jr. (D).  
**Cartridge 8-tr., cassette & open reel:** Hula, Surfside.

Microphone Music Co. 2077 S. Beretania St. Zip: 96814. Tel: 946-1488. Owner & Mgr.: Ken Kaizawa. (D, I & E).  
**Cartridge 8-tr.:** Atco, Atlantic, Dooto, Dot, Enterprise, GRT, Jubilee, Kapp, Little David, Paramount, Scepter, Stax, Wand.  
**Cassette:** Same as 8-tr. except Kapp.  
**Open reel:** GRT.  
**Accessories:** Le-Bo.  
**Imports:** All Japanese labels.

Music Craft Dists. of Hawaii Ltd., 636 Queen St. Zip: 96813. Tel: 533-1223. Owner & Mgr.: Walter Y. Kurokawa. (D).  
**Cartridge 8-tr.:** Fontana, Laurie, Limelight, Mercury, Original Sound, Philips, Plantation, Prestige, Project 3, SSS Int'l, Smash, Vanguard.  
**Cartridge 4-tr.:** Original Sound.  
**Cassette:** Fontana, Laurie, Limelight, Mercury, Original Sound, Philips, Plantation, Prestige, Project 3, SSS Int'l, Smash, Vanguard.

Nylen Bros. & Co. Ltd., 8 S. Beretania St. Zip: 96813. Tel: 538-1171. Cable: HOTLEN. Pres.: William Nylen; Mgr. & Buyer: Ed Nielsen. (D).  
**Cartridge 8-tr.:** A&M, DBI, Fantasy, ITCC, Liberty, Livingston, Tamla-Motown.  
**Cassette:** A&M, Cetra, DBI, DGG, Fantasy, ITCC, Liberty, Livingston, Tamla-Motown.  
**Cartridge 4-tr.:** Same as 8-tr.  
**Open reel:** A&M, Bell & Howell, Fantasy.  
**Playback equip.:** Automatic Radio, Lear Jet, Standard Phono.

Rack Serv. Hawaii Inc. (OS & RJ). See K & A Dists.

Radio Television Corp. Ltd., 432 Keawe St. Zip: 96815. Tel: 533-2901. Owner: Roy R. Bright; Mgr. & Buyer: Hector H. Venegas. (D).  
**Branch:** Hilo, Hawaii.  
**Cartridge 8-tr.:** Camden, Chart, Colgems, Kirshner, Poppy, RCA, White Whale.  
**Cassette:** Colgems, RCA.  
**Open reel:** Colgems, Kirshner, RCA.  
**Playback equip.:** RCA.  
**Accessories:** Blank loaded tape, head cleaners, storage cases, test tapes (RCA).

Records Hawaii Inc., 1280 Kapiolani Blvd. Zip: 96814. Tel: 537-3627. Owner & Mgr.: John F. Leonard. (OS).

## ILLINOIS

• **CANTON (Area Code 309)**

Curtis Eng'g Stereo Village, 661 N. Main St. Zip: 61520. Tel: 647-3744. Owner & Buyer: William A. Curtis; Mgr.: Lyle D. Curtis. (D).  
**Cartridge 8-tr.:** A&M, Capitol, Columbia, Decca, GRT, ITCC, Liberty, Muntz.  
**Cartridge 4-tr.:** A&M, Columbia, Decca, Liberty, Muntz.  
**Cassette:** A&M, Capitol, Columbia, Decca, GRT, ITCC, Liberty.  
**Playback equip.:** Aiwa, Automatic Radio, Craig, Decca, Kraco, Masterwork, Muntz, Tenna.

• **CHICAGO METROPOLITAN AREA (Area Code 312)**

A B C Rec. & Tape Sales, PO Box 66186. Zip: 60666; 120 King St., Elk Grove Village 60007. Tel: 439-9700. Mgr.: Bob Falleur. (RJ).  
**Home office:** Seattle, Wash.

All Rec. Serv. Co., 2931 N. Pulaski Rd. Zip: 60641. Tel: 725-4426. Owner: Thomas B. Faneli; Mgr. & Buyer: Don Zimmerman. (OS & RJ).

Alltapes Inc., 2623 N. Pulaski Rd. Zip: 60639. Tel: 342-6600. Mgrs: Ron Bernstein, Roch Kudolla, Ray Neal, Joe Wandell. (D, OS, RJ & E).  
**Cartridge 8-tr., cassette, & open reel:** All lines.  
**Accessories:** Blank loaded tape (Ampex); blank cassettes (Cetron); Le-Bo, Recoton.  
**Exports:** Pre-recorded tapes.

K. O. Asher Inc., 7818 S. Stony Island Ave. Zip: 60649. Tel: RE 1-1741. Mgr.: K. O. Asher. (D).  
**Cartridge 4-tr., 8-tr., cassette & open reel:** Alector, Caedmon, Conversa-Phone, Monitor, Nina, Spoken Arts.

Atlas-Rand Corp., 3770 W. Pratt Ave., Lincolnwood 60645. Tel: 679-4680. VP, Mgr. & Buyer: Jim Carfagno. (D).

**Home office:** Paramus, N.J.  
**Cartridge 8-tr., cassette & open reel:** Sentry & all major lines.  
**Playback equip.:** Belair, Keystone.

Barney's One Stop, 3234 W. Roosevelt. Zip: 60624. Tel: 826-1828. Mgr.: W. J. Barney; Buyer: Alice Warbington. (OS).

Capitol Recs. Dist'g Corp., 6401 Gross Point Rd., Niles 60648. Tel: 647-8338. (D).  
**Cartridge 8-tr. & cassette:** Capitol, Angel, Melodiya/Angel, Apple, Harvest, Fame.  
**Playback equip.:** Capitol.  
**Accessories:** Display racks, storage cases (Capitol).

Car Tapes Inc., 320 W. Ohio St. Zip: 60610. Tel: 943-5158. Pres.: James A. LeVitus; Buyer: Ida Weil. (D, RJ & I).  
**Branch:** Los Angeles, Calif.

**Cartridge 8-tr. & cassette:** Ampex, Capitol, Columbia, Decca, GRT, Liberty, Paramount, Scepter, Wand.  
**Playback equip.:** Car Tapes (Japan).

Columbia Recs. Sales, 5404 W. Touhy Ave., Skokie 60076. Tel: 463-0900. Regional Sales Dir.: Don Van Gorp; Mgr.: Mert Paul. (D).

**Cartridge 8-tr. & cassette:** Columbia, Date, Epic, Okeh, Barnaby, Fillmore, Kinetic, Gazette.  
**Cartridge 4-tr.:** Columbia, Date, Epic, Okeh, Kinetic, Gazette.  
**Open reel:** Columbia, Date, Epic, Kinetic, Gazette.

**Playback equip.:** Masterwork.  
**Accessories:** Blank loaded tape, storage cases (Columbia).

Galgano Dist. Corp., 4135 W. Armitage Ave. Zip: 60639. Tel: 227-6110. Owner: Anthony Galgano; Mgr. & Buyer: John Galgano. (OS).

Handleman Co., 3477 Touhy Ave., Lincolnwood 60645. Tel: 583-0770. Branch Mgr.: Hal Scovill; Buyer: Robert Baumstein. (RJ).  
**Home office:** Detroit, Mich.

Hit Recs. Inc., 10614 S. Mackinaw Ave. Zip: 60617. Tel: 734-2244. Owner: Charles N. Stephens; Mgr.: Charles Gillis; Buyer: Martha Cox. (D & RJ).

**Cartridge 8-tr. & cassette:** GRT, ITCC, NAL.  
**Playback equip.:** Belle Wood, Capitol, Craig, Decca, Mayfair.

Liberty/JA Dist'g Corp.—Chicago Branch, 7901 N. Caldwell, Morton Grove 60053. Tel: 478-1133, 966-0150. Mgr.: Robert Golinski. (D).  
**Cartridge 8-tr.:** Liberty, Sunset, United Artists.  
**Cassette:** Liberty, United Artists.

*continued on page 170*

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continued

## INDIANA

- Little Al's Recortapes, 3216 W. Lawrence Ave. Zip: 60625. Tel: 478-6114. Owner & Mgr.: Al Temaner. (OS).
- London Recs. Midwest Dist'g Corp., 6363 Gross Point Rd., Niles 60648. Tel: 647-0410. Mgr.: Stan Meyers. (D, OS & RJ).  
**Cartridge 8-tr. & cassette:** All lines.  
**Open reel:** London.  
**Playback equip.:** Belle Wood, Pax.
- M C A Dist'g Corp., 425 N. Michigan Ave. Zip: 60611. Tel: DE 7-1100. Branch Mgr.: Tony Ignoffo. (D).  
**Cartridge 8-tr., cassette & open reel:** Decca, Coral, Kapp, Uni, Berlitz.  
**Playback equip.:** Decca.  
**Accessories:** Blank loaded tape, head cleaners, storage cases (Decca).
- M S Dist'g Co., 7901 N. Caldwell, Morton Grove 60053. Tel: 478-1133. VP & Gen. Mgr.: Vic Faraci; Buyer: Ralph Kieck. (D), (RJ) as Musical Isle of America Inc.).  
**Home office:** Los Angeles, Calif., Musical Isle of America Inc.  
**Cartridge 8-tr.:** Crewe, DBI, Elektra, Kapp, Reprise, Warner Bros.  
**Cassette:** Crewe, Elektra, Reprise, Warner Bros.  
**Playback equip.:** Mercury, Peerless.
- Musical Isle of America Inc. VP: Victor D. Faraci; Gen. Mgr.: Endo Corsetti; Buyer: Bob Jacobs. (RJ). See MS Dist'g Co. (SEE ADVERTISEMENT)
- North American Music Corp., 4629 Main, Skokie 60076. Tel: 677-5808. Mgr.: Lou Coppel. (D, OS & RJ).  
**Home office:** Cleveland, Ohio (see for prod. distributed).
- Pan American Recs. Inc., 3751 W. 26 St. Zip: 60623. Tel: 521-1100. Owners: H. & M.S. Frenkel; Mgr. & Buyer: F. Nava. (D, OS & RJ).  
**Cartridge 8-tr. & cassette:** Ansonia, Bego, Bernal, CBS de Mexico, Cap-Latino, DLV, Del Rio, Del Valle, Falcon, Impacto, Keyloc, Magda, Marsol, Mex-Melody Musart, Musicor, Norteno, Orfeon, Pato, Peerless, Sunglow, Ventura, Zarape.  
**Accessories:** Caddies (Athena); head cleaners (Specialty Sounds).
- Scotsdale Dist. Co. Inc., 6012 S. Archer St. Zip: 60638. Tel: 735-3900. Sales Mgr.: G. Goldstein. (RJ).
- Singer One Stop Recs. Inc., 1812 W. Chicago Ave. Zip: 60622. Tel: 486-7400. Branch: 2950 W. 63 St. Zip: 60629. Tel: 778-3534. Mgr.: Joseph Sipiara. (OS).
- Summit Dists. Inc., 7447 Linder Ave., Skokie 60076. Tel: 677-1621. Mgr. & Buyer: Harold Davis. (D).  
**Branch:** Cincinnati, Ohio.  
**Cartridge 8-tr. & cassette:** Audio Fidelity, Disneyland, Era, Fantasy, Fiesta, ITCC, Metro-media, Vault.  
**Open reel:** A&M, Fantasy.
- Susan Dist'g Co. Inc. (div. of Lieberman Ents.), 7330 Niles Center Rd., Skokie 60076. Tel: 674-4390. Mgr.: Harry S. Losk; Buyer: Henry Grossman. (OS & RJ).  
**Home office:** Minneapolis, Minn., Acme Music Serv.
- T D A Inc., 3035 W. 47 St. Zip: 60632. Tel: 254-4612. Pres.: Paul J. Glass; Mgr.: Morton A. Ohren; Buyer: Lee Howard. (D, OS, RJ, I & E).  
**Cartridge 8-tr.:** A&M, Ampex, Atco, Atlantic, Dooto, Ethnic, GRT, Gordy, ITCC, Jubilee, Kapp, Laff, Mercury, Motown, NAL, Rare Earth, Reprise, Request, Roulette, Scepter, Soul, Stax, Tamla, Thunderbird.  
**Cassette:** Same as 8-tr.  
**Playback equip.:** Aiwa, Mayfair, Ross, Soundtech, Telex, Tenna, Tobin (Japan).  
**Accessories:** Amberg, GW, Le-Bo, Modern, Rosewood.  
**Exports:** Pre-recorded tape.
- Taylor Electric Co., 3553 W. Peterson. Zip: 60645. Tel: 588-2729. Sales Mgr.: Chuck Schroeder. (D).  
**Home office:** Milwaukee, Wis. (see for prod. distributed).
- Transcontinental Music Corp., 5301 Dansher Rd., Countryside 60525. Tel: 354-6804. Branch Mgr.: Alfred Driscoll. (RJ).  
**Home office:** New York, N.Y., Transcontinental Investing Corp.
- United Rec. Dists. Inc., 1827 S. Michigan Ave. Zip: 60616. Tel: 225-6605. Owner: Ernest Leaner; Mgr.: Billy Leaner; Buyer: Phyllis White. (D).  
**Cartridge 8-tr. & cassette:** Ampex, GRT, Laff, Lavell, Livingston, Modern, Motown, Scepter, Stax.  
**Playback equip.:** Craig, Westbury.  
**Accessories:** Blank loaded cassettes.
- Universal Music Mdrs. Inc., 9047 N. Terminal, Skokie 60076. Tel: 965-1810. Owners: Joe & Arthur Weiss; Pres. & Mgr.: Joe Weiss; Buyer: Bette Andrews. (OS & RJ).
- **PEORIA (Area Code 309)**  
 Paul Allen Racks Sales, 111 Sunvalley Ct., East Peoria 61611. Tel: 699-1541. Pres.: Paul Allen. (RJ).
- S & G Music, 403 S. Adams St. Zip: 61602. Tel: 676-5112. Owner: Ruby Duncan. (OS).

• **DECATUR (Area Code 219)**  
 Midwest Dists., 138 N. Second St. Zip: 46733. Owner & Mgr.: Walt Ostermeyer. (RJ).  
**Home office:** Fort Wayne, Ind.

• **FORT WAYNE (Area Code 219)**  
 Car-Tape Dists. Inc., 211 E. State Blvd. Zip: 46805. Tel: 484-2922. Owner & Mgr.: Robert W. Carteau; Buyer: Larry Radke. (D & OS).  
**Cartridge 8-tr.:** A&M, Ampex, Canaan, Capitol, Columbia, Decca, Dooto, Epic, Fiesta, GRT, Gordy, Gross, Heart Warming, Liberty, Mercury, Motown, RCA, Rare Earth, Reprise, Sacred, Savoy, Sing, Skylite, Soul, Tamla, United Artists, Warner Bros., Word.  
**Cartridge 4-tr.:** Ampex, Capitol, Columbia, Decca, Epic, Muntz, United Artists.  
**Cassette:** A&M, Ampex, Canaan, Capitol, Columbia, Decca, Dooto, Epic, GRT, Gordy, Gross, ITCC, Liberty, Mercury, Motown, RCA, Rare Earth, Sacred, Soul, Tamla, United Artists, Word.  
**Playback equip.:** Belair, Craig.  
**Accessories:** G&W, Le-Bo.

Midwest Dists., 2415 Forest Park Blvd. Zip: 46805. Tel: 483-8230. Owner & Mgr.: Walt Ostermeyer. (Exec. office only).  
**Branch:** Decatur, Ind.

Tri State Dists., 3434 Broadway. Zip: 46807. Tel: 744-5607. Owner: Cliff Ayers Ostermeyer; Mgr.: Kayla Spillson; Buyer: Jerry Bair. (D).  
**Cartridge 8-tr. & cassette:** Elektra, GRT, ITCC, Jubilee, Modern, Motown, Pickwick.  
**Cartridge 4-tr.:** Pickwick.

• **GARY (Area Code 219)**  
 Woodard Rec. Serv., 2011 Madison St. Zip: 46407. Tel: 885-1908. Owner & Mgr.: Dewitt W. Woodard. (RJ).

• **INDIANAPOLIS (Area Code 317)**  
 Arthur Fulmer, 25 W. Ninth St. Zip: 46204. Tel: 635-2504. Mgr.: Jerry Kahns. (D & I).  
**Home office:** Memphis, Tenn. (see for prod. distributed).

Sound Classics Inc. (sub. of Associated Dists. Inc.), 333 W. Ninth St. Zip: 46204. Tel: 634-2591. Pres.: Louis E. Randle; Buyer: James Coffin. (D, OS & RJ).  
**Cartridge 8-tr., cassette & open reel:** All lines.  
**Playback equip.:** Belle Wood, Craig, Lear Jet.  
**Accessories:** Amberg, Le-Bo.

Wholesale Rec. & Tape Sales, 1312 N. Capitol Ave. Zip: 46202. Tel: 639-5491. Owner & Mgr.: Don Gobrecht. (OS).

• **RICHMOND (Area Code 317)**  
 Mobile Rec. Serv. Co., 105 SW "E" St. Zip: 47374. Tel: 962-3395. Mgr.: Stanley Bach. (OS).  
**Home office:** Pittsburgh, Pa.

## IOWA

• **DES MOINES (Area Code 515)**  
 A B C Rec. & Tape Sales, PO Box 358, Zip: 50302; 3301 McKinley Ave. Zip: 50321. Tel: 285-0551. Mgr.: Jack Silverman. (OS & RJ).  
**Home office:** Seattle, Wash.

J. L. Marsh Inc. (div. of Pickwick Int'l Inc.), 1630 Locust. Zip: 50309. Tel: 282-8185. (RJ).  
**Home office:** Minneapolis, Minn., Heilicher Bros. (D).

• **DE WITT (Area Code 319)**  
 Mobile Rec. Serv. Co., 429 Fifth St. Zip: 52742. Tel: 659-5051. Mgr.: Larry Steward. (OS).  
**Home office:** Pittsburgh, Pa.

## KANSAS

• **LAWRENCE (Area Code 913)**  
 Kief's Rec. & Stereo Supply Inc., PO Box 2, 711 W. 23 St. Zip: 66044. Tel: 842-1544. Owner: John J. Kiefer; Mgr.: Jim Brown. (OS & RJ).

• **SHAWNEE MISSION (Area Code 913)**  
 National Auto Sound Inc., 8006 Foster, Overland Park 66204. Tel: 381-1818. Owner: Carl Galler; Mgr. & Buyer: Jeanette Galler. (D).  
**Branch:** Kansas City, Mo.  
**Cartridge 8-tr. & cassette:** Ampex, Capitol, Columbia, Decca, GRT, ITCC, Jubilee, Kapp, Mercury, Paramount, Pickwick, RCA, Scepter, Warner Bros.  
**Cartridge 4-tr.:** All lines.  
**Playback equip.:** Audiovox, Automatic Radio, Belle Wood, Boman, Clasonic, Craig, Decca,

Dynasonic, Lloyd, Mayfair, Motorola, Norelco, Ranger-Tenna, Toshiba, Webcor.  
**Accessories:** Le-Bo, Recoton.

• **WICHITA (Area Code 316)**  
 Davidson's One Stop, 1559 S. Broadway. Zip: 67211. Tel: 265-0012. Owner: Mildred Davidson; Mgr.: Evelyn Oakes. (D & OS).  
**Home office:** Kansas City, Mo. (see for prod. distributed).

Giant One Stop, 203 E. Douglas. Zip: 67202. Tel: AM 5-7508. Owner: I. Albert. (OS), (RJ) as Reco-Rak Dists.).  
 Reco-Rak Dists. (RJ). See Giant One Stop.

## KENTUCKY

• **CAMPBELLSVILLE (Area Code 502)**  
 Central Electronics, PO Box 340, 113 N. Central Ave. Zip: 42718. Tel: 465-5631. Owner: Randall B. Herron. (D, OS & RJ).  
**Cartridge 8-tr.:** ITCC, NAL, Paramount, Pickwick, Premier, Radiant, Sing, Skylite, Songs of Faith, Stateswood.  
**Cartridge 4-tr.:** ITCC, NAL, Pickwick.  
**Cassette:** ITCC, NAL, Premier, Radiant, Sing, Skylite.  
**Open reel:** ITCC, Stereo Tape.  
**Playback equip.:** Arthur Fulmer, Juliette, Major, Stradivaro.  
**Accessories:** Caddies (Amberg, Athena); head cleaners (ITCC, NAL); Channel Mktg., Transcriber Co.

• **LOUISVILLE (Area Code 502)**  
 Arthur Fulmer, 950 S. Third St. Zip: 40203. Tel: 584-0263. Mgr.: Les Rushing. (D & I).  
**Home office:** Memphis, Tenn. (see for prod. distributed).

Handieman Co., 4500 Louisville Ave. Zip: 40209. Tel: 361-1336. Branch Mgr.: James Lavis. (RJ).  
**Home office:** Detroit, Mich.

Kentuckiana Rec. Sales, PO Box 261, 560 S. Fourth St. Zip: 40202. Tel: 582-3331. VP & Mgr.: Kenneth Vine. (OS).

Kincheleo Radio Serv. Inc., 830 S. First St. Zip: 40203. Tel: 585-5126. Owner & Mgr.: Bill Douglas. (D).  
**Cartridge 8-tr.:** Ampex, Capitol, Columbia, Decca, Liberty.  
**Playback equip.:** Motorola.  
**Accessories:** Caddies (Amberg).

Kings Rec. Shop, 240 W. Jefferson St. Zip: 40202. Tel: 584-5535. Owner & Mgr.: Gene King. (OS & RJ).

Orbit Radio, 831 W. Main. Zip: 40201. Tel: 895-1143. Mgr.: S. A. Cisler. (I & E).  
**Imports:** Pre-recorded tape; playback equip. (Germany, Japan; Revox from Switzerland).  
**Exports:** Pre-recorded tape, playback equip.

Shively One Stop, 4464 Shively Center. Zip: 40216. Tel: 447-4951. Owner & Mgr.: A. R. Brown. (OS).

Tiff's Discount Rec. Store, 309 S. Fourth St. Zip: 40202. Tel: 584-4933. Owner & Mgr.: Martin Cohn; Buyer: Gregory Searcy. (OS).

• **OWENSBORO (Area Code 502)**  
 Wax Works Inc., 320 Washington Ave. Zip: 42301. Tel: 683-1585. Owners: Leroy & Terry Woodward; Buyer: Terry Woodward. (OS & RJ).  
 Webster's Inc., 320 Washington Ave. Zip: 42301. Tel: 684-2791. Owner & Mgr.: Doug Webster. (RJ).

## LOUISIANA

• **ALEXANDRIA (Area Code 318)**  
 Music Racks, 1406 Fourth St. Zip: 71301. Tel: 443-0540. Owner & Mgr.: J. D. Davis. (RJ).

• **BATON ROUGE (Area Code 504)**  
 F A S Dists. Inc., 319 Third St. Zip: 70801. Tel: 348-2215. Owner: I. Shaab; Mgr.: M. C. Rance; Buyer: R. Shaab. (OS & RJ).

• **METAIRIE (Area Code 504)**  
 Hel-Lo Rec. Co. Inc., 710 Aris Ave. Zip: 70005. Tel: 831-1356. Pres.: Vincent P. Lofaso. (RJ).

• **MONROE (Area Code 318)**  
 Rack Serv. Co. Inc., 2601 Newcomb St. Zip: 71201. Tel: 322-1446. Mgr.: W. H. Chambliss; Buyer: Patricia Chambliss. (RJ).

• **NATCHITOCHE (Area Code 318)**  
 R & S Recs., 111 Second St. Zip: 71457. Tel: 352-9255. Owner & Mgr.: S. Vance. (D).  
**Cartridge 8-tr. & cassette:** Capitol, Angel, Melodiya/Angel, Apple, Harvest, Fame.

continued on page 172



# Hear Hear Hear

## New 8 Track Cartridge Recorder

Hear the sound of "Solid State Profits." Exclusive Telex features that add up to big consumer demand ... and MORE PROFITS for YOU.

Model 814S, 8 track stereo cartridge recorder/player with FEI solid state AM-FM multiplex receiver, 100 watt integrated circuit stereo amplifier and two bookcase speakers.

Model 812S, 8 track stereo cartridge recorder/player with 100 watt stereo integrated circuit amplifier and two bookcase speakers.

All new models feature linear slide controls, pause control, ejector and record/play capacity up to 80 minutes. Add these to the profit packed 811R Telex record/play deck—the Telex success story that's still being written—you get a lot more "Hear" plus a lot more profit.

TELEX 812S AND 814S



## New 4 Channel Stereo

Hear the sound of "Solid State Profits" in 4 channel stereo. Telex offers the lowest priced 4 channel stereo tape deck. Four channel stereo spells sales and profit. Order and watch your in-store traffic build. When your customers ask—and they will—tell them about Quad/Sonic's 2 + 2 versatility—three motor, three-speed, and compatible with both four and two track stereo tapes.

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## New Audiometric Stereo Headphones

Hear the sound of "Solid State Profits" with Studio 1—THE major breakthrough in electro-acoustic design for the Seventies.

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High performance audiometric drivers—four exclusive professional studio slide controls for volume and tone. Cycloac cups and new surgical silicone molded cushion and headband designed for maximum personal comfort. Styled in off-white and trimmed in black and burled walnut.

Studio 1 from Telex—styled for the Seventies, quality engineered for profits.

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**TELEX**®

continued

• **NEW ORLEANS AREA (Area Code 504)**

All South Dist'g Corp.; 1924 Lafayette St. Zip: 70113. Tel: 522-1157. Owner & Mgr.: Henry Hildebrand Jr.; Buyers: Elmo Sonnier, Ray Malinda. (D & RJ).  
**Cartridge 4-tr., 8-tr. & cassette:** All lines.  
**Open reel:** A&M, Ampex.  
**PlayTape.**  
**Playback equip.:** Belair, Craig, Crown, Elektra, Mayfair, Qatron, Stereodyne, Telex, Tenna.  
**Accessories:** Le-Bo. (SEE ADVERTISEMENT)  
 Bernard Rec. & Tape Sales, PO Box 13487, 4006 Eden St. Zip: 70125. Tel: 822-1418. Owner & Mgr.: Jack Bernard. (OS)  
 Columbia Recs. Sales, John Hancock Bldg., St. Charles Ave. at Lee Circle. Zip: 70130. Tel: 524-4546. Mgr.: Roger Metting. (D).  
**Cartridge 8-tr. & cassette:** Columbia, Date, Epic, Okeh, Barnaby, Fillmore, Kinetic, Gazette.  
**Cartridge 4-tr.:** Columbia, Date, Epic, Okeh, Kinetic, Gazette.  
**Open reel:** Columbia, Date, Epic, Kinetic, Gazette.  
**Playback equip.:** Masterwork.  
**Accessories:** Blank loaded tape, storage cases (Columbia).  
 M C A Dist'g Corp., 8135 Earhart Blvd. Zip: 70118. Tel: 486-6026. Branch Mgr.: Stan Layton. (D).  
**Cartridge 8-tr., cassette & open reel:** Decca, Coral, Kapp, Uni, Berlitz.  
**Playback equip.:** Decca.  
**Accessories:** Blank loaded tape, head cleaners, storage cases (Decca).  
 McDonald Sales Corp., 5000 River Rd. Zip: 70123. Tel: 733-6653. Owner: David Oreck; Mgr.: J. M. Clapp. (D).  
**Cartridge 8-tr. & cassette:** Ampex, Atco, Atlantic, GRT, Capitol, RCA.  
**Open reel:** Ampex, RCA.  
**Playback equip.:** RCA.  
 Musical Isle of America Inc. (An Entertainment Serv. of Transamerica Corp.), 757 Central Ave. Zip: 70121. Tel: 833-3735. VP: George Berry. (RJ).  
**Home office:** Los Angeles, Calif. (SEE ADVERTISEMENT)  
 Record Sales of Louisiana Inc., 800 Central Ave. Zip: 70121. Tel: 831-2631. Mgr.: Lee Clark. (D).  
**Cartridge 8-tr.:** Liberty, United Artists.  
**Cartridge 4-tr.:** Liberty, United Artists.  
**Cassette:** Liberty, Metromedia, United Artists.  
**Open reel:** Stereo Tapes.  
**Accessories:** Carrying cases.  
 Territo's, 510 Lafayette St., Gretna 70053. Tel: 361-9168. Owner & Buyer: Samuel C. Territo. (OS)  
 • **SHREVEPORT (Area Code 318)**  
 B & B Sales Inc., 211 N. Market. Zip: 71107. Tel: 422-9382. Mgr.: Bennie Sholar; Buyer: Al Bell. (D).  
**Cartridge 8-tr. & cassette:** Adell, Capitol, Columbia, Decca, Dooto, ITCC, Jay Gee, Liberty, Mercury, Modern, Muntz, Radiant, Spar, Vivid, Sound.  
**Playback equip.:** Belair, Craig, Muntz, S'port.  
 Stan's Rec. Serv., 728 Texas St. Zip: 71102. Tel: 422-7182. Owner: Stanley J. Lewis; Mgrs.: Ronnie Lewis, Jessie Camp; Buyer: Jessie Camp. (D, OS & RJ).  
**Cartridge 8-tr. & cassette:** Ampex, Atco, Atlantic, Disneyland, GRT, Jewel, Kama Sutra, Kapp, La Louisianne, MGM, Motown, Musicor, Paramount, Paula, RCA, Soul, Stax, Swallow, Tamlam.  
**Playback equip.:** Automatic Radio.  
**Accessories:** Blank loaded tape, head cleaners, storage cases (Le-Bo). (SEE ADVERTISEMENT)  
 • **VILLE PLATTE (Area Code 318)**  
 Floyd's Rec. & Tape Serv., PO Box 506, 434 E. Main. Zip: 70586. Tel: 363-2184. Owner & Buyer: J. Floyd Soileau; Mgr.: Terry Lafleur. (D & OS).  
**Cartridge 8-tr.:** Swallow & various Cajun prod.  
**Playback equip.:** Hitachi, Lear Jet, Panasonic.

**MAINE**

• **PORTLAND (Area Code 207)**

Commercial Dist., 8 Somerset St. Zip: 04101. Tel: 774-5362. Owner: Herbert Holmes Sr.; Gen. Mgr.: V. Harry Mooradian. (D, OS & RJ).  
**Cartridge 8-tr. & cassette:** All lines.  
 East Coast Dist., 200 Anderson St. Zip: 04101. Tel: 772-5665. Pres.: John Jannace; Mgr.: Dave Gonyer; Sales Mgr.: Russell Mundi. (D & RJ).  
**Cartridge 8-tr.:** A&M, ABC, Archive, Atco, Atlantic, Bang, Bell, Capitol, Columbia, Command, Decca, Deram, Dunhill, Elektra, Kapp, London, MGM, Mercury, Monument, New Voice, Parrot, RCA, Reprise, Scepter, Vanguard, Warner Bros., White Whale.  
**Cassette:** Archive, Atco, Atlantic, Capitol, Columbia, Decca, Deram, Dunhill, Elektra, London, MGM, Parrot, Reprise, Warner Bros.  
**Playback equip.:** Automatic Radio, Sony, Tenna.

Portland Recs. Inc., 84 W. Cove St. Zip: 04101. Tel: 772-6551. Owner: James C. Boyd; Mgr. & Buyer: C. Roy Rice. (OS & RJ).  
**Cartridge 8-tr. & cassette:** ABC, Bang, Bell, Bluesway, Buddah, Checker, Command, Decca, Diamond, Dot, Dunhill, Hickory, Kama Sutra, Kapp, King, Monument, Moonglow, Musicor, New Voice, Paramount, Plantation, Project 3, Ranwood, Roulette, Scepter, Starday, Tower, 20th Century-Fox, Uni, Verve, Wand, White Whale.  
**Playback equip.:** Lear Jet, Masterwork, Toshiba.  
**Accessories:** Le-Bo, Recoton.

**MARYLAND**

• **BALTIMORE (Area Code 301)**  
 (Also see listings under District of Columbia)

Atlas Rec. Rack. Mgr.: Barry Dalneko; Buyer: Charles Gray. (OS & RJ). See General Dist'g Co. Inc.  
 Coronet Music, 4724 Bonnie Brae Rd. Zip: 21208. Tel: 655-5145. Owners & Mgrs.: Sam Anoff, Leonard Radinsky; Buyer: Sam Anoff. Branch: 3626 1/2 Woodland Ave. Zip: 21215. Tel: 542-4496. (RJ).  
 D & H Dist'g Co., 2025 Worcester St. Zip: 21230. Tel: 727-5100. Mgr.: David Press; Buyers: Eugene Dieviglia, Gerhardt Stronkowski. (OS & RJ).  
**Home office:** Harrisburg, Pa. (D, OS & RJ). (SEE ADVERTISEMENT)  
 Ellis Dist'g Corp., 5256 Fairlawn Ave. Zip: 21215. Tel: 367-0700. Owner: Edgar H. Ellis; Mgr.: James Gayhardt; Buyer: Charles Kerr. (D, OS & RJ).  
**Cartridge 8-tr. & cassette:** Capitol, Columbia, Decca, GRT, ITCC, RCA.  
**Playback equip.:** Capitol, Dyn Sonic, Mayfair.  
**Accessories:** Amberg, Capitol, Le-Bo, Recoton.  
 General Dist'g Co. Inc., 2329 Pennsylvania Ave. Zip: 21217. Tel: 699-6411; Washington DC Tel: (202) 628-7584. Pres.: Henry Nathanson; Gen. Mgr. & Buyer: Charles Gray. (D), (OS & RJ as Atlas Rec. Rack).  
**Cartridge 8-tr. & cassette:** ABC, Abnak, Accent, Alegre, Amy, Arctic, Audio Fidelity, Backbeat, Bang, Barry, Bell, Bluesway, Blue Thumb, Boone, Bouquet, Buddah, Bunky, Cadet, Cadet/Concept, Canyon, Celestial, Century City, Chart, Checker, Chess, Command, Crescendo, Crewe, Diamond, Douglas, Duke, Dunhill, Dynamo, DynoVoice, Era, Excello, Fiesta, Four Corners of the World, GNP Crescendo, GRT, Gamble, Goldwax, Gospel, Hickory, Hob, Impulse, ITCC, International Artists, Jad, Jamie, Kapp, Kent, King, Laurie, Little Darlin', Livingston, MTA, Mace, Metro-media, Mobile Fidelity, Modern, Monument, Moonglow, Mud, Musicor, NAL, Nashboro, Nashville, New Voice, Orbit, Palisade, Paula, Peacock, Pete, Phil-L.A. of Soul, Philly Groove, Plantation, Polydor, Prestige, Project 3, Ranwood, Request, Revue, Rising Sons, Riverside, Roulette, SSS Int'l, Savoy, Scepter, Senate, Sidewalk, Skye, Starday, Stop, Sun, TRX, Tetragrammaton, Tico, Tower, Tradition, 20th Century-Fox, Uni, VMC, Vault, Vee Jay, Wand, Westminster, White Whale. (SEE ADVERTISEMENT)  
 Jalen Amusement Co. Inc., 1215 S. Howard St. Zip: 21230. Tel: 837-2670. Buyers: Jay M. Jones, C. Rogers. (D & RJ).  
**Cartridge 8-tr. & cassette:** GRT, ITCC, Wand-Scepter; all budget lines.  
 M C A Dist'g Corp., 2921 Alexander Ave. Zip: 21215. Tel: 367-0710. Branch Mgr.: Ed Keelan. (D).  
**Cartridge 8-tr., cassette & open reel:** Decca, Coral, Kapp, Uni, Berlitz.  
**Playback equip.:** Decca.  
**Accessories:** Blank loaded tape, head cleaners, storage cases (Decca).  
 Marshall/Mangold Dist'g Co. Inc., 4805 Nelson Ave. Zip: 21215. Tel: 542-7214. Owner: Manny Goldberg; Mgr.: Frances Youngblood; Sales Mgr.: William Rich. (D).  
**Cartridge 4-tr., 8-tr. & cassette:** Pickwick, Up Front.  
 Musical Sales One Stop Inc., 134 W. Mount Royal Ave. Zip: 21201. Tel: 837-5757. Owner: Milton Bereson; Buyer: John Lagenfelder. (OS).  
 Redisco (The Records Dist'g Co.), 1815 Guilford Ave. Zip: 21202. Tel: 727-6420. Owner: Oscar Buchman; Mgr.: Milton Mehlman. (OS). (SEE ADVERTISEMENT)  
 Transcontinental Music Corp., 72 Alco Place. Zip: 21227. Tel: 247-2550. Mgr.: Larry Goldberg. (RJ).  
**Home office:** New York, N.Y., Transcontinental Investing Corp.  
 Y R S Dist., 3123 W. North Ave. Zip: 21216. Tel: 566-5400. Owner: Earnest L. Burston; Mgr.: Otto Burston. (D), (OS as Your Super Music).  
**Cartridge 8-tr. & cassette:** Apex, Laff.  
 Your Super Music, 509 N. Gay St. Zip: 21202. Tel: BR 6-3770. (OS). See YRS Dist.  
 Jos. M. Zamoiski Co., 1101 De Soto Rd. Zip: 21223. Tel: 644-2900. Pres.: Calman J. Zamoiski Jr.; Gen. Mgr.: Arthur Geles; Dist. Mgr.: Alvin

Shevitz; OS Mgr.: Maury Bass; RJ Mgr.: Max Rivero; Buyer: Joyce Heider. (D, OS & RJ).  
**Cartridge 8-tr. & cassette:** Ampex, Cotillion, DGG, Dakar, Fontana, Gross, Josie, Jubilee, Laff, Mercury, Modern, NAL, Pickwick, Philips, Polydor, RCA, Raw, Redd Foxx, Smash, Sun, Vox.  
**Playback equip.:** Belair, Norelco, Tenna. (SEE ADVERTISEMENT)

• **CHEVERLY (Area Code 301)**

D & H Dist'g Co., 2500 Schuster Dr. Zip: 20781. Tel: 322-3500. Mgr.: George Nesline. (D).  
**Home office:** Harrisburg, Pa. (D, OS & RJ). (see for prod. distributed). (SEE ADVERTISEMENT).

• **HAGERSTOWN (Area Code 301)**

Interstate Rec. Dist., 211 S. Locust. Zip: 21740. Tel: 733-1378. Owners: Richard & Mackulic; VP: John E. Kmiec; Buyer: Bruce Portman. (OS).

• **LANDOVER (Area Code 301)**

Potomac Music & Rec. Serv., 2122 Beaver Rd. Zip: 20785. Tel: 322-3666. Pres.: Michael P. Mackulic; VP: John E. Kmiec; Buyer: Bruce Portman. (OS).

• **ROCKVILLE (Area Code 301)**

Chase Mktg. Co., 12160 Parklawn Dr. Zip: 20852. Tel: 933-5880. Owner: Jack Black; Mgr.: Leonard Fluet; Buyer: Edith Black. (D, OS & RJ).  
**Cartridge 8-tr.:** A&M, ABC, Atco, Atlantic, Bang, Bell, Capitol, Columbia, Command, DGG, Decca, Deram, Dunhill, Elektra, Fantasy, Impulse, Kama Sutra, Kapp, King, London, MGM, Monument, Motown, Musicor, New Voice, Paramount, Parrot, RCA, Reprise, Roulette, Savoy, Scepter, Starday, 20th Century-Fox, Uni, Vanguard, Verve, Viva.  
**Cassette:** A&M, ABC, Atco, Atlantic, Bang, Bell, Cadet, Capitol, Columbia, Command, Decca, Deram, Dunhill, Elektra, Fantasy, Impulse, Kama Sutra, Kapp, King, London, MGM, Mercury, Monument, Motown, Paramount, Parrot, RCA, Reprise, Roulette, Scepter, 20th Century-Fox, Verve, Warner Bros.  
**Open reel:** Ampex.  
**Playback equip.:** Belair, Craig, Roberts.  
**Accessories:** Blank cassettes (TDK); car stereo speakers (Spark-o-matic); carrying cases (Le-Bo); demagnetizers, jacks (Calrad); power converters (ATC).

• **SILVER SPRING AREA (Area Code 301)**

Columbia Recs. Sales, The Metropolitan Bldg., Suite 908, 8720 Georgia Ave. Zip: 20910. Tel: 587-5000. Mgr.: George Deacon. (D).  
**Cartridge 8-tr. & cassette:** Columbia, Date, Epic, Okeh, Barnaby, Fillmore, Kinetic, Gazette.  
**Cartridge 4-tr.:** Columbia, Date, Epic, Okeh, Kinetic, Gazette.  
**Open reel:** Columbia, Date, Epic, Kinetic, Gazette.  
**Playback equip.:** Masterwork.  
**Accessories:** Blank loaded tape, storage cases (Columbia).  
 Liberty/UA Dist'g Corp.—Baltimore Branch, 11151 Viers Mill Rd., Wheaton 20902. Tel: 946-7242. Mgr.: Lou Monette. (D).  
**Cartridge 8-tr.:** Liberty, Sunset, United Artists.  
**Cassette:** Liberty, United Artists.

**MASSACHUSETTS**

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

Boston Rec. Dist. Inc., 150 Vernon St. Zip: 02120. Tel: 442-2345. Owner & Buyer: Jerry Flatto. (OS & RJ).  
 Bulldog Dist., 58 Buffum St., Lynn 01902. Tel: 593-3920. Mgr.: Nicholas Sentas. (D).  
**Cartridge 8-tr. & cassette:** Conversa-Phone, Euro-tone, Monitor.  
**Cassette:** Vox.  
 Capitol Recs. Dist'g Corp., 71 Fourth Ave., Needham Heights 02194. Tel: 449-0770. (D).  
**Cartridge 8-tr. & cassette:** Capitol, Angel, Melodiya/Angel, Apple, Harvest, Fame.  
**Playback equip.:** Capitol.  
**Accessories:** Display racks, storage cases (Capitol).  
 Circle Dist. Corp. Mgr.: Vaughn Agajanian; Buyer: James Lawson. (OS). See Music Suppliers Inc.  
 Columbia Recs. Sales, John Hancock Bldg., 470 Totten Pond Rd., Waltham 02154. Tel: 899-3814. Mgr.: George Ryan. (D).  
**Cartridge 8-tr. & cassette:** Columbia, Date, Epic, Okeh, Barnaby, Fillmore, Kinetic, Gazette.  
**Cartridge 4-tr.:** Columbia, Date, Epic, Okeh, Kinetic, Gazette.  
**Open reel:** Columbia, Date, Epic, Kinetic, Gazette.  
**Playback equip.:** Masterwork.  
**Accessories:** Blank loaded tape, storage cases (Columbia).

continued on page 175

**REDISCO****1815 GUILFORD AVE. BALTO. MD., 21202**

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No. C-120: Loaded blank cassette. 120 Minute Recording Time. Packed in Mailer Box.

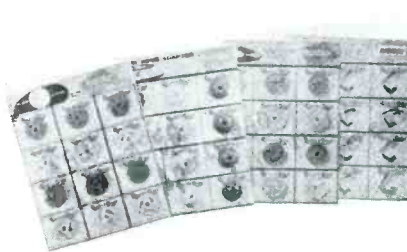
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**ALL UNITS 12 VDC NEGATIVE GROUND WITH TRANSISTORIZED CIRCUITRY DESIGNED FOR 8 OHM SPEAKERS**

**1] MODEL 952 CASSETTE STEREO MUSICASSET** with thumbwheel volume, tone, balance controls and fast forward/rewind with automatic stop at either end. 2 3/4" H x 7 1/2" L x 7 1/2" D.

**2] MODEL 950 CASSETTE STEREO RECORD/PLAYER** with same chassis as No. 952 plus record capability. Automatic Gain Control dynamic microphone with remote control included. 2 3/4" H x 7 1/2" L x 7 1/2" D.

**3] MODEL 920 FM MULTIPLEX & STEREO EIGHT** for the ultimate in mobile entertainment. Volume, tone and balance controls, power & selector switches, track lights and powerful 20 watt amplifier circuit. 2 3/4" H x 6 3/4" L x 8" D.

**4] MODEL 910 DELUXE STEREO EIGHT** with individual track lights, balance, volume, tone & track selectors. 2 3/4" H x 6 3/4" L x 8" D.

**5] MODEL 912 SUPER MINI STEREO EIGHT** designed with full power (20 watts music

power) to fit the smallest of vehicles. Volume, balance, tone & track selectors with track lights. 2 3/4" H x 4 3/4" L x 7 3/4" D.

**6] MODEL 960 FM MULTIPLEX RADIO** with thinline design and compactness. 34 solid state devices. Finest auto FM Stereo Wave magnet picks up distant stations. Separate thumbwheel controls for volume, tone, balance and tuning, plus push button switching for monaural or stereo reception and power on/off. 1 3/4" H x 8" L x 7 1/2" D.

**7] MODEL 930 "MODULAR CONCEPT" STEREO EIGHT** track tape player has all the control features built around twenty watts of music power. This "modular concept" encourages the addition of radio modules (No. 932 & No. 934 below) whenever desired. 2 3/4" H x 8" L x 8 1/2" D.

**8] MODEL 932 FM MULTIPLEX MODULE** nests together with Modular Model 930, utilizing the twenty watt amplifier circuit of the stereo eight player. Mounts with two bolts and umbilical cord connection. Thumbwheel tuning, FM/FM X & power push buttons. 1 1/2" H x 8" L x 4 3/4" D.

**9] MODEL 934 AM/FM MODULE** nests together with Modular Model 930, utilizing the twenty watt amplifier circuit of the stereo eight player. Mounts with two bolts and umbilical cord connection. Thumbwheel tuning, AM/FM & power push buttons. 1 1/2" H x 8" L x 4 3/4" D.

**10] MODEL 980 STEREO REVERBERATOR** delays sound from each channel and re-amplifies this sound to add enormous depth to stereo tape player or stereo radio performance. Controls for amount of reverberation, balance, volume, stereo/monaural and power. 1 1/2" H x 7" L x 3 3/4" D.

**MODEL 982** — Same as 980 above with separate high performance loudspeaker included.

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*continued*

Dick's Rec. Co. Inc., 890 Providence Hwy. Rear, Rt. 1, Dedham 02026. Tel: 326-8790. Owner: Richard L. Mitchell; Mgr. & Buyer: Richard Peach. (OS).

Disc Dists. Inc. & Hitsville of Boston, 19 Walnut St., West Roxbury 02132. Tel: 327-1234. Owner: Jack Sager; Mgr.: Red Spellman; Sales Mgr.: Frank Spellman. (D).  
Cartridge 8-tr. & cassette: Cotillion, GRT, Gordy, Motown, Soul, Tamla.  
Playback equip.: Automatic Radio.  
Accessories: Blank loaded cassettes, magnetic tape.

Disco Inc., 339 Broadway, Everett 02149. Tel: 389-7200. Buyer: Fred Traub. (OS & RJ).

E-Z One Stop Rec. Serv. Inc., 893 Dorchester Ave., Dorchester 02125. Tel: 282-8700. Owners: Michael Sciarappa, Robert Levin; Mgr.: Wes Bonner; Buyer: Mickey Sciarappa. (OS).

Eastco, 26 Dartmouth St., Westwood 02090. Tel: 329-3000. Gen. Mgr.: Alan Sack; Buyer: Tony Pagliocca. (D).  
Cartridge 8-tr.: RCA, Buena Vista, Chart, Colgems, Diamond, Disneyland, Gamble, Kirshner, Poppy, Prestige, Request, White Whale.  
Cassette: RCA, Chart, Colgems, Disneyland, Kirshner, Request.

Handleman Co., 204 New Boston St., North Woburn 01801. Tel: 935-6150. Branch Mgr. & Buyer: Roy Stevens. (RJ).  
Home office: Detroit, Mich.

Liberty/UA Dist'g Corp.—Boston Branch, 480 Neponset St., Canton 02021. Tel: 828-6040. Mgr.: Len Gordon. (D).  
Cartridge 8-tr.: Liberty, Sunset, United Artists.  
Cassette: Liberty, United Artists.

M C A Dist'g Corp., 900 Providence Hwy. Rear. Zip: 02026. Tel: 329-1165. Branch Mgr.: Sam Mercurio. (D).  
Cartridge 8-tr., cassette & open reel: Decca, Coral, Kapp, Uni, Berlitz.  
Playback equip.: Decca.  
Accessories: Blank loaded tape, head cleaners, storage cases (Decca).

Massachusetts Rec. Dist'g Co., 633 Massachusetts Ave. Zip: 02118. Tel: 266-1002. Owner: Fred LeBlanc; Mgr.: Skippy White. (D & OS).  
Cartridge 8-tr.: GRT, Laff, LaVal, NAL, Redd Foxx, Scepter, Speciality.  
Cassette: GRT, Livingston, NAL, Redd Foxx, Scepter, Speciality.  
PlayTape.  
Playback equip.: Belle Wood, PlayTape.  
Accessories: Blank tape (BASF, Channel Mktg.); head cleaners (Channel Mktg.). (SEE ADVERTISEMENT)

Merrec Dists. Inc., 234 Needham St., Newton Upper Falls 02164. Tel: 969-6505. Mgr.: John Penney. (D).  
Cartridge 8-tr. & cassette: Mercury, Philips, Smash, Fontana, Limelight.  
Playback equip.: Mercury.

Music Suppliers Inc., 75 N. Beacon St. Zip: 02134. Tel: AL 4-1780. Pres.: Harry Carter; Dist. Mgr.: James Lawson. (D), (OS as Circle Dist. Corp.).  
Cartridge 8-tr., cassette & open reel: All lines.

New England One-Stop Rec. Dist. Inc., 290 Moody St., Waltham 02154. Tel: 894-4800. VP & Mgr.: Robert Kallish; Buyer: Bill Corston. (OS).

Riverboat Ents., 141 Columbia St., Cambridge 02139. Tel: 868-9788. Owner: Ralph Dopmeyer; Mgr. & Buyer: Dave Wilson. (D).  
Cartridge 8-tr.: International Artists.

Royal Dists., 895 Dorchester Ave. Zip: 02125. Tel: 282-1411. Owner & Buyer: Aaron Gross. (D).  
Cartridge 8-tr. & cassette: Flair 30, Modern.

Temple Sales Inc., 359 Washington St., Malden 02148. Tel: 321-2600. Mgr.: Richard D. Siegal; Buyer: Paul Shumsker. (D OS & RJ).  
Cartridge 8-tr. & cassette: Capitol, Columbia, Decca, GRT, ITCC, Jubilee, Kapp, NAL, Scepter.  
Playback equip.: Automatic Radio, Capitol, Lloyds, Masterwork.

Transcontinental Dist'g Corp., 30 Nashua Ave., Woburn 01801. Tel: 935-4700. Sales Mgr.: Dick Fitzsimmons; RJ Buyer: Don Cleary. (D), (RJ as Transcontinental Music Corp.).  
Home office: New York, N.Y., Transcontinental Investing Corp.  
Cartridge 8-tr. & cassette: Atco, Atlantic, Crewe, DBI, Disneyland, Elektra, Enterprise, Fiesta, Grecophon, Gross, Josie, Jubilee, Kapp, Metro-media, Musicor, Original Sound, Prestige, Project 3, San Francisco, Stax, Volt.

Transcontinental Music Corp. (RJ). See Transcontinental Dist'g Corp.  
W S One Stop Inc., 400 Teed Dr., Randolph 02368. Tel: 963-5080. Mgr. & Buyer: Peter McDermott. (OS).

● **NEW BEDFORD (Area Code 617)**

Penco Rec. Co., 428 Wood St. Zip: 02745. Tel: 995-0595. Owners: Francisco Penha, Americo Afonso; Mgr.: Francisco Penha. (I & E).  
Imports. Alvorada, Coimbra, Estudio, Lisboa, Rapsodia, Tecla (Portugal).  
Exports: Pre-recorded tapes.

● **SOMERSET (Area Code 617)**

Northeast Recs. Inc., 185 Riverside Ave. Zip: 02725. Tel: 676-3061. Pres. & Mgr.: Dan Gittelman. (D & RJ).  
Cartridge 8-tr.: Camden, Mercury, Pickwick, RCA.  
Cassette: Mercury, Pickwick, RCA.

● **SPRINGFIELD (Area Code 413)**

M C A Dist'g Corp., 293 Greystone Ave. Zip: 01089. Tel: 736-9113. Sales Mgr.: Harry Borelli. (D).  
Cartridge 8-tr., cassette & open reel: Decca, Coral, Kapp, Uni, Berlitz.  
Playback equip.: Decca.  
Accessories: Blank loaded tape, head cleaners, storage cases (Decca).

**MICHIGAN**

● **DEARBORN (Area Code 313)**

Radio Frank Inc., 14442 Michigan. Zip: 48126. Tel: LU 4-6880. Owner: F. M. Neckrock; Mgr. & Buyer: W. F. Neckrock. (D & OS).  
Cartridge 8-tr. & cassette: A&M, Ampex, Atlantic, Capitol, Colonial, Columbia, Fiesta, GRT, Gross, ITCC, Liberty, Motown, RCA, Reprise, Scepter, United Artists, Warner Bros.  
Playback equip.: Ampex, Audiovox, Automatic Radio, Boman, Concord, Craig, Crown, Electro-Brand, Electro-Phonic, Kraco, Lloyds, Motorola, Muntz, Pax, RCA, Ranger, Roberts, Sharp, Sony, Stradivaro, Tenna.  
Accessories: Clips (Capitol); head cleaners (own brand); storage cases (Amberg, Capitol, Le-Bo).

● **DETROIT METROPOLITAN AREA (Area Code 313)**

A B C Rec. & Tape Sales, 15333 Livernois Ave. Zip: 48238. Tel: 863-2225. Mgr.: Dave Lasher. (OS & RJ).  
Home office: Seattle, Wash. (D & RJ).  
Angott Rec. Sales, 2616 Puritan St. Zip: 48238. Tel: 341-7053. Owners: Allen Walker, Ron Rogers; Buyer: Ron Rogers. (OS).

Arc-Jay-Kay Dist'g Co. (div. of Handleman Co.), 2211 W. Edsel Ford Pkwy. Zip: 48208. Tel: 361-5500. Mgrs.: Henry Droz, John Kaplan. (D).  
Branches: Pittsburgh, Pa.; Dallas, Tex.  
Cartridge 8-tr., cassette & open reel: Adell, Ampex, Atco, Atlantic, Bach Guild, Blue Horizon, Bravo, Cardinal, Coral, DGG, Decca, Dot, Elektra, Enterprise, Everyman, Fiesta, Fontana, Gross, Josie, Jubilee, Kapp, Little David, MGM, MTA, Mercury, Musicor, Nonesuch, Paramount, Philips, Polydor, RCA, Raw, Reprise, San Francisco, Screen Gems, Smash, Stax, Steed, Thunderbird, Uni, Vanguard, Verve, Viva, Volt, Warner Bros.  
Playback equip.: Decca.  
Accessories: Blank loaded tape, head cleaners, storage cases (Decca).

Auto Sound Dist. Inc., 20232 Livernois. Zip: 48221. Tel: 864-2892. Owner: Jack Frankford; Mgr. & Buyer: Bob Weaver. (D, OS & RJ).  
Cartridge 8-tr.: A&M, Ampex, Capitol, Columbia, Decca, Dooto, GRT, Kapp, Liberty, Mercury, Motown, Paramount, RCA, United Artists, Warner Bros.

Cassette: A&M, Capitol, Columbia, Decca, Dooto, GRT, Kapp, Liberty, Mercury, Motown, Paramount, RCA, United Artists, Warner Bros.  
Playback equip.: Ampex, Belair, Craig, Panasonic.  
Accessories: Capitol, Recoton, Speciality Sound.

Cadet Dist. Co. Inc., 13380 Capital Ave., Oak Park 48237. Tel: 548-3171. Owners: Harry & Isadore Levin; Buyer: Harry Levin. (D & OS), (RJ as Cornell Recs. Inc.).  
Cartridge 8-tr. & cassette: Ampex, GRT, ITCC, RCA.  
Playback equip.: Belair.  
Accessories: Storage cases (Amberg, Le-Bo).

Capitol Recs. Dist'g Corp., 18921 Wyoming Ave. Zip: 48221. Tel: 864-5001. (D).  
Cartridge 8-tr. & cassette: Capitol, Angel, Melodiya/Angel, Apple, Harvest, Fame.  
Playback equip.: Capitol.  
Accessories: Display racks, storage cases (Capitol).

Columbia Recs. Sales, 24681 Northwestern Hwy., Suite 32, Southfield 48075. Tel: 354-0470. Mgr.: John Kotecki. (D).  
Cartridge 8-tr. & cassette: Columbia, Date, Epic, Okeh, Barnaby, Fillmore, Kinetic, Gazette.

Cartridge 4-tr.: Columbia, Date, Epic, Okah, Kinetic, Gazette.  
Open reel: Columbia, Date, Epic, Kinetic, Gazette.  
Playback equip.: Masterwork.  
Accessories: Blank loaded tape, storage cases (Columbia).

Cornell Recs. Inc. (RJ). See Cadet Dist. Co. Inc. Fortune Recs., 3942 Third. Zip: 48201. Tel: 833-5383. Owners: Jack & Devora Brown. (D).

Handleman Co., 670 E. Woodridge St. Zip: 48226. Tel: WO 1-9565. Pres.: David Handleman; Mgr.: David Strome; Buyers: Jerry Adams, David Strome. (RJ).  
Branches: Los Angeles, Calif.; Miami, Fla.; Atlanta, Ga.; Chicago, Ill.; Louisville, Ky.; Boston,

Mass.; Kansas City, Mo.; Pennsauken, N.J.; Charlotte, N.C.; Cleveland, Ohio; Pittsburgh, Pa.; Dallas, Houston, Tex.; Alexandria, Va. (All RJ).  
Int'l branches: Canada—Calgary, Alberta; Toronto, Ont.

Joyline Rec. & Tape. Mgr. & Buyer: Carl Mooradian. (OS & RJ). See Record Dist'g Corp.  
Lear Jet Stereo Inc. (div. of Gates Rubber Co.), 13131 Lyndon. Zip: 48227. Tel: 491-1200. Gen. Mgr.: M. Watson; Tape Mgr.: M. Morrison. (D & OS).

Cartridge 8-tr. & cassette: Adell, Ampex, Capitol, Columbia, Decca, GRT, ITCC, Kapp, Laff, Liberty, Livingston, Mercury, NAL, Paramount, Philips, Premier, RCA, Scepter, Smash, Stax, United Artists, Volt, Wand.  
Liberty/UA Dist'g Corp.—Detroit Branch, 24123 Greenfield Rd., Suite 208, Southfield 48075. Tel: 444-1698, 352-3818. Mgr.: Kevin Cummings. (D).  
Cartridge 8-tr.: Liberty, Sunset, United Artists.  
Cassette: Liberty, United Artists.

Martin & Snyder One Stop, 8880 Hubbell Ave. Zip: 48228. Tel: 272-7800. Pres.: Chet Kajeski; Mgr. & Buyer: Joe Ginter. (OS & RJ). (SEE ADVERTISEMENT)

Merit Music Dists. Inc., 15771 Wyoming Ave. Zip: 48238. Tel: 863-9119. Owners: John H. Schlee, Eugene L. Silverman; Sales Mgr.: John H. Schlee. (D, OS & RJ).  
Cartridge 8-tr.: A&M, Gordy, Monument, Motown, Scepter/Wand, Soul, Tamla, Rare Earth.  
Cartridge 4-tr.: A&M.  
Cassette: A&M, Gordy, Motown, Rare Earth, Scepter/Wand, Soul, Tamla.  
Open reel: A&M.  
Playback equip.: Norelco, Panasonic.  
Accessories: Amberg, Astatic, Fidelitone, Frank, Freedman Artcraft, Gudsorf, Le-Bo, Lu Van, Martine, Recoton, Robins, Rotographic, Seebro, Shellymark, 3M.

N M C Corp., 13415 Lyndon. Zip: 48227. Tel: 491-3300. Mgr.: Stan Byrd. (OS & RJ).  
Home office: Oceanside, N.Y.  
Record Dist'g Corp.—Michigan, 14643 Joy Rd. Zip: 48228. Tel: 584-7484. Owner: Armen Boladian. (D), (OS & RJ) as Joyline Rec. & Tape).  
Cartridge 8-tr.: Ampex, GRT, ITCC, Livingston.

Rissi Electronic Supply Co., 14405 Wyoming. Zip: 48238. Tel: 834-8420. Mgr.: Mel Sisson; Buyer: Donn Rissi. (D & OS).  
Home office: Grand Rapids, Mich., Radio Electronic Supply (see for prod. distributed).  
Trico Dist. Corp., 14130 Fenkell Ave. Zip: 48227. Tel: 835-7425. Owners: Edwin Buqai, John Genna; Gen. Mgr.: John Genna. (D & RJ).  
Cartridge 8-tr. & cassette: GRT, Mercury, Philips, Polydor, Scepter.

● **ESCANABA (Area Code 906)**  
Lake Shore Dist'g Co., 2605 Lake Shore Dr. Zip: 49829. Tel: 786-4100. Owner & Buyer: Larry Deming. (RJ).

● **GRAND RAPIDS (Area Code 616)**  
Kent One-Stop Inc., 41 S. Division Ave. Zip: 49502. Tel: 459-4549. Owner: William Van Gussel; Mgr. & Buyer: Tom Bowles. (OS).  
Monroe Dist'g Co., 2431 Clyde Park SW. Zip: 49509. Tel: 241-6471. Owner: Herman Rubin; Mgr.: Alan Rubin. (RJ).  
Radio Electronic Supply Co., 505 Jefferson SE. Zip: 49503. Tel: 456-1180. Owner: Emil J. Rissi; Mgr.: Douglas F. Rissi; Buyer: Donn Rissi. (D, OS & RJ).  
Branches: Detroit, Mich., Rissi Electronic Supply Co. (D & OS); Kalamazoo, Mich. (D & OS); Traverse City, Mich. (D & OS).  
Cartridge 8-tr.: Ampex, Capitol, Columbia, Epic, GRT, Liberty/UA, Livingston, Mercury, NAL, Pickwick, Savoy, Scepter, WRT.  
Cassette: Capitol, Columbia, Epic, GRT, ITCC, Liberty/UA, Mercury, NAL, Pickwick, Scepter, SENTRY.  
Open reel: Columbia, GRT.  
Playback equip.: Concord, Lear Jet, Motorola, Roberts, Telex.  
Accessories: Amberg, Freedman Artcraft, Recoton.

● **KALAMAZOO (Area Code 616)**  
Lee Dist'g Co., 5159 E. Main St. Zip: 49004. Tel: 343-3736. Owner & Mgr.: Ted G. Howell. (RJ).  
Radio Electronic Supply Co., 822 Mills. Zip: 49001. Tel: 382-2250. (D & OS).  
Home office: Grand Rapids, Mich. (See for prod. distributed).

● **NEW HAVEN (Area Code 313)**  
Music City Dists. Inc., 56830 North Ave. Zip: 48048. Tel: 749-5182. Pres.: Lawrence Lick; Mgr.: Daniel Lick. (D).  
Cartridge 8-tr. & cassette: Cupid, Ethnic, Jay Jay, Keepsake, Sound, Universal Sound.

● **OWOSSO (Area Code 517)**  
Warren Radio Co., 311 S. Cedar. Zip: 48867. Tel: 723-5239. Mgr.: Arnold Beemer. (D).  
Cartridge 8-tr. & cassette: All lines.  
Playback equip.: Automatic Radio, Channel Master.  
Accessories: Head cleaners (Fidelitone).

continued

● **TRAVERSE CITY (Area Code 616)**

Radio Electronic Supply Co., 715 Beitner. Zip: 49684. Tel: WI 6-5153. (D & OS).  
Home office: Grand Rapids, Mich. (see for prod. distributed).

**MINNESOTA**

● **MINNEAPOLIS-ST. PAUL AREA (Area Code 612)**

Acme Music Serv. (div. of Lieberman Ents.), 9549 Penn Ave. S., Minneapolis 55431. Tel: 888-5521. Owner: David Lieberman; Mgr.: Sylvester Vanyo. (OS & RJ).

Branch: Chicago, Ill., Susan Dist'g Co.  
All Rec. Sales Inc. (div. of Pickwick Int'l Inc.), Mgr. & Buyer: Tom Prenevost. (OS). See Heilicher Bros.

Bigelow Stereo Tape Inc., 11950 12 Ave. S., Burnsville 55378. Tel: 890-6161. Pres.: Don Bigelow; Mgr.: Niles Bigelow. (D & RJ).

Cartridge 8-tr. & cassette: Ampex, GRT, Liberty, Mercury, RCA.  
Open reel: All lines.  
Playback equip.: BST, Craig, Tenna.

Capitol Recs. Dist'g Corp., 4010 W. 65 St., Suite 207, Minneapolis 55435. Tel: 927-4522. (D).  
Cartridge 8-tr. & cassette: Capitol, Angel, Melodia/Angel, Apple, Harvest, Fame.

Playback equip.: Capitol.  
Accessories: Display racks, storage cases (Capitol).

Columbia Recs. Sales, 4570 W. 77 St., Suite 224, Minneapolis 55435. Tel: 920-8655. Mgr.: Ron Piccolo. (D).

Cartridge 8-tr. & cassette: Columbia, Date, Epic, Okeh, Barnaby, Fillmore, Kinetic, Gazette.  
Cartridge 4-tr.: Columbia, Date, Epic, Okeh, Kinetic, Gazette.

Open reel: Columbia, Date, Epic, Kinetic, Gazette.  
Playback equip.: Masterwork.  
Accessories: Blank loaded tape, storage cases (Columbia).

Dart Recs. Inc. Mgr.: Richard J. Daly; Buyer: Joel Corvill. (OS & RJ). See Jather Dist'g Corp.  
Heilicher Bros. Inc. (div. of Pickwick Int'l Inc.), 7600 Wayzata Blvd., Minneapolis 55426. Tel: 544-4201. Mgr.: Ken Hegstrom; Buyer: Robert Dahle. (D), (RJ) as J. L. Marsh Inc., (OS as All Rec. Sales Inc.).

Branches: Denver, Colo., J. L. Marsh Inc. (RJ); Atlanta, Ga., J. L. Marsh Inc. (RJ); Des Moines, Iowa, J. L. Marsh Inc. (RJ); Kansas City, Mo., J. L. Marsh Inc. (RJ); St. Louis, Mo., Commercial Music Inc. (D); J. L. Marsh Inc. (RJ); Arlington, Tex., J. L. Marsh Inc. (RJ).

Cartridge 8-tr.: A&M, Atco, Atlantic, Berlitz, Camden, Colgems, Coral, Decca, Elektra, Fontana, Gordy, Gross, Hip, Jubilee, Kapp, Kirshner, Liberty, Mercury, Motown, Philips, Poppy, RCA, Reprise, Scepter, Smash, Soul, Stax, Tamla, Uni, Volt, Warner Bros.

Cartridge 4-tr.: A&M, Liberty.  
Cassette: A&M, Atco, Atlantic, Berlitz, Camden, Colgems, Coral, Decca, Fontana, Gordy, Gross, Jubilee, Kapp, Kirshner, Liberty, Mercury, Motown, Philips, Poppy, RCA, Reprise, Smash, Soul, Stax, Tamla, Uni, Warner Bros.

Open reel: A&M, Brunswick, Camden, Colgems, Coral, Decca, Kirshner.  
Playback equip.: Belle Wood, Craig, Decca, Lear Jet, Lloyds, Telex, V-M.

Accessories: Amberg, GW, Gusdorf, Le-Bo, Meryon, Music Master, Recoton, Rubbermaid, Seebro, Soma.

Jather Dist'g Corp., 730 N. Lyndale Ave., Minneapolis 55411. Tel: 374-3420. Owner: Jack A. Taylor; Buyer: Dianne Clinton. (D), (OS & RJ) as Dart Recs. Inc.).

Cartridge 4-tr., 8-tr. & cassette: United Artists, J. L. Marsh Inc. (div. of Pickwick Int'l Inc.). (RJ). See Heilicher Bros. Inc.

Rapid Mdsq. Co. Inc., 8175 Lewis Rd., Minneapolis 55427. Tel: 544-3561. Pres.: Herbert N. Sandel; VP & Mgr.: William H. Taylor Jr.; Buyer: Larry L. Johnson. (RJ).

Branches: Santa Ana, Calif.; Middlesex, N.J.  
Re-Mark-Co., 528 Hennepin Ave., Suite 217, Minneapolis 55403. Tel: 335-0124. Owner & Buyer: J. L. Goldstein. (OS & RJ).

Select-O-Rax Inc., 6930 Rosemary Rd., Hopkins 55343. Tel: 941-2586. Owners: Eugene C. & Joyce D. Finch; Buyer: Joyce Finch. (D & RJ).

Cartridge 8-tr., cassette & open reel: Capitol, Columbia, NAL, Pickwick Int'l, Re-Car, Word.  
PlayTape.  
Playback equip.: Capitol, Masterwork.  
Accessories: Head cleaners (Capitol, Columbia).

● **WACONIA (Area Code 612)**

Pro-Aut, Inc. Tel: 443-2525. (SEE ADVERTISEMENT)

**MISSISSIPPI**

● **CLARKSDALE (Area Code 601)**

The Sound Center Inc., 123 Third St. Zip: 38614. Tel: 627-1784. Sec'y-Treas.: Jay Harris. (OS).

● **GREENVILLE (Area Code 601)**

Electronic Workshop, 101 Hwy. One S. Zip: 38701. Tel: 332-8261. Owner: C. W. Sidney. (OS & RJ).  
Lynn's Rec. Dist's., 551 N. Muscadine St. Zip: 38701. Tel: 335-4594. (OS & RJ).

● **MERIDIAN (Area Code 601)**

Deep South Rec. Dist's Inc., PO Box 3155, 6502 Fifth St. Zip: 39301. Tel: 483-6227. Pres.: Bob Reetz. (OS & RJ).  
Playback equip.: Gibbs, Kraco.

**MISSOURI**

● **KANSAS CITY (Area Code 816)**

A B C Rec. & Tape Sales, 2901 Grand St. Zip: 64108. Tel: 931-7652. Mgr.: Tom Kelley. (OS & RJ).  
Home office: Seattle, Wash. (D & RJ).

Choice Rec. Dist's., 321 1/2 Southwest Blvd. Zip: 64108. Tel: HA 1-2540. Mgr.: Harold Hassler. (D).

Cartridge 8-tr. & cassette: Sun, Chart, Scepter, Modern, Wand.  
Accessories: Fidelitone.

Davidson's One Stop, 321 Southwest Blvd. Zip: 64108. Tel: VI 2-5220. Owner: Mrs. Mildred S. Davidson; Mgr.: L. L. Lee. (D & OS).  
Branches: Wichita, Kan.; Omaha, Neb.

Cartridge 8-tr., cassette & open reel: GRT, Mercury, Philips, Scepter, Smash, Sun, Wand.  
Playback equip.: Dynasonic, Lear Jet, Tenna.  
Accessories: Fidelitone, Le-Bo.

Handleman Co., 1125 Saline St., North Kansas City 64116. Tel: 421-0135. Mgr. & Buyer: Frank Rochman. (RJ).  
Home office: Detroit, Mich.

Kansas City News Dist., 4231 E. 75 Terr. Zip: 64132. Tel: 373-7171. Buyer: Allan Levy. (OS & RJ).

J. L. Marsh Inc. (div. of Pickwick Int'l Inc.), 3230 Roanoke Rd. Zip: 64111. Tel: 753-7444. Mgr.: Larry Ceminsky. (RJ).  
Home office: Minneapolis, Minn., Heilicher Bros. (D).

Musical Isle of America Inc. (an Entertainment Serv. of Transamerica Corp.), 1800 Truman Rd. Zip: 64127. Tel: 221-6965. Mgr.: Tony Burasco. (OS & RJ).

Home office: Los Angeles, Calif. (SEE ADVERTISEMENT)

National Auto Sound Inc., 5319 Troost Ave. Zip: 64110. Tel: 333-8787. Mgr.: Ben Evans. (D).  
Home office: Shawnee Mission, Kan. (see for prod. distributed).

● **ST. LOUIS (Area Code 314)**

Columbia Recs. Sales, 1144 Hampton Ave. Zip: 63139. Tel: MI 7-5101. Mgr.: Bob Van Metre. (D).

Cartridge 8-tr. & cassette: Columbia, Date, Epic, Okeh, Barnaby, Fillmore, Kinetic, Gazette.  
Cartridge 4-tr.: Columbia, Date, Epic, Okeh, Kinetic, Gazette.

Open reel: Columbia, Date, Epic, Kinetic, Gazette.  
Playback equip.: Masterwork.  
Accessories: Blank loaded tape, storage cases (Columbia).

Commercial Music Inc. (div. of Pickwick Int'l Inc.), 2020 Delmar Blvd. Zip: 63103. Tel: 241-8618. Mgr.: Al Chotin; Buyer: Marjorie Celt. (D), (RJ) as J. L. Marsh Inc.).  
Home office: Minneapolis, Minn., Heilicher Bros. (D).

Cartridge 8-tr. & cassette: A&M, Berlitz, Coral, Decca, Fantasy, Fontana, Gordy, Limelight, Mercury, Motown, Philips, Reprise, Smash, Soul, Tamla, Warner Bros.

Playback equip.: Decca.  
Accessories: Music Master.

Custom Music Corp., 1201 Research Blvd. Zip: 63132. Tel: 997-7100. Pres.: Byrle A. Northup; Buyer: Robert F. Philpot. (D).

Cartridge 8-tr.: Capitol, Columbia, GRT, ITCC, Liberty, London, Scepter, Word.  
Cartridge 4-tr.: Columbia, GRT, ITCC, Liberty, Muntz.

Cassette: Capitol, Columbia, GRT, Liberty.  
Open reel: Columbia, GRT, ITCC, Liberty.  
Playback equip.: Automatic Radio, CMC, Craig, Kraco, Masterwork, Telex, Viking.

Accessories: Blank loaded tape (GRT, Irish, Robins, 3M); carrying cases (Amberg, LeBo); head cleaners (Channel Mktg.).

Arthur Fulmer, 311 S. 14 St. Zip: 63103. Tel: 241-3575. Mgr.: Wally Hoock. (D & J).  
Home office: Memphis, Tenn. (see for prod. distributed).

Liberty/UA Dist'g Corp.—St. Louis Branch, 1815 Locust St. Zip: 63103. Tel: 621-7171. Mgr.: Jim Saltzman. (D).

Cartridge 8-tr.: Liberty, Sunset, United Artists. Cassette: Liberty, United Artists.

J. L. Marsh Inc. (div. of Pickwick Int'l Inc). Buyer: John Corran. (RJ). See Commercial Music Inc.

Musical Isle of America Inc. (an Entertainment Serv. of Transamerica Corp.), 1815 Locust St. Zip: 63103. Tel: 621-7171. Mgr.: Norman Wiensstroer. (OS & RJ).  
Home office: Los Angeles, Calif. (SEE ADVERTISEMENT).

N M C Corp., 1906 Washington Ave. Zip: 63103. Tel: 621-2225. Mgr. & Buyer: Edward Ockel. (OS & RJ).  
Home office: Oceanside, N.Y.

Uptown Music Inc., 4703 McPherson Ave. Zip: 63108. Tel: 367-2602. Owner: Harry Brockman; Mgr.: Mrs. Betty Dorrin; Buyers: Harry Brockman, Betty Dorrin. (OS).

● **SPRINGFIELD (Area Code 417)**

House of Sound Inc., 2718 S. Glenstone. Zip: 65804. Tel: 883-3648. VP: Ben Hurd. (RJ).

**MONTANA**

● **BILLINGS (Area Code 406)**

Billings Hardware Co. (div. of American Hoist & Derrick Co.), 1300 First Ave. N. Zip: 59103. Tel: 245-3066. Mgr.: Paul Pearson; Buyer: Marion Massick. (D).

Cartridge 8-tr. & cassette: Angel, Apple, Capitol, Disneyland, Harvest.  
Playback equip.: Panasonic.  
Accessories: Duotone.

Interstate Dist'g Co., 457 Daniel St. Zip: 59102. Tel: 245-5141. Owner & Mgr.: James A. Whitson; Buyer: Jim L. Oblander. (D).

Cartridge 8-tr.: Victor, Red Seal, Camden, Victrola, Colgems, Kirshner, Poppy.  
Cassette: Victor, Red Seal, Colgems, Kirshner, Poppy.

Open reel: Victor, Red Seal, Camden, Colgems, Kirshner, Poppy.

● **GREAT FALLS (Area Code 406)**

Music Serv. Co., 316 Sixth St. S. Zip: 59401. Tel: 761-2420. Pres. & Gen. Mgr.: R. E. Holm; Buyer: W. Dudley James. (D & RJ).

Cartridge 8-tr. & cassette: A&M, Adell, Ampex, Atco, Atlantic, Dot, GRT, Impulse, Jubilee, Liberty, Mercury, Orbit, Philips, Pickwick, Scepter, Smash, United Artists, Vivid Sounds, Wand.

Playback equip.: Lear Jet, Telex, Toshiba, V-M.  
Accessories: Empty cartridge 8-tr. & cassette; blank loaded tape (3M); splicers & head demagnetizers (Fidelitone).

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## NEBRASKA

### ● OMAHA (Area Code 402)

Davidson's One Stop, 1214 Farnam. Zip: 68102. Tel: 341-4088. Owner: Mildred Davidson; Mgr. & Buyer: Joseph Quattoroli. (D & OS). Home office: Kansas City, Mo. (see for prod. distributed).

## NEVADA

### ● LAS VEGAS (Area Code 702)

Music City Rec. Racks of Nevada ("Vegas-World" Tapes Corp.), 5409 Gipsy Ave. Zip: 89107. Tel: 870-4969. Owners: Alex & Betty Fox; Mgr.: Steve Fox; Buyer: Doreen Fox. (RJ). "Vegas-World" Tapes Corp., see Music City Rec. Racks of Nevada.

### ● SPARKS (Area Code 702)

M B Rec. Corral, 544 Greenbrae Dr. Zip: 89431. Tel: 358-1502. Owner & Mgr.: Charley E. Barber. (RJ).

## NEW JERSEY

### ● BRIDGEWATER (Area Code 201)

Mona Rec. Corp., 1116 Cambridge Ln. Zip: 08876. Tel: 658-4276. Mgr. & Buyer: Fred Castle. (RJ). Home office: Somerville, N.J.

### ● CALIFON (Area Code 201)

Sid Kleiner Music Ents., Box 282, Rt. 513. Zip: 07830. Tel: 832-2930. Gen. Mgr.: Sid Kleiner. (D).

Cartridge 8-tr., cassette & open reel: Audio Music Int'l.

### ● CAMDEN (Area Code 609)

M C A Dist'g Corp., 1722 Federal St. Zip: 08105. Tel: 966-7111; Philadelphia Tel: (215) WA 2-5659. District Mgr.: Sam Passamano; Branch Mgr.: Bob Speca. (D).

Cartridge 8-tr., cassette & open reel: Decca, Coral, Kapp, Uni, Berlitz. Playback equip.: Decca. Accessories: Blank loaded tape head cleaners, storage cases (Decca).

### ● CHERRY HILL (Area Code 609)

A B C Rec. & Tape Sales, 29 Olney Ave., Bldg. 35, Cherry Hill Ind'l Center. Zip: 08034. Tel: 424-4722. Mgr.: George Rossi. (OS & RJ). Home office: Seattle, Wash.

### ● ELIZABETH (Area Code 201)

Able Rec. Sales, 730 Division St. Zip: 07201. Tel: 351-6660. Mgr.: Jack Glauhen. (OS & RJ). Home office: Newark, N.J., Service One Stop.

### ● FAIRFIELD (Area Code 201)

Chancellor Inc., 8 Spielman Rd. Zip: 07006. Tel: 227-4010. Pres.: Joel Koenig; Mgr.: Hal Bronstein; Buyer: Susan Zaitz. (D, OS & RJ). Cartridge 8-tr. & cassette: Ampex, Capitol, Columbia, Decca, GRT, ITCC, Liberty/UA group, Mercury group, Motown, NAL, RCA group, Reprise group, Warner Bros. group.

Open reel: Ampex, Capitol, Columbia, Decca, GRT, RCA group. Playback equip.: Ampex, Bell & Howell, Lear Jet. Accessories: Blank loaded tape (Bell & Howell, Chancellor).

### ● HACKENSACK (Area Code 201)

Eastern Automotive Tape Dists. Inc., 205 Essex St. Zip: 07601. Tel: 342-1636. Owner: Robert Warhol; Mgr. & Buyer: Vincent Giracello. (D, OS & RJ).

Cartridge 8-tr. & cassette: Capitol, Columbia, Decca, Double Shot, Eurotone, Fiesta, GRT, ITCC, Jubilee, Liberty, Modern, Original Sound, Paramount, Peters Int'l, Premier, Radiant, United Artists, Word. PlayTape. Playback equip.: Belle Wood, Decca, Motorola, PlayTape, RCA, Weltron. Accessories: Cleaning kits, dust clips, storage cases (Le-Bo); cleaning cartridges (Specialty Sounds).

### ● HILLSIDE (Area Code 201)

Apex-Martin Rec. Sales Inc., 467 Mundet Pl. Zip: 07205. Tel: 923-7474. Pres.: Joseph C. Martin; Mgr.: Jerry Cohen; Buyers: Jerry Cohen, Ed Gries. (D, OS & RJ) as New Jersey One Stop. Cartridge 8-tr., cassette & open reel: A&M, Capitol, Columbia, ITCC, Liberty, Motown, NAL, Straight, SSS Int'l, United Artists.

Accessories: Walco. New Jersey One Stop. (OS & RJ). See Apex-Martin Rec. Sales Inc.

### ● LINDEN (Area Code 201)

Apex Rendezvous Inc., 1135 W. Elizabeth Ave. Zip: 07035. Tel: 925-0600; NYC Tel: (212) 376-1800. Pres.: Dante J. Pugliese. (D).

Cartridge 8-tr. & cassette: Close-outs. National Tape Recs. of New Jersey Inc., (div. of National Tape Dists. Inc.), 609 Commerce Rd. Zip: 07036. Tel: 925-9101. Mgr.: Robert Fleck. (RJ). Home office: Brookfield, Wis., National Tape Dists. Inc.

### ● LITTLE FERRY (Area Code 201)

Solfeo Recs. Co., 87 Wilson St. Zip: 07643. Tel: 641-5831. Owner & Buyer: Anibal Torres; Mgr.: Ana Torres. (D).

Cartridge 8-tr.: Hopes, Starbright. Latino, Starbright. Playback equip.: Mikado, Tempo. Accessories: Mikado, Tempo.

### ● MIDDLESEX (Area Code 201)

Rapid Mds. Co. Inc., 201 Pond Ave. Zip: 08846. Tel: 752-1000. Mgr.: Mike Hertz; Buyer: Ron Mills. (RJ).

Home office: Minneapolis, Minn. Cartridge 4-tr., 8-tr. & cassette: All lines.

### ● NEWARK AREA (Area Code 201)

All State New Jersey Inc., 321 Sherman Ave. Zip: 07114. Tel: 242-6500. Owner & Buyer: Sherman Koenig; VP & Sales Mgr.: Irwin R. Fink; Mgr.: Len Capito. (D, OS & RJ).

Cartridge 4-tr. & 8-tr.: All lines. Cassette: All lines excluding RCA. Playback equip.: Automatic Radio, Belle Wood, Tenna.

Accessories: Display racks (Channel, Guy Barry, Le-Bo, Recoton). (SEE ADVERTISEMENT)

R. Bab Co., 12 Cutler St. Zip: 07104. Tel: 484-1368. Owner: R. Bab. (D).

Cartridge 4-tr.: 8-tr., cassette & open reel: Eurotone, Fiesta, Monitor; all foreign labels available on tape.

Playback equip.: Fortunestar, Grundig, Lear Jet. Dance Rec. Center (div. of Folkraft Publ'g Co. Inc.), 1159 Broad St. Zip: 07114. Tel: 622-0024. Mgr.: B. Brooks. (E).

Exports: Pre-recorded tape & playback equip.

Dierick Discount Music Inc., 1316 Springfield Ave., Irvington 07111. Tel: 371-0777. Owner: Mrs. A. Dierickx; Mgr. & Buyer: Tony Villanova. (OS & RJ).

Essex Rec. Dists. Inc., 10 Fenwick St. Zip: 07114. Tel: 243-7700. Owners: Joe & Irving Cohen; Mgr.: Joe Cohen; Buyer: Rick McGruder. (D).

Cartridge 8-tr. & cassette: ABC, Atco, Atlantic, Bluesway, Cadet, Checker, Chess, Dunhill, GRT, Gross, Hob, Janus, Josie, Jubilee, King, Laff, Modern, NAL, Nashboro, Original Sound, Peacock, Ranwood, Roulette, San Francisco, Scepter, Stella, Sun, Uni, Wand, White Whale.

J & J Corp., 333 Clinton Pl. Zip: 07112. Tel: 926-3700. Owners: Irwin & Jay Jennis; Mgr.: B. Seiffert. (D, OS & RJ).

Cartridge 8-tr. & cassette: Ampex, Capitol, Columbia, Decca, GRT, ITCC, Liberty, Mercury, Motown, Original Sound, Polydora, RCA, Scepter, Sun, United Artists. Playback equip.: Aiwa, Belair, Norelco, Panasonic, Telex. Accessories: Blank loaded tape (Le-Bo).

Jack's One Stop Inc., 357 Lyons Ave. Zip: 07112. Tel: 923-3636/1212. Owner & Buyer: Jack Kosloff; Mgr.: Lou Caporaso. (D, OS & RJ).

Cartridge 8-tr.: Capitol, Columbia, Decca, Liberty, NAL, Pickwick, Reprise, United Artists, Warner Bros.

Krich New Jersey Inc., 428 Elizabeth Ave. Zip: 07112. Tel: 248-7400. Mgr. & Buyer: Norris I. Saurman. (D).

Cartridge 8-tr.: Victor, Red Seal, Camden, Victrola, Colgems, Kirshner, Poppy. Cassette: Victor, Red Seal, Colgems, Kirshner, Poppy. Open reel: Victor, Red Seal, Camden, Colgems, Kirshner, Poppy.

Laredy Rec. Dist. Corp., 46 Green St. Zip: 07101. Tel: 623-5984. Pres.: Joseph Fechner; Mgr.: George Signoretti; Buyers: Joseph Fechner, George Signoretti. (D).

Cartridge 8-tr. & cassette: Disneyland, Project 3, Reprise, Warner Bros.-Seven Arts.

Service One Stop Dists. Inc., 16 Fenwick St. Zip: 07114. Tel: 243-8700. Owners: Joe & Irv Cohen; Mgrs.: Howard Ladell, Hal Price; Buyer: Hal Price. (OS & RJ).

Branch: Elizabeth, N.J., Able Rec. Sales. (RJ). Wendy Dist. Inc., 37 William St. Zip: 07102. Tel: 623-5845. Owner & Mgr.: Jerry Winston. (D). Cartridge 8-tr. & cassette: Ampex, GRT, Livingston, Prestige. (SEE ADVERTISEMENT)

### ● PARAMUS (Area Code 201)

Atlas-Rand Corp., Keystone Pl. Zip: 07652. Tel: 262-7500; NYC Tel: (212) 563-6663. VP: Harold Rosen; Nat'l Tape Sales Mgr.: Barry Rosen. (D).

Branches: Los Angeles, Calif.; Chicago, Ill.; Dallas, Tex. Cartridge 8-tr., cassette & open reel: Sentry & all major lines. Playback equip.: Keystone.

### ● PENNSAUKEN (Area Code 609)

Handleman Co., 7135 Colonial Ln. Zip: 08109. Tel: 665-5460. Branch Mgr.: Michael Goldwasser; Buyer: Adele Waldron. (RJ). Home office: Detroit, Mich.

Liberty/UA Dist'g Corp.—Philadelphia Branch, 7025 Colonial Hwy. Zip: 08109. Tel: 662-3101; Phila. Tel: (215) 923-4196. Mgr.: Dave Levey. (D).

Cartridge 8-tr.: Liberty, Sunset, United Artists. Cassette: Liberty, United Artists.

### ● ROCHELLE PARK (Area Code 201)

Garden State Rec. Dist. (div. of Interstate Rec. Dists., New York, N.Y.), 68 W. Passaic St. Zip: 07662. Tel: 843-2670. Pres.: Manny G. Wells; VP: Stan Sterling; Gen. Mgr.: Max Goldstein. (RJ). Branches: Los Angeles, Calif., Interstate Rec. Dists. (OS & RJ); Atlanta, Ga., Sunshine State Rec. Dists. (OS & RJ).

Cartridge 8-tr. & cassette: Ampex, GRT, Mercury.

### ● SOMERVILLE (Area Code 201)

Mona Rec. Corp., PO Box 487. Zip: 08876. Tel: 234-0444. Owner: Fred Castle; Mktg. Dir.: Fred Wayne; Buyer: Emmy Vinas. (RJ). Branch: Springfield, N.J.

### ● SPRINGFIELD (Area Code 201)

Program One-Stop Inc., Rt. 22 & Fadem Rd. Zip: 07081. Tel: 467-0003. Owner: Ralph Schechtman; Mgr.: David Casey; Buyer: Frank Di Marsico. (OS & RJ).

### ● TENAFLY (Area Code 201)

M C A Dist'g Corp., 95 Engle St. Zip: 07607. Tel: 642-3200. Sales Mgr.: Noah Jenkins. (D).

Cartridge 8-tr., cassette & open reel: Decca, Coral, Kapp, Uni, Berlitz. Playback equip.: Decca. Accessories: Blank loaded tape, head cleaners, storage cases (Decca).

### ● TRENTON (Area Code 609)

Allied Rec. Sales, 65 Annabelle Ave. Zip: 08610. Tel: 392-0211. Owner: John T. Gervasoni; Mgr.: Rodney Mortillaro. (OS & RJ).

Wellington Eight Inds. Inc., 1721 N. Olden Ave. Zip: 08638. Tel: 882-1660. Pres.: Irving S. Rosenberg; VP Mds. G.: Donald Zimmer; VP Ops.: Charles Siegendorf; Gen. Mgr.: Steven Rothschild. (D & RJ).

Cartridge 8-tr. & cassette: Ampex, GRT, Kapp, Mercury group, Motown group, Original Sound, Polydora, Scepter group.

### ● UNION (Area Code 201)

Liberty/UA Dist'g Corp.—Newark Branch, 1835 Burnet Ave. Zip: 07083. Tel: 964-1560. Mgr.: Jack Bridges. (D).

Cartridge 8-tr.: Liberty, Sunset, United Artists. Cassette: Liberty, United Artists.

## NEW YORK

### ● ALBANY AREA (Area Code 518)

Bee Gee Recs. & Tape, Shaker Park, Latham 12110. Tel: 785-1350. Owner: Leonard Smith; Mgr.: Bob Langford. (D, OS & RJ).

Cartridge 8-tr. & cassette: Ampex, Camden, GRT, ITCC, NAL, Pickwick, RCA, Scepter. Accessories: Le-Bo, Recoton, 3M.

*continued on page 178*

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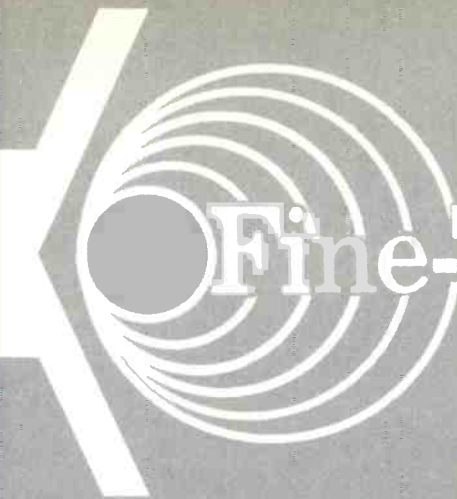
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Playback equip.: APF, Ampex, Capitol, Claricon, Columbia, DYN, Goodway, Metro, Morse, Pioneer, Weltron.  
 Accessories: All lines.  
 Kena Trading Co. Inc., 510 E. 86 St. Zip: 10028. Tel: 535-4821. Cable: KENATRACOM. Pres.: Ricardo Romero. (E).  
 Exports: Pre-recorded tape, blank tape (professional & general), video blank tape (professional & general). (SEE ADVERTISEMENT)  
 King Karol Inc., 444 W. 42 St. Zip: 10036. Tel: 594-5550. Owners: Ben Karol, Phil King; Gen. Mgr.: Morris Weissman; Buyer: Dave Mentin. (D, OS, RJ, I & E).  
 Cartridge 4-tr., 8-tr., cassette & open reel: Decca, Kapp, Columbia, Capitol, Pickwick.  
 Accessories: All major lines.  
 Imports & exports: Pre-recorded tape. (SEE ADVERTISEMENT)  
 Liberty/UA Dist'g Corp.—New York Branch, 8-15 37 Ave., Long Island City 11101. Tel: 937-1100. Mgr.: Tex Weiner. (D).  
 Cartridge 8-tr.: Liberty, Sunset, United Artists. Cassette: Liberty, United Artists.  
 London Rec. Dist'g Corp., 539 W. 25 St. Zip: 10001. Tel: AL 5-8350. Branch Sales Mgr.: Philip Wesen; Tape Sales Mgr.: Frank LaRocca. (D).  
 Cartridge 8-tr., cassette & open reel: Ampex, Kapp, Ranwood.  
 Luso Stereo Corp., 507 Fifth Ave., Rm. 313. Zip: 10017. Tel: 697-4160. Owner & Mgr.: Idalino Cavaco. (I & E).  
 Branch: Mount Vernon, N.Y.  
 Imports & exports: Pre-recorded tape (Portugal, Brazil).  
 M C A Dist'g Corp., 34-24 56 St., Woodside 11377. Tel: 478-6700. District Mgr.: Ed Hurley; Branch Mgr.: Charles Lindroth. (D).  
 Cartridge 8-tr., cassette & open reel: Decca, Coral, Kapp, Uni, Berlitz.  
 Playback equip.: Decca.  
 Accessories: Blank loaded tape, head cleaners, storage cases (Decca).  
 Malverne Dist., 35-35 35 St., Long Island City 11106. Tel: 392-5700. Owner: Al Hirsch; Mgr. & Buyer: Joe Grippo. (D).  
 Cartridge 8-tr. & cassette: Atco, Atlantic, Enterprize, Fontana, Limglight, Mercury, Philips, San Francisco, Smash, Stax, Volt, Vortex. (SEE ADVERTISEMENT)  
 Musical Tapes Inc., 642 10 Ave. Zip: 10036. Tel: 581-3235. Mgr.: Conrado Gonzalez. (D).  
 Home office: Miami, Fla. (D, OS, RJ, I & E).  
 Cartridge 8-tr. & cassette: Discuba, Eco, Musart, Musidisc, Peerless.

Cartridge 4-tr.: Discuba, Musart, Musidisc, Peerless.  
 National Rec. Sales (sub. of Jervis Entis.), 160 Broadway. Zip: 10038. Tel: BA 7-9493. Owner & Mgr.: Reginald M. Jervis; Sales & Promo. Mgr.: Robert Jervis. (RJ).  
 Near East Music Assocs. Inc., 191 Atlantic Ave., Brooklyn 11201. Tel: UL 2-3295. Mgr.: Stanley K. Rashid. (I).  
 Imports: Pre-recorded tape.  
 Olympia Rec. Ind. Inc., 239 W. 18 St. Zip: 10011. Tel: 989-7200. Owner: Ervin Litkei; Mgr.: John Haydu; Buyer: Mort Schlesinger. (D). (RJ as Arovox Rec. Corp.).  
 Cartridge 8-tr. & cassette: Decca, Dot, Liberty, Pickwick, United Artists.  
 PlayTape.  
 Playback equip.: Decca.  
 Accessories: All accessories.  
 Peters Int'l Inc., 600 Eighth Ave., Zip: 10018. Tel: LA 4-5536. Owner: Chris Peters; Gen. Mgr.: James C. Banthos. (I).  
 Cartridge 8-tr. & cassette: EMI, RCA (Italy), Electrola (Germany), Pathe (France); imports from Greece. (SEE ADVERTISEMENT)  
 Rack Promos. Inc., 2952 Ave. U, Brooklyn 11229. Tel: 891-1315. Owner: Morris Fraca; Mgr.: Sy Friedman. (RJ).  
 Raymar Sales Co., 170-21 Jamaica Ave., Jamaica 11432. Tel: 658-4012. Pres.: Samuel Keenholtz; Gen. Mgr.: Hal Kaufman. (OS).  
 Record & Tape Sales Corp., 821 Broadway. Zip: 10003. Tel: OR 4-6400. Owner & Mgr.: Robert Staub; Buyer: T. Pappageorge. (D & I).  
 Imports: Pre-recorded tape, musicassette—Fontana, Mercury, Philips, Polydor, (France); Philips (Netherlands).  
 Record Mart, 1470 Broadway. Zip: 10036. Tel: AL 4-4024. Owner: Robert Stack; Mgr. & Buyer: Jesse Moskowitz. (RJ).  
 Record Shack Corp., 2132 Second Ave. Zip: 10029. Tel: 369-8600. Owner: Edward Portnoy; Mgr.: Ed Seligman; Buyer: Steve Zaslaw. (D, OS, RJ & E).  
 Cartridge 8-tr.: Decca, Double Shot, Ethnic, Fiesta, GRT, Hob, Humorsonic, ITCC, Jubilee, Kapp, Laff, Mercury, Met Rico, Modern, Music-o-Disc, NAL, Philips, Pickwick, RA, Savoy, Scepter, Seeco, Wand.  
 Cassette: Decca, Double Shot, Ethnic, GRT, Hob, Humorsonic, ITCC, Jubilee, Kapp, Mercury, Modern, Music-o-Disc, NAL, Philips, RA, Scepter, Wand.  
 Playback equip.: Automatic Radio.  
 Accessories: Blank cassettes (Mallory, Livingston); head cleaners (Livingston); Le-Bo, Recoton.  
 Exports: Pre-recorded tape & playback equip.

Alex S. Roberts Assocs. Inc., 35 Bleecker St. Zip: 10012. Tel: 533-3840. Pres.: Alex S. Roberts. (E).  
 Exports: Pre-recorded tape.  
 S & V Vending Inc., 1509 Ryder St., Brooklyn 11234. Tel: 377-9881. Owners: Stan Herman, Vincent Caesar; Mgr.: Stan Herman; Buyer: Vincent Caesar. (OS & RJ).  
 S M G Disks. Inc. (div. of Sam Goody Inc.), 46-35 54 Rd., Maspeth 11378. Tel: 786-3337. Mgr.: Sam Stolen; Buyer: Josephine Torrente. (D, OS, I & E).  
 Cartridge 8-tr.: Ampex, DGG, Fiesta, Liberty, Paramount, Spar, Tape Mates, United Artists, Vivid Sounds.  
 Cassette: Ampex, DGG, Liberty, Paramount, Philips, Tape Mates, United Artists, Vivid, Sounds, Vox.  
 Open reel: Ampex, Imperial, Liberty, Reprise, Sentry, Soul City, Tapes Mates, Vivid Sounds, Warner Bros.  
 PlayTape.  
 Accessories: Blank loaded tape (SMG).  
 Albert Schultz Inc., 116 W. 14 St. Zip: 10011. Tel: 924-1122. Cable: ALBYREP. Owner & Pres.: Albert Schultz; VP & Mgr.: Stanley Atsidis. (E).  
 Exports: Pre-recorded tape; pre-leaderd & empty cassettes; blank rec'g cassettes; 4-tr. & 8-tr. empty cartridges—all lengths; cassette & cartridge component parts & magnetic rec'g tape; open reel magnetic rec'g tape—packaged & bulk; empty reels—all sizes; cartridge 4-tr., 8-tr. & cassette head cleaners—packaged & bulk; head cleaning & splicing materials; all tape accessories. (SEE ADVERTISEMENT)  
 M. Sluis Co. Inc., 15 Park Row. Zip: 10038. Tel: 349-0590. Mgr.: H. Elion. (E).  
 Exports: Blank tape, pre-recorded tape & playback equip.  
 Stanley-Lewis Rec. Dist'g Co. Inc., 23-80 48 St., Long Island City 11103. Tel: 726-4343. Owner: Harry Lew; Mgr.: Curt Schott. (D).  
 Cartridge 8-tr.: Caedmon, Conversa-Phone, DGG, Monitor.  
 Cassette: Artia, Barclay, Caedmon, Conversa-Phone, DGG, Fontana, Heliodor, Monitor, Philips, Spoken Arts, Vox.  
 David Sternberg Int'l Sales, 110 W. 86 St. Zip: 10024. Tel: 799-7228. Owner: David Sternberg. (I).  
 Imports: Pre-recorded tape (France, Germany, Italy, UK).  
 Stratford Disks. Inc., 184-23 Jamaica Ave., Hollis 11423. Tel: 454-8800. Owner: Nathan Kaplan; Mgr.: Sam Selwin; Buyer: Allan Silverman. (D, OS & RJ).  
 Cartridge 8-tr. & cassette: All lines.  
 Playback equip.: Automatic Radio.  
 Accessories: Amberg, Capitol, Columbia.  
 T D K Electronics Corp., 23-73 48 St., Long Island City 11103. Tel: 721-6881. Mgrs.: H. Kawamura, A. Otsuka, G. T. Saddler. (I).  
 Int'l office: Japan.  
 Cassette & open reel: TDK (Japan).  
 Tapeco Inc., 10 W. 66 St. Zip: 10023. Tel: 595-4000. Pres. & Mgr.: Philip Landwehr; Buyer: Jeff Toffler. (RJ).  
 Town Hall Rec. One Stop Inc., 9131 Bedell Ln., Brooklyn 11236. Tel: BR 2-9702. Pres.: Ben Reninick; Buyer: Mike Smokeler. (OS). (SEE ADVERTISEMENT)  
 Transcontinental Dist'g Corp. (D). See Transcontinental Investing Corp.  
 Transcontinental Investing Corp., 201 E. 42 St. Zip: 10017. Tel: 697-8610. Bd. Chm.: Howard Weingrow; Exec. VP & VP of Leisure & Entertainment Group: Arnold Greenhut; Transcontinental Music Corp. Pres.: Arnold Greenhut, (Exec. office only). (D as Transcontinental Dist'g Corp.), (OS as indicated below), (RJ as Transcontinental Music Corp.).  
 Branches: Phoenix, Ariz., (RJ as TMC); Los Angeles, Calif. (RJ as TMC); San Francisco, Calif., (D as TDC), (OS as Nor Cal Super Stop), (RJ as TMC); Denver, Colo., (D as TDC), (OS as Alert One Stop), (RJ as TMC); Hartford, Conn., (D as TDC), (OS as Eastern One Stop), (RJ as TMC); Miami, Fla. (RJ as TMC); Atlanta, Ga. (RJ as TMC); Chicago, Ill., (RJ as TMC); Baltimore, Md., (RJ as TMC); Boston, Mass., (D as TDC), (RJ as TMC); Albany, N. Y. (RJ as TMC); Dallas, Tex., (RJ as TMC); Seattle, Wash., (RJ as TMC).  
 Transcontinental Music Corp. (RJ). See Transcontinental Investing Corp.  
 Win Recs. Inc., 858 Ninth Ave. Zip: 10019. Tel: JU 2-0130. Owners: Sam & George Weiss; Mgr. & Buyer: George Weiss. (D, OS, RJ & E).  
 Cartridge 8-tr., cassette, & open reel: A&M, Atlantic, Capitol, Columbia, Decca, GRT, Liberty, Mercury, Motown, Polydor, RCA, Reprise, Scepter, Tamla, United Artists, Warner Bros.  
 PlayTape.  
 Accessories: Recoton.  
 Imports & exports: Pre-recorded tape. (SEE ADVERTISEMENT)  
 Worldtone Music Inc., 56-40 187 St., Flushing 11365. Tel: 357-3490. Pres.: Kenneth Spear; VP: Nomi Spear. (D & I).  
 Imports: African (French Africa); Balkanton (Bulgaria); Le Chant du Monde (France); Hispavox (Spain); Jugoton, Radio Television Beograd (Yugoslavia); UniDisc, Vega (France); Saga (UK).

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• **OCEANSIDE, L.I. (Area Code 516)**  
 N M C Corp., 3580 Oceanside Rd. Zip: 11572. Tel: 678-6770. Pres.: Jesse Seltzer; VP Rack Ops.:

Theodore Shapiro; NY Mgr.: Irving Glasser. (OS & RJ).  
 Branches: Los Angeles, Calif.; Detroit, Mich.; St. Louis, Mo.

**• PORT CHESTER (Area Code 914)**

Band Stand Rec. Shop 151/2 N. Main St. Zip: 10573. Tel: WE 7-4092. Owner & Mgr.: Lenny Cooper. (OS).

**• POUCHKEEPSIE (Area Code 914)**

Toy House of Hudson Valley (div. of Kustas Bros. Inc.), Manchester Rd. Zip: 12603. Tel: 471-2740. Pres. & Mgr.: Louis J. Kustas. (D & RJ).  
**Cartridge 8-tr. & cassette:** Fiesta, GRT, Modern, Pickwick, Scepter.  
**Accessories:** Le-Bo, Recoton.

**• ROCHESTER (Area Code 716)**

Clinton Mdsgr. Inc., 80 Commercial Dr. Zip: 14623. Tel: 334-2700. (RJ).

Rochester One Stop (div. of Transcontinent Rec. Sales), 685 South Ave. Zip: 14620. Tel: 454-6968. Mgr.: Jerry Godamski. (OS & RJ).  
**Home office:** Buffalo, N.Y., Transcontinent Rec. Sales. (D).

**• SYRACUSE AREA (Area Code 315)**

Atmor Playtime Co. Inc., Midler Park Dr. Zip: 13206. Tel: 463-3351. Mgr.: George Valenti. (D, OS & RJ).

**Home office:** Amsterdam, N.Y. (see for prod. distributed).

Mag Serv. Mdsgr. Inc., 112 Ronnell Dr. Zip: 13191. Tel: 488-2512. Owner & Mgr.: Mathew Orlando; Buyer: Gerry Orlando (RJ).

Morris Dist'g Co. Inc., 1153 W. Fayette St. Zip: 13201. Tel: 475-6531. Mgr. & Buyer: Oscar Dachs. (D & OS).

**Cartridge 8-tr.:** Ampex, GRT, ITCC, RCA.  
**Cassette:** Ampex, GRT, ITCC, RCA.  
**Open reel:** RCA.  
**Accessories:** RCA, Recoton.

Rojim Co., 4807 Glencrest Ave., Liverpool 13088. Tel: 457-4708. Owner: Roger Wright. (RJ).

Syracuse One Stop (div. of Trancontinent Rec. Sales), 333 W. Fayette St. Zip: 13202. Tel: GR 6-4019. Mgr.: Ralph La Rosa. (OS & RJ).  
**Home office:** Buffalo, N.Y., Transcontinent Rec. Sales. (D).

**• WESTBURY, L.I. (Area Code 516)**

All Rec. Dist. Inc., 118 Swalm St. Zip: 11590. Tel: 997-7160. Owners: Charles Nero, Michael Cono; Buyer: Roger Weinand. (D, OS & RJ).

**Cartridge 8-tr. & cassette:** Capitol, Columbia, Decca, GRT, ITCC, Liberty, RCA, United Artists.  
**Accessories:** Blank reels, cassettes & cartridges (Uni-Tape); carrying cases, head cleaners (Le-Bo).

**• WHITE PLAINS (Area Code 914)**

Fairfield Stereo Corp., 87 Central Ave. Zip: 10606. Tel: 761-7569. Owner & Mgr.: Tony Tsoanos. (D).

**Cartridge 8-tr. & cassette:** GRT, ITCC, Capitol, Fiesta; sub-dist. for Ampex, Columbia, Decca, Liberty, RCA, United Artists.  
**Playback equip.:** Automatic Radio, Belle Wood, Motorola, Muntz, Panasonic, Tokia.  
**Accessories:** Le-Bo.

**Accessories:** Blank tape, head cleaners, carrying cases.

Arthur Fulmer, 229 W. Morehead St. Zip: 28202. Tel: 375-3726. Mgr.: E. B. Lewis. (D & I).

**Home office:** Memphis, Tenn. (see for prod. distributed).

Handleman Co., 2309 Dunavant St. Zip: 28203. Tel: 373-1845. Mgr.: William Hanson; Buyers: William Hanson, Michael Pumphrey. (RJ).

**Home office:** Detroit, Mich.

Liberty/UA Dist'g Corp.—Charlotte Branch, PO Box 3186, 1409 East Blvd., Suite 233. Zip: 28203. Tel: 334-3046. Mgr.: Jim Epting. (D).

**Cartridge 8-tr.:** Liberty, Sunset, United Artists.  
**Cassette:** Liberty, United Artists.

Mangold-Bertos Corp., 2212 W. Morehead St. Zip: 28208. Tel: 334-4637. Execs.: Phil Goldberg, Herb Weisman. (OS).

Southeastern Rec. Mdsrs. Inc., 2706 Freedom Dr. Zip: 28208. Tel: 399-5633. Sales Mgr. & Buyer: Charles Hartley. (OS & RJ). See F&F Arnold Dist'g Co. Inc.

Southern Radio Corp., 1625 W. Morehead St. Zip: 28208. Tel: 376-4461. Pres.: Thomas J. Jamison; Mgr.: Phil Morgan. (D, OS & RJ).

**Cartridge 8-tr. & cassette:** Capitol, Columbia, Decca, GRT, Heart Warming, ITCC, Liberty, Mercury, NAL, Philips, Smash, RCA, United Artists, Word.  
**Open reel:** RCA.  
**Playback equip.:** Belle Wood, Craig.  
**Accessories:** Head cleaners (RCA).

**• FAYETTEVILLE (Area Code 919)**

A A Co. Inc., PO Box 5625, 5511 Bragg Blvd. Zip: 28303. Tel: 867-6165. Buyer: Al Metzger. (OS & RJ).

Parker House of Music Inc., 411 Hay St. Zip: 28301. Tel: 483-9008. Pres.: Ronnie Solomon. (D).

**Cartridge 8-tr. & cassette:** Ampex, Capitol, Columbia, Coral, Decca, GRT, Liberty, RCA, United Artists.  
**Playback equip.:** Alto-Sonic, Craig, Kraco.

**• GREENVILLE (Area Code 919)**

Carolina Sales Corp., 101 W. 14 St. Zip: 27834. Tel: 752-3143. Owner: J. T. Little; Mgr.: J. T. Little Jr.; Buyer: David Taylor. (D & OS).

**Cartridge 8-tr.:** Ampex, Capitol, Columbia, GRT, Liberty, Mercury, Motown, RCA, Sun.  
**Playback equip.:** Lear Jet.  
**Accessories:** Caddies (Le-Bo, RCA, Rubbermaid).

**• RAEFORD (Area Code 919)**

Modern Sound Inc. (div. of Audio Communications Inc.), 106 Campus Ave. Zip: 28376. Tel: 875-4266. VP Sales: Les Hudson. (RJ).  
**Branch:** Los Angeles, Calif.

**• RALEIGH (Area Code 919)**

Southeastern Radio Supply, 414 Hillsboro St. Zip: 27603. Tel: 828-2311. Pres.: Al Rothstein. (D).

**Cartridge 8-tr. & cassette:** All major lines.  
**Playback equip.:** Marquis, Nordemende, Panasonic, Sony.  
**Accessories:** Blank loaded tape (Irish, WXL).

**• ROCKY MOUNT (Area Code 919)**

Rocky Mount News Agency Inc., 1600 S. Franklin St. Zip: 27801. Tel: 446-6812. Owner: Ellie P. Glenn; Mgr. & Buyer: Bill McCarver. (RJ).

**Cartridge 8-tr. & cassette:** Capitol, Angel, Melodiya/Angel, Apple, Harvest, Fame.  
**Playback equip.:** Capitol.

**Accessories:** Display racks, storage cases (Capitol).

Columbia Recs. Sales, Carew Tower, Suite 554-55. Zip: 45202. Tel: 241-4088. Mgr.: William Kelly. (D).

**Cartridge 8-tr. & cassette:** Columbia, Date, Epic, Okeh, Barnaby, Fillmore, Kinetic, Gazette.

**Cartridge 4-tr.:** Columbia, Date, Epic, Okeh, Kinetic, Gazette.

**Open reel:** Columbia, Date, Epic, Kinetic, Gazette.

**Playback equip.:** Masterwork.  
**Accessories:** Blank loaded tape, storage cases (Columbia).

Halper's One Stop, 1632 Central Pkwy. Zip: 45210. Tel: 381-6580. Owner: Saul Halper; Gen. Mgr.: Fred Halper. (OS).

Liberty/UA Dist'g Corp.—Cincinnati Branch, 11750 Chesterdale Rd., Suite 3103, Atkinson Square 45246. Tel: 771-4832. Mgr.: Art Liberator; Promo.: Lou Munson. (D).

**Cartridge 8-tr.:** Liberty, Sunset, United Artists.  
**Cassette:** Liberty, United Artists.

M C A Dist'g Corp., 940 Wareham Dr. Zip: 45202. Tel: PA 1-4210. Branch Mgr.: Jack Brown. (D).

**Cartridge 8-tr., cassette & open reel:** Decca, Coral, Kapp, Uni, Berlitz.  
**Playback equip.:** Decca.  
**Accessories:** Blank loaded tape, head cleaners, storage cases (Decca).

Summit Dist. Inc., 211 E. Fourth St. Zip: 45202. Tel: 241-6361. Sales Mgr.: Harold Davis; Promo.: Bill Scull. (D).

**Home office:** Chicago, Ill. (see for prod. distributed).

Supreme Dist'g Co., 1000 Broadway. Zip: 45202. Tel: 421-0747. Owner: Sam Klayman; Mgr. & Buyer: Al Klayman. (D).

**Cartridge 8-tr. & cassette:** ABC, Atco, Atlantic, Bluesway, Command, Cotillion, Dunhill, Fantasy, GRT, Mercury, Monument, Musicor, Philips, Smash, Stax, Volt.

**Accessories:** Blank loaded tape (3M).

**• CLEVELAND METROPOLITAN AREA (Area Code 216)**

All Label Rec. Serv. Inc., 7777 Exchange St. Zip: 44125. Tel: 524-4260. Owner: Hess Budin; Mgrs.: Cary Budin, Don Weiss; Buyer: Cary Budin. (D & RJ).

**Branch:** Phoenix, Ariz. (RJ).

**Cartridge 8-tr.:** Ampex, GRT, ITCC.  
**Cassette:** GRT, ITCC.  
**Accessories:** Capitol, Le-Bo, Recoton.

Brothers Rec. Dist. Inc., 3224 Payne. Zip: 44114. Tel: 696-2133. Owner & Gen. Mgr.: Don George; Ass't Gen. Mgr.: Steve Evanooff. (D).

**Cartridge 8-tr. & cassette:** Canyon, Happy Tiger, Livingston, Stang. (SEE ADVERTISEMENT)

Capitol Recs. Dist'g Corp., 7777 Exchange St. Zip: 44125. Tel: 524-8200. (D).

**Cartridge 8-tr. & cassette:** Capitol, Angel, Melodiya/Angel, Apple, Harvest, Fame.  
**Playback equip.:** Capitol.

**Accessories:** Display racks, storage cases (Capitol).

Claber Dist. Inc., 16501 Rockside Rd. Zip: 44137. Tel: 475-1000. Mgr. & Buyer: Louis Rivituso. (RJ).

Columbia Recs. Sales, 3510 Chester Ave. Zip: 44114. Tel: 431-6300. Mgr.: Bud Rieland. (D).

**Cartridge 8-tr. & cassette:** Columbia, Date, Epic, Okeh, Barnaby, Fillmore, Kinetic, Gazette.

**Cartridge 4-tr.:** Columbia, Date, Epic, Okeh, Kinetic, Gazette.

**Open reel:** Columbia, Date, Epic, Kinetic, Gazette.  
**Playback equip.:** Masterwork.  
**Accessories:** Blank loaded tape, storage cases (Columbia).

Dean's House of Jazz Inc., 8601 Hough Ave. Zip: 44106. Tel: 231-9531. Pres. & Buyer: Wilbur E. Dean. (OS).

Halmor Inc., 1541 E. 30 St. Zip: 44114. Tel: 523-1080. Pres. & Mgr.: Gene Halamay. (OS & RJ).

Handleman Co., 13900 Broadway, Garfield Heights 44125. Tel: 587-5550. Mgr.: Robert Prenatt; Buyer: Charles Young. (RJ).

**Home office:** Detroit, Mich.

Keynote Int'l Music Dist. Inc., 1584 E. 31 St. Zip: 44114. Tel: 861-7286. Owner & Mgr.: John R. Gayer. (D).

**Cartridge 8-tr. & cassette:** Delta Int'l.  
 Liberty/UA Dist'g Corp.—Cleveland Branch, 7777 Exchange St. Zip: 44125. Tel: 524-4230. Mgr.: Byron Giles. (D).

**Cartridge 8-tr.:** Liberty, Sunset, United Artists.  
**Cassette:** Liberty, United Artists.

M C A Dist'g Corp., 1721 Superior Ave. E. Zip: 44114. Tel: 621-9770. District Mgr.: Bill Glaseman; Branch Mgr.: Bill Green. (D).

**Cartridge 8-tr., cassette & open reel:** Decca, Coral, Kapp, Uni, Berlitz, London.  
**Playback equip.:** Decca.  
**Accessories:** Blank loaded tape, head cleaners, storage cases (Decca).

Main Line Recs. (div. of Main Line Cleveland Inc.), 1260 E. 38 St. Zip: 44114. Tel: 291-1800. Owner: J. J. Shipley; VP: Joseph Simone; Buyer: Don Garvey. (D).  
**Branches:** Atlanta, Ga.; Pittsburgh, Pa.

*continued on page 182*

## NORTH CAROLINA

**• ASHEVILLE (Area Code 704)**

Alexander News Co., 25 Carolina Ln. Zip: 28801. Tel: 253-2631. Owner: William G. Alexander; Mgr.: Clarence N. Suttle; Buyers: Clarence Suttle, Mack Baker. (RJ).

**• CHARLOTTE (Area Code 704)**

Bib Dist'g Co., 126 W. Morehead St. Zip: 28201. Tel: 372-2032. (D, OS & RJ).

**Cartridge 8-tr. & cassette:** All labels.  
**Open reel:** Ampex.

Capitol Recs. Dist'g Corp., 416 East Blvd. Zip: 28203. Tel: 375-6078. (D).

**Cartridge 8-tr. & cassette:** Capitol, Angel, Melodiya/Angel, Apple, Harvest, Fame.  
**Playback equip.:** Capitol.  
**Accessories:** Display racks, storage cases (Capitol).

Carol Dist. Co. Inc., 124 W. Morehead St. Zip: 28202. Tel: 333-9457. Owner: Joseph F. Voynon; Mgr.: John Gammon; Buyer: Frances Snyder. (D).

**Cartridge 8-tr., cassette & open reel:** Decca, Coral, Kapp, Uni, Berlitz.  
**Playback equip.:** Decca.

**Accessories:** Blank loaded tape, head cleaners, storage cases (Decca).

F & F Arnold Dist'g Co. Inc., PO Box 1126. Zip: 28201; 2704 Freedom Dr. Zip: 28208. Tel: 399-9741. Pres.: Bert Fleishman; Sales Mgr.: John Towles. (D), (OS & RJ) as Southeastern Rec. Mdsrs. Inc.).

**Cartridge 8-tr. & cassette:** All major lines except Ampex.

**Playback equip.:** Automatic Radio, Car Tapes, Concord, Mayfair, Panasonic.

## OHIO

**• CANTON (Area Code 216)**

G-W Prods. Supply Co., 1703 E. Tuscarawas St. Zip: 44707. Tel: 453-7518. Owner: Alex Mastin; Mgr.: Donald Mastin.

**Cartridge 4-tr., 8-tr. & cassette:** Specialty Sounds.  
**Playback equip.:** Delmonico.

Stark Rec. & Tape Serv., 8000 Freedom Ave. NW, North Canton 44720. Tel: 494-282. Owner: Paul David; Mgr.: Phil Shannon; Buyer: Joe Bressi. (D, OS & RJ).

**Cartridge 8-tr.:** Ampex, GRT, ITCC, Muntz, NAL; sub-dist. for A&M, RCA, Reprise, Warner Bros.

**• CINCINNATI (Area Code 513)**

A & I Rec. Dist'g Co. Inc., 1000 Broadway. Zip: 45202. Tel: 241-7644. Owner: Sam Klayman; Mgr. & Buyer: Jim Yates; Promo.: Bud Walters. (D).

**Cartridge 4-tr., 8-tr., cassette & open reel:** Atco, Cadet, Chess, Checker, Duke, Jubilee, Prestige, Roulette, Savoy, Scepter. (SEE ADVERTISEMENT)

Album Rec. Sales of America Inc., 4155 Home Ave. Zip: 45227. Tel: 621-8710. Pres. & Buyer: LeRoy R. Goodlander. (RJ).

Ambat Recs. (div. of Transcontinent Rec. Sales), 1667 Central Pkwy. Zip: 45214. Tel: 621-3252. Mgr. & Buyer: Vern W. Hawk. (OS & RJ).

**Home office:** Buffalo, N.Y., Transcontinent Rec. Sales. (D).

Capitol Recs. Dist'g Corp., 35 E. Seventh St., Suite 612. Zip: 45202. Tel: 721-5616. (D).

continued

Cartridge 8-tr. & cassette: A&M, Ampex, Aphrodisiac, Blue Horizon, Camden, Chisa, Colgems, DGG, Elektra, Fantasy, GRT, Gordy, Gross, Heliodor, ITCC, Josie, Jubilee, Kirshner, Little David, Motown, Musicor, Nonesuch, Ode 70, Original Sound, NAL, Polydor, Prestige, RCA, Rare Earth, Raw, Reprise, Soul, Tamla, Thunderbird, Vanguard, Warner Bros.

Modern Rec. Serv. Inc., 18434 Cranwood Pkwy. Zip: 44128. Tel: 475-8900. Pres.: David W. Burke; Mgr.: Robert A. Burke. (05 & RJ).

North American Music, 2797 Hamilton Ave. Zip: 44114. Tel: 696-5300. Owner: Charles E. Murray; Buyer: Henry Caldwell. (D, 05 & RJ).  
Branches: Macon, Ga.; Chicago, Ill.  
Cartridge 8-tr.: Ampex, Dooto, GRT.  
Cassette: GRT.

Northern Rec. Sales (div. of Transcontinent Rec. Sales), 3040 Prospect Ave. Zip: 44115. Tel: 781-7080. Mgr.: Don Rothenberg. (05 & RJ).  
Home office: Buffalo, N.Y., Transcontinent Rec. Sales. (D).

P I K S/All Rec. & Tape, 2150 Hamilton. Zip: 44114. Tel: 696-7666. Owners: Ronald Schafer, Sheldon Tirk; Buyer: Sheldon Tirk. (D & 05).  
Cartridge 8-tr. & cassette: Carnival, Century City, Cotillion, Disneyland, Ethnic, Eurotone, Fiesta, Forever, Gamble, Gold Award, Humorsonic, Laff, Little David, Livingston, MF, Mercury, Music-O-Recs., Musicor, Plantation, Prestige, Redd Foxx, Republic, Rim, SSS Int'l, Savoy, Sound Inc., Sun.  
Accessories: Blank loaded tape (Irish); carrying cases (Disk-Gu, Walco).

Seaway Dist., 12415 Euclid Ave. Zip: 44106. Tel: 421-8200. Mgr.: Robert Wilcox; Buyer: Wilson Smith. (D).  
Cartridge 8-tr. & cassette: Atco, Atlantic, Dot, GRT, Paramount, Scepter, Stax, Steed.

United Dist'g Inc., 2333 St. Clair. Zip: 44114. Tel: 696-4533. Owner: Saul Moss; Mgr. & Buyer: M. Browdy. (05 & RJ).

• **COLUMBUS (Area Code 614)**  
Car Stereo of Columbus Inc., 4147 E. Main St. Zip: 43213. Tel: 237-0263. Owners: A. Katz, William Goldberg; Mgr. & Promo.: William Goldberg. Branch: 1000 Dublin Rd. Zip: 43215. Tel: 488-0763. Mgr.: Harriet Jones. (D, 05 & RJ).  
Cartridge 4-tr., 8-tr., cassette & open reel: Ampex, Canaan, Capitol, Columbia, Decca,

Dooto, Epic, Fiesta, GRT, Gross, Heart Warming, Mercury, Sacred, Savoy, Sing, Skylite, Word.

Robert & Co., 1910 Lockbourne Rd. Zip: 43207. Tel: 444-3137. Owners: Ray M. & Robert Benjamin. (D).

• **DAYTON AREA (Area Code 513)**  
Airtown Rec. Ents. Inc., 4 Woodland Ave. Zip: 45409. Tel: 224-4063. Owner & Mgr.: John Rettig. (D, 05 & RJ).  
Cartridge 8-tr.: GRT, NAL.  
Cassette: GRT.  
PlayTape.  
Open reel: GRT.

Ambat Recs. (div. of Transcontinent Rec. Sales), 509 Xenia Ave. Zip: 45410. Tel: 256-4212. Mgr.: Martha Farris. (05 & RJ).  
Home office: Buffalo, N.Y., Transcontinent Rec. Sales. (D).

Dayton Rec. Serv. Inc., 24 W. Ferry St., Miamisburg 45342. Tel: 866-6431. Mgr. & Buyer: Morris Leach. (RJ).  
Home office: Portsmouth, Ohio.

Ohio Rec. Rack Dist., 72 S. Main St., Miamisburg 45342. Tel: 866-3629. Owner: Chris Kondoff. (RJ).

• **PORTSMOUTH (Area Code 614)**  
Dayton Rec. Serv. Inc., 24 Union St. Zip: 45662. Tel: 354-3188. Mgr. & Buyer: Joe Taylor. (RJ).  
Branch: Dayton, Ohio.

• **SPRINGFIELD (Area Code 513)**  
Buckeye Recs. Co., 44 Warder St. Zip: 45504. Tel: 325-7313. Pres.: Asen Kristoff; VP & Buyer: Steve O'Neill. (05 & RJ).

• **TOLEDO (Area Code 419)**  
Bartley Co., 1001 Brown Ave. Zip: 43607. Tel: 241-5563. Owner: Richard Peckinpaugh; Mgr. & Buyer: W. L. Crane Jr. (RJ).  
Northwestern Dist., 2836 Sylvania Ave. Zip: 43613. Tel: 479-5241. Owner & Buyer: George La Course. (RJ).

• **YOUNGSTOWN (Area Code 216)**  
Plaza Recs. Inc., 309 Boardman Plaza. Zip: 44512. Tel: 758-5795. Owners: Frank A. Valicenti, Jack Smith; Mgr.: Jerold Kaufman. Branch: 37 Liberty Plaza. Zip: 44505. Tel: 759-1800. Mgr.: Thomas Temelkoff. (05).

## OKLAHOMA

• **OKLAHOMA CITY (Area Code 405)**  
All Recs. Inc., 520 Classen Blvd. Zip: 73106. Tel: 235-3381. Mgr. & Buyer: Bill Hill. (05).  
B & K Dist'g Co. Inc. (div. of National Tape Dist. Inc.), 129 NW 23 St. Zip: 73103. Tel: JA 5-7509. Mgr.: Cliff Keeton. (D).  
Home office: Brookfield, Wis., National Tape Dist. Inc.  
Cartridge 8-tr. & cassette: Atco, Atlantic, Cotillion, Dakar, Enterprise, Fantasy, Liberty, Little David, Stax, Sunset, Volt.  
Communication Electronics Inc., 7501 N. Broadway. Zip: 73114. Tel: 848-2266. Buyers: Tommy Hoshall, Richard Hainebach. (RJ).  
Dulaney Inc., 100 NW 44 St. Zip: 73118. Tel: 528-0511. Owner: L. T. Dulaney; Gen. Sales Mgr.: Jake McDonald; Mgr.: Clyde C. Ball. (D & 05).  
Cartridge 8-tr. & cassette: All lines.  
Open reel: Ampex, RCA.  
Playback equip.: Lear Jet, Standard Radio.  
Accessories: Gussdorf.  
Arthur Fulmer, 310 E. Sheridan St. Zip: 73104. Tel: 235-0388. Mgr.: Ralph Mays. (D & I).  
Home office: Memphis, Tenn. (see for prod. distributed).  
M C A Dist'g Corp., 1733 NW 63 St. Zip: 73116. Tel: VI 3-3635. Sales Mgr.: Troy Bowen. (D).  
Cartridge 8-tr., cassette & open reel: Decca, Coral, Kapp, Uni, Berlitz.  
Playback equip.: Decca.  
Accessories: Blank loaded tape, head cleaners, storage cases (Decca).  
Mid-Continent News Co., 7001 N. Broadway Expwy. Tel: 843-9383. Mgr.: Curley Albro; Buyer: Steve Munroe. (D & RJ).  
Home office: Tulsa, Okla., Oklahoma News (see for prod. distributed).  
Music Box Dist., Inc., 3114 N. Western. Zip: 73118. Tel: 525-5515. Owner & Mgr.: Jerry Gregory. (RJ).  
Oklahoma Operating Co., 2040 NW 10 St. Zip: 73106. Tel: 236-5471. Mgr.: James N. Cotton; Buyer: Lil Mays; Ass't Sales Mgr.: J. F. Malone. (D).  
Cartridge 8-tr.: Capitol, Dot, Muntz, NAL.  
Playback equip.: Automatic Radio, Bell & Howell, Craig, Crown, Elgin, Kraco, Lear Jet, Muntz.  
Accessories: Arkey, Channel Mktg., Gibbs, Lee Acoustichair, Recoton, Specialty Sounds.  
Western Mdrs. Inc., 133 NW 23 St. Zip: 73103. Tel: 525-3632. Gen. Mgr.: Junior Baldwin. (D, 05 & RJ).  
Home office: Amarillo, Tex. (see for prod. distributed).

• **TULSA (Area Code 918)**  
Bill's T Recs. Inc., 19 N. Harvard. Zip: 74115. Tel: 939-6305. Pres. & Buyer: Kenneth A. Horn; Mgr.: Connie Moore. (05).  
Oklahoma News Co., 909 W. 23 St. Zip: 74107. Tel: 584-4754. Owner: R. Glenn White; Mgr.: S. E. White; Buyer: John Goodnight. (D, 05 & RJ).  
Branch: Oklahoma City, Okla., Mid-Continent News. (D & RJ).  
Cartridge 8-tr. & cassette: Capitol, Columbia, Decca, GRT, ITCC, Mercury, Paramount, RCA.  
Playback equip.: Automatic Radio, Belle Wood, Capitol.  
Accessories: Complete line of name brands.

## OREGON

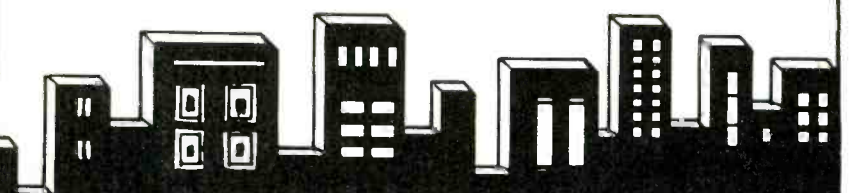
• **EUGENE (Area Code 503)**  
Orwaka Dist'g Co. (div. of Able Inds. Inc.), PO Box 767, 1014 Wilson. Zip: 97401. Tel: 345-6834. Mgr.: Gary E. Seibert. (D & E).  
Cassette: Cetra, DGG, ITCC.  
Exports: Pre-recorded tape, playback equip. (Canada only).

• **PORTLAND (Area Code 503)**  
International Tapes Ltd., 2190 W. Burnside. Zip: 97210. Tel: 665-5166. Cable: ITL. Bd. Chm. & Pres.: David Mix. (D).  
Cartridge 4-tr., 8-tr. & cassette: ITL, Livingston, Prestige, Tapehouse, Vox.  
Portland One Stop, 511 SW Sixth Ave. Zip: 97204. Tel: 226-3669. Owner & Mgr.: Martin C. McMahon. (05).  
Sea-Port One Stop (div. of Fidelity Northwest Inc.), 21 NE Seventh Ave. Zip: 97232. Tel: 234-0965. Mgr.: Tom Choate. (05 & RJ).  
Home office: Seattle, Wash., Fidelity Northwest Inc. (D). (SEE ADVERTISEMENT)

• **ROSEBURG (Area Code 503)**  
Paul Jackson Whsle. Co., 1308 NW Park St. Zip: 97470. Tel: 672-4262. Pres.: Paul Jackson; Mgr.: Bob Davis. (RJ).

• **SALEM (Area Code 503)**  
United Tape Dist., 752 Lancaster Dr. NE. Zip: 97301. Tel: 585-6584. Owners & Mgrs.: D.

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Michael & P. Wayne Hodges. (D).  
**Cartridge 8-tr.:** Atlantic, Capitol, Columbia, Liberty  
**Cartridge 4-tr.:** Same as 8-tr. plus Muntz.

## PENNSYLVANIA

### • BETHLEHEM (Area Code 215)

Rave, 415 Buchanan St. Zip: 18015. Tel: 865-1941. Mgr.: Joe Timmer. (D).  
**Cartridge 8-tr.:** Fiesta, Stella.

### • CONEMAUGH (Area Code 814)

Page Rec'g Co., 345 Second St. Zip: 15909. Tel: 539-8117. Owner & Mgr.: Al Page. (D & RJ).  
**Cartridge 8-tr.:** Canaan, Carnaby, Delta Int'l, Jay Jay, Majestic, Marjion, Page, Word.  
**Cassette:** Carnaby, Jay Jay, Majestic.

### • HARRISBURG (Area Code 717)

D & H Dist'g Co. (Rec. & Tape Div.), 500 Terminal Rd., Camp Hill 17011. Tel: 761-2805. Mgr.: David Press; Buyer: Eugene Diveglia. (D, OS & RJ). Exec. office: 2525 N. Seventh St. Zip: 17105. Tel: 236-8001.

**Branches:** Baltimore, Md. (OS & RJ); Cheverly, Md. (D).

**Cartridge 8-tr. & cassette:** Ampex, Capitol, Columbia, Decca, Disneyland, Epic, GRT, Gordy, ITCC, Jubilee, Kapp, Liberty, Mercury, Modern, Motown, Musicor, NAL, Original Sound, Paramount, Pickwick, Polydor, RCA, Radiant, Scepter, Soul, Springboard, Tamla, United Artists, Word.

**Playback equip.:** Belle Wood, Capitol, Lear Jet, Mercury, Philco-Ford, RCA.

**Accessories:** Amberg, Capitol, Decca, Le-Bo, RCA, Recoton, Rubbermaid, TDK. (SEE ADVERTISEMENT)

### • KINGSTON (Area Code 717)

Record Town Inc., 449 Northampton St. Zip: 18704. Tel: 288-6536. Owner & Buyer: Joe Nardone. (RJ).

### • LEHIGHTON (Area Code 717)

Barnes Rec. Dist., PO Box 296. Zip: 18235. Tel: 645-2321. Owner & Mgr.: William Barnes. (OS & RJ).

### • LEWISTOWN (Area Code 717)

Mobile Rec. Serv. Co. 104 Logan St. Zip: 17044. Tel: 248-6442. Mgr.: John Houser. (OS).  
**Home office:** Pittsburgh, Pa.

### • MONROEVILLE (Area Code 412)

Sounds of Music Inc., 400 William Penn Hwy. Zip: 15146. Tel: 372-3014. Mgr.: Dennis Adelson. (D).  
**Home office:** Pittsburgh, Pa., Jack H. Samuels & Co. Inc. (see for prod. distributed).

### • PHILADELPHIA METROPOLITAN AREA (Area Code 215)

(Also see listings in Camden, Cherry Hill & Pennsauken, N.J.)

A & L Dist. Inc., SE Corner 30 & Thompson Sts. Zip: 19121. Tel: PO 5-4300. Owner: Albert Melnick; Gen. & Sales Mgr.: Si Paul; Tape Div. Mgr.: Larry Jacobs. (D, OS & RJ).  
**Cartridge 4-tr., 8-tr., cassette & open reel:** Ampex, TDK.

**Playback equip.:** Capitol, Hitachi, Standard.  
**Accessories:** Channel Mktg., Le-Bo. (SEE ADVERTISEMENT)

Bandstand Rec. Serv. Pres.: Ernie Santone; Opns. Mgr.: Phil DePrinzio; Buyer: Rick Simone. (OS & RJ). See Chip's Dist'g.

Capitol Recs. Dist'g Corp., 7708 City Line Ave. Zip: 19151. Tel: 877-4167. (D).

**Cartridge 8-tr. & cassette:** Capitol, Angel, Melodiya/Angel, Apple, Harvest, Fame.

**Playback equip.:** Capitol.  
**Accessories:** Display racks, storage cases (Capitol).

Chip's Dist'g (div. of Abkco Inds. Inc.), 2750 N. Broad St. Zip: 19132. Tel: 226-4600. Pres. & Gen. Mgr.: Ernie Santone. (D), (OS & RJ as Bandstand Rec. Serv.).

**Cartridge 8-tr. & cassette:** Blue Horizon, DGG, Disneyland, Fontana, GRT, Heliodor, Limelight, Mercury, Philips, Polydor, Smash. (SEE ADVERTISEMENT)

Columbia Recs. Sales, 4 Penn Center Plaza, Suite 224. Zip: 19103. Tel: LO B-4445. Mgr.: Ed Masterson. (D).

**Cartridge 8-tr. & cassette:** Columbia, Date, Epic, Okeh, Barnaby, Fillmore, Kinetic, Gazette.

**Cartridge 4-tr.:** Columbia, Date, Epic, Okeh, Kinetic, Gazette.

**Open reel:** Columbia, Date, Epic, Kinetic, Gazette.

**Playback equip.:** Masterwork.

**Accessories:** Blank loaded tape, storage cases (Columbia).

Norman D. Cooper Inc., 6222 Lebanon St. Zip: 19151. Tel: TR 8-9591. Pres.: Norman D. Cooper; Mgr.: Val Shively. (OS).

Hitsville of Pennsylvania (div. of Chip's Dist'g Corp.), 2750 N. Broad St. Zip: 19132. Tel: 226-4600. Pres. & Mgr.: Ernie Santone. (D).

**Cartridge 8-tr. & cassette:** Gordy, Motown, Rare Earth, Soul, Tamla, VIP.

Marnel Dist. Co. Inc., 2512 N. Broad St. Zip: 19132. Tel: BA 6-1222. Pres.: Marshall Verbit; Gen. Mgr.: Marv Slaveter. (D).

**Cartridge 8-tr. & cassette:** Atco, Atlantic, Dooto, Enterprise, Ethnic, Fiesta, Gross, Humorsonic, Josie, Jubilee, Laurie, Prestige, Project 3, Savoy, Starday, Stax, Volt.

Robert Nash Dist. Inc., 2780 Limekiln Pike, Glenside 19038. Tel: WA 7-6100, TU 6-6430. Owner: Robert Nash; Buyer: Andy Nash. (D & OS).

**Cartridge 8-tr. & cassette:** Ampex, Capitol, Columbia, Decca, Epic, ITCC, Jubilee, Kapp, Liberty, Mercury, Motown, RCA, Reprise, Scepter, Stax, Warner Bros.

**Playback equip.:** Belair, Lear Jet, Panasonic. **Accessories:** Blank tape & head cleaners (TSI), storage cases (Amberg, Le-Bo).

Rec O Rec Dist., 7345 Westchester Pike, Upper Darby 19082. Tel: 734-1606. Owner & Mgr.: Harry Blauffeld. (RJ).

Record Rendezvous Inc., 134 S. 20 St. Zip: 19103. Tel: LO 7-9424. Owner: Edward R. Marcus; Mgr.: R. Richard; Buyer: Francine E. Morgan. (OS & RJ).

Richman Bros. Recs. Inc., 4308 Parkside Ave. Zip: 19104. Tel: 477-1742. Owners: Jerold, Allen & Richard Richman; Buyer: Sid Powell. (D, OS & RJ).

**Cartridge 8-tr. & cassette:** Capitol, Columbia, Decca, ITCC, NAL, Jubilee.

**Playback equip.:** Capitol, Decca, Mastermind.

David Rosen Inc., 851-5 N. Broad St. Zip: 19123. Tel: CE 2-2907. Owner: David Rosen; VP: Harry Rosen. (D).

**Cartridge 8-tr.:** All lines.

**Cassette:** GRT, Reprise, Warner Bros.

**Playback equip.:** Craig.

**Accessories:** Le-Bo, Recoton.

Raymond Rosen Music Prods. Inc., 51 & Parkside Ave. Zip: 19131. Tel: TR 8-2200. VP & Gen. Mgr.: Alfred I. Rosenthal. (D & RJ).

**Cartridge 4-tr., 8-tr. & cassette:** All lines. (SEE ADVERTISEMENT)

Scorpio Music Dist. Inc., 6720 Broad St. Zip: 19126. Tel: 549-5772. Owner: Michael Adler; Mgrs.: Sy Cole, Steve Solotist. (OS & RJ). (SEE ADVERTISEMENT)

Shulman Rec. Co. Inc., 428 N. 13 St. Zip: 19123. Tel: 627-4902. Owners: Jerry Shulman, Lee Swede; Gen. Mgr.: Manny Drucker; Buyer: Marty Friedman. (D & RJ).

**Cartridge 8-tr. & cassette:** Capitol, Columbia, Decca, GRT, ITCC, Liberty.

**Playback equip.:** Capitol, Craig, Panasonic, Sony.

**Accessories:** Capitol, Le-Bo, 3M.

Universal Tape City One Stop & Rack Serv. (div. of Universal Recs.), 919 N. Broad St. Zip: 19123. Tel: 235-2727. Owner: Harold Lipsius; Mgr. & Buyer: Robert Perloff. (D, OS & RJ).

**Cartridge 8-tr. & cassette:** A&M, Ampex, Atco, Atlantic, GRT, ITCC, Original Sound, RCA, Scepter, Vanguard.

**Open reel:** A&M, Ampex, RCA. (SEE ADVERTISEMENT)

Williams One Stop, 817 N. Broad St. Zip: 19123. Tel: CE 2-2020. Owner: Sidney Williams. (OS).

### • PITTSBURGH METROPOLITAN AREA (Area Code 412)

A & C Tape Dist., 2731 Brownsville. Zip: 15227. Tel: 884-2127. Owners & Mgrs.: John R. Hoebler, Gene Jakiela. (D, OS, RJ, I & E).

**Cartridge 4-tr., 8-tr., cassette & open reel:** All lines.

Arc-Jay-Kay Dist'g Co. (div. of Handleman Co.), 941 Behan St. Zip: 15133. Mgr.: Fred Katz. (D).

**Home office:** Detroit, Mich.

**Cartridge 8-tr. & cassette:** All lines.

East Coast Dist., 633 Liberty Ave. Zip: 15222. Tel: 281-6344. Mgr.: Nicholas Lomakin. (OS & RJ).

Handleman Co., 941 Behan St. Zip: 15133. Branch Mgr. & Buyer: Vera Powell. (RJ).

**Home office:** Detroit, Mich.

Klein's Recs. Dist. Inc., 277 Fort Pitt Blvd. Zip: 15222. Tel: 261-6176. Owner: Isadore Klein; Mgr. & Buyer: Travis Klein. (D & OS).

**Cartridge 8-tr. & cassette:** ABC, Cadet, Cadet/Concept, Capitol, Checker, Chess, Columbia, Decca, Dunhill, Fantasy, GRT, Gamble, ITCC, Livingston, Mercury, Monument, Philips, Prestige, Savoy.

**Accessories:** Carrying cases (Amberg, Recoton).

MCA Dist'g Corp., 1331 Fifth Ave. Zip: 15219. Tel: 391-4450. Promo. & Sales Mgr.: Rick Weber. (D).

**Cartridge 8-tr., cassette & open reel:** Decca, Coral, Kapp, Uni, Berlitz, London.

**Playback equip.:** Decca.

**Accessories:** Blank loaded tape, head cleaners, storage cases (Decca).

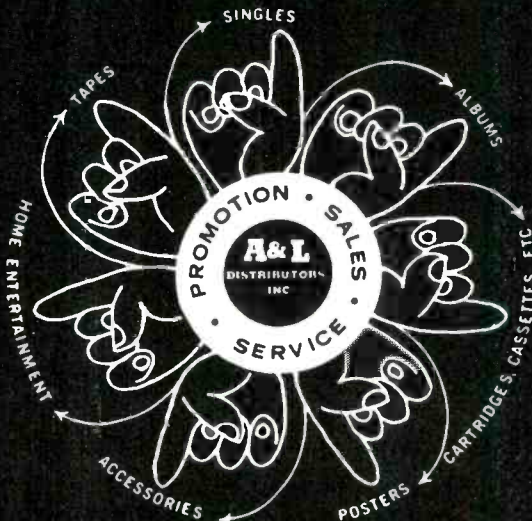
Main Line Pittsburgh, 84 Van Braam St. Zip: 15219. Tel: 471-6686. Mgr.: Dick Iezzi; Buyer: Bob Sholes. (D).

**Home office:** Cleveland, Ohio.

**Cartridge 8-tr. & cassette:** A&M, Blue Horizon, Chisa, DGG, Elektra, Gordy, Heliodor, Motown, Musicor, Nonesuch, Ode 70, Polydor, Prestige, Rare Earth, Soul, Tamla.

*continued on page 184*

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Mobile Rec. Serv. Co., 2716 Penn Ave. Zip 15222. Tel: 391-0452. Owner: Maurice F. Oseroff; Buyer: Mike Gisser. Branch: 4432 Coleridge. Zip: 15201. Tel: 782-3287. Mgr.: Hans Schack. (OS).  
Branches: Richmond, Ind.; De Witt, Iowa; Lewistown, Pa.; Friendly, W.Va.  
Jack H. Samuels & Co. Inc., 5117 Baum Blvd. Zip: 15224. Tel: 683-8800. Owner & Pres.: Jack H. Samuels; Mgr.: Roy T. Leger. (D).  
Branch: Monroeville, Pa. Sounds of Music Inc. Cartridge 8-tr. & cassette: Atco, Atlantic, Capitol, Columbia, Decca, Dooto, Double Shot, Epic, Fiesta, ITCC, Laff, Liberty/UA, Mercury, Motown, NAL, Prestige, RCA, Scepter, Vivid Sounds, Word.  
Playback equip.: Fisher, Hitachi, Lear Jet, Qatron.  
Accessories: Amberg, Lear Jet, Le-Bo.

**• SCRANTON (Area Code 717)**

Bellnash Dist'g Co., 80 Elmhurst Blvd. Zip: 18505. Tel: 347-8429. Pres.: Richard Plotkin; Mgr.: Robert Cohen. (D), (RJ as Tapes Ltd.).  
Cartridge 4-tr., 8-tr. & cassette: All lines.  
Tapes Ltd. (RJ). See Bellnash Dist'g Co.

**• TYRONE (Area Code 814)**

Central One Stop Inc., RD 4, Rt. 220. Zip: 16686. Tel: 684-3900. Mgr. & Buyer: Richard Heaton. (D, OS & RJ).  
Cartridge 8-tr. & cassette: Amy, Audio Fidelity, Bell, Buddah, Four Corners of the World, GNP Crescendo, ITCC, Jubilee, Kapp, Laurie, Mala, Musicor, NAL, New Voice, Paramount, Roulette, Scepter, Starday, Steed, Wand, White Whale.  
Playback equip.: Crown, Fanon, Hitachi, Keystone, Panasonic, Peerless, Telex, Tenna, Toyo.  
Accessories: Amberg, Recoton, Walco.

**RHODE ISLAND**

**• PROVIDENCE (Area Code 401)**

A B C Rec. & Tape Sales, 725 Branch Ave. Zip: 02904. Tel: 351-6700. Mgr.: Milton Israeloff. (RJ).  
Home office: Seattle, Wash.  
H. V. Papazian Corp., 387 Charles St. Zip: 02904. Tel: 351-5099. Owners: Harold V. Papazian, Haig Yaghoobian; Buyer: Haig Yaghoobian. (RJ).

**SOUTH CAROLINA**

**• ABBEVILLE (Area Code 803)**

Savitz Rec. Center Inc., 115 Court Sq. Zip: 29620. Tel: 459-2172. Owner & Mgr.: Allen Savitz. (OS).

**• COLUMBIA (Area Code 803)**

Brown Sales Co., 1423 Ellerbe St. Zip: 29204. Tel: 787-3581. Owner: H. G. Brown Jr.; Mgr. & Buyer: Steve Sturkie. (D & RJ).  
Cartridge 8-tr. & cassette: Capitol, Columbia, GRT, Liberty, Mercury, NAL, RCA.  
Playback equip.: Automatic Radio, Craig.  
Accessories: Head cleaners (RCA); storage cases (Le-Bo); brushes, cleaners (Duotone).

**TENNESSEE**

**• CLEVELAND (Area Code 615)**

Pathway Press, PO Box 850, 1080 Montgomery. Zip: 37311. Tel: 476-5197. Gen. Sales Mgr.: H. Bernard Dixon. (D).  
Cartridge 8-tr.: Sing, Skylite.

**• COOKEVILLE (Area Code 615)**

Rack Ents., 1570 Brown Ave. Zip: 38501. Tel: 526-5148. Mgr. & Buyer: Bill Amonette. (RJ).  
Branch: Nashville, Tenn., Sounds Inc. (D & OS).

**• KNOXVILLE (Area Code 615)**

Knox Rec. Rack Co., PO Box 4045, 1539 Amherst Rd. Zip: 37921. Tel: 584-8531. Owners: Sam Morrison, Jay Jacobs; Mgr.: Jay Jacobs. (D & RJ).  
Cartridge 8-tr. & cassette: Ampex, Capitol, Columbia, Decca, GRT, ITCC, Kapp, Liberty/UA, Mercury, Music Tape, Pickwick, RCA, Scepter.  
Playback equip.: Automatic Radio, Pax/Mercury, Panasonic, Stereonic.  
McClung Appliance Co. Inc., 5915 Casey Dr. Zip: 37919. Tel: 584-8611. Gen. Mgr.: Albert W. Smith. (D & OS).  
Cartridge 8-tr.: Camden, Capitol, GRT, Heart Warming, ITCC, Jubilee, Liberty, NAL, Pickwick, Plantation, RCA, Skylite, Sun Int'l, United Artists, Victrola.  
Cassette: GRT.

Open reel: Camden, RCA.  
Playback equip.: Lear Jet, RCA.  
Accessories: Le-Bo, RCA.  
Tucker's Rec. Shop, 22 1/2 Market St., On the Mall. Zip: 37902. Tel: 522-9300. Owner & Mgr.: Martin T. Robertson. (OS).

**• MEMPHIS (Area Code 901)**

Blackwood Bros. Rec. Distcs., 209 N. Lauderdale. Zip: 38105. Tel: 527-4349. Owner: James Blackwood; Mgr. & Buyer: Doyle Blackwood. (OS).  
Boss Ugly Bob Rec. Shop, 726 E. McLemore. Zip: 38106. Tel: 774-6400. VP: Claudette Caftron. (OS).  
Arthur Fulmer, 260 Monroe Ave. Zip: 38101. Tel: 525-5711. Owner: Arthur Fulmer; Mgr. & Buyer: Ron Edmundson. (D & I).  
Branches: Monrovia, Calif.; Miami, Orlando, Fla.; Indianapolis, Ind.; Louisville, Ky.; St. Louis, Mo.; Charlotte, N.C.; Oklahoma City, Okla.; Dallas, Houston, Tex.; Richmond, Va.  
Cartridge 8-tr. & cassette: All major lines.  
Playback equip.: Arthur Fulmer (Japan).  
Hot Line Rec. Distcs. Co. Inc., 596 Lane Ave. Zip: 38105. Tel: 525-0756. Owner & Sales Mgr.: Jim Crudgington; Mgr.: Dwight Mullens. (D, OS & RJ).

Cartridge 8-tr. & cassette: Atco, Atlantic, Camden, Colgems, Enterprise, Fantasy, GRT, Gross, Jubilee, Kirshner, Modern, RCA, Stax.  
M C A Dist'g Corp., 3132 Birchfield Dr. Zip: 38127. Tel: 358-6654. Branch Mgr.: Graham Hediker. (D).  
Cartridge 8-tr., cassette & open reel: Decca, Coral, Kapp, Uni, Berlitz.  
Playback equip.: Decca.  
Accessories: Blank loaded tape, head cleaners, storage cases (Decca).

Musical Isle of America (An Entertainment Serv. of Transamerica Corp.). Mgr.: Bill Biggs; Buyer: Harvey Kilgore. (RJ). See Record Sales Corp. (SEE ADVERTISEMENT)

Poplar Tunes Inc., 308 Poplar Ave. Zip: 38103. Tel: 525-6348. Owners: Joe Cuoghi, Frank Berretta, John Navarese; Mgr.: Frank Berretta; Buyer: Fred Rogers. Branch: 4195 Summer Ave. Zip: 38122. Tel: 324-3855. Mgr.: Tommy Strang; Buyer: Rose Slais. (OS).

Record Sales Corp., 3000 Fleetbrook Dr. Zip: 38116. Tel: 332-3650. Mgr.: Bill Biggs. (D), (RJ as Musical Isle of America).  
Home office: Los Angeles, Calif., Musical Isle of America Inc.

Cartridge 8-tr. & cassette: A&M, ABC, Avco Embassy, Bell, Bluesway, Chisa, Command, Dakar, Deram, Dot, Double Shot, Dunhill, Elektra, Hi, Impulse, Kapp, Kent, Liberty/UA, London, Monument, Paramount, Parrot, Rare Earth, Reprise, Roulette, Scepter, Sire, Tetragrammaton, VIP, Wand, Warner Bros.  
Record Vending Inc., 746-748 Galloway St. Zip: 38105. Tel: 525-8673, 526-7594. Pres.: Sidney Melvin; Mgr.: Jim McCormick. (RJ).  
Branch: Nashville, Tenn.

Stereo Distcs.—Memphis Inc., 1803 Winchester. Zip: 38116. Tel: 332-5256. Pres.: W. H. Crosno; Gen. Mgr.: George Long. (D).  
Cartridge 8-tr. & cassette: All lines.  
Playback equip.: Lear Jet.  
Accessories: Complete line.

**• NASHVILLE (Area Code 615)**

Certron Corp. Music Div., 1226 16 Ave. S. Zip: 37212. Tel: 383-5137. Dir.: Aubrey Mayhew; Sales Dir.: Herb Dale; Nat'l Promo. Mgr.: Jeff Clark. (Exec. office only). Branch: 112 16 Ave. S. Zip: 37212. Tel: 244-9704. Regional Dir.: Lee Davis. (D, OS & RJ).  
Branches: Tempe, Ariz.; Los Angeles, Calif.; Cartridge 8-tr. & cassette: Certron, Vivid Sounds, Vivid Country Sounds, Falcon, Sun-glow.  
Cartridge 4-tr.: Falcon, Sun-glow.  
Open reel: Certron, Vivid Sounds, Falcon, Sun-glow.  
Accessories: Blank loaded tape (Certron).

Musical Isle of America Inc. (An Entertainment Serv. of Transamerica Corp.), 606 Fessler Ln. Zip: 37210. Tel: 256-0635. Mgr.: Harvey Kilgore. (RJ).  
Home office: Los Angeles, Calif. (SEE ADVERTISEMENT)

Music City One Stop, 127 Lafayette St. Zip: 37202. Tel: 256-4115. Gen. Mgr. & Buyer: John Thomas. (OS). See Music City Rec. Distcs. Inc.

Music City Rec. Distcs. Inc., 25 Lincoln St. Zip: 37202. Tel: 255-7315. Owner: Hutch Carlock; Mgr.: Ted Adams; Promo.: John Mitchell Jr. (D), (OS as Music City One Stop).  
Cartridge 4-tr., 8-tr. & cassette: All lines.  
Playback equip.: Belair.  
Accessories: Blank tapes (Fidelitone, Mercury).

Record Vending Inc., 469 Chestnut St. Zip: 37210. Pres.: Jim Green. Tel: 256-6946. (RJ).  
Home office: Memphis, Tenn.

Sounds Inc., 629 Ewing Ave. Zip: 37123. Tel: 256-6208. Gen. Mgr.: Gene Amonette. (D & OS).  
Home office: Cookeville, Tenn., Rack Ents. (RJ).  
Cartridge 8-tr. & cassette: MGM.  
Playback equip.: Craig, Dynasonic, Toyo.

Southern Rec. Distcs., 467 Chestnut St. Zip: 37203. Tel: 254-1991. Pres.: Sidney Melvin; Mgr.: Dean Hunter. (D & OS).  
Cartridge 4-tr., 8-tr. & cassette: A&M, DGG, Gordy, Heart Warming, ITCC, Motown, Pickwick, Sing, Skylite, Soul, Tamla.

**TEXAS**

**• AMARILLO (Area Code 806)**

Western Mdsrs. Inc., PO Box 1969, 401 S. Adams. Zip: 79105. Tel: 376-6251. Owner: Sam Marmaduke; Mgr.: R. H. Williamson; Buyer: Ed Perry. (D, OS & RJ).  
Branches: Oklahoma City, Okla.; Houston, Tex. Cartridge 8-tr. & cassette: All lines.  
Playback equip.: Ampex, Lear Jet, Mayfair, Tenna.  
Accessories: Le-Bo, Recoton.

**• ARLINGTON (Area Code 817)**

J. L. Marsh Inc. (div. of Pickwick Int'l Inc.), PO Box 1443, 3107 Ave. "E". Zip: 76010. Tel: 261-0303. Branch Mgr.: Jim Scheuchl; Office Mgr.: Lee Adams. (RJ).  
Home office: Minneapolis, Minn., Heilicher Bros. Inc. (D).

**• AUSTIN (Area Code 512)**

Tom Bishop Whsle., Box 119, Rt. 5. Zip: 78704. Tel: 282-1932. Owner & Gen. Mgr.: Tom Bishop. (RJ).  
Playback equip.: Apollo, Boman.  
Accessories: Recoton.

**• DALLAS (Area Code 214)**

A B C Rec. & Tape Sales, 4841 Topline Dr. Zip: 75247. Tel: 637-4580. Mgr.: Herb Tourville. (RJ).  
Home office: Seattle, Wash.

Adleta Co., 1914 Cedar Springs Ave. Zip: 75201. Tel: 741-3151. Owners: E. C. Adleta Jr., H. J. Adleta; Gen. Mgr.: David Eisenlohr. (D).  
Cartridge 8-tr.: Victor, Red Seal, Camden, Victrola, Colgems, Kirshner, Poppy.  
Cassette: Victor, Red Seal, Colgems, Kirshner, Poppy.

Open reel: Victor, Red Seal, Camden, Colgems, Kirshner, Poppy.  
Accessories: Blank loaded tape (RCA, VIP); storage cases (RCA).

Arc-Jay-Kay Dist'g Co. (div. of Handleman Co.), 2931 Irving Blvd. Zip: 75247. Tel: 637-2440. Mgr.: Marion Coburn. (D).  
Home office: Detroit, Mich.  
Cartridge 4-tr., 8-tr., cassette & open reel: All lines.

Atlas-Rand Corp., 7900 Sovereign Row. Zip: 75247. Tel: ME 7-2760. VP Sales: Al Gitelman. (D).  
Home office: Paramus, N.J.

Cartridge 8-tr., cassette & open reel: Sentry & all major lines.  
Playback equip.: Keystone.

B & K Dist'g Co. Inc. (div. of National Tape Distcs. Inc.), 1411 Round Table Dr. Zip: 75247. Tel: ME 7-1920. Mgr.: William C. Burton. (D & OS).  
Home office: Brookfield, Wis.; National Tape Distcs. Inc.

Cartridge 4-tr., 8-tr. & cassette: Ampex, DGG, Disneyland, GRT, Gross, ITCC, Jubilee, Kapp, Modern, NAL, Polydor, Prestige, Reprise, United Artists, Warner Bros.  
Open reel: Ampex, Bell & Howell, GRT, ITCC.  
Playback equip.: Belle Wood, Craig, Gibbs, Orrtronics.  
Accessories: Ampex, Dyn, Le-Bo, Micro-Power, Muntz.

Big State Dist'g Corp., 1337 Chemical St. Zip: 75207. Tel: 631-1100. Mgr.: Bill Emerson; Sales Mgr.: Wright Bordenlo. (D & OS), (RJ as Records of Dallas).

Cartridge 8-tr. & cassette: A&M, Atco, Atlantic, BT Puppy, Bell, Cotillion, Dakar, Deram, Diamond, Dooto, Double Shot, Enterprise, Era, Fantasy, Galaxy, Gamble, Gordy, Gross, Hi, Hickory, Hob, Humorsonic, Jad, Jamie, Josie, Jubilee, Laff, Liberty, London, MF, Mainstream, Metromedia, Modern, Monument, Motown, Musicor, New Voice, Parrot, Paula, Phil-L.A. of Soul, Philly Groove, Plantation, Pompeii, Press, Roulette, Scepter, Soul, Starday, Stax, Sunset, Tamla, United Artists, Vanguard, Volt, Wand, White Whale.  
Open reel: A&M. (SEE ADVERTISEMENT)  
Capitol Recs. Dist'g Corp., 6730 Oakbrook Blvd. Zip: 57235. Tel: 637-1890.  
Cartridge 8-tr. & cassette: Capitol, Angel, Melodiya/Angel, Apple, Harvest, Fame.  
Playback equip.: Capitol.  
Accessories: Display racks, storage cases (Capitol).

Columbia Recs. Sales, 8808 Empress Row. Zip: 75247. Tel: ME 1-5680. Regional Sales Dir.: Norm Ziegler; Mgr.: Joe Mansfield. (D).  
Cartridge 8-tr. & cassette: Columbia, Date, Epic, Okeh, Barnaby, Fillmore, Kinetic, Gazette.  
Cartridge 4-tr.: Columbia, Date, Epic, Okeh, Kinetic, Gazette.

Open reel: Columbia, Date, Epic, Kinetic, Gazette.  
Playback equip.: Masterwork.  
Accessories: Blank loaded tape, storage cases (Columbia).

Arthur Fulmer, 2516 Hickory St. Zip: 75226. Tel: 421-5357. Mgr.: Joe Finan. (D & I).  
Home office: Memphis, Tenn. (see for prod. distributed).

H & W One Stop, 3109 Grand Ave. Zip: 75215. Tel: HA 1-7396. Owner: Walter Jackson; Mgr.: O. C. McGee. (OS).

Handleman Co., 2931 Irving Blvd. Zip: 75247. Tel: 631-2943. Branch Mgr. & Buyer: George Braun. (RJ).  
**Home office:** Detroit, Mich.  
 M & S Rec. Serv., 2020 Housley Dr. Zip: 75228. Tel: 321-3161. Owner & Buyer: M. Lauer; Mgr.: Sylvia Lauer. (RJ).  
 M C A Dist'g Corp., 139 Cole St. Zip: 75207. Tel: 748-5925. District Mgr.: Tom Rodden; Branch Mgr.: Jack Parker; Promo.: John Davis. (D).  
**Cartridge 8-tr., cassette & open reel:** Decca, Coral, Kapp, Uni, Berlitz.  
**Playback equip.:** Decca.  
**Accessories:** Blank loaded tape, head cleaners, storage cases (Decca).  
 Records of Dallas, 1345 Chemical St. Zip: 75207. Tel: 631-7264. Mgr.: Ken Marrs. (RJ). See Big State Rec. Dist'g Corp.  
 Transcontinental Music Corp., 4845 Cash Rd. Zip: 75247. Tel: 637-0552. V.P.: Glen Mosley. (RJ).  
**Home office:** New York, N.Y., Transcontinental Investing Corp.  
 Westex Rec. Serv. Inc., 1102 Lupo St. Zip: 75247. Tel: ME 7-1810. Mgr.: David Gibson. (OS & RJ).

● **EL PASO (Area Code 915)**

M. B. Krupp Dist's. Inc., 311 S. Santa Fe St. Zip: 79901. Tel: 532-4961. Pres.: M. B. Krupp. (D & OS).  
**Cartridge 8-tr.:** A&M, Checker, Chess, Colossus, Jad, Original Sound, Plantation, SSS Int'l, Stax; (Spanish & Mexican prod.) Bernal, Cap-Latino, Del Rio, Del Valle, Disco Grande, Disco Mexico, Falcon, Impacto, Keyloc, Musart, Norteno, Peerless, Sunslow, Tear Drop, Tomi, Ventura, Zarape.  
 Sunland Supply Co. Inc., 2227 Texas Ave. Zip: 79901. Tel: 533-5901. Pres.: William M. Shapiro; Buyer: Gilbert Venegas. (D, OS & RJ).  
**Cartridge 4-tr. & 8-tr.:** Ampex, Capitol, Columbia, Columbia Mexican, Decca, GRT, Liberty, Mercury, RCA.  
**Cassette & open reel:** Ampex, Capitol, Columbia, RCA, Stereo Tape.  
**Playback equip.:** Emerson, Juliette, Monarch, Sharp.

● **HOUSTON (Area Code 713)**

Acme Dist'g Co., 3743 University Blvd. Zip: 77005. Tel: 665-0741. Owner & Mgr.: Kenneth Parish. (RJ).  
 Allied Rec'd Sound Inc., 2704 Polk Ave. Zip: 77003. Tel: CA 7-2316. Owner: Ben Baker; Mgr. & Promo.: D. P. Armentrout. (D).  
**Cartridge 8-tr.:** Ampex, Capitol, Certron, Columbia, Decca, GRT, ITCC, Kapp, Mercury, NAL, Paramount, Scepter.  
**Cartridge 4-tr.:** Ampex, Certron, GRT, ITCC, Muntz.  
**Cassette:** Capitol, Columbia, Decca, GRT, ITCC, Mercury, NAL, Paramount, Scepter.  
**Open reel:** Ampex, Capitol, Columbia, GRT, Mercury, NAL.  
**Playback equip.:** Capitol, Craig, Keystone.  
**Accessories:** Blank loaded tape, head cleaners, storage cases (Amberg).  
 Capitol Recs. Dist'g Corp., 6400 Westpark Dr., Suite 265. Zip: 77027. Tel: 782-7922. (D).  
**Cartridge 8-tr. & cassette:** Capitol, Angel, Melodiya/Angel, Apple, Harvest, Fame.  
**Playback equip.:** Capitol.  
**Accessories:** Display racks, storage cases (Capitol).  
 Central Sales Corp., 91 Dennis. Zip: 77006. Tel: CA 4-2626. Gen. Mgr.: Marge McIntyre. (OS).  
 H.W. Daily Inc., 314 E. 11 Ave. Zip: 77008. Tel: 861-6868. Owners: H.W. Daily Jr., Don Daily; Mgr. & Buyer: Don Daily. (D & OS). (OS as Marge's One-Stop). (RJ as Records of Houston).  
**Cartridge 8-tr. & cassette:** Deram, Fantasy, GRT, ITCC, London, Parrot, Vanguard.  
**Open reel:** Deram, Fantasy, London, Parrot, Vanguard.  
**Playback equip.:** Tenna.  
**Accessories:** Amberg, Le-Bo. (SEE ADVERTISEMENT)  
 Arthur Fulmer, 1109 Chenevert St. Zip: 77003. Tel: 227-5146. Mgr.: Joe Savarese. (D & I).  
**Home office:** Memphis, Tenn. (see for prod. distributed).  
 Handleman Co., 7432 Ardmore St. Zip: 77021. Tel: 747-0151. Branch Mgr.: Douglas Kirkness; Buyers: Douglas Kirkness, Jerry Hackler. (RJ).  
**Home office:** Detroit, Mich.  
 Art Jones & Co. Inc., 4301 Gulf Fwy. Zip: 77023. Tel: 748-6000. Owner: Art Jones; Mgr. & Buyer: W. L. Whitehead. (D).  
**Cartridge 8-tr.:** Victor, Red Seal, Camden, Victrola, Colgems, Kirshner, Poppy.  
**Cassette:** Victor, Red Seal, Colgems, Kirshner, Poppy.  
**Open reel:** Victor, Red Seal, Camden, Colgems, Kirshner, Poppy.  
**Playback equip.:** Belle Wood, RCA.  
 Liberty/UA Dist'g Corp.—Houston Branch, 2701 Louisiana, Suite 203. Zip: 77006. Tel: 528-2919. Mgr.: Murray Habbaz. (D).  
**Cartridge 8-tr.:** Liberty, Sunset, United Artists.  
**Cassette:** Liberty, United Artists.  
 Lotasco, PO Box 10860, 1634 Wakefield Dr. Zip: 77018. Tel: 686-1155. Owner & Buyer: A. H. Eickenhorst. (OS & RJ).  
 Margie's One-Stop, 2005 Polk. Zip: 77003. Mgr.: Margie Kunkel. (OS). See H.W. Daily Inc.

National Tape & Rec. of Texas Inc., 5631 Old Clinton Rd. Zip: 77020. Tel: 675-7527. Mgr.: Lawrence M. Rosmarin. (RJ).  
**Home office:** Brookfield, Wis., National Tape Dist's. Inc.  
 Record Serv. Co., 614 Dennis. Zip: 77002. Tel: 528-5521. Mgr.: Russ Reeder; Buyers: Tex Schofield, Lilian Ford. (OS).  
 Records of Houston, 316 E. Houston Ave. Zip: 77008. Tel: 861-8108. (RJ). See H. W. Daily Inc.  
 Record Specialty's Co., PO. Box 19132, 9799 Pine-lake. Zip: 77024. Tel: 468-2765. Owner & Mgr.: H. V. Hood. (RJ).  
 Tape-Tex, 9025 Ruland Rd., B-5. Zip: 77055. Tel: 464-5621. Pres.: W.E. Alford; Sec'y-Treas.: John Gonzalez. (OS).  
 United Rec. Dist. Co., 1613 St. Emanuel. Zip: 77003. Tel: 228-8151. Owner: Steve Poncio; Mgr.: J. D. Copley; Buyer: Richard Poncio. (OS & RJ).  
 Western Mdr's. Inc., 2916 White Oak Dr. Zip: 77077. Tel: 861-3179. Mgr. & Buyer: Ronald Lewis. (D, OS & RJ).  
**Playback equip.:** Lear Jet.  
**Home office:** Amarillo, Tex. (see for prod. distributed).

● **SAN ANTONIO (Area Code 512)**

Certron Corp. Music Div., 600 W. Evergreen. Zip: 78212. Tel: 225-5881. Regional Dir.: Bob Bryan. (D, OS & RJ).  
**Home office:** Nashville, Tenn.  
**Cartridge 8-tr., cassette & open reel:** ARV, Bernal, CBS, Camden, Capri, Certron, DLV, Del Valle, Disco Grande, El Zarape, Falcon, Impacto, Keyloc, Musart, Norteno, Nuevo, RCA, Sunslow, Tear Drop, Tomi, Vivid Sounds, Vivid Country Sounds.  
**Playback equip.:** Mercury/Pax.  
 Musical Tapes Inc., 135 Braniff Dr. Zip: 78216. Tel: 342-2621. Mgr.: Carlos Balido. (D).  
**Home office:** Miami, Fla. (D, OS, RJ, I & E).  
**Cartridge 8-tr. & cassette:** Discuba, Eco, Musart, Musidisc, Peerless.  
**Cartridge 4-tr.:** Discuba, Musart, Musidisc, Peerless.

● **SAN BENITO (Area Code 512)**

Rio Grande Music Co., PO Box 861, 119 S. Sam Houston Blvd. Zip: 78586. Tel: 399-1471. Owner: Paco Betancourt; Mgr. & Buyer: John F. Phillips. (D & OS).  
**Cartridge 4-tr., 8-tr. & cassette:** ARV, Bego, Bernal, Buena Suerte, CBS Latin, Capri, Chico, Columbia, Del Valle, Disco Grande, Falcon, Ideal, Impacto, Keyloc, Magda, Marsol, Mex-melody, Musart, Norteno, RCA, V-M, Tomi, Zarape.  
**Playback equip.:** RCA, Drop-M.  
**Accessories:** Head cleaners, leader tape, splicing tape (3M).

● **WHARTON (Area Code 713)**

B & C Discount Music Center, 241 W. Milam. Zip: 77488. Tel: 532-9260. Owner: Bill Cole. (OS).

**UTAH**

● **SALT LAKE CITY (Area Code 801)**

A B C Rec. & Tape Sales, PO Box 15607, 3575 South 700 West. Zip: 84115. Tel: 266-3548. Mgr.: Ray Peterson. (D, OS & RJ).  
**Home office:** Seattle, Wash.  
**Cartridge 4-tr., B-tr., cassette & open reel:** All lines.  
**Playback equip.:** Lear Jet.  
**Accessories:** All lines.  
 Cordova's Importers & Dist's., PO Box 16065, 543 West Third North. Zip: 84116. Tel: 355-0642. Owner & Mgr.: Carl C. Cordova. (D).  
**Cartridge 8-tr.:** Bego, Bernal, Cap-Latino, Chico, Columbia, Del Valle, El Palo, El Zarape, Falcon, Ideal, Marsol, Musart, Norteno, Orfeon, Tear Drop.  
**Cassette:** Cap-Latino, Del Valle, Musart.  
 Huish Dist'g Co., 2525 South Eighth West. Zip: 84115. Tel: 486-7611. Owner: Paul Huish; Mgr. & Buyer: Ross J. Davis. (D, OS & RJ).  
**Cartridge 8-tr.:** Ampex, GRT, ITCC, RCA.  
**Cartridge 4-tr.:** Ampex, GRT, ITCC.  
**Cassette:** GRT, ITCC, Mercury, RCA.  
**Open reel:** RCA.  
**Playback equip.:** Belle Wood, RCA.  
**Accessories:** RCA.  
 Mountain West Dist. Inc., 2195 SW Temple. Zip: 84115. Tel: 467-0202. Owners & Buyers: R. A. Brower, Rufon G. Reynolds; Mgr.: R. A. Brower. (D & RJ).  
**Cartridge 8-tr. & cassette:** All lines.  
**Playback equip.:** Kraco, Lear Jet, Panasonic, Tenna, Toyo.

**VERMONT**

● **ST. JOHNSBURY (Area Code 802)**

St. Johnsbury Rec. Dist's. Inc., PO Box 248. Zip: 05819. Tel: 748-8150. Owner & Buyer: Loren D. Phelps; Mgr.: Keith A. Phelps. (RJ).

● **SOUTH BURLINGTON (Area Code 802)**

Alma Playtime Co. Inc., Dorset St. Zip: 05401. Tel: 864-4087. Mgr.: Ray Baron. (D, OS & RJ).  
**Home office:** Amsterdam, N.Y. (see for prod. distributed).

**VIRGINIA**

● **ALEXANDRIA (Area Code 703)**

Arvin Inc., 3250 Duke St. Zip: 22314. Tel: 548-7381. Pres.: Arvin Norman Bielen. (D).  
**Cartridge 8-tr. & cassette:** Ampex, Capitol, Columbia, Decca, GRT, ITCC, Liberty, Warner Bros.  
**Playback equip.:** Audiovox, Automatic Radio, Boman, Craig, Motorola, Panasonic.  
 Handleman Co., 6700 Fleet Dr. Zip: 22319. Tel: 971-2008. Branch Mgr.: Robert Bryan; Buyer: Don Levine. (RJ).  
**Home office:** Detroit, Mich.

● **ARLINGTON (Area Code 703)**

Giant Music Whslers. Inc., 2611 Columbia Pike. Zip: 22204. Tel: 527-4420. Mgr.: Paul Teare. (OS).  
**Home office:** Falls Church, Va.

● **FALLS CHURCH (Area Code 703)**

Giant Music Whslers., 133 S. Washington St. Zip: 22046. Tel: 532-8884. Owner: Jack Shaver; Mgr. & Buyer: Skip Blackburn. (OS).  
**Branch office:** Arlington, Va.

● **McLEAN (Area Code 703)**

Dance Recs., 7915 Lewinsville Rd. Zip: 22101. Tel: 356-9113. Owners & Mgrs.: Dick & Sheila Mason. (D, I & E).  
**Cartridge 8-tr. & open reel:** Roper.  
**Imports:** Philips (West Germany), Pye (UK).  
**Exports:** Pre-recorded tape (Roper).

● **RICHMOND (Area Code 703)**

Dean's One Stop Ltd., 214 E. Main St. Zip: 23219. Tel: 648-0169. Pres. & Buyer: G. Dean Hogue; Mgr.: Robert Marshall. (OS & RJ).  
 Arthur Fulmer, 2911 W. Moore St. Zip: 23230. Tel: 355-7933. Mgr.: Stuart Dillenger. (D & I).  
**Home office:** Memphis, Tenn. (see for prod. distributed).  
 Liberty/UA Dist'g Corp.—Richmond Branch, 2111 Spencer Rd. Zip: 23230. Tel: 288-3053. Mgr.: Adam Strickland. (D).  
**Cartridge 8-tr.:** Liberty, Sunset, United Artists.  
**Cassette:** Liberty, United Artists.  
 Meridian Electronics Inc., 1001 W. Broad St. Zip: 23220. Tel: 355-6521. Mgr. & Buyer: Abraham J. Dere. (D, OS & RJ).  
**Cartridge 8-tr.:** Ampex, Capitol, Columbia, Decca, GRT, ITCC, Liberty, United Artists.  
**Cassette:** Same as 8-tr. excluding Ampex.  
**Playback equip.:** Capitol, Channel Master, Mayfair, Sony.  
**Accessories:** Recoton, Robins.  
 Mollen Bros. Inc., 2727 W. Broad St. Zip: 23230. Tel: 353-4477. Owners: A. N. & Alfred Mollen; Mgr.: Alfred Mollen; Buyer: Brian Faison. (D).  
**Cartridge 8-tr.:** All lines.  
**Cassette:** Capitol, Columbia, Orbit, RCA, Scepter.  
**Open reel:** Columbia, RCA.  
**Playback equip.:** Cartable, Lear Jet, Norelco.  
**Accessories:** Recoton.  
 Pat's One Stop (div. of Entertainment Inc.), PO Box 2219. Zip: 23217. Tel: MI 8-4791. Pres.: Pat Cohen. (OS & RJ). (SEE ADVERTISEMENT)

● **ROANOKE (Area Code 703)**

Turner Candy Co., 516 Rorer Ave. SW. Zip: 24016. Tel: 342-0500. Owner: A. L. Turner Jr. (RJ).

**WASHINGTON**

● **SEATTLE (Area Code 206)**

A B C Rec. & Tape Sales, 729 S. Fidalgo St. Zip: 98055. Tel: RO 3-8600. Pres.: Lou Lavinthal; Mgr.: Chuck Blacksmith. (D & RJ).  
 Branches: Los Angeles, Calif. (OS & RJ); Denver, Colo. (OS & RJ); Atlanta, Ga. (RJ); Chicago, Ill. (RJ); Des Moines, Iowa (OS & RJ); Detroit, Mich. (OS & RJ); Kansas City, Mo. (OS & RJ); Cherry Hill, N.J. (OS & RJ); New York, N.Y. (D); Providence, R.I. (RJ); Dallas, Tex. (RJ); Salt Lake City, Utah (D, OS & RJ).  
**Cartridge 8-tr. & cassette:** A&M, Ampex, Atco, Atlantic, Berlitz, Brunswick, Coral, Decca, DGG, Elektra, Fantasy, GRT, ITCC, Kapp, Liberty, Mercury, Motown, NAL, Original Sound, Paramount, Polydor, RCA, Reprise, Scepter, Uni, United Artists, Vanguard, Wand, Warner Bros.  
**Cartridge 4-tr.:** A&M, Ampex, Atco, Atlantic, Elektra, Fantasy, Liberty, Mercury, Motown, Muntz, Original Sound, RCA, Reprise, Scepter,

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# services

## For The U.S. Music-Record Industry

### ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

- American Academy of Teachers of Singing, 15 W. 67 St., New York, N.Y. 10023. Tel: (212) TR 7-5889. Chm.: Dolf Swing.
- American Accordionists Assn, 37 W. Eighth St., New York, N.Y. 10011. Tel: (212) 228-7830. Rec'g Sec'y: Emily Martignoni.
- American Choral Directors Ass'n, PO Box 17736, Tampa, Fla. 33612. Tel: (813) 935-9381. Pres.: Charles C. Hirt; Exec. Sec'y: R. Wayne Hugoboom.
- American Choral Foundation Inc., 130 W. 56 St., New York, N.Y. 10019. Tel: (212) 246-3361. Admin. Dir.: Sheldon Soffer.
- American Composers Alliance (ACA), 170 W. 74 St., New York, N.Y. 10023. Tel: (212) TR 3-1250. Pres.: Vladimir Ussachevsky; Exec. Sec'y: Charles Dodge.
- American Federation of Musicians, 641 Lexington Ave., New York, N.Y. 10022. Tel: (212) PL 8-0600. Pres.: Herman D. Kenin; Sec'y-Treas.: Stanley Ballard.
- American Federation of Television & Radio Artists (AFTRA), 724 Fifth Ave., New York, N.Y. 10019. Tel: (212) CO 5-3267. Pres.: Kenneth Harvey; Exec. Sec'y: Kenneth Groot; Asst. Exec. Sec'y: Irving Lewis.
- American Guild of Authors & Composers (AGAC), 50 W. 57 St., New York, N.Y. 10019. Tel: (212) 757-8833. Pres.: Edward Eliscu; Mng. Dir.: John Carter.
- American Guild of Musical Artists (AGMA), 1841 Broadway, New York, N.Y. 10019. Tel: (212) CO 5-3687. Pres.: George London; Nat'l Exec. Sec'y: Hy Faine.
- American Guild of Organists, 630 Fifth Ave., New York, N.Y. 10020. Tel: (212) CO 5-5630. Pres.: M. Searle Wright.
- American Guild of Variety Artists (AGVA), 1540 Broadway, New York, N.Y. 10036. Tel: (212) 765-0800. Pres.: Penny Singleton; Exec. VP: Jack Haley; Sec'y-Treas.: Russell Swann.
- American Music Center Inc., 2109 Broadway, Suite 15-79, New York, N.Y. 10023. Tel: (212) TR 3-7716. Pres.: Hugo Weisgall; Gen. Mgr.: James Browning.
- American Music Conference, 332 S. Michigan Ave., Chicago, Ill. 60604. Tel: (312) 427-9492.
- American Musiological Society, Dept. of Music, Univ. of North Carolina, Chapel Hill, N.C. 27514. Tel: (919) 933-1042. Pres.: William S. Newman.
- American Society of Univ. Composers, Music Dept., Dodge Hall, Columbia Univ., New York, N.Y. 10027. Tel: (212) 280-2346. Exec. Committee Chm.: Charles Dodge; Treas.: Joan Tower O'Brien.
- American Symphony Orchestra League, PO Box 66, Vienna, Va. 22180. Tel: (703) 938-2822. Pres.: R. H. Wangerin.
- Artists' Representatives Ass'n Inc., 1270 Ave. of the Americas, New York, N.Y. 10020. Tel: (212) CI 6-1379. Pres.: David C. Baumgarten.
- Associated Councils of the Arts, 1564 Broadway, New York, N.Y. 10036. Tel: (212) 586-3731. Pres.: John H. MacFadyen.
- Associated Male Chorus of America, 1338 Oakcrest Dr., Appleton, Wis. 54911. Tel: (414) 733-8650. Exec. Sec'y: Elmer C. Rehbein.
- Association of College & Univ. Concert Mgrs., PO Box 2137, Madison, Wis. 53701. Tel: (608) 262-0023. Exec. Sec'y: Mrs. Fannie Taylor.
- Audio Engineering Society Inc., 60 E. 42 St., New York, N.Y. 10017. Tel: (212) 661-8528. 1970 Pres.: F. V. Hunt; 1971 Pres.: George W. Bartlett; Mng. Editor: Jacqueline Harvey; Admin. Sec'y: Dorothy H. Spronck.
- Broadcasting Foundation of America, 52 Vanderbilt Ave., New York, N.Y. 10017. Tel: (212) MU 4-2505. Cable: BRODFOUNAM. VP & Exec. Dir.: Eugene H. King.
- Bruckner Society of America Inc., PO Box 1171, Iowa City, Iowa 52240. Tel: (319) 338-0313. Pres.: Charles Eble.
- Central Opera Serv., Metropolitan Opera, Lincoln Center Plaza, New York, N.Y. 10023. Tel: (212) 799-3467. Chm.: R. L. B. Tobin; Nat'l Exec. Sec'y: Mrs. Maria F. Rich.
- Chautauqua Institution, Chautauqua, N.Y. 14722. Tel: (716) 357-3145. Pres. & Program Dir.: Curtis W. Haug.
- College Band Directors Nat'l Ass'n, Univ. of Illinois, 1103 S. Sixth St., Champaign, Ill. 60004. Tel: (217) 333-3025. Pres.: Guy Duker.
- College Music Society, Music Dept., State Univ. of New York, Binghamton, N.Y. 13901. Tel: (607) 798-2433. Editor: Harry B. Lincoln.
- Composers & Lyricists Guild of America Inc. 6565 Sunset Blvd., Rm. 419, Hollywood, Calif. 90028. Tel: (213) 462-6068. Pres.: David Raksin; Exec. Dir.: Ted Cain.  
Branch: New York, N.Y., 270 Madison Ave. Zip: 10016. Tel: (212) 683-5320.
- Country Music Ass'n, 700 16 Ave. S., Nashville, Tenn. 37201. Tel: (615) 244-2840. Pres.: Harold Hitt; Gen. Mgr.: Mrs. Jo Walker.
- Delta Omicron Int'l Music Fraternity, 18518 Cherylaw, Detroit, Mich. 48221. Tel: (313) 861-9373. Exec. Sec'y: Mrs. John Kucuk.
- Electronic Inds. Ass'n (EIA), 2001 11th St. NW, Washington, D.C. 20006. Tel: (202) 659-2200. Chm.: Mark Shepherd Jr.; Pres.: George D. Butler.  
Membership: American mfrs. of tape recording & playback equip.; profs of raw & pre-recorded tape; consumer electronics; ind'l electronics; defense equip. & systems; electronic components; lasers & microelectronic equip.
- Gospel Music Ass'n Inc., PO Box 1201, 801 16 Ave. S., Nashville, Tenn. 37203. Tel: (615) 256-7431. Pres.: W. F. Myers; Exec. Sec'y: Mrs. Norma Boyd.
- The Hymn Society of America, 475 Riverside Dr., New York, N.Y. 10027. Tel: (212) RI 9-2867. Pres.: J. Vincent Higginson; Sec'y: Mrs. Josephine Williams.
- Institute of Audio Research Inc., 156 Fifth Ave., New York, N.Y. 10010. Tel: (212) 242-1915. Pres. & Dir.: Albert B. Grundy; Sec'y: Irwin J. Diehl.
- Institute of Ethnomusicology, B408 SH, UCLA, 405 Hilgard Ave., Los Angeles, Calif. 90024. Tel: (213) 825-3653. Dir.: Dr. Mantle Hood.
- Institute of High Fidelity (IHF), 516 Fifth Ave., Rm. 1402, New York, N.Y. 10036. Tel: (212) MU 2-5131. Pres.: Walter Goodman; Exec. Sec'y: Gertrude N. Murphy.  
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- International Rhythm & Blues Ass'n, 2630 E. 75 St., Chicago, Ill. 60649. Tel: (312) 978-0990. Pres.: William C. Tyson.
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- Masterwork Music & Art Foundation Inc., 300 Mendham Rd., Morristown, N.J. 07960. Tel: (201) 538-1860. Exec. Dir.: Mrs. Robert C. May; Music Dir.: David Randolph.
- Memphis Rec. Prod'rs Ass'n, 1350 Commerce Title Bldg., Memphis, Tenn. 38103. Tel: (901) 525-1671. Pres.: Harold Streibich; Sec'y: Knox Phillips.
- Metropolitan Opera Nat'l Council, Lincoln Center Plaza, New York, N.Y. 10023. Tel: (212) 799-3100. Pres.: Stanley Hawks.
- Moravian Music Foundation, PO Drawer Z, Salem Sta., Winston-Salem, N.C. 27108. Tel: (919) 725-0651. Dir.: Ewald V. Nolte.
- Music Critics Ass'n, c/o American Musical Digest, 2109 Broadway, Suite 218, New York, N.Y. 10023. Pres.: Dr. Boris E. Nelson.
- Music Educators Nat'l Conference, 1201 16 St. NW, Washington, D.C. 20036. Tel: (202) 223-9400. Exec. Sec'y: Charles L. Gary; Editor: Charles B. Fowler.  
Publishes: Music Educators Journal.
- Music Library Ass'n, 3229 School of Music, Univ. of Mich., Ann Arbor, Mich. 48105. Tel: (313) 764-2528. Exec. Sec'y: William J. Weichlein.
- Music Memphis Inc., 1350 Commerce Title Bldg., Memphis, Tenn. 38103. Tel: (901) 525-1671. Bd. Chm.: Harold Streibich; Pres.: Sam Phillips; Sec'y: Bob Taylor; Treas.: Knox Phillips.
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- Music Teachers Nat'l Ass'n (MTNA), 1831 Carew Tower, Cincinnati, Ohio 45202. Tel: (513) 421-1420. Exec. Sec'y: William Fahrer Jr.
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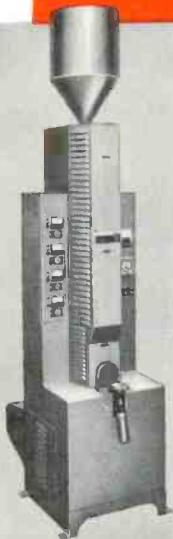
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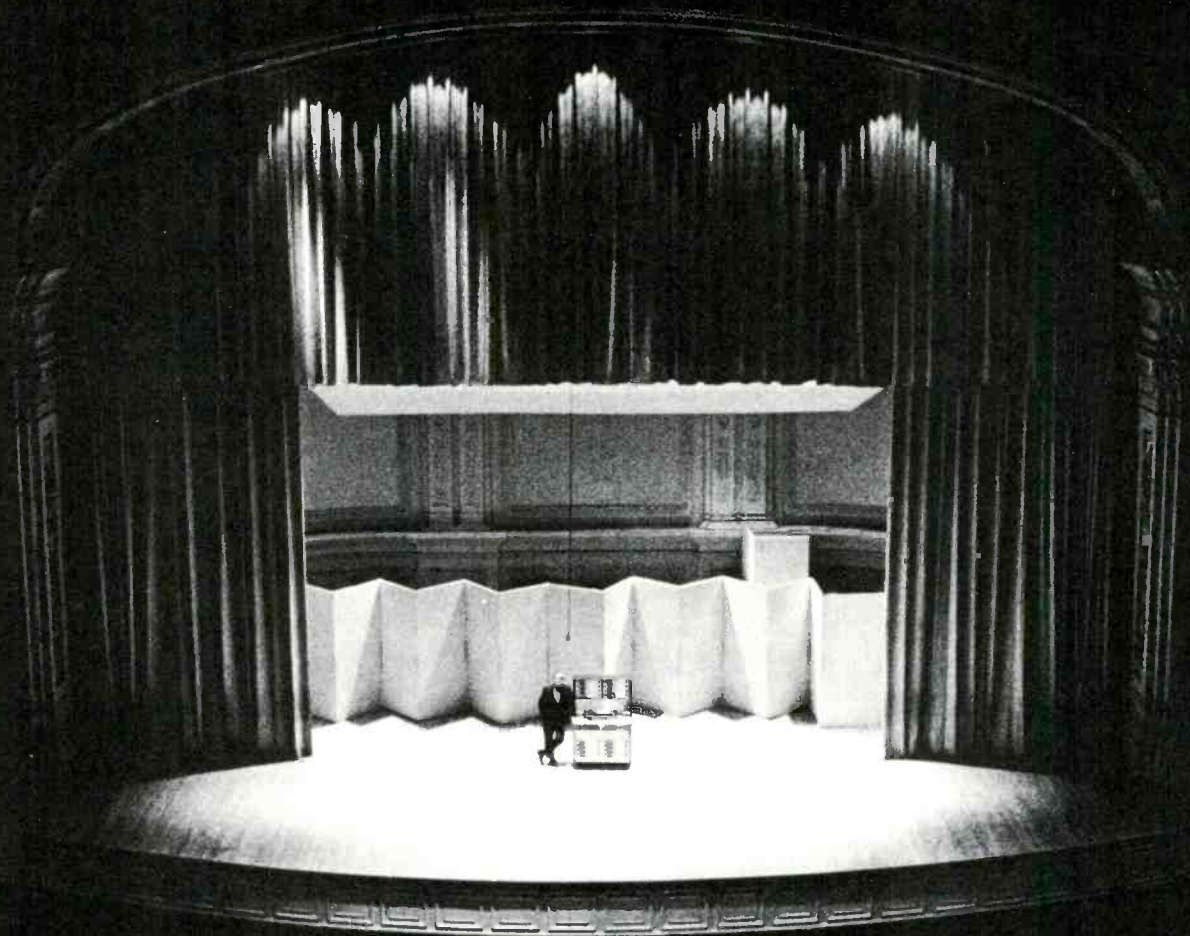
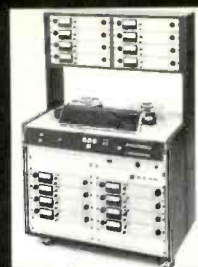
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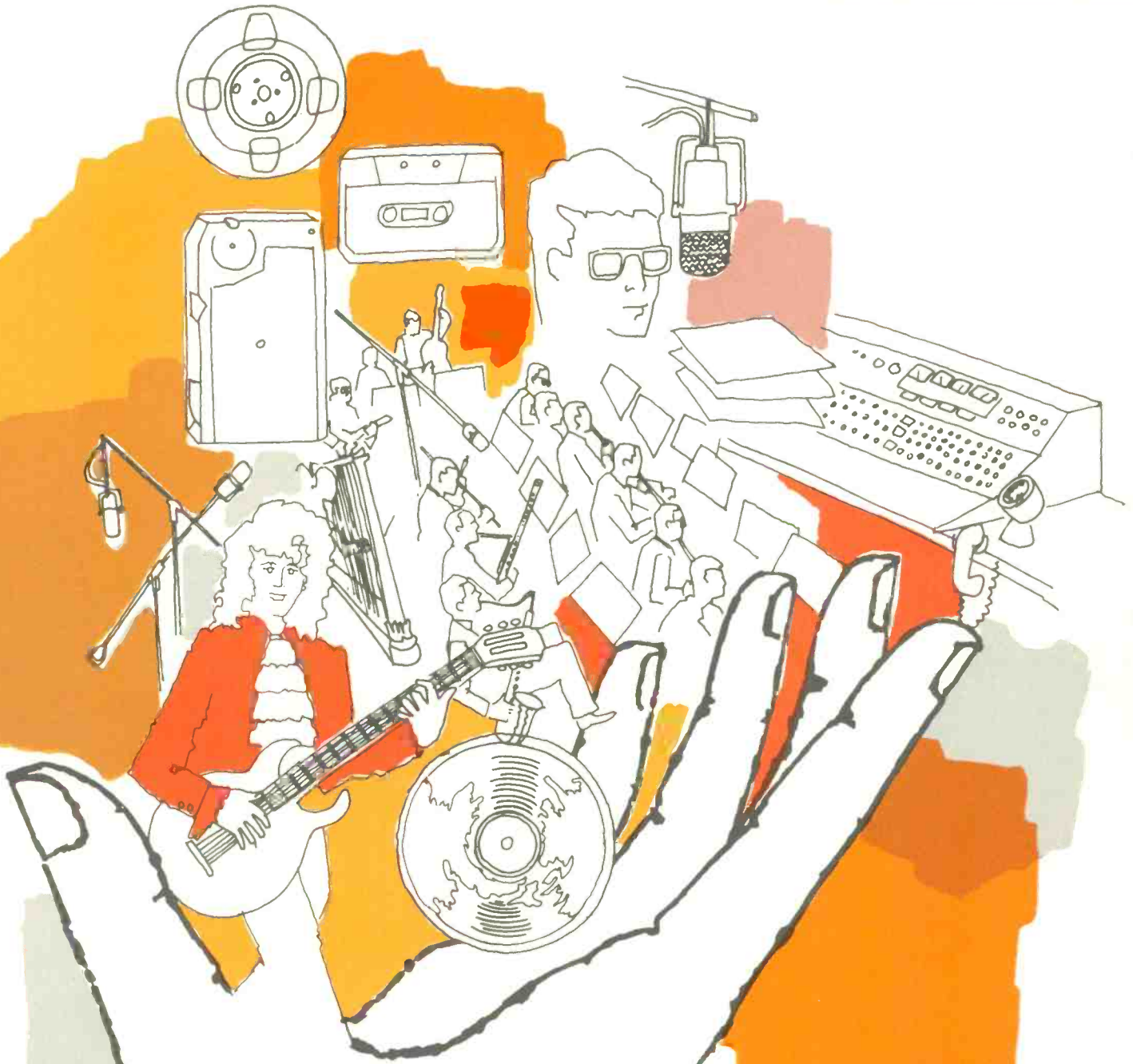


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And we put everything together, and get it all out to D.J.'s, reviewers and buyers, rack jobbers, retailers and distributors.

The pages of this brochure will take you on a brief tour of our nationwide facilities and give you some idea of what we can do for you.

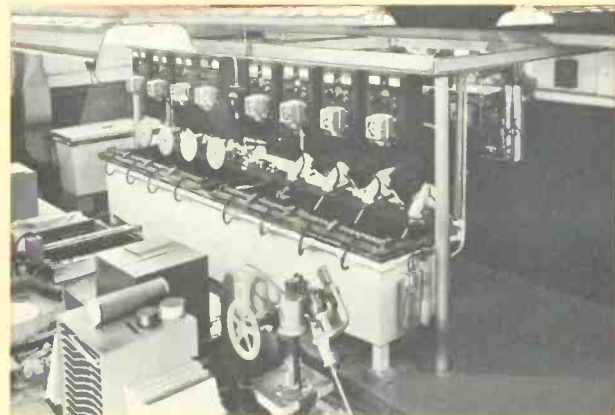
We do it all.

*Skilled engravers with years of experience are employed in the preparation of a metal matrix.*



*High capacity presses get your 45's out to the market while they're hot.*

*Sophisticated plating equipment makes the metal masters, mothers and stampers.*



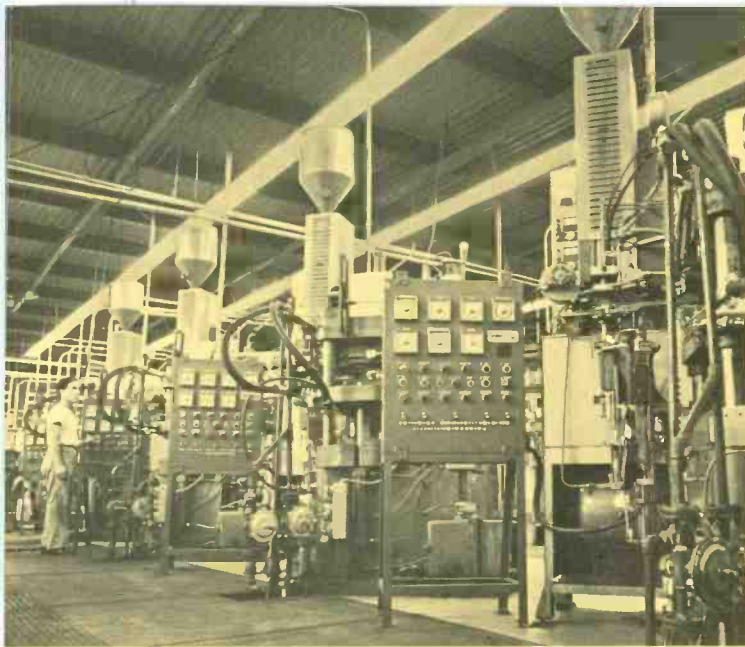
**CUSTOM RECORD PRESSING**  
*Sort of a love affair.*

With enormous capacities in plants operating around the clock throughout the country, Viewlex keeps your sales up by never letting your buying public down.

And equally important is the fact that we never surrender a groove in the quality department to give you the fastest turn-around in the industry.

Market-grabbing speed. Consistent quality. There has got to be a reason for this unique combination, and there is. Our people.

**We do it all.**



*Fully automated production lines rapidly turn out 12" long-playing recordings.*



*The human ear is our most important quality control device. After all the machines say everything is OK, our audio engineers must be fully satisfied with the results.*

Our people pioneered a lot of what is important in the record industry. They realize that a record is a good deal more than a disc-shaped piece of vinyl.

They realize that each record not only contains the results of a much labored-over creative effort, but that each record represents a lot of money to a lot of people.

And, of course, you are afforded the latest in record-making equipment using the finest in materials.

Much of our equipment is totally automated. All of our vinyl is pure, prime grade material.

Very simply, all of the records we manufacture and deliver with such astonishing speed, play back with equally astonishing quality.

We wouldn't have it any other way.

We love to make records.

***We do it all.***

## **TAPE DUPLICATION**

*We even make our own equipment.*

- Cassettes.
- 4-Track Cartridges.
- 8-Track Cartridges.
- Reel-to-Reel.

Just as with records, we do it all. From studio or master tape, out to your markets.

And just as with records, we do everything a little better.

In fact, to give our customers the best possible quality in tape duplication, we even designed and built our own equipment, Electro Sound™.

(This equipment turned out to be so superior, a lot of people asked us if they could buy the same thing for themselves. So now we also sell and install complete tape duplicating facilities.)

Combine our equipment and our people, and you have everything turning out for the better. Especially our customer's tapes.

Tapes in any and all configurations, turned out in large and small quantities with great speed and with quality that does full justice to your music or spoken word.

How do we do all this — and still remain competitive?

The answer is simple. When you turn out a better product, people buy more from you.

So we turn out a better product.



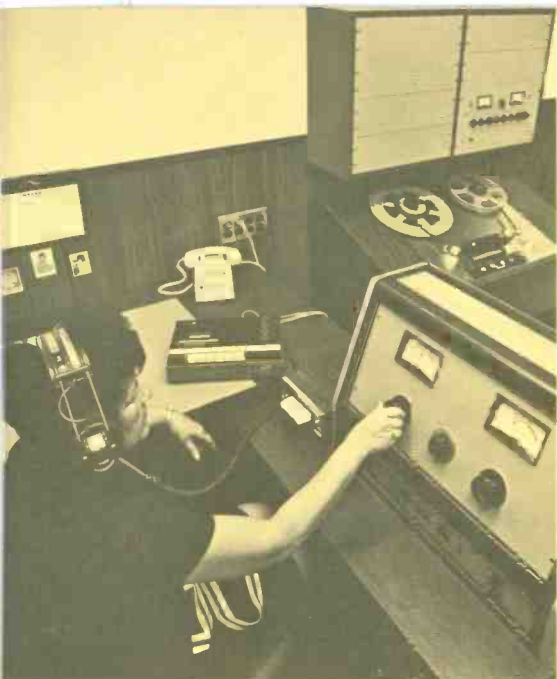
*This bank of tape duplicators carrying the Electro Sound trademark turns out tapes of outstanding quality.*



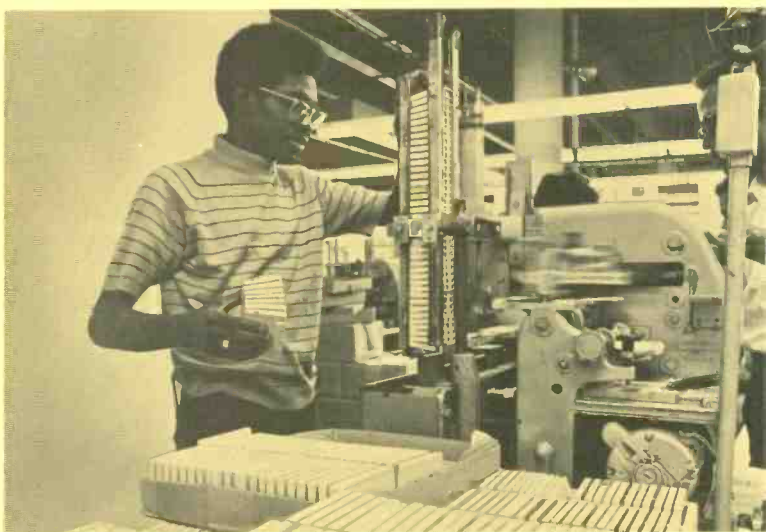
*Skilled technicians load cassettes.*

***We do it all.***





*Tape cassettes are carefully checked for both audio quality and smooth mechanical operation.*



*Labeling deserves as much care as everything else. Our automatic equipment is the best there is.*



*Automatic continuous loop splicing of cassettes and 8-track tapes for faster, more economical operation.*

***We do it all.***



*Exacting color separations hold the sparkle in your art.*

## **PACKAGING FACILITIES**

*The look to match the sound.*

- Record Jackets.
- Record Sleeves.
- Tape Cartridge Boxes.
- Cassette Labels.
- Full Color Capabilities.

Making your records and tapes look as great as they sound is what it's all about in music packaging.

And Viewlex prides itself in having the facilities to produce every element of your packaging in accordance with the highest standards of quality.

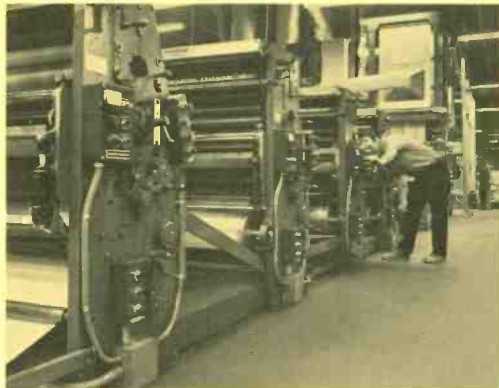
We can assist you in your package design, prepare your mechanicals, or convert your record graphics to 8-track cartridge boxes or cassette labels.

Our facilities include color separation cameras, 4-color printing presses, liquid lamination equipment and more.

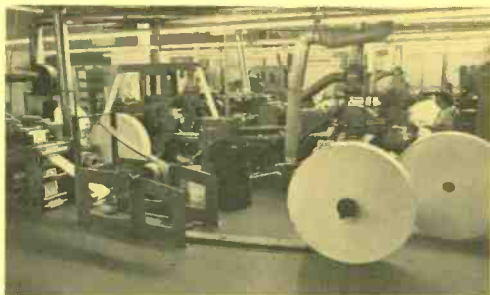
And, we have an entire plant devoted to the production of record sleeves, blank and printed.

In short, our vast printing and fabricating plants have the capability to turn out what you need. Overnight. So you get to your market when the market is hot.

Not a day later.



*Batteries of 4-color Webb presses produce beautiful covers for major record companies as well as independents of all sizes.*



*Complete record sleeve production for 12", 10" and 7" discs is available.*

***We do it all.***

## STORAGE AND DELIVERY SERVICES

*To get the most mileage from each release.*

- Inventory Service.
- D.J. & Reviewer Delivery.
- Shipping From the Viewlex Plant Nearest To Your Outlets — Faster, More Economical Service.

If a release is hot, it better be where consumers can buy it. And this is another reason to come to Viewlex.

Not only do we ship them to everywhere and everyone you need them shipped to, we also provide a complete finished product storage facility. Here we inventory your recordings by title until they are needed to fill orders.

Basically, it's a crisp, tight system that gets you more sales because your recordings get to where the sales are happening.

When they are happening.



*Here is a very small section of our vast inventorying facilities.*

## STUDIO FACILITIES

*Technology serving creativity.*

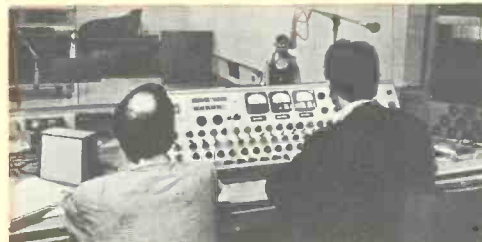
Vast studios. The latest equipment. And the people — creative and technical — to create a flawless master tape that embodies the soul of the creative effort that gave birth to the sound.

And all of this can work for you whether you are recording rock groups, full symphony orchestra, news broadcasts, commercials, educational material, anything.

Typical of the technological capabilities that are yours is the recently developed 12-track recorder. Expected to be the standard of the industry, this extraordinarily sophisticated recorder is one of many innovations that are available to you with Viewlex.



*Sophisticated recording and mixing gear, and unique equipment like our 12-track recorders, make for the flexibility you must have to get the sound you want.*



*Our studios satisfy the needs of the soloist, the small group or the full symphony orchestra.*

## Our references.

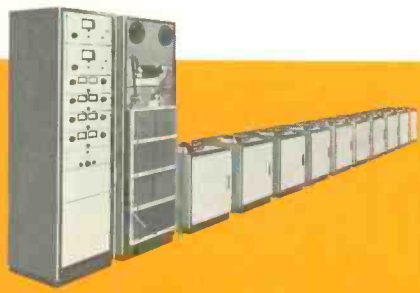
Our customers can get away with saying nicer things about us than we can.

Here are some of our customers. Ask them about us.



**We do it all.**

# There's more from Viewlex for the leisure industry.



Advanced professional tape duplicating equipment and systems. High speed motion picture sound track duplication. Motion picture theatre sound systems.



Exciting stereo 8-track and cassette tape players, AM/FM multiplex radios — for auto, home and boat.



## And Viewlex also serves the fields of education and training.



Automated sight and sound presentation units, filmstrip/slide and motion picture projectors—a complete line-up of audiovisual equipment, and associated program materials.



The world's only automated and programmed classroom planetarium is part of a full line of Viewlex planetariums.

### A final word.

Whatever your record, tape or cassette requirement may be—remember, ONE CALL AND WE DO IT ALL



Executive Offices: Holbrook, N.Y. 11741 / (516) 589-6600  
 New York Sales Office: 1650 Broadway, New York, N.Y. 10019  
 Record Pressing — (212) 581-5641  
 Tape Duplicating — (212) 582-4812

#### Nationwide Plants and Offices of the Viewlex Leisure Time Group

**EAST**  
**A & B DUPLICATORS, LTD.**  
 635 West 55th Street, New York, N.Y. 10019  
 (212-JU6-2780)  
**ALLENTOWN RECORD COMPANY, INC.**  
 10th & Walnut Streets, Allentown, Pa. 18102  
 (215-433-7405)  
**ANDREWS-NUNNERY ENVELOPE & PAPER CORP.**  
 74 Alpha Plaza, Hicksville, N.Y. 11802  
 (516-WE1-6500)

**BELL SOUND STUDIOS, INC.**  
 237 W. 54th St., New York, N.Y. 10019  
 (212-582-4812)  
**GLOBE ALBUMS & PRODUCTIONS INC.**  
 Gilpin Avenue, Hauppauge, N.Y.  
 (516-234-1100)  
**SONIC RECORDING PRODUCTS, INC.**  
 Broadway Ave., Holbrook, N.Y. 11741  
 (516-589-0462)

**MIDWEST**  
**AMERICAN RECORD PRESSING CO.**  
 1810 W. King Street, Owosso, Mich. 48867  
 (517-725-8176)  
**BELLE WOOD CORP.**  
 2751 Lake Cook Road, Deerfield, Ill. 60015  
 (312-498-1030)

**FAR WEST**  
**ELECTRO SOUND, INC.**  
 725 Kifer Road, Sunnyvale, Calif. 94086  
 (408-245-6600)  
**GLOBE ALBUMS WEST, INC.**  
 1211 N. Western Ave., Los Angeles, Calif. 90028  
 (213-465-5168)  
**MONARCH RECORD MFG. CO.**  
 4852 W. Jefferson, Los Angeles, Calif.  
 (213-732-6185)

continued

● **MILWAUKEE (Area Code 414)**

Blue Hour Prods. Inc., 347 E. Lincoln Ave. Zip: 53207. Tel: 482-3340. Pres.: Richard Paul Thomas.

● **SAUK CITY (Area Code 608)**

Cuca Recs. Mfg. Co., 250 Hemlock St. Zip: 53583. Tel: 643-3304. Pres.: Jim Kirchstein; Gen. Mgr.: Perle Drake; Sales Mgr.: George DuFrei.

**WYOMING**

● **CHEYENNE (Area Code 307)**

Rocky Mountain Rec'g, PO Box 82. Zip: 82001. Tel: 638-8733. Owner & Gen. Mgr.: Ray Alexander.

**DIRECT MAIL**

**ARIZONA**

● **TUCSON (Area Code 602)**

Tria Ents., 815 E. Broadway. Zip: 85719. Tel: 623-0318. Owner: Forster S. Cayce.

**ARKANSAS**

● **CONCORD (Area Code 501)**

Rimrock Mfg. Co. Zip: 72523. Tel: 668-3404. Pres.: Wayne Raney; Gen. & Sales Mgr.: Shirley Babb.

**CALIFORNIA**

● **ANAHEIM (Area Code 714)**

R W F Ents., PO Box 6312. Zip: 92806. Tel: 776-7574. Gen. Mgr.: Ralph W. Farrington.

● **FRESNO (Area Code 209)**

California Artists Corp., PO Box 3374. Zip: 93766. Tel: 251-4918. Pres.: Ray Camacho; Gen. Mgr.: Leo Gonzales; Sales Mgr.: Mingo Cervantes.

● **LOS ANGELES METROPOLITAN AREA (Area Code 213)**

A T D (American Tape Dupl'rs Inc.), 5727 W. Jefferson Blvd. Zip: 90002. Tel: 870-6832. Pres.: Richard Allen; Gen. Mgr.: Warren D. Gray; Sales Mgr.: Stan Harris.

Concert Rec'g, 3318 Platt Ave., Lynwood 90262. Tel: 639-1341. Pres.: William G. Johnson; Gen. Mgr.: Mrs. Peggy Thiese.

Conway Rec'rs Inc., 5648 Cahuenga Blvd., North Hollywood 91601. Tel: 762-8507. Pres.: Carl J. Yanchar; VP Prod'n Div.: Robert W. McKenzie.

Tim Gayle & Assocs., 6376 Yucca St., Hollywood 90028. Tel: 463-2151. Pres.: Tim Gayle.

Gilmore Envelope Corp., 4000 Médford St. Zip: 90063. Tel: 268-3401. Pres.: Howard N. Gilmore; Gen. Mgr.: Sam Mattiolla; Sales Mgr.: Tom Petthey.

Mark Raymer Promos, PO Box 411, San Fernando 91341. Tel: 346-3333. Pres.: Mark Raymer; Gen. Mgr.: Sherree Scott; Sales Mgr.: Glen Scott.

Superscope Inc., 8150 Vineland, Sun Valley. 91352. Tel: 767-9750. Pres.: Joseph Tushinsky; Gen. Mgr.: Len Feldman; Sales Mgr.: Paul Markoff.

● **SAN DIEGO (Area Code 714)**

Family Prod'ns & Promos., PO Box 15177. Zip: 92115.

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

Professional Programming/West, 145 Naglee Ave. Zip: 94112. Tel: 585-2315. Pres.: Robert R. Harris; Gen. Mgr.: Dick Stambaugh; Sales Mgr.: Gary Schaffer.

**COLORADO**

● **DENVER (Area Code 303)**

Heather Ents., 3285 S. Wadsworth Blvd. Zip: 80227. Tel: 985-7437. Pres.: Thurston Moore.

**CONNECTICUT**

● **WATERBURY (Area Code 203)**

Infodex Cassette Corp., 7 Cherry Ave. Zip: 06702. Tel: 757-9291. Pres.: Roger S. Swain; Sales Mgr.: John W. Berry.

● **WILTON (Area Code 203)**

Acropole Corp. of America, PO Box 365. Zip: 06897. Tel: 847-2311. Pres.: Michele M. Ronty.

**DISTRICT OF COLUMBIA**

● **WASHINGTON (Area Code 202)**

M S A, 143 Kennedy St. NW. Zip: 20011. Tel: 723-4215. Pres.: Saul Menick.

**DELAWARE**

● **WILMINGTON (Area Code 302)**

Ken-Del Prod'ns Inc., 111 Valley Rd., Richardson Park. Zip: 19804. Tel: 655-7488. Pres.: H. Edwin Kennedy; Gen. Mgr.: M. Leap.

**FLORIDA**

● **MIAMI METROPOLITAN AREA (Area Code 305)**

Criteria Rec'g Co. Inc., 1755 NE 149 St. Zip: 33161. Tel: 947-5611. Pres.: M. L. Emerman; Gen. Mgr.: Edith L. Murphy.

Playmates Ents., 8301 SW 13 Terr. Zip: 33144. Tel: 226-8493, 666-7694. Pres.: Allen Gadol; VP & PR Mgr.: Linda Stephens.

Professional Programming/East, 9701 SW 77 Terr. Zip: 33143. Tel: 271-0839. Pres. & Gen. Mgr.: Robert R. Harris; Sales Mgr.: Gary Schaffer.

Unitel, 2515 NE 207 St., North Miami Beach 33160. Tel: 945-2819. Pres.: Charles H. Barkhaus; Sales Mgr.: Jean Francis.

**GEORGIA**

● **ATLANTA (Area Code 404)**

Advertising Unlimited, 410 Glen Iris Dr. NE. Zip: 30308. Tel: JA 3-3515. Gen. Mgr.: R. C. Hillsman. Home office: Chicago, Ill.

**ILLINOIS**

● **CHICAGO METROPOLITAN AREA (Area Code 312)**

Advertising Unlimited, PO Box 8135. Zip: 60680. Tel: 643-2979. Pres.: R. C. Hillsman; Gen. Mgr.: Howard Pittman. Branch: Atlanta, Ga.

Album Graphics Inc., 745 N. Dearborn St. Zip: 60610. Tel: 642-9161. Pres. & Gen. Mgr.: Donald W. Kosterka; VP Sales: James Ladwig. (SEE ADVERTISEMENT)

Breidun Assocs., PO Box 744, Skokie 60076. Tel: 676-3722. Pres.: William F. Dunn; Gen. Mgr.: Mrs. J. N. Breckenridge; Sales Mgr.: Mrs. Grace Vandendorpe.

M. M. Cole Publ'g Co., 251 E. Grand Ave. Zip: 60611. Tel: 527-2160. Pres.: Shepard Stern; Gen. Mgr.: A. Bernstein; Sales Mgr.: J. Davidson.

continued on page 200



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CAN MATCH  
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*continued*

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• **FORT WAYNE (Area Code 219)**  
Tri State Dist. & Serv. Co., 3434 Broadway. Zip: 46807. Tel: 744-5607. Pres.: Cliff Ayers Ostermeyer; Gen. Mgr.: Jerry Bair; Sales Mgr.: Sue Schroeder.

**KENTUCKY**

• **MIDDLESBORO (Area Code 606)**  
Mid South Promo. Co., PO Box 57. Zip: 40965. Tel: 248-5636. Pres.: Kathy Thacker; Gen. Mgr.: Betty Jones; Sales Mgr.: Shirley Jones.

**LOUISIANA**

• **RUSTON (Area Code 318)**  
Americana Business Ents., PO Drawer L, 707-709 W. California Ave. Zip: 71270. Tel: 255-0287. Pres.: Phillip R. Lawson; Exec. VP: Roger W. Lawson Jr.; Sales Mgr.: F. H. Abernathy.

**MARYLAND**

• **BALTIMORE METROPOLITAN AREA (Area Code 301)**  
International Telecomm Inc., Greater Baltimore Ind'l Park, Cockeysville 21030. Tel: 666-7770. Pres. & Gen. Mgr.: F. J. Beste; Sales Mgr.: Burgess Macneal.

**MASSACHUSETTS**

• **BROCKTON (Area Code 617)**  
Ed Hurvitz Music Promos., 129 Bishop St. Zip: 02402. Tel: 588-6348. Pres.: Edward M. Hurvitz.

• **REVERE (Area Code 617)**  
Fleetwood Rec'g Co. Inc., 321 Revere St. Zip: 02151. Tel: 284-0750. Pres.: Vincent P. Giarrusso; Sales Mgr.: Joe Tully.

**MISSISSIPPI**

• **GREENVILLE (Area Code 601)**  
Lynn's Prod'ns, 551 N. Muscadine St. Zip: 38701. Tel: 335-4594, 332-8665. Pres.: Henry R. Hines; Gen. Mgr.: Lynn Williams; Sales Mgr.: Henrick Williams.

**NEBRASKA**

• **OMAHA (Area Code 402)**  
Sound Rec'rs, 206 S. 44 St. Zip: 68133. Tel: 553-1165. Pres.: Don M. Sears; Gen. Mgr.: Ron Ubel.

**NEW JERSEY**

• **ENGLEWOOD (Area Code 201)**  
Cinematape Prod'ns Inc., 24 W. Sheffield Ave. Zip: 07631. Tel: 871-3000. Pres.: Alexander Magocsi Jr.; Gen. Mgr.: Erwin Houghton; Sales Mgr.: Stewart B. Schlosberg.  
Sales office: New York, N.Y.

• **NEWARK (Area Code 201)**  
Sterling Title Strip Co. Inc., 1175 Broad St. Zip: 07114. Tel: 243-0222. Pres.: D. M. Steinberg; Gen. Mgr.: Arthur De Bose Jr.; Sales Mgr.: William Thomas.

• **PRINCETON (Area Code 609)**  
Tape Phonics Int'l Inc., 1101 State Rd. Zip: 08540. Tel: 921-3600. Pres. & Gen. Mgr.: Ronald H. Roth; Sales Mgr.: Richard D. Friedman. (SEE ADVERTISEMENT)

**NEW YORK**

• **BINGHAMTON (Area Code 607)**  
Creative Artists, 6 Van Ness Rd. Zip: 13905. Tel: 797-3909. Pres. & Gen. Mgr.: Johnathan K. Solak; Sales Mgr.: Charles M. Solak.

• **BUFFALO (Area Code 716)**  
Entertainment Ents., PO Box 57, Hiler Branch, Zip: 14223; 4197 Sheridan Dr. Zip: 14221. Tel: 633-2866. Pres.: Edwin A. Hewson; Gen. Mgr.: Victoria V. Hewson.

• **DELMAR (Area Code 518)**  
Master Radio Serv., Star Rt. Zip: 12054. Tel: 768-2258. Pres.: John L. Roberts.

• **LITTLE FALLS (Area Code 315)**  
Marlo Rec. Co., 43 Church St. Zip: 13365. Tel: 823-1388. Pres.: Marlo Ketchum; Gen. & Sales Mgr.: Floyd Ketchum.

• **NEW YORK METROPOLITAN AREA (Area Code 212)**  
Cinematape Prod'ns Inc., 25 E. 26 St. Zip: 10010. Tel: 285-9522. Pres.: Alexander Magocsi Jr.; Gen. Mgr.: Erwin Houghton; Sales & Mktg. Dir.:

Stewart B. Schlosberg.  
Home office: Englewood, N.J.  
Music Inds. Promo. Serv., 200 W. 57 St. Zip: 10019. Tel: 684-7190. Pres.: L. J. Morton.  
Helen Neushaefer (div. of Supronics), 114-01 14 Ave., College Point 11356. Tel: 359-8100. Pres.: Herman Johnson; VP Sales: Robert Koller.

**NORTH CAROLINA**

• **CHARLOTTE (Area Code 704)**  
Arthur Smith Studios, 5457 Old Monroe Rd. Zip: 28211. Tel: 536-0424/0552. Pres.: Arthur Smith; Gen. Mgr.: Lynn B. Ward; Sales Mgr.: A. Reginald Smith.

**OHIO**

• **AKRON (Area Code 216)**  
United Promotional Prod'ns, PO Box 6015. Zip: 44312. Pres. & Gen. Mgr.: William R. Cruise.

• **CLEVELAND (Area Code 216)**  
Pama Recs. Inc., 4991 Osborn Rd. Zip: 44128. Tel: LU 1-0661. Pres. & Sales Mgr.: Patrick J. Connelly; Gen. Mgr.: Virginia Connelly.

**PENNSYLVANIA**

• **PHILADELPHIA (Area Code 215)**  
Ed Cotlar, 2030 Brandywine. Zip: 19130. Tel: 564-3081. Owner & Gen. Mgr.: Ed Cotlar.

• **READING (Area Code 215)**  
United Sales Co., 810 Franklin St. Zip: 19602. Tel: 373-1179. Pres.: Louis J. Fruchter.

• **SCRANTON (Area Code 717)**  
Ladd Music Co., 401 Wintermantle Ave. Zip: 18505. Tel: 343-6718. Pres.: Phil Ladd.  
White Rock Recs. Inc., 401 Wintermantle Ave. Zip: 18505. Tel: 343-6718. Pres. & Gen. Mgr.: Phil Ladd; Sales Mgr.: Joyce Shandra.

• **SHARON (Area Code 412)**  
Marjon Recs., 159 Easton Rd. Zip: 16146. Tel: 347-4726. Pres.: John T. Krizancic. Gen. Mgr.: Martha Krizancic.

**TENNESSEE**

• **MEMPHIS (Area Code 901)**  
Mid-South Promos., PO Box 11522, East Memphis Sta. Zip: 38111. Tel: 324-6786. Pres. & Gen. Mgr.: Style Wooten; Sales Mgr.: Thomas Gris-som.  
Telephase Corp., PO Box 17008. Zip: 38117. Tel: 324-6935. Mgr.: John King.  
Style Wooten Ents., PO Box 11522, 3373 Park Ave. Zip: 38111. Tel: 324-6786. Pres. & Gen. Mgr.: Style Wooten; Sales Mgr.: Leanne Mack.

• **NASHVILLE (Area Code 615)**  
Penthouse Publicity, 1808 West End Bldg., Pent-house. Zip: 37203. Tel: 244-2254. Pres.: Vern C. McCorkle; Gen. Mgr.: Edwin Walker; Sales Mgr.: Eric Foster.

**TEXAS**

• **BIG SPRING (Area Code 915)**  
Nomad Ents., PO Box 2086. Zip: 79720. Tel: 263-3014. Pres.: Larry N. Phillips; Gen. Mgr.: Mrs. Sharon Teague; Sales Mgr.: Bonnie Brown.

• **EL PASO (Area Code 915)**  
D J Star Rec'g Serv. Inc., 100-102 Texas Ave. Zip: 79946. Tel: 533-7508. Pres.: Joseph Gillman; Gen. Mgr.: Dora P. Gillman; Sales Mgr.: Rose Ganem.

• **NASH (Area Code 214)**  
Cross Country Prod'ns, PO Box 86, 125 N. Pecan St. Zip: 75569. Tel: 838-8657. Pres. & Gen. Mgr.: Doug Davis.

**VERMONT**

• **SPRINGFIELD (Area Code 802)**  
Gregorie Nelson Ficara Ents., 40 Clinton St. Zip: 05156. Tel: 885-3820. Pres. & Gen. Mgr.: Greg Ficara; Sales Mgr.: Gemma Montanni.

**WISCONSIN**

• **SAUK CITY (Area Code 608)**  
Cuca Recs. Mfg. Co., 250 Hemlock St. Zip: 53583. Tel: 643-3304. Pres.: Jim Kirchstein; Gen. Mgr.: Perle Drake; Sales Mgr.: George DuFrei.

**LICENSING ORGANIZATIONS, MUSIC**

A S C A P (American Society of Composers, Authors & Publishers), 575 Madison Ave., New York, N.Y. 10022. Tel: (212) 688-8800. Pres.: Stanley Adams; Opns. Dir.: Paul Marks; Sales Mgr.: J. M. Collins; PR Dir.: Richard F. Frohlich. (Performing rights only).

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**Branches: Hollywood, Calif.,** 6430 Sunset Blvd. Zip: 90022. Mgrs.: John Mandrich, Herb Gottlieb—**San Francisco, Calif.,** 120 Montgomery St., Rm. 1020. Zip: 94104. Mgr.: David Leavitt—**Denver, Colo.,** 1330 Leyden St. Zip: 80220. Mgr.: Harry Ferguson—**Miami Beach, Fla.,** 1025 Kane Concourse, Suite 207, Bay Harbor Islands. Zip: 33154. Mgr.: Alan Band—**Atlanta, Ga.,** 1038 National Bank of Georgia Bldg. Zip: 30303. Mgr.: Richard J. McDonough—**Chicago, Ill.,** 200 E. Ontario St. Zip: 60611. Mgr.: Robert W. Wieland—**New Orleans, La.,** International Trade Mart Bldg., Suite 910. Zip: 70130. Mgr.: Robert Godoro—**Baltimore, Md.,** 1 E. Redwood St. Zip: 21202. Mgr.: Victor L. DeCesare—**Boston, Mass.,** Park Square Bldg., 31 St. James Ave. Zip: 02116. Mgr.: Daniel Tekulve—**Detroit, Mich.,** 821 Penobscot Bldg. Zip: 48226. Mgr.: A. James Smeden Jr.—**Minneapolis, Minn.,** Midwest Plaza Bldg., Rm. 1434. Zip: 55402. Mgr.: G. Lynn Kelly—**St. Louis, Mo.,** 130 S. Bemiston Ave. Zip: 63105. Mgr.: Martin Meltzer—**Syracuse, N.Y.,** State Tower Bldg., Suite 618. Zip: 13202. Mgr.: John P. Klobberg Jr.—**Cincinnati, Ohio,** 801-B W. Eighth St., Suite 212. Zip: 45203. Mgr.: Russell Rafterman—**Cleveland, Ohio,** 415 Hanna Bldg. Zip: 44115. Mgr.: James L. Cleary—**Portland, Ore.,** 615 Pacific Bldg. Zip: 97204. Mgr.: George H. Reeves—**Jenkintown, Pa.,** The Benson-East, Suite 223-B. Zip: 19046. Mgr.: William H. Vincent—**Pittsburgh, Pa.,** 515 Grant Bldg. Zip: 15219. Mgr.: Joseph J. Adlesic—**Dallas, Tex.,** 1700 Tower Petroleum Bldg. Zip: 75201. Mgr.: Karl R. Borgerding.

**Int'l branch:** Puerto Rico.

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**Acropole Corp. of America,** PO Box 365, Wilton, Conn. 06897. Tel: (203) 847-2311. Pres.: Michele M. Ronty.

**American Business Ents.,** PO Drawer L, 707-709 W. California Ave., Ruston, La. 71270. Tel: (318) 255-0287. Pres.: Phillip R. Lawson; Exec. VP: Roger W. Lawson Jr.; Sales Mgr.: F. H. Abernathy.

**American Mechanical Rights Ass'n (AMRA),** 250 W. 57 St., New York, N.Y. 10019. Tel: (212) CI 6-4077. Pres.: Milton Gabler; Exec. Mgr.: R. W. Miller. (Mechanical rights only).

**B M I (Broadcast Music Inc.),** 589 Fifth Ave., New York, N.Y. 10017. Tel: (212) 759-1500. Pres.: Edward M. Cramer.

**Branches: Los Angeles, Calif.,** 9720 Wilshire Blvd., Suite 802, Beverly Hills 90212. Tel: (213) CR 6-6196—**Miami, Fla.,** 150 SE Second Ave. Zip: 33131. Tel: (305) 377-9749—**Chicago, Ill.,** 230 N. Michigan Ave. Zip: 60601. Tel: (312) AN 3-5394—**Nashville, Tenn.,** 710 16 Ave. S. Zip: 37203. Tel: (615) 242-6553/9798.

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**Boddie Rec'g Studio,** 12202 Union Ave., Cleveland, Ohio 44105. Tel: (216) 752-3440. Pres. & Gen. Mgr.: Thomas R. Boddie; VP: Louise Boddie. (Mechanical & performing rights). (SEE ADVERTISEMENT)

**Capitol Prod'n Music—Capitol Recs. Inc.,** 1750 N. Vine St., Hollywood 90028. Tel: (213) 462-6252. Gen. Mgr.: Ole Georg. (Mechanical & Performing Rights).

**Copyright Serv. Bureau Ltd.,** 221 W. 57 St., New York, N.Y. 10019. Tel: (212) JU 2-1188. Pres.: Walter Hofer; Treas. & Controller: Seymour Straus; Dir.: JoAnn Scott. (Mechanical rights only).

**The Harry Fox Agency Inc.,** 110 E. 59 St., New York, N.Y. 10022. Tel: (212) PL 1-1930. Mng. Dir.: Albert Berman. (Mechanical rights only).

**G & C Rec. Mfg. Co.,** 2724 Penn Ave., Pittsburgh, Pa. 15222. Tel: (412) 281-9898. Pres.: Glenn E. Campbell; Gen. Mgr.: Lillian Campbell; Sales Mgr.: Richard L. Pastor.

**Latin American Federation of Composers, Authors & Publishers (LAFCAP),** 345 W. 58 St., New York, N.Y. 10019. Tel: (212) 582-5705. Mng. Dir.: Gerard de La Chapelle. (Mechanical rights only).

**J S Maloney Assocs.,** Box 628, Rt. 1, Batavia, Ill. 60510. Tel: (312) TR 9-5998. Pres.: John S. Maloney. (Mechanical rights only).

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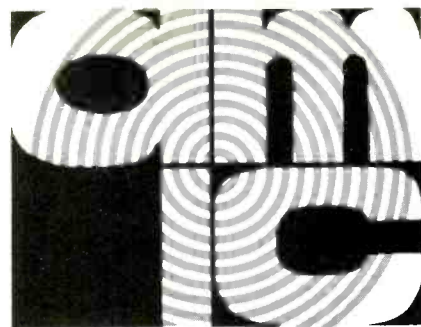
**Sound Rec's,** 206 S. 44 St., Omaha, Neb. 68131. Tel: (402) 553-1165. Pres.: Don M. Sears; Gen. Mgr.: Ron Ubel.

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*continued on page 202*



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Mietus Copyright Mgmt., 10 E. 44 St. Zip: 10017. Tel: 661-5520. Pres.: Lenny Mietus.

Overseas Music Servs. Inc., 250 W. 57 St. Zip: 10019. Tel: 541-8862. Cable: OVERMUSIC. Telex: 235309. Pres.: John E. Nathan. (SEE ADVERTISEMENT)

Publishers' Licensing Corp., 40 W. 55 St. Zip: 10019. Tel: 581-7970. Cable: TABAKURN. Telex: 224128. Pres.: Philip S. Kurnit.  
Tapeworld Inc., 250 W. 57 St. Zip: 10019. Tel: 246-9305. Pres.: Edward M. Cohen.

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Alco Research & Eng'g, 6201 Santa Monica Blvd., Hollywood. 90038. Tel: HO 6-1101. Pres.: Lester A. Cottrell. (SEE ADVERTISEMENT)

Allied Rec. Co., 2423 E. 57 St. Zip: 90058. Tel: 582-0841. Pres.: Daken K. Broadhead; VP: John F. Wegner. (SEE ADVERTISEMENT)

Audio Plating Co., 1037 N. Sycamore, Hollywood. 90038. Tel: HO 2-6573. Pres.: D. H. Meggs.

Custom Rec. Mfg. Co., 5810 S. Normandie Ave. Zip: 90044. Tel: 750-3310. Pres.: Joe Bihari; Gen. Mgr.: Don McMillan; Sales Mgr.: Morrie Alexander. (SEE ADVERTISEMENT)

Lewis Rec. Mfg. Co., 307 E. Beach Ave., Inglewood 90302. Tel: 678-8489. Pres.: T. F. Lewis; Gen. Mgr.: K. Jones.

R C A Custom Rec. Sales, 6363 Sunset Blvd., Hollywood 90028. Tel: 461-9171. Mgr.: Geoffrey Bennett.

Research Craft (div. of Liberty/UA Inc.), 1011 N. Fuller Ave. Zip: 90046. Tel: 876-3440. Mgr.: C. F. Donnelly.

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Mgr.: Gene Sayet; Sales Mgr.: Curt Witt. (SEE  
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Tel: 947-5611. Pres.: M. L. Emerman; Gen.  
Mgr.: Edith L. Murphy.  
South Eastern Recs. Mfg. Corp., 150 W. 29 St.,  
Hialeah 33010. Tel: 888-7411. Pres.: Matthew  
San Martin; Sales Mgr.: Frank Garcia.  
Unitel, 2515 NE 207 St., North Miami Beach 33160.  
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nockburn 60015. Tel: 945-5600. Nat'l Sales Mgr.:  
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Ruvalds; Gen. Mgr.: Jerome Man; Sales Mgr.:  
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## MARYLAND

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& Sales Mgr.: Burgess Macneal.

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Cinematape Prods Inc., 25 E. 26 St. Zip: 10010. Tel: 285-9522. Pres.: Alexander Magosi Jr.; Gen. Mgr.: Erwin Houghton; Sales & Mktg. Dir.: Stewart B. Schlosberg.

Home office: Englewood, N.J.

Mastercraft Rec. Plating Inc. 619 W. 54 St. Zip: 10019. Tel: CO 5-6040. Gen. Mgr.: David Moldauer.

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Plastic Prods. Co., 1746 Chelsea Ave. Zip: 38108. Tel: 526-3502. Owner: R. E. Williams; Gen. Mgr.: Ed Roberson. (SEE ADVERTISEMENT)

Style Wooten Ents., PO Box 11522, 3373 Park Ave. Zip: 38111. Tel: 324-6786. Pres. & Gen. Mgr.: Style Wooten; Sales Mgr.: Leanne Mack.

● **NASHVILLE** (Area Code 615)

Nashville Phono Matrix Inc., 310 Chestnut St. Zip: 37210. Tel: 244-2405. Pres. & Gen. Mgr.: Henry F. Kemp; Sales Mgr.: D. Ray Allen.

Nashville Rec. Plating Inc., 706 Allison St. Zip: 37203. Tel: 244-5453. Pres. & Sales Mgr.: Robert J. Woltering.

Starday-King Recs., PO Box 8188. Zip: 37207. Tel: 228-2575. Pres.: Hal G. Neely; Gen. Mgr.: Jim Wilson.

**TEXAS**

● **SAN ANTONIO** (Area Code 512)

Tanner 'N' Texas Inc., 1422 W. Poplar St. Zip: 78207. Tel: PE 2-8072. Pres. & Gen. Mgr.: R. E. Tanner.

**VIRGINIA**

● **DANVILLE** (Area Code 703)

Colony Sound Prod'ns, 128 Allison Dr. Zip: 24541. Tel: 797-1500. Owner: Frank James.

**WISCONSIN**

● **SAUK CITY** (Area Code 608)

Cuca Recs. Mfg. Co., 250 Hemlock St. Zip: 53583. Tel: 643-3304. Pres.: Jim Kirchstein; Gen. Mgr.: Perle Drake; Sales Mgr.: George DuFreil.

**WYOMING**

● **CHEYENNE** (Area Code 307)

Rocky Mountain Rec'g, PO Box 82. Zip: 82001. Tel: 638-8733. Owner & Gen. Mgr.: Ray Alexander.

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**ARIZONA**

● **PHOENIX** (Area Code 602)

Wakefield Mfg. Inc., PO Box 60370. Zip: 85005. Tel: 252-5644. Gen. Mgr.: Richard A. Wakefield. (SEE ADVERTISEMENT)

**ARKANSAS**

● **CONCORD** (Area Code 501)

Rimrock Mfg. Co. Zip: 72523. Tel: 668-3404. Pres.: Wayne Raney; Gen. & Sales Mgr.: Shirley Babb.

**CALIFORNIA**

● **HAWTHORNE** (Area Code 213)

Fidelatone Mfg. Co., 12848 Weber Way. Zip: 90250. Tel: 678-4346. Pres.: Norman M. Rubner.

● **LOS ANGELES METROPOLITAN AREA**  
(Area Code 213)

Allied Rec. Co., 2423 E. 57 St. Zip: 90058. Tel: 582-0841. Pres.: Daken K. Broadhead; VP: John F. Wegner. (SEE ADVERTISEMENT)

Capitol Recs. Inc., 3061 Fletcher Dr. Zip: 90065. Tel: 254-2551. VP: David W. Lawhon; Gen. Mgr.: Forrest Dyer.

Custom Rec. Mfg. Co., 5810 S. Normandie Ave. Zip: 90044. Tel: 750-3310. Pres.: Joe Bihari; Gen. Mgr.: Don McMillan; Sales Mgr.: Morrie Alexander. (SEE ADVERTISEMENT)

Johnson Machine & Tool Co., 1722 W. 134 St., Gardena. 90249. Tel: 321-3432. Pres. & Gen. Mgr.: R. A. Wallace.

Korelich Eng'g & Mfg. Co., 6331 Santa Monica Blvd., Hollywood, 90038. Tel: 462-2545. Pres. & Gen. Mgr.: Pete Korelich; Sales Mgr.: Max Uballex.

Lewis Rec. Mfg. Co., 307 E. Beach Ave., Inglewood. 90302. Tel: 678-8489. Pres.: T. F. Lewis; Gen. Mgr.: K. Jones.

Monarch Rec. Mfg., 4852-56 W. Jefferson Blvd. Zip: 90016. Tel: RE 2-6185. Gen. Mgr.: Nathan DuRoff.

R C A Custom Sales, 6363 Sunset Blvd., Hollywood 90028. Tel: 461-9171. Mgr.: Geoffrey B. Bennett.

Research Craft (div. of Liberty/UA Inc.), 1011 N. Fuller Ave. Zip: 90046. Tel: 876-3440. Mgr.: C. F. Donnelly.

● **SANTA MARIA** (Area Code 805)

Columbia Recs. Sales Plant Serv. Center, PO Box 1069. Zip: 93454. Tel: WA 5-0966. Oprs. Mgr.: W. Swan.

● **SAUGUS** (Area Code 805)

Keycor-Century Corp., 26000 Springbrook Rd. Zip: 91350. Tel: 259-2360. Pres.: Richard B. Keycor; VP: A. P. McGuire; Dir. of Mktg.: Guy E. Disch. (SEE ADVERTISEMENT)

**CONNECTICUT**

● **STAMFORD** (Area Code 203)

Cook Laboratories Inc., 351 Courtland Ave., Zip: 06897. Tel: 348-7578. Pres.: Emory Cook; Sales Mgr.: John R. Moriarty.

**FLORIDA**

● **MIAMI METROPOLITAN AREA**  
(Area Code 305)

Adrian Assocs. Inc., 6660 Biscayne Blvd. Zip: 33138. Tel: 757-1626. Pres.: Michael Adrian; Gen. Mgr.: Gene Sayet; Sales Mgr.: Curt Witt. (SEE ADVERTISEMENT)

Criteria Rec'g Co. Inc., 1755 NE 149 St. Zip: 33161. Tel: 947-5611. Pres.: M. L. Emerman; Gen. Mgr.: Edith L. Murphy.

The Music Factory Inc., 567 NW 27 St. Zip: 33127. Tel: 635-9411. Pres.: Robert Archibald; Gen. Mgr.: Florian Raymond; Sales Mgr.: Hy Peshkin.

South Eastern Recs. Mfg. Corp., 150 W. 29 St., Hialeah 33010. Tel: 888-7411. Pres.: Matthew San Martin; Sales Mgr.: Frank Garcia.

Unitel, 2515 NE 207 St., North Miami Beach 33160. Tel: 945-2819. Pres.: Charles H. Barkhaus; Sales Mgr.: Jean Francis.



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## ILLINOIS

- **CHICAGO METROPOLITAN AREA (Area Code 312)**

Eva-Tone Soundsheets, 1300 Waukegan Rd., Bannockburn 60015. Tel: 945-5600. Nat'l Sales Mgr.: Larry Johnson. (SEE ADVERTISEMENT)  
International Rec'g Co. Inc., 1649 W. Evergreen. Zip: 60622. Tel: 227-2000. Pres.: Vern Ruvalds; Gen. Mgr.: Jerome Man; Sales Mgr.: Leonard March.  
Kiderian Recs. Prod'ns Corp., 4926 W. Gunnison St. Zip: 60630. Tel: 545-0861. Pres.: Ray Peck; Gen. Mgr.: Ginger Wadipian; Sales Mgr.: George Peck.  
Musical Prods. Inc., 521 W. 26 St. Zip: 60616. Tel: 225-9117. Pres.: Vincent Sosa.  
R C A Custom Sales, 1 N. Wacker Dr. Zip: 60606. Tel: 641-5880. Mgr.: William Reilly.  
Sheldon Rec'g Studios Inc., 211 E. Grand. Zip: 60611. Tel: 828-9262. Pres.: Jack S. Wiener.

## INDIANA

- **RICHMOND (Area Code 317)**  
Phillips Rec'g Co. Inc., 1600 Rich Rd. Zip: 47374. Tel: 962-9511. (Plant only).  
Home office: New York, N.Y. (SEE ADVERTISEMENT)
- **TERRE HAUTE (Area Code 812)**  
Columbia Recs. Sales Plant Serv. Center, PO Box 626. Zip: 47808. Tel: 466-4231/4202. Opns. Mgr.: J. McNanamon.

## LOUISIANA

- **RUSTON (Area Code 318)**  
Americana Business Ents., PO Drawer L, 707-709 W. California Ave. Zip: 71270. Tel: 255-0287. Pres.: Phillip R. Lawson; Exec. VP: Roger W. Lawson Jr.; Sales Mgr.: F. H. Abernathy.

## MARYLAND

- **BALTIMORE METROPOLITAN AREA (Area Code 301)**  
International Telecomm Inc., Greater Baltimore Ind'l Park, Cockeysville 21030. Tel: 666-7770. Pres. & Gen. Mgr.: F. J. Beste; Sales Mgr.: Burgess Macneal.  
Recordings Inc., see International Telecomm Inc.

## MICHIGAN

- **DETROIT METROPOLITAN AREA (Area Code 313)**  
Adell Int'l Inc., 43700 Adell Blvd., Novi 48050. Tel: 349-6300. Pres.: Robert Adell; Sales Mgr.: David S. Salah.  
Archer Rec. Pressing Co., 6552 E. Davison. Zip: 48212. Tel: 365-9545. Gen. Mgr.: R. J. Archer.
- **OWOSSO (Area Code 517)**  
American Rec. Pressing Co., 1810 W. King. Zip: 48867. Tel: 725-8176. Pres.: Norman Dufour; Gen. Mgr.: John Ivanits; Sales Mgr.: David M. Howell.

## MINNESOTA

- **MINNEAPOLIS-ST. PAUL AREA (Area Code 612)**  
Universal Audio Rec'g/Sales Corp., 2541 Nicollet Ave. S., Minneapolis 55404. Tel: 827-5441. Pres.: John A. Michaelson; Gen. Mgr.: Robert Schultz; Sales Mgr.: Michael Wolsted.

## NEW HAMPSHIRE

- **MANCHESTER (Area Code 603)**  
W & G Rec. Pressing Co. Pty. Ltd., 852 Elm St. Zip: 03101. Tel: 623-9749. Gen. Dir.: E. A. White; Mng. Dir.: Ron Gillespie; Control Dir.: James N. Parks.

## NEW JERSEY

- **ANCORA (Area Code 609)**  
Presswell Recs. Mfg. Co. Inc., White Horse Pike & Ehrke Rd. Zip: 08037. Tel: 561-5250. Pres.: Domenick D. Joseph; Gen. Mgr.: Edward R. Joseph.
- **CLIFTON (Area Code 201)**  
Monarch Rec. Mfg. Co., 140 Delawanna Ave. Zip: 07014. Tel: GR 3-7218. Gen. Mgr.: Charles Cerasia.
- **ENGLEWOOD (Area Code 201)**  
Cinematape Prod'ns Inc., 24 W. Sheffield Ave. Zip: 07631. Tel: 871-3000. Pres.: Alexander Magocsi Jr.; Gen. Mgr.: Erwin Houghton; Sales Mgr.: Stewart B. Schlosberg.  
Sales office: New York, N.Y.

- **KEARNY (Area Code 201)**  
Abbey Rec. Corp., 160 Passaic Ave. Zip: 07032. Tel: 998-8181. NYC Tel: (212) WH 4-5148. Pres.: Harry Vogel; VP: N. Andrews; Plant Mgr.: Martin Levine.

- **LITTLE FERRY (Area Code 201)**  
Kay Pressing Inc., 110 Bergen Pike. Zip: 07643. Tel: DI 3-5721. Pres.: Rudolph Ferrezza.

- **MOUNTAINSIDE (Area Code 201)**  
Bestway Prods. Inc., 1105 Globe Ave. Zip: 07092. Tel: 232-8383. Pres.: A. I. Massler; Gen. Mgr.: John Halko; Sales Mgr.: Arthur L. Krebs.

- **NEWARK (Area Code 201)**  
United Rec. Corp., 111 New Jersey Railroad Ave. Zip: 07105. Tel: 642-3885. Sales Mgr.: William Borak.

- **PITMAN (Area Code 609)**  
Columbia Recs. Sales Plant Serv. Center, Woodbury Rd. Zip: 08071. Tel: 589-1700. Opns. Mgr.: Roger Whitney.

- **PLAINFIELD (Area Code 201)**  
Peerless Plastic Molding Inc., 333 North Dr. Zip: 07060. Tel: 755-7000. Pres.: J. M. F. Conrad; Gen. Mgr.: Ben Williams; Sales Mgr.: L. M. Conrad.

- **RUNNEMEDE (Area Code 609)**  
Eastern Rec. Mfg. Co., 901 E. Clements Bridge Rd. Zip: 08078. Tel: 931-0558. Pres. & Mgr.: John H. Dunn.

## NEW YORK

- **GARDEN CITY, L.I. (Area Code 516)**  
Audio Rec'g, 64 Vassar St. Zip: 11530. Tel: GE 7-6200. Pres.: Vince Mallardi; Gen. Mgr.: Roy Musgnug.

- **HOLBROOK, L.I. (Area Code 516)**  
Sonic Rec'g Prods. Inc., Veterans Hwy. & Broadway. Zip: 11741. Tel: 589-0462. Pres.: Dick Dickerman; Sales Mgr.: Mel Mager. (SEE ADVERTISEMENT)

- **NEW YORK METROPOLITAN AREA (Area Code 212)**

Allied Creative Servs., 537 W. 53 St. Zip: 10019. Tel: PL 7-6556. Pres. & Sales Mgr.: Harry Gorman.  
Apon Rec. Co. Inc., PO Box 3087, Steinway Sta., Long Island City 11103. Tel: 988-0450. Pres.: Andre M. Poncic.  
Cinematape Prod'ns Inc., 25 E. 26 St. Zip: 10010. Tel: 285-9522. Pres.: Alexander Magocsi Jr.; Ge. Mgr.: Erwin Houghton; Sales & Mktg. Dir.: Stewart B. Schlosberg.  
Home office: Englewood, N.J.  
Exotic Recs. Inc., Box 36, Oakland Gardens, Flushing 11364. Tel: GA 8-3439. Exec. Mgr.: Larry Wayne.  
Oasis Rec. Pressing Corp., 275 S. Second St., Brooklyn 11211. Tel: EV 7-1200. Pres.: Roger Lopez.  
Philips Rec'g Co. Inc., 609 Fifth Ave. Zip: 10017. Tel: 486-9614. Pres. & Gen. Mgr.: Robert Teitelmann; Nat'l Sales Mgr.: David Grant. (Exec. office only).  
Plant: Richmond, Ind. (SEE ADVERTISEMENT)  
R C A Custom Sales, 1133 Ave. of the Americas. Zip: 10036. Tel: 586-3000. Mgr.: James Head.  
Romaba, 33 34 St., Brooklyn 11232. Tel: HY 9-3060. Pres.: Bill Kolsky.

- **UTICA (Area Code 914)**  
Record Talent Assocs. Inc., 760 Blandina St. Zip: 13501. NYC Tel: (212) JU 6-3700. Pres.: Michael Cristelli; Gen. Mgr.: Stanley Markowski; Sales Mgr.: Walter Adles.

## NORTH CAROLINA

- **WILMINGTON (Area Code 919)**  
Music Makers Network of America Prod'ns, PO Box 3022, 306 S. 16. Zip: 28401. Tel: 762-9804, 763-8116/1007. Pres.: Samuel M. Kahn; Gen. Mgr.: P. J. Cordell; Sales Mgr.: R. McKeithen.

## OHIO

- **CINCINNATI (Area Code 513)**  
Artist's Rec'g & Rec. Pressing Inc., 320 Mill St. Zip: 45215. Tel: 761-0011. Pres. & Gen. Mgr.: Homer L. Milam. (SEE ADVERTISEMENT)  
Counterpart Music, 3744 Applegate Ave. Zip: 45211. Tel: 661-8810. Pres.: Howard Lovdal.  
Queen City Album Inc., 2832 Spring Grove Ave. Zip: 45225. Tel: 681-8400. Pres.: Edward R. Bosken; Gen. Mgr.: Walter Goff; Sales Mgr.: Chet Barnett. (SEE ADVERTISEMENT)  
Rite Rec. Prod'ns Inc., 9745 Lockland Rd. Zip: 45215. Tel: 733-5533. Pres.: Carl J. Burkhardt; Gen. Mgr.: Robert Bowery; Sales Mgr.: Robert Watson. (SEE ADVERTISEMENT)  
Starday-King Recs. Inc., 1540 Brewster Ave. Zip: 45207. Tel: 751-6222. Pres.: Hal Neely; Gen. Mgr.: Johnnie Miller; Sales Mgr.: Jim Wilson.

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*continued*

- **CLEVELAND (Area Code 216)**  
Boddie Rec'g Studio, 12202 Union Ave. Zip: 44105. Tel: 752-3440. Pres. & Gen. Mgr.: Thomas R. Boddie; VP: Louise Boddie. (SEE ADVERTISEMENT)
- Pama Recs. Inc., 4991 Osborn Rd. Zip: 44128. Tel: LU 1-0661. Pres.: Patrick J. Connelly; Gen. Mgr.: Virginia Connelly.
- **COLUMBUS (Area Code 614)**  
Musli-Col Inc., 780 Oakland Park Ave. Zip: 43224. Tel: 267-3133. Pres. & Mgr.: Boyd P. Niederlander; VP: John W. Hull; Sales Mgr.: John Boling.
- **DAYTON (Area Code 513)**  
Mega-City Rec'g, 38 Linden Ave. Zip: 45403. Tel: 256-6557/6931. Pres.: Ivan Freeman; Gen. Mgr.: Craig Freeman; Sales Mgr.: Dawn Gillberg.
- **MINERVA (Area Code 216)**  
Praise Rec'gs, 15589 Freed St. SE. Zip: 44657. Tel: 868-4840. Pres.: J. Maas.

**PENNSYLVANIA**

- **ALLENTOWN (Area Code 215)**  
Allentown Rec. Co. Inc., 1002-10 Walnut St. Zip: 18102. Tel: 433-7405. Pres.: S. L. Wartell.
- **OLYPHANT (Area Code 717)**  
Specialty Recs. Corp., 210 N. Valley Ave. Zip: 18447. Tel: 489-4717. Pres.: Roy C. Marquardt; VP: Richard Marquardt.
- **PHILADELPHIA (Area Code 215)**  
Clarion Rec. Mfg. Co., 1021 Ridge Ave. Zip: 19123. Tel: CE 6-5252. Pres.: Nat. Niederman.  
Diskmakers Inc., 925 N. Third St. Zip: 19123. Tel: MA 7-2277. Pres.: Morris Ballen.  
Hodge Rec. Mfg. Co., 1314-24 S. Howard St. Zip: 19147. Tel: 336-7001. Pres.: Sam D. Hodge; Gen. Mgr.: Sam D. Hodge Jr.; Sales Mgr.: Guy R. Hodge.  
Paramount Rec. Mfg. Co., 1314-24 S. Howard St. Zip: 19147. Tel: 336-7001. Pres.: Sam D. Hodge; Gen. Mgr.: A. A. Spatola; Sales Mgr.: Guy R. Hodge.
- **PITTSBURGH (Area Code 412)**  
G & C Rec. Mfg. Co., 2724 Penn Ave. Zip: 15222. Tel: 281-9898. Pres.: Glenn E. Campbell; Gen. Mgr.: Lillian Campbell; Sales Mgr.: Richard Pastor.
- **SHARON (Area Code 412)**  
Marion Recs., 159 Easton Rd. Zip: 16146. Tel: 347-4726. Pres.: John T. Krizancic. Gen. Mgr.: Martha Krizancic.
- **SOUTHAMPTON (Area Code 215)**  
Plastic Ents., Industrial Hwy. Zip: 18966. Tel: 355-7555. Prod'n Mgr.: William Berger.

**TENNESSEE**

- **JOHNSON CITY (Area Code 615)**  
Champ Rec'g Co., 1807 Indian Ridge Rd. Zip: 37601. Tel: 928-2281/2558. Pres.: Jim Stanton; Gen. Mgr.: Paul McClain; Sales Mgr.: Henry E. Noe.
- **LAFAYETTE (Area Code 615)**  
Atwell Rec. Pressing Inc., PO Box 42, 704 Bennett St. Zip: 37083. Tel: 666-2818. Pres.: Loryn Atwell.
- **MEMPHIS (Area Code 901)**  
Memphis Pressing Serv., PO Box 11522, East Mem-

phis Sta. Zip: 38111. Tel: 324-6786. Pres. & Mgr.: Style Wooten; Sales Mgr.: Charles Bowen. Plastic Prods. Co., 1746 Chelsea Ave. Zip: 38108. Tel: 526-3502. Owners: R. E. Williams; Gen. Mgr.: Ed Roberson. (SEE ADVERTISEMENT)  
Style Wooten Ents., PO Box 11522, 3373 Park Ave. Zip: 38111. Tel: 324-6786. Pres. & Gen. Mgr.: Style Wooten; Sales Mgr.: Leanne Mack.

- **NASHVILLE (Area Code 615)**  
Consolidated Recs. Ents. Inc., 1207 Demonbreum. Zip: 37203. Tel: 255-6569. Pres.: Carlene Westcott.  
Mid-South Rec. Pressing, 1110 48 Ave. N. Zip: 37209. Tel: 291-7881. Gen. Mgr.: Janet Tabor. (SEE ADVERTISEMENT)  
Precision Rec. Pressing Inc., 70 Visco Ct. Zip: 37210. Tel: 256-8978. Pres.: Joe Talbot; VP: Ronald O. Yearwood.  
R C A Custom Sales, 800 17 Ave. S. Zip: 37210. Tel: 255-5781. Mgr.: Ed Hines.  
Sound of Nashville Inc., 160 Second Ave. S. Zip: 37201. Tel: 244-1124. Pres.: Robert R. Nelson.  
Southern Plastics Inc., 453 Chestnut St. Zip: 37203. Tel: 244-1293. Pres.: Ed Turnley. (SEE ADVERTISEMENT)  
Starday-King Recs., PO Box 8188. Zip: 37207. Tel: 228-2575. Pres.: Hal G. Neely; Gen. Mgr.: Jim Wilson.
- **TALBOTT (Area Code 615)**  
Vibrant Recs., Rt. 2. Zip: 37877. Pres. & Gen. Mgr.: Hal R. McGaha.

**TEXAS**

- **ARLINGTON (Area Code 817)**  
Rec-O-Press Inc., PO Box 5328, 609 N. Great South-west Pkwy. Zip: 76011. Tel: 261-4941. Pres.: W. I. Spittler; Gen. Mgr.: Charles Spittler. (SEE ADVERTISEMENT)
- **HOUSTON (Area Code 713)**  
Houston Recs., 3300 Jensen Dr. Zip: 77026. Tel: 223-5971.
- **SAN ANTONIO (Area Code 512)**  
Tanner 'N' Texas Inc., 1422 W. Poplar St. Zip: 78207. Tel: PE 2-8072. Pres. & Gen. Mgr.: R. E. Tanner.
- **SAN BENITO (Area Code 512)**  
Betancourt Ents., 119 S. Sam Houston Blvd. Zip: 78586. Tel: 399-1471. Pres.: Paco Betancourt; Gen. Mgr.: John F. Phillips.

**VIRGINIA**

- **DANVILLE (Area Code 703)**  
Colony Sound Prod'ns, 128 Allison Dr. Zip: 24541. Tel: 797-1500. Owner: Frank James.

**WISCONSIN**

- **SAUK CITY (Area Code 608)**  
Cuca Recs. Mfg. Co., 250 Hemlock St. Zip: 53583. Tel: 643-3304. Pres.: Jim Kirchstein; Gen. Mgr.: Perle Drake; Sales Mgr.: George Dufrei.

**WYOMING**

- **CHEYENNE (Area Code 307)**  
Rocky Mountain Rec'g, PO Box 82. Zip: 82001. Tel: 638-8733. Owner & Gen. Mgr.: Ray Alexander.

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**CALIFORNIA**

- **BAKERSFIELD (Area Code 805)**  
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- **COSTA MESA (Area Code 714)**  
Audio Dynamic Ents., 1260 Logan. Zip: 92626. Tel: 549-0402. Pres.: Gene Edwards.
- **EL MONTE (Area Code 213)**  
Graham Printing & Lithograph, 1751 Floradale, South El Monte 91733. Tel: 686-0367. Pres.: Charles Graham; Gen. Mgr.: Ted Reidel.
- **FRESNO (Area Code 209)**  
California Artists Corp., PO Box 3374. Zip: 93766. Tel: 251-4918. Pres.: Ray Camacho; Gen. Mgr.: Leo Gonzales; Sales Mgr.: Mingo Cervantes.

**LOS ANGELES METROPOLITAN AREA (Area Code 213)**

- Allied Rec. Co., 2423 E. 57 St. Zip: 90058. Tel: 582-0841. Pres.: Daken K. Broadhead; VP: John F. Wegner. (SEE ADVERTISEMENT)
- Bert-Co Ents. (div. of Walter Reade Org.), 1855 Glendale Blvd. Zip: 90026. Tel: 665-5137. Pres.: Bert C. Couturier; Gen. Mgr.: Robert Couturier; Sales Mgr.: R. J. Hein.
- Concert Rec'g, 3318 Platt Ave. Lynwood 90262. Tel: 639-1341. Pres.: William G. Johnson; Gen. Mgr.: Mrs. Peggy Thiese.
- Custom Rec. Mfg. Co., 5810 S. Normandie Ave. Zip: 90044. Tel: 750-3310. Pres.: Joe Bihari; Gen. Mgr.: Don McMillan; Sales Mgr.: Morrie Alexander. (SEE ADVERTISEMENT)
- Gilmore Envelope Corp., 4000 Medford St. Zip: 90063. Tel: 268-3401. Pres.: Howard N. Gilmore; Gen. Mgr.: Sam Mattiolla; Sales Mgr.: Tom Pettye.
- Hogfat Rec. Prod'ns, 7783 Sunset Blvd., Hollywood 90046. Tel: 874-1534. Pres.: Michael Deasy; VP & Gen. Mgr.: Dean O. Torrence; Sales Mgr.: Larry Knechtal.
- Location Rec'g Serv., 2201 W. Burbank Blvd., Burbank 91506. Tel: 849-1321. Owners: Allen J. Fralberg, Steve A. Guy. (SEE ADVERTISEMENT)
- Modern Album of California Inc., PO Box 6999, 3104 Vanowen, Burbank 91505. Tel: 845-7655. Pres. & Gen. Mgr.: James R. Gordon.
- Northridge Publ'rs, Box 248, Northridge 91324. Tel: 349-4394. Pres.: Richard Friedl.
- Star City Distis. Inc., 449 N. Fairfax. Zip: 90036. Tel: 653-6341. Gen. Mgr.: Wayne Robert; Sales Mgr.: Chuck Wallack.
- H. V. Waddell Co., 231 W. Olive, Burbank 91502. Tel: 849-6501. Pres.: H. V. Waddell.

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

- Conlan Creative Lithographers, 1655 Folsom St. Zip: 94103. Tel: 431-3733. Pres.: Robert D. Conlan; VP & Sales Mgr.: Richard T. Conlan.
- Gopher Prods. Corp., Box 812, Berkeley 94701. Tel: 843-5836. Pres. & Gen. Mgr.: Burt Perkins.

**SAUGUS (Area Code 805)**

- Keycor-Century Corp., 26000 Springbrook Rd. Zip: 91350. Tel: 259-2360. Pres.: Richard B. Keycor; VP: A. P. McGuire; Dir. of Mktg.: Guy E. Disch. (SEE ADVERTISEMENT)

**CONNECTICUT**

- **BRIDGEPORT (Area Code 203)**  
Lithographic Corp. of America, 1501 State St. Zip: 06605. Tel: 333-3337; NYC Tel: (212) WO 6-4353. Pres.: Lou Lewis; Gen. Mgr.: Jack Dienes; Sales Mgr.: Howard Roper.

**DELAWARE**

- **WILMINGTON (Area Code 302)**  
Ken-Del Prod'ns Inc., 111 Valley Rd., Richardson Park. Zip: 19804. Tel: 655-7488. Pres.: H. Edwin Kennedy; Gen. Mgr.: M. Leap.

**FLORIDA**

- **MIAMI METROPOLITAN AREA (Area Code 305)**  
Criteria Rec'g Co. Inc., 1755 NE 149 St. Zip: 33161. Tel: 947-5611. Pres.: M. L. Emerman; Gen. Mgr.: Edith L. Murphy.  
Adrian Assocs. Inc., 6660 Biscayne Blvd. Zip: 33138. Tel: 757-1626. Pres.: Michael Adrian; Gen. Mgr.: Gene Sayet; Sales Mgr.: Curt Witt.  
The Music Factory Inc., 567 NW 27 St. Zip: 33127. Tel: 635-9411. Pres.: Robert Archibald; Gen. Mgr.: Florian Raymond; Sales Mgr.: Hy Peshkin.  
Playmates Ent., 8301 SW 13 Terr. Zip: 33144. Tel: 226-8493, 666-7694. Pres.: Allen Gadol; VP & PR Mgr.: Linda Stephens.  
South Eastern Recs. Mfg. Corp., 150 W. 29 St., Hialeah 33010. Tel: 888-7411. Pres.: Matthew San Martin; Sales Mgr.: Frank Garcia.  
Unitel, 2515 NE 207 St., North Miami Beach 33160. Tel: 945-2819. Pres.: Charles H. Barkhaus; Sales Mgr.: Jean Francis.

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Album Graphics Inc., 745 N. Dearborn St. Zip: 60610. Tel: 642-9161. Pres. & Gen. Mgr.: Donald W. Kosterka; VP Sales: James Ladwig. (SEE ADVERTISEMENT)

Espo Eng'g Corp., 5334 W. 65 St. Zip: 60638. Tel: 581-0123. Pres.: Eugene Esposito; Exec. VP: Donald J. Esposito; Gen. Mgr.: Daniel Leahy; Sales Mgr.: Dennis Machul.

Fort Dearborn Lithograph, 6035 W. Gross Point Rd. Zip: 60648. Tel: SP 4-4321. Pres.: Tom Adler; VP: Gerald Adler; VP & Sales Mgr.: Richard J. Adler; Gen. Mgr.: Bernard Kelly.

The Printing Press, 3925 Oakton, Skokie 60076. Tel: 676-3270. Pres.: Arnold Martin; Gen. Mgr.: S. Matalon.

R C S Press Inc., 1130 W. Adams St. Zip: 60607. Tel: 733-3500. Pres.: James S. Farrell; Sales Mgr.: Dick Krebf.

## INDIANA

### ● GARY (Area Code 219)

Ron Wheeler Ent's., PO Box 1900. Zip: 46409. Tel: 887-7009. Pres.: Ronald E. Wheeler.

### ● INDIANAPOLIS (Area Code 317)

Technical Art & Design, 3614 E. Southern Ave. Zip: 46203. Tel: 786-5111. Pres.: J. A. Fleetwood; Gen. Mgr.: C. William Fleetwood.

### ● RICHMOND (Area Code 317)

Philips Rec'g Co. Inc., 1600 Rich Rd. Zip: 47374. Tel: 962-9511. (Plant only).  
Home office: New York, N.Y. (SEE ADVERTISEMENT)

### ● SOUTH BEND (Area Code 219)

Nikki Prod'ns (formerly Zoss Prod'ns), 1255 E. Madison. Zip 46617. Tel: 232-2804. Pres.: Nikki Tompsett; Gen. Mgr.: Michael Chamberlin; Prod'n Mgr.: Thomas Zoss.

### ● TERRE HAUTE (Area Code 812)

Artco Press Inc., 133 S. Sixth St. Zip: 47801. Tel: 232-0926. Pres.: J. S. Royse Jr.; Sales Mgr.: John Avelis.  
Woodburn Printing Co. Inc., 25 S. Sixth. Zip: 47808. Tel: 232-0164. Pres.: R. Woodburn; Gen. Mgr.: D. Pendergast.

## MARYLAND

### ● BALTIMORE METROPOLITAN AREA (Area Code 301)

Recordings Inc. (div. of International Telecomm Inc.), Greater Baltimore Ind'l Park, Cockeysville 21030. Tel: 666-7770. Pres.: F. J. Beste; VP & Gen. Sales Mgr.: Burgess Macneal.

## MICHIGAN

### ● TROY (Area Code 313)

Stereodyne Inc., 2810 Elliott. Zip: 48084. Tel: 585-6585. Exec. VP & Gen. Mgr.: Paul Wyatt; Sales Mgr.: Jules Sack. (SEE ADVERTISEMENT)

## NEBRASKA

### ● OMAHA (Area Code 402)

Sound Rec'rs, 206 S. 44 St. Zip: 68131. Tel: 553-1165. Pres.: Don M. Sears; Gen. Mgr.: Ron Ubel.

## NEW JERSEY

### ● BERGENFIELD (Area Code 201)

Custom Label & Tag Corp., 112 S. Washington Ave. Zip: 07621. Tel: 384-8500. Pres.: Anthony Ippolito; Sales Mgr.: Ralph Kerner.

### ● NEWARK (Area Code 201)

Hit Program Serv., 1175 Broad St. Zip: 07114. Tel: 243-0222. Pres.: D. M. Steinberg; Gen. Mgr.: Arthur De Bose Jr.; Sales Mgr.: William Thomas.

Newark Phono Labels (div. of Folkraft Publ'g Co. Inc.), 1159 Broad St. Zip: 07114. Tel: 622-0024. Pres.: Jerry Shifrin; Gen. Mgr.: L. Delle Valle.

Sterling Title Strip Co. Inc., 1175 Broad St. Zip: 07114. Tel: 243-0222. Pres.: D. M. Steinberg; Gen. Mgr.: Arthur De Bose Jr.; Sales Mgr.: William Thomas.

## NEW YORK

### ● BINGHAMTON (Area Code 607)

Creative Artists, 6 Van Ness Rd. Zip: 13905. Tel: 797-3909. Pres. & Gen. Mgr.: Johnathan K. Solak; Sales Mgr.: Charles M. Solak.

### ● COIAGUE, L.I. (Area Code 516)

Dubbings Electronics Inc., 1305 S. Strong Ave. Zip: 11726. Tel: 893-1000. Pres.: Paul C. Smith; Sales Mgr.: M. Thaler. (SEE ADVERTISEMENT)

### ● FARMINGDALE, L.I. (Area Code 516)

Pressure Sensitive Tape & Label Corp., 135 Schmitt Blvd. Zip: 11735. Tel: 293-7304. Pres.: Daniel Cooper; Gen. Mgr.: Michael Cooper; Sales Mgr.: Frank R. Camp.

Reco-Sleeve Envelope Co., 220 Verdi St. Zip: 11735. Tel: 694-8396. Pres.: Robert Gunning.

### ● GARDEN CITY, L.I. (Area Code 516)

Audio Rec'g, 64 Vassar St. Zip: 11530. Tel: GE 7-6200. Pres.: Vince Mallardi; Gen. Mgr.: Roy Musgnug.

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

Ivy Hill Litho. Corp., Community Dr. Zip: 11022. Tel: 487-0200. Pres.: Murray Gordon; VPs: Murray Kurland, Lewis Garlick.

### ● HAUPPAUGE, L.I. (Area Code 516)

Disc Printing Corp., 633 Caleb's Path. Zip: 11787. Tel: 234-1400. Pres.: George Fishman; Gen. & Sales Mgr.: Frank D. Martino.

Globe Albums & Prods. Inc., Gilpin Ave., Cardinal Ind'l Park. Zip: 11787. Tel: 291-7600. Pres.: Lee Halpern; Gen. Mgr.: Leo Margolies; Sales Mgr.: Sani Rothberg. (SEE ADVERTISEMENT)

### ● MOUNT VERNON (Area Code 914)

County Box & Album Co. Inc., 201 S. Second Ave. Zip: 10550. Tel: 668-7862. Pres.: William May; Gen. Mgr.: Thomas Pulco.

### ● NEW YORK METROPOLITAN AREA (Area Code 212)

Albar Tag & Label Co. Inc., 175 Fifth Ave. Zip: 10010. Tel: 254-7300. Pres.: Allen J. Sherman; Rene Albee Prod'ns, PO Box 405. Zip: 10036. Tel: 541-9172.

George Alexander Printing Inc./Displays Inc., 36-25 Prince St., Flushing 11354. Tel: 886-5600. Pres.: Kev Devejian; Gen. Mgr.: Fred Hass.

Apon Rec. Co. Inc., PO Box 3087, Steinway Sta., Long Island City 11103. Tel: 988-0450. Pres.: Andre M. Poncic.

Craig Braun Inc., 56 E. 53 St. Zip: 10022. Tel: PL 3-2250. Pres.: Craig Braun; Gen. Mgr.: A. Grabois; Sales Mgr.: J. Tessler.

888 Advertising Inc., 56 E. 53 St. Zip: 10022. Tel: PL 3-2250. Pres.: Craig Braun; VP & Gen. Mgr.: Anthony Grabois; Sales Mgr.: J. Tessler.

Guaranteed Printing Serv. Co. Inc., 119 W. 23 St. Zip: 10011. Tel: 929-2410. Pres.: A. Pollack.

Hartwell Magicolor Printing, 825 Madison Ave. Zip: 10021. Tel: RE 4-4000. Pres.: Alan Hartwell; Sales Mgr.: Austin O'Brien.

Lee-Myles Assocs., 160 E. 56 St. Zip: 10022. Tel: 758-3232. Pres.: R. Miller. (SEE ADVERTISEMENT)

Leo Litho. Co., 156 Fifth Ave. Zip: 10010. Tel: 228-6200. Owner: Leo Ellner.

Linear Prods. Inc., 37 W. 20 St., Suite 1201. Zip: 10011. Tel: AL 5-2917. Pres.: Robert Irwin; VP & Gen. Mgr.: F. R. Vogel.

Mac Murray Press Inc., 22 Jones St. Zip: 10014. Tel: WA 4-1530. Pres.: Max Finesmith.

Majestic Printing, 406 W. 31 St. Zip: 10001. Tel: 244-4145. Pres.: Charles Markowitz.

Passantino Printing Co. Inc., 250 W. 49 St. Zip: 10019. Tel: JU 6-1540. Pres.: Charles V. Passantino; Gen. Mgr.: Robert Passantino.

Philips Rec'g Co. Inc., 609 Fifth Ave. Zip: 10017. Tel: 486-9614. Pres. & Gen. Mgr.: Robert Teitelman; Nat'l Sales Mgr.: David Grant. (Exec. office only).

Plant: Richmond, Ind. (SEE ADVERTISEMENT)

Progressive Label & Litho. Co., 286-290 Stanhope St., Brooklyn 11237. Tel: HY 7-2320. Pres.: Jerome J. Rood; Gen. Mgr.: Bernard Stein (SEE ADVERTISEMENT)

Prospect Press Inc., AAI Prods. Div., 295 Lafayette St. Zip: 10012. Tel: CA 6-2300. Mgr.: Margie Fisher.

Queens Lithographing Corp., 52-35 Barnett Ave., Long Island City 11104. Tel: 457-7700. Pres.: Jack Hecht; VP: Eric Kaltman; Gen. Mgr.: Abe Garde; Sales Mgr.: Gerald Sanders. (SEE ADVERTISEMENT)

Radom Music Press Inc., 438 W. 37 St. Zip: 10018. Tel: 736-2477. Pres.: Cy Radom; Gen. & Sales Mgr.: Ron Radom.

Record Albums Inc., 286-290 Stanhope St., Brooklyn 11237. Tel: EM 6-8171. Pres.: Bernard Stein; Sales Mgr.: Jerome J. Rood.

Shorewood Packaging Corp., 724 Fifth Ave. Zip: 10019. Tel: JU 2-6885. Pres.: Paul Shore; VP Mktg.: Floyd Glinert.

Sound Packaging Corp., 56 E. 53 St. Zip: 10022. Tel: 421-8255. Pres.: Craig A. Braun; Gen. Mgr.: A. Grabois; Sales Mgr.: J. Tessler.

Supreme Printing Serv., 147 W. 15 St. Zip: 10011. Tel: AL 5-0600. VP: Irv Cohen.

### ● UTICA (Area Code 914)

Record Talent Assocs. Inc., 760 Blandina St. Zip: 13501. NYC Tel: (212) JU 6-3700. Pres.: Michael Cristelli; Gen. Mgr.: Stanley Markowski; Sales Mgr.: Walter Adles.

## NORTH CAROLINA

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Snyder Album Co., 3083 Indiana Ave. Zip: 27105. Tel: 722-6768, 723-8515. Pres.: Ernest E. Snyder; Sales Mgr.: Clifford A. Smith.

*continued on page 208*



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- **CINCINNATI (Area Code 513)**  
Able Offset Serv. Inc., 3461 Warsaw Ave. Zip: 45205. Tel: 921-0574. Pres.: Fred Schmitz; VP: Norb Schmitz. (SEE ADVERTISEMENT)  
Artist's Rec'g & Rec. Pressing Inc., 320 Mill St. Zip: 45215. Tel: 761-0011. Pres. & Gen. Mgr.: Homer L. Milam. (SEE ADVERTISEMENT)  
Queen City Album Inc., 2832 Spring Grove Ave. Zip: 45225. Tel: 681-8400. Pres.: Edward R. Bosken; Gen. Mgr.: Walter Goff; Sales Mgr.: Chet Barnett. (SEE ADVERTISEMENT)  
Rite Rec. Prods Inc., 9745 Lockland Rd. Zip: 45215. Tel: 733-5533. Pres.: Carl J. Burkhardt; Gen. Mgr.: Robert Bowery; Sales Mgr.: Robert Watson. (SEE ADVERTISEMENT)  
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Pama Recs. Inc., 4991 Osborn Rd. Zip: 44128. Tel: LU 1-0661. Pres. & Sales Mgr.: Patrick J. Connelly; Gen. Mgr.: Virginia Connelly.
- **COLUMBUS (Area Code 614)**  
Mega-Col Inc., 780 Oakland Park Ave. Zip: 43224. Tel: 267-3133. Pres. & Mgr.: Boyd P. Niederlander; VP: John W. Hull; Sales Mgr.: John Bolding.
- **DAYTON (Area Code 513)**  
Mega-City Rec'g, 38 Linden Ave. Zip: 45403 Tel: 256-6557/6931. Pres.: Ivan Freeman; Gen. Mgr.: Craig Freeman; Sales Mgr.: Dawn Gillberg.
- **TOLEDO (Area Code 419)**  
Pioneer Inds., PO Box 4653, Old West End Sta. Zip: 43620. Tel: 691-2065. Pres.: Lowell P. Amos.

**PENNSYLVANIA**

- **PHILADELPHIA (Area Code 215)**  
Community Press, 6049 Woodland Ave. Zip: 19142. Tel: SA 9-4655. Pres.: Carmine Terracciano.  
Jack Howard Promos., 2733 Kensington Ave. Zip: 19134. Tel: RE 9-7501. Pres. & Gen. Mgr.: Jack Howard.
- **PITTSBURGH (Area Code 412)**  
G & C Rec. Mfg. Co., 2724 Penn Ave. Zip: 15222. Tel: 281-9898. Pres.: Glenn E. Campbell; Gen. Mgr.: Lillian Campbell; Sales Mgr.: Richard L. Pastor.
- **SCRANTON (Area Code 717)**  
Keystone Printed Specialties Co., 321 Pear St. Zip: 18505. Tel: 346-1761. Pres.: P. G. Fischer; Sales: M. C. Fischer. (SEE ADVERTISEMENT)
- **SHARON (Area Code 412)**  
Marjon Recs., 159 Easton Rd. Zip: 16146. Tel: 347-4726. Pres.: John T. Krizancic. Gen. Mgr.: Martha Krizancic.

**RHODE ISLAND**

- **WARWICK (Area Code 401)**  
Graphics '69, 225 Merrymount Dr. Zip: 02888. Tel: 463-8472. Pres.: Paul Moverman; Exec.

VP: David Winstead; Gen. Mgr.: Kurt Gardner; Sales Mgr.: Alan Felman.

**TENNESSEE**

- **JOHNSON CITY (Area Code 615)**  
Champ Rec'g Co., 1807 Indian Ridge Rd. Zip: 37601. Tel: 928-2281/2558. Pres.: Jim Stanton; Gen. Mgr.: Paul McClain; Sales Mgr.: Henry E. Noe.
- **MEMPHIS (Area Code 901)**  
Plastic Prods. Co., 1746 Chelsea Ave. Zip: 38108. Tel: 526-3502. Owner: R. E. Williams; Gen. Mgr.: Ed Roberson. (SEE ADVERTISEMENT)  
Style Wooten Ents., PO Box 11522, 3373 Park Ave. Zip: 38111. Tel: 324-6786. Pres. & Gen. Mgr.: Style Wooten; Sales Mgr.: Leanne Mack.
- **NASHVILLE (Area Code 615)**  
Southern Graphic Inds. Inc., 321 Wilhagen Rd. Zip: 37217. Tel: 254-1022. VP & Gen. Mgr.: Herb Shucher; Sales Mgr.: Charles Potter Jr.  
Southern Plastics Inc., 453 Chestnut St. Zip: 37203. Tel: 244-1293. Pres.: Ed Turnley (SEE ADVERTISEMENT)  
Starday-King Recs., PO Box 8188. Zip: 37207. Tel: 228-2575. Pres.: Hal G. Neely; Gen. Mgr.: Jim Wilson.

**TEXAS**

- **ARLINGTON (Area Code 817)**  
Sword & Shield Recs., Box 211. Zip: 76010. Tel: 274-6762. Owner: Calvin Wills.
- **HOUSTON (Area Code 713)**  
M & M Rec. Prod'n Co., PO Box 36529, 5828 Parkersburg. Zip: 77036. Tel: 782-0129. Owner: Olan C. Monds Jr.
- **SAN ANTONIO (Area Code 512)**  
Tanner 'N' Texas Inc., 1422 W. Poplar St. Zip: 78207. Tel: PE 2-8072. Pres. & Gen. Mgr.: R. E. Tanner.

**VERMONT**

- **SPRINGFIELD (Area Code 802)**  
Gregorie Nelson Ficara Ents., 40 Clinton St. Zip: 05156. Tel: 885-3820. Pres. & Gen. Mgr.: Greg Ficara; Sales Mgr.: Gemma Montanni.

**WISCONSIN**

- **MILWAUKEE (Area Code 414)**  
Neu Printing Serv., 836 N. 28 St. Zip: 53208. Tel: 344-0274. Owner: Robert J. Neu.  
T C I-Gugler Litho. (div. of Tempo Communications Inc.), 1339 N. Mliwaukee St. Zip: 53202. Tel: 276-6969. Mgr.: Michael H. Page.
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American Prod'ns, 1654 N. Ivar, Hollywood 90028. Tel: 461-3661. Gen. Mgr.: Frederick S. Vale.  
Jon Badaux Prod'ns, PO Box 2166, Hollywood 90028. Tel: 467-0355. Pres.: Jon Badaux; Promo. Mgr.: Marylou Dolan.  
Art Benson Promos., PO Box 1563, Hollywood 90028. Tel: 462-8806.  
Mike Borchetta Promo., 1610 N. Argyle Ave., Hollywood 90028. Tel: 466-7363. Pres.: Mike Borchetta.  
Brother Recs. Inc., 1654 N. Ivar, Hollywood 90028. Tel: 461-3661. Pres.: Brian Wilson; Gen. Mgr.: Nick Prillo; Sales Mgr.: Frederick S. Vale.

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Disc Jockey Inc., PO Box 2235, Van Nuys 91404. Tel: 784-9550. Pres.: W. H. Daly.

Fields Unlimited, 22424 De Grasse Dr., Woodland Hills 91364. Tel: 883-6183. Owner: Barney Fields.

Tim Gayle & Assocs., 6376 Yucca St., Hollywood 90028. Tel: 463-2151. Pres.: Tim Gayle.

Hogfat Rec. Prod'ns, 7783 Sunset Blvd., Hollywood 90046. Tel: 874-1534. Pres.: Michael Deasy; VP & Gen. Mgr.: Dean O. Torrence; Sales Mgr.: Larry Knechtal.

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Linden Dist., 929 Larrabee St., Suite 12. Zip: 90069. Pres. & Gen. Mgr.: L. Blaschke; Sales Mgr.: Joe Corazzi.

Litrov/Levinson Creative Communications, 9171 Wilshire Blvd., Suite 540, Beverly Hills 90210. Tel: 274-7855. Owners: Robert S. Levinson, Alex Litrov.

Branch: New York, N.Y.

Herbert Lutz, 1626 N. Vine St., Hollywood 90028. Tel: 469-1993. Pres.: Herbert Lutz.

Mike Merrick Co. Inc., 9000 Sunset Blvd. Zip: 90069. Tel: CR 8-1211.

Home office: New York, N.Y.

Northridge Publ'rs, Box 248, Northridge 91324. Tel: 349-4394. Pres.: Richard Friedl.

Mark Raymer Promos., PO Box 411, San Fernando 91341. Tel: 346-3333. Pres.: Mark Raymer; Gen. Mgr.: Sherree Scott; Sales Mgr.: Glen Scott.

Tony Richland Rec. Promo., 1680 N. Vine St., Suite 1205, Hollywood 90028. Tel: HO 7-2151. Pres.: Tony Richland.

Rogers, Cowan & Brenner Inc., 250 N. Canon Dr., Beverly Hills 90210. Tel: CR 5-4581. Bd. Chm.: Warren Cowan.

Branch: New York, N.Y.

Lenny Salamone, 24320 Calvert St., Woodland Hills 91364. Tel: 466-4106.

Tom Sawyer Promos., 1680 N. Vine St., Suite 318, Hollywood 90028. Tel: 463-4195. Owner: Kenneth M. Sawyer.

7 Arts Advertising, 6430 Sunset Blvd., Suite 1223, Hollywood 90028. Tel: 469-1095. Gen. & Sales Mgr.: Don Rico.

Edward Shaw & Assocs., 9887 Santa Monica Blvd., Beverly Hills 90212. Tel: 274-8307. Pres.: Edward S. Shaw; VP: Charles E. Pike; Sales Mgr.: Sandra Davis.

Soltys Assocs., 5481 Santa Monica Blvd. Zip: 90029. Tel: 465-5605. Pres.: Gene Soltys; Gen. Mgr.: Jean Soltys; Sales Mgr.: Charlene McCauley.

Star City Dist. Inc., 449 N. Fairfax. Zip: 90036. Tel: 653-6341. Gen. Mgr.: Wayne Robert; Sales Mgr.: Chuck Wallack.

Fred Stuart Assocs., 9126 Sunset Blvd. Zip: 90069. Tel: 274-0674. Pres.: Fredric R. Stuart; Gen. Mgr.: Nancy Sanderson.

Branch: New York, N.Y.

Studio City Advertising, 2559 W. Pico Blvd. Zip: 90006. Tel: 388-3251. Pres.: Sandy Beck.

Superscope Inc., 8150 Vineland, Sun Valley 91352. Tel: 767-9750. Pres.: Joseph Tushinsky; Gen. Mgr.: Len Feldman; Sales Mgr.: Paul Markoff.

Szarko Org., California Federal Bldg., Suite 220, 10680 W. Pico Blvd. Zip: 90064. Tel: 839-4343. Pres.: John C. Szarko.

Nick Thery Rec. Promo., 1901 Peyton Ave., Burbank 91504. Tel: 849-5235/3600, 464-5161. Contact: Nick Thery.

H. V. Waddell Co., 231 W. Olive, Burbank 91502. Tel: 849-6501. Pres.: H. V. Waddell.

Norman Winter & Assocs., 8255 Sunset Blvd., Hollywood 90046. Tel: 654-1473. Owner: Norman Winter.

Irwin Zucker, 6565 Sunset Blvd., Hollywood 90028. Tel: HO 1-3471.

#### • SACRAMENTO (Area Code 916)

Schiro Artists Agency, 4301 Moddison. Zip: 95819. Tel: 452-3888. Owner & Mgr.: B. E. Schiro.

Frederick Vail Prod'ns, PO Box 4864, 4104 Winding Creek Rd. Zip: 95825. Tel: 489-3355. Owner: Frederick S. Vail; Promo. Dir.: Michael Davidson; Talent Dir.: David Forest.

#### • SAN DIEGO (Area Code 714)

Family Prod'ns & Promos., PO Box 15177. Zip: 92115.

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

Doug Amis Prod'ns, c/o KUSF Radio, Golden Gate Ave. Zip: 94117. Tel: 387-3803. Pres.: Doug Amis.

Bobby Chinn Assocs., c/o Ricksha Bistro, 453 Grant Ave. Zip: 94108. Tel: 391-1277. Pres.: Bob Chinn.

College Mktg. Corp., 680 Fargo Ave., Apt. 1, San Leandro 94579. Tel: 483-6093. Gen. Mgr.: Robert Ivory.

Home office: New York, N.Y.

Cathy Furniss & Assocs., 680 Beach St., No. 301. Zip: 94109. Tel: 885-2807. Pres.: Cathy Furniss; Gen. Mgr.: Ruth Maas; Sales Mgr.: Michel Lipman.

Jesse Mason Ents., 219 Orange St., Oakland 94610. Tel: 451-5331. Chm. & Pres.: Jesse W. Mason.

Matrix Newsletter, 7 Joost Ave. Zip: 94131. Tel: 585-9194. Pres.: Gary L. Jackson.

Professional Programming/West, 145 Naglee Ave. Zip: 94112. Tel: 585-2315. Pres.: Robert R. Harris; Gen. Mgr.: Dick Stambaugh; Sales Mgr.: Gary Schaffer.

Sounds Unlimited, 73 Ocean Ave. Zip: 94112. Tel: 586-3837. Owner: Richard M. Robinson.

Sylvia White, 2383 Union St., No. 4. Zip: 94123. Tel: 567-6935. Pres.: Sylvia White.

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#### • DENVER (Area Code 303)

Stoned Promos, Inc., 1236 S. Pennsylvania. Zip: 80210. Tel: 777-0978. Dir.: Morris Miller.

#### • WHEAT RIDGE (Area Code 303)

Tarot Prod'ns, 9100 W. 35 Ave. Zip: 80033. Tel: 237-6444. Pres.: Ronald Vallery; Gen. Mgr.: Brad Miller; Sales Mgr.: Mark Zarlengo.

#### • WILD HORSE (Area Code 303)

Tri-Son Promos. & Tri-Son News, PO Box 177. Zip: 80862. Pres.: Loudilla, Loretta & Kay Johnson.

### CONNECTICUT

#### • HAMDEN (Area Code 203)

Kaleidoscope Music, 1500 Dixwell Ave. Zip: 06514. Tel: 777-0282. Pres. & Gen. Mgr.: David L. Speer; Sales Mgr.: Harold W. Black.

#### • HARTFORD (Area Code 203)

Maratta Prod'ns, 992 Wethersfield Ave. Zip: 06114. Tel: 249-3037. Pres.: Frank Maratta.

#### • WESTPORT (Area Code 203)

Leo Miller Assocs., Sherwood Bldg. Zip: 06880. Tel: 227-7241. Pres.: Leo Miller.

### DISTRICT OF COLUMBIA

#### • WASHINGTON (Area Code 202)

College Mktg. Corp., 1346 Connecticut Ave. NW, Suite 606. Zip: 20036. Tel: 296-8491. Gen. Mgr.: Richard Hamilton.

Home office: New York, N.Y.

M S A, 143 Kennedy St. NW. Zip: 20011. Tel: 723-4215. Pres.: Saul Menick.

The Robert C. Newhall Org., PO Box 3521. Zip: 20007. Tel: 546-3939. Gen. Mgr.: Robert C. Newhall.

Unicorn Int'l, 232 Woodward Bldg. Zip: 20005. Tel: 783-2553. Owner: Elliot Ryan.

### FLORIDA

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Hyperbolic Recs. Inc., 548 NE 42 St. Zip: 33308. Tel: 563-5598, 731-5734. Pres.: John Archer; Gen. Mgr.: Mike Rodgers; Sales Mgr.: Ed. Bell.

#### • MIAMI METROPOLITAN AREA (Area Code 305)

Active Music, 3170 SW Eighth St., C315. Zip: 33135. Pres.: Jack A. Curry; Gen. Mgr.: Esther G. Curry.

Adrian Assocs. Inc., 6660 Biscayne Blvd. Zip: 33138. Tel: 757-1626. Pres.: Michael Adrian; Gen. Mgr.: Gene Sayet; Sales Mgr.: Curt Witt. (SEE ADVERTISEMENT)

The Music Factory Inc., 567 NW 27 St. Zip: 33127. Tel: 635-9411. Pres.: Robert Archibald; Gen. Mgr.: Florian Raymond; Sales Mgr.: Hy Peshkin.

Playmates Ents., 8301 SW 13 Terr. Zip: 33144. Tel: 226-8493, 666-7694. Pres.: Allen Gadot; VP & PR Mgr.: Linda Stephens.

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Professional Programming/East, 9701 SW 77 Terr. Zip: 33143. Tel: 271-0839. Pres. & Gen. Mgr.: Robert R. Harris; Sales Mgr.: Gary Schaffer.  
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- **ST. PETERSBURG (Area Code 813)**  
 Ped-Dyn Prod'ns, 6567 54 Ave. N. Zip: 33709. Tel: 544-1465. Gen. Mgr.: Paul E. Deutekon.
- **SARASOTA (Area Code 813)**  
 Cindrich Prod'ns, 805 Idlewild Way, Siesta Key 33581. Tel: 924-1501. Pres.: Richard Unger.
- **TAMPA (Area Code 813)**  
 Daylon Rushing Ent's. Inc., PO Box 17258. Zip: 33612. Tel: 971-6472. Pres.: Daylon W. Rushing; VP: Robert S. Borders.
- **WEST HOLLYWOOD (Area Code 305)**  
 Wynn's Aerial Advertising, 6621 SW 12 St. Zip: 33023. Tel: 981-6474. Owner: Oscar Winchel.

**GEORGIA**

- **ALBANY (Area Code 912)**  
 Jesse Boone Prod'ns, 632 Holloway. Zip: 31701. Tel: 439-8575. Pres.: Jesse Boone; Gen. Mgr.: Bruce Jones.
- **ATLANTA (Area Code 404)**  
 Advertising Unlimited, 410 Glen Iris Dr. NE. Zip: 30308. Tel: JA 3-3515. Gen. Mgr.: R. C. Hillsman.
- **FAIRMOUNT (Area Code 404)**  
 Cherokee Album Corp., PO Box 392. Zip: 30139. Tel: 337-2510. Pres.: John Carter.
- **MACON (Area Code 912)**  
 Aura Publicity & Public Relations, 535 Cotton Ave., PO Box 5127. Zip: 31208.

**ILLINOIS**

- **CHICAGO METROPOLITAN AREA (Area Code 312)**  
 Advertising Unlimited, PO Box 8135. Zip: 60680. Tel: 643-2979. Pres.: R. C. Hillsman; Gen. Mgr.: Howard Pittman.  
 Branch: Atlanta, Ga.

- Bedno-Wright Assocs., 166 E. Superior St. Zip: 60611. Tel: 664-6054. Pres.: Howard Bedno.
- Breidun Assocs., PO Box 744, Skokie 60076. Tel: 676-3722. Pres.: William F. Dunny; Gen. Mgr.: Mrs. J. N. Breckenridge; Sales Mgr.: Mrs. Grace Vanderdorpe.
- College Mktg. Corp., 8 S. Michigan Ave., Suite 420. Zip: 60603. Tel: 726-2074. Gen. Mgr.: Walter Smith.  
**Home office:** New York, N.Y.
- Eva Dolin Public Relations, 520 N. Michigan Ave. Zip: 60611. Tel: 222-1441. Pres.: Eva Dolin.
- Exposure Inc., 221 N. LaSalle. Zip: 60601. Tel: 368-0032. Dir.: J. S. Shoup.
- Paul Gallis, 325 Hollyhock Ln., Prospect Heights 60070. Tel: 827-6414. Pres.: Paul Gallis.
- Darnell Glover & Assocs., 3616 S. Indiana Ave. Zip: 60653. Tel: VI 2-8418. Pres.: Darnell Glover; VP: Lonnie Hampton.
- Marvin L. Hoerner Ent's., PO Box 99, Amboy 61310. Tel: 857-2389. Pres.: Marve Hoerner.
- William Sandy Johnson & Assocs., 8140 S. Morgan. Zip: 60620. Tel: 846-0276. Pres.: William Sandy Johnson; Gen. Mgr.: Dennis Johnson; Sales Mgr.: Tyrone Johnson.
- Kiderian Recs. Prod'ns Corp., 4926 W. Gunnison St. Zip: 60630. Tel: 545-0861. Pres.: Ray Peck; Gen. Mgr.: Ginger Wadipian; Sales Mgr.: George Peck.
- Marsteller Inc., E. Wacker Dr. Zip: 60601. Tel: 329-1100. VP & Gen. Mgr.: H. B. Cole.
- Metamorphosis Prod'ns, 2701 Birchwood, Wilmette 60091. Tel: 251-9348. Owner: Cary S. Baker.
- H. R. Schwab Assocs., 1525 E. 53. Zip: 60615. Tel: 324-7300. Owner: Hank R. Schwab.

**INDIANA**

- **FORT WAYNE (Area Code 219)**  
 Mid South Promo. Co., 1301 W. Main. Zip: 46808. Contact: Shirley Jones.
- Tri State Dist's. & Serv. Co., 3434 Broadway. Zip: 46807. Tel: 744-5607. Pres.: Cliff Ayers Ostermeyer; Gen. Mgr.: Jerry Bair; Sales Mgr.: Sue Schroeder.
- **GARY (Area Code 219)**  
 Ron Wheeler Ent's., PO Box 1900. Zip: 46409. Tel: 887-7009. Pres.: Ronald E. Wheeler.
- **INDIANAPOLIS (Area Code 317)**  
 Technical Art & Design, 3614 E. Southern Ave. Zip: 46203. Tel: 786-5111. Pres.: J. A. Fleetwood; Gen. Mgr.: C. William Fleetwood.
- **SOUTH BEND (Area Code 219)**  
 Nikki Prod'ns (formerly Zoss Prod'ns), 1255 E. Madi-

son. Zip: 46617. Tel: 232-2804. Pres.: Nikki Tompsett; Gen. Mgr.: Michael Chamberlin; Prod'n Mgr.: Thomas Zoss.

**KANSAS**

- **EMPORIA (Area Code 316)**  
 Webb Rec. Co., 1234 Luther St. Zip: 66801. Tel: 342-7405. Pres. & Gen. Mgr.: J. Thomas Webb.

**KENTUCKY**

- **LUDLOW (Area Code 606)**  
 Variety Publicity Assocs., PO Box 202. Zip: 41016. Mng. Dir.: Jerry Duane Allan.
- **MIDDLESBORO (Area Code 606)**  
 Mid South Promo. Co., PO Box 57. Zip: 40965. Tel: 443-5636. Pres.: Kathy Thacker; Gen. Mgr.: Betty Jones; Sales Mgr.: Shirley Jones.

**LOUISIANA**

- **BATON ROUGE (Area Code 504)**  
 Ebb-Tide Promo. Agency, PO Box 2544. Zip: 70821. Tel: 664-3739. Pres.: Ebb. K. Harrison Sr.
- **NEW ORLEANS (Area Code 314)**  
 Ken Keene & Assocs. Inc., PO Box 6329. Zip: 70114. Pres.: Ken Keene.

**MAINE**

- **BATH (Area Code 207)**  
 Critique Recs. Corp., 15 Center St. Zip: 04530. Tel: 443-3437. Pres.: Carl Strube; Gen. Mgr.: Gene Rittall; Sales Mgr.: William Roderick.

**MASSACHUSETTS**

- **BOSTON METROPOLITAN AREA (Area Code 617)**  
 College Mktg. Corp., 217 Winter St., Apt. 2G, East Weymouth 02188. Tel: 337-9896. Gen. Mgr.: Eugene Walker.  
**Home office:** New York, N.Y.
- Creative Leisure Inc., 34-A Brattle, Harvard Sq., Cambridge 02138. Tel: 547-1970. Pres.: Dal A. LaMagna; Entertainment Div. Dir.: Glen S. Howard.
- Music Promos. Inc., 30 Massachusetts Ave. Zip: 02115. Tel: 262-3546. Pres.: Daniel Lipman; Gen. & Sales Mgr.: Rachel Travers.

*continued on page 212*

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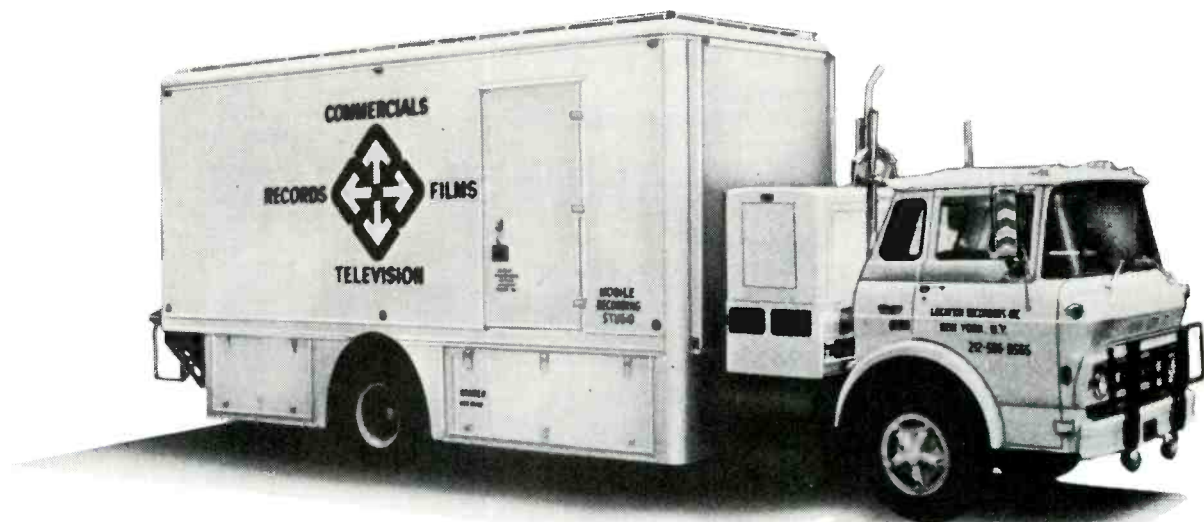


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• **BROCKTON (Area Code 617)**  
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• **WORCESTER (Area Code 617)**  
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Brian Connelly Advertising Inc., 316 N. Main. Zip: 48104. Tel: 761-4444. Pres.: Brian R. Connelly.

• **DETROIT METROPOLITAN AREA (Area Code 313)**  
College Mktg. Corp., 1617 Leland House, 400 Bagley St. Zip: 48226. Tel: 962-2300, Ext. 513. Gen. Mgr.: Robert Driscoll.  
Home office: New York, N.Y.

Sherwood A. Jackman & Assocs., 7746 Harper Ave. Zip: 48213. Pres.: Sherwood A. Jackman.  
Branches: Baldwin Park, Los Angeles, Calif.  
Long Knight Promos. & Prod'ns, see MTF Ent.  
M T F Ent's., 22147 Kinyon, Taylor 48180. Tel: 291-7240. Owner: Michael T. Finnin.  
Al Valente Assocs., 14130 Fenkell. Zip: 48227. Tel: 399-9488. Pres.: Al Valente.

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• **MINNEAPOLIS-ST. PAUL AREA (Area Code 612)**  
M M I Advertising Mktg. Inc., 1415 N. Lilac Dr., Minneapolis 55422. Tel: 544-2606. Pres.: David Hersk; Gen. Mgr.: David Berkus; Sales Mgr.: William G. Morris.

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• **GREENVILLE (Area Code 601)**  
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• **ST. LOUIS (Area Code 314)**  
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C M C Artists Mgmt. Inc., 1201 Research Blvd. Zip: 63132. Tel: 997-0016. Pres.: Byrle A. Northrup; VP: D. L. Allen.  
Concept (div. of Johnny Rabbitt Ent's.), 4264 Flora Pl. Zip: 63110. Tel: 772-7352. Pres.: Ron Elz.  
Chick Finney Assocs., 4239 Lee Ave. Zip: 63115. Tel: JE 1-1323, EV 9-1712. Pres. & Gen. Mgr.: Chick Finney.

### NEW JERSEY

• **BRANCHVILLE (Area Code 201)**  
Ronnie James, "The Country Boy," RD 1, Box 6. Zip: 07826. Tel: 948-4096.  
R-J Ent's., RD 1, Box 6. Zip: 07826. Tel: 948-4096. Pres.: Ronnie James.

• **CALIFON (Area Code 201)**  
Sid Kleiner Music Ent's., Box 282, Rt. 513. Zip: 07830. Tel: 832-2930. Gen. Mgr.: Sid Kleiner.

• **NEWARK (Area Code 201)**  
Art-Phyl Creations, 508 Frelinghuysen Ave. Zip: 07114. Tel: 248-5100. Pres.: Art Hochman.  
Hit Program Serv., 1175 Broad St. Zip: 07114. Tel: 243-0222. Pres.: D. M. Steinberg; Gen. Mgr.: Arthur De Bose Jr.; Sales Mgr.: William Thomas.  
Sterling Title Strip Co. Inc., 1175 Broad St. Zip: 07114. Tel: 243-0222. Pres.: D. M. Steinberg; Gen. Mgr.: Arthur De Bose Jr.; Sales Mgr.: William Thomas.

• **PARAMUS (Area Code 201)**  
Sidney Ascher Assocs., 7 Crabtree Ln. Zip: 07652. Tel: 265-4895. Pres.: Sidney Ascher.

• **PRINCETON (Area Code 609)**  
Tape Phonics Int'l Inc., 1101 State Rd. Zip: 08540. Tel: 921-3600. Pres. & Gen. Mgr.: Ronald H. Roth; Sales Mgr.: Richard D. Friedman. (SEE ADVERTISEMENT)

• **ROSELLE (Area Code 201)**  
All Disc. Recs. Inc., 625 W. First Ave. Zip: 07203. Tel: CH 5-7415; NYC Tel: (212) CO 7-1523. Gen. Mgr.: Arthur Conrad.

• **WEST ORANGE (Area Code 201)**  
Tri-Co Prod'ns, 25 Cleveland. Zip: 07052. Tel: 731-1954. Pres.: Ron Farber; Gen. Mgr.: Dave Harrison.

• **WILDWOOD CREST (Area Code 609)**  
Gargoyle Int'l, 7511 Atlantic Ave. Zip: 08260. Dir.: Neil Kempfer-Stockler.

• **BELEN (Area Code 505)**  
Little Richie Johnson Inc., 610 Dalies Ave. Zip: 87002. Tel: 864-7442. Pres. & Gen. Mgr.: Little Richie Johnson. (SEE ADVERTISEMENT)

### NEW YORK

• **BINGHAMTON (Area Code 607)**  
Creative Artists, 6 Van Ness Rd. Zip: 13905. Tel: 797-3909. Pres. & Gen. Mgr.: Johnathan K. Solak; Sales Mgr.: Charles M. Solak.

• **BUFFALO (Area Code 716)**  
Entertainment Ent's., PO Box 57, Hiler Branch. Zip: 14223; 4197 Sheridan Dr. Zip: 14221. Tel: 633-2866. Pres.: Edwin A. Hewson; Gen. Mgr.: Victoria V. Hewson.

• **GLEN COVE, L.I. (Area Code 516)**  
Magnate Assocs. (div. of Memnon Ltd.), PO Box 84. Zip: 11542. Tel: 676-6753. Pres.: Chris Purzycki; Gen. Mgr.: Cazimir V. Swier.

• **GREAT NECK, L.I. (Area Code 516)**  
R D 3 Ventures, 20 Welwyn Pl. Zip: 11021. Tel: 482-4683/3518. Owner: Richard Dostal.

• **HARTSDALE (Area Code 914)**  
Ken Luttmann Ent's., 104 Pinewood Gardens. Zip: 10530. Tel: 428-6849. Pres.: Ken Luttmann.

• **LITTLE FALLS (Area Code 315)**  
Marlo Rec. Co., 43 Church St. Zip: 13365. Tel: 823-1388. Pres.: Marlo Ketchum; Gen. Mgr.: Floyd Ketchum.

• **NEW YORK METROPOLITAN AREA (Area Code 212)**

A. D. Adams Advertising Inc., 145 E. 52 St. Zip: 10022. Tel: PL 5-0845. Pres.: A. D. Adams.  
Artist Development Int'l, 148-45 89 Ave., Jamaica 11432. Tel: 657-5411. Pres.: Cathy Jackson.  
Affiliated firm: Mal-Jac Talent Attractions.

Avenger Prod'ns, 202 Conover St., Brooklyn 11231. Tel: 522-0525. Exec. Dir.: Joey Napoleone; Assocs.: Jimmy Tragas, Ralph De Palma.  
Buddy Basch, 25 W. 45 St. Zip: 10036. Tel: 586-3338. Pres.: Buddy Basch.  
Bennett Public Relations, 136 E. 56 St. Zip: 10022. Tel: PL 1-0660. Owner: Bernie Bennett.  
Ivan Black, 900 W. 190 St. Zip: 10040. Tel: LO 8-2724. Owner: Ivan Black.

Bouighzie Public Relations, 245 E. 35 St. Zip: 10016. Tel: 686-3788. Contact: Janet Duboff.  
Tim Boxer, 155 W. 46 St. Zip: 10036. Tel: PL 7-3995. Pres.: Tim Boxer.

Mal Braveman Assoc., 15 E. 48 St. Zip: 10017. Tel: EL 5-7752. Pres.: Mal Braveman.  
Paul Brown, 507 Fifth Ave. Zip: 10017. Tel: MU 7-3072. Owner: Paul Brown.

The College Mailing Co., 1650 Broadway. Zip: 11364. Tel: 247-2159. Pres.: Morton Wax.  
College Mktg. Corp., 119 E. 38 St. Zip: 10017. Tel: 679-4010. Pres.: T. A. Twomey.

Branches: Los Angeles, San Francisco, Calif.; Washington, D.C.; Chicago, Ill.; Boston, Mass.; Detroit, Mich.; Philadelphia, Pa.

Cracker Jack Group, see Mary Jane Public Relations.  
Marvin Drager Inc., 420 Madison Ave. Zip: 10017. Tel: 688-1078. Pres.: Marvin Drager.

888 Advertising Inc., 56 E. 53 St. Zip: 10022. Tel: PL 3-2250. Pres.: Craig Braun; VP & Gen. Mgr.: Anthony Grabis; Sales Mgr.: J. Tessler.  
Emko Talent Assocs. Corp., 475 Fifth Ave. Zip: 10017. Tel: 683-3421. Pres.: Edward Kaplan; Gen. Mgr.: Flo Listow.

Exotic Recs. Inc., Box 36, Oakland Gardens, Flushing 11364. Tel: GA 8-3439. Exec. Mgr.: Larry Wayne.

Maurice Feldman, 745 Fifth Ave., Suite 1404. Zip: 10022. Tel: 758-2910.  
Tex Fenster Ent's. & Assocs., 170-30 130 Ave., Jamaica 11434. Tel: 723-8776. Pres.: Tex Fenster.

Affiliated firm: Myna-Zuris Promos.  
Jack Fine Promos., 101 W. 55 St. Zip: 10019. Tel: 586-1669. Pres.: Jack Fine.

Richard B. Gersh Assocs. Inc., 200 W. 57 St. Zip: 10019. Tel: 757-1101. Pres.: Dick Gersh. (SEE ADVERTISEMENT)

Glenn Prod'ns & Promos., 157 W. 57 St. Zip: 10019. Tel: CO 5-6585. Nat'l Dir.: Ben Arrigo.  
Ethel Gould Ent's., 23 W. 73 St. Zip: 10023. Tel: TR 3-5668. Pres.: Ethel Gould.

Ren Grevatt Assocs. Ltd., 200 W. 57 St. Zip: 10019. Tel: 582-0252. Pres.: Ren Grevatt.  
Gurflman-Brown Assocs. Inc., 850 Seventh Ave. Zip: 10019. Tel: CI 5-4771. Pres.: Bernard P. Gurflman.

House of Wax, 1650 Broadway. Zip: 10019. Tel: 247-2159. Pres.: Morton Wax. (SEE ADVERTISEMENT)

Bernie Ison Inc., 65 W. 55 St. Zip: 10019. Tel: CI 5-7950. Pres.: Bernie Ison; VP: Len Rosen.  
Leo Litho. Co., 156 Fifth Ave. Zip: 10010. Tel: 228-6200. Owner: Leo Ellner.

Litrov/Levinson Creative Communications, 330 W. 45 St. Zip: 10036. Tel: 541-7880. Partners: Robert S. Levinson, Alex Litrov; East Coast Opns. Dir.: Al Ross.  
Branch: Los Angeles, Calif.

Victoria Lucas Assocs., 1414 Ave. of the Americas. Zip: 10019. Tel: 421-2586. Pres.: Victoria Lucas.

Jim Mahoney & Assocs., 510 Madison Ave. Zip: 10022. Tel: PL 1-2060. Pres.: Jim Mahoney; VP: Larry Eisenberg.

Mal-Jac Talent Attractions, see Artist Development Int'l.

Mary Jane Public Relations Inc., 33 E. 74 St. Zip: 10021. Tel: 249-6347. Pres.: Mary Jane Geiger; Exec. VP: Michael Hyland.

Allan McMillan & Assocs., 1697 Broadway, Rm. 1208. Zip: 10019. Tel: 582-2807. Pres.: Allan W. McMillan; Sales Mgr.: Agnes Jackson.

Mike Merrick Co. Inc., 1414 Ave. of the Americas. Zip: 10019. Tel: PL 2-4111. Branch: Los Angeles, Calif.

Miracle Public Relations, see Tex Fenster.

Music Makers Promo. Network, Shelton Towers, 49 St. & Lexington Ave. Zip: 10017. Tel: PL 3-4951. Pres.: Joey Sasso.

Myna-Zuris Promos., see Tex Fenster.

Helen Neushaefer (div. of Supronics), 114-01 14 Ave., College Point 11356. Tel: 359-8100. Pres.: Herman Johnson; VP Sales: Robert Koller.

Okun Sez Promos., 157 W. 47 St. Zip: 10036. Tel: CI 5-6090. Pres.: Henry Okun.

P E P, 663 Fifth Ave. Zip: 10019. Tel: PL 7-6454. Pres.: Howard Lerner.

Rogers, Cowan & Brenner Inc., 598 Madison Ave. Zip: 10022. Tel: PL 9-6272. Pres.: Mrs. Teme Brenner. Home office: Los Angeles, Calif.

Dorothy Ross Assocs., 300 W. 55 St. Zip: 10019. Tel: 247-5560. Owner: Dorothy Ross.

Ken Schaffer, 21 W. 58 St. Zip: 10019. Tel: 752-6440. Pres.: Ken Schaffer.

The Billy Smith Org., 130 W. 80 St. Zip: 10024. Tel: 877-4849. Pres.: Billy Smith; Gen. Mgr.: Judith Offen.

Solters & Sabinson Inc., 62 W. 45 St. Zip: 10036. Tel: TN 7-8500. Pres.: Lee Solters.

Bill Spitalsky, 345 W. 58 St. Zip: 10019. Tel: 246-4280. Pres.: Bill Spitalsky.

Fred Stuart Assocs., 45 E. 66 St. Zip: 10021. Tel: 988-4619. Pres.: Fredric R. Stuart; Gen. Mgr.: Nancy Sanderson. Branch: Los Angeles, Calif.

United Int'l, 520 Fifth Ave. Zip: 10036. Tel: MU 2-5844. Pres.: Louis Ferriol.

Video Assocs. (TV Promo.), 515 Madison Ave. Zip: 10022. Tel: 355-4450. Pres.: Seymour Sietz.

Harriet Wasser, 250 W. 57 St., Suite 1527. Zip: 10019. Tel: 582-1960. Mgr.: Harriet Wasser.

Howard Weissman, 139 E. 53 St. Zip: 10022. Tel: 688-7262. Pres.: Howard Weissman.

Writers Bureau, 140-17 84 Dr., Kew Gardens 11415. Tel: 291-9514. (SEE ADVERTISEMENT)

● **ROSLYN HEIGHTS, L.I. (Area Code 516)**  
Ron Terry & Assocs., 32 The Serpentine. Zip: 11577. Tel: 621-2754; NYC Tel: (212) 895-5519. Mgr.: Joe Tinari.

● **TONAWANDA (Area Code 716)**  
Raw Job Prod'ns & Promos., 311 Everett Pl. Zip: 14150. Tel: 833-2227. Prod'n Pres.: R. W. Boardman; Promo. Pres.: A. J. Jakiel.

● **WOODSTOCK (Area Code 914)**  
H. Goldberg Ents.—Herbicide Prod'ns, PO Box 669. Zip: 12498. Tel: 679-8668. Pres.: Harris Goldberg; Gen. Mgr.: J. Wagner. Branch: Providence, R.I.

## NORTH CAROLINA

● **AHOSKIE (Area Code 919)**  
Don Upchurch Prod'ns, 412 Carolina Ave. Zip: 27910. Tel: 332-3284/3101. Pres.: Don Upchurch; Mgr.: Steve Montgomery. Branches: Asheville, Statesville, N.C.; Petersburg, Va.

● **ASHEVILLE (Area Code 704)**  
Don Upchurch Prod'ns, Rt. 4, Box 349, Candler 28715. Zip: 667-3534. Mgr.: Maryanne Maston. Branches: Ahoskie, Statesville, N.C.; Petersburg, Va.

● **STATESVILLE (Area Code 704)**  
Don Upchurch Prod'ns, 519-D Valley St. Zip: 28677. Tel: 672-2455. Mgr.: Don Upchurch. Branches: Ahoskie, Asheville, N.C.; Petersburg, Va.

● **WILMINGTON (Area Code 919)**  
Music Makers Network of America Prod'ns, PO Box 3022, 306 S. 16. Zip: 28401. Tel: 762-9804; 763-8116/1007. Pres.: Samuel M. Kahn; Gen. Mgr.: P. J. Cordell; Sales Mgr.: R. McKeithen.

● **WASHINGTON (Area Code 919)**  
Four Par Prod'ns, PO Box 1217. Zip: 27889. Tel: 946-6946. Pres.: Bragg Dawson Jr.

## OHIO

● **AKRON (Area Code 216)**  
Solid Soul, 1209 McKinley. Zip: 44306. Tel: 724-5457. Contact: Leroy McCants. Home office: Cleveland, Ohio.  
United Promotional Prod'ns, PO Box 6015. Zip: 44312. Pres. & Gen. Mgr.: William R. Cruise.

● **CANTON (Area Code 216)**  
G & W Prods. Supply Co., E. Tuscarawas St. Zip: 44707. Tel: 452-0400. Pres.: Donald Mastin; Gen. Mgr.: Alex Mastin; Sales Mgr.: Acie Mastin.

● **CINCINNATI (Area Code 513)**  
Counterpart Music, 3744 Applegate Ave. Zip: 45211. Tel: 661-8810. Pres.: Howard Lovdal.  
Main Line Cleveland, 265 Jupiter Dr. Zip: 45238. Tel: 921-8722. Mgr.: Julie Godsey.  
Starday-King Recs. Inc., 1540 Brewster Ave. Zip: 45207. Tel: 751-6222. Pres.: Hal Neely; Gen. Mgr.: Johnnie Miller; Sales Mgr.: Jim Wilson.

● **COLUMBUS (Area Code 614)**  
Larry McKenzie Rec'g Studio, 948 Studer Ave. Zip: 43206. Tel: 252-7116. Owner: Larry McKenzie.

● **CLEVELAND (Area Code 216)**  
Solid Soul, 3282 E. 119 St. Zip: 44120. Tel: 752-1904. Exec. VP: Anthony Luke. Branch: Akron, Ohio.  
Perry Stevens, 2208 Edgerton Rd., University Heights. Zip: 44118. Tel: 321-0641. Pres.: Perry Stevens.

● **DAYTON (Area Code 513)**  
Dynaphonics Inc., 2975 Far Hill Ave. Zip: 45419. Tel: 294-0347. Pres.: Cecil Sansbury; Gen. & Sales Mgr.: Frank Lunn.

## OKLAHOMA

● **OKLAHOMA CITY (Area Code 405)**  
Bobby Boyd Promos. & Booking, 2609 NW 36 St. Zip: 73112. Tel: 942-0462. Pres. & Gen. Mgr.: Bobby Boyd.

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● **EUGENE (Area Code 503)**  
Media/West Ents., PO Box 2391. Zip: 97402. Tel: 343-9464. Pres.: Bob Burke.

## PENNSYLVANIA

● **PHILADELPHIA (Area Code 215)**  
College Mktg. Corp., 602 E. Wadsworth St. Zip: 19119. Tel: CH 7-4195. Gen. Mgr.: Maurice Boyle.  
Home office: New York, N.Y.  
Ed Cotlar, 2030 Brandywine. Zip: 19130. Tel: 564-3081. Owner & Gen. Mgr.: Ed Cotlar.  
Jack Howard Promos., 2733 Kensington Ave. Zip: 19134. Tel: RE 9-7501. Pres. & Gen. Mgr.: Jack Howard.

continued on page 214

**sun** /'sʌn/ *n*[ME *sunne*, fr. OE; akin to L *sol*—more at SOLAR] 1a: the luminous celestial body around which the earth and other planets revolve; b: a celestial body like the sun. 2: the heat or light radiated from the sun. 3: GLORY, SPLENDOR—  
in the sun: in the public eye.

**west** /'west/ *adj* [ME, fr. OE; akin to L *vesper* and prob. GK *hesperos*] 1: situated at or toward the west 2: coming from the west.

**re-cord-ing** /ri-'kord-in/ *n*: something on which sound or visual images have been captured in a manner which allows reproduction.

**stu-dio** /'st(y)üd-e-o/ *n*[IT, lit., study, fr. L *studium*]: a working place or room in which an artist or craftsman carries out his creative urges while in the relative confines of his own solitude.

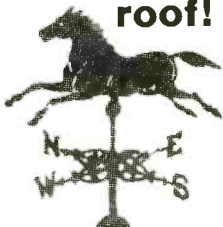
**sun-west re-cord-ing stu-dios inc.** *n*[E fr. *Sunset* and *Western* in Hollywood]: celestial sound coming from the west: on custom-built JBL monitors; systems from the monophonic to sixteen track at 15 or 30 ips.

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Benjamin Johnson Jr. Recs., 5025 Pentridge St. Zip: 19143. Tel: 474-6613. Pres.: Benjamin Johnson Jr.  
Al Kelly, 7203 Marshall Rd., Upper Darby 19082. Tel: FL 2-2793.  
Lebby Promos., 3301 Powelton Ave. Zip: 19104. Tel: BA 2-3951. Mgr.: Robert Love.  
Branch: West Columbia, S.C.  
Linco Promo. Corp., 3301 Powelton Ave. Zip: 19104. Tel: BA 2-3951. Mgr.: Robert Love.  
Branch: West Columbia, S.C.  
Marvin's Discount Recs., 2867 N. 22 St. Zip: 19132. Tel: 226-1911. Pres.: Marvin Bunton; Gen. Mgr.: Foster Bunton; Sales Mgr.: Eugene Dukes.

• **PITTSBURGH (Area Code 412)**  
G & C Rec. Mfg. Co., 2724 Penn Ave. Zip: 15222. Tel: 281-9898. Pres.: Glenn E. Campbell; Gen. Mgr.: Lillian Campbell; Sales Mgr.: Richard L. Pastor.

• **READING (Area Code 215)**  
Louis J. Fruchter & Assocs., 810 Franklin St. Zip: 19602. Tel: 373-1179. Pres.: Louis J. Fruchter.

• **SCRANTON (Area Code 717)**  
Ladd Music Co., see White Rock Recs. Inc.  
White Rock Recs. Inc., 401 Wintermantle Ave. Zip: 18505. Tel: 343-6718. Pres. & Gen. Mgr.: Phil Ladd; Sales Mgr.: Joyce Shandra.

### RHODE ISLAND

• **PROVIDENCE (Area Code 401)**  
H. Goldberg Ents.—Herbacide Ents., 96 Eaton St. Zip: 02908. Tel: 421-3520. Pres.: Harris Goldberg; Gen. Mgr.: J. Wagner.  
Branch: Woodstock, N.Y.

### SOUTH CAROLINA

• **WEST COLUMBIA (Area Code 803)**  
Lebby Promos., 1517 W. Double Branch Rd. Zip: 29169. Tel: 794-8488. Mgr.: James Steward.  
Branch: Philadelphia, Pa.  
Linco Promo. Corp., 1517 W. Double Branch Rd. Zip: 29169. Pres.: James B. Steward; VP: Deborah A. Stevens; Mgr.: Robert Love.  
Branch: Philadelphia, Pa.

### TENNESSEE

• **JOHNSON CITY (Area Code 615)**  
Champ Rec'g Co., 1807 Indian Ridge Rd. Zip: 37601. Tel: 928-2281/2558. Pres.: Jim Stanton; Gen. Mgr.: Paul McClain; Sales Mgr.: Henry E. Noe.

• **KNOXVILLE (Area Code 615)**  
Handy Rec'g Studio, 4213 Chapman Hwy. Zip: 37920. Tel: 577-0995. Owner: Ed Clanton.

• **MEMPHIS (Area Code 901)**  
The Brasher-Riley Group, 3711 Jackson Ave. Zip: 38108. Tel: 388-4200. Pres.: Tim P. Riley; Gen. Mgr.: Jim Brasher; Sales Mgr.: Don Riley.  
Mid South Promos., PO Box 11522, E. Memphis Sta. Zip: 38111. Tel: 324-6786. Pres. & Gen. Mgr.: Style Wooten; Sales Mgr.: Thomas Grissom.  
Style Wooten Ents., PO Box 11522, 3373 Park Ave. Zip: 38111. Tel: 324-6786. Pres. & Gen. Mgr.: Style Wooten; Sales Mgr.: Leanne Mack.

• **NASHVILLE (Area Code 615)**  
Brite-Star Promos., 728 16 Ave. S. Zip: 37203. Tel: 244-4064. Pres.: Abe Silverstein; Gen. Mgr.: Wally Carter; Sales Mgr.: Tex Clark.  
Bonnie Bucy & Assocs. Inc., 806 17 Ave. S. Zip: 37203. Tel: 244-1526. Pres.: Bonnie Bucy.  
"Little" Jimmy Dempsey Prod'ns, 93 Nance Ln., C-19. Zip: 37210. Tel: 255-8135. Pres. & Gen. Mgr.: Jimmy Dempsey.  
National Rec. & Promo., 728 16 Ave. S. Zip: 37203. Tel: 244-2147. Pres.: Jack Greene.  
The Organization of Robert L. Holladay Inc., 719B 17 Ave. S. Zip: 37203. Tel: 244-1750. Pres.: Robert L. Holladay; Gen. Mgr.: George Cooper III.  
Penthouse Publicity, 1808 West End Bldg., Penthouse. Zip: 37203. Tel: 244-2254. Pres.: Vern C. McCorkle; Gen. Mgr.: Edwin Walker; Sales Mgr.: Eric Foster.  
Promotion Etc., PO Box 5422. Zip: 37206. Tel: 226-0042. Pres.: King Zbornik.  
Barbara Starling Public Relations, 806 16 Ave. S. Zip: 37203. Tel: 256-8738. Pres.: Barbara Starling.

• **TALBOTT (Area Code 615)**  
Vibrant Recs., Rt. 2. Zip: 37877. Pres. & Gen. Mgr.: Hal R. McGaha.

### TEXAS

• **BIG SPRING (Area Code 915)**  
Nomad Ents., PO Box 2086. Zip: 79720. Tel: 263-3014. Pres.: Larry N. Phillips; Gen. Mgr.: Mrs. Sharon Teague; Sales Mgr.: Miss Bonnie Brown.

• **DALLAS (Area Code 214)**  
Sam Coplin Advertising, 610 Stemmons Tower West. Zip: 75207. Tel: 638-1889. Pres.: Sam Coplin.  
Jay Sharp Promos./Prod'ns, 3436 Goldendale. Zip: 75234. Tel: 241-5683. Pres.: Jay Sharp.

Charles Wright Agency, 124 N. Peak St. Zip: 75226. Tel: 827-5023. Gen. Mgr.: Charles Wright.

• **EL PASO (Area Code 915)**  
D J Star Rec'g Serv. Inc., 100-102 Texas Ave. Zip: 79946. Tel: 533-7508. Pres.: Joseph Gillman; Gen. Mgr.: Dora P. Gillman; Sales Mgr.: Rose Ganem.

• **NASH (Area Code 214)**  
Cross Country Prod'ns, PO Box 86, 125 N. Pecan St. Zip: 75569. Tel: 838-8657. Pres. & Gen. Mgr.: Doug Davis.

• **SAN ANTONIO (Area Code 512)**  
Epstein Ents., 800 Navarro St. Zip: 78228. Tel: 223-1818. Pres.: Abraham Epstein; Sales Mgr.: Robert Mowery.

### VERMONT

• **SPRINGFIELD (Area Code 802)**  
Gregorie Nelson Ficara Ents., 40 Clinton St. Zip: 05156. Tel: 885-3820. Pres. & Gen. Mgr.: Greg Ficara; Sales Mgr.: Gemma Montanni.

### VIRGINIA

• **CHARLOTTESVILLE (Area Code 703)**  
Bee-Gee Prod'ns, 117 Commonwealth Circle. Zip: 22901. Tel: 973-3422. Pres.: Bob Grant; Gen. Mgr.: Robert Hanger; Sales Mgr.: Ruth A. Hanger.

• **PETERSBURG (Area Code 703)**  
Don Upchurch Prod'ns, 836 Cameron St. Zip: 23803. Tel: 733-6762. Mgr.: James E. Smith.  
Branches: Ahoskie, Asheville, Statesville, N.C.

• **LURAY (Area Code 703)**  
Earl Rothgeb Talent Agency, 1 Amis Ave. Zip: 22835. Tel: 743-5394. Pres.: Earl Rothgeb; Gen. Mgr.: John Major.

• **NORFOLK (Area Code 703)**  
Warren M. Miller & Assocs., 200 W. 22 St. Zip: 23517. Tel: 622-2998.

### WISCONSIN

• **MILWAUKEE (Area Code 414)**  
ADventure Prod'ns (div. of Blue Hour Prod'ns Inc.), 347 E. Lincoln Ave. Zip: 53207. Tel: 482-3340. Contacts: Susan Marie Lindner, Richard Paul Thomas.

## RECORDING STUDIOS

*Only those studios available for custom recording are listed. The date in parentheses following the studio name is the year in which the studio was founded.*

## ALABAMA

• **BIRMINGHAM (Area Code 205)**  
Boutwell Rec'g Studios Inc. (1961), 1929 Cahaba Rd. Zip: 35223. Tel: 871-3315. Pres., Studio Mgr. & Chief Eng.: C. Ed Boutwell.  
New London Rec'g Center (1969), 1817 Oxmoor Rd. Zip: 35209. Tel: 871-4221. Studio Mgr.: Randy Richards; Chief Eng.: Rick Matos.  
United Rec'g & Prod'ns (1968), 5012 First Ave. N. Zip: 35212. Tel: 595-0757, 879-5710. Pres.: Robert L. Grove Jr.; Studio Mgr.: L.F. Bryan; Chief Eng.: Bob Grove.

• **MOBILE (Area Code 205)**  
Channel "1" Prod'ns (1965), 1061 Elmira St. Zip: 36604. Tel: 432-4845. Owner & Chief Eng.: Lee A. Pistole Jr.; Studio Mgr.: Saxton Kari.  
Jimmie Rodgers Rec'g Studio (1958), 1316-18 Dauphin Island Pkwy. Zip: 36605. Tel: 473-6000, 479-6981. Owner & Chief Eng.: Jimmie O. Rodgers.

• **MONTGOMERY (Area Code 205)**  
Cardona Rec'g Studio (1966), 3658 S. Perry St. Zip: 36105. Tel: 265-9961. Owner: Milton E. Vaughn; Studio Mgr. & Chief Eng.: J. Von Taylor.

• **MUSCLE SHOALS (Area Code 205)**  
Fame Rec. Studios Inc. (1960), 603 E. Avalon Ave. Zip: 35660. Tel: 381-0801. Owner: Rick Hall; Studio Mgr.: Frank Daily.  
Muscle Shoals Sound Studio Inc. (1969), 3614 Jackson Hwy. Zip: 35660. Tel: 381-2060/2330. Owners: Roger Hawkins, Jimmy R. Johnson; Studio Mgr.: Jimmy R. Johnson; Chief Eng.: Marlin R. Greene; Eng.: Larry Hamby, Paul Kelley.

*continued on page 217*

continued

## CALIFORNIA

Quinvy Music Corp. (1965), 1307 Broadway. Zip: 35660. Tel: 381-1830. Owner: Quinon R. Ivy; Studio Mgr: David Johnson; Chief Eng: Paul Kelley; Engs: Howard Evans, Quin Ivy;

### • SMITH (Area Code 205)

Studio 7 Rec'g Co. (1965), PO Box 57. Zip: 36877. Tel: 298-3471. Owner & Studio Mgr: Frank B. Gowan; Chief Eng.: Sir Francis Phair.

## ARIZONA

### • PHOENIX (Area Code 602)

Ambet Rec'g Co., 2750 W. Osborn Rd. Zip: 85017. Tel: 252-7134. Owners: Frank Woods, Roger Jones.

Audio Rec'rs of Arizona Inc. (1954), 3830 N. Seventh St. Zip: 85014. Tel: 277-4723. Owner & Studio Mgr: Floyd M. Ramsey; Chief Eng: David Oxman.

Phoenix Sound Rec'g Studio (1968), 3703 N. Seventh St. Zip: 85014. Tel: 277-1529, 939-6373. Owners: Ray Sanders, Billy Williams; Studio Mgr: Billy Williams.

### • TUCSON (Area Code 602)

Audio Dynamics Rec'g, 310 Lawyer's Title Bldg. Zip: 85719. Tel: 624-1252. Owners: Rod Shields, Leland E. Oliver.

Copper State Rec'g Co. Inc. (1962), 815 E. Broadway. Zip: 85719. Tel: 623-0318. Owner & Chief Eng: Forster S. Cayce.

## ARKANSAS

### • CONCORD (Area Code 501)

Rimrock (1960), Zip: 72523. Tel: 668-3403. Owner & Studio Mgr: Wayne Raney; Chief Eng: William L. James.

### • JONESBORO (Area Code 501)

Variety Rec'g Studio, 213 E. Monroe. Zip: 72401. Tel: 935-8820. Pres.: Joe Lee.

### • LITTLE ROCK (Area Code 501)

Jaggars Audio Prod'ns (1962), 1804 S. Johnson St. Zip: 72204. Tel: 663-4275. Owner & Studio Mgr: S.J. Jaggars; Chief Eng: Bill Hammett.

### • ARCADIA (Area Code 213)

Living Sound Rec'rs (1965), 146 W. Live Oak. Zip: 91006. Tel: 446-0363. Owners: Waltner, Hardesty, Blehm; Studio Mgr: Steve Waltner; Chief Eng.: Dennis Hardesty.

### • CHULA VISTA (Area Code 714)

Bonita Rec'g Studio (1968), 3346 Glen Abbey Blvd. Zip: 92010. Tel: 420-0244. Owner, Studio Mgr. & Chief Eng.: Dwight R. Squibb.

### • EL CAJON (Area Code 714)

Fanfare Rec'g Studios (1968), 120 E. Main St. Zip: 92020. Tel: 447-2555. Owner & Chief Eng.: Ronald L. Compton.

### • GARDEN GROVE (Area Code 714)

Telaudio Centre (1966), 9929 Chapman Ave. Zip: 92641. Tel: 530-5108. Owner: Oliver Berliner; Studio Mgr: John Olson; Chief Eng: C.S. Broner.

### • LOS ANGELES METROPOLITAN AREA (Area Code 213)

A & M Recs. (1962), 1416 N. La Brea Ave., Hollywood 90028. Tel: 461-9931. Owners: Herb Alpert, Jerry Moss; Studio Mgr & Chief Eng: Larry Levine.

A T D (American Tape Dupl'rs Inc.) (1962), 5727 W. Jefferson Blvd. Zip: 90016. Tel: 870-6832. Mgr & Chief Eng: Oliver Brown.

Able Turntable & Tape (1968), 6912 Hollywood Blvd., Hollywood 90028. Tel: 466-8338. Owners: Ted Gardner, Mike Dutton; Chief Eng: Ted Gardner.

Alto Fonic Programming Inc. (1956), 6362 Hollywood Blvd., Hollywood 90028. Tel: 466-9261. Gen. Mgr.: Lee Tate; Chief Eng.: Joe Otis.

American Rec'g Co., 8000 W. Sunset Blvd. Zip: 90045. Tel: 654-8674.

Amigo Rec'g Studios (div. of Snuff Garrett Prod'ns) (1966), 11114 Cumpston, North Hollywood 91601. Tel: 763-4396. Studio Mgr: W.T. Babb.

Annex Studios, 1032 N. Sycamore Ave., Hollywood 90038. Tel: 464-7441.

Artisan Sound Rec'rs (1963), 1710 N. La Brea Ave., Suite 102, Hollywood 90046. Tel: 876-1411/6721. Owner & Chief Eng.: Robert M. MacLeod Jr.

Artists Rec'g Studio (1963), 1648 N. Cherokee Ave., Hollywood 90028. Tel: 464-9854. Owner & Studio Mgr: Alex Furth; Chief Eng: Shelley Herman.

Ascot Rec'g Studio (1945), 5904 Sunset Blvd., Hollywood 90028. Tel: 464-8355. Owner: S. Frohman; Studio Mgr & Chief Eng: L. Frohman.

Bell Sound Studios, 916 N. Citrus Ave., Hollywood 90038. Tel: 461-3036.

Blue Soul Rec'g Studio (1970), 4427B Crenshaw Blvd. Zip: 90043. Tel: 299-1200. Owners: Jack Brown, Patric Carroll; Chief Eng.: William Greenough.

Ted Brinson's Rec'gs (1946), 1900 Fifth Ave. Zip: 90018. Tel: 737-9008. Owner, Studio Mgr. & Chief Eng.: Ted Brinson.

Brother Recs. Inc., 1654 N. Ivar, Hollywood 90028. Tel: 461-3661. Pres.: Brian Wilson; Gen. Mgr.: Nick Grillo; Sales Mgr.: Frederick S. Vail.

California Rec'rs (1967), 5203 Sunset Blvd., Hollywood 90028. Tel: 666-9043, 665-8020. Owner: Del Kacher; Studio Mgr & Chief Eng: David Holman.

Capitol Recs. Inc. (1942), 1750 N. Vine St., Hollywood 90028. Tel: 462-6252. Studio Mgr: Peter Dent; Chief Eng: Gordon Cordell.

Ray Charles' Ents., 2107 W. Washington Blvd. Zip: 90018. Tel: 732-0171.

Coast Recs., 6114 Santa Monica Blvd., Hollywood 90038. Tel: 462-6058.

Columbia Rec'g Studio (div. of CBS), 6121 Sunset Blvd. Zip: 90028. Tel: 466-2481. Studio Mgr: David Diller; Chief Eng: William Brittan.

Commercial Sound, 7615 W. Sunset Blvd., Hollywood 90046. Tel: 876-0942.

Concert Rec'g, 3318 Platt Ave., Lynwood 90262. Tel: 639-1341. Pres.: William G. Johnson; Gen. Mgr.: Mrs. Peggy Thiese.

Contemporary Recs., 8481 Melrose Pl. Zip: 90069. Tel: 653-1560.

Conway Rec'rs Inc., 5648 Cahuenga Blvd., North Hollywood 91601. Tel: 762-8507. Pres. & Chief Eng.: Carl J. Yanchar; VP Studio Dir.: Phil A. Yeend.

Criterion Music Corp., 6124 Selma Ave., Hollywood 90028. Tel: 469-2296.

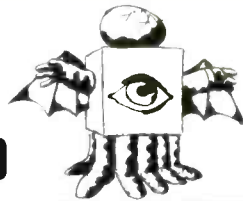
Crystal-Sound Rec'g (1969), 1014 N. Vine St., Hollywood 90038. Tel: 466-6453. Owner: Andrew Berliner.

Custom Fidelity Inc. (1957), 7925 Santa Monica Blvd., Hollywood 90046. Tel: 654-4522. Pres.: David Berkus; Studio Mgr & Chief Eng: Michael Levey.

continued on page 218

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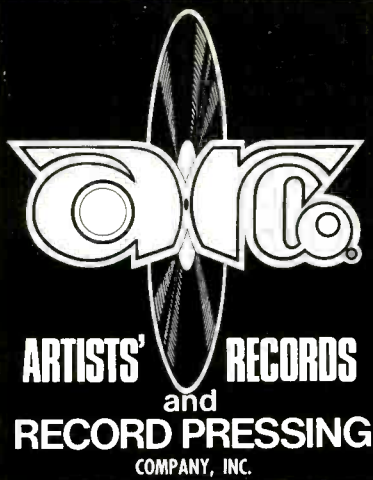
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Custom Rec. Mfg. Co., 5810 S. Normandie Ave. Zip: 90044. Tel: 750-3310. Pres.: Joe Bihari; Gen. Mgr.: Don McMillan; Sales Mgr.: Morrie Alexander. (SEE ADVERTISEMENT)

D C T Rec'rs (1966), 6414 Sunset Blvd., Hollywood 90028. Tel: 461-2841. Owner: Henry L. Waring; Studio Mgr.: Michael Le Doux; Chief Eng.: George Graves.

Dimension Rec'rs (1969), 5505 Melrose Ave., Hollywood 90038. Tel: 464-1195. Owner: Steve Douglas; Studio Mgr: Greg Venable; Chief Eng: Juddy Philips.

E M C Corp. (Radio Rec'rs Div.) (1939), 7000 Santa Monica Blvd., Hollywood 90038. Tel: 463-3282. Studio Mgr.: J. Greenfield; Chief Eng.: H. Harker.

El Dorado Rec'g Studio, 1717 N. Vine St., Hollywood 90028. Tel: 467-6151.

Electro-Vox Rec'g Studios (1931), 5546 Melrose Ave., Hollywood 90038. Tel: 465-2189. Owner, Studio Mgr. & Chief Eng.: Alan M. Gottschalk.

Elektra Recs., 962 N. La Cienega. Zip: 90069. Tel: 655-8280.

Fidelity Rec'g Studio (1952), 6315 Yucca, Hollywood 90028. Tel: 464-6277. Owner: Robert M. Fellows; Studio Mgr: Rick Nuttall; Chief Eng: Rich Barcellona.

Film City Studios (1947) 6087 Sunset Blvd., Hollywood 90028. Tel: 462-9539. Owner & Mgr.: John S. MacQuarrie; Chief Eng.: Gary Krause.

Gaynote Rec'g (1966), 4809 W. Adams Blvd. Zip: 90016. Tel: 731-2949/9057. Owners: Al Nichols, Luster Boatwright; Studio Mgr.: Al Nichols.

Glen Glenn Sound Co. (1937), 6624 Romaine St., Hollywood 90038. Tel: 469-7221. Pres.: Robert G. Goodwin; VP & Chief Eng.: Joseph D. Kelly.

Gold Star Rec'g Studios Inc. (1950), 6252 Santa Monica Blvd., Hollywood 90038. Tel: 469-1173. Owners: Dave Gold, Stan Ross; Studio Mgr: Stan Ross; Chief Eng: "Doc" Siegel.

Harmony Rec'rs (1958), 5611 Melrose Ave. Zip: 90038. Tel: 466-7238. Owner: Robert H. Ross; Studio Mgr: Howard Valentine; Chief Eng: Don Saunders.

Alex Hassilev's Studio (1967), 8610 W. Knoll Dr. Zip: 90069. Tel: 652-2092. Owner: Alex Hassilev; Studio Mgr.: Sandra Pollock; Chief Eng.: John Horton.

Wally Heider Rec'g (div. of Filmways Inc.) (1964), 6373 Selma Ave., Hollywood 90028. Tel: 466-5474. Studio Mgr.: Wally Heider; Chief Eng.: Frank Demedio.

Hogfat Rec. Prod'ns, 7783 Sunset Blvd., Hollywood 90046. Tel: 874-1534. Pres.: Michael Deasy; VP & Gen. Mgr.: Dean O. Torrence; Sales Mgr.: Larry Knechtal.

Hollywood Central Rec'rs, 1538 N. Cahuenga Blvd., Hollywood 90028. Tel: 463-2131.

Hollywood Picture Rec'rs (1960), 5318 Melrose Ave., Hollywood 90038. Tel: 461-4751, 463-7043. Owner & Studio Mgr.: Sam J. Kopetzky; Chief Eng.: Niel Porter.

Hollywood Sound Rec'rs, 6367 Selma Ave., Hollywood 90028. Tel: 465-6121. Owners: Jesse D. Hodges, Jack L. Lees; Studio Mgr.: Jack L. Lees; Chief Eng.: Thomas Perry.

Hollywood Spectrum Inc., 8612 W. Pico Blvd. Zip: 90035. Tel: 659-3940.

I D Sound Studios (1968), 1556 N. La Brea Ave., Hollywood 90028. Tel: 462-6477. Owner & Chief Eng.: Ivan Fisher; Studio Mgr.: Dawn Fisher.

Jatco (1967), 3729 Virginia Rd. Zip: 90016. Tel: RE 2-3166, AX 5-1101. Owner: James Toliver; Studio Mgr.: Alfred Toliver; Chief Eng.: Angelo Toliver.

Bruce Kirby Sound Eng'g (1969), 1606 Cahuenga Blvd., Hollywood 90028. Tel: HO 2-6000. Owner, Studio Mgr. & Chief Eng.: Bruce Kirby.

Larrabee Sound (1969), 8811 Santa Monica Blvd. Zip: 90069. Tel: 657-6758. Owner: Gerald Goffin; Studio Mgr. & Chief Eng.: Jerry Barnes.

Liberty/UA Rec'g Studio (1957) 8715 W. Third St. Zip: 90048. Tel: 272-4483. Studio Mgr.: Dino Lappas; Engs.: Dino Lappas, Bert Agudelo, David Brand, Mike Denecke, Ken Deane, Chris Hersch, Bruce Kennedy, Tyrone Hill.

Location Rec'g Serv. (1952), 2201 W. Burbank Blvd., Burbank 91506. Tel: 849-1321. Owners: Steven A. Guy, Allen J. Fraiberg; Studio Mgr: Kent R. Duncan; Chief Eng: Steven A. Guy. (SEE ADVERTISEMENT)

C. P. MacGregor Rec'g Studio (1929), 729 S. Western Ave. Zip: 90005. Tel: 384-4191. Owner: Mrs. C.P. MacGregor.

Magnasonic Rec'g Inc. (1967), 1680 N. Vine, Suite 317, Hollywood 90028. Tel: 469-1062. Studio Mgr. & Chief Eng.: M.R. Thibault.

The Mastering Lab., 6033 Hollywood Blvd., Hollywood 90028. Tel: 466-8589.

Master Rec'g, 8350 Wilshire Blvd., Beverly Hills 90048. Tel: 653-3040.

My Soul Is a Witness Inc., 6723 S. Western Ave. Zip: 90047. Tel: 778-4101. Pres.: Bishop George Scott.

Mystic Studios (div. of Mystic Prod'ns Inc.), 6277 Selma Ave., Hollywood 90028. Tel: 467-3504. Mgr.: Wally Moody.

Paramount Rec'g Studios (div. of Harmington Corp.) (1966), 6245 Santa Monica Blvd. Zip: 90038. Tel: HO 4-1818. Studio Mgr. & Chief Eng.: Brian Bruderlin.

Parasound Inc. (1967), 2825 Hyans St., Hollywood 90026. Tel: HO 2-3311. Studio Mgr & Chief Eng: Paul Beaver.

Poppi Rec'g Studios (div. of Vodun Ents. Inc.), 7317 Romaine St., Hollywood 90046. Tel: 874-0500. Chief Eng.: David Thuesen.

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R C A Recs. Rec'g Studio, 6363 Sunset Blvd., Hollywood 90028. Tel: HO 1-9171. Custom Sales Mgr.: Geoffrey Bennett; Studio Mgr.: C. Pruzansky; Chief Eng.: R. Isom.

Record Plant (div. of Television Communications Corp.) (1967), 8456 W. Third St. Zip: 90048. Tel: 653-0240. Studio Mgr.: Gary Kellgren; Chief Eng.: Bob Hughes; Engs.: Stan Agol, Gary Kellgren.

Rex Rec'g Studio, 3041 E. Gage Ave., Huntington Park 90255. Tel: 581-2774.

Rondo Rec'g Studio, 1208 W. 81 Pl. Zip: 90044. Tel: 759-8875.

Ronroy Custom Rec'rs, 10934 Magnolia Blvd., North Hollywood 91601. Tel: 762-3502.

Sage & Sand Rec'g Studio (1951), 6520 Selma Ave., Hollywood 90028. Tel: HO 9-1527. Owner: W. Fleener; Studio Mgr.: Jim Mooney; Chief Eng.: R. Barclay.

Sidewalk Prod'ns (div. of Transcontinental Entertainment Corp.) (1965), 7165 Sunset Blvd., Hollywood 90046. Tel: 466-5344. Studio Mgrs: Larry Ferguson, Howard Steele; Chief Eng: Howard Steele.

Sonic-Sound Ents., 5267 W. Pico Blvd. Zip: 90019. Tel: 931-9570. Pres.: Sidney R. Arouh; VP: Joseph P. Algazi. (SEE ADVERTISEMENT)

Sound City Inc. (1969), 15456 Cabrito Rd., Van Nuys 91406. Tel: 787-3722, 873-2842. Owners: F. Bonomici, J. Gottfried; Studio Mgr: Joe Gottfried; Chief Eng.: Joe Leahy.

Sound Factory Inc. (1968), 6357 Selma Ave. Zip: 90028. Tel: 461-3096. Owner, Studio Mgr & Chief Eng.: Dave Hassinger.

Sound Factory West, 8425 Melrose Ave. Zip: 90069. Tel: 651-2311.

Sound Rec'rs Studio (1966), 6226 Yucca, Hollywood 90028. Tel: 462-6585. Studio Mgr & Chief Eng: Armin Steiner.

Studio & Artists, 6087 W. Sunset Blvd., Hollywood 90028. Tel: 464-8241.

Sunset Sound Rec'rs (1961), 6650 Sunset Blvd., Hollywood 90028. Tel: 469-1186. Owner: T. Camarata; Studio Mgr & Chief Eng: William L. Robinson.

Sun West Rec'g Studio Inc., 5539 Sunset Blvd., Zip: 90028. Tel: 466-9611. Owners: Pat Boone, Jack Spina; Studio Mgr.: Roger Dolan; Chief Eng.: Donn Landee, Myles Weiner.

Superscope Rec'd Tape, 8150 Vineland, Sun Valley 91352. Tel: 767-9750. Pres.: Joseph S. Tushinsky; Gen. Mgr.: Len Feldman; Sales Mgr.: Richard Stover.

Super Sound Studios (sub. of Protone Recs. & Music) (1970), 6478 Santa Monica Blvd., Hollywood 90038. Tel: HO 2-9884. Owner: James Welton; Studio Mgr.: Jane Courtland; Chief Eng.: Robert Williams.

T T G Rec'g Studios, 1441 N. McCadden Pl., Hollywood 90028. Tel: 464-7391.

United Rec'g Corp. (1959), 6050 Sunset Blvd., Hollywood 90028. Tel: 469-3983. Pres.: M. T. Putnam; VP: A. M. Parris; VP & Studio Mgr.: Robert W. Doherty; Chief Eng.: J. Jerrold Ferree.

United Sound Rec'rs (1967), 1805 W. Magnolia, Burbank 91506. Tel: 845-7435. Owner, Studio Mgr. & Chief Eng.: Glen Glancy.

Valentine Rec'g Studios, 5330 Laurel Canyon Blvd., North Hollywood 91607. Tel: 769-1515. Pres.: Jim Valentine.

Vault Rec'g Studio (div. of Vault Rec'g Corp.) (1968), 2525 W. Ninth St. Zip: 90006. Tel: 386-1821. Studio Mgr: J. Lewerke.

Video/Sound Rec'rs, 6442 Santa Monica Blvd., Hollywood 90038. Tel: 464-3621.

Village Rec'r (1969), 1616 Butler Ave., West Los Angeles 90025. Tel: 478-8227. Owner: Geordie Hormel; Studio Mgr.: Dick Martinek; Chief Eng.: Tom Oliver.

Western Rec'rs Inc. (1961), 6000 Sunset Blvd., Hollywood 90028. Tel: 463-6811. Pres.: M.T. Putnam; VP: A.M. Parris; VP & Studio Mgr.: Robert W. Doherty; Chief Eng.: J. Jerrold Ferree.

Whitney Rec'g Studio Inc. (1954), 1516 W. Glenoaks Blvd., Glendale 91201. Tel: 245-6801. Owners & Studio Mgrs: Mr. & Mrs. Lorin J. Whitney; Chief Eng: Frank Kejmar.

● **LONG BEACH (Area Code 213)**

Garrison Rec'g Studio, 1120 Pine Ave. Zip: 90813. Tel: 437-5042.

● **ORANGE (Area Code 714)**

Band n' Vocal Mobile Rec'g Serv. (1966), 770 "G" N. Main. Zip: 92667. Tel: 532-4127. Owner, Studio Mgr. & Chief Eng.: R. E. Curnow.

● **PARAMOUNT (Area Code 213)**

Paramount-West Ents., 8010 Second St. Zip: 90723. Tel: 531-6000. Pres.: D.W. Galiffa.

● **SACRAMENTO (Area Code 916)**

Brandt's Rec'g Studios (1942), 1030 48 St. Zip: 95819. Tel: 451-3400. Owners: C. M. & E. A. Brandt; Studio Mgr. & Chief Eng.: Charles M. Brandt.

Bill Rase Rec'g Studio (1965), 2904 Franklin Blvd. Zip: 95818. Tel: 452-4266. Owner & Studio Mgr.: Bill Rase; Chief Eng.: Ruben Meeks.

● **SAN DIEGO (Area Code 714)**

Audio Rec'rs (1952), 3941 Fifth Ave. Zip: 92103. Tel: 295-3194. Owner: John A. Mullen

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

Action Rec'g Co., 2207 El Camino Real, San Mateo 94403. Tel: 341-1500. Studio Mgr. & Chief Eng.: Fred F. Cohn.

Axis (1969), 3290 Harrison St. Zip: 94110. Tel: 285-1465. Owner, Studio Mgr. & Chief Eng.: Richard Beggs.

Marvin Becker-Filmmaker (1952), 2111 California St. Zip: 94115. Tel: 567-2160. Owner: Marvin Becker.

Catero Sound Co. (div. of Fillmore Corp.) (1969), 1548 Market St. Zip: 94102. Tel: 626-0910. VP: Dave Rubinson. Studio Mgr.: Ann Rudder; Chief Eng.: Fred Catero.

Coast Rec'rs Inc. (div. of United Rec'g) (1962), 829 Folsom St. Zip: 94107. Tel: 397-7676. Studio Mgr.: Mel Ryan; Chief Eng.: Walter Payne.

Columbus Rec'g (1965), 916 Kearny. Zip: 94133. Tel: 397-1492. Owner: Frank Werber.

Fred Foxx Music Co. (1968), 15 Ontario, San Mateo 94401. Tel: 343-7222. Owner, Studio Mgr. & Chief Eng.: Frederick H. Nesbitt Jr.; Eng.: Bill Cutrell.

Gambit Ents. (1965), 690 Monterey Blvd. Zip: 94127. Tel: 587-3111. Owner: Bruce C. Grant.

Golden State Rec'rs Inc., 665 Harrison St. Zip: 94107. Tel: 781-6306. Pres.: Leo de Gar Kulk; Studio Mgr.: Herbert P. Haas.

Wally Heider Rec'g (div. of Filmways Inc.) (1969), 245 Hyde St. Zip: 94102. Tel: 771-5780. Chief Eng.: Mel Tanner.

McCune Sound Studios (1931), 915 Howard St. Zip: 94103. Tel: 433-0850. Owner: Harry D. McCune; Studio Mgr.: Don C. Geis; Chief Eng.: Rich Klein.

Mercury Sound Studios (1969), 1340 Mission St. Zip: 94103. Tel: 431-6844. A&R Dir.: Bob Serempa; Studio Mgr. & Chief Eng.: George Horn.

Newcomb Rec'g Studio (1945), 4834 Bissell Ave., Richmond 94805. Tel: 233-7487. Owner, Studio Mgr. & Chief Eng.: W.S. Newcomb.

P H R (Pacific High Rec'g Co.) (1968), 60 Brady St. Zip: 94103. Tel: 621-8454. Owner: Peter B. Weston; Studio Mgr.: Richard Olsen; Chief Eng.: Phil Sawyer.

Pacific Rec'g (1969), 1737 El Camino S., San Mateo 94402. Tel: 349-6396. Owner: Paul C. Curcio Jr.; Studio Mgr.: Robert Liotta; Chief Eng.: Steve Kimball.

Peninsula Sound Studio, PO Box 757, San Carlos 94070. Tel: 593-9554. Owners & Mgrs.: Bob & Larry Black.

Sierra Sound Labs. (1959), 1741 Alcatraz Ave., Berkeley 94703. Tel: 655-7636. Owner: Robert C. de Sousa; Studio Mgr.: Harry Sobol; Chief Eng.: Peter Seplow.

Sound Genesis (1968), 759 Harrison St. Zip: 94107. Tel: 391-8776. Owner: Bruce Hatch; Studio Mgr.: Julie Hatch; Chief Eng.: Dan Schultz.

Sound-Unlimited (1965), 1550 Market. Zip: 94102. Tel: 863-9936. Owner & Studio Mgr.: James Seagrave. Chief Eng.: Dabby St. James.

Studio 10 (1969), 10 Claude Ln. Zip: 94108. Tel: 986-9949. Owner & Studio Mgr.: Tom Preuss; Chief Eng.: Phil Edwards.

● **SAN JOSE (Area Code 408)**

Kruz Rec'g (1965), 617 Stendhal Ln. Zip: 95129. Tel: 257-2390. Owner & Studio Mgr.: Jess Meek; Chief Eng.: Bruce Nepple.

Tiki Sound Studio (1964), 792 E. Julian St. Zip: 95112. Tel: 286-9840. Owners: Gracie J. O'Neal, Harvey Tom; Studio Mgr. & Chief Eng.: Gracie J. O'Neal.

● **SANTA ANA (Area Code 714)**

United Audio Corp. (1967), 1519 S. Grand Ave. Zip: 92705. Tel: 542-4427, 836-4435. Owners: Henry Quinn, Jack Marshall; Chief Eng. & Studio Mgr.: Henry Quinn.

● **SANTA BARBARA (Area Code 805)**

Sound Stage One (1969), 334 N. Ontare Rd. Zip: 93105. Tel: 687-2931. Owner, Studio Mgr. & Chief Eng.: Bob Day.

● **SAUGUS (Area Code 805)**

Keyser-Century Corp., 26000 Springbrook Rd. Zip: 91350. Tel: 365-3991. Pres.: Richard B. Keyser; VP: A. P. McGuire; Mktg. Dir.: Guy E. Disch. (SEE ADVERTISEMENT) (SEE ADVERTISEMENT)

● **STOCKTON (Area Code 209)**

Quality Rec'g Serv. (1947), 1010 N. Wilson Way. Zip: 95205. Tel: 463-4155. Owner & Studio Mgr.: Arthur F. Nielsen; Chief Eng.: James Hausler.

● **THOUSAND OAKS (Area Code 805)**

Studio West, 3188 Thousand Oaks Blvd. Zip: 91360. Tel: 497-1774, 498-8105. Owners: Bill Doane, Frank Winter.

**COLORADO**

● **DENVER (Area Code 303)**

Fred Arthur Prod'ns (1969), 1218 E. 18 St. Zip: 80218. Tel: 255-4686. Owner & Studio Mgr.: Fred Arthur; Chief Eng.: Soren Bredsdorff.

Band Box Rec'g Studios Inc. (1954), 5136 W. 141 Ave. Zip: 80226. Tel: 455-4118. Owner & Studio Mgr.: Vicky Morosan.

Charles Bennett Prod'ns (1964), 4150 Fox St. Zip: 80216. Tel: 433-3334. Owner: C. Bennett; Studio Mgr.: J. Emerson.

Carousel Prod'ns Inc. (1969), 2501 Chase St. Zip: 80212. Tel: 238-1229. Owners: M. & Don Weyand, Buddy Greene; Studio Mgr. & Chief Eng.: Don Weyand.

Century Recs. (1959), 995 S. Clermont. Zip: 80222. Tel: 757-3377. Studio Mgr.: Jack H. Dunham; Chief Eng.: Dave Howard.

Infal Recs. Inc. (1967), 2144 Champa St. Zip: 80202. Tel: 892-7141. Studio Mgr.: Ruth I. Hernandez; Chief Eng.: Victor M. Hernandez.

Jackson Sound Prod'ns (1964), 1401-1403 S. Lipan. Zip: 80223. Tel: 722-7019. Owner: Joseph K. Jackson; Studio Mgr.: Mark Damerst; Chief Eng.: Gerald Villhauer.

Summit (1965), 1130 W. Evans. Zip: 80223. Tel: 936-7405. Owners: Preston Smith, Jay Salam; Studio Mgr. & Chief Eng.: Preston Smith.

Western Cine Serv. Inc. (1952), 312 S. Pearl St. Zip: 80209. Tel: 744-1017. Studio Mgr.: Harry Landon; Chief Eng.: Jim Grimshaw.

**CONNECTICUT**

● **BLOOMFIELD (Area Code 203)**

Master Recs. (1965), 244 Tunxis Ave. Zip: 06002. Tel: 242-8850. Owner: Melvyn Raiman.

● **HAMDEN (Area Code 203)**

Kaleidoscope/Studio One (1969), 1500 Dixwell Ave. Zip: 06514. Tel: 777-0282. Owners: James Michmerhuizen, David L. Speer; Studio Mgr. & Chief Eng.: James Michmerhuizen.

Sleeping Giant Films Inc. (div. of SGF Inc.) (1954), 3019 Dixwell Ave. Zip: 06518. Tel: 248-9323. Studio Mgr.: Gordon Johnson; Chief Eng.: Anthony Guarino Jr.

● **NEWINGTON (Area Code 203)**

Sound-Art Studios Inc. (1968), 135 Day St. Zip: 06111. Tel: 522-7253. Owner: Arthur L. Ancharico; Gen. Mgr. & Chief Eng.: Paul J. Gregory.

● **WALLINGFORD (Area Code 203)**

Syncon Sound Studios Inc. (div. of Perception Inc.) (1966), 10 George St. Zip: 06492. Tel: 269-4465. Studio Mgr.: Andrew B. Carlton; Chief Eng.: Bill Lobbs.

**DELAWARE**

● **WILMINGTON (Area Code 302)**

Ken-Del Studios (div. of Ken-Del Prod'ns Inc.) (1949), 111 Valley Rd., Richardson Park. Zip: 19804. Tel: 655-7488. Studio Mgr.: M. Leap.

**DISTRICT OF COLUMBIA**

● **WASHINGTON (Area Code 202)**

Lion Rec'g Servs. Inc. (1967), 1905 Fairview Ave. NE. Zip: 20002. Tel: 832-7885. Owner, Studio Mgr. & Chief Eng.: Harold H. Lion.

Tri Con Prod'ns Inc. (1964), 2741 34 St. NW. Zip: 20008. Tel: 333-7474. Owner & Chief Eng.: Jules M. Damian; Studio Mgr.: R. N. Rollison Jr.

Urban Rec'gs, 6125 29 St. NW. Zip: 20015. Tel: 363-2409. Pres.: R.N. Drevo.

*continued on page 220*

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**FLORIDA**

• **COCOA (Area Code 305)**  
 Ron Sound (1967), PO Box 3762. Zip: 32922. Tel: 632-2030. Owner, Studio Mgr., Chief Eng.: Ronald J. Schrader.

• **FORT LAUDERDALE (Area Code 305)**  
 Hyperbolic Recs. Inc., 548 NE 42 St. Zip: 33308. Tel: 563-5598, 731-5734. Pres.: John Archer; Gen. Mgr.: Mike Rodgers.  
 Shadow Rec'g Inc. (1968), 790 NE 45 St. Zip: 33308. Tel: 564-5008. Owners: David Chiodo Jr., David A. Hieronymus, Jerry Musgrove; Studio Mgr: David Chiodo Jr.; Chief Eng: David Hieronymus.  
 Fletcher Smith, 3141 SW 22 Ct. Zip: 33312. Tel: LU 1-7300. Owner & Studio Mgr.: Fletcher Smith.  
 Swanson Florida Prod'ns (1969), 229 SE First Ave. Zip: 33301. Tel: 524-3120/3922. Owner: Robert Swanson; Studio Mgr. & Chief Eng.: Anthony L. Saetta.

• **JACKSONVILLE (Area Code 904)**  
 Norm Vincent Assoc. Inc. (1962), 4551 Brown Ave. Zip: 32207. Tel: 396-2529. Owner: Norman F. Vincent; VP, Studio Mgr. & Chief Eng.: Jim Sutton.

• **MIAMI METROPOLITAN AREA (Area Code 305)**

Adrian Assocs. Inc. (1956), 6660 Biscayne Blvd. Zip: 33138. Tel: 757-1626. Owner: Michael Adrian; Studio Mgr. & Chief Eng.: Gene Sayet. (SEE ADVERTISEMENT)  
 America's Prod'ns Inc. (1961), 600 Biscayne Blvd. Zip: 33132. Tel: 373-3393. Studio Mgr.: M.J. Casanova; Chief Eng.: Gabriel Gonzalez.  
 Ben-Scott Rec'g (1964), 6123 SW 68 St., South Miami 33143. Tel: 665-0431. Pres.: Murry Woroner; Studio Mgr. & Chief Eng.: Frank Linale.  
 Cinemasound Inc. (1967), 1755 NE 149 St. Zip: 33161. Tel: 947-5611, 949-8611. Owners: Grant H. Gravitt, M. L. Emerman; Studio Mgr: Edith Murphy; Chief Eng.: Ed Rehm.  
 Criteria Rec'g Co. Inc. (1957), 1755 NE 149 St. Zip: 33161. Tel: 947-5611. Owner: M. L. Emerman; Studio Mgr: Edith L. Murphy; Chief Eng: Jack Davis.  
 The Music Factory Inc. (1969), 567 NW 27 St. Zip: 33127. Tel: 635-9411. Pres.: Robert Archibald.  
 Voice Inc. (1950), 5810 W. Flagler St. Zip: 33144. Tel: 661-3164.

• **ORANGE CITY (Area Code 904)**  
 National Guild Rec'g Studio (1955), Rt. 15A at Grayson St. Zip: 32763. Tel: 775-3601. Owner: Robert P. Quimby; Studio Mgr.: Peter Thayer.

• **ORLANDO (Area Code 305)**  
 Bee Jay Rec'g Studios (1967), Box T, Winter Park 32789; 2500 Silver Star Rd. Zip: 32804. Tel: 293-1781. Owner: Eric T. Schabacker; Studio Mgr.: James A. Katt; Chief Eng.: Bill Vermillion.

• **PENSACOLA (Area Code 904)**  
 F. T. C. Brewer Co., Town & Country Plaza. Zip: 32505. Tel: 433-7932. Pres. & Gen. Mgr.: Frederic T.C. Brewer.

• **ST. PETERSBURG (Area Code 813)**  
 Paul Hayes Prod'ns (div. of Tech-Coh Communications Corp.) (1959), 1734 Central Ave. Zip: 33705. Tel: 862-4527. Studio Mgr: Bob Andrews; Chief Eng: Lloyd Osburn.  
 Ron Stancil Prod'ns (1963), PO Box 11615. Zip: 33733. Tel: 345-2832. Owner: Ron Stancil; Chief Eng.: John Covington.

• **TAMPA (Area Code 813)**  
 All-Purpose Rec'g Studios (div. of Cabot Entertainment Cos.) (1965), 2223 S. Dale Mabry Hwy. Zip: 33609. Tel: 877-5704. Pres. & Studio Mgr.: Gilbert Cabot.  
 OmniVisual (formerly Charles Fuller Prod'ns) (div. of OmniMedia Inc.) (1957), 2726 S. MacDill Ave. Zip: 33609. Tel: 839-5471, 876-6435. Studio Mgr: Peter C. Kouris.  
 Daylon Rushing Ents. Inc., PO Box 17258. Zip: 33612. Tel: 971-6473. Pres.: Daylon N. Rushing; VP: Robert S. Borders.  
 Whisk Rec'g Studios Inc. (1965), PO Box 15656. Zip: 33614. Tel: 884-4953. Pres.: Robert G. Williams.  
 Yale Audio of Florida Corp. (1955), 2732 Florida Ave. Zip: 33602. Tel: 229-9468. Pres. & Chief Eng.: Yale Brevda.

**GEORGIA**

• **ATLANTA (Area Code 404)**  
 Doppler Ents. Inc. (div. of Doppler Corp.) (1967), 3720 Oakcliff Rd. NE. Zip: 30340. Tel: 451-4333. Studio Mgr: Beth Rowedder; Chief Eng: Tom Wells; Eng: Byron Warner.

Kin-Tel Prod'ns & Sound Studios (1964), 1200 Spring St. NW. Zip: 30309. Tel: 874-3668. Owner & Studio Mgr: Rod Kinder; Chief Eng: William Beatty.  
 LeFevre Sound Corp. (1960), 1314 Ellsworth Industrial Dr. NW. Zip: 30318. Tel: 355-8680. Owners: Pierce & Maurice LeFevre; Studio Mgr: Maurice LeFevre; Chief Eng: Rodney Mills.  
 Mark Educational Rec'gs Inc. (1963), 2543 Raintree Dr. NE. Zip: 30329. Tel: 636-0289. Owner, Studio Mgr. & Chief Eng.: W. D. Bailey Jr.  
 Master Sound Studios (1964), 1224 Fernwood Circle NE, Zip: 30319; 1227 Spring St. NW. Zip: 30309. Tel: 237-2312/9894, 876-1644. Owners: Robert Burton Richardson, William J. Lowery; Chief Eng.: Donald K. Wagner.  
 Lou Neita Rec. Co. Inc. (1967), 3759 Main St., College Park 30337. Tel: 766-3641. Studio Mgr & Chief Eng: Johnny Duncan.  
 Project 70 Sound Studios (1965), 2080 Peachtree Ind'l Ct., Chamblee 30341. Tel: 458-1139. Owners: Jerry L. Connell, R. B. Greene, John G. Harrill; Studio Mgr.: Jerry L. Connell; Chief Eng.: John G. Harrill.  
 Television Prod'ns Int'l Inc. (1969), 1374 West Peachtree St. NE. Zip: 30309. Tel: 892-8260. Pres.: Howard N. Johnson; Gen. Mgr.: Brook Cliff; Chief Eng.: J. Patrick Hubbard.

• **COLUMBUS (Area Code 404)**  
 Ben Parsons Prod'ns (1966), 1743 Warm Springs Rd. Zip: 31904. Tel: 324-1793. Owner, Studio Mgr. & Chief Eng.: Ben F. Parsons.

• **FAIRMOUNT (Area Code 404)**  
 Cherokee Sound Studio (1964), PO Box 292. Zip: 30139. Tel: 337-2510. Owner: John Carter.

• **MACON (Area Code 912)**  
 Capricorn Sound Studios (div. of No Exit Music Co.) (1968), 548 Broadway. Zip: 31201. Tel: 745-8511. Studio Mgr & Chief Eng: Jim Hawkins.

**HAWAII**

• **HONOLULU (Area Code 808)**  
 Commercial Rec'g Inc., 333 Cooke St. Zip: 96B13. Tel: 536-5439, 537-4841. Studio Mgr.: Ken Hiller.

**ILLINOIS**

• **CHICAGO METROPOLITAN AREA (Area Code 312)**

Agency Rec'g Studios Inc. (1953), 20 N. Wacker Dr. Zip: 60606. Tel: CE 6-3632. Owner & Studio Mgr: John Garamoni; Chief Eng: J. Stribal.  
 Alteen Rec'g Studios (1967), 8208 Stony Island. Zip: 60617. Tel: 721-7300. Studio Mgr. & Chief Eng.: August H. Jones.  
 Balkan Rec'g Studio (1940), 6917 W. Cermak Rd., Berwyn 60402. Tel: GU 4-6436. Owner, Studio Mgr & Chief Eng: Slavko A.V. Hlad.  
 Bel-Aire (1963), 1740 W. 47 St. Zip: 60609. Tel: 847-0658. Owner & Studio Mgr: Edward Blazonczyk; Chief Eng: Paul Stanczyk.  
 Boulevard Rec'g Studios Inc. (1952), 632 N. Dearborn St. Zip: 60610. Tel: 944-2752. Owners: Hal & Eleanor Kaitechuck; Studio Mgr & Chief Eng.: Hal Kaitechuck.  
 Century Recs. of Greater Chicago (1968), 1 S. 303 Ingersoll Ln., Villa Park 60181. Tel: 629-7482. Owner & Chief Eng.: Paul W. Rainey.  
 Columbia Rec'g Studios (div. of CBS), 630 N. McClurg Ct. Zip: 60611. Tel: 944-6000. Studio Mgr & Chief Eng: James M. Felix.  
 Crown Rec'g Studio (1969), 5642 S. Spaulding. Zip: 60629. Tel: 925-0246. Owners & Eng's.: Charles J. Ziska, T. Wlodarski; Studio Mgr.: Charles J. Ziska.  
 Custom Audio-JPL Rec. Co. (1966), 1088 Sixth Ave., Des Plaines 60016. Tel: 299-0220. Owner: Paul H. Luttgens; Studio Mgr: Thomas E. Larsen.  
 Eight Track Rec'g Co. (1968), 664 N. Michigan. Zip: 60611. Tel: 664-4335. Studio Mgr: James Cunningham.  
 Free Sound Rec'g Co. (1968), 7604 S. Cottage Grove. Zip: 60619. Tel: 488-7588. Owner: Harold E. Freeman; Studio Mgr.: Wendell Roberts; Chief Eng: Virgal Samner.  
 Reice Hamel Rec'g USA (1959), 5120 Hyde Park Blvd. Zip: 60615. Tel: 955-0734. Owner & Chief Eng: Reice Hamel.  
 International Rec'g Co. Inc. (1955), 1649 W. Evergreen. Zip: 60622. Tel: 227-2000. Studio Mgr.: Bill Beyer; Chief Eng.: Vern Ruvalds.  
 Laddie's Rec'g Ents. (1967), 1105 E. St. Charles Rd., Lombard 60148. Tel: 629-6990. Studio Mgr. & Chief Eng: Oren Olsson.  
 M B S Rec'g Studios (div. of Midwestern Broadcasting School) (1933), 228 S. Wabash Ave. Zip: 60604. Tel: 939-0866. Studio Mgr. & Chief Eng.: Fred Robbins.  
 Parliament Studio (1966), 4005-07 W. Washington Blvd. Zip: 60624. Tel: 638-6851. Owner, Studio Mgr & Chief Eng: E.S. Alexander.  
 Persuasion Systems (1965), 15 E. Pearson St. Zip: 60611. Tel: 642-9840. Pres.: Arnold Midlash; Studio Mgr.: Rudy Wright; Chief Eng.: Hank Puchhaber.

Program Servs. Inc. (1967), 215 W. Chicago Ave. Zip: 60610. Tel: 337-3430. Pres.: Normand Deletzkz; Studio Mgr. & Chief Eng.: Jerry Fields.  
 R C A Recs. Rec'g Studios, 1 N. Wacker Dr. Zip: 60606. Tel: 641-5880. Custom Sales Mgr.: William Reilly; Studio Mgr. & Chief Eng.: J. F. Wells.  
 Sheldon Rec'g Studios Inc., 211 E. Grand. Zip: 60611. Tel: 828-9262. Pres.: Jack S. Wiener.  
 Sonic Film Rec'g Inc. (1948), 1230 W. Washington Blvd. Zip: 60607. Tel: 243-2600. Owner: Jack H. Lieb; Studio Mgr.: Warren H. Lieb; Chief Eng: Donald J. Richter.  
 Sound Studios Inc. (1961), 230 N. Michigan Ave. Zip: 60601. Tel: 236-4814. Studio Mgr: Larry Glick; Chief Eng: Dan Tynus.  
 Stereo-Sonic Rec'g Corp. (1963), 528 N. Michigan Ave. Zip: 60611. Tel: 527-2546. Owner, Studio Mgr & Chief Eng: Edward S. Cody.  
 Streeterville Studios Inc. (div. of Shield Prod'ns) (1969), 161 E. Grand. Zip: 60611. Tel: 644-1666. Studio Mgr & Chief Eng: Preston Wake-land. (SEE ADVERTISEMENT)  
 Ter-Mar Rec'g Studios (div. of Chess Prod'g Co., div. of GRT) (1957), 2030 S. Calumet. Zip: 60616. Tel: 225-2770. Studio Mgr & Chief Eng: Ron Malo.  
 Tyler Rec'g Serv. (1965), 5 W. Hubbard St. Zip: 60610. Tel: 467-1456. Owner & Chief Eng.: William Tyler.  
 Universal Rec'g Corp. (1946), 46 E. Walton St. Zip: 60611. Tel: 642-6465. Pres.: A. B. Clapper; Studio Mgr.: John Brix; Chief Eng: Robert Henning.  
 Wright Rec'gs (1952), 6460 N. Claremont. Zip: 60645. Tel: SH 3-6160. Owner & Studio Mgr: Spencer Wright; Chief Eng.: Allen C. Wright.  
 Zenith Cinema Serv. (div. of Illinois Corp.) (1924), 3252 W. Foster Ave. Zip: 60625. Tel: 478-2103. Studio Mgr: Otto Hangartner Jr.; Chief Eng: Dick Girvin.

• **DANVILLE (Area Code 217)**  
 Midnite Sound Studios (1964), W. Ross Ln. Zip: 61832. Tel: 443-3321. Studio Mgr & Chief Eng.: Arlyn Miller.

• **DeKALB (Area Code 815)**  
 Congress of the Crow Rec'gs, 722 W. Lincoln Hwy. Zip: 60115. Tel: 758-2442. Pres.: Michael Jaref.

• **QUINCY (Area Code 217)**  
 Averbek-Warren Assocs. Inc. (1966), 815 Ohio St. Zip: 62301. Tel: 224-1966. Studio Mgr: Roman J. Averbek.

• **SPRINGFIELD (Area Code 217)**  
 Electronic Specialty Co. (1961), 135 N. Illinois. Zip: 62702. Tel: 787-0800. Owner, Studio Mgr & Chief Eng: E.R. Davison.  
 King's Rec'g Serv. (1947), 314 S. Illinois St. Zip: 62703. Tel: 787-0303. Owner: D.L. King.

• **URBANA (Area Code 217)**  
 Ro Fran Ents. (1965), 117 W. Washington. Zip: 61801. Tel: 367-9076. Owner, Studio Mgr & Chief Eng: R. Francisco.

**INDIANA**

• **BLOOMINGTON (Area Code 812)**  
 Gilfoy Rec'g Serv. (1966), 300 Gilbert. Zip: 47401. Tel: 339-1341. Owner, Studio Mgr & Chief Eng: Jack Gilfoy.

• **DAYTON (Area Code 317)**  
 Jones & Assocs. (1964), PO Box 142. Zip: 47941. Tel: 447-4616. Owner, Studio Mgr & Chief Eng: James D. Jones.

• **EVANSVILLE (Area Code 812)**  
 Gigantic Rec'g Studios (1961), 113 Garfield Ave. Zip: 47710. Tel: 425-8195. Owner, Studio Mgr. & Chief Eng.: Herbert G. Hatt.

• **FORT WAYNE (Area Code 219)**  
 Tri State Dist. & Serv. Co., 3434 Broadway. Zip: 46807. Tel: 744-5607. Pres.: Cliff Ayers Ostermeyer; Gen. Mgr.: Jerry Bair.

• **GARY (Area Code 219)**  
 Bud Pressner Rec'g Serv. (1960), 4839 Broadway. Zip: 46409. Tel: 884-5214. Owner, Studio Mgr. & Chief Eng: Bud Pressner.  
 Ron Wheeler Ents. (1963), PO Box 1900. Zip: 46409. Tel: 887-7009. Owner: Ronald E. Wheeler.

• **INDIANAPOLIS (Area Code 317)**  
 Ampex Corp., 5335 N. Tacoma. Zip: 46220. Tel: 257-1337. Chief Eng.: Michael Alig.  
 Berwick Sounds, see Indy Rec'g Studio.  
 Commercial Features Inc. (1960), 1411 N. Illinois St. Zip: 46202. Tel: 639-0134. Owners: Hal Jaynes, Paul Bender; Studio Mgr.: Hal Jaynes; Chief Eng: Paul Bender.  
 Indy Rec'g Studio, d/b/a Berwick Sounds (1970), 3462 W. 16 St. Zip: 46222. Tel: 637-6237. Pres.: John W. Fish; Studio Mgr.: Gerald Price; Chief Eng: J. Michael Hedges.  
 Ohmit Rec'g Studio (1960), 6102 E. 10 St. Zip: 46219. Tel: 356-9187. Owner, Studio Mgr. & Chief Eng.: L. E. Ohmit.



WAY Radio Prod'ns (1970), 6302 Gailford Ave.  
Zip: 46220. Tel: 257-6655. Pres.: Benjamin  
R. Freedman.

● **LAFAYETTE (Area Code 317)**

Oakland Rec'g Studio (1970), 638 S. 24 St. Zip:  
47904. Tel: 447-4803. Owners: Delbert Boyer,  
John Loveless; Studio Mgr. & Chief Eng.: Del-  
bert Boyer.

● **RICHMOND (Area Code 317)**

Philips Rec'g Co. Inc., 1600 Rich Rd. Zip: 47374.  
Tel: 962-9511. (Plant only).  
Home office: New York, N.Y. (SEE ADVERTISE-  
MENT)

● **SOUTH BEND (Area Code 219)**

Nikki Prod'ns (formerly Thomas Zoss Prod'ns) (1968),  
1255 E. Madison. Zip: 46617. Tel: 232-2804.  
Owner: N.A. Tompsett; Studio Mgr.: Michael  
Chamberlin; Chief Eng.: Warren Taylor.

## IOWA

● **DAVENPORT (Area Code 319)**

Fredio Rec'g Studios (1951), 2224 E. 12 St. Zip:  
52803. Tel: 326-2841. Owner & Chief Eng.:  
Frederick R. Mauck; Studio Mgr: Lois R. Mauck.

● **DES MOINES (Area Code 515)**

Century Custom Rec'g (1965), 5712 College Ave. Zip:  
50310. Tel: 255-8738. Owner & Chief Eng.:  
Loren Eller; Studio Mgr.: Bill Rohde.  
Lariam Assocs. Inc. (1968), 515 28 St. Zip: 50312.  
Tel: 282-8306. Studio Mgr: Larry A. McKeever;  
Chief Eng: Donald Gustafson.

● **HIAWATHA (Area Code 319)**

Karrleton Ents. Ltd. (1969), 805 W. Ninth St.,  
Marion 52302. Tel: 377-5700; (studio) 102  
Emmons St. Zip: 52233. Tel: 393-1103. Studio  
Mgr.: LeRoy Karr; Chief Eng: Steve Singleton.

● **MILFORD (Area Code 712)**

Iowa Great Lakes Rec'g Co. Inc. (1965), 906 Ninth  
St. Zip: 51351. Tel: 338-4482. Pres.: Cliff  
Plagman; VP: Roger Blunt; Studio Mgr: Denny  
Kintzi.

## KANSAS

● **EMPORIA (Area Code 316)**

Webb Rec. Co. (1967), 1234 Luther St. Zip: 66801.  
Tel: 342-7405. Owner: John Thomas Webb;  
Studio Mgr.: Tom Webb; Chief Eng.: Keith  
Schrock.

● **KANSAS CITY (Area Code 913)**

Kaytown Sound Prod'ns (1967), PO Box 1208. Zip:  
66117; 1401 N. Eighth St. Zip: 66101. Owner  
& Chief Eng: L. M. Brown.

● **WICHITA (Area Code 316)**

High Fidelity Rec'g Inc. (1964), 1059 Porter. Zip:  
67203. Tel: 262-6456. Studio Mgr: Raymond O.  
Creely; Chief Eng.: Jim Stratton.  
33rd Avenue Sound Studios (1970), 610 W. 33 St.,  
South Wichita 67217. Tel: LY 1-2474. Owners:  
J.M. Steele, V. Charles Bachman; Studio Mgr  
& Chief Eng: J.M. Steele.

## KENTUCKY

● **LEBANON JUNCTION (Area Code 502)**

Music Mountain Prod'ns (1964). Zip: 40150. Tel:  
833-2260. Owner & Studio Mgr: W.A. Masden;  
Chief Eng.: John Hatter.

● **LEXINGTON (Area Code 606)**

Lemco Sound Studio (1965), 2518 Southview Dr.  
Zip: 40503. Tel: 277-1184. Owner, Studio Mgr  
& Chief Eng: Cecil Jones.  
Sun-Ray (1961), 1662 Wyatt Pkwy. Zip: 40505. Tel:  
254-7474. Owner & Studio Mgr: James T.  
Price; Chief Eng.: Davis Buford.

● **LOUISVILLE (Area Code 502)**

Orbit Radio (1962), 831 W. Main. Zip: 40202. Tel:  
895-1143. Owner & Studio Mgr: S.A. Cisler.  
Sambo Sound (1963), 9912 Taylorsville Rd. Zip:  
40299. Tel: 267-5466. Owners: Ray Allen,  
Hardy Martin; Studio Mgr: Ray Allen; Chief  
Eng: Hardy Martin.  
Sonic Servs. (1963), 1824 Shady Ln. Zip: 40205.  
Tel: 451-2234. Owner: Richard W. Crampton.

## LOUISIANA

● **BATON ROUGE (Area Code 504)**

Capital City Sound Studios (div. of Entertainment  
Representatives Inc.) (1968), PO Box 14687,  
Zip: 70808; 243 Convention St. Zip: 70801.  
Tel: 342-9590, 927-6987. Studio Mgr. & Chief  
Eng.: Bill Triche.

*continued on page 222*



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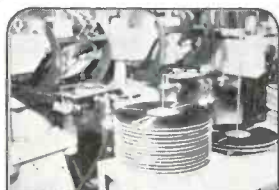
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continued

Deep South Rec'g Studios Inc. (1969), PO Box 2306, Zip: 70821; 100 Government St. Zip: 70802. Tel: 344-0514. Pres. & Studio Mgr: Sam Montel; Chief Eng: Cy Frost.  
International Rec'g Studio (1968), 3065 Choctaw. Zip: 70805. Tel: 924-6574. Studio Mgr: John R. Young; Chief Eng: Joe Avants.

● **LAFAYETTE (Area Code 318)**

La Louisianne (1954), 711 Stevenson. Zip: 70501. Tel: 234-4118. Owner, Studio Mgr & Chief Eng: Carol J. Rachou Sr.

● **MINDEN (Area Code 318)**

Wood Block Music Co., 317 Pine St. Zip: 71055. Tel: 377-4817. Mgr.: Ken D. Kelley.

● **NEW ORLEANS (Area Code 504)**

Jazz City Studio, 748 Camp St. Zip: 70130. Tel: 529-1617. Pres.: Arthur A. Godwin.  
Rosemont Rec'g Studio (1967), 4634 Wilson Ave. Zip: 70126. Tel: 242-1581. Owner, Studio Mgr. & Chief Eng.: Alfred E. Taylor Sr.

● **RUSTON (Area Code 318)**

Americana Rec'g Studios (div. of Americana Business Ent's.) (1966), PO Drawer L, 707-709 W. California Ave. Zip: 71270. Tel: 255-0287. Owners: Anita S., Phillip R. & Roger W. Jr. Lawson; Studio Mgr: Roger W. Lawson Jr.; Chief Eng: Phillip R. Lawson.

● **SHREVEPORT (Area Code 318)**

Sound/City (1969), 3316 Line Ave. Zip: 71104. Tel: 861-0569. Pres. & Studio Mgr.: Jim Wilhite; Chief Eng.: George Clinton.

**MAINE**

● **CAPE ELIZABETH (Area Code 207)**

Century Custom Recs. (1966), 25 Campion Rd. Zip: 04107. Tel: 799-4265. Owner & Studio Mgr.: Lee Quimby; Chief Eng.: Richard Greeley.

**MARYLAND**

● **BALTIMORE (Area Code 301)**

Accent Sound Ltd. (1969), 48 W. Biddle St. Zip: 21201. Tel: 727-4930. Owner & Chief Eng: David C. Smith; Pres.: Anthony A. Smelgus.  
Aura-Sonic Labs. Inc. (1968), 236 E. 25 St. Zip: 21218. Tel: 467-2340. Pres. & Chief Eng.: Barry S. Sidle.  
Bradley Rec'g Co. (1965), 531 N. Howard St. Zip: 21201. Tel: 727-0950. Owner, Studio Mgr. & Chief Eng.: E. Joseph Bradley.  
International Telecomm Inc., Greater Baltimore Ind'l Park, Cockeysville 21030. Tel: 666-7770. Pres. & Gen. Mgr.: F.J. Beste.  
Recordings Inc., see International Telecomm Inc.

● **SILVER SPRING (Area Code 301)**

Adelphi Studios (1963), 516 E. Indian Spring Dr. Zip: 20901. Tel: 585-0417. Owner, Studio Mgr. & Chief Eng.: Eugene Rosenthal.

**MASSACHUSETTS**

● **AGAWAM (Area Code 413)**

W G Recs., 377 Walnut St. Extension. Zip: 01001. Tel: 736-0693. Owner, Studio Mgr. & Chief Eng.: Walter Gonet Jr.

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

A A A Rec'g Studios Inc. (1964), 835 Dorchester Ave. Zip: 02125. Tel: 288-2770. Pres. & Studio Mgr.: Joseph Saia; Chief Eng.: Tom Lubin.  
Ace Rec'g Studios Inc. (1946), 1 Boylston Pl. Zip: 02116. Tel: 482-8580. Owners: Milton & Herbert Yakus; Studio Mgr.: Milton Yakus; Chief Eng.: William F. Ferruzzi.  
Continental Rec'gs Inc. (1963), 12 Irving St., Framingham 01701. Tel: 879-2430, 237-0568. Owners: L. Daniel & John F. Flynn, John K. Chaisson Jr.; Studio Mgr: L. Daniel Flynn; Chief Eng.: John F. Flynn.

Fleetwood Rec'g Co. Inc. (1958), 321 Revere St., Revere 02150. Tel: 284-0750. Owners: Raymond G. Samora, Vincent Giarrusso; Studio Mgr.: Raymond Samora; Chief Eng.: William Esuido.

Natural Sound (div. of Wayside Recs. Inc.) (1967), 63 Main St., Maynard 01754. Tel: 897-4704. Studio Mgr.: Paul Burnell; Chief Eng.: Lou Casella. (SEE ADVERTISEMENT)

Petrucchi & Atwell Inc. (1965), 331 Newbury St. Zip: 02115. Tel: 266-3610. Owner & Chief Eng: Bob Petrucchi.

Waverley Rec'g Studio (1950), 24 Carroll St., Watertown 02172. Tel: 924-8555. Owner & Chief Eng.: Thomas G. Walters.

● **DALTON (Area Code 413)**

Lansing Recs. (1958), 268 Old Windsor Rd. Zip: 01226. Tel: 684-2567. Owner & Studio Mgr: Robert L. Shepherd; Chief Eng: Wayne A. Shepherd.

● **HOLYOKE (Area Code 413)**

Century Rec'g (1966), 2 Portland St. Zip: 01040. Tel: 533-3302. Owner, Studio Mgr & Chief Eng: Earl Fortin.

● **NEW BEDFORD (Area Code 617)**

Stereophonics Corp. (1964), 403 Rivet St. Zip: 02744. Tel: 999-6489. Studio Mgr: P.J. Bonfils; Chief Eng: Carl German.

● **WEST SPRINGFIELD (Area Code 413)**

Universal Rec'g Studios (1956), 26 Colton Ave. Zip: 01089. Tel: 736-7277. Owner: Flem DeAngelis.

**MICHIGAN**

● **DEARBORN (Area Code 313)**

P A C-3 Rec'g Co. (1965), 7106 Greenfield. Zip: 48126. Tel: 581-0520. Owner & Chief Eng: Richard G. Becker; Studio Mgr.: James Monoro.  
Sound Studios Inc. (1962), 2019 Russell. Zip: 48128. Tel: 563-8097. Owner & Studio Mgr.: Cory Drake; Chief Eng.: Bryan Dombrowski.

● **DETROIT METROPOLITAN AREA (Area Code 313)**

Adell Int'l Inc., 43700 Adell Blvd., Novi 98050. Tel: 349-6300. Pres.: Robert Adell; Eng.: Arnie Rosenberg.

Audio Graphic Servs. (1968), 1516 Ferris Ave., Royal Oak 48067. Tel: 544-1793. Owner, Studio Mgr. & Chief Eng.: Edward J. Wolfrom.  
Diamond Jim Rec'g Co. (1965), 12318 Dexter Blvd. Zip: 48206. Tel: 833-7688. Owner: James Riley; Studio Mgr.: James Anderson; Chief Eng.: Fred Walker.  
Artie Fields Prod'ns Inc. (1959), 9430 Woodward Ave. Zip: 48202. Tel: 873-8900. Owner: Arthur H. Fields; Studio Mgr: Morris D. Mounts; Chief Eng: David Kalmbach.

Fortune Rec'g Co. (1946), 3942 Third Ave. Zip: 48201. Tel: TE 3-5383. Owners: Jack & Devora Brown; Studio Mgr: Jack Brown; Chief Eng: Sheldon Brown.  
G M Rec'g (1968), 14611 Nine Mile Rd., East Detroit 48201. Tel: 779-1380. Owner: Guido Marasco; Studio Mgr.: John Marasco; Chief Eng.: Jim Myland.

McCoy Rec'g Co. (1963), 7018 W. Warren. Zip: 48210. Tel: 361-2444. Owners: Edward L. & Abraham McCoy; Studio Mgr: William Hunter; Chief Eng: Rodney Scott.

Mutt Rec. Prod'ns Inc. (1966), 27316 Michigan Ave., Inkster 48141. Tel: LO 5-5000. Owner: Nate J. V. Dore; Studio Mgr.: Billy Webb.

Pioneer Rec'g Studio Inc. (1963), 20014 James Couzens. Zip: 48235. Tel: 341-5868/0447. Studio Mgr: Gary A. Rubin; Chief Eng: Danny Dallas.

United Sound Systems Inc. (1937), 5840 Second Ave. Zip: 48202. Tel: 871-2570. Owners: James V. & Esther Syracuse; Studio Mgr & Chief Eng: William Beltz.

W F Music Ent's. (1968), 19011 Riverview. Zip: 48219. Tel: 538-7152. Owners: William Feucht, John T. Weldon; Studio Mgr.: William Feucht; Chief Eng.: Scott Smith.

W F Music Ent's. (1968), 19011 Riverview. Zip: 48219. Tel: 538-7152. Owners: William Feucht, John T. Weldon; Studio Mgr.: William Feucht; Chief Eng.: Scott Smith.

W F Music Ent's. (1968), 19011 Riverview. Zip: 48219. Tel: 538-7152. Owners: William Feucht, John T. Weldon; Studio Mgr.: William Feucht; Chief Eng.: Scott Smith.

● **ECORSE (Area Code 313)**

Compose-Revival Recs. (div. of Double U Sound Rec'g Inc.) (1967), 3973 18 St. Zip: 48229. Tel: 381-9216. Studio Mgr & Chief Eng: F.W. Williams Jr.

● **GRAND RAPIDS (Area Code 616)**

Cinema Sound Inc. (1970), 1635 Division S. Zip: 49507. Tel: 452-6386. Chief Eng.: Denny Cusan.

Midwestern Sound. 444 W. Leonard. Zip: 49504. Tel: 459-5096. Owners: Phil Roberts Jr., Bruce Snoop; Pres.: Phil Roberts Jr.

Sound Assocs., 1212 Edith NE. Zip: 49505. Tel: 454-0228. Owner & Studio Mgr: Bob Miller; Chief Eng: Ronald Worthy.

● **KALAMAZOO (Area Code 616)**

Barbara Allan Prod'ns Inc. (1962), PO Box 207. Zip: 49005. Tel: 327-6746. Studio Mgr: Russ Emmerling; Chief Eng: Ken Farrance.

● **LANSING (Area Code 517)**

Haka Prod'ns (1968), 3612 Tecumseh. Zip: 48906. Tel: 485-6137. Owner, Studio Mgr. & Chief Eng.: Philip G. Haka.

● **MONROE (Area Code 313)**

C L B Rec'g Studio (1969), 1515 Hurd Rd. Zip: 48161. Tel: 242-7942. Co-Owner, Studio Mgr & Chief Eng: Thomas Conner.

● **MUSKEGON (Area Code 616)**

Belt Sound Studio (div. of Port City Rec'g Co.) (1968), 979 E. Broadway. Zip 49444. Tel: 737-2237. Owners: John Mihelich, Don Hermanson, John Mitchell; Studio Mgr: John Mihelich; Chief Eng: Don Hermanson.

● **NEW HAVEN (Area Code 313)**

Sound Inc. (1962), 56880 North Ave. Zip: 48048. Tel: 749-5182. Studio Mgr: Lawrence H. Lick; Chief Eng.: Stan Getz.

● **SAGINAW (Area Code 517)**

Tri-City Rec'g Co. Inc., 203 N. Jefferson. Zip: 48607. Tel: 753-8459. Mgr.: Walter Choker Campbell.

● **YPSILANTI (Area Code 313)**

Head Sound Inc., 29 E. Cross St. Zip: 48197. Tel: 483-5808. Contacts: S.W. Barak, Robert Goyer. (SEE ADVERTISEMENT)

**MINNESOTA**

● **MINNEAPOLIS-ST. PAUL AREA (Area Code 612)**

Audio City Prod'n Studios (1969), 3009 E. Lake St., Minneapolis 55406. Tel: 721-7756. Owner & Chief Eng.: Warren Kendrick; Studio Mgr.: Brad Stodden.

Audiotek Rec'g Studios (div. of Audiotek Systems Inc.) (1967), 711 W. Broadway, Minneapolis 55411. Tel: 521-7631. Studio Mgr. & Chief Eng.: Dan R. Holmes.

Dial Rec'g (1967), 323 13 Ave. NE, Minneapolis 55413. Tel: 336-0550. Owner & Chief Eng.: John Sewall.

E M C Corp., 180 E. Sixth St., St. Paul 55101. Tel: 227-7366. Pres.: David E. Feinberg.

Sound 80 Inc. (1969), 4444 W. 76 St., Minneapolis 55435. Tel: 920-7781. Owner Herb Pilhofer; Studio Mgr. & Chief Eng.: Tom Jung.

Studio 5 Rec'gs, Box 644, Minneapolis 55440. Tel: 788-4271. Pres.: Eugene Thomas.

Universal Audio Rec'g (1962), 2541 Nicollet Ave. S., Minneapolis 55404. Tel: 827-5442. Owner: John A. Michaelson; Studio Mgr. & Chief Eng.: Robert Schultz.

● **MOORHEAD (Area Code 218)**

Mark Sound Recs. (1963), 1518 S. Seventh St. Zip: 56560. Tel: 233-5803. Owner: Don Geiken.

● **WINONA (Area Code 507)**

Universal Audio Rec'g (1969), 116-118 W. Fourth St. Zip: 55987. Tel: 454-4588. Owners: Bud Baechler, W. J. Drazkowski, S. R. Schuh; Studio Mgr.: Bud Baechler; Chief Eng.: S. R. Schuh.

**MISSISSIPPI**

● **GREENVILLE (Area Code 601)**

Lynn's Prod'ns, 551 N. Muscadine St. Zip: 38701. Tel: 335-4594, 332-8665. Pres.: Henry R. Hines; Gen. Mgr.: Lynn Williams.

● **JACKSON (Area Code 601)**

Jackson Sound Studio (1969), PO Box 1037. Zip: 39205. Tel: 982-4964/4971. Owners: Fred Mitchell, Elmo Peeler, J. O. Russell; Studio Mgr.: J. O. Russell; Chief Eng.: Dave Baskind.

Malaco Sound Rec'g (div. of Malaco Inc.) (1967), 3023 W. Northside Dr., Zip: 35213. Tel: 982-4522/4541. Studio Mgr & Chief Eng: Tommy Couch.

● **TUPELO (Area Code 601)**

Triangle Sound Inc. (1969), 1129 S. Green. Zip: 38801. Tel: 842-5118. Studio Mgr & Chief Eng: Larry Nicols.

**MISSOURI**

● **COLUMBIA (Area Code 314)**

Mark Rec'gs of Missouri (1965), 1220 Jake Ln. Zip: 65201. Tel: 445-5624. Owner & Studio Mgr.: D. Bailey.

● **INDEPENDENCE (Area Code 816)**

Cavern Sound Corp. (1965), 16400 E. Truman Rd. Zip: 64050. Tel: 254-5600. Studio Mgr.: John Pearson; Chief Eng: Gerald Riegle.

● **KANSAS CITY (Area Code 816)**

Fremerman Rec'g & Tape Dupl'g, 4041 Central. Zip: 64111. Tel: 753-6868. Owner: Marvin Fremerman; Studio Mgr.: Bernie Fremerman; Chief Eng.: Lawrence M. McClure.

Stage III Sound Prod'ns (formerly Midwestern Rec'g Studio) (1969-1957), 12 E. 39 St. Zip: 64111. Tel: 531-1375. Owner & Chief Eng.: Don Warnock; Studio Mgr.: Jon Lammers.

● **KENNETT (Area Code 314)**

Kennett Sound Studio (1967), Hwy. VV. Zip: 63857. Tel: 888-4616. Owner, Studio Mgr. & Chief Eng.: Joe Keene.

● **KIRKSVILLE (Area Code 816)**

Red Flame Recs. & Rec'g Studios (1960), PO Box 563. Zip: 63501. Tel: 665-4017. Owner, Studio Mgr. & Chief Eng.: Dick Lowrance.

● **ST. LOUIS (Area Code 314)**

C M C Rec'g Studios Inc. (div. of Custom Music Corp.) (1970), 1201 Research Blvd. Zip: 63132. Tel: 997-0016. Exec. VP: Robert F. Philpot; Studio Mgr.: Frank Eudy; Chief Eng.: Roger Frederickson.

Technicon Studios (1929), 1201 S. Brentwood Blvd. Zip: 63131. Tel: 727-1055. Studio Mgr: E.H. Canter; Chief Eng.: Al Bussen.

• **SPRINGFIELD (Area Code 417)**

Century Custom Rec'g Serv. (1964), PO Box 862. Zip: 65801. Tel: 862-8443. Owner, Studio Mgr. & Chief Eng.: Joseph H. Higgins.  
G R S Rec'gs (div. of KCOB Broadcasting Corp.) (1963), PO Box 801, Zip: 65801; 420 E. Chestnut. Zip: 65806. Tel: 869-1296. Studio Mgr.: Billy Wolfe.  
Top Talent "Sound of Springfield" (1950, new studio opened 1969), 1763 E. Elm. Zip: 65804. Tel: 865-9931. Studio Mgrs.: Si Siman, Wayne Carson; Chief Eng.: Dick Browman.

**MONTANA**

• **HELENA (Area Code 406)**

Valtron Rec'g Studio (1963), 305 Allen St. Zip: 59601. Tel: 442-0734. Owner, Studio Mgr. & Chief Eng.: Lester L. Liedle.

**NEBRASKA**

• **LINCOLN (Area Code 402)**

Roto Recs. (1951), 2650 N. 48 St. Zip: 68504. Tel: 434-4745. Owner, Studio Mgr. & Chief Eng.: Lee A. Williams.

• **OMAHA (Area Code 402)**

Liberty/UA Tape Dupl'g Inc., 1201 Pacific St. Zip: 68108. Tel: 348-1770. Ass't Gen. Mgr.: Marvin L. King; Eng'g Dir.: Stan Nick; Chief Eng.: John Boyers.  
Sound Rec'rs (1957), 206 S. 44. Zip: 68131. Tel: 553-1165. Owner & Studio Mgr.: Don Sears.  
Universal Promos. Sound Rec'g Studios (1968), 1101 S. Ninth St. Zip: 68106. Tel: 341-1406. Owners: Steve Lorenz, Steve Wilson; Studio Mgr & Chief Eng: Steve Wilson.

**NEVADA**

• **LAS VEGAS (Area Code 702)**

United Rec'g Corp. of Nevada (1964), 3143 Industrial Rd. Zip: 89102. Tel: 735-7131. Owner, Studio Mgr. & Chief Eng.: Bill R. Porter.

**NEW JERSEY**

• **BRICKTOWN (Area Code 201)**

Surf Rec'g, 544 Rhode Island Ave. Zip: 08723. Tel: 899-5588. Owner & Chief Eng: Thomas Boyles; Studio Mgr: Stormy Dawson.

• **CALIFON (Area Code 201)**

Sid Kleiner Music Ents., Box 282, Rt. 513. Zip: 07830. Tel: 832-2930. Gen. Mgr.: Sid Kleiner.

• **CAMDEN (Area Code 609)**

Recorded Publ'ns Labs. (1949), 1558 Pierce Ave., Zip: 08105. Tel: 963-3000. Pres.: Edward J. Goodman; Studio Mgr.: Ernest W. Merker; Chief Eng: Howard Solomon.

• **ENGLEWOOD (Area Code 201)**

Cinematage Prod'ns Inc., 24 W. Sheffield Ave. Zip: 07631. Tel: 871-3000. Pres.: Alexander Magocsi Jr.; Gen. Mgr.: Erwin Houghton.  
Sales office: New York, N.Y.

• **JERSEY CITY (Area Code 201)**

Sandonna Prod'ns Inc. (1966), 2865 Kennedy Blvd. Zip: 07083. Tel: 792-4242. Owner & Eng: Frank Ladagona; Studio Mgr.: Leonard Ladagona; Chief Eng: Paul Di Leo.

• **METUCHEN (Area Code 201)**

R-C Sound Studios (1969), 50 Plainfield Ave. Zip: 08840. Tel: 494-1424. Owner, Studio Mgr & Chief Eng: Ralph A. Nielsen.

• **NEWARK (Area Code 201)**

London House Recs. (1965), 1064 Bergen St. Zip: 07108. Tel: 823-6360. Owner: Benjamin Tate; Studio Mgr: Henry Manning; Chief Eng: A. Satterfield.  
Newark Phono Labels (div. of Folkraft Publ'g Co. Inc.), 1159 Broad St. Zip: 07114. Tel: 622-0024. Pres.: Jerry Shifrin; Gen. Mgr.: L. Delle Valle.

• **NUTLEY (Area Code 201)**

Nemo Rec'g Labs. (1965), 181 River Rd. Zip: 07110. Tel: 379-1914. Owners, Mixers & Remixers: Charles W. R. Skidmore, Peter M. Vaas; Studio Mgr: Charles W. R. Skidmore; Chief Eng: Peter M. Vaas.

• **PENNSAUKEN (Area Code 609)**

L & H Sound Rec'g Studios Inc. (1969), 6027 Crescent Blvd. Zip: 08109. Tel: 662-4110. Owners: Robert Lowden, William Hamilton; Studio Mgr: Robert Lowden.

• **SCOTCH PLAINS (Area Code 201)**

H M R Prod'ns, 574 West Ct. Zip: 07076. Tel: 889-1767. Owner: Harry M. Randel.

**NEW MEXICO**

• **ALBUQUERQUE (Area Code 505)**

Cee Rec'g Serv. (div. of Customized Electronic Eng'g) (1965), PO Box 8921. Zip: 87108. Tel: 299-5581. Owner: John H. Hughes; Studio Mgr & Chief Eng.: Charles Emmons.  
Hurricane Rec'g Studio (1927), San Mateo NE. Zip: 87110. Tel: 265-4039. Owners: Albert, Morrie & Bennie Sanchez; Studio Mgr.: Bennie L. Sanchez; Chief Eng.: Morrie L. Sanchez.  
John Wagner Prod'ns Inc. (1964), 202 Wisconsin NE. Zip: 87108. Tel: 255-8425. Owners: John, Rex & Max Wagner; Studio Mgr. & Chief Eng.: John Wagner.

• **CLOVIS (Area Code 505)**

Norman Petty Studios (1955), 206 Main St., 1321 W. Seventh St. Zip: 88101. Tel: 763-7565. Owner & Studio Mgr.: Norman Petty; Chief Eng: Gerald Fisher.

• **LAS CRUCES (Area Code 505)**

Emmit Brooks Rec'g Studio (1962), PO Box 998, 3308 East St., Mesilla Park 88047. Tel: 524-1889. Owner, Studio Mgr & Chief Eng: Emmit H. Brooks.

**NEW YORK**

• **BINGHAMTON (Area Code 607)**

Creative Artists, 6 Van Ness Rd. Zip: 13905. Tel: 797-3909. Pres. & Gen. Mgr.: Johnathan K. Solak.  
De Clerq Studio (1941), 127 Main St. Zip: 13905. Tel: 742-2062. Owner, Studio Mgr. & Chief Eng.: Gilbert W. de Clerq.

• **BRONXVILLE (Area Code 914)**

International Rec'g Co. (1962), 49 Desmond Ave. Zip: 10708. NYC Tel: (212) CH 2-1455. Owner & Studio Mgr.: C. Rie.

• **BUFFALO (Area Code 716)**

Century Custom Rec'g Serv. (1962), 6010 Goodrich Rd., Clarence Center 14032. Tel: 741-3100. Owner & Studio Mgr: Vincent S. Morette; Chief Eng: Allan Gibson.

Howell Rec'g Studios Inc. (1940), 2703 Delaware Ave. Zip: 14216. Tel: 876-9800. Owner: Clinton D. Buehlman; Studio Mgr: Marsha J. Buehlman; Chief Eng: Lon A. Wilson.

Mo Do (1967), 50 Orange St. Zip: 14204. Tel: 853-9428, 852-2975. Owner & Studio Mgr: William Nunn; Chief Eng.: Leo Frachetti.

Morideo Prod'ns, Box 57, Hiler Branch, Zip: 14223; 4197 Sheridan Dr. Zip: 14221. Tel: 633-2866. Pres.: Edwin A. Hewson.

• **CLINTON CORNERS (Area Code 914)**

J N R Rec'g Studios (1964), PO Box 130, Hollow Rd. Zip: 12514. Tel: 266-3035. Owner: Raymond Meltzer.

• **GREAT NECK, L.I. (Area Code 516)**

R D 3 Ventures, 20 Welwyn Pl. Zip: 11021. Tel: 482-4683/3518. Owner: Richard Dostal.

• **HEMPSTEAD, L.I. (Area Code 516)**

Chime Rec. Prod'n Co. (1967), 223 Jerusalem Ave. Zip: 11550. Tel: 486-4767. Owner: Bill Wheeler.  
Ultra-Sonic Rec'g Studios Inc. (1963), 100 N. Franklin St. Zip: 11550. Tel: 485-5066. Owner: William J. Stahl; Studio Mgr: John J. Bradley Jr.; Chief Eng.: Stephen Goetz. (SEE ADVERTISEMENT)

• **ITHACA (Area Code 607)**

Alcor Inc./Pyramid (1956), 215 S. Tioga. Zip: 14850. Tel: AR 3-4242. Pres.: Max Mattes; Studio Mgr: Bill Storm; Chief Eng: John Lanphere.

• **KINGS PARK (Area Code 516)**

Soundview Studios (1957), 132 Riviera Dr. Zip: 11754. Tel: 724-9360. Owner: Louis Lofredo; Studio Mgr: Richard Massey; Chief Eng: Bob Gallo.

• **LEVITTOWN, L.I. (Area Code 516)**

Echo Sound Rec'g Studio Inc. (1965), 2686 Hempstead Tpk. Zip: 11756. Tel: 796-4800. VP & Studio Mgr: Ray Harrington; Chief Eng: Nick Balsamo.

• **LITTLE FALLS (Area Code 315)**

Marlo Rec. Co., 43 Church St. Zip: 13365. Tel: 823-1388. Pres.: Marlo Ketchum; Gen. Mgr.: Floyd Ketchum.

• **NEW YORK CITY (Area Code 212)**

A & R Rec'g Inc. (1958), 322 W. 48 St. Zip: 10036. Tel: JU 2-1070. Owners: Arthur D. Ward, Donald Frey, Philip Ramone; Studio Mgrs.: Clayton Coots, Robert Martone, Robert Blaylock Jr.; Chief Eng: Irving Joel.

A-1 Sound Studios Inc. (1962), 242 W. 76 St. Zip: 10024. Tel: CI 6-3594, 362-2603. Owner, Studio Mgr. & Chief Eng.: Herb Abramson.

AdVantage Assocs. Inc., 911 Eighth Ave. Zip: 10019. Tel: 757-0388. Owner: Joseph Oliveri; Exec. VP: Ernest Zlochower.

continued on page 224

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continued

- Allegro Sound Studios Inc., 1650 Broadway. Zip: 10019. Tel: CI 6-5161. Owner, Studio Mgr. & Chief Eng: Bruce Staples.
- Apostolic Studios (div. of Apostolic Inc.) (1966), 53 E. 10 St. Zip: 10003. Tel: 982-7750. Studio Mgr: Matt Hoffman; Chief Eng: David Baker.
- Artcraft Rec'g Studios (1959) 285 E. 49 St., Brooklyn 11203. Tel: 778-5150. Owner & Chief Eng: Mike Serby; Studio Mgr.: Anthony Sebiniano.
- Associated Rec'g Studios (1946), 723 Seventh Ave. Zip: 10019. Tel: CI 5-7640/7351. Owners: Paul Friedberger, Nathan Schnapf; Studio Mgr: Paul Friedberger; Chief Eng.: Larry Schnapf.
- Astral Rec'g Studios Inc., 105 E. 106 St. Zip: 10029. Tel: 534-7056.
- Audio Music Studios (div. of Audio Communications Inc.), 1733 Broadway, Suite 308. Zip: 10019. Tel: 586-7840. Gen Mgr.: Jack Francis. (SEE ADVERTISEMENT)
- Aura Rec'g Co. (1959), 136 W. 52 St. Zip: 10019. Tel: JU 2-8105. Owners: Allan Mirchin, Ben Stern; Studio Mgr: Lucille Whan; Chief Eng: Heinz Kubicka.
- Balkan Echo (1963), 50 W. 96 St. Zip: 10025. Tel: 866-3307. Owner, Studio Mgr. & Chief Eng: Emil Antonoff.
- Bell Sound Corp. (1950), 237 W. 54 St. Zip: 10019. Tel: 582-4812. Pres.: Al Weintraub; Gen. Mgr.: Dave Teig; Technical Supervisor: Tory Brainard. (SEE ADVERTISEMENT)
- Broadway Rec'g Studios (1953), 1697 Broadway. Zip: 10019. Tel: 247-1690. Owner & Chief Eng: Pat Jaques; Studio Mgr.: Fran White.
- Capitol Recs. Inc., 151 W. 46 St. Zip: 10036. Tel: 582-8040. Studio Mgr.: J. Lansky.
- Century Sound Rec'g Studios Inc. (1967), 135 W. 52 St. Zip: 10019. Tel: 265-4370. Owner & Chief Eng: Brooks Arthur; Studio Mgr: Pamela Newman.
- Dick Charles Rec'g Serv. Inc. (1951), 729 Seventh Ave. Zip: 10019. Tel: JU 2-7920. Owner & Studio Mgr: Dick Charles; Chief Eng: Dick Charles, Jack Malkin.
- Charles Lane Studios (1966), 7 Charles Ln. Zip: 10014. Tel: CH 2-1479. Owners: M. Lynch, T. Lyle; Studio Mgr.: Michael Lynch; Chief Eng: Thomas Lyle.
- Cinema Rec'g (1956), 21 W. 46 St. Zip: 10036. Tel: JU 2-3744. Owner: Angelo Ross; Studio Mgr: John Lewis; Chief Eng: Age Dinn.
- Cinematape Prod'ns Inc., 25 E. 26 St. Zip: 10010. Tel: 285-9522.  
Studio: Englewood, N.J.
- Cine-Vox Studios (div. of Cine-Vox Prod'ns Inc.) (1966), 12 E. 41 St. Zip: 10017. Tel: 889-2180. Studio Mgr & Chief Eng: Keith A. Leach.
- Cue Rec'g Inc. (1954), 117 W. 46 St. Zip: 10036. Tel: PL 7-3641. Owners: Mel Kaiser, Bernard Rubinstein; Studio Mgr. & Chief Eng.: Mel Kaiser.
- Dandon Rec'rs (1963), 80 W. 40 St. Zip: 10018. Tel: LA 4-9677. Owner: Don Elliott; Studio Mgr & Chief Eng: H.R. Harris.
- Darvin Studio (1960), 100 St. Marks Pl. Zip: 10009. Tel: 982-9797, JU 6-0909. Owners: John Darren, Harold Vincent.
- Decca Recs. (1934), 50 W. 57 St. Zip: 10019. Tel: 759-7500. Owner: MCA; Studio Mgr: Ed Remusat.
- Delta Rec'g Corp. (1947), 1564 Broadway. Zip: 10036. Tel: 265-4876. Owners: Bernard Zimney, Joseph Garafalo; Studio Mgr: Tony Romeo; Chief Eng: Jon Fausty.
- Demo-Vox Sound Studio (1960), 1038 Bay Ridge Ave., Brooklyn 11219. Tel: 680-7234. Owner, Studio Mgr & Chief Eng: Frank J. Grassi.
- Dimensional Sound Inc., 245 W. 55 St., 8th fl. Zip: 10019. Tel: 247-6010. Pres.: Edward Chalpin; Gen. Mgr.: George Oldham.
- Direct Rec'gs Inc. (1965), 18 E. 50 St. Zip: 10022. Tel: PL 9-7979. Owner: Norman Levin; Studio Mgr: Leo J. Launer; Chief Eng: Gilbert Arton.
- Electric Lady Studios (1970), 52 W. Eighth St. Zip: 10011. Tel: 777-0150. Owners: Jimi Hendrix, Mike Jeffrey; Pres. & Studio Mgr.: James M. Marron; Chief Eng.: Edwin H. Kramer.
- Elite Rec'gs Inc., 333 Ave. of the Americas. Zip: 10014. Tel: CH 3-2754. Owner, Studio Mgr & Chief Eng: Marc J. Aubort.
- Etteilla Inc. (1969), 120 E. 14 St. Zip: 10003. Tel: 254-7992. Gen. Mgr.: James A. Jordan; Chief Eng.: Don Singleton.
- Fine Rec'g Inc. (1956), 118 W. 57 St. Zip: 10019. Tel: 245-6969. Owner & Chief Eng: Robert Fine.
- Gotham Rec'g Corp. (div. of TeleGeneral Corp.) (1950), 2 W. 46 St. Zip: 10036. Tel: 586-5577. Studio Mgr: Arnold L. Rosen; Chief Eng: Ed Rice.
- Ray Hagerly Rec'g Studio, 871 Seventh Ave. Zip: 10019. Tel: 245-1310. (SEE ADVERTISEMENT)
- Groove Sound Studio (div. of Groove Sound Corp.) (1968), 240 W. 55 St. Zip: 10019. Tel: 765-0933. Studio Mgr & Chief Eng: Larry Negro.
- Hit Factory Inc. (1968), 701 Seventh Ave.; 353 W. 48 St. Zip: 10036. Tel: 581-9590. Owner & Studio Mgr: Jerry Ragovoy; Chief Eng: Louis Gonzalez.
- J T Sound Studios Ltd. (1969), 166 Avenue A. Zip: 10009. Tel: 982-9049. Owners: J. Tunick, T. Duffy; Studio Mgr: J. Tunick; Chief Eng: T. Duffy.

Jaysina Studios Inc. (div. of Jaysina Ent's. Inc.) (1960), 143 W. 51 St. Zip: 10019. Tel: JU 2-2630, PL 2-4090. Studio Mgr: Warren F. Martin; Chief Eng: Sandy Sina.

Location Rec's Inc. (div. of dB Prod'n's Inc.) (1968), 429 W. 46 St. Zip: 10036. Tel: 586-8565. Pres. & Studio Mgr: Aaron Baron; Chief Eng: Larry Dahlstrom.

Masterstone Rec'g Studios Inc. (1953), 130 W. 42 St. Zip: 10036. Tel: 947-2940. Studio Mgr: Albert Rashid; Chief Eng: Sidney Feldman.

Mayfair Rec'g Studios (1956), 701 Seventh Ave. Zip: 10036. Tel: 581-2178. Owner: Clair D. Krepps; Studio Mgr: Phillip De Meo; Chief Eng: Eddie Smith.

Media Sound Inc. (1968), 311 W. 57 St. Zip: 10019. Tel: 765-4700. Pres.: Harry Hirsch; Studio Mgr: Susan Planer; Chief Eng: Fred Porter.

Mercury Sound Studios (1948), 110 W. 57 St. Zip: 10019. Tel: 245-7300. Studio Mgr & Chief Eng: John M. Eargle.

Mirasound Studios Inc. (1958), 353 W. 57 St. Zip: 10019. Tel: 586-8470. Pres.: Robert Goldman.

National Rec'g Studio Inc. (1959), 730 Fifth Ave. Zip: 10019. Tel: PL 7-6440. Owners: Harold W. & Carl Lustig, Irving Kaufman; Pres.: Harold W. Lustig; VP & Chief Eng.: Irving Kaufman.

Nola Sound Studios Inc. (1925), 111 W. 57 St. Zip: 10019. Tel: 582-1417. Owner & Studio Mgr: Philip A. Johann Jr.; Chief Eng: Tony Post.

Olmsted Sound Studios Inc. (1954), 80 W. 40 St. Zip: 10018. Tel: 868-3342. Owners: Richard & Henry Olmsted; Chief Eng: Gene Radice.

Philips Rec'g Co. Inc., 609 Fifth Ave. Zip: 10017. Tel: 486-9614. Pres. & Gen. Mgr.: Robert Teitelman; Nat'l Sales Mgr.: David Grant. (Exec. office only).

Plant: Richmond, Ind. (SEE ADVERTISEMENT)

Posthorn Rec'gs (1964), 185 Ave. C. Zip: 10009. Tel: OR 7-4082. Owner & Studio Mgr: Jerry Bruck; Chief Eng: F. Daniel.

R C A Recs. Rec'g Studio, 110 W. 44 St. Zip: 10036. Tel: 586-3000. Custom Sales Mgr.: James Head; Studio Mgr.: H. Eitelbach; Chief Eng: R. Isom.

R K O Sound (div. of RKO-General Inc.) (1938), 1440 Broadway. Zip: 10018. Tel: LO 4-8000. Pres: John B. Hayes; Chief Eng: Gene Clark.

R S I (Recording Studios Inc.) (1958), 212 W. 48 St. Zip: 10036. Tel: 757-8855. Owner: Mrs. Edythe Landau; Studio Mgr: Will Roth; Chief Eng: Robert Coulson.

Record Plant (div. of Television Communications Corp.) (1967), 321 W. 44 St. Zip: 10036. Tel: 581-6505. Exec. Dir.: Chris Stone; Studio Mgr & Chief Eng: Jack Adams.

Reeves Prod'n Servs. (1933), 304 E. 44 St. Zip: 10017. Tel: OR 9-3550. Studio Mgr.: Sig Utlek.

Regent Sound Studios (1958), 25 W. 56 St. Zip: 10019. Tel: 245-2630. Owner: Robert Liffing; Chief Eng: Vince Gioffre.

Richcraft Rec'g Co. (1953), 1706 Flatbush Ave., Brooklyn 11210. Tel: 377-1664. Owner, Studio Mgr. & Chief Eng: Richard Rahmey.

Rossi Ent's. (1961), 2005 W. Eighth St., Brooklyn 11223. Tel: ES 2-2605. Owner & Chief Eng: Mario Rossi.

Sadler Rec'g, 35 W. 45 St. Zip: 10036. Tel: 586-0288. Pres.: John Sadler; Chief Eng.: Mark Milchman.

Scepter Rec'g Studios (1964), 254 W. 54 St. Zip: 10019. Tel: CI 5-2170. VP A&R & Studio Mgr: Stanley Greenberg; Chief Eng: John W. Lakata.

Select Sound Studio Inc. (div. of Jubilee Inds.) (1967), 1790 Broadway. Zip: 10019. Tel: 757-8570. Studio Mgr: Bob Stephens; Chief Eng.: David Smith, Soren Moziart.

6 West Rec'g Inc. (1960), 6 W. 57 St. Zip: 10019. Tel: 246-7959. Pres.: Dan Kornfeld.

Sound Center Inc. (1961), 750 Eighth Ave. Zip: 10036. Tel: 582-5692. Studio Mgr: Lucien Esposito; Chief Eng.: Gordon Clark.

Sound Exchange (1969), 265 W. 54 St. Zip: 10019. Tel: 581-9290. Pres.: Orville Greene; VP & Chief Eng.: Stephen Katz.

Sound Ideas Studio (1969), 1595 Broadway. Zip 10019. Tel: 245-8221. Owners: Harry Lookofsky, George Klabin; Studio Mgr & Chief Eng: George Klabin.

Soundings Rec'g Serv. (1952), 215 E. 12 St. Zip: 10003. Tel: 473-5150. Owner, Studio Mgr. & Chief Eng.: Raymond Graunke.

Soundwave Studios Inc., 50 W. 57 St. Zip: 10019. Tel: 582-6320. Owner & Pres.: Ray Hagerty; Studio Mgr. & Chief Eng.: John Gallagher.

Stereo Sound Studio (1954), 238 E. 26 St. Zip: 10010. Tel: MU 3-5240. Owner & Chief Eng.: Jerry Newman; Studio Mgr: Ted Krysty.

Sterling Sound Inc. (1968), 56 W. 45 St. Zip: 10036. Tel: 986-7806. Owners: R. Lee Hulko, Joachim Paschek; Studio Mgr.: Joachim K. Paschek; Chief Eng.: R. Lee Hulko.

Theatre Editing Studios Inc., 505 Eighth Ave. Zip: 10018. Tel: 594-3122. Chief Eng.: Irwin Diehl.

True Tone Rec'g Co. (1951), 160 W. 73 St. Zip: 10023. Tel: TR 4-2015. Owners: Leo & E.B. Shmeltsman; Studio Mgr.: Leo Shmeltsman.

Twelve East Rec'g Inc. (1968), 12 E. 44 St. Zip: 10017. Tel: 986-4747. Owners: George Stalter, John Boyle; Exec. VP & Studio Mgr.: John Boyle.

United International, 520 Fifth Ave. Zip: 10036. Tel: MU 2-5844. Pres.: Louis Ferriol.

Vanguard Recs. (1966), 71 W. 23 St. (studio) 214 W. 23 St. Zip: 10010. Tel: 255-7732. Pres. & Studio Mgr.: Seymour Solomon; Chief Eng.: Ed Friedner.

Variety Rec'g Studio (1961), 130 W. 42 St. Zip: 10036. Tel: 244-4256. Owners: Warren Allen Smith, Fred Vargas; Studio Mgr & Chief Eng: Fred Vargas.

Deryck Waring Rec'gs Inc. (1955), 25 W. 43 St. Zip: 10036. Tel: 736-0878. Owner, Studio Mgr & Chief Eng: Deryck Waring.

• **PEEKSKILL (Area Code 914)**  
G & G Rec'g Serv. (1962), 12 Lake Rd. Zip: 10566. Tel: 737-2772. Owner & Chief Eng: Guy Heitmann.

• **ROCHESTER (Area Code 716)**  
Fine Rec'g Studio (1947), 1196 Calkins Rd. Zip: 14623. Tel: 334-9290. Owner & Studio Mgr.: Vince Jans.

Lifetime Rec'g (1952), 133 North St. Zip: 14604. Tel: 454-1269. Owner & Chief Eng.: Lester W. Osband.

N A M Studios (div. of North American Memoir Co. Inc.) (1968), 572 Lyell Ave. Zip: 14606. Tel: 254-3922. Pres., Studio Mgr. & Chief Eng: Alvin A. White.

• **ROME (Area Code 315)**  
Audio Sound Servs. (1960), 104 E. Bloomfield St. Zip: 13440. Tel: 336-3810, 337-6022. Owner: Roger W. Jones.

• **ST. JAMES, L.I. (Area Code 516)**  
Sound by St. James Inc. (1968), 699 Jericho Tnkp. Zip: 11780. Tel: 724-2828. Owners: Michael Ingram, Rhys O'Brien; Studio Mgr.: Arthur Schiff; Chief Eng: Michael Ingram.

• **UTICA (Area Code 315)**  
Dell Rec'g Studios (1968), 217 Columbia St. Zip: 13502. Tel: 733-6330. Owner, Studio Mgr & Chief Eng: Gene Rice.

Record Talent Assocs. Inc., 760 Blandina St. Zip: 13501. NYC Tel: (212) JU 6-3700. Pres.: Michael Cristelli; Gen. Mgr.: Stanley Markowski.

• **WAVERLY (Area Code 607)**  
Amber Rec'g Studio, Walker Hill. Zip: 14892. Tel: 565-9926. Pres.: Stan Smith; VP: Steve Hancock.

**NORTH CAROLINA**

• **AHOSKIE (Area Code 919)**  
Don Upchurch Prod'n's (1968), 412 Carolina Ave. Zip: 27910. Tel: 332-3284/3101. Statesville Tel: (704) 872-2455. Owner: Don Upchurch; Studio Mgr. & Chief Eng: Steve Montgomery.

• **BISCOE (Area Code 919)**  
Britt Sound Studio (1967), Box 727. Zip: 27209. Tel: 428-7051. Owner: Leonard T. Britt; Studio Mgr: Gary L. Britt; Chief Eng: Randy G. Britt.

• **CHARLOTTE (Area Code 704)**  
Arthur Smith Studios (1961), 5457 Old Monroe Rd. Zip: 28211. Tel: 536-0424/0552. Owner: Arthur Smith; Studio Mgr: A. Reginald Smith; Chief Eng: Hank Poole.

• **GREENSBORO (Area Code 919)**  
Crescent-City Sound Studios Inc. (1968), 1060 Gatewood Ave. Zip: 27405. Tel: 274-2441. Owner: Julian Price II; Studio Mgr & Chief Eng: Walt Copeland.

• **HICKORY (Area Code 704)**  
Southern Sounds Studios, 918 Third Ave. NW. Zip: 28601. Tel: 327-9346. Pres.: Frank J. Shuford; VP & Gen. Mgr.: O.L. Atwood.

• **RALEIGH (Area Code 919)**  
Audiofonics (div. of Jimmy Capps Prod'n's Inc.) (1962), 15 W. Lenoir St. Zip: 27602. Tel: 833-3924. Studio Mgr & Chief Eng: Larry Gardner.

Coleman Prod'n's & Ent's. (1965), PO Box 2221. Zip: 27602; 2622 Broadwell Dr. Zip: 27606. Tel: 828-6324. Owner, Studio Mgr & Chief Eng: W.R. Coleman Jr.

• **STATESVILLE (Area Code 704)**  
Don Upchurch Prod'n's (1968), 519-D Valley St. Zip: 28677. Tel: 872-2455; Ahoskie Tel: (919) 332-3284. Owner, Studio Mgr & Chief Eng: Don Upchurch.

## OHIO

• **CANTON (Area Code 216)**  
G & W Prods. Supply Co., E. Tuscarawas St. Zip: 44707. Tel: 452-0400. Pres.: Donald Mastin; Gen. Mgr.: Alex Mastin.

Mills Audio & Rec'g Co. (1961), 5960 Dueber Ave., East Sparta 44626. Tel: 484-3471. Owner, Studio Mgr & Chief Eng: J.L. Mills Jr.

• **CHILLICOTHE (Area Code 614)**  
Appalachia Sound Studios, Box 525, RR 8, Old Rt. 23. Zip: 45601. Tel: 663-2544. Owners: Joe Waters, John Call; Chief Eng.: John Call.

*continued on page 226*

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• **CINCINNATI (Area Code 513)**

Artist's Rec'g Co. (1951), 320 Mill St. Zip: 45215. Tel: 761-0011. Pres.: Homer L. Milam; Studio Mgr: Silas Moore; Chief Eng: Jim Holley (SEE ADVERTISEMENT)

Counterpart Music, 3744 Applegate Ave. Zip: 45211. Tel: 661-8810. Pres.: Howard Lovdal.

Full Fidelity Rec'g Studio (div. of Rite Rec. Prod'ns Inc.) (1946), 9745 Lockland Rd. Zip: 45215. Studio Mgr: Bob Watson; Chief Eng: Carl Burkhardt.

Jewel Rec'g Studio (1961), 1594 Kinney Ave. Zip: 45231. Tel: 522-9336, 825-6808. Owner & Studio Mgr: Rusty York; Chief Eng: Gene Lawson.

Queen City Album Inc. (1950), 2832 Spring Grove Ave. Zip: 45225. Tel: 681-8400. Owner: Edward R. Bosken; Studio Mgr. & Chief Eng: Rusty York. (SEE ADVERTISEMENT)

Rite Rec. Prod'ns Inc., 9745 Lockland Rd. Zip: 45215. Tel: 733-5533. Pres.: Carl J. Burkhardt; Gen. Mgr.: Robert Bowery. (SEE ADVERTISEMENT)

Starday-King Recs. Inc., 1540 Brewster Ave. Zip: 45207. Tel: 751-6222. VP & Gen. Mgr.: Johnnie Miller.

• **CLEVELAND (Area Code 216)**

Agency Rec'g Studios Inc. (1968), 1730 E. 24 St. Zip: 44114. Tel: 621-0810. Studio Mgr: Larry Gorlup; Chief Eng: Donald R. White.

Alcon Rec'g Studios Inc. (1966), 4435 Mayfield Rd. Zip: 44121. Tel: 291-1616. Owners: R.J. Nowac, R.J. Lasky; Studio Mgr: R.J. Nowac; Chief Eng: R.J. Lasky.

Associated Inds. Inc., 2150 Hamilton. Zip: 44114. Tel: 696-3773. Pres.: Ronald Schafer; Gen. Mgr.: Robert Schachner. Branch: Pittsburgh, Pa.

Audio Rec'g Studios Inc. (1960), 601 Rockwell Ave. Zip: 44114. Tel: 771-5112. Studio Mgr & Chief Eng: Vlad Maleckar.

Boddie Rec'g Studio (1946), 12202 Union Ave. Zip: 44105. Tel: 752-3440. Owner, Studio Mgr & Chief Eng: Thomas Boddie. (SEE ADVERTISEMENT)

Cleveland Rec'g (1934), 1515 Euclid Ave. Zip: 44115. Tel: 621-9362. Owner & Studio Mgr: F.C. Wolf; Chief Eng: Kenneth Hamann. (SEE ADVERTISEMENT)

Landen Magnetic Sound (1966), 4465 E. 131 St., Garfield Heights 44105. Tel: 587-4188. Owners: George Stage, Patrick Connelly; Studio Mgr.: Patrick Connelly; Chief Eng: George Stage.

W B K R Broadcast Serv. (1955), 1169 Sylvania Rd. Zip: 44121. Tel: 381-8457. Owners: William & Lawrence Baker; Studio Mgr: William Baker; Chief Eng: Lawrence Baker.

• **COLUMBUS (Area Code 614)**

Harmonic Sounds Inc. (1965), 1482 Felix Dr. Zip: 43207. Tel: 253-5283, 491-1461. Owner: Clem Price Jr.; Studio Mgr: George D. Beter; Chief Eng: Clem Price.

Magnetic Studios Corp. (1959), 1670 W. First Ave. Zip: 43212. Tel: 486-2469. Owner: Richard M. Wolfe; Studio Mgr. & Chief Eng: John Fippin.

Larry McKenzie Rec'g Studio, 948 Studer Ave. Zip: 43206. Tel: 252-7116. Owner: Larry McKenzie.

Mus-I-Col Inc., 780 Oakland Park Ave. Zip: 43224. Tel: 267-3133. Pres. & Gen. Mgr.: Boyd P. Niederlander; VP: John Boling.

• **DAYTON (Area Code 513)**

American Line Rec'g Studios (1967), 15 E. Franklin St., Bellbrook 45305. Tel: 848-2131. Pres. & Chief Eng: Robert Tauber; Studio Mgr: Jim Coughlin.

Dynaphonics Inc., 2975 Far Hill Ave. Zip: 45419. Tel: 294-0347. Pres.: Cecil Sansbury; VP & Gen. Mgr: Frank Lunn.

Film Assocs. Inc. (1946), 4600 S. Dixie Hwy. Zip: 45439. Tel: 293-2164. Chief Eng: E. Raymond Arn.

Mega City Rec'g., 38 Linden Ave. Zip: 45403. Tel: 256-6557/6931. Owner & Pres.: Ivan Freeman; Gen. Mgr.: Craig Freeman.

• **FREMONT (Area Code 419)**

Courier-Empire Rec'g Ent. (1963), 414 Croghan St. Zip: 43420. Tel: 332-4775. Owner, Studio Mgr & Chief Eng: Robert T. Brown.

• **HAMILTON (Area Code 513)**

Melody Rec'g Studio (1968), 1912 St. Clair St. Zip: 45011. Tel: 895-0607. Owner, Studio Mgr & Chief Eng: William M. Jones.

• **MACEDONIA (Area Code 216)**

Century Rec'g Corp. (1961), 1063 Shepard Hills Blvd. Zip: 44056. Tel: 467-7017. Pres., Studio Mgr. & Chief Eng: Jack L. Renner.

• **MINERVA (Area Code 216)**

Praise Rec'gs (1967), 15889 Freed St. SE. Zip: 44657. Tel: 868-4840. Owner: Joe Maas.

• **TOLEDO (Area Code 419)**

Hanf Rec'g (1956), 1825 Sylvania Ave. Zip: 43613. Tel: 475-8059/1616. Owner: Ruth C. Hanf; Studio Mgr & Chief Eng: Jim Thomson.

• **YOUNGSTOWN (Area Code 216)**

United Audio Rec'g Studio (1959), 10 Ellenwood Ave. Zip: 44507. Tel: 744-2166. Owner & Studio Mgr: Bill Warner; Chief Eng: Ladd Kopp.

**PENNSYLVANIA**

• **ALLENTOWN (Area Code 215)**

Allentown Rec. Co. Inc., 1002-10 Walnut St. Zip: 18102. Tel: 433-7405. Pres.: S.L. Wartell. (SEE ADVERTISEMENT)

Helffrich Rec'g Labs. (1951), East Texas Rd. West, RD 2. Zip: 18103. Tel: 395-5511. Owner, Studio Mgr & Chief Eng: Peter J. Helffrich.

• **FRANKLIN (Area Code 814)**

Process Rec. Co. (1947), 439 Wiley Ave. Zip: 16323. Tel: 432-4633. Owners: Norman & Delbert Kelly; Studio Mgr & Chief Eng: Norman Kelly.

• **HARRISBURG (Area Code 717)**

Laird Prod'ns Inc. (1965), 412 N. Second St. Zip: 17105. Tel: 238-9688. Owner & Chief Eng: J. Ira Laird Jr.; Studio Mgr.: E. V. Di Martile.

• **JENKINTOWN (Area Code 215)**

Thunder Rec'g Studio (1962), PO Box 271, Cedar & West Ave. Zip: 19046. Tel: OS 2-5926. Owner & Chief Eng: Stan Peahota.

• **MECHANICSBURG (Area Code 717)**

Baldwin Sound Prod'ns Inc. (1966), 5252 Trindle Rd. Zip: 17055. Tel: 766-0787. Owner: Donald E. Baldwin; Studio Mgr & Chief Eng: Doc Whitticar.

• **PHILADELPHIA (Area Code 215)**

Air-Tone Sound & Rec'g Co. (1944), 2330 Market St. Zip: 19103. Tel: 563-8388. Owner: Eugene Hessel; Studio Mgr: Peter Kiefer; Chief Eng: Al Witherup.

Educational Servs. (div. of Triangle Publ'ns Inc.), PO Box 85, Radnor 19087. Studio Mgr: Frederic Karch; Chief Eng: Frank Matys.

Frankford Wayne Rec'g Labs. (1966), 212 N. 12 St. Zip: 19107. Tel: 561-1794. Owners: Thomas Steele, Wayne Wilfong; Studio Mgr.: Wayne Wilfong; Chief Eng.: Thomas Steele.

Impact Sound Rec'g Studio (1965), 7102 1/2 Castor Ave. Zip: 19149. Tel: FI 2-8760. Owner, Studio Mgr & Chief Eng: Anthony Schmidt.

Nine Nineteen Sound Studio (1967), 919 N. Broad St. Zip: 19123. Tel: PO 5-2288. Owner: Harold B. Lipsius; Studio Mgr. & Chief Eng.: Mike Apey.

Nise Prod'ns Inc. (1968), 1718 Roselyn St. Zip: 19141. Tel: WA 4-8767. Pres. & Studio Mgr.: Michael Nise; Chief Eng: Frank Nise.

Sigma Sound Studios (1968), 212 N. 12 St. Zip: 19107. Tel: 561-3660. Owner & Chief Eng.: Joseph D. Tarsia.

Virtue Rec'g (div. of Parr-X Corp.) (1959), 1618 N. Broad St. Zip: 19121. Tel: PO 9-9479, PO 3-2825. Studio Mgr. & Chief Eng: Frank Virtue.

• **PITTSBURGH (Area Code 412)**

Alba-Trio Rec. Co. (1955), Century Bldg., 130 Seventh St. Zip: 15228. Tel: 281-5853. Owner: Frank Jarema; Chief Eng: Elbert Oiler.

G & C Rec. Mfg. Co., 2724 Penn Ave. Zip: 15222. Tel: 281-9898. Pres.: Glenn Campbell.

Gateway Assoc'd (div. of Associated Inds.) (1968), 256 Fifth Ave. Zip: 15222. Tel: 471-3484. Gen. Mgr.: Robert W. Schachner; Studio Mgr. & Chief Eng.: Larry Zimba.

Hardman Assocs. Inc. (1962), 213 Smithfield St. Zip: 15222. Tel: 281-4450. VP & Studio Mgr.: Frank Doak; Chief Eng.: Jack Givens.

W R S Rec'g Studio (1952), 210 Simple St. Zip: 15213. Tel: 683-6300. Studio Mgr: F. Jack Napor; Chief Eng: Olavi Kuuskler.

• **READING (Area Code 215)**

James K. Hodgkins (1962), 405 N. Front St. Zip: 19601. Tel: 373-7600. Owner, Studio Mgr. & Chief Eng.: James K. Hodgkins.

• **SCRANTON (Area Code 717)**

White Rock Recs. Inc., 401 Wintermantle Ave. Zip: 18505. Tel: 343-6718. Pres. & Gen. Mgr.: Phil Ladd.

• **SHARON (Area Code 412)**

Marjon Recs. (1959), 149 E. State St.; (office) 159 Easton Rd. Zip: 16146. Tel: 347-4726. Owner & Chief Eng: John T. Krizancic.

• **SPRINGFIELD (Area Code 215)**

The New Sound, 753 Louise Dr. Zip: 19064. Tel: KI 4-1818. Opns. Mgr.: Carl A. Sandell Jr.

• **YORK (Area Code 717)**

Dee-Bee Rec'g Serv. (1963), S. Camp St. Extension, Windsor 17366. Tel: 244-5411. Owner & Chief Eng: Stanley L. Deppen Jr.

**RHODE ISLAND**

• **PAWTUCKET (Area Code 401)**

Johnston Sound Servs., 111 Sweet Ave. Zip: 02861. Tel: 722-2222. Owner: Lewis Johnston.

*continued on page 228*

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**OKLAHOMA**

• **MUSKOGEE (Area Code 918)**

Frank Brock Prod'ns (1968), 928 N. Youk. Zip: 74401. Tel: 682-7500. Gen. Mgr. & Chief Eng.: Frank Brock.

• **OKLAHOMA CITY (Area Code 405)**

Benson Sound Studio (1968), 3707 S. Blackwelder Ave. Zip: 73119. Tel: 685-9442. Owner, Studio Mgr. & Chief Eng: Larry R. Benson.

Century Recs. (1962), 1220 NW 39. Zip: 73118. Tel: 528-4077. Owner, Studio Mgr. & Chief Eng: Richard Gilliland.

• **TULSA (Area Code 918)**

Derrick Rec'g Studios (div. of Granada Ents. Inc.) (1968), 1448-52 N. Harvard. Zip: 74110. Tel: 936-3518. Studio Mgr.: Bill Davis; Chief Eng.: Jim Masters.

A. C. Sweeney Studios (1950), 4929 S. Columbia Ave. Zip: 74105. Tel: 747-4993. Owner, Studio Mgr & Chief Eng: A.C. Sweeney.

**OREGON**

• **EUGENE (Area Code 503)**

Graves Rec'g Serv. (1945), 2646 Willamette. Zip: 97405. Tel: 343-5718. Owner, Studio Mgr & Chief Eng: Alan C. Graves.

• **PORTLAND (Area Code 503)**

Northwestern Inc., 011 SW Hooker St. Zip: 97201. Tel: 224-3456. Pres.: R.M. Lindahl.

Rex Rec'g Co. (1947), 931 SW King Ave. Zip: 97205. Tel: 228-4393. Owner: Rodney F. Johnson.

• **SALEM (Area Code 503)**

Garland Rec'g Studio (1967), 565 Rose St. NE. Zip: 97301. Tel: 363-6371. Owner & Studio Mgr: Gary Nieland.



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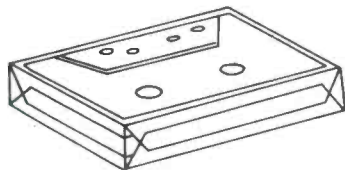
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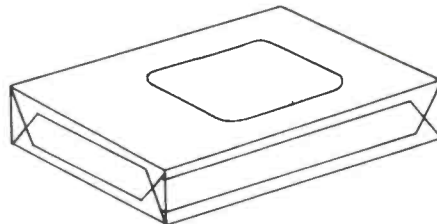
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*continued*

• **PROVIDENCE (Area Code 401)**

Fedco Audio Labs. (1967), 37 Clarendon Ave. Zip: 02906. Tel: 272-3157. Owner & Chief Eng: Lyle Fain.

**SOUTH CAROLINA**

• **CAYCE (Area Code 803)**

Jimmy Fowler Prod'ns (1969), 1811 Stratford Rd. Zip: 29033. Tel: 796-0905. Owner, Studio Mgr. & Chief Eng.: Jimmy Fowler.

• **GREENVILLE (Area Code 803)**

Mark V (1965), 10 Michael Dr. Zip: 29610. Tel: 269-3961. Studio Mgr: Joe Huffman; Chief Eng: Dave Reddick.

• **WEST COLUMBIA (Area Code 803)**

Music World Rec'g Studios (1968), Rt. 2, Overland Dr. Zip: 29169. Tel: 794-9102. Owner: J. L. Jenkins; Studio Mgr.: Ted Pitts; Chief Eng.: Barnett Goldberg.

**SOUTH DAKOTA**

• **SIOUX FALLS (Area Code 605)**

Universal Audio Rec'g, 2904 S. Minnesota Ave. Zip: 57105.

**TENNESSEE**

• **BRENTWOOD (Area Code 615)**

Athena Rec'g Studio (div. of Athena Recs. Inc.) (1969), PO Box 68. Zip: 37027. Tel: 832-9638. Studio Mgr. & Chief Eng: Fred E. Cameron.

• **CHATTANOOGA (Area Code 615)**

Chattanooga Rec'g Studios (1969), 1077 Duncan Ave. Zip: 37404. Tel: 629-5916. Owner & Studio Mgr: Paul F. Gray Jr.; Chief Eng: Kenneth Bell.

• **JACKSON (Area Code 901)**

Sound City Rec'g (1965), 210 Gordon St. Zip: 38301. Tel: 427-7301. Owners: James Exum, John McCutchen; Studio Mgr: Steve R. Little; Chief Eng: James Exum.

• **JOHNSON CITY (Area Code 615)**

Champ Rec'g Studio (1946), 1807 Indian Ridge Rd. Zip: 37601. Tel: 928-2281/2558. Owner & Studio Mgr.: James H. Stanton; Chief Eng: Paul McClain.

• **KINGSPORT (Area Code 615)**

Tri-State Rec'g Co., 1767 Fort Henry Dr. Zip: 37664. Tel: 246-9701. Pres.: Basil J. Palmer; Gen. Mgr.: Tilford A. Salyer.

• **KNOXVILLE (Area Code 615)**

Benrene Rec. Studio (1967), Rt. 1, Twinville Rd., Powell 37849. Tel: 922-2429. Owner & Studio Mgr.: Ben Needham; Chief Eng.: Ray Stripling. Handy Rec'g Studio, 4213 Chapman Hwy. Zip: 37920. Tel: 577-0995. Owner: Ed Clanton. Valley Prod'ns (1967), Box 3464. Zip: 37917. Tel: 588-2414. Owners: D. Tonkin, J. Tipton; Studio Mgr: J. Tipton; Chief Eng: D. Tonkin.

• **LAFAYETTE (Area Code 615)**

Atwell Rec'g Studio, Tooley Bldg. Zip: 37083. Tel: 666-3322. Owner: Loryn Atwell.

• **MEMPHIS (Area Code 901)**

American Rec'g (1965), 827 Thomas St. Zip: 38107. Tel: 526-3935/0409. Owner: Chips Moman; Studio Mgr.: Marty Lacker. Ardent Rec'gs Inc. (1960), 1457 National St. Zip: 38122. Tel: 324-5368, 458-2136. Owner & Chief Eng.: John E. Fry; Studio Mgr.: Terry D. Manning. Blackwood Rec'g Studio (1968), 3933 Summer. Zip: 38122. Tel: 324-4434. Owners: H.B. Brewster & Blackwood Bros.; Studio Mgr & Chief Eng: H.B. Brewster. Century Rec'g Serv. (1952), 11 S. Idlewild. Zip: 38104. Tel: 276-4208. Owner & Studio Mgr.: Mrs. Margaret Tucker. Contact (1965), 864 Kerr Ave. Zip: 38106. Tel: 946-9118. Owner & Chief Eng: Curtis Taylor. Fame Rec'g (1969), 1740 S. Bellevue. Zip: 38114. Tel: 774-5440. Owner: Rick Hall; Studio Mgr. & Chief Eng: Mickey Buckins. Glo-Lite Rec'g Studio (1968), 4081 Jackson. Zip: 38128. Tel: 386-5188. Owner, Studio Mgr. & Chief Eng: William E. Glorie. Lyn-Lou Rec'g Studio (div. of Lyn-Lou Music Inc.) (1960), 1518 Chelsea Ave. Zip: 38108. Tel: 275-2285. Studio Mgr & Chief Eng: Larry Rogers. Mastercraft Rec'g Corp. (1969), 1269 Madison Ave. Zip: 38104. Tel: 276-2069. Pres. & Chief Eng.: Welton H. Jetton; Studio Mgr.: Paul Richmond.

Royal Rec'g Studio (1959), 1320 S. Lauderdale. Zip: 38106. Tel: 948-8776. Studio Mgr.: Ray Harris; Chief Eng.: W.E. Cantrell.

Sonic Rec'g Studio (1961), 1692 Madison Ave. Zip: 38104. Tel: 278-0850. Owner, Studio Mgr & Chief Eng: Roland Janes.

Sounds of Memphis Inc. (1968), 904 Rayner St. Zip: 38114. Tel: 274-7220. Owners: Stan Kesler, Gene Lucchesi, Paul Bomarito; Studio Mgr: Stan Kesler; Chief Eng: Leon Sides.

Universal Rec'g Studios (div. of The Memphis Corp.) (1970), 247 Chelsea Ave. Zip: 38107. Pres.: Seymour S. Rosenberg; Studio Mgr. & Chief Eng: Steve Stepanian.

Wooten Rec'g Co. (formerly Allandale Rec'g Studio) (1967), PO Box 11522, 3373 Park Ave. Zip: 38111. Tel: 324-6786. Owner, Studio Mgr. & Chief Eng: Style Wooten.

• **MOUNT JULIET (Area Code 615)**

Bradley's Barn Inc. (1964), 1609 Hawkins St., Nashville 37203. Tel: 244-1060. Owners: Owen & Jerry Bradley, Charlie Tallent; Studio Mgr: Jerry Bradley; Chief Eng: Joe Mills.

• **NASHVILLE (Area Code 615)**

Bradley's Barn, see listing in Mount Juliet, Tenn. C & M Sound Studios Inc. (1969), 805 18 Ave. S. Zip: 37203. Tel: 259-3310. Owners, Studio Mgrs. & Chief Engs: Rex E. Collier, Jim P. Deal.

Cedarwood Sound Studio (1965), 815 16 Ave. S. Zip: 37203. Tel: 255-6535. Owner: Bill Denny; Studio Mgr. & Chief Eng: Jim Hayner.

Jack Clement Rec'g Studio (1969), 3102 Belmont Blvd. Zip: 37212. Tel: 269-4227. Owner: Jack Clement; Studio Mgr. & Chief Eng.: Charles Tallent.

Creative Workshop Inc., 2804 Azalea Pl. Zip: 37204. Tel: 291-8682. Owner, Studio Mgr. & Chief Eng.: Buzz Cason.

D B M Rec'g Studio (1959), 1516 Hawkins St. Zip: 37203. Tel: 244-9589. Owners: Ben Hall, Dr. P.W. Malone; Studio Mgr & Chief Eng: Ben Hall.

Globe Rec'g Studio Inc. (1958), 420-A Broadway. Zip: 37203. Tel: 255-7645. Owner: James Maxwell.

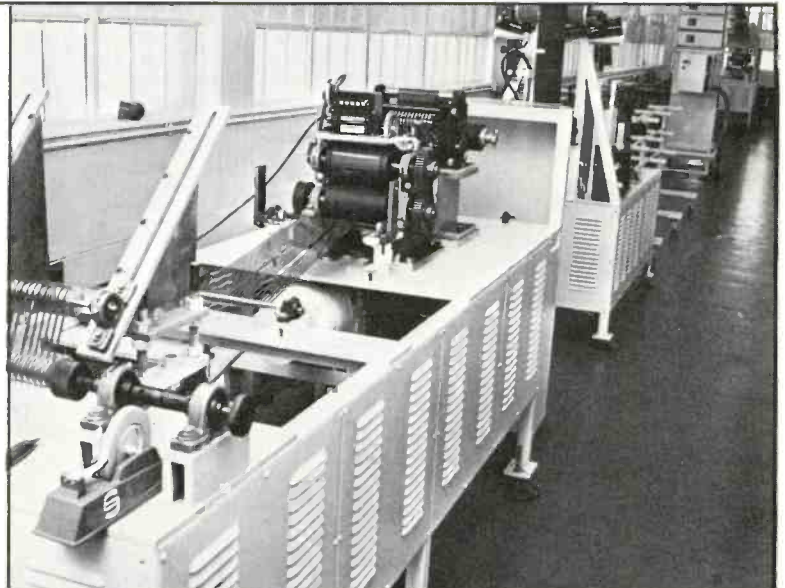
Mercury Custom Rec'g Studios (div. of Mercury Recs.) (1970), 1512 Hawkins St. Zip: 37203. Tel: (615) 244-3670. Studio Mgr. & Chief Eng.: Tom Sparkman.

*continued on page 230*

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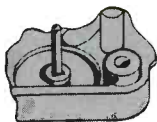


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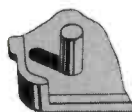


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We told them we would mill perfectly polished stainless steel pins, precision manufactured to sturdily hold our rollers in place, eliminating wow and flutter, and totally unaffected by rust or corrosion.

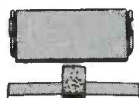


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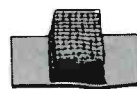


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Monument Rec'g Studios Inc. (1962), 114 17 Ave. S. Zip: 37203. Tel: 244-5656. Owner: Fred Foster; Chief Eng.: Tommy Strong.

Music City Rec'rs (div. of Audiofax Corp.) (1964, re-modeled '66 & '67, reopened 1968), 821 19 Ave. S. Zip: 37203. Tel: 242-5585. Studio Mgr: Bill Connor; Chief Eng.: Scotty Moore.

Nashville Rec. Prod'ns Inc. (1962), 204 19 Ave. S. Zip: 37203. Tel: 327-3768. Pres. & Studio Mgr.: Kenneth R. Place; Chief Eng.: Glen Bullard (SEE ADVERTISEMENT)

Nugget Studios (1953), 400 Tinnin Rd., Goodlettsville 37202. Tel: 859-5268. Owner: Fred F. Carter Jr.; Chief Eng: Jesse Tharp.

Queen of Sound (div. of East Coast Sound Corp.) (1967), 1314 Pine St. Zip: 37203. Tel: 259-3965. Pres.: Don Scoggins; Studio Mgr.: Bob Beasley; Chief Eng.: John Rosen.

R C A Recs. Rec'g Studio, 800 17 Ave. S. Zip: 37210. Tel: 255-5781. Custom Sales Mgr.: Ed Hines; Studio Mgr.: C. Eberhardt; Chief Eng.: R. Isom.

Shelby Singleton Sound Studios (1967), 3106 Belmont Blvd. Zip: 37212. Tel: 291-2003. Owner: Shelby Singleton; Chief Eng.: Joe Veneri.

Sonora Recs., Box 12123. Zip: 37212. Tel: 332-4726, 892-6150. Owner: Grover Dunn; Mgr. & Chief Eng.: Larry Boden.

Spar Rec'g Studio (div. of Spar Rec. Corp.) (1968), 110 21 Ave. S. Zip: 37203. Tel: 244-1636. Studio Mgr. & Chief Eng.: Tom Walls.

Starday-King Recs., PO Box 8188. Zip: 37207. Tel: 228-2575. Pres.: Hal G. Neely; Gen. Mgr.: Col. Jim Wilson.

Starday-King Recs., PO Box 8188. Zip: 37207. Tel: 228-2575. Pres.: Hal G. Neely; Gen. Mgr.: Col. Jim Wilson.

Varsity (1962), 1703-1705 Church St. Zip: 37203. Tel: 242-6370/6379. Owners: Ben McCloud, Jack Casey; Studio Mgr.: Ben McCloud; Chief Eng.: Tom Wilson.

Woodland Sound Studios (div. of Crescent Co.) (1967), 1011 Woodland St. Zip: 37206. Tel: 227-5027. Studio Mgr: Glenn T. Snoddy; Chief Eng: Jim Pugh.

Zia Rec'g Studio (1969), 814 19 Ave. S. Zip: 37203. Tel: 242-0466. Owner & Studio Mgr.: Jesse W. Brooks; Chief Eng.: Bob Stevens.

● **TALBOTT (Area Code 615)**  
Vibrant Recs., Rt. 2. Zip: 37877. Pres. & Gen. Mgr.: Hal R. McGaha.

**TEXAS**

● **AUSTIN (Area Code 512)**  
General Audio Servs. Inc. (1969), 308 W. Sixth St. Zip: 78701. Tel: 477-4754. Pres.: Stephen Shields; Gen. Mgr.: Richard Gemblor.  
P S G Rec'g Co. (1968), 4322A N. Lamar. Zip: 78767. Tel: 454-5653. Owner, Studio Mgr. & Chief Eng.: Pedro S. Gutierrez.  
Photo Processors Inc. (1968), 909 Congress Ave. Zip: 78767. Tel: 472-6926. Owner: Donald Thomas; Studio Mgr.: Gordon Wilkison; Chief Eng.: E. F. Zreet.

● **BIG SPRING (Area Code 915)**  
Nomad Ents., PO Box 2086. Zip: 79720. Tel: 263-3014. Pres.: Larry N. Phillips; Gen. Mgr.: Mrs. Sharon Teague.

● **CORPUS CHRISTI (Area Code 512)**  
Cutler's Rec'g Studio Inc., 3527 S. Staples. Zip: 78411. Tel: 853-2569. Owner & Studio Mgr.: W. F. Cutler Jr.; Chief Eng.: Dale Taylor.  
Studio B Rec'g Studio, 1316 N. Chaparral. Zip: 78401. Tel: 883-4461. Pres. & Gen. Mgr.: Charlie Brite; VP: Carl Becker; Studio Mgr.: Michael Taylor.

● **DALLAS (Area Code 214)**  
Boyd Rec'g Serv. (1948), 801 Core St., Suite 40. Zip: 75207. Tel: 747-3869. Owner & Chief Eng.: M. E. Boyd.  
P A M S Inc. (1951), 4141 Office Pkwy. Zip: 75204. Tel: 827-0901. Owner: William Meeks.  
Sellers Co. Rec'g Studios (1927), 2102 Jackson. Zip: 75201. Tel: 741-5836. Owner, Studio Mgr. & Chief Eng.: Jack Sellers.

Studio III (div. of TM Prod'ns), 3103 South St. Zip: 75201. Tel: 748-8216.  
Sunet Sound Studios, 7027 Twin Hills Ave. Zip: 75231. Tel: 691-0001. Pres.: Ed Bernet.  
Totalsound (1968), 4504 Belmont. Zip: 75204. Tel: 823-6821. Pres. & Studio Mgr.: Thomas O. Parma; Chief Eng.: Dave Scott.  
W F A A Prod'ns, Young & Record. Zip: 75202. Tel: RI 8-9631. Opns. Mgr.: Bob Turner; Prod'rs: Jim Rowley, Bud Buschardt.  
Charles Wright Agency, 124 N. Peak St. Zip: 75226. Tel: 827-5023. Gen. Mgr.: Charles Wright.

● **FORT WORTH (Area Code 817)**  
Delta Rec'g Center (1965), 910 Currie St. Zip: 76107. Tel: 332-3821. Owner, Studio Mgr. & Chief Eng.: John A. Patterson.  
Oakridge Rec'g Studio (1960), 2001 Elton Rd. Zip: 76117. Tel: 838-6608. Owner & Studio Mgr.: Homer Lee Sewell.

● **HOUSTON (Area Code 713)**  
A C A Rec'g Studios Inc. (1948), 1017 Westheimer. Zip: 77006. Tel: 526-3419. Studio Mgr & Chief Eng.: William D. Holford.  
Andrus Rec'g Studios (1965), 3204 Broadway. Zip: 77017. Tel: 644-3894. Owner & Chief Eng.: Walt Andrus; Studio Mgr.: Steven Long.  
Houston Electronics Co. (1964), PO Box 36529. Zip: 77036. Tel: 774-0000. Pres., Studio Mgr. & Chief Eng.: J. F. Lockett.  
Nashville Sound Inc. (1968), 9717 Jensen. Zip: 77016. Tel: 695-3060. Owners: Jimmy & Joel Johnson; Studio Mgr: Jimmy Johnson; Chief Eng: Joel Johnson.  
Soundville Studio (div. of Jimmy Duncan Prod'ns Inc.) (1970), PO Box 3105, 8208 Westpark Dr. Zip: 77042. Tel: 781-6300. Studio Mgr.: Bill Gilliland; Chief Eng.: Gaylyn D. Shelby.

● **KIRBYVILLE (Area Code 713)**  
Kirbyville Music Center & Rec'g Studio, 116 E. Main. Zip: 75956. Owner: L. O. Boudreaux.

● **McALLEN (Area Code 512)**  
Pharaoh Recs. (1960), PO Box 969. Zip: 78501. Tel: 686-0791. Owner & Studio Mgr.: Jimmy Nicholls.

● **NASH (Area Code 214)**  
Cross Country Prod'ns, Box 86, 125 N. Pecan St. Zip: 75569. Tel: 838-8657. Owner & Mgr.: Doug Davis.

● **ODESSA (Area Code 915)**  
Westex Rec'g Studio (1964), PO Box 6406, 5600 County Rd. E. Zip: 79760. Tel: 362-1512. Owner, Studio Mgr & Chief Eng: W. Gorman Maxwell.

● **PORT ARTHUR (Area Code 713)**  
The Musik Factory (formerly L&F Rec'g Serv.), 1812 Procter. Zip: 77640.

● **SAN ANTONIO (Area Code 512)**  
Epstein Ents., PO Box 28123, 800 Navarro St. Zip: 78228. Tel: 223-1818. Owner & Pres.: A. Epstein.  
Les Miller Ents. (1956), 102 Altgelt Ave. Zip: 78201. Tel: 736-2793. Owner & Studio Mgr.: Les Miller.

continued on page 232

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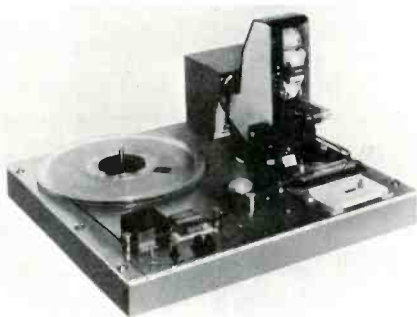


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*continued*

Texas Sound Studios (1938), 506 W. Hildebrand Ave. Zip: 78212. Tel: 733-1721. Owner & Chief Eng.: Jeff Smith; Studio Mgr.: Jack Bond.

• **SAN BENITO (Area Code 512)**

Ideal Rec'g, see Rio Grande Music Rec'g Studio. Rio Grande Music Rec'g Studio (div. of Betancourt Ents.) (1945), 119 S. Sam Houston. Zip: 78586. Tel: 399-1471. Owner: Paco Betancourt; Studio Mgr. & Chief Eng.: John F. Phillips.

• **TYLER (Area Code 214)**

Brians Rec'g Studio (1960), 2200 Sunnybrook. Zip: 75701. Tel: 592-7677. Owner, Studio Mgr & Chief Eng: Robin Hood Brians Jr. Custom Prod'ns (1953), PO Box 231. Zip: 75701. Tel: 597-2961. Owners & Engs.: Curtis Kirk, Paul H. Jameson; Studio Mgr.: Curtis Kirk. Steve Wright Rec'g Studio (1965), PO Box 626. Zip: 75701. Tel: 592-0591. Owner, Studio Mgr & Chief Eng.: Steve Wright.

**UTAH**

• **PROVO (Area Code 801)**

Brigham Young Univ., Electronic Media Dept., Rec'g Opls. Section, 192 HRCB. Zip: 84601. Tel: 374-1211. Rec'g Opls. Supervisor: Mr. Kaye L. Jensen.

**VERMONT**

• **BATTLEBORO (Area Code 802)**

Vanguard Prod'ns (1960), 8 Winter St. Zip: 05301. Tel: 257-7131. Studio Mgr & Chief Eng: David S. Calef.

• **COLCHESTER (Area Code 802)**

Auchter Rec'g Serv., see Century Custom Rec'g Serv. Century Custom Rec'g Serv. (1964), Main St. Zip: 05446. Tel: 878-3854. Owner, Studio Mgr. & Chief Eng.: Ervin F. Auchter.

**VIRGINIA**

• **DANVILLE (Area Code 703)**

Colony Sound Prod'ns, 128 Allison Dr. Zip: 24541. Tel: 797-1500. Owner: Frank James.

• **NORFOLK (Area Code 703)**

Fink-Pinewood Recs. Inc. (1955), 2732 Beachmont Ave. Zip: 23504. Tel: 627-0957. Owner & Chief Eng.: Bill Johnson. Norfolk Rec'g Studio (1960), 622 W. 35 St. Zip: 23508. Tel: 623-5565. Owner: Frank Guida; Studio Mgr. & Chief Eng.: Thomas M. Chilton. Studio Center (formerly D'Arcy Sound Studios) (div. of Broadcasting Servs. Inc.) (1966), 200 W. 22 St. Zip: 23517. Tel: 622-2111. Pres. & Exec. Prod'r: Warren M. Miller.

• **RICHMOND (Area Code 703)**

F A A P Recs., 5213 Eanes Ln. Zip: 23231. Tel: 222-2709. Owner & Gen. Mgr.: E. A. Hillard. Richmond Sound Stages (1962), 2314 W. Cary St. Zip: 23220. Tel: EL 5-5778. Studio Mgr.: Frank Brooks; Chief Eng.: Sam Strauss.

• **WAYNESBORO (Area Code 703)**

Major Rec'g Studio (1963), PO Box 2072. Zip: 22980. Tel: 942-1969. Owner & Studio Mgr: John H. Major; Chief Eng: Jack Linneman.

**WASHINGTON**

• **BELLEVUE (Area Code 206)**

Demo Rec'g & Dupl'n Serv. (div. of MTW Music Co.), Box 171. Zip: 98004. Tel: 827-5866. Contact: Mike Wing.

• **KIRKLAND (Area Code 206)**

Demo Rec'g & Dupl'n Serv., Lake Washington Shipyard. Zip: 98033. (Also see listing under Bellevue).

• **OLYMPIA (Area Code 206)**

Apollo (1961), 1915 N. Quince. Zip: 98501. Tel: 352-9097. Owner, Studio Mgr & Chief Eng: Allen P. Giles.

• **SEATTLE (Area Code 206)**

Audio Rec'g Inc. (1961), 2227 Fifth Ave. Zip: 98121. Tel: MA 3-2030., Owner, Studio Mgr. & Chief Eng.: Kearney Barton. Seattle West Rec'g Corp., 319 N. 85 St. Zip: 98103. Tel: 783-2524. Pres.: Richard Keefer.

• **SPOKANE (Area Code 509)**

Century Custom Rec'g Serv. (1965), 5006 W. Houston Ave. Zip: 99208. Tel: 325-0614. Owner & Studio Mgr.: Kyle Pugh. Wiley Sound Studio (1964), 5103 N. 46 St. Zip: 98407. Tel: SK 2-8583. Owner, Studio Mgr. & Chief Eng.: Bill Wiley.

• **VANCOUVER (Area Code 206)**

Ripcord Rec'g Co. Inc. (1966), PO Box 2098, Zip: 98863; 4009 E. 18 St. Zip: 98661. Tel: 695-2112. Pres.: John D. Foster; VP: Robert D. Blum; Studio Mgr & Chief Eng: Bob Blum.

**WEST VIRGINIA**

• **HURRICANE (Area Code 304)**

Midway Rec'g Studio, 3702 Teays Valley Rd. Zip: 25526. Owners: Bill Alderman, Bill Browning, Jim Combs; Studio Mgr.: Bill Browning; Chief Eng.: Jim Combs.

**WISCONSIN**

• **APPLETON (Area Code 414)**

Golden Echo Rec'g (1969), 4720 N. Mayflower Dr. Zip: 54911. Tel: 757-5558. Owner & Mgr.: Wallace Drescher. Target Prod'ns Inc., 315 S. Bluemound Dr. Zip: 54911. Tel: 739-7863. Exec. Dir.: D. A. Liebhauser.

• **EAU CLAIRE (Area Code 715)**

Scott Prod'ns, PO Box 685, 10 Platt St. Zip: 54701. Tel: 834-8991. Pres.: H. G. Grewe; Eng.: Douglas S. Cox.

• **LAKE GENEVA (Area Code 414)**

Castle Prod'ns (1961), 642 Birches Dr. Zip: 53147. Tel: 248-2085. Owner, Studio Mgr & Chief Eng: Vernon Castle.

• **MILWAUKEE (Area Code 414)**

Dave Kennedy Rec'g Studios (1952), 2755 N. Third St. Zip: 53212. Tel: 372-2750. Owner & Studio Mgr.: Dave Kennedy; Chief Eng.: Ed Giese. Metropolitan Rec'g (1968), 1828 E. Newberry Blvd. Zip: 53211. Tel: 964-6410. Owner: Gregory Jeresek; Studio Mgr.: Jeorgen Tobys; Chief Eng.: Tom Chick.

• **SAUK CITY (Area Code 608)**

Cuca Recs. Mfg. Co., 250 Hemlock St. Zip: 53583. Tel: 643-3304. Owner, Studio Mgr. & Chief Eng.: Jim Kirchstein.

• **STODDARD (Area Code 608)**

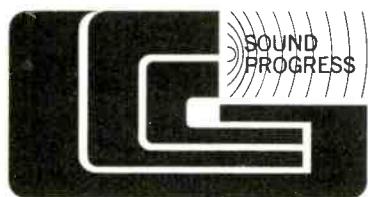
Coulee Rec'g Corp. (1961), RR 1. Zip: 54658. Tel: 788-0282. Studio Mgr & Chief Eng: Bill R. Grafft.

*continued on page 234-A*

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A man and a woman are shown in profile, looking down at a cassette tape. The man is on the left, wearing a dark jacket and a yellow turtleneck. The woman is on the right, with long blonde hair, wearing a light-colored coat. She is holding a cassette tape. In the foreground, there is a stack of cassette tapes, with one open showing its cover art. The background is slightly blurred, suggesting an outdoor setting.

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continued

● **SUN PRAIRIE (Area Code 715)**

Dani Studios (1968), 32 W. Klubertanz Dr. Zip: 53590. Tel: 837-8115. Owner & Studio Mgr.: Charles Berger; Chief Eng.: Michael Kuehl.

## WYOMING

● **CHEYENNE (Area Code 307)**

Rocky Mountain Rec'g (1963), PO Box 82. Zip: 82001. Tel: 638-8733. Owner, Studio Mgr. & Chief Eng.: Ray Alexander.

## SHIPPING SERVICES

### ARIZONA

● **TUCSON (Area Code 602)**

Audio Dynamics Rec'g, 310 Lawyer's Title Bldg. Zip: 85719. Tel: 624-1252. Owners: Leland E. Oliver, Rod Shields.

### ARKANSAS

● **CONCORD (Area Code 501)**

Rimrock Mfg. Co. Zip: 72523. Tel: 668-3404. Pres.: Wayne Raney; Gen. & Sales Mgr.: Shirley Babb.

### CALIFORNIA

● **HAWTHORNE (Area Code 213)**

Fidelatone Mfg. Co., 12848 Weber Way. Zip: 90250. Tel: 678-4346. Pres.: Norman M. Rubner.

● **LOS ANGELES METROPOLITAN AREA (Area Code 213)**

A T D (American Tape Dupiers Inc.), 5727 W. Jefferson Blvd. Zip: 90002. Tel: 870-6832. Pres.: Richard Allen; Gen. Mgr.: Warren D. Gray; Sales Mgr.: Stan Harris.

Able Turntable & Tape, 6912 Hollywood Blvd., Hollywood 90028. Tel: 466-8338. Pres.: Ted Gardner.

Allied Rec. Co., 2423 E. 57 St. Zip: 90058. Tel: 582-0841. Pres.: Daken K. Broadhead; VP: John F. Wegner. (SEE ADVERTISEMENT)

Concert Rec'g, 3318 Platt Ave., Lynwood 90262. Tel: 639-1341. Pres.: William G. Johnson; Gen. Mgr.: Mrs. Peggy Thiese.

Conway Rec'rs Inc., 5648 Cahuenga Blvd., North Hollywood 91601. Tel: 762-8507. Pres.: Carl J. Yanchar; VP Prod'n Div.: Robert W. McKenzie.

Custom Rec. Mfg. Co., 5810 S. Normandie Ave. Zip: 90044. Tel: 750-3310. Pres.: Joe Bihari; Gen. Mgr.: Don McMillan; Sales Mgr.: Morrie Alexander. (SEE ADVERTISEMENT)

R C A Custom Sales, 6363 Sunset Blvd., Hollywood 90028. Tel: 461-9171, ext. 277. Mgr.: Geoffrey Bennett.

Superscope Inc., 8150 Vineland, Sun Valley 91352. Tel: 767-9750. Pres.: Joseph Tushinsky; Gen. Mgr.: Len Feldman; Sales Mgr.: Paul Markoff.

H. V. Waddell Co., 231 W. Olive, Burbank 91502. Tel: 849-6501. Pres.: H. V. Waddell.

### CONNECTICUT

● **STAMFORD (Area Code 203)**

Cook Laboratories Inc., 351 Courlland Ave. Zip: 06897. Tel: 348-7578. Pres.: Emory Cook; Sales Mgr.: John R. Moriarty.

### DELAWARE

● **WILMINGTON (Area Code 302)**

Ken-Del Prod'ns Inc., 111 Valley Rd., Richardson Park. Zip: 19804. Tel: 655-7488. Pres.: H. Edwin Kennedy; Gen. Mgr.: M. Leap.

### FLORIDA

● **MIAMI & METROPOLITAN AREA (Area Code 305)**

Criteria Rec'g Co., 1755 NE 149 St. Zip: 33161. Tel: 947-5611. Pres.: M.L. Emerman; Gen. Mgr.: Mrs. Edith L. Murphy.

Playmates Ents., 8301 SW 13 Terr. Zip: 33144. Tel: 226-8493, 666-7694. Pres.: Allen Gadol; VP & PR Mgr.: Linda Stephens.

South Eastern Recs. Mfg. Corp., 150 W. 29 St. Hialeah 33010. Tel: 888-7411. Pres.: Matthew San Martin; Sales Mgr.: Frank Garcia.

● **TAMPA (Area Code 813)**

Dayton Rushing Ents. Inc., PO Box 17258. Zip: 33612. Tel: 971-6473. Pres.: Dayton W. Rushing; VP: Robert S. Borders.

### ILLINOIS

● **CHICAGO METROPOLITAN AREA (Area Code 312)**

R C A Custom Sales, 1 N. Wacker Dr. Zip: 60606. Tel: 641-5880, ext. 270. Mgr.: William Reilly.

### INDIANA

● **FORT WAYNE (Area Code 219)**

Tri State Dist. & Serv. Co., 3434 Broadway. Zip: 46807. Tel: 744-5607. Pres.: Cliff Ayers Ostermeyer; Gen. Mgr.: Jerry Bair; Sales Mgr.: Sue Schroeder.

● **RICHMOND (Area Code 317)**

Philips Rec'g Co. Inc., 1600 Rich Rd. Zip: 47374. Tel: 962-9511. (Plant only). Home office: New York, N.Y. (SEE ADVERTISEMENT)

● **SOUTH BEND (Area Code 219)**

Nikki Prod'ns (formerly Zoss Prod'ns), 1255 E. Madison. Zip: 46617. Tel: 232-2804. Pres.: Nikki Tompsett; Gen. Mgr.: Michael Chamberlin; Prod'n Mgr.: Thomas Zoss.

### MARYLAND

● **BALTIMORE METROPOLITAN AREA (Area Code 301)**

International Telecomm Inc., Greater Baltimore Ind'l Park, Cockeysville 21030. Tel: 666-7770. Pres. & Gen. Mgr.: F.J. Beste; Sales Mgr.: Burgess Macneal.

Recordings Inc., see International Telecomm Inc.

### MICHIGAN

● **OWOSSO (Area Code 517)**

American Rec. Pressing Co., 1810 W. King. Zip: 48867. Tel: 725-8176. Pres.: Norman Dufour; Gen. Mgr.: John Ivanits; Sales Mgr.: David M. Howell.

● **TROY (Area Code 313)**

Stereodyne Inc., 2810 Elliott. Zip: 48084. Tel: 585-6585. Exec. VP & Gen. Mgr.: Paul Wyatt; Sales Mgr.: Jules Sack. (SEE ADVERTISEMENT)

### MISSISSIPPI

● **GREENVILLE (Area Code 601)**

Lynn's Prod'ns, 551 N. Muscadine St. Zip: 38701. Tel: 335-4594, 332-8665. Pres.: Henry R. Hines; Gen. Mgr.: Lynn Williams; Sales Mgr.: Henrick Williams.

### NEBRASKA

● **OMAHA (Area Code 402)**

Sound Rec'rs, 206 S. 44 St. Zip: 68131. Tel: 553-1165. Pres.: Don M. Sears; Gen. Mgr.: Ron Ubel.

### NEW JERSEY

● **ENGLEWOOD (Area Code 201)**

Cinematape Prod'ns Inc., 24 W. Sheffield Ave. Zip: 07631. Tel: 871-3000. Pres.: Alexander Magocsi Jr.; Gen. Mgr.: Erwin Houghton; Sales Mgr.: Stewart B. Schlosberg. Sales office: New York, N.Y.

● **KEARNY (Area Code 201)**

Abbey Rec. Corp., 160 Passaic Ave. Zip: 07032. Tel: 998-8181; NYC Tel: (212) WH 4-5148. Pres.: Harry Vogel; VP: N. Andrews; Plant Mgr.: Martin Levine.

● **RUNNEMEDE (Area Code 609)**

Eastern Rec. Mfg. Co., 901 E. Clements Bridge Rd. Zip: 08078. Tel: 931-0558. Pres. & Mgr.: John H. Dunn.

### NEW YORK

● **BUFFALO (Area Code 716)**

Entertainment Ents., PO Box 57, Hiler Branch, Zip: 14223; 4197 Sheridan Dr. Zip: 14221. Tel: 633-2866. Pres.: Edwin A. Hewson; Gen. Mgr.: Victoria V. Hewson.

● **COPIAGUE L.I. (Area Code 516)**

Dubbings Electronics Inc., 1305 S. Strong Ave. Zip: 11726. Tel: 893-1000. Pres.: Paul C. Smith; Sales Mgr.: M. Thaler. (SEE ADVERTISEMENT)

● **GARDEN CITY, L.I. (Area Code 516)**

Audio Rec'g, 64 Vassar St. Zip: 11530. Tel: GE 7-6200. Pres.: Vince Mallardi; Gen. Mgr.: Roy Musgnug.

● **HOLBROOK, L.I. (Area Code 516)**

Sonic Rec'g Prods. Inc., Veterans Hwy. & Broadway. Zip: 11741. Tel: 589-0462. Pres.: Dick Dickerman; Sales Mgr.: Mel Mager. (SEE ADVERTISEMENT)

● **NEW YORK METROPOLITAN AREA (Area Code 212)**

Berklay Air Servs. Corp., PO Box 665, Bldg. 80, JFK Int'l Airport, Jamaica 11430. Tel: 656-6066. Pres.: Bernard Klainberg.

Cinematape Prod'ns Inc., 25 E. 26 St. Zip: 10010. Tel: 285-9522. Pres.: Alexander Magocsi Jr.; Gen. Mgr.: Erwin Houghton; Sales & Mktg. Dir.: Stewart B. Schlosberg. Home office: Englewood, N.J.

Philips Rec'g Co. Inc., 609 Fifth Ave. Zip: 10017. Tel: 486-9614. Pres. & Gen. Mgr.: Robert Teitelman; Nat'l Sales Mgr.: David Grant. (Exec. office only).

Plant: Richmond, Ind. (SEE ADVERTISEMENT)

Schoenfeld's Express Inc., 538 W. 35 St. Zip: 10001. Tel: BR 9-7730. Pres.: David Schoenfeld.

● **UTICA (Area Code 914)**

Record Talent Assocs. Inc., 760 Blandina St. Zip: 13501. NYC Tel: (212) JU 6-3700. Pres.: Michael Cristelli; Gen. Mgr.: Stanley Markowski; Sales Mgr.: Walter Adles.

### OHIO

● **CANTON (Area Code 216)**

G & W Prods. Supply Co., E. Tuscarawas St. Zip: 44707. Tel: 452-0400. Pres.: Donald Mastin; Gen. Mgr.: Alex Mastin; Sales Mgr.: Acie Mastin.

● **CINCINNATI (Area Code 513)**

Artist's Rec'g & Rec. Pressing Inc., 320 Mill St. Zip: 45215. Tel: 761-0011. Pres. & Gen. Mgr.: Homer L. Milam. (SEE ADVERTISEMENT)

Counterpart Music, 3744 Applegate Ave. Zip: 45211. Tel: 661-8810. Pres.: Howard Lovdal.

Rite Rec. Prod'ns Inc., 9745 Lockland Rd. Zip: 45215. Tel: 733-5533. Pres.: Carl J. Burkhardt; Gen. Mgr.: Robert Bowery; Sales Mgr.: Robert Watson. (SEE ADVERTISEMENT)

Starday-King Recs. Inc., 1540 Brewster Ave. Zip: 45207. Tel: 751-6222. Pres.: Hal Neely; Gen. Mgr.: Johnnie Miller; Sales Mgr.: Jim Wilson.

● **CLEVELAND (Area Code 216)**

Pama Recs. Inc., 4991 Osborn Rd. Zip: 44128. Tel: LU 1-0661. Pres. & Sales Mgr.: Patrick J. Connelly; Gen. Mgr.: Virginia Connelly.

● **DAYTON (Area Code 513)**

Dynaphonics Inc., 2975 Far Hill Ave. Zip: 45419. Tel: 294-0347. Pres.: Cecil Sansbury; Sales & Gen. Mgr.: Frank Lunn.

● **TOLEDO (Area Code 419)**

Pioneer Inds., PO Box 4653, Old West End Sta. Zip: 43620. Tel: 691-2065. Pres.: Lowell P. Aмос.

### PENNSYLVANIA

● **PITTSBURGH (Area Code 412)**

G & C Rec. Mfg. Co., 2724 Penn Ave. Zip: 15222. Tel: 281-9898. Pres.: Glenn E. Campbell; Gen. Mgr.: Lillian Campbell; Sales Mgr.: Richard L. Pastor.

● **READING (Area Code 215)**

United Sales Co., 810 Franklin St. Zip: 19602. Tel: 373-1179. Pres.: Louis J. Fruchter.

### TENNESSEE

● **KNOXVILLE (Area Code 615)**

Handy Rec'g Studio, 4213 Chapman Hwy. Zip: 37920. Tel: 577-0995. Owner: Ed Clanton.

● **MEMPHIS (Area Code 901)**

Plastic Prods. Co., 1746 Chelsea Ave. Zip: 38108. Tel: 526-3502. Owner: R. E. Williams; Gen. Mgr.: Ed Roberson. (SEE ADVERTISEMENT)

● **NASHVILLE (Area Code 615)**

R C A Custom Sales, 800 17 Ave. S. Zip: 37210. Tel: 255-5781. Mgr.: Ed Hines. Starday-King Recs., PO Box 8188. Zip: 37207. Tel: 228-2575. Pres.: Hal G. Neely; Gen. Mgr.: Jim Wilson.

### VERMONT

● **SPRINGFIELD (Area Code 802)**

Gregorie Nelson Ficara Ents., 40 Clinton St. Zip: 05156. Tel: 885-3820. Pres. & Gen. Mgr.: Greg Ficara; Sales Mgr.: Gemma Montanni.

### WISCONSIN

● **SAUK CITY (Area Code 608)**

Cuca Recs. Mfg. Co., 250 Hemlock St. Zip: 53583. Tel: 643-3304. Pres.: Jim Kirchstein; Gen. Mgr.: Perle Drake; Sales Mgr.: George DuFrie.

### WYOMING

● **CHEYENNE (Area Code 307)**

Rocky Mountain Rec'g, PO Box 82. Zip: 82001. Tel: 638-8733. Owner & Gen. Mgr.: Ray Alexander.

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**TAPE CUSTOM DUPLICATORS**

**ALABAMA**

• **BIRMINGHAM (Area Code 205)**  
 New London Rec'g Center, 1817 Oxmoor Rd. Zip: 35209. Tel: 871-4221. Mgr.: Randy Richards. **Configurations:** Cartridge 8-tr. & open reel.  
 • **MOBILE (Area Code 205)**  
 Channel 1 Prod'ns, 1061 Elmira St. Zip: 36604. Tel: 432-4845. Owner: Lee A. Pistole Jr.; Mgr.: Saxton Kari. **Configuration:** Open reel.

**ARIZONA**

• **PHOENIX (Area Code 602)**  
 Ambet Rec'g Co., 2750 W. Osborn Rd. Zip: 85017. Tel: 252-7134. Owners: Frank Woods, Roger Jones.  
 Audio Dynamics Rec'g, 310 Lawyer's Title Bldg. Zip: 85719. Tel: 624-1252. Owners: Rod Shields, Leland E. Oliver.  
 Audio Rec's of Arizona Inc., 3830 N. Seventh St. Zip: 85014. Tel: 277-4723. Owner & Mgr.: Floyd M. Ramsey. **Configurations:** Cassette & open reel.  
 General Cassette Corp., 1324 N. 22 Ave. Zip: 85009. Tel: 258-7059. Pres.: Herbert J. Miller; VP & Gen. Mgr.: Edward L. Martin. **Configurations:** Cartridge 4-tr., 8-tr., cassette & open reel.

**ARKANSAS**

• **LITTLE ROCK (Area Code 501)**  
 Jaggars Audio Prod'ns, 1804 S. Johnson St. Zip: 72204. Tel: 663-4275. Owner & Mgr.: S. J. Jaggars. **Configurations:** Cartridge 8-tr., cassette & open reel.

**CALIFORNIA**

• **ANAHEIM (Area Code 714)**  
 Certron Corp., 1701 S. State College Blvd. Zip: 92806. Tel: 633-4280. Pres.: Edwin Gamson; VP Mktg.: R. D. Cornuelle; Sales Mgr.: James Neiaer. **Configurations:** Cartridge 4-tr., 8-tr. & cassette, & open reel.  
 • **COSTA MESA (Area Code 714)**  
 Audio Dynamic Ents., 1260 Logan St. Zip: 92626. Tel: 549-0402. Pres.: Gene Edwards. **Configurations:** Cartridge 4-tr., 8-tr., & cassette.  
 • **EL CAJON (Area Code 714)**  
 Fanfare Rec'g Studios, 120 E. Main St. Zip: 92020. Tel: 447-2555. Owner: Ronald L. Compton. **Configuration:** Open reel.  
 • **GARDEN GROVE (Area Code 714)**  
 Telaudia Centre, 9929 Chapman Ave. Zip: 92641. Tel: 530-5108. Owner: Oliver Berliner; Mgr.: John Olson. **Configurations:** Cassette & open reel.  
 • **LOS ANGELES METROPOLITAN AREA (Area Code 213)**  
 A T D (American Tape Dupl'rs Inc.), 5727 W. Jefferson Blvd. Zip: 90016. Tel: 870-6832. Pres.: Richard Allen; Exec. VP & Gen. Mgr.: Warren D. Gray; VP Sales & Mktg.: Jay Lease. **Configurations:** Cartridge 4-tr., 8-tr., cassette & open reel.  
 Abbey Tape Dupl'rs, 737 N. Seward St., Hollywood 90038. Tel: 464-4554. Owner & Mgr.: Norman C. Cooke. **Configurations:** Cartridge 4-tr., 8-tr., cassette & open reel.  
 Able Turntable & Tape, 6912 Hollywood Blvd., Hollywood 90028. Tel: 466-8338. Owners: Ted Gardner, Mike Dutton; Mgr.: Mike Dutton. **Configurations:** Cassette & open reel.  
 Advance Recs., 6376 Yucca St., Hollywood 90028. Tel: 463-2151. Pres.: Tim Gayle; Gen. Mgr.: Morry Perrigo. **Configurations:** Cartridge 4-tr., 8-tr., cassette & open reel.  
 Alto Fonic Programming Inc., 6362 Hollywood Blvd., Hollywood 90028. Tel: 466-9261. Gen. Mgr.: Lee Tate. **Configurations:** Cartridge 4-tr. & open reel.  
 Audio Communications Inc., 9321 Melvin Ave., Northridge 91324. Tel: 885-0930. Gen. Mgr.: Roger Brown. **Configurations:** Cartridge 8-tr., cassette & open reel.  
 Audio Physics Inc., 16449 Vanowen St., Van Nuys 91406. Tel: 782-3638. Pres.: Don Washbrook; Gen. Mgr.: John David. **Configurations:** Cartridge 4-tr., 8-tr. & cassette.  
 Bible Voice Inc., PO Box 3521, Van Nuys 91406. Tel: 781-2900. Pres.: George Otis II; Gen. Mgr.: David J. Keklikian. **Configurations:** Cassette & open reel.  
 Ted Brinson's Rec'gs, 1900 Fifth Ave. Zip: 90018. Tel: 737-9008. Owner & Mgr.: Ted Brinson. **Configurations:** Cartridge 4-tr. & open reel.

Budget Tape Cartridge Mfg. Co., 2035-37 S. La Brea Ave. Zip: 90016. Tel: 933-5867. Pres. & Sales Mgr.: Don Macmillan. **Configurations:** Cartridge 8-tr. & cassette.  
 Capitol Recs. Dist'g Corp., 1750 N. Vine St., Hollywood 90028. Tel: 462-6252. Mgr.: Pete Dent. **Configurations:** Cartridge 8-tr. & cassette.  
 Columbia Rec. Prod'ns, 6430 Sunset Blvd., Hollywood 90028. Tel: 466-2481. Contact: Mike Coolidge.  
 Communiconics Inc., 626 S. Hudson Ave. Zip: 90005. Tel: WE 1-6111. Pres.: G. David Schine. **Configurations:** Cartridge 4-tr., 8-tr., cassette & open reel.  
 Creative Sound, 9000 Sunset Blvd. Zip: 90069. Tel: 271-4843. Pres.: Robert C. Cotterell; Gen. Mgr.: Paul Lindner. **Configuration:** Cassette.  
 Custom Fidelity Inc., 7925 Santa Monica Blvd., Hollywood 90046. Tel: 654-4522. Pres.: David W. Berkus; Mgr.: Michael Levey. **Configuration:** Cassette & open reel.  
 E M C Corp. (Radio Rec's Div.), 7000 Santa Monica Blvd., Hollywood 90038. Tel: 463-3282. VP & Gen. Mgr.: Jerome Greenfield. **Configurations:** Cassette & open reel.  
 Film City Studios, 6087 Sunset Blvd., Hollywood 90028. Tel: 462-9539. Owner & Gen. Mgr.: John S. MacQuarrie. **Configuration:** Open reel.  
 I D Sound Stpdios, 1556 N. La Brea Ave., Hollywood 90028. Tel: 462-6477. Owner: Ivan Fisher; Mgr.: Dawn Fisher. **Configuration:** Open reel.  
 Liberty/UA Rec'g Studio, 8715 W. Third St. Zip: 90048. Tel: 272-4483. Studio Mgr.: Dino Lappas.  
 Livingston Audio Prods. Corp., 10687 Santa Monica Blvd., West Los Angeles 90025. Tel: 474-4559. Mgr.: John Anderson. **Home Office:** Fairfield, N.J. **Configurations:** Cartridge 4-tr., 8-tr., cassette & open reel.  
 Location Rec'g Servs., 2201 W. Burbank Blvd., Burbank 91506. Tel: 849-1321. Pres.: Allen J. Fraiberg; Gen. Mgr.: Steven A. Guy. **Configurations:** Cassette & open reel. (SEE ADVERTISEMENT)  
 Magnetic Tape Eng'g Corp., 8120 Webb Ave., North Hollywood 91605. Tel: 768-6100. Pres.: S. Gerald Stone; Exec. VP: Julian S. Weinstein. **Configurations:** Cartridge 4-tr., 8-tr., cassette & open reel.  
 Modern Tape Corp., 5810 S. Normandie Ave. Zip: 90044. Tel: 750-3310. Pres.: Joe Bihari; Gen. Mgr.: Don McMillan. **Configurations:** Cartridge 4-tr., 8-tr., cassette & open reel. (SEE ADVERTISEMENT)  
 Monarch Tape Dupl'g, 3416-20 Vineyard Ave. Zip: 90016. Tel: 731-2228. VP: Harry Goldstein; Gen. Mgr.: Nathan DuRoff. **Configurations:** Cartridge 4-tr., 8-tr., cassette & open reel.  
 My Soul is a Witness Inc., 6723 S. Western Ave. Zip: 90047. Tel: 778-4101. Pres.: Bishop George Scott.  
 R C A Recs. Rec'g Studio, 6363 Sunset Blvd., Hollywood 90028. Tel: HO 1-9171. Mgr.: C. Pruzansky; Custom Sales Mgr.: Geoffrey Bennett. **Configurations:** Cartridge 4-tr., 8-tr., cassette & open reel.  
 Radio Rec'rs, see EMC.  
 Sonic-Sound Ents., 5267 W. Pico Blvd. Zip: 90019. Tel: 931-9570. Pres.: Sidney R. Arouh; VP: Joseph P. Algazi. (SEE ADVERTISEMENT)  
 Stereo Cartape, 6734 Sunset Blvd., Hollywood 90028. Tel: HO 2-8888. Owner: S. M. Gordon; Mgr.: Barry Wusk. **Configurations:** Cartridge 4-tr., 8-tr., cassette & open reel.  
 Sunset Sound Rec'rs, 6650 Sunset Blvd., Hollywood 90028. Tel: 469-1186. Owner: T. Camarata; Mgr.: William L. Robinson. **Configurations:** Cartridge 4-tr., 8-tr., cassette & open reel.  
 Superscope Inc., 8150 Vineland, Sun Valley 91352. Tel: 767-9750. Pres.: Joseph S. Tushinsky; Gen. Mgr.: Len Feldman. **Configurations:** Cartridge 8-tr., cassette & open reel.  
 T D K Electronics Corp., 6151 W. Century Blvd. Zip: 90045. Tel: OR 0-5515. **Home Office:** New York, N.Y. **Configuration:** Cassette.  
 Whitney Rec'g Studio Inc., 1516 W. Glenoaks Blvd., Glendale 91201. Tel: 245-6801. Owners & Mgrs.: Mr. & Mrs. Lorin J. Whitney. **Configurations:** Cassette & open reel.  
 • **LOS GATOS (Area Code 408)**  
 Make-A-Tape, 131 W. Main St., No. 2. Zip: 95030. Tel: 354-4595. Owners: Micrael P. Papp, Louis Chiaramonte. **Configurations:** Cartridge 4-tr., 8-tr., cassette & open reel.  
 • **SACRAMENTO (Area Code 916)**  
 Brandt's Rec'g Studios, 1030 48 St. Zip: 95819. Tel: 451-3400. Owners: C. M. & E. A. Brandt; Mgr.: Charles M. Brandt. **Configurations:** Cartridge 4-tr., cassette & open reel.

Bill Rase Rec'g Studio, 2904 Franklin Blvd. Zip: 95818. Tel: 452-4266. Owner & Mgr.: Bill Rase. **Configurations:** Cartridge 8-tr., cassette & open reel.  
 • **SAN FRANCISCO & BAY AREA (Area Code 415)**  
 Action Rec'g Co., 2207 El Camino Real, San Mateo 94403. Tel: 341-1500. Mgr.: Fred F. Cohn. **Configurations:** Cartridge 4-tr., cassette & open reel.  
 Coast Rec'rs Inc. (div of United Rec'g), 829 Folsom St. Zip: 94107. Tel: 397-7676. Gen. Mgr.: Mel Ryan. **Configuration:** Open reel.  
 Gambit Ents., 690 Monterey Blvd. Zip: 94127. Tel: 587-3111. Owner: Bruce C. Grant. **Configurations:** Cartridge 8-tr., cassette & open reel.  
 Golden State Rec'rs Inc., 665 Harrison St. Zip: 94107. Tel: 781-6306. Owners: Leo de Gar Kulka, Herb Haas; Mgr.: Herb Haas. **Configurations:** Cartridge 4-tr., 8-tr., cassette & open reel.  
 McCune Sound Studios, 915 Howard St. Zip: 94103. Tel: 433-0850. Owner: Harry D. McCune; Mgr.: Don C. Geis. **Configurations:** Cassette & open reel.  
 Newcomb Rec'g Studio, 4834 Bissell Ave., Richmond 94805. Tel: 233-7487. Owner & Mgr.: William S. Newcomb. **Configurations:** Cartridge 4-tr., cassette & open reel.  
 Sonic Arts Corp., 665 Harrison St. Zip: 94107. Tel: 781-6306. Pres.: Leo de Gar Kulka; Exec. VP & Gen. Mgr.: Herbert P. Haas; Nat'l Sales Mgr.: Dale W. Roe. **Configurations:** Cassette & open reel.  
 Studio 10, 10 Claude Ln. Zip: 94108. Tel: 986-9949. Owner & Mgr.: Tom Press. **Configurations:** Cartridge 4-tr., 8-tr., cassette & open reel.  
 • **SAUGUS (Area Code 805)**  
 Keycor-Century Corp., 26000 Springbrook Rd. Zip: 91350. Tel: 356-3991. Pres.: Richard Keycor; Gen. Mgr.: A. P. McGuire. **Configurations:** Cartridge 8-tr., cassette & open reel. (SEE ADVERTISEMENT)  
 • **SUNNYVALE (Area Code 408)**  
 G R T Corp., 1286 Lawrence Station Rd. Zip: 94086. Tel: 734-2910. Pres.: Alan J. Bayley; Mktg. Dir.: Ronald Rader; Mktg. Mgr.: Chris Coburn. **Configurations:** Cartridge 8-tr., cassette & open reel.  
**COLORADO**  
 • **DENVER (Area Code 303)**  
 Fred Arthur Prod'ns, 1218 E. 18 St. Zip: 80218. Tel: 255-4686. Owner & Mgr.: Fred Arthur. **Configurations:** Cartridge 4-tr. & open reel.  
 Century Recs., 995 S. Clermont. Zip: 80222. Tel: 757-3377. Pres.: Jack H. Dunham. **Configurations:** Cartridge 4-tr., 8-tr., cassette & open reel.  
 Jackson Sound Prod'ns, 1401-1403 S. Lipan. Zip: 80223. Tel: 722-7019. Owner: Joseph J. Jackson; Mgr.: Mark Damerst. **Configurations:** Cartridge 4-tr., cassette & open reel.  
 Summit, 1130 W. Evans. Zip: 80223. Tel: 936-7405. Owners: Preston Smith, Jay Salam; Mgr.: Preston Smith. **Configurations:** Cartridge 4-tr. & cassette.  
 Western Cine Serv. Inc., 312 S. Pearl St. Zip: 80209. Tel: 744-1017. VP: Herman Urschel; Mgr.: Harry Landon. **Configuration:** Open reel.  
**CONNECTICUT**  
 • **GLENBROOK (Area Code 203)**  
 Audio Devices Inc., 100 Research Dr. Zip: 06906. Tel: 324-6761. Pres.: W. A. Estabrook; VP Mktg. & Sales: W. L. Goldstein.  
 • **HAMDEN (Area Code 203)**  
 Sleeping Giant Films Inc. (div. of SGF Inc.), 3019 Dixwell Ave. Zip: 06518. Tel: 248-9323. VP Prod'n: Anthony Guarino Jr.; Mgr.: Gordon Johnson. **Configurations:** Cassette & open reel.  
 • **HARTFORD (Area Code 203)**  
 Sound-Art Studios Inc., 135 Day St., Newington 06111. Tel: 522-7253. Owner: Arthur L. Ancharico; Gen. Mgr.: Paul J. Gregory. **Configurations:** Cartridge 8-tr., cassette & open reel.  
 • **STAMFORD (Area Code 203)**  
 Cook Labs. Inc., 351 Courtland Ave. Zip: 06897. Tel: 348-7578. Pres.: Emory Cook; Sales Mgr.: John R. Moriarty. **Configuration:** Cassette.  
 • **WATERBURY (Area Code 203)**  
 Infodex Cassette Corp., 7 Cherry Ave. Zip: 06702. Tel: 757-9291. Pres.: Roger S. Swain; Sales Mgr.: John W. Berry. **Configurations:** Cartridge 8-tr. & cassette.



## DELAWARE

### • WILMINGTON (Area Code 302)

Ken-Del Prod'n's Inc., 111 Valley Rd., Richardson Park 19804. Tel: 655-7488. Pres.: H. Edwin Kennedy; Gen. Mgr.: M. Leap.  
**Configurations:** Cartridge 4-tr., 8-tr., cassette & open reel.

## DISTRICT OF COLUMBIA

### • WASHINGTON (Area Code 202)

(Also see listings under Baltimore, Md.)

Lion Rec'g Servs. Inc., 1905 Fairview Ave. NE. Zip: 20002. Tel: 832-7885. Pres. & Mgr.: Harold H. Lion.  
**Configurations:** Cassette & open reel.

Tri Con Prod'n's Inc., 2741 34 St. NW. Zip: 20008. Tel: 333-7474. Owner: Jules M. Damiani; Mgr.: R. N. Rollison Jr.  
**Configurations:** Cartridge 8-tr., cassette & open reel.

## FLORIDA

### • FORT LAUDERDALE (Area Code 305)

Audio Adv. Prod'n's (AAP), 790 NE 45 St. Zip: 33308. Tel: 564-5008. Mgr.: Jerry Musgrove.  
**Configurations:** Cassette & open reel.

The Smith Studio, 3141 SW 22 Ct. Zip: 33312. Tel: 581-7300. Owner: Fletcher Smith.  
**Configurations:** Cartridge 4-tr., 8-tr., cassette & open reel.

Swanson Florida Prod'n's, 229 SE First Ave. Zip: 33301. Tel: 524-3120/3922. Owner: Robert Swanson; Studio Mgr.: Anthony L. Saetta.  
**Configurations:** Cartridge 4-tr., 8-tr. & open reel.

### • JACKSONVILLE (Area Code 904)

Norm Vincent Assocs. Inc., 4551 Brown Ave. Zip: 32207. Tel: 396-2529. Owner: Norman F. Vincent; VP & Mgr.: James W. Sutton.  
**Configurations:** Cassette & open reel.

### • MIAMI METROPOLITAN AREA (Area Code 305)

Adrian Assocs. Inc., 6660 Biscayne Blvd. Zip: 33138. Tel: 757-1626. Owner: Michael Adrian; Mgr.: Gene Sayet.  
**Configurations:** Cartridge 4-tr., 8-tr., cassette & open reel. (SEE ADVERTISEMENT)

Ben-Scott Rec'g, 6123 SW 68 St., South Miami 33143. Tel: 665-0431. Pres.: Murry Woroner; Mgr.: Frank Linale.  
**Configurations:** Cartridge 4-tr. & open reel.

Cinemasound Inc., 1755 NE 149 St. Zip: 33161. Tel: 947-5611, 949-8611. Owners: Grant H. Gravitt, M. L. Emerman; Mgr.: Grant H. Gravitt.  
**Configurations:** Cartridge 4-tr., 8-tr., cassette & open reel.

Criteria Rec'g Co. Inc., 1755 NE 149 St. Zip: 33161. Tel: 947-5611. Owner: M. L. Emerman; Mgr.: Edith L. Murphy.  
**Configurations:** Cartridge 4-tr., 8-tr., cassette & open reel.

Tape Dupl'rs of Florida, 785 W. 83 St. Hialeah 33014. Tel: 822-7585. Pres. & Gen Mgr.: Aldo Vazquez.  
**Configurations:** Cartridge 8-tr. & cassette.

Universal Rec'g & Dist. Corp., 170 W. 29 St., Hialeah 33010. Tel: 888-7411. Pres.: Matthew San Martin; Sales Mgr.: Frank Garcia.  
**Configurations:** Cartridge 8-tr. cassette.

Voice Inc., 5810 W. Flagler St. Zip: 33144. Tel: 661-3164. Pres.: Jim Rowe.  
**Configurations:** Cartridge 8-tr., cassette & open reel.

### • SATELLITE BEACH (Area Code 305)

Cass Dupl'n Inc., 1127 S. Patrick Dr. Zip: 32935. Tel: 262-1995. Pres.: William C. Howell.

### • TAMPA (Area Code 813)

All-Purpose Rec'g Studios (div. of Cabot Entertainment Cos.), 2223 S. Dale Mabry Hwy. Zip: 33609. Tel: 877-5704. Pres. & Mgr.: Gilbert A. Cabot.  
**Configurations:** Cartridge 4-tr., 8-tr., cassette & open reel.

### • WINTER GARDEN (Area Code 305)

Magnetix Corp., 770 W. Bay St. Zip: 32787. Tel: 656-4494. Pres.: John C. Lory; Gen. Mgr.: Stan Sides.  
**Configurations:** Cartridge 4-tr., 8-tr., cassette & open reel.

### • WINTER PARK (Area Code 305)

Bee Jay Rec'g Studios, Box T. Zip: 32789; 2500 Silver Star Rd. Zip: 32804. Tel: 293-1781. Owner: Eric T. Schabacker; Mgr.: James A. Katt.  
**Configuration:** Open reel.

## GEORGIA

### • ATLANTA (Area Code 404)

Cartridge Control Corp., 2091 Faulkner Rd. NE. Zip: 30324. Tel: 633-4577. Pres.: R. D. Comstock; Gen. Mgr.: Bill Evans.  
**Configurations:** Cartridge 8-tr., cassette & open reel.

Doppler Ent's. Inc. (div. of Doppler Corp.), 3720 Oakcliff Rd. NE. Zip: 30340. Tel: 451-4333. Pres.: Tom Wells; Mgr.: Beth Rowedder.  
**Configuration:** Open reel.

Kin-Tel Prod'n's & Sound Studios, 1200 Spring St. NW. Zip: 30309. Tel: 874-3668. Owner & Mgr.: Rod Kinder.  
**Configurations:** Cassette & open reel.

LeFevre Sound Corp., 1314 Ellsworth Industrial Dr. NW. Zip: 30318. Tel: 355-8680. Owners: Pierce & Maurice LeFevre; Gen. Mgr.: Maurice LeFevre.  
**Configurations:** Cartridge 8-tr., cassette & open reel.

Mark Educational Rec'gs Inc., 2543 Raintree Dr. NE. Zip: 30329. Tel: 636-0289. Mgr.: William D. Bailey Jr.  
**Configurations:** Cartridge 4-tr., 8-tr., cassette & open reel.

Recordex Corp., 3227 Gains Hill Pl. Zip: 30305. Tel: 237-7000. Pres.: Ron Matthews; Gen. Mgr.: Bill Hammontree.  
**Configuration:** Cassette.

### • DEMOREST (Area Code 404)

Ralph's Radio Music, PO Box 127. Zip: 30535. Tel: 723-3884. Owner: Ralph Raper; Mgr.: Bernice Raper.  
**Configurations:** Cartridge 8-tr. & open reel.

### • FAIRMOUNT (Area Code 404)

Cherokee Album Corp., PO Box 292. Zip: 30139. Tel: 337-2510. Pres.: John Carter.  
**Configuration:** Open reel.

## HAWAII

### • HONOLULU (Area Code 808)

Commercial Rec'g Inc., 333 Cooke St. Zip: 96813. Tel: 536-5439, 537-4841. Pres.: Donn V. Tyler; Mgr.: Ken Hiller.  
**Configurations:** Cartridge 8-tr., cassette & open reel.

## ILLINOIS

### • CHICAGO METROPOLITAN AREA (Area Code 312)

Agency Rec'g Studios Inc., 20 N. Wacker Dr. Zip: 60606. Tel: CE 6-3632. Owner & Mgr.: John G. Garamoni.  
**Configuration:** Open reel.

Alteen Rec'g Studios (div. of Alteen Rec. Corp.), 8208 Stony Island. Zip: 60617. Tel: 721-7300. Mgr.: August H. Jones.  
**Configurations:** Cartridge 4-tr., 8-tr. & cassette.

Ampex Corp., 2201 Lunt Ave., Elk Grove Village 60007. Tel: 439-8700. Pres.: William E. Roberts.  
**Configurations:** Cartridge 4-tr., 8-tr., cassette & open reel.

Balkan Rec'g Studio, 6917 W. Cermak Rd., Berwyn 60402. Tel: GU 4-6436. Owner & Mgr.: Slavko A. V. Hlad.  
**Configurations:** Cartridge 8-tr. & cassette.

Boulevard Rec'g Studios Inc., 632 N. Dearborn St. Zip: 60610. Tel: 944-2752. Owners: Hal & Eleanor Kaitchuck; Mgr.: Hal Kaitchuck.  
**Configurations:** Cassette & open reel.

Columbia Rec. Prod'n's, 630 N. McClurg Ct. Zip: 60611. Tel: WH 4-6000. Contact: Dick Hutter.  
 Custom Audio-JPL Rec. Co., 1088 Sixth Ave., Des Plaines 60016. Tel: 299-0220. Pres. & Mgr.: Paul H. Lutgens.  
**Configurations:** Cassette & open reel.

Double Sixteen Co., PO Box 1616, 1028 College Ave., Wheaton 60187. Tel: 653-1616. Pres.: James W. Canon; Sales Mgr.: Thomas W. Canon.  
**Configuration:** Cassette.

Eight Track Rec'g Co., 664 N. Michigan. Zip: 60611. Tel: 664-4335. VP & Mgr.: James Cunningham.  
**Configuration:** Open reel.

International Rec'g Co. Inc., 1639 W. Evergreen. Zip: 60622. Tel: 227-2000. Pres.: Vern Ruvalds; VP & Gen. Mgr.: Jerome Man.  
**Configurations:** Cartridge 4-tr., 8-tr., cassette & open reel.

Kiderian Recs. Prod'n's Ltd., 4926 W. Gunnison St. Zip: 60630. Tel: 545-0861. Pres.: Ray Peck.  
**Configurations:** Cartridge 4-tr., 8-tr. & cassette.

Parliament Studio, 4005-07 W. Washington Blvd. Zip: 60624. Tel: 638-6851. Owner & Mgr.: E. S. Alexander.  
**Configuration:** Cartridge 8-tr.

Persuasion Systems, 15 E. Pearson St. Zip: 60611. Tel: 642-9840. Pres.: Arnold Midlash; Mgr.: Rudy Wright.  
**Configurations:** Cassette & open reel.

R C A Rec. Sales Inc., 1 N. Wacker Dr. Zip: 60606. Tel: 641-5880. Mgr.: W. F. Reilly; Custom Sales Mgr.: William Reilly.  
**Configurations:** Cartridge 8-tr., cassette & open reel.

Sonic Film Rec'g Inc., 1230 W. Washington Blvd. Zip: 60607. Tel: 243-2600. Owner: Jack H. Lieb; Mgr.: Warren H. Lieb.  
**Configurations:** Cassette & open reel.

Sound Studios Inc. (div. of Diversa-Graphics Inc.), 230 N. Michigan Ave. Zip: 60601. Tel: 236-4814. Pres.: Michael P. Eisenmenger; Mgr.: Larry Glick.  
**Configurations:** Cassette & open reel.

Streeterville Studios Inc. (div. of Shield Prod'n's), 161 E. Grand. Zip: 60611. Tel: 644-1666. Mgr.: Preston Wakeland.  
**Configurations:** Cassette & open reel.

T D K Electronics Corp., 2906 W. Peterson Ave. Zip: 60645. Tel: 973-1222. Pres.: Katsuro Kamiya; Gen. Mgr.: Kiyoshi Hiroamoto.  
**Home office:** New York, N. Y.  
**Configuration:** Cassette.

Ter-Mar Rec'g Studios (div. of Chess Prod'g Co., div. of GRT), 2030 S. Calumet. Zip: 60616. Tel: 225-2770. Mgr.: Ron Malo.  
**Configurations:** Cartridge 4-tr., 8-tr., cassette & open reel.

Tono-Tape Inc., 57 W. Grand Ave. Zip: 60610. Tel: 642-6465. Pres.: A. B. Clapper; Gen. Mgr.: M. J. Snyder.  
**Configurations:** Cartridge 4-tr., 8-tr., cassette & open reel.

Wright Rec'gs, 6460 N. Claremont. Zip: 60645. Tel: SH 3-6160. Owner & Mgr.: Spencer Wright.  
**Configurations:** Cartridge 4-tr., 8-tr., cassette & open reel.

### • URBANA (Area Code 217)

RoFran Ent's., 117 W. Washington. Zip: 61801. Tel: 367-9076. Owner & Mgr.: Roger Francisco.  
**Configurations:** Cartridge 4-tr., 8-tr., cassette & open reel.

## INDIANA

### • DAYTON (Area Code 317)

Jones & Assocs., PO Box 142. Zip: 47941. Tel: 447-4616. Owner & Mgr.: James D. Jones.  
**Configurations:** Cassette & open reel.

### • GARY (Area Code 219)

Bud Pressner Rec'g Serv., 4839 Broadway. Zip: 46409. Tel: 884-5214. Owner & Mgr.: Bud Pressner.  
**Configurations:** Cartridge 4-tr., cassette & open reel.

### • INDIANAPOLIS (Area Code 317)

Commercial Features Inc., 1411 N. Illinois St. Zip: 46202. Tel: 639-0134. Owners: Hal Jaynes, Paul Bender; Mgr.: Hal Jaynes.  
**Configuration:** Open reel.

Ohmit Rec'g Studio, 6102 E. 10 St. Zip: 46219. Tel: 356-9187. Owner & Mgr.: L. E. Ohmit.  
**Configurations:** Cassette & open reel.

### • RICHMOND (Area Code 317)

Philips Rec'g Co. Inc., 1600 Rich Rd. Zip: 47374. Tel: 962-9511. (Plant only).  
**Home office:** New York, N.Y. (SEE ADVERTISEMENT)

### • SOUTH BEND (Area Code 219)

Nikki Prod'n's (formerly Zoss Prod'n's), 1255 E. Madison. Zip: 46617. Tel: 232-2804. Owner: N. A. Tompsett; Mgr.: Michael Chamberlin.  
**Configuration:** Cassette.

## IOWA

### • COUNCIL BLUFFS (Area Code 712)

Moss Rec'g Serv., 708 W. Broadway. Zip: 51501. Tel: 322-4513. Owner: Terry L. Moss.  
**Configuration:** Open reel.

### • DAVENPORT (Area Code 319)

Fredlo Rec'g Studios, 2224 E. 12 St. Zip: 52803. Tel: 326-2841. Owner: Frederick R. Mauck; Mgr.: Lois R. Mauck.  
**Configurations:** Cassette & open reel.

### • DES MOINES (Area Code 515)

Lariam Assocs. Inc., 515 28 St. Zip: 50312. Tel: 282-8306. Pres. & Gen. Mgr.: Larry A. McKeever.  
**Configurations:** Cassette & open reel.

## KANSAS

### • EMPORIA (Area Code 316)

Webb Rec. Co., 1234 Luther St. Zip: 66801. Tel: 342-7405. Pres. & Gen. Mgr.: John Thomas Webb.  
**Configurations:** Cartridge 4-tr., 8-tr. & open reel.

### • WICHITA (Area Code 316)

High Fidelity Rec'g Inc., 1059 Porter. Zip: 67203. Tel: 262-6456. Mgr.: Raymond O. Creely.  
**Configurations:** Cartridge 4-tr., cassette & open reel.

## KENTUCKY

### • LEXINGTON (Area Code 606)

Lemco Sound Studio, 2518 Southview Dr. Zip: 40503. Tel: 277-1184. Owner & Mgr.: Cecil Jones.  
**Configurations:** Cassette & open reel.

### • LOUISVILLE (Area Code 502)

Orbit Radio, PO Box 1644. Zip: 40201; 831 W. Main. Zip: 40202. Tel: 895-1143. Pres. & Mgr.: S. A. Cislser.  
**Configurations:** Cartridge 4-tr., 8-tr., cassette & open reel.

Sambo Sound, 9912 Taylorsville Rd. Zip: 40299. Tel: 267-5466. Owners: Ray Allen, Hardy Martin; Mgr.: Ray Allen.  
**Configurations:** Cartridge 4-tr. & open reel.

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**LOUISIANA**● **BATON ROUGE (Area Code 504)**

Ron Recs., PO Box 14602. Zip: 70808. Tel: 927-0119. Owner & Pres.: Ron Shaab.  
Configurations: Cartridge 4-tr., 8-tr. & cassette.

● **NEW ORLEANS (Area Code 504)**

Rosemont Rec'g Studio, 4634 Wilson Ave. Zip: 70126. Tel: 242-1581. Owner & Mgr.: Alfred E. Taylor.  
Configuration: Open reel.

● **RUSTON (Area Code 318)**

Americana Rec'g Studios (div. of American Business Entcs.), 707-709 W. California Ave. Zip: 71270. Tel: 255-0287. Gen. Mgr.: Roger W. Lawson Jr.  
Configurations: Cartridge 4-tr., 8-tr., cassette & open reel.

**MARYLAND**● **BALTIMORE METROPOLITAN AREA (Area Code 301)**

(Also see listings under Washington, D. C.)

Accent Sound Ltd., 48 W. Biddle St. Zip: 21201. Tel: 727-4930. Owner: David C. Smith; Pres. & Mgr.: Anthony A. Smelgus.  
Configurations: Cartridge 4-tr., 8-tr., cassette & open reel.

Bradley Rec'g Co., 531 N. Howard St. Zip: 21201. Tel: 727-0950. Owner & Mgr.: J. Joseph Bradley.  
Configurations: Cassette & open reel.

International Telecomm Inc., Greater Baltimore Ind'l Park, Cockeysville 21030. Tel: 666-7770. Pres.: F. J. Beste; VP & Sales Mgr.: Burgess Macneal Jr.  
Configurations: Cartridge 4-tr., cassette & open reel.

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

Ace Rec'g Studios Inc., 1 Boylston Pl. Zip: 02116. Tel: 482-8580. Owners: Milton & Herbert Yakus; Studio Mgr.: Milton Yakus.  
Configurations: Cassette & open reel.

Continental Rec'gs Inc., 12 Irving St., Framingham 01701. Tel: 879-2430. Pres.: L. Daniel Flynn; Gen. Mgr.: John F. Flynn.  
Configurations: Cassette & open reel.

Data Packaging Corp., 205 Broadway, Cambridge 02134. Tel: 868-6200. Pres.: Otto Morningstar; Gen. Mgr.: William Stevens.  
Configurations: Cartridge 4-tr., 8-tr., cassette & open reel.

Fleetwood Rec'g Co. Inc., 321 Revere St., Revere 02151. Tel: 284-0750. Mgr.: Raymond G. Samora.  
Configurations: Cartridge 8-tr. & cassette.

Waverley Rec'g Studio, 24 Carroll St., Watertown 02172. Tel: 924-8555. Owner: Thomas G. Walters; Mgr.: Bobby Thayer.  
Configurations: Cartridge 4-tr., 8-tr., cassette & open reel.

● **HOLYOKE (Area Code 413)**

Century Rec'g, 2 Portland St. Zip: 01040. Tel: 533-3302. Owner & Mgr.: Earl Fortin.  
Configurations: Cassette & open reel.

W G Recs., 66 Elmwood Ave. Zip: 01040. Tel: 536-1793. Owner & Mgr.: Walter J. Gonet Jr.  
Configurations: Cartridge 8-tr., cassette & open reel.

● **WEST SPRINGFIELD (Area Code 413)**

Universal Rec'g Studios, 26 Colton Ave. Zip: 01089. Tel: 736-7727. Owner: Flem DeAngelis.  
Configurations: cassette & open reel.

**MICHIGAN**● **DEARBORN (Area Code 313)**

P A C-3 Rec'g Co., 7106 Greenfield. Zip: 48126. Tel: 581-0520. Owner: Richard G. Becker; Mgr.: James Monoro.  
Configurations: Cassette & open reel.

Sound Studios Inc., 2019 Russell. Zip: 48128. Tel: 563-8097. Owner & Mgr.: Cory Drake.  
Configuration: Open reel.

● **DETROIT METROPOLITAN AREA (Area Code 313)**

Adell Int'l Inc., 43700 Adell Blvd., Novi 48050. Tel: 349-6300. Pres.: Robert Adell; Sales Mgr.: David Salah.  
Configurations: Cartridge 8-tr. & cassette.

American Sound Corp., 3319 E. 10 Mile Rd., Warren 48091. Tel: 539-2900. Pres.: Frank S. Day; Gen. Mgr.: William D. Adams.  
Configurations: Cartridge 8-tr. & cassette. (SEE ADVERTISEMENT)

Artie Fields Prod'ns Inc., 9430 Woodward Ave. Zip: 48202. Tel: 873-8900. Owner: Arthur H. Fields; VP & Mgr.: Morris D. Mounts.  
Configuration: Open reel.

Fortune Rec'g Co., 3942 Third Ave. Zip: 48201. Tel: TE 3-5383. Owners: Jack & Devora Brown; Mgr.: Jack Brown.  
Configurations: Cartridge 4-tr., 8-tr., cassette & open reel.

Magnetic Video Corp., 23434 Industrial Park Ct., Farmington 48024. Tel: 477-6066. Pres.: Andre Blay.

Pioneer Rec'g Studio Inc., 20014 James Couzens. Zip: 48235. Tel: 341-5868, 341-0447. Pres. & Mgr.: Gary A. Rubin.  
Configurations: Cartridge 8-tr., cassette & open reel.

Specialty Sounds Inc., 33515 Kelly Rd., Fraser 48026. Tel: 294-5200. Pres.: L. Allan Bazzy; Gen. Mgr.: Jerry Danko.  
Configurations: Cartridge 8-tr., cassette & open reel.

Tape-Tronics, 750 Mandoline, Madison Heights 48071. Tel: 588-8281. Pres.: Burton Mahler; VP & Gen. Mgr.: A. S. Hart.  
Configurations: Cartridge 8-tr. & cassette.

United Sound Systems Inc., 5840 Second Ave. Zip: 48202. Tel: 871-2570. Owners: James V. & Esther Siracuse; Mgr.: William Beltz.  
Configurations: Cartridge 4-tr., cassette & open reel.

● **GRAND RAPIDS (Area Code 616)**

Sound Assocs., 1212 Edith NE. Zip: 49505. Tel: 454-0228. Owner: Bob Miller.

● **HUDSONVILLE (Area Code 616)**

Sound Assocs., 3546 Van Buren. Zip: 49426. Tel: 669-1273. Mgr.: E. C. Miller.  
Configurations: Cassette & open reel.

● **KALAMAZOO (Area Code 616)**

Barbara Allan Prod'ns Inc., PO Box 207. Zip: 49005. Tel: 327-6746. Pres.: Allan Horn; Mgr.: Russ Emmerling.  
Configurations: Cassette & open reel.

● **LANSING (Area Code 517)**

Haka Prod'ns, 3612 Tecumseh. Zip: 48906. Tel: 485-6137. Owner & Mgr.: Philip G. Haka.  
Configuration: Open reel.

● **OWOSSO (Area Code 517)**

American Rec. Pressing Co., 1810 W. King. Zip: 48867. Tel: 725-8176. Pres.: Norman Dufour; Gen. Mgr.: John Ivanits; Sales Mgr.: David M. Howell.

● **TROY (Area Code 313)**

Stereodyne Inc., 2810 Elliott. Zip: 48084. Tel: 585-6585. Exec. VP & Gen. Mgr.: Paul Wyatt.  
Configurations: Cartridge 4-tr., 8-tr. & cassette. (SEE ADVERTISEMENT)

**MINNESOTA**● **MINNEAPOLIS-ST. PAUL AREA (Area Code 612)**

Audiotek Rec'g Studios (div. of Audiotek Systems Inc.), 711 W. Broadway, Minneapolis 55411. Tel: 521-7631. Mgr.: Dan R. Holmes.  
Configurations: Cartridge 4-tr., 8-tr., cassette & open reel.

E M C Corp., 180 E. Sixth St., St. Paul 55101. Tel: 227-7366. Pres.: David E. Feinberg.  
Configurations: Cassette & open reel.

Sound 80 Inc., 4444 W. 76 St., Minneapolis 55435. Tel: 920-7781. Pres.: Herb Pilhofer; VP & Mgr.: Tom Jung.  
Configuration: Open reel.

Universal Audio Rec'g/Sales Corp., 2541 Nicollet Ave. S., Minneapolis 55404. Tel: 827-5442. Pres.: John A. Michaelson; Gen. Mgr.: Robert Schultz.  
Configurations: Cassette & open reel.

● **MOORHEAD (Area Code 218)**

Mark Custom Recs., 1518 S. Seventh St. Zip: 56560. Tel: 233-5803. Owner: Don Geiken.  
Configuration: Cassette.

**MISSISSIPPI**● **TUPELO (Area Code 601)**

Triangle Sound Inc., 1129 S. Green. Zip: 38801. Tel: 842-5118. Pres.: Larry D. Eades; Mgr.: Larry Nicols.  
Configurations: Cartridge 4-tr., 8-tr., cassette & open reel.

**MISSOURI**● **COLUMBIA (Area Code 314)**

Mark Rec'gs of Missouri, 1220 Jake Ln. Zip: 65201. Tel: 445-5624. Owner & Mgr.: Dick Bailey.  
Configurations: Cassette & open reel.

● **INDEPENDENCE (Area Code 816)**

Cavern Sound Corp., 16400 E. Truman Rd. Zip: 64050. Tel: 254-5600. Gen. Mgr.: John Pearson.  
Configurations: Cassette & open reel.

● **KANSAS CITY (Area Code 816)**

Fremerman Rec'g & Tape Dupl'g Co., 4041 Central. Zip: 64111. Tel: 753-6868. Pres.: Marvin Fremerman; Gen. & Sales Mgr.: Bernie Fremerman.  
Configurations: Cassette & open reel.

Stage III Sound Prod'ns, 12 E. 39 St. Zip: 64111. Tel: 531-1375. Owner: Don Warnock; Mgr.: Jon Lammers.  
Configurations: Cartridge 4-tr., 8-tr., cassette & open reel.

● **ST. LOUIS (Area Code 314)**

Allied Tape Corp., 1201 Research Blvd. Zip: 63132. Tel: 997-0016. Pres.: Byrle A. Northup; Gen. Mgr.: Roger Frederickson.  
Configurations: Cartridge 4-tr., 8-tr., cassette & open reel.

Technisonic Studios, 1201 S. Brentwood Blvd. Zip: 63131. Tel: 727-1055. VP & Mgr.: Edward H. Canter.  
Configuration: Open reel.

● **SPRINGFIELD (Area Code 417)**

Bi-Lu Entcs., PO Box 801, Zip: 65801; 420 E. Chestnut. Zip: 65806. Tel: 869-1296. Mgr.: Billy Wolfe.  
Configurations: Cartridge 4-tr., 8-tr., cassette & open reel.

Century Custom Rec'g Serv., PO Box 862. Zip: 65801. Tel: 862-8443. Owner & Mgr.: Joseph H. Higgins.  
Configurations: Cartridge 8-tr. & cassette.

**MONTANA**● **HELENA (Area Code 406)**

Valtron Rec'g Studio, 305 Allen St. Zip: 59601. Tel: 442-0734. Pres. & Gen. Mgr.: Lester Liedle; Sales Mgr.: Sandy Liedle.  
Configuration: Open reel.

**NEBRASKA**● **LINCOLN (Area Code 402)**

Williams Rec'g Serv., 2650 N. 48 St. Zip: 68504. Tel: 434-4745. Owner & Gen. Mgr.: Lee A. Williams.  
Configuration: Open reel.

● **OMAHA (Area Code 402)**

Liberty/UA Tape Dupl'g Inc., 1201 Pacific St. Zip: 68108. Tel: 348-1770. Ass't Gen. Mgr.: Marvin L. King.  
Configurations: Cartridge 4-tr., 8-tr., cassette & open reel.

Sound Rec'rs, 206 S. 44 St. Zip: 68131. Tel: 553-1165. Owner: Don Sears; Gen. Mgr.: Ron Ubel.  
Configurations: Cassette & open reel.

**NEVADA**● **LAS VEGAS (Area Code 702)**

United Rec'g Corp. of Nevada, 3143 Industrial Rd. Zip: 89102. Tel: 735-7131. Owner & Mgr.: Bill R. Porter.  
Configuration: Open reel.

**NEW JERSEY**● **CAMDEN (Area Code 609)**

Recorded Publ'ns Labs., 1558 Pierce Ave. Zip: 08105. Tel: 963-3000. Pres.: Edward J. Goodman; Gen. Mgr.: David H. Goodman; Sales Mgr.: Pat Landon.  
Configurations: Cartridge 4-tr., cassette & open reel. (SEE ADVERTISEMENT)

● **DOVER (Area Code 201)**

Audio Communications Inc., Rt. 10, Randolph Ind'l Park. Zip: 07081. Tel: 361-7600. Pres.: E. Michael Daspin; Sales Mgr.: Thomas J. Malia.  
Configurations: Cartridge 8-tr., cassette & open reel.

● **ENGLEWOOD (Area Code 201)**

Cinematape Prod'ns Inc., 24 W. Sheffield Ave. Zip: 07631. Tel: 871-3000. Gen. Mgr.: Erwin Houghton.

● **ENGLISHTOWN (Area Code 201)**

Nemo Rec'g Labs., 382 Taylors Mills Rd. Zip: 07726. Mgr.: Peter M. Vaas.  
Configurations: Cartridge 4-tr., 8-tr., cassette & open reel.

● **FAIRFIELD (Area Code 201)**

Grandy Inc., 1275 Bloomfield Ave. Zip: 07006. Tel: 228-1433. Pres. & Sales Mgr.: Edward J. Kissack.  
Configurations: Cartridge 4-tr., 8-tr., cassette & open reel.

Livingston Audio Prods. Corp., 1275 Bloomfield Ave. Zip: 07006. Tel: 226-8300. Pres.: Darrell D. Scholten; VP Sales: Thomas J. Hofbauer. Branch: Los Angeles, Calif.  
Configurations: Cartridge 4-tr., 8-tr., cassette & open reel.

continued

• **JERSEY CITY (Area Code 201)**

Realtone Electronics (div. of Soundesign Corp.), 34 Exchange Pl. Zip: 07302. Tel: 434-1050. Pres.: Ely E. Ashkenazi; Gen. Mgr.: Morris Franco. Configurations: Cartridge 8-tr. & cassette.

• **METUCHEN (Area Code 201)**

R-C Sound Studios, 50 Plainfield Ave. Zip: 08840. Tel: 494-1424. Owner & Mgr.: Ralph A. Nielsen. Configuration: Open reel.

• **MOORESTOWN (Area Code 609)**

Kimex Tape Accessories, York House East, 214 W. Main St. Zip: 08057. Tel: 235-6332. Pres.: Theodore D. Cohen. Configurations: Cartridge 4-tr., 8-tr. & cassette.

• **NORTH BERGEN (Area Code 201)**

Fairfield Tape Dupl'g/Assembling, 601 Kennedy Blvd. Zip: 07047. Tel: 864-1210. Pres.: Robert Strauss; Gen. Mgr.: J. Cadenas. Configurations: Cartridge 4-tr., 8-tr. & cassette. Sarex Corp., 3850 West Side Ave. Zip: 07047. Tel: 864-9400; NYC Tel: (212) 227-6354. Pres.: O. Louis Seda; Exec. VP: D. Max Brightmore. Configuration: Cassette.

• **RUNNEMEDE (Area Code 609)**

Eastern Rec. Mfg. Co., 901 E. Clements Bridge Rd. Zip: 08078. Tel: 931-0558. Pres. & Gen. Mgr.: John H. Dunn.

• **SCOTCH PLAINS (Area Code 201)**

H M R Prod'ns, 574 W. Court. Zip: 07076. Tel: 889-1767. Owner: Harry M. Randel. Configurations: Cartridge 4-tr., 8-tr., cassette & open reel.

• **WEST CALDWELL (Area Code 201)**

National Tape Serv. Inc., 3 Fairfield Crescent. Zip: 07006. Tel: 228-2424; NYC Tel: (212) 233-3520. Pres.: J. White; Gen. Mgr.: J. Verille. Configurations: Cartridge 4-tr., 8-tr., cassette & open reel.

**NEW MEXICO**

• **ALBUQUERQUE (Area Code 505)**

Cee Rec'g Serv. (div. of Customized Electronic Eng'g), PO Box 8921. Zip: 87108. Tel: 299-5581. Gen. Mgr.: John H. Hughes. Configurations: Cartridge 4-tr., 8-tr. & open reel.

Stars Inc., 114 Tennessee NE. Zip: 87108. Tel: 268-5870. Pres.: John G. Ralston.

**NEW YORK**

• **BINGHAMTON (Area Code 607)**

Creative Artists, 6 Van Ness Rd. Zip: 13905. Tel: 797-3909. Pres.: Johnathon K. Solak; Sales Mgr.: Charles Solak. Configurations: Cartridge 4-tr., 8-tr., cassette & open reel.

De Clercq Studio, 127 Main St. Zip: 13905. Tel: 724-2062. Owner & Mgr.: Gilbert W. de Clercq. Configurations: Cartridge 8-tr., cassette & open reel.

• **BRONXVILLE (Area Code 914)**

International Rec'g Co., 49 Desmond Ave. Zip: 10708. NYC Tel: (212) CH 2-1455. Owner & Mgr.: C. Rie. Configurations: Cartridge 8-tr., cassette & open reel.

• **COPIAGUE, L.I. (Area Code 516)**

Dubbings Electronics Inc., 1305 S. Strong Ave. Zip: 11726. Tel: 893-1000. Pres.: Paul C. Smith; Sales Mgr.: M. Thaler. Configurations: Cartridge 4-tr., 8-tr., cassette & open reel. (SEE ADVERTISEMENT)

• **FREEMONT, L.I. (Area Code 516)**

Royal Sound Co. Inc., 409 N. Main St. Zip: 11520. Tel: 868-2880. Pres.: Mevin A. Dayan; VP & Gen. Mgr.: J. E. Corbin. (SEE ADVERTISEMENT)

• **HAUPPAUGE, L.I. (Area Code 516)**

Allison Audio Prods. Inc., 175 Bridge Rd. Zip: 11787. Tel: 234-2010; NYC Tel: (212) 895-6449. Ass't Sales Mgr.: Kenneth P. Levitz. Configurations: Cartridge 8-tr. & cassette.

• **ITHACA (Area Code 607)**

Alcor Inc./Pyramid, 215 S. Tioga St. Zip: 14850. Tel: AR 3-4242. Pres.: Max Mattes; Mgr.: Bill Storm. Configuration: Open reel.

• **NEW YORK CITY (Area Code 212)**

A & B Dupl'rs (sub. of Bell Sound Studios Corp.), 237 W. 54 St. Zip: 10019. Tel: 582-4812. VP Sales: Irv Jerome; Gen. Mgr.: Dave Tieg. Configurations: Cartridge 4-tr., 8-tr., cassette & open reel. (SEE ADVERTISEMENT)

A-1 Sound Studios Inc., 242 W. 76 St. Zip: 10024. Tel: CI 6-3594, 362-2603. Owner & Mgr.: Herb Abramson. Configurations: Cartridge 4-tr., 8-tr., cassette & open reel.

Artraft Rec'g Studios, 285 E. 49 St., Brooklyn 11203. Tel: 778-5150. Owner: Mike Serby; Mgr.: Anthony Serbiniano. Configurations: Cartridge 4-tr., 8-tr., cassette & open reel.

Avery & Elkins Inc., 653 11 Ave. Zip: 10036. Tel: 586-6235. Pres.: Julius Elkins; Sales Mgr.: Ron Silberman. Configurations: Cassette & open reel.

Cable Machinery Corp., 156 Fifth Ave. Zip: 10010. Tel: 989-4434. Pres.: Sol Dubin; Gen. Mgr.: Leonard Ripley. Configuration: Cassette.

Capitol Recs. Dist'g Corp., 151 W. 46 St. Zip: 10036. Tel: 582-8040. Mgr.: J. Lansky. Configurations: Cartridge 4-tr., 8-tr., cassette & open reel.

Cassette-Cartridge Corp., 220 E. 23 St. Zip: 10010. Tel: 689-8861. Pres.: Lorence Press; Gen. Mgr.: Peter Pittas. Configurations: Cartridge 4-tr., 8-tr., cassette & open reel.

Cassette Communications Corp., 932 Broadway. Zip: 10010. Tel: 533-3150. Pres.: Arnold Maxin; Gen. Mgr.: Jack A. Somer. Configurations: Cartridge 8-tr., cassette & open reel.

Cassette Data Corp. (div. of Avery & Elkins Inc.), 653 11 Ave. Zip: 10036. Tel: 586-6235. Pres.: Julius Elkins; Sales Mgr.: Ron Silberman. Configuration: Cassette.

Cassette Development Corp. (div. of Avery & Elkins Inc.), 653 11 Ave. Zip: 10036. Tel: 586-6235; 295 Madison Ave. Zip: 10017. Tel: 683-9811. Pres.: Julius Elkins; Sales Mgr.: Ron Silberman. Configuration: Cassette. (SEE ADVERTISEMENT)

Cassette Rec'g Corp., 41-34 27 St., Long Island City 11101. Tel: 937-3344. Pres.: Carl Lustig; Gen. Mgr.: Matthew Polakoff. Configurations: Cartridge 8-tr., cassette & open reel.

Cassette/Tech Corp., 543 W. 43 St. Zip: 10036. Tel: 868-3520. Pres.: Eugene V. Liposki; VP Sales: Donald W. MacClean. (SEE ADVERTISEMENT) Configurations: Cartridge 8-tr. & cassette.

Dick Charles Rec'g Serv. Inc., 729 Seventh Ave. Zip: 10019. Tel: JU 2-7920. Owner & Mgr.: Dick Charles. Configurations: Cartridge 4-tr. & open reel.

Cinematape Prod'ns Inc., 25 E. 26 St. Zip: 10010. Tel: 285-9522. Pres.: Alexander Magocsi Jr.; Sales & Mktg. Dir.: Stewart B. Schlosberg. (Sales office only).

Cine-Vox Studios (div. of Cine-Vox Prod'ns Inc.), 12 E. 41 St. Zip: 10017. Tel: 889-2180. Mgr.: Keith A. Leach. Configuration: Open reel.

Columbia Rec. Prod'ns, 49 E. 52 St. Zip: 10022. Tel: 765-4321. Contact: Tom Van Gessel.

Cue Rec'gs Inc., 117 W. 46 St. Zip: 10036. Tel: PL 7-3641. Owners: Mel Kaiser, Bernard Rubinstein; Mgr.: Mel Kaiser. Configurations: Cassette & open reel.

Darvin Studio, 100 St. Marks Pl. Zip: 10009. Tel: 982-9797, JU 6-0909. Owners: John Darren, Harold Vincent. Configuration: Open reel.

Decca Recs. (div. of MCA Inc.), 445 Park Ave. Zip: 10022. Tel: 759-7500. Custom Div. Mgr.: Charles Blake. Configurations: Cartridge 4-tr., 8-tr., cassette & open reel.

Delta Rec'g Corp., 1564 Broadway. Zip: 10036. Tel: 265-4876. Owners: Bernard Zimney, Joseph Garafalo; Mgr.: Tony Romeo. Configurations: Cassette & open reel.

Dimensional Sound Inc., 245 W. 55 St., 8th fl. Zip: 10019. Tel: 247-6100. Pres.: Edward Chalpin; Gen. Mgr.: George Oldham.

Direct Rec'gs Inc., 18 E. 50 St. Zip: 10022. Tel: PL 9-7979. Owner: Norman Levin; Mgr.: Leo J. Laufer. Configurations: Cassette & open reel.

Fine Rec'g Inc., 118 W. 57 St. Zip: 10019. Tel: 245-6969. Owner: C. Robert Fine; Mgr.: Arthur Berkow. Configurations: Cartridge 4-tr., 8-tr., cassette & open reel.

Gotham Rec'g Corp. (div. of TeleGeneral Corp.), 2 W. 46 St. Zip: 10036. Tel: 586-5577. Mgr.: Arnold L. Rosen. Configurations: Cartridge 4-tr., 8-tr., cassette & open reel.

Metra Electronics Corp., 660 McDonald Ave., Brooklyn 11218. Tel: 871-4100. Pres.: Charles R. Fox. Configuration: Cassette.

Olmsted Sound Studios Inc., 80 W. 40 St. Zip: 10018. Tel: 868-3342. Pres.: Richard B. Olmsted; Mgr.: Arthur Shaer. Configuration: Open reel.

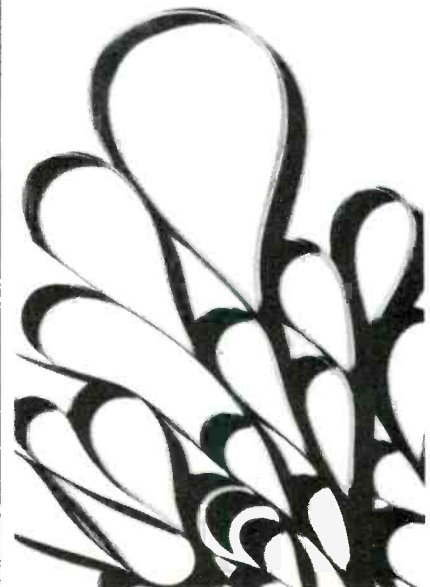
Philips Rec'g Co. Inc., 609 Fifth Ave. Zip: 10017. Tel: 486-9614. Pres. & Gen. Mgr.: Robert Teitelman; Nat'l Sales Mgr.: David Grant. (Exec. office only). Plant: Richmond, Ind. (SEE ADVERTISEMENT)

continued on page 236

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- Posthorn Rec'gs, 185 Ave. C. Zip: 10009. Tel: OR 7-4082. Owner & Mgr.: Jerry Bruck.  
Configuration: Open reel.
- R C A Recs. Rec'g Studio, 110 W. 44 St. Zip: 10036. Tel: 586-3000. Mgr.: H. Eitelbach; Custom Sales Mgr.: James Head.  
Configurations: Cartridge 4-tr., 8-tr., cassette & open reel.
- R K O Dupl'g (see National Tape Sales Inc., West Caldwell, N.J.).
- Radiant Cassette/Cartridge Corp. (sub. of Radiant Corp.), 250 W. 57 St. Zip: 10019. Tel: 765-1820. Pres.: Don H. Gabor; Gen. Mgr.: John Starzec; Prod'n Mgr.: Ed Cohen.  
Configurations: Cartridge 8-tr. & cassette.
- Richcraft Rec'g Co., 1706 Flatbush Ave., Brooklyn 11210. Tel: 377-1664. Mgr.: Richard Rahmey.  
Configurations: Cartridge 4-tr., 8-tr., cassette & open reel.
- Sadler Rec'g, 35 W. 45 St. Zip: 10036. Tel: 586-0288. Pres.: John Sadler; Chief Eng.: Mark Milchman.
- Select Sound Studio Inc., 1790 Broadway. Zip: 10019. Tel: 757-8570. Mgr.: Bob Stephens.  
Configurations: Cartridge 4-tr., 8-tr., cassette & open reel.
- Sound Center Inc., 750 Eighth Ave. Zip: 10036. Tel: 582-5692. Mgr.: Lucien Esposito.  
Configurations: Cartridge 8-tr. & open reel.
- Stereo Sound Studios, 238 E. 26 St. Zip: 10010. Tel: MU 3-5240. Owner: Jerry Newman; Mgr.: Ted Krysty.  
Configuration: Open reel.
- T D K Electronics Corp., 23-73 48 St., Long Island City 11103. Tel: 721-6881. Pres.: H. Kawamura; Mktg. Mgr.: George T. Saddler.  
Branches: Los Angeles, Calif.; Chicago, Ill.  
Int'l branch: Japan.  
Configuration: Cassette.
- Tucker Prod'ns Ltd., 853 Seventh Ave. Zip: 10019. Tel: CO 5-0408. Pres.: George Tucker; Sales Mgr.: Cherie Shaw.  
Configurations: Cartridge 4-tr., cassette & open reel.
- Variety Rec'g Studio, 130 W. 42 St. Zip: 10036. Tel: 594-7536. Owners: Warren Allen Smith, Fred Vargas; Mgr.: Fred Vargas.  
Configuration: Open reel.
- Deryck Waring Rec'gs Inc., 25 W. 43 St. Zip: 10036. Tel: 736-0878. Pres. & Mgr.: Deryck H. Waring.  
Configurations: Cassette & open reel.

• **PEEKSKILL (Area Code 914)**

G & G Rec'g Serv., 12 Lake Rd. Zip: 10566. Tel: 737-2772. Owner & Mgr.: Guy Heitmann.  
Configurations: Cassette & open reel.

• **ROME (Area Code 315)**

Audio Sound Servs., 104 E. Bloomfield St. Zip: 13440. Tel: 336-3810, 337-6022. Owner & Mgr.: Roger W. Jones.  
Configurations: Cartridge 8-tr., cassette & open reel.

• **RYE (Area Code 914)**

Preferred Sounds Inc., Nursery Ln. Zip: 10580. Tel: 967-7701. Pres.: Nino Bruno.

• **ST. JAMES, L.I. (Area Code 516)**

Sound by St. James Inc., 649 Jericho Tnpk. Zip: 11780. Tel: 724-2828. Owners: Michael Ingram, Rhys O'Brien; Mgr.: Arthur Schiff.  
Configurations: Cartridge 8-tr. & cassette.

**NORTH CAROLINA**

• **CHARLOTTE (Area Code 704)**

Arthur Smith Studios, 5457 Old Monroe Rd. Zip: 28212. Tel: 536-0424. Owner: Arthur Smith; Mgr.: A. Reginald Smith.  
Configuration: Open reel.

• **GREENSBORO (Area Code 919)**

Crescent-City Sound Studios Inc., 1060 Gatewood Ave. Zip: 27405. Tel: 274-2441. Owner: Julian Price II; Mgr.: Walter E. Copeland.  
Configurations: Cartridge 8-tr., cassette & open reel.

• **RALEIGH (Area Code 919)**

Audiofonics (div. of Jimmy Capps Prod'ns Inc.), 15 W. Lenoir St. Zip: 27602. Tel: 833-3924. Pres. & Mgr.: Larry Gardner.  
Configurations: Cassette & open reel.

**OHIO**

• **CINCINNATI (Area Code 513)**

Artist's Rec'g & Rec. Pressing Inc., 320 Mill St. Zip: 45215. Tel: 761-0011. Mgr.: Chester Royse.  
Configurations: Cartridge 4-tr. & open reel. (SEE ADVERTISEMENT)

Queen City Album Inc., 2832 Spring Grove Ave. Zip: 45225. Tel: 681-8400. Pres.: Edward R. Bosken; Gen. Mgr.: Chet Barnett.  
Configurations: Cartridge 4-tr., 8-tr., cassette & open reel. (SEE ADVERTISEMENT)

• **CLEVELAND (Area Code 216)**

Agency Rec'g Studios Inc., 1730 E. 24 St. Zip: 44114. Tel: 621-0810. Pres.: Donald R. White; Mgr.: Larry Goriup.  
Configuration: Open reel.

Alcon Rec'g Studios Inc., 4435 Mayfield Rd. Zip: 44121. Tel: 291-1616. Owners: R. J. Nowac, R. J. Lasky; Gen. Mgr.: R. J. Nowac.  
Configurations: Cartridge 4-tr., cassette & open reel.

Associated Inds. Inc., 2150 Hamilton Ave. Zip: 44114. Tel: 696-3773. Gen. Mgr.: Robert W. Schachner.  
Configurations: Cartridge 8-tr., cassette & open reel.

Boddie Rec'g Studio, 12202 Union Ave. Zip: 44105. Tel: 752-3440. Owner & Mgr.: Thomas Boddie.  
Configuration: Open reel. (SEE ADVERTISEMENT)

Cleveland Rec'g, 1515 Euclid Ave. Zip: 44115. Tel: 621-9362. Owner & Mgr.: F. C. Wolf.  
Configurations: Cassette & open reel. (SEE ADVERTISEMENT)

Qualitapes Inc., Penthouse East, Terminal Tower. Zip: 44113. Tel: 241-0900. Pres.: Sanford Ketchum; Gen. & Opns. Mgr.: Robert Conrad.  
Configurations: Cassette & open reel.

Szappanos Rec'gs, 11705 Buckeye Rd. Zip: 44120. Tel: 561-5524. Owner & Mgr.: Frank Szappanos.  
Configurations: Cartridge 8-tr. & cassette.

• **COLUMBUS (Area Code 614)**

Harmonic Sounds Inc., 1482 Felix Dr. Zip: 43207. Tel: 253-5283, 491-1461. Owner: Clem Price Jr.; Mgr.: George D. Beter.  
Configurations: Cartridge 4-tr., 8-tr., cassette & open reel.

Magnetic Studios Corp., 1670 W. First Ave. Zip: 43212. Tel: 486-2469. Owner: Richard M. Wolfe; Mgr.: John Fippin.  
Configurations: Open reel.

• **DAYTON (Area Code 513)**

Dynaphonics Inc., 2975 Far Hill Ave. Zip: 45419. Tel: 294-0347. Pres.: Cecil Sansbury; VP & Gen. Mgr.: Frank Lunn.  
Configurations: Cassette & open reel.

• **FREMONT (Area Code 419)**

Courier-Empire Rec'g Ent., 414 Croghan St. Zip: 43420. Tel: 332-4775. Owner & Mgr.: Robert T. Brown.  
Configuration: Open reel.

• **YOUNGSTOWN (Area Code 216)**

United Audio Rec'g Studio, 10 Ellenwood Ave. Zip: 44507. Tel: 744-2166. Owner & Mgr.: Bill Warner.  
Configurations: Cartridge 4-tr., cassette & open reel.

**OKLAHOMA**

• **OKLAHOMA CITY (Area Code 405)**

Benson Sound Studio, 3707 S. Blackwelder Ave. Zip: 73119. Tel: 685-9442. Owner & Mgr.: Larry Benson.  
Configuration: Cartridge 8-tr.

Century Recs., 1220 NW 39. Zip: 73118. Tel: 528-4077. Owner & Mgr.: Richard Gilleland.  
Configurations: Cartridge 8-tr., cassette & open reel.

• **TULSA (Area Code 918)**

Derrick Rec'g Studios (div. of Granada Ents. Inc.), 1448-52 N. Harvard. Zip: 74110. Pres. & Mgr.: William P. Davis.  
Configurations: Cartridge 4-tr., cassette & open reel.

**OREGON**

• **PORTLAND (Area Code 503)**

Northwestern Inc., 011 SW Hooker St. Zip: 97201. Tel: 224-3456. Pres.: R. M. Lindahl.

Rex Rec'g Co., 931 SW King Ave. Zip: 97205. Tel: 228-4393. Owner: Rodney F. Johnson; Gen. Mgr.: Russell Gorsline.  
Configuration: Open reel.

**PENNSYLVANIA**

• **ALLENTOWN (Area Code 215)**

Helffrich Rec'g Labs., East Texas Rd. West, RD 2. Zip: 18103. Tel: 395-5511. Mgr.: Peter Helffrich.  
Configurations: Cartridge 4-tr., 8-tr., cassette & open reel.

• **FRANKLIN (Area Code 814)**

Process Rec. Co., 439 Wiley Ave. Zip: 16323. Tel: 432-4633. Owners: Norman & Delbert Kelly; Gen. Mgr.: Norman Kelly.  
Configuration: Open reel.

continued on page 239

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1st 6 months.

continued

● **HARRISBURG (Area Code 717)**

Laird Prod'ns Inc., 412 N. Second St. Zip: 17105.  
Tel: 238-9688. Owner: J. Ira Laird Jr.; Mgr.:  
E. V. Di Martile.  
Configurations: Cartridge 4-tr., cassette & open  
reel.

● **JENKINTOWN (Area Code 215)**

Thunder Rec'g Studio, Cedar & West Ave. Zip:  
19046. Tel: OS 2-5926. Owner: Stan Peahota;  
Mgr.: Marian Ryan.  
Configurations: Cartridge 8-tr. & open reel.

● **MECHANICSBURG (Area Code 717)**

Baldwin Sound Prod'ns Inc., 5252 Trindle Rd. Zip:  
17055. Tel: 766-0787. Owner: Donald E. Bald-  
win; Gen. Mgr.: Donald P. Whitticar.  
Configurations: Cartridge 8-tr., cassette & open  
reel.

● **PHILADELPHIA METROPOLITAN AREA  
(Area Code 215)**

Air-Tone Sound & Rec'g Co., 2330 Market St. Zip:  
19103. Tel: 563-8388. Owner: Eugene Hessel;  
Mgr.: Peter Kiefer.  
Configurations: Cassette & open reel.

Clarion Rec. Mfg. Co., 1021 Ridge Ave. Zip: 19123.  
Tel: CE 6-5252. Pres.: Nat Niederman.  
Diskmakers Inc., 925 N. Third St. Zip: 19123. Tel:  
MA 7-2277. Pres.: Morris Ballen; Gen. Mgr.:  
John Fermani.  
Configurations: Cartridge 8-tr. & cassette.  
Educational Servs. (div. of Triangle Publ'ns Inc.),  
PO Box 85, Radnor 19087. Tel: 687-4700. Mgr.:  
Frederic Karch.  
Configurations: Cartridge 4-tr., cassette & open  
reel.

● **PITTSBURGH (Area Code 412)**

G & C Rec. Mfg. Co., 2724 Penn. Ave. Zip: 15222.  
Tel: 281-9898. Pres.: Glenn E. Campbell; Gen.  
Mgr.: Lillian Campbell; Sales Mgr.: Richard L.  
Pastor.

Gateway Assoc'd (div. of Associated Inds.), 256 Fifth  
Ave. Zip: 15222. Tel: 471-3484. Gen. Mgr.:  
Robert W. Schachner.  
Configurations: Cartridge 8-tr. & cassette.

Hardman Assocs. Inc., 213 Smithfield St. Zip: 15222.  
Tel: 281-4450. VP & Mgr.: Frank Doak.  
Configurations: Cassette & open reel.

W. R. S. Rec'g Studio, 210 Simple St. Zip: 15213.  
Tel: 683-6300. Mgr.: F. Jack Napor.  
Configurations: Cassette & open reel.

● **READING (Area Code 215)**

James K. Hodgkins, 405 N. Front St. Zip: 19601.  
Tel: 373-7600. Owner & Mgr.: James K. Hodg-  
kins.  
Configurations: Cartridge 4-tr., cassette & open  
reel.

● **SCRANTON (Area Code 717)**

Ladd Music Co., 401 Wintermantle Ave. Zip: 18505.  
Tel: 343-6718. Pres.: Phil Ladd; Gen. Mgr.:  
Joyce Shandra.  
Configurations: Cassette & open reel.

● **SHARON (Area Code 412)**

Marjon Recs., 159 Easton Rd. Zip: 16146. Tel:  
347-4726. Pres.: John Krizancic; Mgr.: Martha  
Krizancic.  
Configuration: Open reel.

● **YORK (Area Code 717)**

Dee-Bee Rec'g Serv., S. Camp St. Extension, Windsor  
17366. Tel: 244-5411. Owner: Stanley L. Dep-  
pen Jr.; Mgr.: Pat Gerrick.  
Configurations: Cartridge 8-tr., cassette & open  
reel.

Trout Audio Labs., 1784 San Gabriel Dr. Zip: 17402.  
Tel: 755-4103. Owner: Thomas A. Trout.  
Configuration: Open reel.

**RHODE ISLAND**

● **PAWTUCKET (Area Code 401)**

Johnston Sound Servs., 111 Sweet Ave. Zip: 02861.  
Tel: 722-2222. Owner: Lewis Johnston.

● **PROVIDENCE (Area Code 401)**

Fedco Audio Labs., 37 Clarendon Ave. Zip: 02906.  
Tel: 272-3157. Owner: Lyle Fain; Mgr.: Fred  
Ehrhardt.  
Configurations: Cartridge 4-tr. & open reel.

**SOUTH CAROLINA**

● **GREENVILLE (Area Code 803)**

Mark V, 10 Michael Dr. Zip: 29610. Tel: 269-3961.  
Admin. Mgr.: Bob Edwards.  
Configurations: Cartridge 8-tr. & cassette.

**TENNESSEE**

● **KINOSPOT (Area Code 615)**

Tri-State Rec'g Co., 1767 Fort Henry Dr. Zip: 37664.  
Tel: 246-9701. Pres.: Basil J. Palmer; Gen.  
Mgr.: Tilford A. Salyer.

● **MEMPHIS (Area Code 901)**

American Rec'g, 827 Thomas St. Zip: 38107. Tel:  
526-3935, 526-0409. Owner: Chips Moman;  
Admin. VP & Mgr.: Marty Lacker.

Configurations: Cartridge 4-tr. & 8-tr.  
Blackwood Rec'g Studio, 3933 Summer. Zip: 38122.  
Tel: 324-4434. Owners: H. B. Brewster &  
Blackwood Bros.; Mgr.: H. B. Brewster.

Configurations: Cartridge 8-tr. & cassette.  
Century Rec'g Serv., 11 S. Idlewild. Zip: 38104.  
Tel: 276-4208. Owner & Mgr.: Mrs. Margaret  
Tucker.  
Configurations: Cartridge 4-tr., 8-tr., cassette &  
open reel.

Plastic Prods. Co., 1746 Chelsea Ave. Zip: 38108.  
Tel: 526-3502. Owner: R. E. Buster Williams;  
Gen. Mgr.: Ed. Roberson. (SEE ADVERTISE-  
MENT)

● **NASHVILLE (Area Code 615)**

C & M Sound Studios Inc., 805 18 Ave. S. Zip:  
37203. Tel: 259-3310. Owners: Rex E. Collier,  
Jim P. Deal.

Configuration: Open reel.  
Columbia Rec. Prod'ns, 804 16 Ave. S. Zip: 37203.  
Tel: 255-0371. Contact: Cecil Scaife.

D B M Rec'g Studio, 1516 Hawkins St. Zip: 37203.  
Tel: 244-9589. Owners: Ben Hall, Dr. P. W.  
Malone; Mgr.: Ben Hall.  
Configuration: Open reel.

Globe Rec'g Studio Inc., 420-A Broadway. Zip:  
37203. Tel: 255-7645. Pres. & Gen. Mgr.: Jim  
Maxwell.

Configurations: Cassette & open reel.  
Queen of Sound (div. of East Coast Sound Corp.),  
1314 Pine St. Zip: 37203. Tel: 259-3965. Pres.:  
Don Scoggins; Mgr.: Bob Beasley.

Configuration: Open reel.  
R C A Recs. Rec'g Studio, 800 17 Ave. S. Zip:  
37210. Tel: 255-5781. Mgr.: C. Eberhardt; Cust-  
tom Sales Mgr.: Ed Hines.

Configurations: Cartridge 4-tr. & 8-tr.

**TEXAS**

● **AUSTIN (Area Code 512)**

General Audio Servs. Inc., 308 W. Sixth St. Zip:  
78701. Tel: 451-1701. Owners: Richard Gem-  
bler, Bruce Hooper, Steve Shields; Gen. Mgr.:  
Richard Gembler.

Configurations: Cartridge 8-tr. & open reel.  
P S G Rec'g Co., 4322A N. Lamar. Zip: 78767. Tel:  
454-5652. Owner & Mgr.: Pedro S. Gutierrez.

Configurations: Cartridge 4-tr., 8-tr., cassette  
& open reel.

continued on page 240



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Custom Rec'd Tape of Dallas, 4354 Middleton Rd.  
Zip: 75229. Tel: 351-5765. Pres.: Jerry McKinney.
- **HOUSTON** (Area Code 713)  
Jimmy Duncan's Soundville, 8208 Westpark Dr. Zip: 77042. Tel: 781-6300. Mgr.: Bill Gilliland. Configuration: Open reel.
- **SAN ANTONIO** (Area Code 512)  
Les Miller Ents., 102 Altgelt Ave. Zip: 78201. Tel: 736-2793. Owner: Les Miller. Configuration: Open reel.
- **TEXAS**  
Texas Sound Studios, 506 W. Hildebrand Ave. Zip: 78212. Tel: 733-1721. Owner: Jeff Smith; Mgr.: Jack Bond. Configurations: Cassette & open reel.
- **WACO** (Area Code 817)  
S M I Electronics Inc., 920 N. Valley Mills. Zip: 76710. Cable: SUCCESS. Gen. Mgr.: Curt Adams.

## UTAH

- **PROVO** (Area Code 801)  
Brigham Young Univ., Electronic Media Dept., Rec'g  
Opns. Section, 192 HRCB. Zip: 84601. Tel: 374-1211, ext. 3851. Rec'g Opns. Supervisor:  
Mr. Kaye L. Jensen.

## VERMONT

- **BRATTLEBORO** (Area Code 802)  
Vanguard Prod'ns, 8 Winter St. Zip: 05301. Tel: 257-7131. Pres. & Mgr.: David S. Calef. Configuration: Open reel.

## VIRGINIA

- **NORFOLK** (Area Code 703)  
Norfolk Rec'g Studio, 622 W. 35 St. Zip: 23508. Tel: 623-5565. Owner: Frank Guida; Mgr.: Thomas M. Chilton. Configurations: Cassette & open reel.
- **RICHMOND** (Area Code 703)  
Richmond Sound Stages, 2314 W. Cary St. Zip: 23220. Tel: EL 5-5778. Mgr.: Frank Brooks. Configurations: Cassette & open reel.

## WASHINGTON

- **OLYMPIA** (Area Code 206)  
Apollo Ents., 1915 N. Quince. Zip: 98501. Tel: 352-9097. Owner & Mgr.: Allen P. Giles. Configurations: Cartridge 4-tr., cassette & open reel.
- **TACOMA** (Area Code 206)  
Wiley Sound Studio, 5103 N. 46 St. Zip: 98407. Tel: SK 2-8583. Owner & Mgr.: Bill Wiley. Configurations: Cartridge 4-tr. & open reel.

## WISCONSIN

- **MILWAUKEE** (Area Code 414)  
Dave Kennedy Rec'g Studios, 2755 N. Third St. Zip: 53212. Tel: 372-2750. Owner & Mgr.: Dave Kennedy. Configurations: Cassette & open reel.
- **SAUK CITY** (Area Code 608)  
Sara Sound Studios Inc., 123 Water St. Zip: 53583. Tel: 643-3304. Owner & Mgr.: Jim Kirchstein. Configurations: Cassette & open reel.

## WYOMING

- **CHEYENNE** (Area Code 307)  
Rocky Mountain Rec'g, PO Box 82. Zip: 82001. Tel: 638-8733. Pres. & Gen. Mgr.: Ray Alexander. Configuration: Open reel.

## TAPE DUPLICATOR/MARKETERS

- A T D (American Tape Dupl'rs Inc.), 5727 W. Jefferson Blvd., Los Angeles, Calif. 90002. Tel: (213) 870-6832. Pres.: Richard Allen; Exec. VP & Gen. Mgr.: Warren D. Gray; Sales Mgr.: Stan Harris.
- Allied Tape Corp., 1201 Research Blvd., St. Louis, Mo. 63132. Tel: (314) 997-0016. Pres.: Byrle A. Northrup; Gen. Mgr.: Roger Frederickson.
- American Tape Dupl'rs, see ATD.
- Amexar Corp., 3018 W. Pico Blvd., Los Angeles, Calif. 90006. Tel: (213) 735-6261. Pres.: Carlos L. Campbell; Sales Mgr.: Alberto L. Campbell; Adv. Dir.: A. Palacio.
- Ampex Stereo Tapes (div. of Ampex Corp.), 555 Madison Ave., New York, N.Y. 10022. Tel: (212) 758-8900. Pres.: Don Hall; Sales Mgr.: Jules Cohen; Adv. Dir.: Jim Johnson.

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Atlas-Rand Corp., 2 Keystone Pl., Paramus, N.J. 07652. NYC Tel: (212) 563-6663. Pres.: Harold Rosen; Sales Mgr.: Barry Rosen; Adv. Dir.: Stuart Better.

Audiomasters, 16711 Roscoe Blvd., Sepulveda, Calif. 91343. Tel: (213) 892-0716. Pres.: George Panos; Mktg. Dir.: Howard Siegel.

Audio Physics Inc., 16449 Vanowen St., Van Nuys, Calif. 91406. Tel: (213) 782-3638. Pres.: Don Washbrook; Gen. Mgr.: John David; Sales Mgr.: Bill Richards.

Audio Trax, see Audio Physics.

Bell & Howell Magnetic Tape Co. (formerly Greentree Electronics), Div. of Bell & Howell, 2602 Michelson Dr., Irvine, Calif. 92664. Tel: (714) 833-0020. Pres.: Sidney Brandt; Sales Mgr.: J. A. Rubinstein.

Berkshire, see Dubbings.

Budget Tape Cartridge Mfg. Co., 2035-37 S. La Brea Ave., Los Angeles, Calif. 90016. Tel: (213) 933-5867. Pres. & Sales Mgr.: Don Macmillan.

C M C, see Allied Tape.

Cascorn, see Cassette Communications Corp.

Cassette Communications Corp., 932 Broadway, New York, N.Y. 10010. Tel: (212) 533-3150. Pres.: Arnold Maxin; VP & Gen. Mgr.: Jack A. Somer; Sales Mgr.: Art Denish.

Cassette Music Corp., 220 E. 23 St., New York, N.Y. 10010. Tel: (212) 689-8861. Contact: Manny Kopelman.

Caytronics Corp., 240 Madison Ave., New York, N.Y. 10016. Tel: (212) 683-7911. Pres.: Joe Cayre; Sales Mgr.: Ed Ash; Adv. Dir.: Dick Schaeffer.

Certron Corp., 1701 S. State College Blvd., Anaheim, Calif. 92806. Tel: (714) 633-4280. Pres.: Edwin Gamson; Sales Mgr.: James Neiger.

Consolidated Tape Cartridges, 1584 E. 31 St., Cleveland, Ohio 44114. Tel: (216) 861-7286. Pres.: J.R. Gayer.

D B I Tape Ents., 6725 Sunset Blvd., Suite 315, Hollywood, Calif. 90028. Tel: (213) HO 2-6613. Pres.: Don Blocker.

Decca Recs., 445 Park Ave., New York, N.Y. 10022. Tel: (212) 759-7500. Nat'l Tape Prod. Mgr.: Joel A. Schneider.

Dubbings Electronics Inc., 1305 S. Strong Ave., Copiague, N.Y. 11726. Tel: (516) 893-1000. Pres.: Paul C. Smith; Sales Mgr.: M. Thaler. (SEE ADVERTISEMENT)

Dynaphonics Inc., 2975 Far Hill Ave., Dayton, Ohio 45419. Tel: (513) 294-0347. Pres.: Cecil Sansbury, VP & Gen. Mgr.: Frank Lunn.

Ethnic Tapes Inc., 17 W. 60 St. New York, N.Y. 10023. Tel: (212) PL 7-9880. VP: Richard P. Myers Jr.; Adv. Dir.: Miriam Deutsch.

G R T Corp. (General Recorded Tape Inc.), 1286 Lawrence Station Rd., Sunnyvale, Calif. 94086. Tel: (408) 734-2910. Pres.: Alan J. Bayley; VP: Thomas L. Bonetti; Sales Mgr.: Ed Berson.

General Recorded Tape Inc., see GRT.

Greentree Electronics, see Bell & Howell.

International Tape Cartridge Corp., see ITCC.

Livingston Audio Prods. Corp., 1275 Bloomfield Ave., Fairfield, N.J. 07006. Tel: (201) 226-8300. Pres.: Darrell D. Scholton; VP Sales: Thomas J. Hofbauer; Consumer Mktg. & Sales Dir.: Ray Rand.

Mercury Rec. Corp., 35 E. Wacker Dr., Chicago, Ill. 60601. Tel: (312) 332-5788. Pres.: Irving B. Green; Sales Mgr.: Lou Simon.

Metra Electronics Corp., 660 McDonald Ave., Brooklyn, N.Y. 11218. Tel: (212) 871-4100. Pres. & Sales Mgr.: Charles R. Fox.

Modern Tape Corp., 5810 S. Normandie Ave., Los Angeles, Calif. 90044. Tel: (213) 753-2481. Pres.: Joe Bihari; Sales Mgr.: Robert J. Demain. (SEE ADVERTISEMENT)

Muntz Stereo-Pak Inc., 7715 Densmore Ave., Van Nuys, Calif. 91406. Tel: (213) 989-5000. Pres.: Earl Muntz. (SEE ADVERTISEMENT)

North American Leisure Corp., see NAL.

Pacific Tape, 2978 W. Pico Blvd., Los Angeles, Calif. 90006. Tel: (213) 387-8797. Pres.: Spiros Biliouris; Sales Mgr.: Sam Billis; Adv. Dir.: Anderson Belvin, Jack Frost.

PlayTape, 1115 Broadway, New York, N.Y. 10010. Tel: (212) OR 5-8050. Pres.: Frank Stanton.

R C A Records, 1133 Ave. of the Americas, New York, N.Y. 10036. Tel: (212) 586-3000. Pres.: Norman Racusin; Sales Mgr.: J. Y. Burgess Jr.; Adv. Dir.: W. Lucas.

Radiant Cassette/Cartridge Corp., 250 W. 57 St., New York, N.Y. 10019. Tel: (212) 765-1820. Pres.: Don Gabor; Gen. Mgr.: John Starzec; Sales Mgr.: Ed Cohen.

Sentry, see Atlas-Rand.

Specialty Sounds Inc., 33515 Kelly Rd., Fraser, Mich. 48026. Tel: (313) 294-5200. Pres.: L. Allan Bazzy; Gen. Mgr.: Jerry Danko; Sales Mgr.: Danny R. Wilssens.

Stereo Experience, see Metra Electronics.

Stereo Jet de Mexico, see Caytronics.

Superscope Rec'd Tape, 455 Fox St., San Fernando, Calif. 91340. Tel: (213) 365-1191. Gen. Mgr.: Len Feldman.

Tape House Int'l, see DBI.

Tape Mates, see ATD.

Tapeworld Inc., (sub. of Radiant Corp.), 250 W. 57 St., New York, N.Y. 10019. Tel: (212) 765-1820. Pres.: Edward M. Cohen.

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Container-Kraft Inc., 724 E. 61 St. Zip: 90001. Tel: 232-3281. Pres.: Art Garson; Gen. Mgr.: Steve Mattis; Sales Mgr.: Russell Garson.

Gilmore Envelope Corp., 4000 Medford St. Zip: 90063. Tel: 268-3401. Pres.: Howard N. Gilmore; Gen. Mgr.: Sam Mattioli; Sales Mgr.: Tom Pettey.

Industrial Fibre Prods. Inc., 3680 S. Main St. Zip: 90007. Tel: 233-5269. Mgr.: Ron Jacobus.

Modern Album of Calif. Inc., PO Box 6999, 3104 Vanowen, Burbank 91505. Tel: 845-7655. Pres. & Gen. Mgr.: James R. Gordon.  
Home office: New York, N.Y.

Queens Envelope of California, 2838 E. Pico Blvd. Zip: 90023. Tel: 264-7775, 283-1934.  
Home office: New York, N.Y.

Raynor Sales Co. Inc., 2698 W. Pico Blvd. Zip: 90006. Tel: 737-3737. Pres.: Ray Abrams; Gen. Mgr.: Norine Abrams; Sales Mgr.: James Whelpley.

Shorewood of California, 1855 Glendale Blvd. Zip: 90026. Tel: 665-5137. Pres.: Bert C. Couturier; VP Mktg. & Sales Mgr.: R. J. Hein; Gen. Mgr.: Robert Couturier.

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Matrix Newsletter, 7 Joost Ave. Zip: 94131. Tel: 585-9194. Pres.: Gary L. Jackson.

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Keycor-Century Corp., 26000 Springbrook Rd. Zip: 91350. Tel: 365-3991. Pres.: Richard B. Keycor; VP: A. P. McGuire; Dir. of Mktg.: Guy E. Disch. (SEE ADVERTISEMENT)

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## NEBRASKA

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## NEW YORK

- BINGHAMTON (Area Code 607)

Creative Artists, 6 Van Ness Rd. Zip: 13905. Tel: 797-3909. Pres. & Gen. Mgr.: Johnathan K. Solak; Sales Mgr.: Charles M. Solak.

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Guaranteed Printing Serv. Co. Inc., 119 W. 23 St. Zip: 10011. Tel: 929-2410. Pres.: A. Pollack.

Lee-Myles Assocs., 160 E. 56 St. Zip: 10022. Tel: 758-3232. Pres.: R. Miller. (SEE ADVERTISEMENT)

Merrimac Color Graphics Inc., 406 W. 31 St. Zip: 10001. Tel: 244-4145. Pres.: Louis Wasserstrom; VP: Charles Markowitz; Gen. Mgr.: G. Glazer; Sales Mgr.: John North.

Passantino Printing Co. Inc., 250 W. 49 St. Zip: 10019. Tel: JU 6-1540. Pres.: Charles V. Passantino; Gen. Mgr.: Robert Passantino.

Phillips Rec'g Co. Inc., 609 Fifth Ave. Zip: 10017. Tel: 486-9614. Pres. & Gen. Mgr.: Robert Teitelman; Nat'l Sales Mgr.: David Grant. (Exec. office only).  
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Queens Envelope Corp., 52-35 Barnett Ave., Long Island City 11104. Tel: 457-7700. Pres.: Jack Hecht; VP: Eric Kaltman; Gen. Mgr.: Abe Garde; Sales Mgr.: Gerald Sanders.  
Branch: Los Angeles, Calif. (SEE ADVERTISEMENT)

Radio Printing Corp., 49 W. 47 St. Zip: 10036. Tel: WO 6-4353. Pres.: Lew Lewis; VP: Jack Dienes; Sales Mgr.: John Wolf. (Exec. offices).  
Branch: Bridgeport, Conn.

Edward R. White Inc., 18 E. 41 St. Zip: 10017. Tel: 687-2167. Pres.: Lawrence Goldstein. (SEE ADVERTISEMENT)

## OHIO

- CANTON (Area Code 216)

G & W Prods. Supply Co., E. Tuscarawas St. Zip: WO 6-4353. Pres.: Donald Mastin; Gen. Mgr.: Alex Mastin; Sales Mgr.: Acie Mastin.

- CINCINNATI (Area Code 513)

Artist's Rec'g & Rec. Pressing Inc., 320 Mill St. Zip: 45215. Tel: 761-0011. Pres. & Gen. Mgr.: Homer L. Milam. (SEE ADVERTISEMENT)

Counterpart Music, 3744 Applegate Ave. Zip: 45211. Tel: 661-8810. Pres.: Howard Lovdal.

Queen City Album Inc., 2832 Spring Grove Ave. Zip: 45225. Tel: 681-8400. Pres.: Edw. R. Bosken; Gen. Mgr.: Walter Goff; Sales Mgr.: Chet Barnett. (SEE ADVERTISEMENT)

Rite Rec. Prod'ns Inc., 9745 Lockland Rd. Zip: 45215. Tel: 733-5533. Pres.: Carl J. Burkhardt; Gen. Mgr.: Robert Bowery; Sales Mgr.: Robert Watson. (SEE ADVERTISEMENT)

- TOLEDO (Area Code 419)

Pioneer Inds., PO Box 4653, Old West End Sta. Zip: 43620. Tel: 691-2065. Pres.: Lowell P. Amos.

## TENNESSEE

- JOHNSON CITY (Area Code 615)

Champ Rec'g Co., 1807 Indian Ridge Rd. Zip: 37601. Tel: 928-2281/2558. Pres.: Jim Stanton; Gen. Mgr.: Paul McClain; Sales Mgr.: Henry E. Noe.

- MEMPHIS (Area Code 901)

Style Wooten Ents., PO Box 11522, 3373 Park Ave. Zip: 38111. Tel: 324-6786. Pres. & Gen. Mgr.: Style Wooten; Sales Mgr.: Leanne Mack.

- NASHVILLE (Area Code 615)

Atlantic Envelope Co., PO Box 888, 888 Elm Hill Pike. Zip: 37202. Tel: 244-1071. Gen. Mgr.: Sigmund Held; Sales Mgr.: Al Schroeder.

Penthouse Publicity, 1808 West End Bldg., Penthouse. Zip: 37203. Tel: 244-2254. Pres.: Vern C. McCorkle; Gen. Mgr.: Edwin Walker; Sales Mgr.: Eric Foster.

St. Regis Paper Co., Envelope Div., 820 Seventh Ave. N. Zip: 37219. Tel: 244-2330. Pres.: William R. Adams; Gen. Mgr.: Paul Branding; Sales Mgr.: Albert R. Ransom.

## TEXAS

- ARLINGTON (Area Code 817)

Rec-O-Press Inc., PO Box 5328, 609 N. Great South-west Pkwy. Zip: 76011. Tel: 261-4941. Pres.: W. I. Spittler; Gen. Mgr.: Charles Spittler. (SEE ADVERTISEMENT)

- EL PASO (Area Code 915)

D J Star Rec'g Serv. Inc., 100-102 Texas Ave. Zip: 79946. Tel: 533-7508. Pres.: Joseph Gillman; Gen. Mgr.: Dora P. Gillman; Sales Mgr.: Rose Ganem.

## WYOMING

- CHEYENNE (Area Code 307)

Rocky Mountain Rec'g, PO Box 82. Zip: 82001. Tel: 638-8733. Owner & Gen. Mgr.: Ray Alexander.

## JACKET MANUFACTURERS

## ARIZONA

- PHOENIX (Area Code 602)

Wakefield Mfg. Inc., PO Box 6037. Zip: 85005. Tel: 252-5644. Gen. Mgr.: Richard A. Wakefield. (SEE ADVERTISEMENT)

- TUCSON (Area Code 602)

Triia Ents., 815 E. Broadway, Zip: 85719. Tel: 623-0318. Owner: Forster S. Cayce.

## CALIFORNIA

- BAKERSFIELD (Area Code 805)

Bakersfield Music Ents. Inc., 1223 N. Chester. Zip: 93308. Tel: 399-1674. Gen. Mgr.: Al Wilson; Sales Mgr.: L. D. Wilson.

- EL MONTE (Area Code 213)

Graham Printing & Lithograph, 1751 Floradale, South El Monte. Tel: 686-0367. Pres.: Charles Graham; Gen. Mgr.: Ted Reidel.

- LOS ANGELES METROPOLITAN AREA (Area Code 213)

Bert-Co Ents. (div. of Walter Reade Org.), 1855 Glendale Blvd. Zip: 90026. Tel: 665-5137. Pres.: Bert C. Couturier; Gen. Mgr.: Robert Couturier; VP Mktg.: R. J. Hein.

Custom Rec. Mfg. Co., 5810 S. Normandie Ave. Zip: 90044. Tel: 750-3310. Pres.: Joe Bihari; Gen. Mgr.: Don McMillan; Sales Mgr.: Morris Alexander.

Imperial Pacific Packaging Corp., 1919 E. 51 St. Zip: 90058. Tel: 583-1081. Gen. Mgr.: William S. Pine.  
Home office: Brooklyn, N.Y., Imperial Paper Box Corp.

Location Rec'g Serv., 2201 W. Burbank Blvd., Burbank. Zip: 91506. Tel: 849-1321. Owners: Allen J. Fraiberg, Steven A. Guy. (SEE ADVERTISEMENT)

Modern Album of California Inc., PO Box 6999, 3104 Vanowen, Burbank 91505. Tel: 845-7655. Pres. & Gen. Mgr.: James R. Gordon.  
Home office: New York, N.Y.

Shorewood of California, 1855 Glendale Blvd. Zip: 90026. Tel: 665-5137. Pres.: Bert C. Couturier; VP Mktg. & Sales Mgr.: R. J. Hein; Gen. Mgr.: Robert Couturier.  
Home office: New York, N.Y.

- SAN FRANCISCO & BAY AREA (Area Code 415)

Conlan Creative Lithographers, 1655 Folsom St. Zip: 94103. Tel: 431-7373. Pres.: Robert D. Conlan; VP & Sales Mgr.: Richard T. Conlan.

- SAUGUS (Area Code 805)

Keycor-Century Corp., 26000 Springbrook Rd. Zip: 91350. Tel: 365-3991. Pres.: Richard B. Keycor; VP: A. P. McGuire; Dir. of Mktg.: Guy E. Disch. (SEE ADVERTISEMENT)

## CONNECTICUT

### • BRIDGEPORT (Area Code 203)

Lithographic Corp. of America, 1501 State St. Zip: 06605. Tel: 333-3337; NYC Tel: (212) WO 6-4353.

Home office: New York, N.Y.

Radio Printing Corp., 1501 State St. Zip: 06605. Tel: 333-3337; NYC Tel: (212) WO 6-4353.

Gen. Mgr.: Fred Fucci.

Home office: New York, N.Y.

## DELAWARE

### • WILMINGTON (Area Code 302)

Ken-Del Prod'ns Inc., 111 Valley Rd., Richardson Park, Zip: 19804. Tel: 655-7488. Pres.: H. Edwin Kennedy; Gen. Mgr.: M. Leap.

## FLORIDA

### • MIAMI METROPOLITAN AREA (Area Code 305)

Adrian Assocs. Inc., 6660 Biscayne Blvd. Zip: 33138. Tel: 757-1626. Pres.: Michael Adrian; Gen. Mgr.: Gene Sayet; Sales Mgr.: Curt Witt. (SEE ADVERTISEMENT)

The Music Factory Inc., 567 NW 27 St. Zip: 33127. Tel: 635-9411. Pres.: Robert Archibald; Gen. Mgr.: Florian Raymond; Sales Mgr.: Hy Peshkin.

South Eastern Recs. Mfg. Corp., 150 W. 29 St., Hialeah 33010. Tel: 888-7411. Pres.: Matthew San Martin; Sales Mgr.: Frank Garcia.

Unitel, 2515 NE 207 St., North Miami Beach, 33160. Tel: 945-2819. Pres. & Gen. Mgr.: Charles H. Barkhaus; Sales Mgr.: Jean Francis.

## GEORGIA

### • EAST POINT (Area Code 404)

Lou-Neita Printing Inc., 2785 Main St. Zip: 30344. Tel: 761-5227.

### • FAIRMOUNT (Area Code 404)

Cherokee Album Corp., PO Box 292. Zip: 30139. Tel: 337-2510. Pres.: John Carter.

## ILLINOIS

### • CHICAGO METROPOLITAN AREA (Area Code 312)

Album Graphics Inc., 745 N. Dearborn St. Zip: 60610. Tel: 642-9161. Pres. & Gen. Mgr.: Donald W. Kosterka; VP Sales: James Ladwig. (SEE ADVERTISEMENT)

Chicago Album & Specialty Co., 417 S. Jefferson St. Zip: 60607. Tel: HA 7-0113. Pres.: Adolph Willinger.

## INDIANA

### • INDIANAPOLIS (Area Code 317)

Imperial Packaging Co. Inc., 7800 Records St. Zip: 46226. Tel: 545-7476. Gen. Mgr.: Jordan Leibman.

Home office: Brooklyn, N.Y. Imperial Paper Box Corp.

Technical Art & Design, 3614 E. Southern Ave. Zip: 46203. Tel: 786-5111. Pres.: J. A. Fleetwood; Gen. Mgr.: C. William Fleetwood.

### • RICHMOND (Area Code 317)

Phillips Rec'g Co. Inc., 1600 Rich St. Zip: 47374. Tel: 962-9511. (Plant only).

Home office: New York, N.Y. (SEE ADVERTISEMENT)

### • SOUTH BEND (Area Code 219)

Nikki Prod'ns (formerly Zoss Prod'ns), 1255 E. Madison. Zip: 46617. Tel: 232-2804. Pres.: Nikki Tompsett; Gen. Mgr.: Michael Chamberlin; Prod'n Mgr.: Thomas Zoss.

### • TERRE HAUTE (Area Code 812)

Modern Album of Indiana Inc., 1299 Voorhees St. Zip: 47808. Tel: 235-6001. Gen. Mgr.: Richard Fields.

Home office: New York, N.Y.

## MARYLAND

### • BALTIMORE METROPOLITAN AREA (Area Code 301)

Recordings Inc. (div. of International Telecomm, Inc.) Greater Baltimore Ind'l Park, Cockeysville 21030. Tel: 666-7770. Pres.: F. J. Beste; VP & Gen. Mgr.: Burgess Macneal.

## MASSACHUSETTS

### • LAWRENCE (Area Code 617)

Resinite Dept., Borden Chemical (div. of Borden Inc.), 1 Clark St., North Andover 01845. Tel: 686-9591. Prod. Mgr.: Fred Michaelsen. Product: Resinite outer wrapper.

### • REVERE (Area Code 617)

Fleetwood Rec'g Co. Inc., 321 Revere St. Zip: 02151. Tel: 284-0750. Pres.: Vincent P. Giarrusso; Sales Mgr.: Joe Tully.

*continued on page 244*

## PROMOTIONAL 45 R.P.M. RECORD MAILING ENVELOPES

## 12" LP RECORD MAILING SYSTEM

Unique Record Mailers—For 1 to 2 LP's

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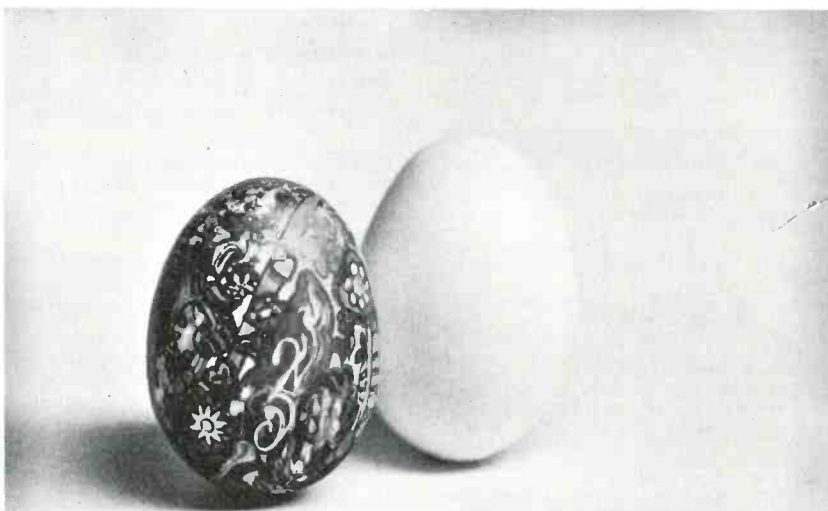
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**MINNESOTA**● **MINNEAPOLIS-ST. PAUL AREA**  
(Area Code 612)

Universal Audio Rec'g/Sales Corp., 2541 Nicollet Ave. S., Minneapolis 55404. Tel: 827-5441. Pres.: John A. Michaelson; Gen. Mgr.: Robert Schultz; Sales Mgr.: Michael Wolsted.

**NEW JERSEY**● **FLEMINGTON** (Area Code 201)

Modern Album of New Jersey Inc., Hwys. 202 & 31. Zip: 08822. Tel: 782-4800; NYC Tel: (212) 732-0390. Gen. Mgr.: Floyd Pawson. Home office: New York, N.Y.

● **RUNNEMEDE** (Area Code 609)

Eastern Rec. Mfg. Co., 901 E. Clements Bridge Rd. Zip: 08078. Tel: 931-0558. Pres. & Mgr.: John H. Dunn.

**NEW YORK**● **BINGHAMTON** (Area Code 607)

Creative Artists, 6 Van Ness Rd. Zip: 13905. Tel: 797-3909. Pres. & Gen. Mgr.: Johnathan K. Solak; Sales Mgr.: Charles M. Solak.

● **GARDEN CITY, L. I.** (Area Code 516)

Audio Rec'g, 64 Vassar St. Zip: 11530. Tel: GE 7-6200. Pres.: Vince Mallardi; Gen. Mgr.: Roy Musnug.

● **HAUAPPAUGE, L. I.** (Area Code 516)

Disc Printing Corp., 633 Caleb's Path. Zip: 11787. Tel: 234-1400. Pres.: George Fishman; Gen. & Sales Mgr.: Frank D. Martino.

Globe Albums & Prods. Inc., Cardinal Ind'l Park, Gilpin Ave. Zip: 11787. Tel: 291-7600. Pres.: Lee Halpern; Gen. Mgr.: Leo Margolies; Sales Mgr.: Sani Rothberg. (SEE ADVERTISEMENT)

● **MOUNT VERNON** (Area Code 914)

County Box & Album Co. Inc., 201 S. Second Ave. Zip: 10550. Tel: 668-7862. Pres.: William May; Gen. Mgr.: Thomas Pulco.

● **NEW YORK METROPOLITAN AREA**  
(Area Code 212)

Apon Rec. Co. Inc., PO Box 3087, Steinway Sta., Long Island City 11103. Tel: 988-0450. Pres.: Andre M. Poncic.

Craig Braun Inc., 56 E. 53 St. Zip: 10022. Tel: PL 3-2250. Pres.: Craig Braun; VP: A. Grabois; Sales Mgr.: Jack Tessler.

888 Advertising Inc., 56 E. 53 St. Zip: 10022. Tel: PL 3-2250. Pres.: Craig Braun; VP & Gen. Mgr.: Anthony Grabois; Sales Mgr.: Jack Tessler.

Imperial Paper Box Corp., 252 Newport St., Brooklyn 11212. Tel: DI 6-6100. Pres.: Morris Sukoff; Gen. Mgr.: Louis Sukoff; Sales Mgr.: Samuel Felder.

Branches: Los Angeles, Calif., Imperial Pacific Packaging Corp.; Indianapolis, Ind., Imperial Packaging Co. Inc.

Lee-Myles Assocs., 160 E. 56 St. Zip: 10022. Tel: 758-3232. Pres.: R. Miller. (SEE ADVERTISEMENT)

Lithograph Corp. of America, 49 W. 47 St. Zip: 10036. Tel: WO 6-4353. Pres.: Lew Lewis; VP: Jack Dienes; Sales Mgr.: John Wolf (Exec. offices).

Branch: Bridgeport, Conn.

Mac Murray Press Inc., 22 Jones St. Zip: 10014. Tel: WA 4-1530. Pres.: Max Finesmith.

Merrimac Color Graphics Inc., 406 W. 31 St. Zip: 10001. Tel: 244-4145. Pres.: Louis Wasserstrom; VP: Charles Markowitz; Gen. Mgr.: G. Glazer; Sales Mgr.: John North.

Modern Album Inc., 119-01 22 Ave., College Point 11356. Tel: 353-5701. Pres.: Rudy A. Froehlig; VP: Guy M. Froehlig; VP Sales: Rollie J. Froehlig.

Branches: Los Angeles, Calif.; Terre Haute, Ind.; Flemington N.J. Int'l branch: Canada, Toronto, Ont.

Philips Rec'g Co. Inc., 609 Fifth Ave. Zip: 10017. Tel: 486-9614. Pres. & Gen. Mgr.: Robert Teitelman; Nat'l Sales Mgr.: David Grant. (Exec. office only).

Plant: Richmond, Ind. (SEE ADVERTISEMENT)

Progressive Label & Litho Co., 286-290 Stanhope St., Brooklyn 11237. Tel: HY 7-2320. Pres.: Jerome J. Rood; Gen. Mgr.: Bernard Stein. (SEE ADVERTISEMENT)

Prospect Press Inc., AAI Prods. Div., 295 Lafayette St. Zip: 10012. Tel: CA 6-2300. Mgr.: Margie Fisher.

Radio Printing Corp., 49 W. 47 St. Zip: 10036. Tel: WO 6-4353. Pres.: Lew Lewis; VP: Jack Dienes; Sales Mgr.: John Wolf (Exec. offices).

Branch: Bridgeport, Conn.

Record Albums Inc., 286-290 Stanhope St., Brooklyn. Zip: 11237. Tel: EM 6-8171. Pres.: Bernard Stein; Sales Mgr.: Jerome J. Rood.

Shorewood Packaging Corp., 724 Fifth Ave. Zip: 10019. Tel: JU 2-6885. Pres.: Paul Shore; VP Mktg.: Floyd Glinert.

Branch: Los Angeles, Calif.

Sound Packaging Corp., 56 E. 53 St. Zip: 10022. Tel: 421-8255. Pres.: Craig A. Braun; VP & Gen. Mgr.: Anthony Grabois; Sales Mgr.: Jack Tessler.

Standard Paper Box Machine Co. Inc., 476 Broome St. Zip: 10013. Tel: WA 5-9818. Pres.: Paul Adams; Gen. Mgr.: Marvin Fleischman; Sales Mgr.: Aaron Adams.

● **UTICA** (Area Code 914)

Record Talent Assocs. Inc., 760 Blandina St. Zip: 13501. NYC Tel: (212) JU 6-3700. Pres.: Michael Cristelli; Gen. Mgr.: Stanley Markowski; Sales Mgr.: Walter Adles.

**NORTH CAROLINA**● **WINSTON-SALEM** (Area Code 919)

Snyder Album Co., 3083 Indiana Ave. Zip: 27105. Tel: 722-6768, 723-8515. Pres.: Ernest E. Snyder; Sales Mgr.: Clifford A. Smith.

**OHIO**● **CANTON** (Area Code 216)

G & W Prods. Supply Co., E. Tuscarawas St. Zip: 44707. Tel: 452-0400. Pres.: Donald Mastin; Gen. Mgr.: Alex Mastin; Sales Mgr.: Acie Mastin.

● **CINCINNATI** (Area Code 513)

Able Offset Serv. Inc., 3461 Warsaw Ave. Zip: 45205. Tel: 921-0574. Pres.: Fred Schmitz; VP: Norb Schmitz. (SEE ADVERTISEMENT)

Artist's Rec'g & Rec. Pressing Inc., 320 Mill St. Zip: 45215. Tel: 761-0011. Pres. & Gen. Mgr.: Homer L. Milam. (SEE ADVERTISEMENT)

Queen City Album Inc., 2832 Spring Grove Ave. Zip: 45225. Tel: 681-8400. Pres.: Edw. R. Bosken; Gen. Mgr.: Walter Goff; Sales Mgr.: Chet Barnett. (SEE ADVERTISEMENT)

Rite Rec. Prod'ns Inc., 9745 Lockland Rd. Zip: 45215. Tel: 733-5533. Pres.: Carl J. Burkhardt; Gen. Mgr.: Robert Bowers; Sales Mgr.: Robert Watson. (SEE ADVERTISEMENT)

Starday-King Recs. Inc., 1540 Brewster Ave. Zip: 45207. Tel: 751-6222. Pres.: Hal Neely; VP: Johnnie Miller; Sales Mgr.: Jim Wilson.

● **CLEVELAND** (Area Code 216)

Associated Inds. Inc., 2150 Hamilton Ave. Zip: 44114. Tel: 696-3773. Pres.: Ronald Schafer; Gen. & Sales Mgr.: Robert Schachner.

Branch: Pittsburgh, Pa., Gateway-Associated Studios.

● **COLUMBUS** (Area Code 614)

Mus-I-Col Inc., 780 Oakland Park Ave. Zip: 43224. Tel: 267-3133. Pres. & Mgr.: Boyd P. Niederlander; VP: John W. Hull; Sales Mgr.: John Boling.

● **MINERVA** (Area Code 216)

Praise Rec'gs, 15589 Freed St. SE. Zip: 44657. Tel: 868-4840. Pres.: J. Maas.

**PENNSYLVANIA**● **ALLENTOWN** (Area Code 215)

Allentown Rec. Co. Inc., 1002-10 Walnut St. Zip: 18102. Tel: 433-7405. Pres.: S. W. Wartell.

● **PHILADELPHIA** (Area Code 215)

H. Royer Smith, 10 & Walnut Sts. Zip: 19107. Tel: WA 2-2023. Pres.: H. Royer Smith Jr.

● **PITTSBURGH** (Area Code 412)

G & C Rec. Mfg. Co., 2724 Penn Ave. Zip: 15222. Tel: 281-9898. Pres.: Glenn E. Campbell; Gen. Mgr.: Lillian Campbell; Sales Mgr.: Richard L. Pastor.

Gateway-Associated Studios (div. of Associated Inds. Inc.), 256 Fifth Ave. Zip: 15222. Tel: 471-3484. Pres.: Ronald W. Schafer.

Home office: Cleveland, Ohio, Associated Inds. Inc.

**SOUTH CAROLINA**● **DUNCAN** (Area Code 803)

Cryovac (div. of W.R. Grace & Co.) Zip: 29334. Tel: 439-4121. Contact: William F. Kroll. Product: Outer polyethylene wrapper.

**TENNESSEE**● **JOHNSON CITY** (Area Code 615)

Champ Rec'g Co., 1807 Indian Ridge Rd. Zip: 37601. Tel: 928-2281/2558. Pres.: Jim Stanton; Gen. Mgr.: Paul McClain; Sales Mgr.: Henry E. Noe.

● **MEMPHIS** (Area Code 901)

Style Wooten Ents., PO Box 11522, 3373 Park Ave. Zip: 38111. Tel: 324-6786. Pres. & Gen. Mgr.: Style Wooten; Sales Mgr.: Leanne Mack.

● **NASHVILLE** (Area Code 615)

Music City Album Co., 814 Cherokee St. Zip: 37207. Tel: 226-3482. Gen. Mgr.: George Ford.

Nashville Rec. Prod'ns Inc., 204 19 Ave. S. Zip: 37203. Tel: 327-3768. Contact: Kenneth R. Place. (SEE ADVERTISEMENT)

Penthouse Publicity, 1808 West End Blvd., Penthouse. Zip: 37203. Tel: 244-2254. Pres.: Vern C. McCorkle; Gen. Mgr.: Edwin Walker; Sales Mgr.: Eric Foster.

Southern Graphic Inds. Inc., 321 Wilhagen Rd. Zip: 37217. Tel: 254-1022. VP & Gen. Mgr.: Herb Schucher; Sales Mgr.: Charles Potter Jr.

Southern Plastics Inc., 453 Chestnut St. Zip: 37203. Tel: 244-1293. Pres.: Ed. Turnley. (SEE ADVERTISEMENT)

● **TALBOTT** (Area Code 615)

Vibrant Recs., Rt. 2. Zip: 37877. Pres. & Gen. Mgr.: Hal R. McGaha.

**TEXAS**● **ARLINGTON** (Area Code 817)

Rec-O-Press Inc., PO Box 5328, 609 N. Great South-West Pkwy. Zip: 76011. Tel: 261-4941. Pres.: W. L. Spitler; Gen. Mgr.: Charles Spitler. (SEE ADVERTISEMENT)

Sword & Shield Recs., Box 211. Zip: 76010. Tel: 274-6762. Owner: Calvin Willis.

● **HOUSTON** (Area Code 713)

M & M Rec. Prod'n Co., PO Box 36529, 5828 Parkersburg. Zip: 77036. Tel: 782-0129. Owner: Olan C. Monds Jr.

**WISCONSIN**● **SAUK CITY** (Area Code 608)

Cuca Recs. Mfg. Co., 250 Hemlock St. Zip: 53583. Tel: 643-3304. Pres.: Jim Kirshstein; Gen. Mgr.: Perle Drake; Sales Mgr.: George Dufrei.

**WYOMING**● **CHEYENNE** (Area Code 307)

Rocky Mountain Rec'g, PO Box 82. Zip: 82001. Tel: 638-8733. Owner & Gen. Mgr.: Ray Alexander.

**LABEL MANUFACTURERS****ARIZONA**● **PHOENIX** (Area Code 602)

Wakefield Mfg. Inc., PO Box 6037. Zip: 85005. Tel: 252-5644. Gen. Mgr.: Richard A. Wakefield. (SEE ADVERTISEMENT)

**CALIFORNIA**● **EL MONTE** (Area Code 213)

Graham Printing & Lithograph, 1751 Floradale, South El Monte. Tel: 686-0367. Pres.: Charles Graham; Gen. Mgr.: Ted Reidel.

● **LOS ANGELES METROPOLITAN AREA**  
(Area Code 213)

Bert-Co Ents. (div. of Walter Reade Org.), 1855 Glendale Blvd. Zip: 90026. Tel: 665-5137. Pres.: Bert C. Couturier; Gen. Mgr.: Robert Couturier; VP Mktg.: R. J. Hein.

Custom Rec. Mfg. Co., 5810 S. Normandie Ave. Zip: 90044. Tel: 750-3310. Pres.: Joe Bihari; Gen. Mgr.: Don McMillan; Sales Mgr.: Morrie Alexander.

Hurst Tape & Label, 4138 Eagle Rock Blvd. Zip: 90065. Tel: 256-4147. Pres.: Sam Allenberg; Gen. Mgr.: Lloyd Cannon.

Korelich Eng'g & Mfg. Co., 6331 Santa Monica Blvd., Hollywood. Zip: 90038. Tel: 462-2545. Pres. & Mgr.: Pete Korelich; Sales Mgr.: Max Uballex.

Location Rec'g Serv., 2201 W. Burbank Blvd., Burbank. Zip: 91506. Tel: 849-1321. Owners: Allen J. Fraiberg, Steven A. Guy. (SEE ADVERTISEMENT)

Record Labels, 4852-56 W. Jefferson Blvd. Zip: 90016. Tel: 466-1307. Mgr.: Max Messerschmid.

Shorewood of California, 1855 Glendale Blvd. Zip: 90026. Tel: 665-5137. Pres.: Bert C. Couturier; VP Mktg. & Sales Mgr.: R. J. Hein; Gen. Mgr.: Robert Couturier.

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

Conlan Creative Lithographers, 1655 Folsom St. Zip: 94103. Tel: 431-7373. Pres.: Robert D. Conlan; VP & Sales Mgr.: Richard T. Conlan.

● **SAUGUS** (Area Code 805)

Keycor-Century Corp., 26000 Springbrook Rd. Zip: 91350. Tel: 365-3991. Pres.: Richard B. Keycor; VP: A. P. McGuire; Dir. of Mktg.: Guy E. Disch. (SEE ADVERTISEMENT)

## CONNECTICUT

### ● BRIDGEPORT (Area Code 203)

Lithographic Corp. of America, 1501 State St. Zip: 06605. Tel: 333-3337; NYC Tel: (212) WO 6-4353.

Home office: New York, N.Y.  
Radio Printing Corp., 1501 State St. Zip: 06605. Tel: 333-3337. NYC Tel: (212) WO 6-4353. Gen. Mgr.: Fred Fucci.  
Home office: New York, N.Y.

## FLORIDA

### ● MIAMI METROPOLITAN AREA (Area Code 305)

Adrian Assocs. Inc., 6660 Biscayne Blvd. Zip: 33138. Tel: 757-1626. Pres.: Michael Adrian; Gen. Mgr.: Gene Sayet; Sales Mgr.: Curt Witt. (SEE ADVERTISEMENT)

South Eastern Recs. Mfg. Corp., 150 W. 29 St., Hialeah 33010. Tel: 888-7411. Pres.: Matthew San Martin; Sales Mgr.: Frank Garcia.

Unitel, 2515 NE 207 St., North Miami Beach. 33160. Tel: 945-2819. Pres. & Gen. Mgr.: Charles H. Barkhaus; Sales Mgr.: Jean Francis.

## GEORGIA

### ● EAST POINT (Area Code 404)

Lou-Neita Printing Inc. 2785 Main St. Zip: 30344. Tel: 761-5227.

### ● FAIRMOUNT (Area Code 404)

Cherokee Album Corp., PO Box 292. Zip: 30139. Tel: 337-2510. Pres.: John Carter.

## ILLINOIS

### ● CHICAGO METROPOLITAN AREA (Area Code 312)

Album Graphics Inc., 745 N. Dearborn St. Zip: 60610. Tel: 642-9161. Pres. & Gen. Mgr.: Donald W. Kosterka; VP Sales: James Ladwig. (SEE ADVERTISEMENT)

Espo Eng'g Corp., 5334 W. 65 St. Zip: 60638. Tel: 581-0123. Pres.: Eugene Esposito; Exec. VP: Donald J. Esposito; Gen. Mgr.: Daniel Leahy; Sales Mgr.: Dennis Machul.

Fort Dearborn Lithograph, 6035 W. Grosse Point Rd. Zip: 60648. Tel: SP 4-4321. Pres.: Tom Adler; VP: Gerald Adler; VP & Sales Mgr.: Richard J. Adler; Gen. Mgr.: Bernard Kelly.

J. S. Maloney Assocs., Box 628, Rt. 1, Batavia 60510. Tel: TR 9-5998. Pres.: John S. Maloney.

The Printing Press, 3925 Oakton, Skokie 60076. Tel: 676-3270. Pres.: Arnold Martin; Gen. Mgr.: S. Matalon.

## INDIANA

### ● INDIANAPOLIS (Area Code 317)

Technical Art & Design, 3614 E. Southern Ave. Zip: 46203. Tel: 786-5111. Pres.: J. A. Fleetwood; Gen. Mgr.: C. William Fleetwood.

### ● RICHMOND (Area Code 317)

Philips Rec'g Co. Inc., 1600 Rich Rd. Zip: 47374. Tel: 962-9511. (Plant only).  
Home office: New York, N.Y. (SEE ADVERTISEMENT)

### ● SOUTH BEND (Area Code 219)

Nikki Prod'ns (formerly Zoss Prod'ns), 1255 E. Madison. Zip: 46617. Tel: 232-2804. Pres.: Nikki Tompsett; Gen. Mgr.: Michael Chamberlin; Prod'n Mgr.: Thomas Zoss.

### ● TERRE HAUTE (Area Code 812)

Arto Press Inc., 133 S. Sixth St. Zip: 47801. Tel: 232-0926. Pres.: J. S. Royse Jr.; Sales Mgr.: John Avelies.

Woodburn Printing Co. Inc., 25 S. Sixth. Zip: 47808. Tel: 232-0164. Pres.: R. Woodburn; Gen. Mgr.: D. Pendergast.

## MARYLAND

### ● BALTIMORE METROPOLITAN AREA (Area Code 301)

Recordings Inc. (div. of International Telecomm Inc.), Greater Baltimore Ind'l Park, Cockeysville 21030. Tel: 666-7770. Pres.: F. J. Beste; VP & Gen. Mgr.: Burgess Macneal.

## MICHIGAN

### ● DETROIT METROPOLITAN AREA (Area Code 313)

Archer Rec. Pressing Co., 6552 E. Davison. Zip: 48212. Tel: 365-9545. Gen. Mgr.: R. J. Archer.

### ● TROY (Area Code 313)

Stereodyne Inc., 2810 Elliott. Zip: 48084. Tel: 585-6585. Exec. VP: Paul Wyatt; Sales Mgr.: Jules Sack.

## NEW JERSEY

### ● BERGENFIELD (Area Code 201)

Custom Label & Tag Corp., 112 S. Washington Ave. Zip: 07621. Tel: 384-8500. Pres.: Anthony Ippolito; Sales Mgr.: Ralph Kerner.

### ● HOBOKEN (Area Code 201)

New Jersey Machine Corp., 16 Et. & Willow Ave. Zip: 07030. Tel: 659-0483. Pres.: Dick Wellbrock; Exec. VP: Art Schaefer; Nat'l Sales Mgr.: Ken Leeson.  
Product: Labeling machinery.

### ● NEWARK (Area Code 201)

Newark Phono Labels (div. of Folkraft Publ'g Co. Inc.), 1159 Broad St. Zip: 07114. Tel: 622-0024. Pres.: Jerry Shifrin; Gen. Mgr.: L. Delle Valle.

### ● RUNNEMEDE (Area Code 609)

Eastern Rec. Mfg. Co., 901 E. Clements Bridge Rd. Zip: 08078. Tel: 931-0558. Pres. & Mgr.: John H. Dunn.

## NEW YORK

### ● BINGHAMTON (Area Code 607)

Creative Artists, 6 Van Ness Rd. Zip: 13905. Tel: 797-3909. Pres. & Gen. Mgr.: Johnathan K. Solak; Sales Mgr.: Charles M. Solak.

### ● FARMINGDALE, L.I. (Area Code 516)

Pressure Sensitive Tape & Label Corp., 135 Schmitt Blvd. Zip: 11735. Tel: 293-7304. Pres.: Daniel Cooper; Gen. Mgr.: Michael Cooper; Sales Mgr.: Frank R. Camp.

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

Ivy Hill Lithograph Corp., Community Dr. Zip: 11022. Tel: 487-0200. Pres.: Murray Gordon; VPs: Murray Kurland, Lewis Garlick.

### ● HAUPPAUGE, L. I. (Area Code 516)

Disc Printing Corp., 633 Caleb's Path. Zip: 11787. Tel: 234-1400. Pres.: George Fishman; Gen. & Sales Mgr.: Frank D. Martino.  
Globe Albums & Prods. Inc., Cardinal Ind'l Park, Gilpin Ave. Zip: 11787. Tel: 291-7600. Pres.: Lee Halpern; Gen. Mgr.: Leo Margolies; Sales Mgr.: Sani Rothberg. (SEE ADVERTISEMENT)

*continued on page 246*

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## NEW YORK METROPOLITAN AREA (Area Code 212)

Adhere-On Tape Corp. (sub. of Saxon Inds.), 29-76 Northern Blvd., Long Island City 11101. Tel: 937-1390. Pres.: Sam Mishell; Gen. Mgr.: Steve Dauman.

George Alexander Printing Inc./Displays Inc., 36-25 Prince St., Flushing, 11354. Tel: 886-5600. Pres.: Kev Devejian; Gen. Mgr.: Fred Hass.

Craig Braun Inc., 56 E. 53 St., Zip: 10022. Tel: PL 3-2250. Pres.: Craig Braun; VP: A. Grabois; Sales Mgr.: Jack Tessler.

Guaranteed Printing Serv. Co. Inc., 119 W. 23 St., Zip: 10011. Tel: 929-2410. Pres.: A. Pollack.

Linear Prods. Inc., 37 W. 20 St., Suite 1201, Zip: 10011. Tel: AL 5-2917. Pres.: Robert Irwin; VP & Gen. Mgr.: F. R. Vogel.

Lithographic Corp. of America, 49 W. 47 St., Zip: 10036. Tel: WO 6-4353. Pres.: Lew Lewis; VP: Jack Dienes; Sales Mgr.: John Wolf. (Exec. offices).

Branch: Bridgeport, Conn.

Mac Murray Press Inc., 22 Jones St., Zip: 10014. Tel: WA 4-1530. Pres.: Max Finesmith.

Merrimac Color Graphics Inc., 406 W. 31 St., Zip: 10001. Tel: 244-4145. Pres.: Louis Wasserstrom; VP: Charles Markowitz; Gen. Mgr.: G. Glazer; Sales Mgr.: John North.

Phillips Rec'g Co. Inc., 609 Fifth Ave., Zip: 10017. Tel: 486-9614. Pres. & Gen. Mgr.: Robert Teitelman; Nat'l Sales Mgr.: David Grant. (Exec. office only).

Plant: Richmond, Ind. (SEE ADVERTISEMENT)

Progressive Label & Litho Co., 286-290 Stanhope St., Brooklyn 11237. Tel: HY 7-2320. Pres.: Jerome J. Rood; Gen. Mgr.: Bernard Stein. (SEE ADVERTISEMENT)

Queens Lithographing Corp., 52-35 Barnett Ave., Long Island City 11104. Tel: 457-7700. Pres.: Jack Hecht; Gen. Mgr.: Abe Garde; Sales Mgr.: Gerald Sanders. (SEE ADVERTISEMENT)

Radio Printing Corp., 49 W. 47 St., Zip: 10036. Tel: WO 6-4353. Pres.: Lew Lewis; VP: Jack Dienes; Sales Mgr.: John Wolf. (Exec. offices).

Branch: Bridgeport, Conn.

## PLAINVIEW, L.I. (Area Code 516)

Prestige Label Corp., 49 S. Mall, Zip: 11803. Tel: 249-2870. VP: Ernie J. Menkes.

## UTICA (Area Code 914)

Record Talent Assocs. Inc., 760 Blandina St., Zip: 13501. NYC Tel: (212) JU 6-3700. Pres.: Michael Cristelli; Gen. Mgr.: Stanley Markowski; Sales Mgr.: Walter Adles.

## OHIO

### CANTON (Area Code 216)

G & W Prods. Supply Co., E. Tuscarawas St., Zip: 44707. Tel: 452-0400. Pres.: Donald Mastin; Gen. Mgr.: Alex Mastin; Sales Mgr.: Acie Mastin.

### CINCINNATI (Area Code 513)

Artist's Rec'g & Rec. Pressing Inc., 320 Mill St., Zip: 45215. Tel: 761-0011. Pres. & Gen. Mgr.: Homer L. Milam. (SEE ADVERTISEMENT)

Counterpart Music, 3744 Applegate Ave., Zip: 45211. Tel: 661-8810. Pres.: Howard Lovdal.

Queen City Album Inc., 2832 Spring Grove Ave., Zip: 45225. Tel: 681-8400. Pres.: Edw. R. Bosken; Gen. Mgr.: Walter Goff; Sales Mgr.: Chet Barnett. (SEE ADVERTISEMENT)

Rite Rec. Prod'ns Inc., 9745 Lockland Rd., Zip: 45215. Tel: 733-5533. Pres.: Carl J. Burkhardt; Gen. Mgr.: Robert Bowery; Sales Mgr.: Robert Watson. (SEE ADVERTISEMENT)

Starday-King Recs. Inc., 1540 Brewster Ave., Zip: 45207. Tel: 751-6222. Pres.: Hal Neely; VP: Johnnie Miller; Sales Mgr.: Jim Wilson.

### CLEVELAND (Area Code 216)

Associated Inds. Inc., 2150 Hamilton Ave., Zip: 44114. Tel: 696-3773. Pres.: Ronald Schafer; Gen. & Sales Mgr.: Robert Schachner. Branch: Pittsburgh, Pa., Gateway-Associated Studios.

Pama Recs. Inc., 4991 Osborn Rd., Zip: 44128. Tel: LU 1-0661. Pres. & Sales: Patrick J. Connelly; Gen. Mgr.: Virginia Connelly.

### TOLEDO (Area Code 419)

Pioneer Inds., PO Box 4653, Old West End Sta., Zip: 43620. Tel: 691-2065. Pres.: Lowell P. Amos.

## PENNSYLVANIA

### ALLENTOWN (Area Code 215)

Allentown Rec. Co. Inc., 1002-10 Walnut St., Zip: 18102. Tel: 433-7405. Pres.: S. L. Wartell.

### PHILADELPHIA (Area Code 215)

Community Press, 6049 Woodland Ave., Zip: 19142. Tel: SA 9-4655. Pres.: Carmine Terracciano. Fenton Label Co., Coral & Buckius Sts., Zip: 19124. Tel: 288-2910. Pres.: John K. Tompkins III; Gen. & Sales Mgr.: Floyd L. Tompkins.

### PITTSBURGH (Area Code 412)

G & C Rec. Mfg. Co., 2724 Penn Ave., Zip: 15222. Tel: 281-9898. Pres.: Glenn E. Campbell; Gen. Mgr.: Lillian Campbell; Sales Mgr.: Richard L. Pastor.

Gateway-Associated Studios (div. of Associated Inds. Inc.), 256 Fifth Ave., Zip: 15222. Tel: 471-3484. Pres.: Ronald W. Schafer.

Home office: Cleveland, Ohio, Associated Inds. Inc.

### SCRANTON (Area Code 717)

Keystone Printed Specialties Co., 321 Pear St., Zip: 18505. Tel: 346-1761. Pres.: P. G. Fischer; Sales: M. C. Fischer. (SEE ADVERTISEMENT)

## RHODE ISLAND

### WARWICK (Area Code 401)

Graphics '69, 225 Merrymount Dr., Zip: 02888. Tel: 463-8472. Pres.: Paul Moverman; Exec. VP: David Winstead; Gen. Mgr.: Kurt Gardner; Sales Mgr.: Alan Felman.

## TENNESSEE

### MEMPHIS (Area Code 901)

Style Wooten Ents., PO Box 11522, 3373 Park Ave., Zip: 38111. Tel: 324-6786. Pres. & Gen. Mgr.: Style Wooten; Sales Mgr.: Leanne Mack.

### NASHVILLE (Area Code 615)

Southern Plastics Inc., 453 Chestnut St., Zip: 37203. Tel: 244-1293. Pres.: Ed Turnley. (SEE ADVERTISEMENT)

### TALBOTT (Area Code 615)

Vibrant Recs., Rt. 2, Zip: 37877. Pres. & Gen. Mgr.: Hal R. McGaha.

## TEXAS

### ARLINGTON (Area Code 817)

Rec-O-Press Inc., PO Box 5328, 609 N. Great Southwest Pkwy., Zip: 76011. Tel: 261-4941. Pres.: W. J. Spilfer; Gen. Mgr.: Charles Spilfer. (SEE ADVERTISEMENT)

### HOUSTON (Area Code 713)

M & M Rec. Prod'n Co., PO Box 36529, 5828 Parkersburg, Zip: 77036. Tel: 782-0129. Owner: Olan C. Monds Jr.

## WYOMING

### CHEYENNE (Area Code 307)

Rocky Mountain Rec'g, PO Box 82, Zip: 82001. Tel: 638-8733. Owner & Gen. Mgr.: Ray Alexander.

## POLYETHYLENE BAGS

## CALIFORNIA

### LOS ANGELES METROPOLITAN AREA (Area Code 213)

Container-Kraft Inc., 724 E. 61 St., Zip: 90001. Tel: 232-3281. Pres.: Art Garson; Gen. Mgr.: Steve Mattis; Sales Mgr.: Russell Garson.

## FLORIDA

### MIAMI METROPOLITAN (Area Code 305)

Duotone Co. Inc., 6875 SW 81 St., South Miami 33143. Tel: 665-1121. Pres. & Sales Mgr.: Stephen Nester; Gen. Mgr.: Ben Rosenberg.

## ILLINOIS

### CHICAGO METROPOLITAN AREA (Area Code 312)

Central Plastics Dists. Co., 527 S. Wells St., Zip: 60607. Tel: 786-0200. Pres. & Gen. Mgr.: Harry R. Greenwald; Sales Mgr.: L. Longwell.

Diamond Cellophane Prods. Inc., 1736 S. Michigan Ave., Zip: 60616. Tel: 427-7038. Sales Mgr.: R. J. Diamond.

Espo Eng'g Corp., 5334 W. 65 St., Zip: 60638. Tel: 581-0123. Pres.: Eugene Esposito; Exec. VP: Donald J. Esposito. Gen. Mgr.: Daniel Leahy; Sales Mgr.: Dennis Machul.

## MASSACHUSETTS

### SPRINGFIELD (Area Code 413)

U S Envelope Co., PO Box 951, Zip: 01101. Tel: 736-7211. Pres.: Lincoln Burns.

## NEW YORK

### NEW YORK METROPOLITAN AREA (Area Code 212)

George Alexander Printing Inc./Displays Inc., 36-25 Prince St., Flushing 11354. Tel: 886-5600. Pres.: Kev Devejian; Gen. Mgr.: Fred Hass.

Alpak Supply Corp., 47 W. 34 St., Zip: 10001. Tel: 563-1328. Pres.: Al Cantor.

Brown Paper Co. Inc., 186 Seventh St., Zip: 11215. Tel: 965-3600. Pres.: William Brown; Gen. Mgr.: Bob Sokolow; Sales Mgr.: M. B. Bernstein. (SEE ADVERTISEMENT)

Le-Bo Prods. Inc., 71-08 51 Ave., Woodside 11377. Tel: 458-7700. Pres.: Leslie Bokor; VP: Leslie Dame; Gen. Mgr.: Herbert Hartman. (SEE ADVERTISEMENT)

Robins Inds. Corp., 15-58 127 St., College Point 11356. Tel: 445-7200. Pres.: Herman D. Post; Sales Mgr.: Abe Kosakowsky.

## OHIO

### CANTON (Area Code 216)

G & W Prods. Supply Co., E. Tuscarawas St., Zip: 44707. Tel: 452-0400. Pres.: Donald Mastin; Gen. Mgr.: Alex Mastin; Sales Mgr.: Acie Mastin.

### CINCINNATI (Area Code 513)

Amko Plastics Inc., 1329 Arlington, Zip: 45225. Tel: 541-3080. Pres.: Irvin Makrauer; VP: George Makrauer.

Artist's Rec'g & Rec. Pressing Inc., 320 Mill St., Zip: 45215. Tel: 761-0011. Pres. & Gen. Mgr.: Homer L. Milam. (SEE ADVERTISEMENT)

## SOUTH CAROLINA

### DUNCAN (Area Code 803)

Cryovac (div. of W. R. Grace & Co.), Zip: 29334. Tel: 439-4121. Contact: William F. Kroll. Product: Outer polyethylene wrapper.

## RECORDING STUDIO EQUIPMENT MANUFACTURERS

AIWA, see Selectron.

A K G (div. of North American Philips Corp.), 100 E. 42 St., New York, N.Y. 10017. Tel: (212) 697-3600. Gen. Mgr.: A. Brakhan; Sales Mgr.: R. W. Miller. Chief product: Microphones, headphones.

A R, see Acoustical Research.

Accent Sound Ltd., 48 W. Biddle St., Baltimore, Md. 21201. Tel: (301) 727-4930. Pres.: Anthony A. Smelgus. Chief product: Control consoles, amplifiers, PA systems.

Acoustical Research Inc., 24 Thorndike St., Cambridge, Mass. 02141. Tel: (617) 864-7310.

Ampex Corp., 401 Broadway, Redwood City, Calif. 94063. Tel: (415) 367-4400.

Chief product: Tape recorders, duplicators, microphones, tape transports, heads, accessories.

Altec Lansing, 1515 S. Manchester Ave., Anaheim, Calif. 92803. Tel: (714) 774-2900. Pres.: H. S. Morris; Sales Mgr.: Don Palmquist.

Chief product: Consoles, audio controls, microphones, speakers.

Associated Inds. Inc., 2150 Hamilton Ave., Cleveland, Ohio 44114. Tel: (216) 696-3773. Pres.: Ronald Schafer; Gen. & Sales Mgr.: Robert Schachner.

Branch: Pittsburgh, Pa., Gateway-Associated Studios.

Chief product: Electronic controls.

Audio Devices Inc., 100 Research Dr., Glenbrook, Conn. 06906. Tel: (203) 324-6761. Pres.: W. A. Estabrook; VP Sales & Mktg.: W. L. Goldstein; Sales Mgr.: A. P. Cunha.

Chief product: Magnetic tape, lacquer discs.

Audiomatic Corp., 237 W. 54 St., New York, N.Y. 10019. Tel: (212) 582-4870. Pres.: Milton Gelfand.

Chief product: Tape duplicating equip., supplies & accessories. (SEE ADVERTISEMENT)

Audiotex (div. of GC Electronics), 400 S. Wyman, Rockford, Ill. 61101. Tel: (815) 968-9661. Pres.: A. C. Valiulius; VP: Steve Hennigan; Sales Mgr.: Ted Peterson.

Chief product: Test lights, stylus pressure gauges, selector switches, microphones, microphone stands, head demagnetizers, strobes & discs, audio tester tapes, cables & adapters, headphones.

Bell Sound Corp., 237 W. 54 St., New York, N.Y. 10019. Tel: (212) 582-4812. Pres.: Allen Weintraub; Gen. Mgr.: Dave Teig; VP Sales: Irv Jerome.

Chief product: Tape duplicating machinery.

Beyer, see Gotham Audio.

Bogen (div. of Lear Siegler Inc.), PO Box 500, Paramus, N.J. 07652. Tel: (201) 343-5700. Chief product: Amplifiers.

R. T. Bozak Mfg. Co., PO Box 1166, Darien, Conn. 06820; 587 Connecticut Ave., Norwalk, Conn. 06854. Tel: (203) 838-6521.  
**Chief product:** Columnar speakers, mixers, amplifiers.

British Inds. Co. (div. of Avnet Inc.), Westbury, N.Y. 11590. Tel: (516) 334-7450.  
**Chief product:** Garrard turntables, Wharfedale speakers.

C A D C O Audio Inds. Corp., 55 Oak St., Norwood, N.J. 07648. Tel: (201) 767-1787. Pres.: H. Philip lehle.  
**Chief product:** General recording studio equip.

Capps & Co. Inc., 20 Addison Pl., Valley Stream, L.I., N.Y. 11580. Tel: (516) VA 5-4413. Pres.: Richard Marcucci; VP Sales: Sal Gualtieri.  
**Chief product:** Recording styli, condenser microphones, hot stylus units.

Concertone, 7035 Laurel Canyon Blvd., North Hollywood, Calif. 91605. Tel: (213) 877-0406. Mktg. Dir.: Richard Price.  
**Chief product:** Tape decks & tape recorders.

Concord Electronics Corp., 1935 Armacost Ave., Los Angeles, Calif. 90025. Tel: (213) 478-2541.  
**Chief product:** Tape recorders.

Creative Artists, 6 Van Ness Rd., Binghamton, N.Y. 13905. Tel: (607) 797-3909. Pres. & Gen. Mgr.: Johnathan K. Solak; Sales Mgr.: Charles M. Solak.  
**Chief product:** Consoles, amplifiers, tape duplicators.

Data Technology Corp., 1600 Las Plumas Ave., San Jose, Calif. 95133. Tel: (408) 272-0300. Pres. & Gen. Mgr.: Luigi Contini; Mktg. Mgr.: Raymond Valle; Sales Mgr.: William Patsuris.  
**Chief product:** Leader loaded cassettes, tape loaded cassettes, audio reels & hubs.

Daven (div. of McGraw-Edison), Grenier Field, Manchester N.H. 03103. Tel: (603) 669-0940. Gen. Mgr.: Edward Allman; Mktg. Dir.: Fred Martini.  
**Chief product:** Intercommunication systems, attenuators, interphone amplifiers, headsets.

Dolby Labs Inc., 333 Ave. of the Americas, New York, N.Y. 10014. Tel: (212) 243-2525.  
**Chief product:** Noise reducers.

E M T, see Gotham Audio.

Electrodyne Corp., 7315 Greenbush Ave., North Hollywood, Calif. 91605. Tel: (213) 875-1900. Pres.: Donald N. McLaughlin; Gen. Mgr.: Lee W. Grundeis; Sales Mgr.: William Jones.  
**Chief product:** Audio controls, consoles & equip. (SEE ADVERTISEMENT)

Electro-Voice Inc. (sub. of Gulton Inds. Inc.), 600 Cecil St., Buchanan, Mich. 49107. Tel: (616) 695-6831. Pres.: Lawrence Lekashman; Exec. VP: Adolph Wolf; VP Mktg.: James Johnson.  
**Chief product:** Recording microphones, studio monitors.

Elpa Mktg. Inds., Thorens & Atlantic Aves., New Hyde Park, N.Y. 11040. Tel: (516) 746-3002; NYC Tel: (212) 523-3324.  
**Chief product:** Tape recorders, automatic & transcription turntables, cartridges & tone arms, tape splicers, record cleaners.

Fairchild Sound Equip. Corp., 10-40 45 Ave., Long Island City, N.Y. 11101. Tel: (212) ST 4-6163. Pres.: Edwin J. Everitt; Gen. Mgr.: G. Alexandrovich; Sales Admin'r: M.P. McLaughlin; Sales Mgr.: David Bain.  
**Chief product:** Audio consoles, limiters, high frequency filters, amplifiers, attenuators, compressors, complete line of input equip., reverberation systems.

Fanta Sound Inc., 1811 Division St., Nashville, Tenn. 37203. Tel: (615) 291-5236. Pres.: Johnny Rosen.  
**Chief product:** Tape machines, consoles, duplicators & accessories. (SEE ADVERTISEMENT)

Ferrocube Corp., Mount Marion Rd., Saugerties, N.Y. 12477. Tel: (914) 246-2811. Pres.: J.J. Sacco Jr.; Gen. Mgr.: Jame A. Robinson; Mktg. Mgr.: John L. Turnbull.  
**Chief product:** Audio recording & duplicating heads.

Fisher Radio, 11-40 45 Rd., Long Island City, N.Y. 11101. Tel: (212) 937-2100.  
**Chief product:** Amplifiers, tuners, speaker systems.

Frisco Sound Inc., 1201 Gore, Lawton, Okla. 73501. Tel: (405) 353-3463. Pres.: Ben O. Key.  
**Chief product:** Complete sound systems.

Garrard, see British Inds.

Gately Electronics 57 W. Hillcrest Ave., Havertown, Pa. 19083. Tel: (215) 446-1415. Pres. & Gen. Mgr.: Edward J. Gately; Sales Mgr.: John Buffington.  
**Chief product:** Consoles, limiters, mixers & other studio equip.

Gateway-Associated Studio (div. of Associated Inds. Inc.), 256 Fifth Ave., Pittsburgh, Pa. 15222. Tel: (412) 471-3484. Pres.: Ronald W. Schafer. Home office: Cleveland, Ohio, Associated Inds. Inc.

Gauss Electrophysics (div. of MCA Technology Inc.), 11822 W. Olympic Blvd., Los Angeles, Calif. 90064. Tel: (213) 478-0261. Pres.: K. O. Johnson; Gen. Mgr.: G. Halamandarus; VP Mktg.: W.L. Cara.  
**Chief product:** Master recorders.

General Electric Co. (admin. offices), 570 Lexington Ave., New York, N.Y. 10022. Tel: (212) PL 1-3226. Adv. Media Specialist: Virginia W. Smith.  
**Visual Communication Prods. Dept., Bldg. 7, Electronics Park, Syracuse, N.Y. 13201. Tel: (315) 456-3615. Mktg. Mgr.: H. E. Smith.  
**Chief products:** Live color TV cameras, color film TV cameras, studio audio equip., color & monochrome video projectors, video switching & TV station automation equip., VHF & VHF TV transmitters & antennas, CCTV & CATV, cameras, monitors & studio switching equip.**

General Radio Co., 300 Baker Ave., Concord, Mass. 01742. Tel: (617) EM 9-4400. Field Sales Mgr.: C. William Harrison.  
**Chief product:** Analyzers, data recorders, testing equip.

Gibbs Special Prods. Corp., 450 N. Main St., Janesville, Wis. 53545. Tel: (608) 756-1261. VP & Gen. Mgr.: Paul A. Reemsnyder; Mktg. Dir.: Robert H. Falk.

Gotham Audio Corp., 2 W. 46 St., New York, N.Y. 10036. Tel: (212) CO 5-4111.  
**Branch: Los Angeles, Calif., 1710 N. La Brea. Zip: 90046. Tel: (213) 874-4444.  
**Chief product:** Linear motion attenuators. Sole importer of EMT, Klein & Hummel, Neumann, Studer; Beyer phones, transformers; Lyrec timers.**

Grommes-Precision (div. of Precision Electronics Inc.), 9101 King St., Franklin Park, Ill. 60131. Tel: (312) 678-5350. Pres. & Adv. Dir.: William S. Grommes; VP: Albert A. Hart; Sales Mgr.: William Stow.  
**Chief product:** Pre-amp mixers, amplifiers.

Head Sound Inc., 29 E. Cross, Ypsilanti, Mich. 48197. Tel: (313) 483-5808. Pres.: David O. Heller.  
**Chief product:** Portable low noise mixing equip., quadraphonic mixing equip. (SEE ADVERTISEMENT)

Hewlett-Packard Co., 1501 Page Mill Rd., Palo Alto, Calif. 94304. Tel: (415) 326-7000. Pres.: W.R. Hewlett; VP Mktg.: Noel Eldred; Sales Mgr.: Jack Petrak.  
**Chief product:** Acoustical instrumentation, electronic measurement instruments.

I T T Canon Electric (div. of International Telephone & Telegraph Corp.), 3208 Humboldt St., Los Angeles, Calif. 90031. Tel: (213) 225-1251. Pres.: W.M. Wochos; Mdsgr. Mgr.: H.G. Schubert.  
**Chief product:** Connectors, accessories.

Infonics Inc., 1723 Cloverfield Blvd., Santa Monica, Calif. 90404. Tel: (213) 828-6471. Pres.: Peter H. Stanton; Sales Mgr.: Paula Nelson.  
**Chief product:** Cassette, tape & 8-tr. cartridge tape duplicators. (SEE ADVERTISEMENT)

International Electroacoustics Inc., 156 Fifth Ave., New York, N.Y. 10010. Tel: (212) 929-8364. Pres. & Chief Eng.: Albert B. Grundy.  
**Chief product:** Custom-built consoles & equip.

International Telecomm Inc., Greater Baltimore Ind'l Park, Cockeysville, Md. 21031. Tel: (301) 666-7770. Pres. & Gen. Mgr.: F.J. Beste; Sales Mgr.: Burgess Nacneal.  
**Chief product:** Music consoles.

Jensen Mfg. (div. of The Muter Co.), 5655 W. 73 St., Chicago, Ill. 60638. Tel: (312) 767-7600.  
**Chief product:** Speakers.

K L H Research & Development Corp., 30 Cross St., Cambridge, Mass. 02139. Tel: (617) 491-5060.  
**Chief product:** Speakers.

Ken-Del Electronics (div. of Ken-Del Prods Inc.), 111 Valley Rd., Richardson Park, Wilmington, Del. 19804. Tel: (302) 655-7488. Pres.: H. Edwin Kennedy; Gen. Mgr.: M. Leap.  
**Chief product:** Modular constructed jack fields for patching & audio consoles.

Kenwood Electronics Inc., 72-02 51 Ave., Woodside, N.Y. 11377. Tel: (212) 478-6220.  
**Chief product:** Amplifiers, speakers, tuners.

Klein & Hummel, see Gotham Audio.

Koss Electronics Inc., 4129 N. Port Washington Rd., Milwaukee, Wis. 53212. Tel: (414) 964-5000. Pres. & Gen. Mgr.: John C. Koss; Sales Mgr.: Greg Cornehl.  
**Chief product:** Stereo headphones.

Lang Electronics Inc., 507 Fifth Ave., New York N.Y. 10017. Tel: (212) MU 2-7147. Pres.: Lou Lang; Gen. Mgr.: Tom Malone; Sales Mgr.: Jim Luciano.  
**Chief product:** Audio consoles & components, tape recorders & duplicators.

Langview (div. of Scientific Inds. Inc.), 1801 E. Carnegie Ave., Santa Ana, Calif. 92705. Tel: (714) 546-8830. Pres.: John Swanson; Gen. Mgr.: Heinz Ross; Sales Mgr.: Jeri Boyd.  
**Chief product:** Recording consoles, amplifiers, microphones.

James B. Lansing Sound Inc., 3249 Casitas Ave., Los Angeles, Calif. 90039. Tel: (213) 665-4101. Pres.: William H. Thomas; Exec. VP.: I. R. Stern; VP Sales: Barney Rigney Jr.  
**Chief product:** Studio monitor loudspeaker systems.

Liberty/UA Tape Dupl'g Inc., 1201 Pacific St., Omaha, Neb. 68108. Tel: (402) 348-1770. Ass't Gen. Mgr.: Marvin L. King; Eng'g Dir.: Stan Nick; Chief Eng.: John Boyers.  
**Chief product:** Cartridge & cassette winders.

Lyrec, see Gotham Audio.

Marantz Co. Inc. (sub. of Superscope Inc.), PO Box 991, Sun Valley, Calif. 91352. Tel: (213) 767-9750.

Martel Electronics Sales Inc., 2339 S. Cotner Ave., Los Angeles, Calif. 90064. Tel: (213) 479-4491.  
**Chief product:** Uher tape recorders.

Maximus Sound Corp., 809 Stewart Ave., Garden City, L.I., N.Y. 11533. Tel: (516) CH 8-6404. Pres.: J. Kwallier; Sales Mgr.: George Cohen.  
**Chief product:** Speaker systems.

McIntosh Lab. Inc., 2 Chambers St., Binghamton, N.Y. 13903. Tel: (607) 723-3512. Sales Mgr.: G. Gow; Chief Eng.: Sidney Corderman.  
**Chief product:** Amplifiers, receivers.

Micro-Point Inc., PO Box 332, White Plains, N.Y. 10602. Tel: (914) 946-7462. Pres.: A. Schwartz.  
**Chief product:** Disc recording styli.

Mid America Electronics Corp., 1515 Euclid Ave., Cleveland, Ohio 44115. Tel: (216) 621-9362. Pres.: Kenneth R. Hamann.  
**Chief product:** Audio consoles.

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**CORR. 7"-12" ENVELOPE MAILERS.** EM 7" 1 to 6 Records. EM 12" 1 to 3 Records. Staple Sides. Insert-Tape and Mail Models.

**DUAL PURPOSE MAILER.** Model 772 25 7" Records or 3-7" Reel to Reel Tape.

**CARTRIDGE 8-TRACK MAILERS.** MODELS B-642 1 to 2 units-CC3-3 units. B4-4 units CC 18-6 to 8 units CC 20-10 units.

**CASSETTE MAILERS.** MODEL 532 2 or 3 UNITS CC-3-6 to 8 UNITS CC-18-14 to 20 UNITS CC 20-25 UNITS.

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continued

- Minnetech Labs. Inc. (sub. of Nortronics Co. Inc.), 8115 Tenth Ave. N., Minneapolis, Minn. 55427. Tel: (612) 544-4431. Sales Mgr.: Richard L. Larson.  
**Chief product:** Electronic tape tension systems, cassette torque analyzer.
- Neumann, see Gotham Audio.
- Otari of America Ltd., 8295 S. La Cienega Blvd., Inglewood, Calif. 90301. Tel: (213) 678-1442. Cable: JACKBER. Mktg. Dir.: Jack Ames.  
Int'l branch: Japan.  
**Chief product:** High speed, endless loop tape duplicating master & slave systems, professional tape recorders, quality control monitors (reel-to-reel, cartridge & cassette), automatic tape winders & loaders, 8-tr. cartridge & cassette indexers, 8-tr. cartridge & cassette life-testers, professional tape transports; recording, playback, erase & duplicating heads, monolithic crystal ferrite & mumetal heads & head assemblies, bulk tape degaussers. (SEE ADVERTISEMENT)
- Parasound Inc., 680 Beach St., San Francisco, Calif. 94109. Tel: (415) 776-2808. Pres.: Bernard L. Krause; Gen. Mgr.: Sidney R. Goldstein.  
**Chief product:** Stereo synthesis equip.
- Pickering & Co. Inc., Terminal Dr., Plainview, N.Y. 11803. Tel: (516) 681-0250. Pres.: Walter Stanton; Mktg. Dir.: Dan C. Collins.  
**Chief product:** Magnetic phonograph cartridges.
- Pulse Techniques Inc., 1411 Palisade Ave., West Englewood, N.J. 07666. Tel: (201) 837-2575. Pres.: Eugene R. Shenk; VP & Sales Mgr.: W. Oliver Summerlin.  
**Chief product:** Pultec program equalizers & filters.
- Pultec, see Pulse Techniques.
- Quad-Eight Electronics, 11810 Vose St., North Hollywood, Calif. 91605. Tel: (213) 764-1516. Pres.: R.L. Bennett; Mktg. Mgr.: Marvin R. Headrick.  
**Chief product:** Professional consoles, audio components, console mixing systems, studio eng'g service.
- Roberts (div. of Rheem Mfg. Co.), 5922 Bowcroft St., Los Angeles, Calif. 90016. Tel: (213) 870-9631.  
**Chief product:** Tape recorders.
- Royal Sound Co. Inc., 409 N. Main St., Freeport L.I., N.Y. 11520. Tel: (516) 868-2880. Pres.: M.A. Dayan; VP & Gen. Mgr.: J.E. Corbin.  
**Chief product:** Telex-Magnecord tape machines & duplicators. (SEE ADVERTISEMENT)
- H. H. Scott Inc., 111 Powder Mill Rd., Maynard, Mass. 01754. Tel: (617) 897-8801. VP Mktg.: William F. Glaser.  
**Chief product:** Amplifiers, speakers, receivers, tuners, compacts, consoles.
- Scully Rec'g Instruments, 480 Bunnell, Bridgeport, Conn. 06607. Tel: (203) 335-5145. Gen. Mgr.: H. H. Brosius.  
**Chief product:** Recording instruments, disc cutting lathes, tape machines.
- Seco Labs. Inc., 206 S. 44 St., Omaha, Neb. 68131. Tel: (402) 553-1166. Pres.: Don Sears; VP: Grant Schainost.  
**Chief product:** Audio consoles.
- Selectron Int'l Co. Inc., 4215 W. 45 St., Chicago, Ill. 60632. Tel: (312) 254-7900.  
**Chief product:** AIWA tape recorders.
- Sennheiser Electronic Corp., 500 Fifth Ave. New York, N.Y. 10036. Tel: (212) LO 4-0433. Pres.: Thomas Schillinger.  
**Chief product:** Headphones, microphones.
- Sherwood Electronic Labs., 4300 N. California Ave., Chicago, Ill. 60618. Tel: (312) IR 8-7300. Sales Mgr.: R. Cousins; Ass't Sales Mgr.: Tom Barr Jr.  
**Chief product:** High fidelity receivers, amplifiers, FM tuners, turntables, speaker systems.
- Shibaden Corp. of America, 58-25 Brooklyn-Queens Expwy., Woodside, N.Y. 11377. Tel: (212) 898-1261.  
**Chief product:** Video tape equip.
- Shure Bros. Inc., 222 Hartrey Ave., Evanston, Ill. 60204. Tel: (312) 328-9000. Pres. & Gen. Mgr.: S.N. Shure; Sales Mgr.: R.W. Ponto.  
**Chief product:** Microphones & vocal amplification systems.
- The Singer Co., Ballantine Operation, PO Box 97, Boonton, N.J. 07005. Tel: (201) 334-1432. Gen. Mgr.: Edward Collins; Sales Mgr.: Robert Schicke.  
**Chief product:** Voltmeters & other electronic measuring instruments.
- Sonic Arts Corp., 665 Harrison St., San Francisco, Calif. 94107. Tel: (415) 781-6306.  
**Chief product:** Sole importer of Telefunken-Magnetophon recorders.
- Sony/Superscope, see Superscope.
- Sound Rec'rs, 206 S. 44 St., Omaha, Neb. 68131. Tel: (402) 553-1165. Pres.: Don M. Sears; Gen. Mgr.: Ron Ubel.  
**Chief product:** Seco Labs consoles.
- Sound Technique Inc., 321 W. 78 St., New York, N.Y. 10024. Tel: (212) 877-1730. Pres.: Sidney Feldman.  
**Chief product:** Teletronix leveling amplifiers.
- Spectra Sonics, 770 Wall Ave., Ogden, Utah 84404. Tel: (801) 392-7531. Pres.: William G. Dilley; Eng'g Sales Mgr.: Albert V. Sinsical.  
**Chief product:** Studio recording consoles.
- Stanton Magnetics Inc., 101 Sunnyside Blvd., Plainview, N.Y. 11803. Tel: (516) 681-0200. Pres.: W. O. Stanton; Corp. Sales Admin'r: C. Ray Bennett; Sales Mgr.: J. S. Woodstock.  
**Chief product:** Magnetic pick-up cartridges.
- StereoDisk, see Westrex.
- Studer, see Gotham Audio Corp.
- Superscope Inc., 8150 Vineland Ave., Sun Valley, Calif. 91352. Tel: (213) 767-9750.  
**Chief product:** Recorders, microphones.
- T E A C Corp. of America, 2000 Colorado Ave., Santa Monica, Calif. 90404. Tel: (213) 394-0240.  
**Chief product:** Tape recorders.
- Tape-Athon Corp., Box 814, 502 S. Isis, Inglewood, Calif. 90307. Tel: (213) 776-6933. Nat'l Sales Mgr.: Wally Rubin.  
**Chief product:** Professional audio tape systems.
- Telefunken-Magnetophon, see Sonic Arts.
- Teletronix, see Sound Technique, Inc. (SEE ADVERTISEMENT)
- Telex-Magnecord, see Royal Sound Co. Inc.
- 3 M Co., 3M Center, St. Paul, Minn. 55101. Tel: (612) 733-1110. Pres.: Harry Heltzer; Gen. Mgr.: Mincom Div.: R.J. Gavin; Sales Mgr., Mincom Div.: R.J. Brown.  
**Chief product:** Professional recorders.
- Tonus Inc., 45 Kenneth St., Newton Highlands, Mass. 02161. Tel: (617) 969-0810. Pres.: Alan R. Pearlman; Sales Dir.: David Friend.  
**Chief product:** ARP electronic music synthesizer.
- The Turner Co. Inc. (sub. of Conrac Corp.), 909 17 St. NE, Cedar Rapids, Iowa 52402. Tel: (319) 365-0421. Dist. Sales Mgr.: D.A. Battin.  
**Chief product:** Recording microphones.
- Uher, see Martel Electronic Sales.
- United Electric & Eng'g Co., 6558 N. Campbell Ave., Chicago, Ill. 60645. Tel: (312) 262-6311. Owner: L.E. Beisner.  
**Chief product:** Variable speed multi-track synchronized recorders.
- United Transformer Co. (div. of TRW Inc.), 150 Varick St., New York, N.Y. 10013. Tel: (212) AL 5-3500. Sales Mgr.: A. Profeta, Mike Avakian, R. Del Aquila.  
**Chief product:** Transformers, filters.
- Universal Audio Rec'g/Sales Corp., 2541 Nicollet Ave. S., Minneapolis, Minn. 55404. Tel: (612) 827-5441. Pres.: John A. Michaelson; Gen. Mgr.: Robert Schultz; Sales Mgr.: Michael Wolsted.  
**Chief product:** Recording consoles, music systems, Moog.
- Westrex (div. of Litton Inds.), 1136 N. Las Palmas, Hollywood, Calif. 90038. Tel: (213) 466-7795. Pres.: H. D. Kiernan; VP Mktg.: F. E. Pontius.  
**Chief product:** StereoDisk recording system.
- Wharfedale, see British Inds.
- Wiegand Audio Laboratories, 3402 Windsor Rd., Wall, N.J. 07719. Tel: (201) 681-6443. Pres.: Charles E. Wiegand Jr.; Gen. Mgr.: James Hardy; Sales Mgr.: Martin Ruszala.  
**Chief product:** Audio control consoles, disc recording lathes, master tape recorders.
- Worldex Mfg., 1248 S. Berendo St., Los Angeles, Calif. 90006. Tel: (213) 388-9669.  
**Chief product:** Mixing consoles, general recording equip.

## SLEEVES

## CALIFORNIA

• LOS ANGELES METROPOLITAN AREA  
(Area Code 213)

Bert-Co Ents. (div. of Walter Reade Org.), 1855 Glendale Blvd. Zip: 90026. Tel: 665-5137. Pres.: Bert C. Couturier; Gen. Mgr.: Robert Couturier; VP Mktg. R. J. Hein.

Container-Kraft Inc., 724 E. 61 St. Zip: 90001. Tel: 232-3281. Pres.: Art Garson; Gen. Mgr.: Steve Mattis; Sales Mgr.: Russell Garson.

Gilmore Envelope Corp., 4000 Medford St. Zip: 90063. Tel: 268-3401. Pres.: Howard N. Gilmore; Gen. Mgr.: Sam Mattioli; Sales Mgr.: Tom Pettey.

Location Rec'g Serv., 2201 W. Burbank Blvd., Burbank, Zip: 91506. Tel: 849-1321. Owners: Allen J. Fraiberg, Steven A. Guy. (SEE ADVERTISEMENT)

Queens Envelope of California, 2838 E. Pico Blvd. Zip: 90023. Tel: 264-7775, 283-1934.  
Home office: New York, N.Y.

• SAN FRANCISCO & BAY AREA  
(Area Code 415)

Conlan Creative Lithographers, 1655 Folsom St. Zip: 94103. Tel: 431-7373. Pres.: Robert D. Conlan; VP & Sales Mgr.: Richard T. Conlan.

## • SAUGUS (Area Code 805)

Keycor-Century Corp., 26000 Springbrook Rd. Zip: 91350. Tel: 365-3991. Pres.: Richard B. Keycor; VP: A. P. McGuire; Dir. of Mktg.: Guy E. Disch. (SEE ADVERTISEMENT)

RECORD PROCESSING  
MACHINERY MANUFACTURERS

Alco Research & Eng'g, 6201 Santa Monica Blvd., Hollywood, Calif. 90038. Tel: (213) HO 6-1101. Pres.: Lester A. Cottrell. (SEE ADVERTISEMENT)

Aragon Prods. Inc., 72 Concord St., Newark, N.J. 07114. Tel: (201) 243-1549.  
**Chief product:** Egar compounder-preplasticizer. (SEE ADVERTISEMENT)

Collins, Caldwell & Dague Inc., 16616 Garfield Ave., Paramount, Calif. 90723. Tel: (213) 636-7111. Pres.: Lee M. Caldwell; VP: Harold F. Dague; Sales Mgr.: William O. Neibel.  
**Chief product:** Phonograph record materials milling plants.

D S C Inc., 49 Longview Ave., Danbury, Conn. 06810. Tel: (203) 744-4224. Pres.: H. J. Muller.  
**Chief product:** Magnetic tape process equip.

Espo Eng'g Corp., 5334 W. 65 St., Chicago, Ill. 60638. Tel: (312) 581-0123. Pres.: Eugene Esposito; Exec. VP: Donald J. Esposito; Gen. Mgr.: Daniel Leahy; Sales Mgr.: Dennis Machul.  
**Chief product:** Labeling machinery.



continued

## CONNECTICUT

### • BRIDGEPORT (Area Code 203)

Lithographic Corp. of America, 1501 State St. Zip: 06605. Tel: 333-3337. NYC Tel: (212) WO 6-4353.

Home office: New York, N.Y.

Radio Printing Corp., 1501 State St. Zip: 06605. Tel: 333-3337; NYC Tel: (212) WO 6-4353. Gen. Mgr.: Fred Fucci.

Home office: New York, N.Y.

## GEORGIA

### • FAIRMOUNT (Area Code 404)

Cherokee Album Corp., PO Box 292. Zip: 30139. Tel: 337-2510. Pres.: John Carter.

## INDIANA

### • INDIANAPOLIS (Area Code 317)

Bowers Envelope Co., 5331 N. Tacoma. Zip: 46220. Tel: 253-4321. Pres.: C. T. Bowers.

## NEW YORK

### • BINGHAMTON (Area Code 607)

Creative Artists, 6 Van Ness Rd. Zip: 13905. Tel: 797-3909. Pres. & Gen. Mgr.: Johnathan K. Solak; Sales Mgr.: Charles M. Solak.

### • FARMINGDALE, L. I. (Area Code 516)

Reco-Sleeve Envelope Co., 220 Verdi St. Zip: 11735. Tel: 694-8396. Pres. & Sales Mgr.: Robert Gunning.

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

Ivy Hill Lithograph Corp., Community Dr. Zip: 11022. Tel: 487-0200. Pres.: Murray Gordon; VPs: Murray Kurland, Lewis Garlick.

### • HAUPPAUGE, L. I. (Area Code 516)

Disc Printing Corp., 633 Caleb's Path. Zip: 11787. Tel: 234-1400. Pres.: George Fishman; Gen. & Sales Mgr.: Frank D. Martino.

Globe Albums & Prods. Inc., Cardinal Ind'l Park, Gilpin Ave. Zip: 11787. Tel: 291-7600. Pres.: Lee Halpern; Gen. Mgr.: Leo Margolies; Sales Mgr.: Sani Rothberg. (SEE ADVERTISEMENT)

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

Andrews-Nunnery Envelope & Paper Corp. (div. of Viewlex Inc.), 74 Alpha Plaza. Zip: 11802. Tel: 931-6500. Pres.: Stuart M. Andrews Jr. (SEE ADVERTISEMENT)

### • NEW YORK METROPOLITAN AREA (Area Code 212)

Lee-Myles Assocs., 160 E. 56 St. Zip: 10022. Tel: 758-3232. Pres.: R. Miller. (SEE ADVERTISEMENT)

Lithographic Corp. of America, 49 W. 47 St. Zip: 10036. Tel: WO 6-4353. Pres.: Lew Lewis; VP: Jack Dienes; Sales Mgr.: John Wolf. (Exec. offices).

Branch: Bridgeport, Conn.

Queens Envelope Corp., 52-35 Barnett Ave., Long Island City 11104. Tel: 457-7700. Pres.: Jack Hecht; VP: Eric Kaltman; Gen. Mgr.: Abe Garde; Sales Mgr.: Gerald Sanders. Branch: Los Angeles, Calif. (SEE ADVERTISEMENT)

Radio Printing Corp., 49 W. 47 St. Zip: 10036. Tel: WO 6-4353. Pres.: Lew Lewis; VP: Jack Dienes; Sales Mgr.: John Wolf. (Exec. offices). Branch: Bridgeport, Conn.

Sound Packaging Corp., 56 E. 53 St. Zip: 10022. Tel: 421-8255. Pres.: Craig A. Braun; VP & Gen. Mgr.: Anthony Grabis; Sales Mgr.: Jack Tessler.

## OHIO

### • CINCINNATI (Area Code 513)

Able Offset Serv. Inc. 3461 Warsaw Ave. Zip: 45205. Tel: 921-0574. Pres.: Fred Schmitz; VP: Norb Schmitz. (SEE ADVERTISEMENT)

Rite Rec. Prod'ns Inc., 9745 Lockland Rd. Zip: 45215. Tel: 733-5533. Pres.: Carl J. Burkhardt; Gen. Mgr.: Robert Bowery; Sales Mgr.: Robert Watson. (SEE ADVERTISEMENT)

### • TOLEDO (Area Code 419)

Pioneer Inds., PO Box 4653, Old West End Sta. Zip: 43620. Tel: 691-2065. Pres.: Lowell P. Amos.

## TENNESSEE

### • NASHVILLE (Area Code 615)

St. Regis Paper Co., Envelope Div., 820 Seventh Ave. N. Zip: 37219. Tel: 244-2330. Pres.: William R. Adams; Gen. Mgr.: Paul Branding; Sales Mgr.: Albert R. Ransom.

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first thing, each week!**

# record dealer accessories & supplies

## MANUFACTURERS For The US Music-Record Industry

The following is a directory of manufacturers, listing the product available from each firm. After this master list is a breakdown by product category.

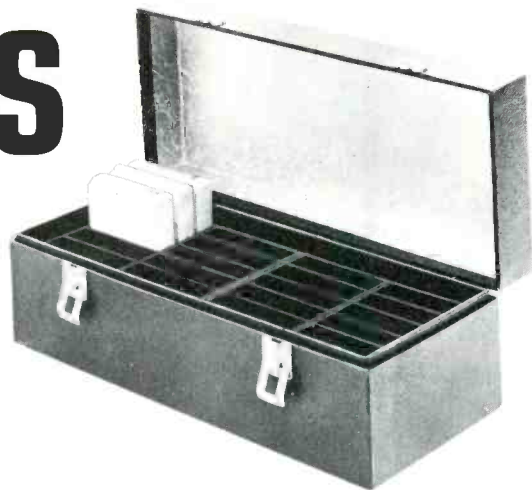
### RECORD DEALER ACCESSORIES & SUPPLIES

- A V S C O Inc. (sub. of Lear Jet Inds.), Hwy. 69 & Corum Rd., Excelsior Springs, Mo. 64024. Tel: (816) ST 1-6050, ME 7-2114. Gen. Mgr.: Kenneth H. Douglas.  
**Product:** Carrying cases, 45 RPM adaptors.
- Aldshir Mfg. Co. Inc., 111 Lake Ave., Tuckahoe, N.Y. 10707. Tel: (914) 779-1297. Pres. & Sales Mgr.: Gerald Shirley.  
**Product:** 45 RPM adaptors, needles.
- George Alexander Printing Inc., 36-25 Prince St., Flushing, N.Y. 11354. Tel: (212) 886-5600. Pres.: Kev Devejian; Gen. Mgr.: Fred Hass.  
**Product:** Browser boxes, catalog servs., divider cards.
- Amberg File & Index Co., 1625 E. Duane Blvd., Kankakee, Ill. 60901. Tel: (815) 933-3351. Sales Mgr.: Robert T. O'Neil.  
**Product:** Carrying cases. (SEE ADVERTISEMENT)
- American Browser Co., 3925 W. Oakton St., Skokie, Ill. 60076. Tel: (312) 676-3270. Contact: Arnold Martin.  
**Product:** Divider cards.
- American Phono-Ton Inc., Kiamesha Lake, N.Y. 12751. Tel: (914) 794-8888. Pres.: W. Adamson; Gen. Mgr.: R. Shluss; Sales Mgr.: M. Adamson.  
**Product:** Cleaners, cloths & brushes, 45 RPM adaptors, needles.
- Arsey Display Mfg. Corp., PO Box 607, Patchogue, N.Y. 11772. Tel: (516) 475-0193. Pres. & Sales Mgr.: Arnold Boden; Gen. Mgr.: B. Brand.  
**Product:** Wood & wire racks.
- Art-Phyl Creations, 508 Frelinghuysen Ave., Newark, N.J. 07114. Tel: (201) 248-5100. Pres.: Art Hochman.  
**Product:** Racks, record peg baskets.
- The Astatic Corp., Harbor & Jackson Sts., Conneaut, Ohio 44030. Tel: (216) 593-1111. Pres.: Fred Gluck; Sales Dir.: Frank D. Lintern.  
**Product:** Cleaners, cloths & brushes, 45 RPM adaptors, needles, cartridges.
- Guy Barry Ents. Inc., 92 Columbia Ave., Cedarhurst, N.Y. 11516. Tel: (516) 239-8227. Pres.: Guy Barry; Gen. Mgr.: M. Barry; Sales Mgr.: G. Smith.  
**Product:** Browser boxes, carrying cases, racks.
- Bellnash Dist'g Co., 80 Elmhurst Blvd., Scranton, Pa. 18505. Tel: (717) 347-8429. Pres.: Dick Plotkin; Sales Mgr.: Dom Manzo.  
**Product:** Divider cards.
- Cabinets Inc., PO Box 3155, 6502 Fifth St., Meridian, Miss. 39301. Tel: (601) 483-6227. Pres.: R. J. Reetz.  
**Product:** Racks.
- Craig Braun Inc., 56 E. 53 St., New York, N.Y. 10022. Tel: (212) PL 3-2250. Pres.: Craig Braun; VP & Gen. Mgr.: A. Grabois; Sales Mgr.: Jack Tessler.  
**Product:** Divider cards, title strips.
- Central Plastics Dists. Co., 527 S. Wells St., Chicago, Ill. 60607. Tel: (312) 786-0200. Pres. & Gen. Mgr.: Harry R. Greenwald; Sales Mgr.: L. Longwell.  
**Product:** Browser boxes, divider cards.
- Certron Corp. Music Div., 1226 16 Ave. S., Nashville, Tenn. 37212. Tel: (615) 383-5137. Dir.: Aubrey Mayhew; Sales Mgr.: Herb Dale.  
**Product:** Divider cards, racks.
- Communication Electronics Inc., PO Box 14100, 7501 N. Broadway, Oklahoma City, Okla. 73114. Tel: (405) 848-2261. Pres.: Tommy Hoshall; Gen. Mgr.: Richard Haineback; Sales Mgr.: Joe Patrick.  
**Product:** Pick-A-Tone racks.
- Container-Kraft Inc., 724 E. 61 St., Los Angeles, Calif 90001. Tel: (213) 232-3281. Pres.: Art Garson; Gen. Mgr.: Steve Mattis; Sales Mgr.: Russell Garson.  
**Product:** Browser boxes.
- Creative Artists, 6 Van Ness Rd., Binghamton, N.Y. 13905. Tel: (607) 797-3909. Pres. & Gen. Mgr.: Jonathan K. Solak; Sales Mgr.: Charles M. Solak.  
**Product:** Browser boxes, divider cards, title strips.
- Dictation Prods. Inc., 2525 Park Ln., Hallandale, Fla. 33009. Tel: (305) 927-0142. Pres.: S. M. Scher; Gen. Mgr.: M. Sabban; Sales Mgr.: L. Schwartz.  
**Product:** Cleaners, cloths & brushes.
- Disc Printing Corp., 633 Caleb's Path, Hauppauge, N.Y. 11787. Tel: (516) 234-1400. Pres.: George Fishman; Gen. & Sales Mgr.: Frank D. Martino.  
**Product:** Catalog servs.
- Display Equip. Mfg. Co., 1000 First Ave. S., Seattle, Wash. 98134. Tel: (206) 763-8600, ext. 310. Pres.: Lou Lavinthal; Gen. Mgr.: Welden Dolgoff.  
**Product:** Display racks.
- Dubbings Electronics Inc., 1305 S. Strong Ave., Copiague, N.Y. 11726. Tel: (516) 893-1000. Pres.: Paul C. Smith; Sales Mgr.: M. Thaler.  
**Product:** Cleaners, cloths & brushes. (SEE ADVERTISEMENT)
- Duotone Co. Inc., 6875 SW 81 St., South Miami, Fla. 33143. Tel: (305) 665-1121. Pres. & Sales Mgr.: Stephen Nester; Gen. Mgr.: Ben Rosenberg.  
**Product:** Carrying cases, cleaners cloths & brushes, 45 RPM adaptors, needles.
- 8 8 8 Adv. Inc., 56 E. 53 St., New York, N.Y. 10022. Tel: (212) PL 3-2250. Pres.: Craig Braun; VP & Gen. Mgr.: Anthony Grabois; Sales Mgr.: J. Tessler.  
**Product:** Divider cards, title strips.
- Espo Eng'g Corp., 5334 W. 65 St., Chicago, Ill. 60638. Tel: (312) 581-0123. Pres.: Eugene Esposito; Gen. Mgr.: Daniel Leahy; Sales Mgr.: Dennis Machul.  
**Product:** Title strips.
- Ess & Ess Music Case Co. Inc., 95 Grand Ave., Brooklyn, N.Y. 11205. Tel: (212) ST 9-3060. Pres.: Juilius Sandler; Sales Mgr.: Martin E. Sandler.  
**Product:** Carrying cases. (SEE ADVERTISEMENT)
- Fairmont Electronics Inc., 12 Crescent St., Holyoke, Mass. 01040. Tel: (413) 536-7920. Pres.: J. Kerwin.  
**Product:** Browser boxes, racks.
- Fidelitone Inc., 6415 Ravenswood Ave., Chicago, Ill. 60626. Tel: (312) 274-0075. Pres.: Douglas F. Hudson; Gen. Mgr.: William R. Anton; Sales Mgr.: Hiram A. Prince.  
**Product:** Cleaners, cloths & brushes, 45 RPM adaptors, needles.
- Fine-Tone Audio Prods. Co. Inc., 24 Cobek Ct., Brooklyn, N.Y. 11223. Tel: (212) 336-6662. Pres.: Leonard Finkel; VP & Gen. Mgr.: Stuart Mont; Sales Mgr.: Jack Haddad.  
**Product:** Browser boxes, carrying cases, cleaners, cloths & brushes, divider cards, 45 RPM adaptors, needles, racks.
- Freedman Artcraft Eng'g Corp., PO Box 228, Charlevoix, Mich. 49720. Tel: (616) 547-6501. Pres.: Gordon L. Freedman; Gen. Mgr.: Jack C. Grubaguh; Prod'n & Sales Mgr.: Leonard L. Espich.  
**Product:** Browser boxes, racks.
- G & W Prods. Supply Co., E. Tuscarawas St., Canton, Ohio 44707. Tel: (216) 452-0400. Pres.: Donald Mastin; Gen. Mgr.: Alex Mastin; Sales Mgr.: Acie Mastin.  
**Product:** Browser boxes, 45 RPM adaptors, needles.
- Glass Publ'g Co. (The Glass List), 919 N. Michigan Ave., Chicago, Ill. 60611. Tel: (312) 337-8000. Pres.: Paul Glass; Editor: Ralph Gadiel.  
**Product:** Catalog servs.
- Gopher Prods. Corp., Box 812, Berkeley, Calif. 94701. Tel: (415) 843-5836. Pres. & Gen. Mgr.: Burt Perkins.  
**Product:** Browser boxes, divider cards, title strips.
- Graphics '69, 225 Merrymount Dr., Warwick, R.I. 02888. Tel: (401) 463-8472. Pres.: Paul R. Overman; Exec. VP: David Winstead; Gen. Mgr.: Kurt Gardner; Sales Mgr.: Allan Felman.  
**Product:** Catalog servs.
- Gusdorf & Sons Inc., 6900 Manchester, St. Louis, Mo. 63143. Tel: (314) 647-1207. Gen. Mgr.: Paul A. Gusdorf; Sales Mgr.: Ralph L. Fridley.  
**Product:** Racks.
- M & N Harrison Inc., 274 Madison Ave., New York, N.Y. 10016. Tel: (212) 685-5383. Pres. & Gen. Mgr.: Molly Harrison; Sales Mgr.: Max Gilman.  
**Product:** Catalog servs.
- Heilicher Bros. Inc. (div. of Pickwick Int'l), 7600 Wayzata Blvd., Minneapolis, Minn. 55426. Tel: (612) 544-4201. Pres.: Daniel Heilicher; Gen. Mgr.: Eugene Patch; Sales Mgr.: Ken Hegstrom.  
**Product:** Music Master carrying cases, cleaners, cloths & brushes, 45 RPM adaptors, needles.
- Hit Program Serv., 1175 Broad St., Newark, N.J. 07114. Tel: (201) 243-0222. Pres.: D. M. Steinberg; Gen. Mgr.: Arthur De Bose Jr.; Sales Mgr.: William Thomas.  
**Product:** Title strips.
- Industrial Formulations, 30 Dupont St., Plainview, L.I., N.Y. 11803. Tel: (516) 681-1780. Pres.: William A. Discount.  
**Product:** Cleaners, cloths & brushes.
- Le-Bo Prods. Inc., 71-08 51 Ave., Woodside, N.Y. 11377. Tel: (212) 458-7700. Pres.: Leslie Bokor; Gen. Mgr.: Herbert Hartman; VP & Sales Mgr.: Leslie Dame.  
**Product:** Browser boxes, carrying cases, cleaners, cloths & brushes, divider cards, 45 RPM adaptors, needles, racks. (SEE ADVERTISEMENT)
- Lektrostat Corp., 845 Edgewater Rd., Bronx, N.Y. 10474. Tel: (212) 323-7700. Pres.: Dr. S. M. Edelstein; VP: J. J. McGuinness.  
**Product:** Cleaners, cloths & brushes.
- Le Mire Prods., 204 W. 55 St., New York, N.Y. 10019. Tel: (212) CI 7-3818. Owner: Ernest A. LeMire.  
**Product:** Cleaners, cloths & brushes.
- Linden Dist., 929 Larrabee St., Suite 12, Los Angeles, Calif. 90069. Pres. & Gen. Mgr.: L. Blaschke; Sales Mgr.: Joe Corazzi.  
**Product:** Browser boxes, 45 RPM adaptors, needles, racks.
- Listen Magazine (div. of Rittenhouse Corp.), 1808 Rittenhouse Sq., Philadelphia, Pa. 19103. Tel: (215) PE 5-8904. Publ'r: Ron Solovitz.  
**Product:** Catalog servs.
- List-O-Tapes (div. of Trade Serv. Publ'ns Inc.), 2720 Beverly Blvd., Los Angeles, Calif. 90057. Tel: (213) 385-4211. Pres.: A. H. Gудie; Gen. Mgr.: J. F. Simpson; Sales Mgr.: W. A. Mundy.  
**Product:** Catalog servs. (List-O-Tapes, All-in-One Tape Catalog).
- Magnate Assocs. (div. of Memnon Ltd.), PO Box 84, Glen Cove, N.Y. 11542. Tel: (516) 676-6753. Pres.: Chris Purzycki; Gen. Mgr.: Cazimir V. Swier.  
**Product:** Catalog servs.
- Majestic Printing, 406 W. 31 St., New York, N.Y. 10001. Tel: (212) 244-4145. Pres.: Charles Markowitz.  
**Product:** Catalog servs.
- McMillan Music, 2815 Philmont, Huntingdon Valley, Pa. 19006. Tel: (215) 947-2922. Owner: Don McMillan.  
**Product:** Cleaners, cloths & brushes.
- Modern Album Inc., 119-01 22 Ave., College Point, N.Y. 11356. Tel: (212) 353-5701. Pres.: Rudy A. Froehlig; VP: Guy M. Froehlig; VP Sales: Rollie J. Froehlig.  
**Product:** Browser boxes, carrying cases.
- Modern Album of Calif. Inc., PO Box 6999, 3104 Vanowen, Burbank, Calif. 91505. Tel: (213) 845-7655. Pres. & Gen. Mgr.: James R. Gordon.  
**Product:** Divider cards.
- Modern Album of Indiana Inc., 1299 Voorhees St., Terre Haute, Ind. 47808. Tel: (812) 235-6001. Gen. Mgr.: Richard Fields.  
**Home office:** New York, N.Y.  
**Product:** Browser boxes, carrying cases.
- Helen Neushaefer (div. of Supronics), 114-01 14 Ave., College Point, N.Y. 11356. Tel: (212) 359-8100. Pres.: Herman Johnson; VP Sales: Robert Koller.  
**Product:** Carrying cases.
- Olympia Dist'g Corp., 239 W. 18 St., New York, N.Y. 10011. Tel: (212) 989-7200. Pres.: Ervin Litkei; VP: Ellen C. Connolly; Gen. Mgr.: John A. A. Haydu; Sales Mgr.: V. Birbiglia.  
**Product:** Browser boxes, carrying cases, cleaners, cloths & brushes, divider cards, 45 RPM adaptors, needles.
- One-Spot Catalog Serv., 701 E. Prospect Ave., Mount Prospect, Ill. 60056. Tel: (312) 392-1720. Gen. Mgr.: E. V. Mironku; Circulation: C. Mazawa.  
**Product:** Catalog servs.
- P E P, 663 Fifth Ave., New York, N.Y. 10022. Tel: (212) PL 7-6454. Exec. VP: Howard Lerner.  
**Product:** Catalog servs.
- J. J. Paulson Assocs. Inc., 24 Brooklyn Ave., Freeport, N.Y. 11520. Tel: (516) 868-0491. Pres.: Gerald C. Katcher.  
**Product:** Carrying cases, cleaners, cloths & brushes.

continued on page 252

# **Ampak** CASES

## FOR 8-TRACK TAPES



### PORTABLE PROTECTION FOR STEREO TAPES

When tapes are stored in an Ampak case, each cartridge is completely encased in its own individual compartment. They're protected from moisture, dust and scratches. Ampak carrying cases are favorites with the "now" generation of stereo tape owners everywhere. There are cases in the Ampak line for all types of cartridges: 8-track, 4-track and cassettes.

Made in a variety of styles, colors and capacities, they meet the growing demands of the fabulous tape cartridge market. Wherever tapes are sold, there is a need for carrying cases.

Ampak cases enjoy a fast turnover because they're designed to appeal to the tape buyer and they're priced to sell!

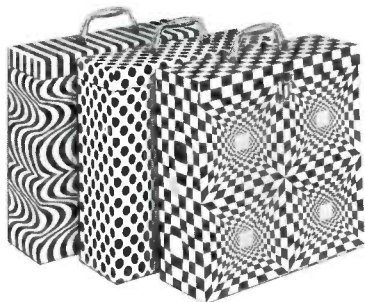
## AND CASSETTES



# platter-pak<sup>®</sup>

## CASES FOR RECORDS

### LP ALBUMS



### SINGLES



The PLATTERPAK<sup>®</sup> line of record carrying cases offers more styles, brighter colors and better values than any on the market. Sturdy construction is a standard feature of these well known cases. They're made for lp albums, for singles, and in various capacities. Platterpak cases are steady and profitable sellers.

Write for further information about Amberg's full line of cases for music "on-the-go".

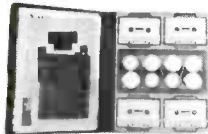
AMBERG FILE AND INDEX CO., KANKAKEE, ILLINOIS 60901, PHONE 815/933-3351

**CASSETTE ALBUMS**



1. Any number of cassette compartments to match the exact number of cassettes in any program. Special dust-tight closure and "Snap-In" compartments.
2. Turned edge leatherette covers and heat sealed vinyl covers available in many standard covers. Exact color match available.
3. Custom stamping and silk screening of special artwork.
4. Models available with pockets for literature or looseleaf rings.

**FILMSTRIP & CASSETTE ALBUMS**



1. Holds up to 8 - 1 1/2" or 4 - 2" diameter filmstrip cans and 4 cassettes.
2. Transparent pocket inside front cover holds literature; small pocket on outside of spine holds card which identifies contents of album.
3. Sturdy, durable vinyl heat sealed cover. Wide selection of colors. Custom stamping or silk screening.

**RELIANCE FOLDING CARTON CORPORATION**  
108-18 Queens Boulevard, Forest Hills,  
New York 11375; Telephone (212) 544-9800

*continued*

Pfanstiehl Chemical Corp. 3300 Washington St., Waukegan, Ill. 60085. Tel: (312) 623-1360. Pres. & Gen. Mgr.: R. Bruce Wight; Sales Mgr.: C. A. Clinton.  
Product: Cleaners, cloths & brushes, 45 RPM adaptors, needles.

Phono-Graph Publ'ns, 21318 Dumetz Rd., Woodland Hills, Calif. 91364. Tel: (213) 884-1881. Gen. & Sales Mgr.: Sven C. Stenberg.  
Product: Catalog servs.

Phonolog Publ'g Div., Trade Serv. Publ'ns Inc., 2720 Beverly Blvd., Los Angeles, Calif. 90057. Tel: (213) 385-4211. Pres.: A. H. Gudie; Gen. Mgr.: J. F. Simpson; Sales Mgr.: W. A. Mundy.  
Product: Catalog servs.

Pickering & Co. Inc., Terminal Dr., Plainview, N.Y. 11803. Tel: (516) 681-0250. Pres.: Walter Stanton; Mktg. Dir.: Dan Collins.  
Product: Needles.

Prestige Label Corp., 49 S. Mail, Plainview, N.Y. 11803. Tel: (516) 249-2870. VP: Ernie J. Menkes.  
Product: Title strips.

Queens Lithographing Corp., 52-35 Barnett Ave., Long Island City, N.Y. 11104. Tel: (212) 457-7700. Pres.: Jack Hecht; VP: Eric Kaltman; Gen. Mgr.: Abe Garde; Sales Mgr.: Gerald Sanders.  
Product: Catalog servs.

R M S Electronics Inc., 50 Antin Pl., Bronx, N.Y. 10462. Tel: (212) 892-6700. Pres.: Arthur A. Fink; Sales Mgr.: Arthur Wasserman.  
Product: Carrying cases.

Raynor Sales Co. Inc., 2698 W. Pico Blvd., Los Angeles, Calif. 90006. Tel: (213) 737-3737. Pres.: Ray Abrams; Gen. Mgr.: Norine Abrams; Sales Mgr.: James Whelpley.  
Product: Carrying cases, cleaners, cloths & brushes, divider cards, 45 RPM adaptors, needles, racks.

Recordaid Co., 924 Cherry St., Philadelphia, Pa. 19107. Tel: (215) 922-6871. Editor: William Martin.  
Product: Catalog servs.

Record Research, 8447 Lloyd, Menomonee Falls, Wis. 54051. Tel: (414) 251-5408. Pres.: Joel Whitburn.  
Product: Catalog servs.

Recoton Corp., 46-23 Crane St., Long Island City, N.Y. 11101. Tel: (212) 392-6442. Pres.: Herbert Borchardt; Exec. VP & Gen. Mgr.: Robert Borchardt; Sales Mgr.: Peter Wish.  
Product: Browser boxes, carrying cases, catalog servs., cleaners, cloths & brushes, divider cards,

45 RPM adaptors, needles, racks. (SEE ADVERTISEMENT)

Rhythm & Blues Group Oldies Catalog, 134 S. 20 St., Philadelphia, Pa. 19103. Tel: (215) LO 7-9424. Editor: Edward R. Marcus; Sales Mgr.: Francine E. Morgan.  
Product: Catalog servs.

Rivertone Stylus Co. Inc., Dillon Rd., Monticello, N.Y. 12701. Tel: (914) 794-8888. Pres.: R. Shluss; Gen. Mgr.: W. Adamson; Sales Mgr.: M. Adamson.  
Product: Needles.

Robins Inds. Corp., 15-58 127 St., College Point, N.Y. 11356. Tel: (212) 445-7200. Pres.: Herman D. Post; Sales Mgr.: Abe Kosakowsky.  
Product: Carrying cases, cleaners, cloths & brushes, 45 RPM adaptors, title strips.

Rose-Wood of California Inc., PO Box 347, Redondo Beach, Calif. 90277. Tel: (213) 373-3883. Pres.: Herbert M. Rose.  
Product: Carrying cases, racks.

Royal Rec. & Tape Racks (div. of Paramount Wire Prods.), 5164 Alcoa Ave., Los Angeles, Calif. 90058. Tel: (213) 589-5721-1035 Westminster Ave., Alhambra, Calif. 91803. Tel: (213) 283-0581. Pres.: Joseph D. Winston.  
Product: Carrying cases, cleaners, cloths & brushes, divider cards, 45 RPM adaptors, needles, racks. (SEE ADVERTISEMENT)

W. Schwann Inc., 137 Newbury St., Boston, Mass. 02116. Tel: (617) 266-6211. Pres.: William Schwann; Gen. Mgr.: Madge S. Gowans.  
Product: Catalog servs. (Schwann Rec. Catalog).

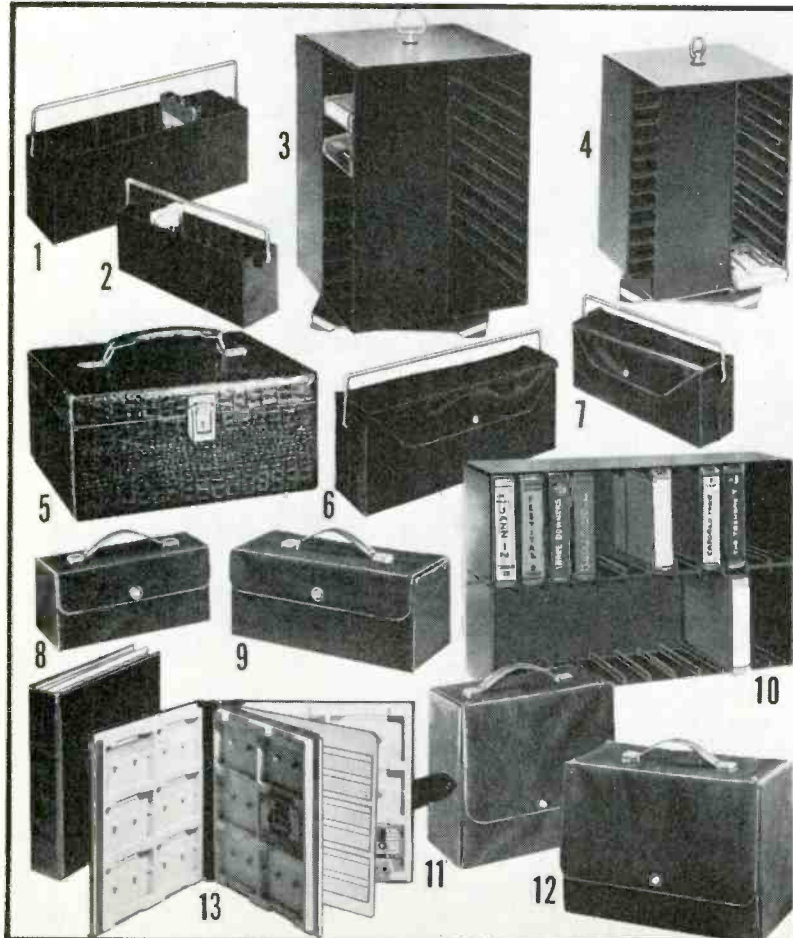
Schweizer Design of America Inc., 3546 Dakota Ave. S., Minneapolis, Minn. 55416. Tel: (612) 925-2666. Pres.: Stephen Goldfarb; Nat'l Sales Mgr.: Edward A. Berris.  
Product: Cleaners, cloths & brushes, racks.

Seebro Prods. Co., 2416 S. Michigan Ave., Chicago, Ill. 60616. Tel: (312) 842-8221. Pres.: I. Siegal; Sales Mgr.: R. Siegal.  
Product: Browser boxes & peg board racks, carrying cases, racks.

Soltys Assocs., 5481 Santa Monica Blvd., Los Angeles, Calif. 90029. Tel: (213) 465-5605. Pres.: Gene Soltys; Gen. Mgr.: Jean Soltys; Sales Mgr.: Charlene McCauley.  
Product: Catalog servs.

Star Title Strip Co. Inc., 842 Western Ave., Pittsburgh, Pa. 15233. Tel: (412) 231-4314. Pres.: Martin W. Schramm; Gen. Mgr.: Norman W. Morgan; Sales Mgr.: William Miller.  
Product: Divider cards, title strips. (SEE ADVERTISEMENT)

*continued on page 254*



**RMS** your one-stop source for profitable . . .

**New Innovations in Cassette and 8-track Cartridge Storage and Carrying Accessories**

**The 1500 Series . . .**

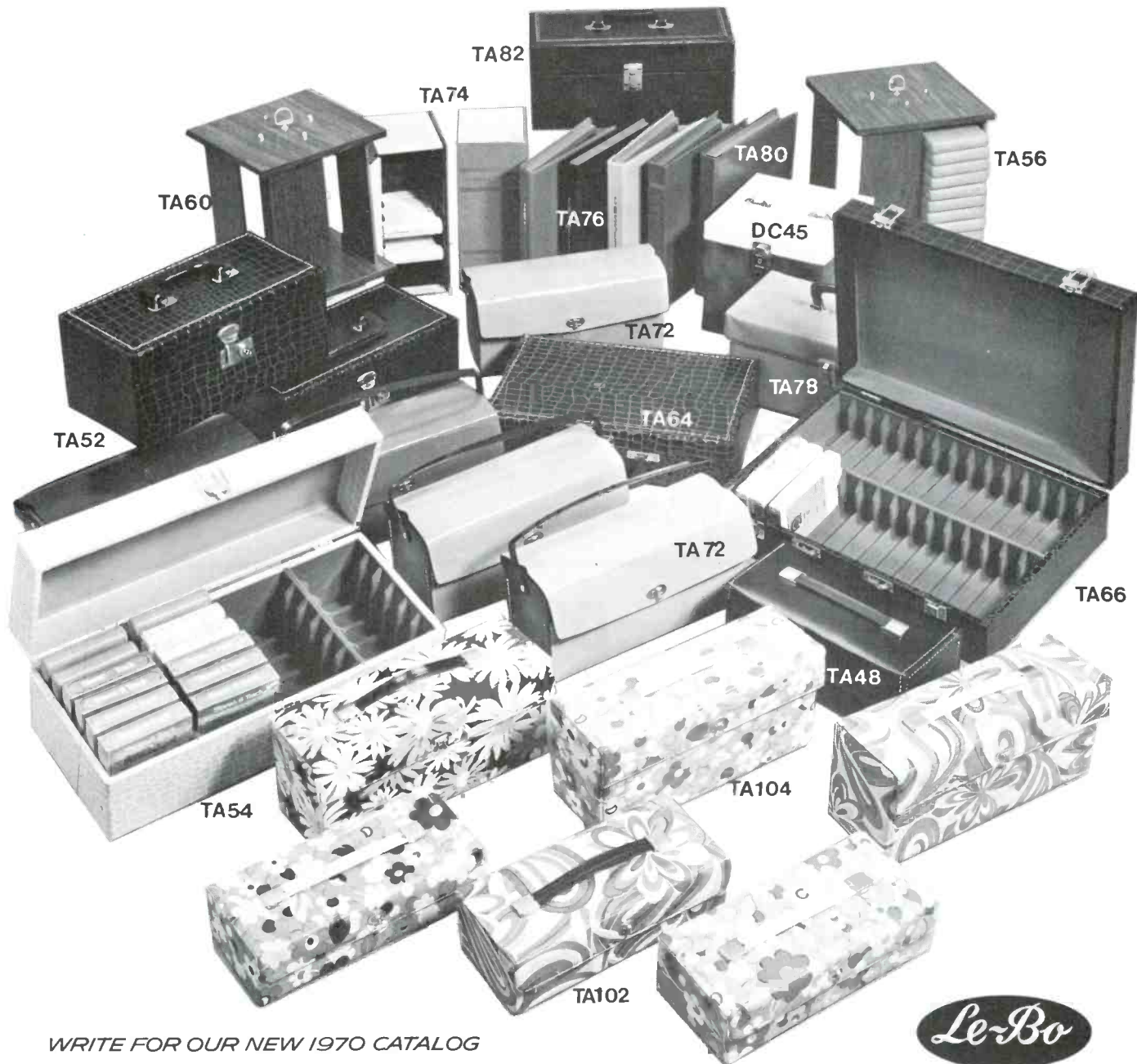
1. Economy Carrying Cases, heavy duty molded plastic with metal handle, Model 1504 for 12 Cartridges. 2. Model 1503 for 12 Cassettes. 3. Tape Turntable, sturdy molded plastic, swivel base, convenient carry handle, Model 1508 for 48 Cartridges. 4. Model 1507 for 48 Cassettes. 5. Deluxe Carrying Cases, sturdy wood constructed with attractive Alligator textured Glossy Leatherette covering, heavy duty handle, Model 1513 for 36 Cassettes, Model 1515 for 48 Cassettes, Model 1514 for 24 Cartridges. 6. Carrying Cases, molded plastic compartmented tray with Vinyl cover, metal carrying handle, Model 1506 for 12 Cartridges. 7. Model 1505 for 12 Cassettes. 8. Carrying Cases, attractive Brown Patent Vinyl, comfortable handle, sturdy molded plastic tray, Model 1509 for 12 Cassettes. 9. Model 1510 for 12 Cartridges. 10. Modular Storage Units, sturdy molded plastic, stacks horizontally or vertically, Model 1501 for 12 Cartridges, Model 1500 for 12 Cassettes. 11. Carrying Cases, Brown Patent Vinyl, molded plastic compartmented trays, Model 1511 for 36 Cassettes. 12. Model 1512 for 24 Cartridges. 13. Model 1517 Deluxe Album for 24 Cassettes, durable Vinyl book-type binder, sturdy molded trays with built-in tabs to protect tapes, Model 1516 Album for 12 Cassettes. Suggested low retail prices from \$1.00 to \$15.00.

**RMS ELECTRONICS, INC.**

50 Antin Place, Bronx, N. Y. 10462 • (212) 892-6700

# ***Le-Bo The Leader With The Most Complete Line***

TAPE CARTRIDGE AND CASSETTE CASES, LOADED BLANKS AND ACCESSORIES,  
TAPE DISPLAYS, RECORD RACKS AND STANDS, RECORD AND GUITAR ACCESSORIES



WRITE FOR OUR NEW 1970 CATALOG



TA-82 HEAVY DUTY ECONOMY CARTRIDGE CARRYING CASE. Holds 15 Tapes in rigid, individual slots. Black. \$6.95. TA-60 CASSETTE REVOLVING RACK. Attractive walnut finish wood and masonite construction. Holds 48 cassettes. Lazy susan base, 8" x 8" x 10" high. \$14.95. TA-56 CARTRIDGE REVOLVING RACK. Attractive walnut finish wood and masonite construction. Holds 48 cartridges. Lazy susan swivel base. 9 1/2" x 9 1/2" x 12 1/2" high. \$14.95. TA-74 CARTRIDGE LIBRARY ALBUM. Individually slotted to hold 10 stereo cartridges. Designed for Shelf Storage. Attractively trimmed in gold. \$4.98. TA-76 PRESS & POP. Cassette Library Album. Holds 12 cassettes. Washable vinyl. Safe lock joints. \$4.98. TA-80 PRESS & POP. Cassette Library Album. Holds 12 Cassettes. \$3.98. TA-52 DELUXE CARTRIDGE CARRYING CASE. Leatherette covered wood. Hold 24 cartridges. Red velvet flocked interior. \$11.95. DC-45 DELUXE WOOD (7") CARRYING CASE. Designed for 10 boxes of reel to reel tapes, 60-7" records. Covered in imitation leather. Assorted colors. \$6.95. TA-64 DELUXE ATTACHE TYPE CASSETTE CARRYING CASE. Alligator leatherette covered wood. Holds 30 Cassettes. High pile red flocked interior. Hand stitched top and bottom. Black and Brown. \$14.95. TA-78 VINYL TAPE CARTRIDGE CARRYING CASE. Holds 15 Stereo Cartridges in a rigid individually slotted interior. Available in Black Alligator, Brown Alligator and Tan Pigskin Finish. \$6.95. TA-66 DELUXE ATTACHE TYPE CARTRIDGE CARRYING CASE. Alligator leatherette covered wood. Holds 30 cartridges. High pile red velvet flocked interior. Hand stitched top and bottom. Brown and Green. \$14.95. TA-48 COMPACT CASSETTE CARRYING CASE. Deluxe Black leatherette. Holds 12 Cassettes in individual slots. \$3.95. TA-54 DELUXE WOOD TAPE CARTRIDGE CARRYING CASE. Leatherette covered. Holds 24 cartridges. Red velvet interior. \$11.95. TA-102 BRAND NEW ATTRACTIVE INEXPENSIVE CASSETTE CARRYING CASE. New psychedelic and flower designs. Holds 12 cassettes in individual slots. \$3.95. TA-104 BRAND NEW ATTRACTIVE INEXPENSIVE STEREO 8 CARTRIDGE CARRYING CASE. New psychedelic and flower designs. Holds 12 cartridges. \$4.95.

LE-BO PRODUCTS CO., INC. — 71-08 51st AVENUE, WOODSIDE, NEW YORK, N. Y. 11377  
Billboard 1970-1971 International Music-Record Directory

(212) 458-7700

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continued

Stereodyne Inc., 2810 Elliott, Troy, Mich. 48084. Tel: (313) 585-6585. Exec. VP & Gen. Mgr.: Paul Wyatt; Sales Mgr.: Jules Sack.  
**Product:** Cleaners, cloths & brushes. (SEE ADVERTISEMENT)

Stereo Magic (div. of Eastern Specialites Corp.), 169 Rt. 46, Mine Hill, N.J. 07801. Tel: (201) 361-7990. Pres.: Robert Kenny; Sales Mgr.: Brad Barnes.  
**Product:** Carrying cases.

Sterling Title Strip Co. Inc., 1175 Broad St., Newark, N.J. 07114. Tel: (201) 243-0222. Pres.: D. M. Steinberg; Gen. Mgr.: Arthur De Bose Jr.; Sales Mgr.: William Thomas.  
**Product:** Title strips.

Tape Report Publ'ns, 4507 Harvest Hill Rd., Dallas, Tex. 75234. Editor & Publ'r: David B. Rosen.  
**Product:** Catalog servs.

Tone-King Corp., 354 Long Island Ave., Wyandanch, N.Y. 11798. Tel: (516) 643-8333. Pres.: Rudolf A. Poike; Sales Mgr.: Anthony Rabbito.  
**Product:** Carrying cases, cleaners, cloths & brushes, divider cards, needles, racks.

Transcriber Co. Inc., PO Box 478, County St., Attleboro, Mass. 02703. Tel: (617) CA 2-3525. Sales Mgr.: Bruce Butterworth.  
**Product:** Cleaners, cloths, & brushes, 45 RPM adaptors, needles.

Valley Amusement Co., 410 St. Francois, Florissant, Mo. 63031. Tel: (314) 839-1244. Exec. Dir.: H. J. Danner.  
**Product:** 45 RPM record, accessory & tape vending machine.

Walco-Linck Corp., 1234 State Hwy. 46, Clifton, N.J. 07015. Tel: (201) 471-1070. Pres. & Sales Mgr.: H. A. Bodkin.  
**Branches:** San Rafael, Calif., 93 Golden Hinde Blvd. Zip: 94903. Tel: (415) 479-4726—Van Nuys, Calif., 6611 Odessa. Zip: 91406. Tel: (213) 787-6151.  
**Int'l branch:** Canada.  
**Product:** Carrying cases, cleaners, cloths & brushes, 45 RPM adaptors, needles.

Wellington Eight Inds. Inc., 1721 N. Olden Ave., Trenton, N.J. 08638. Tel: (609) 882-1660. Pres.: Irving S. Rosenberg; VP Mds.: D. Zimmer; VP Ops.: C. Siegendorf.  
**Product:** Carrying cases, cleaners, cloths & brushes.

What's New on Ape!, PO Box 8638, Austin, Tex. 78712.  
**Product:** Catalog servs.

White Rock Recs. Inc., 401 Wintermantle Ave., Scranton, Pa. 18505. Tel: (717) 343-6718. Pres. & Gen. Mgr.: Phil Ladd; Sales Mgr.: Joyce Shandra.  
**Product:** Catalog servs.

Wiremaid Prods. Corp., 60 West Ave., Patchogue, N.Y. 11772. Tel: (516) 475-0193. Pres.: Arnold Boden; Gen. Mgr.: Charles Holzapfel.  
**Product:** Racks.

Wiremaster Corp. of America, 10 Kees Pl., Merrick, L.I., N.Y. 11566. Tel: (516) MA 3-3629. Pres.: Robert D. Slifstein.  
**Product:** Browser boxes.

**BROWSER BOXES**

George Alexander Printing Inc.  
 Guy Barry Ent's. Inc.  
 Central Plastics Dist's. Co.  
 Container-Kraft Inc.  
 Creative Artists.  
 Fairmont Electronics Inc.  
 Fine-Tone Audio Prods. Co. Inc.  
 Freedman Artcraft Eng'g Corp.  
 G & W Prods. Supply Co.  
 Gopher Prods. Inc.  
 Le-Bo Prods. Inc.  
 Linden Dist's.  
 Modern Album Inc.  
 Modern Album of Indiana Inc.  
 Olympia Dist'g Corp.  
 Recoton Corp  
 Seebro Prods. Co.  
 Wiremaster Corp. of America.

**CARRYING CASES**

A V S C O Inc.  
 Amberg File & Index Co.  
 Guy Barry Ent's. Inc.  
 Duotone Co. Inc.  
 Ess & Ess Music Case Co. Inc.

Fine-Tone Audio Prods. Co. Inc.  
 Heilicher Bros. Inc.—Music Master.  
 Le-Bo Prods. Inc.  
 Modern Album Inc.  
 Modern Album of Indiana Inc.  
 Helen Neushaefer.  
 Olympia Dist'g Corp.  
 J. J. Paulson Assocs. Inc.  
 R M S Electronics Inc.  
 Raynor Sales Co. Inc.  
 Recoton Corp.  
 Robins Inds. Corp.  
 Rose-Wood of California Inc.  
 Royal Rec. & Tape Racks.  
 Seebro Prods. Co.  
 Stereo Magic.  
 Tone-King Corp.  
 Walco-Linck Corp.  
 Wellington Eight Inds. Inc.

**CATALOG SERVICES**

George Alexander Printing Inc.  
 Disc Printing Corp.  
 Glass Publ'g Co.—The Glass List.  
 Graphics '69.  
 M & N Harrison Inc.—Harrison Tape Catalogs.  
 Listen Magazine.  
 List-O-Tapes—List-O-Tapes, All-in-One-Tape.  
 Magnate Assocs.  
 Majestic Printing.  
 One-Spot Catalog Serv.  
 P E P.  
 Phono-Graph Publ'ns.  
 Phonolog Publ'g Div., Trade Serv. Publ'ns Inc.  
 Queens Lithographing Corp.  
 Recordaid Co.  
 Record Research  
 Recoton Corp.  
 Rhythm & Blues Group Oldies Catalog.  
 W. Schwann Inc.—Schwann Rec. Catalog.  
 Soltys Assocs.  
 Tape Report Publ'ns.  
 What's New on Tape!  
 White Rock Recs. Inc.

continued on page 256

**THE RELIABLE ONES ... from Crest**

**Long on Style  
 Low on Cost**



**STEREO  
 TAPE CADDY**

Styling that's new, bold and different. Molded of high impact polystyrene. Individual compartments holds ten 4 or 8 track tapes. Available in Black, Gold and this years in color, PURPLE.

**STEREO  
 TAPE CONSOLE**

The ultimate for Car Tape Decks. Designed for the car cushion and holds twelve 4 or 8 track tapes. Convenient, yet portable for safe storage. Molded of high impact polystyrene in Silver and Black with a handsome walnut wood grain insert.



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In Canada: KEMP PRODUCTS, LTD., London, Ontario

# A single source for all your tape and cassette accessories



## 85TC\* Deluxe Tape Cartridge Cases

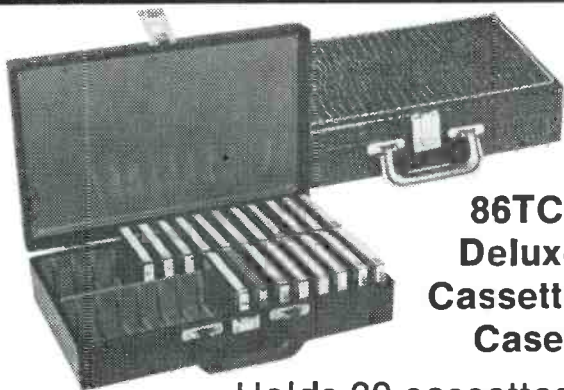
Holds 24 tape cartridges. Available in black, blue, brown, white. 99TC\* and 100TC\* Holds 15 tape cartridges. Available in 4 colors.

## Home Tape Storage Cabinets

Modern walnut finish swivel base allowing easy accessibility.

82TC Holds 48 cartridges.

84TC Holds 48 cassettes.

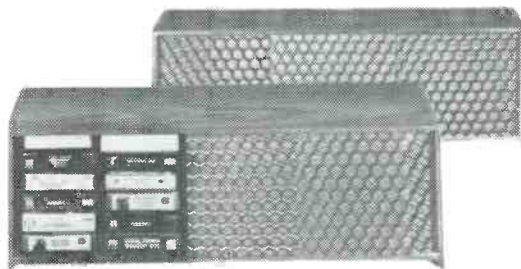


## 86TC\* Deluxe Cassette Cases

Holds 30 cassettes.

Available in brown and black.

\*Deluxe Tape Cases feature solid wood construction, vinyl alligator exterior, attractive red plush interior, lock and key.



## Tape-Stor Deluxe Storage Cabinets

97TC—Holds 30 Cartridges

98TC—Holds 36 Cassettes

Sliding styrene doors in walnut finished cabinets protect tapes. Individual tape compartments.

All sizes  
of Cassette  
and 8 Track  
Blank  
Cartridges.



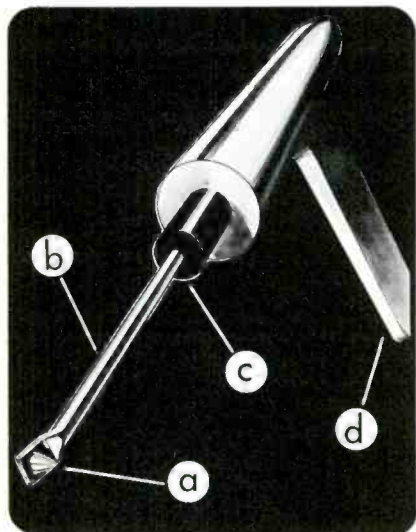
For full information, contact your local distributor, or write:

# Recoton®

46-23 Crane Street  
Long Island City, N.Y. 11101

Full line merchandisers of Tape Accessories,  
Diamond Needles, Record Accessories  
and Guitar Accessories.

Only  
Fidelitone  
builds  
sound  
quality...



from diamond tip  
to plastic grip!

Fidelitone is the only needle manufacturer who makes a complete diamond needle controlling quality throughout production. Fidelitone also provides you with the most effective merchandising program in the industry.

Yes, we Make It Easy for you to sell more Fidelitone needles and make more money at it, but it's not easy to make diamond needles.

First, we grind the diamond points (a) to exacting tolerances  $\pm .0001$ " (1/10,000 of an inch). We are now the world's leading producer of diamond points!

The needle shank (b) is hollow aluminum tubing only .02" in diameter that must be cut, crimped and drilled.

We compound and mold our own rubber bearings (c) to unique dynamic performance specifications.

We also mold plastic lever arms and grips (d). Everything is made and put together in our Chicago plant. After thorough inspection, it goes into the Fidelitone plastic needle box (we make these, too!).

The complete Fidelitone story is easily summed up... stick with the leader! Fidelitone is the leader... the only American company to make a complete diamond needle... the only needle line to offer a complete merchandising program that Makes It Easy for you to build sales and profits.

**Fidelitone®**

Advancing Technology and Merchandising  
with... THE TOUCH OF MAGIC

6415 N. Ravenswood Avenue, Chicago, Illinois 60626

continued

**CLEANERS, CLOTHS & BRUSHES**

American Phono-Ton Inc.  
The Astatic Corp.  
Dictation Prods. Inc.  
Dubbings Electronics Inc.  
Duotone Co. Inc.  
Fidelitone Inc.  
Fine-Tone Audio Prods. Co. Inc.  
Heilicher Bros. Inc.—Music Master.  
Industrial Formulations.  
Le-Bo Prods. Inc.  
Lektrostat Corp.  
Le Mire Prods.  
McMillan Music.  
Olympia Dist'g Corp.  
J. J. Paulson Assocs. Inc.  
Pfanstiehl Chemical Corp.  
Raynor Sales Co. Inc.  
Recoton Corp.  
Robins Inds. Corp.  
Royal Rec. & Tape Racks.  
Schweizer Design of America Inc.  
Stereodyne Inc.  
Tone-King Corp.  
Transcriber Co. Inc.  
Walco-Linck Corp.  
Wellington Eight Inds. Inc.

**DIVIDER CARDS**

George Alexander Printing Inc.  
American Browser Co.  
Bellinash Dist'g Co.  
Craig Braun Inc.  
Central Plastics Dists. Co.  
Certron Corp. Music Div.  
Creative Artists.  
8 8 8 Adv. Inc.  
Fine-Tone Audio Prods. Co. Inc.  
Gopher Prods. Corp.  
Le-Bo Prods. Inc.  
Modern Album of Calif. Inc.  
Olympia Dist'g Corp.  
Raynor Sales Co.

Recoton Corp.  
Royal Rec. & Tape Racks.  
Star Title Strip Co. Inc.  
Tone-King Corp.

**45 RPM ADAPTORS**

A V S C O Inc.  
Aldshir Mfg. Co. Inc.  
American Phono-Ton Inc.  
The Astatic Corp.  
Duotone Co. Inc.  
Fidelitone Inc.  
Fine-Tone Audio Prods. Co. Inc.  
G & W Prods. Supply Co.  
Heilicher Bros. Inc.—Music Master.  
Le-Bo Prods. Inc.  
Linden Dists.  
Olympia Dist'g Corp.  
Pfanstiehl Chemical Corp.  
Raynor Sales Co. Inc.  
Recoton Corp.  
Robins Inds. Corp.  
Royal Rec. & Tape Racks.  
Transcriber Co. Inc.  
Walco-Linck Corp.

**NEEDLES**

Aldshir Mfg. Co. Inc.  
American Phono-Ton Inc.  
The Astatic Corp.  
Duotone Co. Inc.  
Fidelitone Inc.  
Fine-Tone Audio Prods. Co. Inc.,  
G & W Prods. Supply Co.  
Heilicher Bros. Inc.—Music Master.  
Le-Bo Prods. Inc.  
Linden Dists.  
Olympia Dist'g Corp.  
Pfanstiehl Chemical Corp.  
Pickering & Co. Inc.  
Raynor Sales Co. Inc.  
Recoton Corp.  
Rivertone Stylus Co. Inc.  
Royal Rec. & Tape Racks.  
Tone-King Corp.  
Transcriber Co. Inc.  
Walco-Linck Corp.

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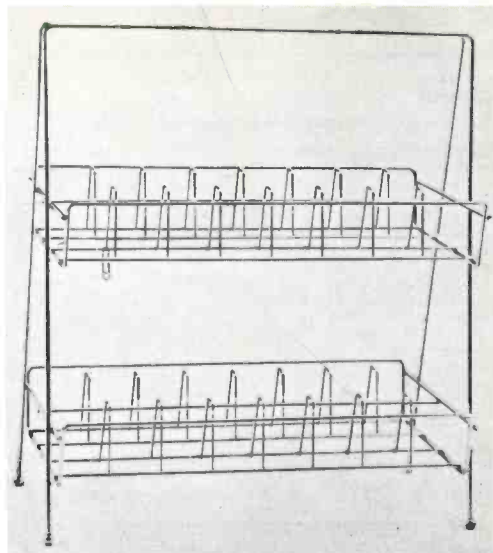
For All Tape Cartridge and  
Cassette Carrying Cases

ESS & ESS MUSIC CASE CO., INC.  
95 Grand Ave., Brooklyn, N.Y. (212) ST 9-3060



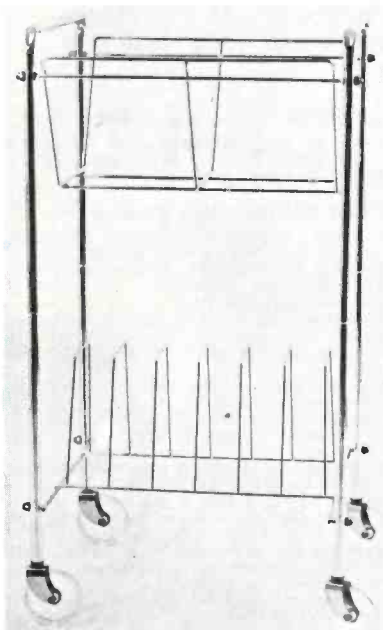
# ROYAL RECORD AND TAPE RACKS

THE LEADING MANUFACTURER OF WIRE PRODUCTS FOR RECORDS AND TAPES

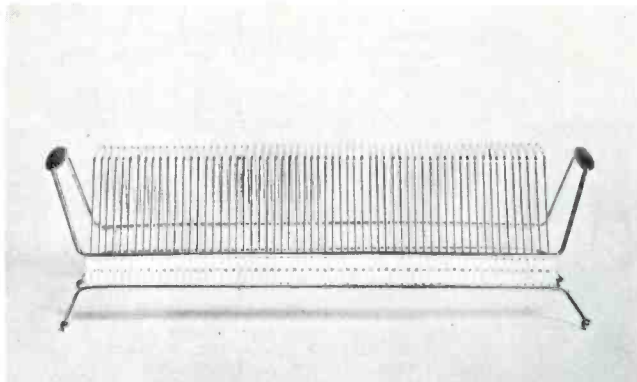


(No. TR 360) Cartridge Tape Rack — Two Tier — Holds 64 Cartridge Tapes — Unique Design For Easy Accessibility. Convenient Handle and Smooth Ball Legs — Fully Enclosed Design. Lustrous Brass Protecto-Coat Finish.

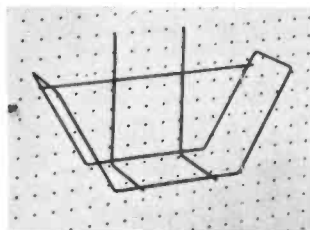
**RECORD RACKS · TAPE RACKS · DISPLAY RACKS  
PLASTIC DIVIDER CARDS · PEGBOARD BASKETS  
AND MANY NEW & EXCITING RECORD &  
TAPE ACCESSORIES IN THE NEAR FUTURE**



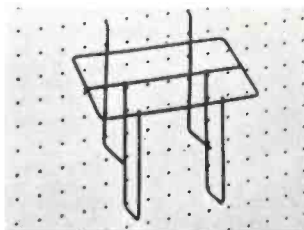
(No. 4101) Double Browser & Record Rack. Jumbo capacity. Holds 200 records. Knock-down for easy storage and assembly. Strong tubular steel frame. 3" Lucite casters for easy mobility. Brass Baked Protecto-Coat Finish.



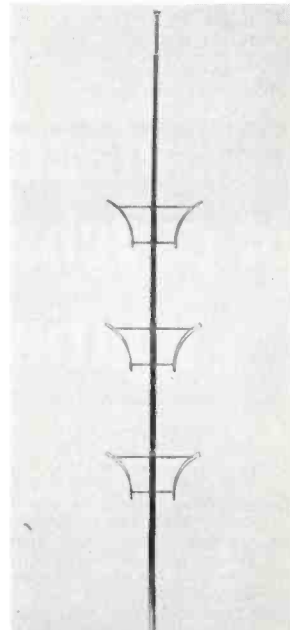
(No. 132) Record Rack. Truly a deluxe unit, with walnut-finished wooden handles, holds 60 records; indexed, Lustrous Brass Protecto-Coat Finish.



(No. PB 12) Pegboard Display Rack, Holds 20 LP records. Ebony finish.



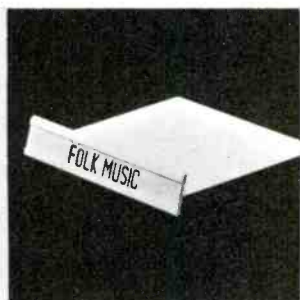
(No. PB 27) 2-Section Pegboard Display Rack. Holds 40 45-rpm records. Ebony finish.



(No. 4131) Brass Pole Rack (with an adjustable spring top) stands firmly in any room up to 8½ ft. high; 3 browser pockets hold up to 70 records. Lustrous Brass Protecto-Coat Finish.



Plastic Divider Cards—12"x14", high-impact polystyrene. Category Titles are hot-stamped in red, on white plastic. (Other colors on special order.) Category Titles set to order, and are supplied in any quantities.



Plastic Divider Cards — T-Tape, high-impact polystyrene. Category Titles are hot-stamped in red, on white plastic. (Other colors on special order.) Category Titles set to order, and are supplied in any quantities.

**ROYAL RECORD & TAPE RACKS**  
DIVISION OF PARAMOUNT WIRE PRODUCTS  
1035 WESTMINSTER AVENUE  
ALHAMBRA, CALIF. 91803  
PHONE: (213) 283-0581

## RACKS

Arsey Display Mfg. Corp.  
Art-Phyl Creations.  
Guy Barry Ent's. Inc.  
Cabinets Inc.  
Certron Corp. Music Div.  
Communication Electronics Inc.—Pick-A-Tone.  
Display Equip. Mfg. Co.  
Fairmont Electronics Inc.  
Fine-Tone Audio Prods. Co. Inc.  
Freedman Artcraft Eng'g Corp.  
Gusdorf & Sons Inc.  
Le-Bo Prods. Inc.  
Linden Dist's.  
Raynor Sales Co. Inc.  
Recoton Corp.  
Rose-Wood of California Inc.  
Royal Rec. & Tape Racks.  
Schweizer Design of America Inc.  
Seebro Prods. Co.  
Tone-King Corp.  
Wiremaid Prods. Corp.

## TITLE STRIPS

Craig Braun Inc.  
Creative Artists.  
8 8 8 Adv. Inc.  
Espo Eng'g Corp.  
Gopher Prods. Corp.  
Hit Program Serv.  
Prestige Label Corp.  
Robins Inds. Corp.  
Star Title Strip Co. Inc.  
Sterling Title Strip Co. Inc.

# manufacturers of psychedelic lighting

A T C Electronic Inc., 345 W. Main St., Alhambra, Calif. 91801. Tel: (213) 283-3759.  
Carnegie Electronics Inc., 666 Hawthorne St., Glendale, Calif. Tel: (213) 943-5158.  
Castle Lighting, 1014 N. La Brea Ave., Los Angeles, Calif. 90035. Tel: (213) 461-9326.  
Creative Leisure Inc., 34-A Brattle, Harvard Sq., Cambridge, Mass. 02138. Tel: (617) 547-1970. Pres.: Dal A. LaMagna; Entertainment Div. Dir.: Glen S. Howard.  
Curtis-Electro Lighting Inc., 1536 S. Paulina St., Chicago, Ill. 60608. Tel: (312) 421-6350.  
Deelite Blacklite Corp., 5319 Fort Hamilton Pkwy., Brooklyn, N.Y. 11219. Tel: (212) 436-5551.  
Edmund Scientific Co., 380 Edscorp Bldg., Barrington, N.J. 08007. Tel: (609) 547-3488.  
Eico Electronic Instrument Co. Inc., 283 Malta St., Brooklyn, N.Y. 11207. Tel: (212) 949-1100.  
Electronic Designers Inc., 33 Cain Dr., Plainview, N.Y. 11803. Tel: (516) 249-0481. Pres.: M. Barlowe; VP: G. Ipolyi.  
Ever-Ready Inc., 1214-22 W. Madison St., Chicago, Ill. 60607. Tel: (312) CA 6-2100.  
Graphic Projections, PO Box 1052, Sausalito, Calif. 94965. Tel: (415) 334-9015. VP: Robert E. Esparza.  
Head Sound Inc., 29 E. Cross, Ypsilanti, Mich. 38197. Tel: (313) 483-5808. Pres.: David O. Heller.  
Muntz Stereo Corp. of America, 7715 Densmore Ave., Van Nuys, Calif. 91406. Tel: (213) 989-5000.  
Roxter Corp., 10-11 40 Ave., Long Island City, N.Y. 11101. Tel: (212) 392-5060.  
Shannon Luminous Materials Co., 7356 Santa Monica Blvd., Los Angeles, Calif. 90046. Tel: (213) 876-2660.  
Sonovision Inc., 290 S. Wagner Rd., Ann Arbor, Mich. 48106. Tel: (313) 663-8521. Pres.: H. F. Johnson.  
Note: Specializing in equipment using laser light.  
Strobilite Co. Inc., 29 W. 15 St., New York, N.Y. 10011. Tel: (212) 255-5450.  
Virgolight Inc., 37 Harvey St., Cambridge, Mass. 02140. Tel: (617) 868-4852. Pres.: S. Schneiderman.  
Wald/Sound Electronics, 11131 Dora St., Sun Valley, Calif. 91352. Tel: (213) 875-0480.

## tape wholesalers

continued

United Artists, Vanguard, Wand, Warner Bros.  
Open reel: A&M, Ampex, Bell & Howell, Brunswick, Coral, DGG, Decca, Elektra, Fantasy, GRT, Motown, NAL, Original Sound, Paramount, Polydor, RCA, Reprise, Scepter, Vanguard, Wand, Warner Bros.  
Playback equip.: Belair, Belle Wood, Decca, Kraco, Tenna.  
Accessories: Head cleaners, storage cases, demagnetizers, cleaning kits (Le-Bo); storage cases (Amberg); blank loaded tape, head cleaners, storage cases (Decca).  
Ballard Rec. Dist., 5512 20 Ave. NW. Zip: 98107. Tel: SU 2-8616. Owner: H.S. Johnson. (D & I).  
Cartridge 8-tr. & cassette: Camden, Fontana, Musica, Odeon, Philips, Rytmil, Svensk-American, Swedish Society, Telstar, Triola, Victor (all Scandinavian prod. only).  
Capitol Recs. Dist'g Corp., 115 N. 85 St., Suite 230. Zip: 98103. Tel: 784-3066. (D).  
Cartridge 8-tr. & cassette: Capitol, Angel, Melodiya/Angel, Apple, Harvest, Fame.  
Playback equip.: Capitol.  
Accessories: Display racks, storage cases (Capitol).  
Craig Corp., 540 S. Front St. Zip: 98108. Tel: 763-2450. Owner: Robert Craig; Mgr.: James Fuscaldo; Buyer: Richard A. Meston. (D).  
Cartridge 8-tr. & cassette: Columbia, Date, Epic, Okeh, Ode, Barnaby, Fillmore.  
Cartridge 4-tr. & open reel: Columbia, Date, Epic, Okeh, Ode.  
Playback equip.: Craig, Masterwork.  
Accessories: Blank loaded tape, storage cases (Columbia).  
Disc City One Stop (Record Sales & Servs. Inc.), 410 Elliott Ave. W. Zip: 98119. Tel: AT 2-7555. Owner & Mgr.: Larry Dolgoff; Buyer: Norma Bigelow. (OS).  
Fidelity Northwest Inc., 5301 Shilshole NW. Zip: 98107. Tel: 784-9100. Dist. Mgr.: Wallis J. Tolles; Buyer: Mark Anderson. (D), (OS as Seattle Rec. One Stop), (RJ as Washington Rec. Outlet).  
Branch: Portland, Ore., Sea-Port One Stop (OS & RJ).  
Cartridge 8-tr. & cassette: Ampex, ITCC, Mercury, RCA.  
Playback equip.: Tenna. (SEE ADVERTISEMENT)  
General Rec. Serv. Inc., 6565 Seventh Ave. S. Zip: 98108. Tel: RO 7-7444. Gen. Mgr.: Paul H. Portteus; Buyer: P. J. Portteus. (RJ).  
Major Dist's., 620 Bright St. Zip: 98107. Tel: 789-1600. Mgr.: Robert Anderson; Buyer: Robert Gardner. (RJ).  
Seattle Rec. One Stop, 1309 Boren Ave. N. Zip: 98109. Tel: 284-8990. Mgr.: Lew Choate. (OS). See Fidelity Northwest Inc.  
Tape-Tronics, 300 Elliott W. Zip: 98119. Tel: AT 4-4020. Owners: Jim McGuire, Lew Choate; Mgr. & Buyer: Lew Choate. (OS).  
Cartridge 4-tr., 8-tr. & cassette: All lines.  
Playback equip.: Automatic Radio, Panasonic.  
Transcontinental Music Corp., 9860 40 Ave. S. Zip: 98118. Tel: 725-2500. Mgr.: Al Zangrillo. (RJ).  
Home office: New York, N.Y., Transcontinental Investing Corp.  
Cartridge 8-tr. & cassette: DBI.  
See Fidelity Northwest Inc.  
Washington Rec. Outlet. (RJ). See Fidelity Northwest Inc.

● **SPOKANE (Area Code 509)**  
Music Box, 417 W. Riverside Ave. Zip: 99201. Tel: MA 4-9123. Owner: D.A. Drivdahl. (OS).  
Tri State Dist., 920 N. Howard, Zip: 99201. Tel: FA 6-2055. Pres.: Don Dickson. (D).  
Cartridge 8-tr. & cassette: All lines.  
Playback equip.: Lear Jet.  
Accessories: Le-Bo.

## WEST VIRGINIA

● **FRIENDLY (Area Code 304)**  
Mobile Rec. Serv. Co., PO Box 67. Zip: 26146. Tel: 657-2748. Mgr.: Don R. Greitz. (OS).  
Home office: Pittsburgh, Pa.

● **HUNTINGTON (Area Code 304)**  
Music Man Inc., 1941 Third Ave. Zip: 25701. Tel: 522-7551. Pres.: F. J. McGlynn; Mgr.: C. L. Blankenship; Buyer: Billy Simpson. (OS).  
Republic Ent's. Inc., 1020 Sixth Ave. Zip: 25701. Tel: 736-6248. VP: Michael Neumeier. Branch: House of Tapes, 5738 E. Pea Ridge Rd. (OS).  
House of Tapes. (OS). See Republic Ent's.

## WISCONSIN

● **BROOKFIELD (Area Code 414)**  
National Tape Dist's. Inc., 3515 N. 124 St. Zip: 53005. Tel: 781-2200. Pres.: James J. Tiedjens; VP: Robert E. Well; Nat'l Sales Mgr.: M.A. Waak; Mdse. Mgr. & Purchase Dir.: F.G. Rohloff. (Exec. office only).  
Branches: San Francisco, Calif., Melody Sales Co. Inc. (D), National Tape & Rec. of Calif. Inc. (RJ); Torrance, Calif., United Tape Corp. (D & OS), National Tape & Rec. of Calif. Inc. (RJ), Pacific Music Import & Export Corp. (I & E); Atlanta, Ga., Stereo South (D), National Tape & Rec. of Ga. Inc. (RJ); Linden, N.J., National Tape & Rec. of N.J. Inc. (RJ); Oklahoma City, Okla., B&K Dist'g Co. Inc. (D); Dallas, Tex., B&K Dist'g Co. Inc. (D & OS); Houston, Tex., National Tape & Rec. of Tex. Inc. (RJ); Milwaukee, Wis., National Tape & Rec. of Wis. Inc. (RJ).

● **BURLINGTON (Area Code 414)**  
The Music Mart, 164 E. Washington St. Zip: 53105. Tel: 763-3361. Pres. & Mgr.: Robert Ruedebusch. (OS).

● **EAU CLAIRE (Area Code 715)**  
Arrow Racks, 1609 Laurel Ave. Zip: 54701. Tel: 832-2533. Owner: R.W. Meyer. (RJ).

● **GREEN BAY (Area Code 414)**  
Packerland Chemical Corp., 1820 Morrow St. Zip: 54301. Tel: 435-4497. Pres.: C. Hilbert. (RJ).

● **MADISON (Area Code 608)**  
Rapid Sales Co. Inc., 1019 Jonathon Dr. Zip: 53713. Tel: 271-2551. Owner: Rolf V. Voegelin; Buyer: Donald E. Smith. (RJ).

● **MILWAUKEE (Area Code 414)**  
M C A Dist'g Corp., 325 E. Chicago St. Zip: 53202. Tel: 272-1086. Branch Mgr.: Bob Blie. (D).  
Cartridge 8-tr., cassette & open reel: Decca, Coral, Kapp, Uni, Berlitz.  
Playback equip.: Decca.  
Accessories: Blank loaded tape, head cleaners, storage cases (Decca).  
Modern Rack Sales Inc. (OS & RJ). See John O'Brien Dist'g Inc.  
National Tape & Rec. of Wis. (div. of National Tape Dist's. Inc.), 530 N. 22 St. Zip: 53233. Tel: 342-3885. Branch Mgr.: Gene Reske. (RJ).  
Home office: Brookfield, Wis., National Tape Dist's. Inc.  
Cartridge 8-tr., cassette & open reel: All labels.  
John O'Brien Dist'g Inc., 5825 N. 96 St. Zip: 53225. Tel: 462-5590. Owner & Sales Mgr.: John F. O'Brien; Gen. Mgr.: Robert A. Hertzberg. (D), (OS & RJ as Modern Rack Sales Inc.).  
Cartridge 8-tr. & cassette: Atco, Atlantic, Cotillion, Dot, Motown group, Paramount, Plantation, Polydor, Sun, Uni.  
Radio Doctors Inc., 240 W. Wells St. Zip: 53203. Tel: 276-6422. Owner: L. M. Glassman; Mgr.: Stuart L. Glassman. (OS). Branch: 2225 N. Third St. Zip: 53212. Tel: 562-7607. Mgr.: Michael Mowers. (OS).  
Record City Inc. (div. of Taylor Electric Co.), PO Box 2359. Zip: 53212. Tel: 241-3970. Mgr.: Harold E. Rietz; Buyer: Gordon Pelzek. (OS & RJ).  
Taylor Electric Co., PO Drawer 11N, 1000 W. Donges Bay Rd., Mequon 53092. Tel: 241-4321. Owner: J.A. Taylor; Gen. Mgr.: Peter D. Stocke; Sales Mgr.: Jim Hanke; Promo.: Dave Steffen. (D, OS & RJ), (OS & RJ as Record City Inc.).  
Branch: Chicago, Ill. (D).  
Cartridge 8-tr., cassette & open reel: All labels.  
Playback equip.: Belle Wood, RCA.  
Accessories: ABSCO, Amberg, Channel Mktg., Crest, Franco, Le-Bo, Pic-a-Disc, RCA.

● **RACINE (Area Code 414)**  
B S U/Soulville, 507 Main St. Zip: 53403. Tel: 634-9633. Owner: John Huennekens; Mgr. & Buyer: Bob Huennekens. (OS & RJ).

● **WAUSAU (Area Code 715)**  
B M I Music Dist's., 229 Third St. Zip: 54401. Tel: 842-3995. Owner & Buyer: Robert Peyovich. (D, OS & RJ).  
Cartridge 8-tr.: Fiesta, Jubilee, Musico, Pickwick Int'l, SSS Int'l; sub-dist. for Atco, Atlantic, Capitol, Elektra, GRT, Gordy, Liberty, London, Mala, Motown, RCA, Reprise, Stax, United Artists, Volt, Warner Bros.  
Playback equip.: Astrosonix, Belair, Boman, Qatron, Telex, Viking.  
Accessories: Amberg, GC Electronics. Le-Bo.

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the same 6-month period by 2,634.**

**It figures.**

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of the industry exclusive editorials and  
features, first-hand reports (and scoops),  
insights into trends—and foresights,  
authoritative charts, and analyses . . .  
when you're first to help members of the  
industry break records of their own,  
then they help you break records, too!**

\*June, 1970. Publisher Estimate-average for  
1st 6 months.

# international music-record section

Argentina	Cyprus	Guatemala	Netherlands Antilles	South Africa, Republic of
Australia	Czechoslovakia	Hong Kong	New Zealand	Spain
Austria	Denmark	Hungary	Nicaragua	Sweden
Bahamas	Dominican Republic	Iceland	Nigeria	Switzerland
Belgium	Ecuador	India	Norway	Thailand
Bermuda	Eire	Israel	Pakistan	Trinidad & Tobago
Bolivia	El Salvador	Italy	Panama	Turkey
Brazil	England, See United Kingdom	Jamaica	Peru	USSR
Bulgaria	Finland	Japan	Philippines	United Arab Republic
Canada	France	Lebanon	Poland	United Kingdom
Chile	Germany, East	Malaysia	Portugal	Uruguay
China, Republic of	Germany, West	Mexico	Puerto Rico	Venezuela
Colombia	Greece	Netherlands	Singapore	Virgin Islands
Costa Rica				Yugoslavia

## ARGENTINA

### RECORDS:

Records sold domestically: LP's 1969—6,710,000 units, \$15,200,000; 1968—5,300,000 units, \$11,400,000. EP's 1969—1,235,000 units, \$1,300,000; 1968—1,400,000 units, \$1,500,000. Singles 1969—10,516,000 units, \$8,100,000; 1968—7,000,000 units, \$5,300,000.

Records imported from USA (c.i.f. value); 1969—\$92,500; 1968—\$95,671.

Records exported to USA (f.o.b. value): 1969—\$670 units, \$8,200; 1968—4,500 units, \$6,500.

Average retail price per record: LP's—\$3.20; EP's—\$1.70; singles—\$1.15.

Stereo sales: 4% of total.

Record club sales: 1% of total.

Discounting: Frequent.

Type of distribution: Manufacturer-to-dealer.

Type of promotion: Broadcasting, disc jockey programs, magazine and newspaper advertising.

Jukeboxes: 1,000.

### TAPE:

Market: There is a progressive demand for tapes in this country. Approximately 50,000 auto cartridge players are in use and 5,000 home models. It is estimated that sales of 8-track cartridge units have so far reached 350,000 and cassettes, 85,000. There are practically no sales of open reel, and 4-track cartridge units are no longer manufactured.

Average retail price per tape: 8-track cartridge—\$9; cassette—\$6.55.

Type of distribution: The only type of distribution is from manufacturer-to-dealer.

Import/Export regulations: There is an import duty of 120% on all tapes.

Ruben Machado

## ● record manufacturers/importers/distributors

Ala-Nicky, see BGM-Magenta.

Archiv, see Phonogram.

Ariel, see Famous.

B G M, see BGM-Magenta.

B G M-Magenta, Jose Bonifacio 477, Buenos Aires. Tel: 921-3413. Pres.: Fernando Luis Labrana; Dir.: Rodolfo Enrique Ghiso; Pop A&R & Pub.: Rodolfo M. Del Villar; Classical A&R: Adalberto Levi Hambra; Sales Mgr.: Oscar Kirovsky.

Labels: BGM, Magenta, Galatea, Ala-Nicky, Guaira, Regina.

Int'l labels represented: Chant du Monde (France), Fonior (Belgium), Hed-Arzi (Israel), Manu (Norway), Metronome (USA), Quality (Canada), Sobedi (Belgium), Sonet (Sweden), Supertone (Germany), Tempo (Germany), Tono (Denmark), Transatlantic (UK).

Belter, Sarmiento 1721, Buenos Aires. Tel: 40-7464. Pres.: Javier Navas Aguilar; VP: Jose Navas Aguilar; Promo.: Marga Hopkins.

C B S Columbia, Marcelo T. De Alvear 1339/45, Buenos Aires. Tel: 42-4545. Cable: COLRECORD. Gen. Mgr.: Harold Morris; Pop A&R: John Lear; Classical A&R: Andres Astorga; Sales Mgr.: Luis Aguado; Pub. & Adv.: Renee Mirza; Promo. Mgr.: Hugo Piombi; Promo.: Jorge Appel.

Labels: CBS, Orfeo.

Int'l labels represented: CGD (Italy), Ricordi (Italy), Astarfe-Europe (Spain).

Cartridge 4- & 8-track.

Calestia, see Surco.

Camden, see RCA.

D G G, see Phonogram.

Dial, Pasteur 341, Buenos Aires. Tel: 47-0145.

Mgrs.: C. L. Tealdo Alizieri & Cesar A. Divaga; Adv. & Promo. Mgr.: Pablo Rossi.

Int'l labels represented: Accent, 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.: Haydee G. de Araya.

Label: Disc Jockey.

Int'l labels represented: Barclay (France), CEM (Spain), Carossello (Italy), Continental (Brazil), Chantecler (Brazil), Fonograma (Spain), Italdisc (Italy), Major Minor (UK), Riviera (France), Sesion (Spain), Tempo (Spain), El Virrey (Peru).

Cartridge 4- & 8-track: Distributed by Kenia.

M I Suppliers (South America) SA, Mendoza 1660, Buenos Aires. Tel: 73-0051. Pres.: Alan A. Campbell; Gen. Mgr.: G. W. Ferguson; Gen. & Sales Mgr.: J. C. Menna; A&R Promo.: D. Ramos.

Labels: Parlophone.

Int'l labels represented: A & M (USA), Belfer (Spain), Liberty/United Artists (USA), Viva (USA), Vogue (France).

Epic, Sarmiento 765, Buenos Aires. Tel: 42-1201.

Gen. Mgr.: Douglas Taylor.

Int'l labels represented: Artone (Netherlands), Barnaby (USA), Caedmon (USA), Cotique (USA), Encore (USA), MTA (USA), Musicor (USA), Ode (USA), Okeh (USA), Old Town (USA), Palette (Belgium), Phil-L.A. of Soul (USA), Plaza (Brazil), Rojac (USA), Sondor (Uruguay), Sonoradio (Peru).

Famous, Venezuela 4131, Buenos Aires. Tel: 93-2651. Gen. Mgr.: I. W. Morris; Mgr.: Jorge Santagatti; Promo.: Dora Greene.

Label: Ariel.

Int'l labels represented: EMI (UK), Fonograma (Venezuela), Imperial (Brazil), Musidisc (Brazil), Nilser (Brazil), Pathe-Marconi (France), Tropical (Colombia).

Fania Recs., Arenales 1875, Buenos Aires. Tel: 44-8825. Pres.: J. S. Magac. (Distributed by Sicomercana).

Int'l labels represented: Event, Janus (USA).

Fans, see Surco.

Fermata, Marcelo T. De Alvear 1573, Buenos Aires. Tel: 31-9330. Pres.: Enrique Lebendiger & Mauricio Brenner; Mgr.: Gerardo Grassi.

Int'l labels represented: AZ (France), Ariston (Italy), CMS (Italy), Clan (Italy), Class (Uruguay), Fonit-Cetra (Italy), GTA (Italy), Inter (Italy), Jaguar (Italy), Momo (Brazil), RGE (Brazil), Shot (USA), Style (Italy).

Fontana, see Phonogram.

Galatea, see BGM-Magenta.

Golden & Jow Recs., Junin 347, Buenos Aires.

Guaira, see BGM-Magenta.

Heliodor, see Phonogram.

Industrias Electricas & Musicales Odeon SAIC, Mendoza 1660, Buenos Aires. Tel: 73-0051. Pres.: H. Jensen; Gen. Mgr.: G. W. Ferguson; Mng. Dir.: Alan A. Campbell; Sales Mgr.: P. D'Agostino; A&R Promo.: D. Ramos.

Labels: Odeon, Odeon Pops.

Int'l labels represented: Capitol, London.

Magenta, see BGM-Magenta.

Marpar, see Ver-Clark.

Martin Fierro, see Ver-Clark.

Mercury, see Phonogram.

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 Mgrs.: Horacio Malvicino, Atilio Stampone; Sales Mgr.: Edmundo Calzagno; Promo.: Hernan Rapala.

Int'l labels represented: Audio Fidelity, Bang, Buddah, Cadet, Checker, Chess, Karate, Seeco (all USA).

Cartridge 4- & 8-track: Distributed by Kenia.

Music Hall, see Sicomercana.

Neptuno, see Ver-Clark.

Odeon, see Industrias Electricas & Musicales Odeon.

Odeon Pops, see Industrias Electricas & Musicales Odeon.

Opus, see Surco.

Orfeo, see CBS Columbia.

Organito, see Sicomercana.

Parlophone, see EMI.

Philips, see Phonogram.

Phonogram SAIC, Moreno 2038, Buenos Aires. Tel: 48-7709/5524, 47-3622. Pres.: R. C. Spinosa.

Cattela; Gen. Mgr.: Hugo Persichini; A&R Dir.: Santos Lipesker; Sales Mgr.: Americo Severini.

Labels: Philips, Fontana, Polydor, DGG, Archiv, Heliodor, Mercury.

Int'l labels represented: Atlantic, Buddah/Kama Sutra, Colossus, Walt Disney, MGM, Verve (all USA).

Cassette.

Int'l reps.: Worldwide (Philips, Deutsche Grammophon). (SEE ADVERTISEMENT)

Polydor, see Phonogram.

Prodisa Srl, Culpina 375, Buenos Aires. Tel: 612-5107. Cable: PRODISA BAIREES. Pres.: Jorge Cesar Esperon; Gen. Mgr.: Facundo Martinez; Sales Mgr.: Luis Pissolito.

Labels: Tonodisc.

Int'l labels represented: ABC (USA), Command (USA), Impulse (USA), Monument (USA), Project 3 (USA), Qualiton (Hungary), 20th Century-Fox (USA), Westminster (USA).

Cassette.

Quinto, see Sicomercana.

R C A SAIC, Paroissien 3960, Buenos Aires. Tel: 70-4171. Pres.: Robert F. Cook; Gen. Mgr.: Adolfo Pino; Sales Mgr.: Manuel Silva.

Labels: RCA, Camden, Vik, Victrola, Red Seal.

Int'l labels represented: Jubilee (USA), MCA (USA), PPK (USA), BT Puppy (USA), Ri-Fi (Italy), Tamla-Motown (USA), Zafiro (Spain).

Cartridge 8-track.

R C A Camden, see RCA.

Red Seal, see RCA.

Regina, see BGM-Magenta.

Ritmo, see Sicomercana.

Sheraton, see Sicomercana.

Sicomercana SACIFI, J. E. Uriburu 40-42, Buenos Aires. Tel: 46-9807. Pres.: Nestor N. Selasco; Gen. Mgr.: Luis E. Calvo; Sales Mgr.: Ricardo Taverna.

Labels: (Owned) Music Hall, Organito, Ritmo, Sheraton; (distributed) Quinto, Fania.

Int'l labels represented: Acta (USA), Copacabana (Brazil), Dot (USA), Durium (Italy), Erato (France), Festival (France), Hispavox (Spain), King (Japan), Musart (Mexico), Paramount (USA), Pye (UK), Reprise (USA), Roulette (USA), Steed (USA), Vanguard (USA), Warner Bros. (USA).

Cartridge 8-track & cassette: Music Hall.

Int'l reps.: Chile (Asfona), Japan (King), Mexico (Musart), Spain (Hispavox), Venezuela (Palacio).

Suncastle Rec., Tacuari 892, Buenos Aires. Tel: 27-6236.

Surco, Tucuman 439, Buenos Aires. Tel: 32-0123. Gen. & Sales Mgr.: Atilio Suva; Pop A&R: Enrique Iriberrri; Promo.: Carlos Bruno.

Labels: Calestia, Opus, Fans.

Int'l labels represented: Athena (USA), Elite Special (Switzerland), Evolution (USA), Family-Request (USA), Vox (USA).

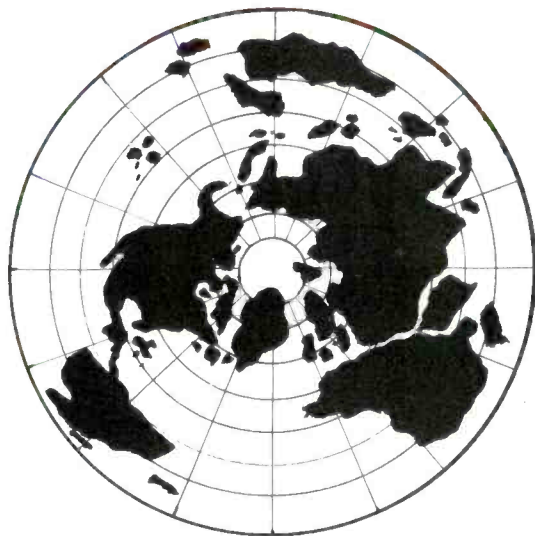
Tolima, Montevideo 1178, Buenos Aires. Tel: 41-8573. Gen. Mgr.: Stanko Jerebic; Mgr. & Pop A&R: Antonio Munoz Alvarez; Promo.: Hector Paz.

Int'l labels represented: Equipe (Brazil), La Discoteca (Colombia), Victoria (Venezuela).

Tonodisc, see Prodisa.

continued on page 262

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**Int'l labels represented:** Concert Disc (USA), Contemporary (USA), Counterpoint (USA), Elenco (Brazil), Esoteric (USA), Folkways-Scholastic (USA), Good Time Jazz (USA), Scepter (USA).  
 Ver-Clark Fonografica, Chile 1529, Buenos Aires. Tel: 38-0821. Gen. Mgr.: Juan Carlos Calvo; Pop

Latin, see Ed. Julio Korn.

Melograf (SADAIC), Charcas 1422, Buenos Aires. Tel: 44-2854. Gen. Mgr.: John Lear.  
**Int'l firms represented:** Screen Gems/Columbia (USA), Tree (USA).  
 Edwin H. Morris SA (Ed.), Av. Belgrano 1478, Buenos Aires. Tel: 48-5524.  
 Neumann (SADAIC), Sarmiento 753, Buenos Aires. Tel: 46-5343. Gen. Mgr.: Carlos di Liscia.  
 Odeon (Ed. Musical), Mendoza 1660, Buenos Aires. Tel: 73-0051. Pres.: H. Jessen; Gen. Mgr.: G. W. Ferguson; Sales: P. D'Aagostino.

Mozarteum Argentino, Rodriguez Pena 1882, Dept. 2, Buenos Aires.  
 Sindicato de Musicos.

## LICENSING ORGANIZATIONS, MUSIC

Sociedad Argentina de Autores & Compositores de Musica (SADAIC), Lavalle 1547, Buenos Aires.

## PRESSING PLANTS

C B S Columbia, Victor Martinez 1824, Ciudadela, Buenos Aires.  
 Galvadis, 11 de Setiembre 481 Ciudadela, Buenos

## continued

Cartridge 8-track: (Represented) Cetra, Hispavox, Metronome, Monitor, Telefunken, Vedette, Vox.  
**Cassette:** (Owned) Carinia; (represented) Cetra, Hispavox, Metronome, Monitor, Telefunken, Vedette, Vox.  
**Open reel:** Same as 8-track.  
 Casino, see Delron.  
 Clarion, see Festival.  
 Concert Rec'g, 10 Caloola Rd., Wentworthville, N.S.W. Rep: John Clancy.  
**Cartridge 4-track & open reel.**  
 Delron Recs. Pty. Ltd., 10-14 W. Parade, West Ryde, N.S.W. 2114. Tel: 80-3193/6334. Pres.: Brian Flaherty.  
 Labels: Delron, Casino, Vee Jay.  
**Cartridge 8-track, cassette & open reel:** (Owned) Delron, Casino; (distributed) DGG, Dewdrop; (represented) DGG, Vee Jay (USA).  
 Du Monde, see World of Sound Studios.  
 Durin, see Festival.  
 E M I, Emitron House, 301 Castlereagh St., Sydney, N.S.W. Tel: 2-0912. Cable: EMITRON. Chm. & Mng. Dir.: J. M. Burnett; Ass't Mng. Dir.: N. W. Scott.  
**Int'l labels represented:** ABC, ATP, Ace of Clubs, Ace of Diamonds, Admiral, Albert Prod'ns, Amos, Amy, Angel, Apple, Bang, Baroque, Beacon, Bell, Beltone, Big Deal, Big Top, Blue Beat, Bluesways, Brotherphone, Buena Vista, Bunky, Capitol, Challenge, Chapter One, Chisa, Coliseum, Columbia (UK), Command, Concert-Disc, Counterpoint, Crazy Horse, Crimson, Decca (UK), December, Delfi, Delyse, Deram, Deramic Sound System, Discomoda, Disneyland, Dunhill, Electrola, Elf, Emerald, Envoy, Everest, Felsted, Gamma, Garpax, Gemini, Goldwax, Gordy, Grand Award, HMV, Hana Ho, Harvest, Hi, Hollywood, Immediate, Impact, Impulse, Inferno, Jamie, Jed, London, Lucky Eleven, Mainstream, Major Minor, Mala, Maxx, Melodia, Metronome (Sweden), Motown, Music Guild, Musicor, Nashville, Negram, Odeon, 1-2-3, Panther, Parlophone, Parrot, Pathe, Norman Petty Prod'ns, Phil-L A. of Soul, Philly Grove, Pickwick, Pompeii, President, Probe, Rak, Rare Earth, Raydin, Regal, Richmond, Senate, Seraphim, Seville, Shout, Soul, Spoken Arts, Sport, Starday, Stateside, Sunburst, Sydney Thompson, TA, Tangerine, Threshold, Time, Timmy, Toshiba, Tower, Twin Stacks, USA, VIP, Vando, Variations, Viking, Voix d'Islam, Waverley, We Make Rock 'N Roll Music, Westminster, Whitehall, Zapple.  
**Cassette:** EMI group.

Fable, see June Prod'ns.

Festival Recs. Pty. Ltd., PO Box 16, 63-79 Miller St., Pyrmont, Sydney, N.S.W. 2009. Tel: 660-4022. Cable: FESTIVAL. Mng. Dir.: A. R. Hely; Sales Mgr.: N. W. Brown.  
 Labels: ATA, Clarion, Durin, Festival, Apin.  
**Int'l labels represented:** A&M, AD-Rhythm, ATCA, Abnak, Accent, Amanda, Athena, Atlantic/Atco, Aurora, Avco Embassy, B&C, Bakersfield Int'l, Barclay, Bethlehem, Blue Note, Canadian Music, Carla, Carnaby, Commonwealth United, Crescendo, Crewe, Dial, Dollie, Dot, Double Shot, Drew, Durium, Elite Special, Emerald, Enterprise, Eurovox, Evolution, Festival Int'l, GRT, Imperial, International Artists, Island, Jad, Jetstar, Jewel, Karen, Kimberley, King (Japan), LHI, Lantern, Laurie, Liberty/UA, Magic Touch, Metromedia, Minaret, Minit, Mr. G, Mojo, Monument, Negram-Delta, Pacific Jazz, Page One, Paramount/Dot, Paula, Peanut Country, Penny Farthing, Project 3, Providence, Rak, Ranwood, Rising Sons, Riviera, Ronn, Royal American, Rust, SSS Int'l, Scepter, Shaftsbury Music, Shelby Singleton, Socko, Solid State, Soul City, Sound Stage 7, Spark, Spartan, Stax, Steady, Steed, Stereo Dimension, Sun, Sunset, T&L, Talespinner, Tambourine, Tangerine, Tarantula, Target, Tonsil, 20th Century-Fox, United Artists, Veep, Viva, Vogue, Volt, Vortex, Wallis Original, Wand, White Whale, Whiz, World Pacific.

Havoc, see Southern.

June Prod'ns of Australia Pty. Ltd., 8 Francis St., Heathmont, Vic. 3135. Tel: 699-1844, 870-5677. Pres. & Gen. Mgr.: Ron Tudor.

Label: Fable.

Marvel, 187 a Beckett St., Melbourne, Vic. 3000. Tel: 329-7255. Cable: DUALSCALE. Dir.: E. A. White; Mng. Dir.: Ron Gillespie.

Minstrel, 467 Parramatta Rd., Leichardt, N.S.W. Tel: 56-4383. Mgr.: A. D'Ambr.

**Int'l labels represented:** Combo, Phonotype, Carosello, Clan.

Phonogram, 200 Goulburn St., Sydney, N.S.W. Tel: 211-1577. Mgr.: Paul Turner.

**Int'l labels represented:** Ariola, Buddah, Carusel, Deutsche Grammophon, Fontana, Kama Sutra, MGM, Mercury, Philips, Polydor, Riverside, Tetragrammaton, Verve, Zodiac.

R C A, 11 Kharitoun Rd., North Ryde, Sydney, N.S.W. Tel: 88-5444. Mng. Dir.: W. J. Walsh.

**Int'l labels represented:** RCA, Camden, RCA Victrola, Bluebird, Colgems, Chart.

**Cartridge 8-track, cassette & open reel:** RCA, Camden.

Rebel, see Revolution.

Revolution Sound Studios Pty. Ltd., 42-44 Latrobe St., Melbourne, Vic. 3000. Tel: 662-2600. Mng. Dir.: Peter Goodman; Sales Mgr.: Sid Goodman.  
 Label: Rebel.

**Int'l labels represented:** EMI, London.

Southern Recs. (div. of Philipps Southern Trading Pty. Ltd.), 202-204 Flinders Ln., Melbourne, Vic. 3000. Tel: 63-2549. Cable: PHILTRAD. Mng. Dir.: D. M. Allen; Pop A&R & Sales Mgr.: R. de Gruchy.

Label: Havoc.

**Int'l labels represented:** Allen Recs. (USA), Amadeo (Austria), Bazooka (USA), Wahoo (USA).

Star Rec. Co., 399 Chapel St., South Yarra, Vic.

Sweet Peach Prod'ns Pty. Ltd., 79 Manning Rd., Double Bay, N.S.W. 2028. Tel: 36-1519. Pres. & Gen. Mgr.: P. C. Coleman; Sales Mgr.: D. Whitburn.

Label: Sweet Peach.

**Int'l rep:** USA (MCA Int'l).

W & G, 185/7 a Beckett St., Melbourne, Vic. Tel: 329-7255. Mng. Dir.: E. A. White.

**Int'l labels represented:** Ambassador, Artone, Banff, Carisch, Chapel, Everest, Fraternity, Gaiety, Gem, In, Jaguar, Jerden, Marvel, Melbourne, Mozart, Prima, Quality, Rampart, Robert Stone Assocs., Rodeo, Swaggie, TCF-Hall, Festival, Palette, Folklore, Sorrisso, Republic, Ember, Starday.

World of Sound Studios, 268 Rocky Point Rd., Ramsgate, N.S.W. 2217. Tel: 529-6980. Pres. & Gen. Mgr.: Martin Erdman.

Label: Du Monde.

## independent record producers

Johnny Devlin, 6 Finch Ave., East Ryde, Sydney, N.S.W. Tel: 88-5364.

Goodman Independent Rec. Prod'ns, 42-44 Latrobe St., Melbourne, Vic. 3000. Tel: 662-2600. Mng. Dir.: Peter Goodman.

Label credit: Festival.

June Prod'ns of Australia Pty. Ltd., 8 Francis St., Heathmont, Vic. 3135. Tel: 699-1844, 870-5677. Pres. & Gen. Mgr.: Ron Tudor.

Syd McDonagh, PO Box 15, Roseberry, N.S.W.

United Sound Studios Pty. Ltd., 21 Pier St., Sydney, N.S.W. 2000. Tel: 26-1381. Pres. & Sales Mgr.: R. Purvis; Gen. Mgr.: M. Wilmore.

Label credits: Phonogram, RCA, MCA, Sweet Peach.

## music publishers

A J S, c/o J. Belfer, T&G Bldg., 205 Elizabeth St., Sydney, N.S.W.

Affiliate: Festival.

J. Albert & Son, 137 King St., Sydney, N.S.W. Tel: 28-2141. Mng. Dir.: A. F. Albert.

**Int'l firm represented:** 20th Century Music (USA).

**Int'l rep:** Germany (Leuckart).

Allans, 276 Collins St., Melbourne, Vic.

**Int'l firm represented:** AMP (USA).

**Int'l rep:** Germany (Leuckart).

Angle Music, 42-44 Latrobe St., Melbourne, Vic. 3000. Tel: 662-2600. Mng. Dir.: Peter Goodman.

Affiliate: Goodman Control.

**Int'l firms represented:** Lewis Young, Girp, Jardin.

**Int'l rep:** UK (David McKay through EMI).

Apollo, Astor House, 121 Sturt St., South Melbourne, Vic. Mgr.: Neville Smith.

April, c/o Australian Rec., 11-19 Hargrave St., East Sydney, N.S.W. Tel: 31-4111. Contact: Peter Lewis.

Belinda, 381 Pitt St., Sydney, N.S.W. Tel: 26-1631.

Prof. Mgr.: Gus McNeil.

Boosey & Hawkes, 250 Pitt St., Sydney, N.S.W. Mgr.: Mr. Harrison.

Castle, 381 Pitt St., Sydney, N.S.W. Mgr.: Frank Donleavy.

Cellar Music Co. Pty. Ltd. (APRA), 617 Canterbury Rd., Belmore, N.S.W. 2192. Tel: 26-1631.

Chm. & Gen. Mgr.: Gus McNeil.

Chappell, 68-70 Clarence St., Sydney, N.S.W. Tel: 29-4681. Cable: SYMPHONY. Mgr.: W. B. Ahrens.

Home office: USA.

Cricket, see Leeds.

Crown Music Publ'g Pty. Ltd., see Festival Music.

Du Monde (APRA), 26B Rocky Point Rd., Ramsgate, N.S.W. 2217. Tel: 529-6980. Pres. & Gen. Mgr.: Martin Erdman.

**Int'l rep:** AJS.

Essex Music of Australia Pty. Ltd., King York House, 32-34 York St., Sydney, N.S.W. Tel: 29-8595.

Mng. Dir.: Barry Kimberley.

Home office: UK.

**Int'l firms represented:** TRO (USA), Russell-Cason Music (USA).

Festival Music Pty. Ltd., PO Box 16, 63-79 Miller St., Pyrmont, Sydney, N.S.W. 2009. Tel: 660-4022. Gen. Mgr.: Phil Matthews.

Affiliates: Crown Music Publ'g Pty. Ltd., A. Schroeder Music Pty. Ltd., Tu-Con Music Pty. Ltd., AJS.

This company represents: Asa, Berna, Big Shot, Blue Horizon, Cornerstone, Dakar/BRC, Dobo, Fresco, Harbok, Jalynne, Joachim, Buddy Knox, Metric, Post, Shelby Singleton, Simon/Jackson, Trace-Bob, Travis, Unart, United Artists Inc., United Artists Ltd., West Coast.

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 Jaspur-Woomera (APRA), see Woomera.  
 Joye, c/o ATA, 96 Glebe Rd., Glebe, Sydney, N.S.W.  
 July Music (APRA), 8 Francis St., Heathmont, Vic. 3135. Tel: 699-1844, 870-5677. Pres. & Gen. Mgr.: Ron Tudor.  
 Kangaroo, see Leeds.  
 Leeds Music Pty. Ltd., GPO Box 4917, Poplar & Pelican Sts., Sydney, N.S.W. Cable: LEEDSMUSIC. Mng. Dir.: Jack H. Argent.  
**Home office:** USA (MCA).  
**Affiliates:** Cricket, Kangaroo, Maxana, Pincus-Gil, Screen Gems/Columbia, Spoope, Tangerine, Victoria.  
 Maxana, see Leeds.  
 Edwin H. Morris Co. Ltd., GPO Box 1486, Sydney, N.S.W. Tel: 29-4681.  
**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.  
 Palace Music Pty. Ltd., 381 Pitt St., Sydney, N.S.W. Tel: 26-1631. Mgr.: J. Nice.  
**Int'l reps.:** Austria (Burlington in Germany), Benelux (Palace in Netherlands), Canada (Burlington, Felsted), France & French Union (Palace), Germany (Burlington), Italy (Palace), Orient (Burlington-Palace in Hong Kong), Scandinavia (Palace in Sweden), South Africa (Burlington), UK (Burlington-Palace), USA (Burlington, Felsted).  
 Peer Int'l, see Southern.  
 Pincus-Gil, see Leeds.  
 G. Ricordi, 164 Pitt St., Sydney, N.S.W. Mgr.: D. A. James.  
 Sandy, 27 O'Connell St., Suite 533, Sydney, N.S.W.  
 A. Schroeder, see Festival.  
 Screen Gems/Columbia Pty. Ltd., Universal House, Pelican St., Sydney, N.S.W.  
**Home office:** USA.  
**Affiliate:** 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, World Music.  
 Spanka, 185 a Beckett St., Melbourne, Vic. Mgr.: C. C. Bruce.  
 Spoope, see Leeds.  
 Star Rec. Co., 399 Chapel St., South Yarra, Vic.  
**Int'l rep.:** Greece (General Publ'g Co.).

Sydney Tree, King York House, 32 York St., Sydney, N.S.W. Gen. Mgr.: Barry Kimberley.  
**Home office:** USA (Tree).  
 T M, 403-411 George St., Sydney, N.S.W.  
 Tangerine, see Leeds.  
 Target Music (APRA), 79 Manning Rd., Double Bay, N.S.W. 2028. Tel: 36-1519. Pres. & Gen. Mgr.: P. C. Coleman.  
**Int'l rep.:** Worldwide (Leeds).  
 Tree, see Sydney Tree.  
 Tu-Con Music Pty. Ltd., Universal House, Pelican St., Sydney, N.S.W.  
**Affiliate:** Festival Music.  
**Int'l firms represented:** United Artists Music Group (USA).  
 Victoria, see Leeds.  
 Wallaby Music Pty. Ltd., GPO Box 1486, 68-70 Clarence St., Sydney, N.S.W.  
**Int'l firm represented:** Shapiro, Bernstein (USA).  
 Woomera (APRA), 185/7 a Beckett St., Melbourne, Vic. Tel: 329-7255. Mgr.: C. C. Bruce.  
**Int'l branches:** Canada, Germany, USA (Jasper).  
**Affiliate:** Jasper-Woomera.  
**Int'l firm represented:** Lowery (USA).  
 World Music, see Southern.

Scala Rec., Alderson Bldg., 504 Pacific Hwy., St. Leonards, N.S.W. Tel: 43-0243. Dir.: G. Polar.

## services

### ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Association of Australian Rec. Mfrs. (AARM), 103 Oxford St., Sydney, N.S.W.  
 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.

### DESIGN & ARTWORK

Sweet Peach Prod'ns Pty. Ltd., 79 Manning Rd., Double Bay, N.S.W. 2028. Tel: 36-1519. Pres. & Gen. Mgr.: P. C. Coleman.

### DIRECT MAIL SERVICE

Revolution Sound Studios Pty. Ltd., 42-44 Latrobe St., Melbourne, Vic. 3000. Tel: 662-2600. Mng. Dir.: Peter Goodman; Sales Mgr.: Sid Goodman.

### LICENSING ORGANIZATIONS, MUSIC

Australasian Performing Rights Ass'n (APRA), GPO Box 4007, 66 Pitt St., Sydney, N.S.W.  
 D. Davis & Co. Pty. Ltd., PO Box 513J, Melbourne C.I., Vic.  
 J. McFadden, 67 York St., Sydney, N.S.W.

### PLATING & PROCESSING PLANT

Nylex Corp. Ltd., General Prods. Div., PO Box 113, Fairfield, N.S.W. 2165.

### PRESSING PLANTS

A R C, 11-19 Hargrave St., East Sydney, N.S.W.  
 Astor Electronic, Astor House, 161 Sturt St., South Melbourne, Vic.  
 Australian Rec., 11-19 Hargrave St., East Sydney, N.S.W.  
 E M I, 301 Castlereagh St., Sydney, N.S.W.  
 Festival Recs., 63 Miller St., Pyrmont, N.S.W.  
 Peter Mann, 3 Estella St., Melbourne, S.E. 6, Vic.  
 R C A, 11 Khartoum Rd., North Ryde, N.S.W.  
 W & G Recs. Processing, 187 a Beckett St., Melbourne, Vic.

### PROMOTION & PUBLICITY

Revolution Sound Studios Pty. Ltd., 42-44 Latrobe St., Melbourne, Vic. 3000. Tel: 662-2600. Mng. Dir.: Peter Goodman; Sales Mgr.: Sid Goodman.

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## record wholesalers

### DISTRIBUTORS

Australian Rec., 11-19 Hargrave St., East Sydney, N.S.W.  
 Carinia, Daking House, Bawson Pl., Sydney, N.S.W.  
 Julius Cohn, 31 Giles St., Adelaide, S.A.  
 Delron Recs. Pty. Ltd., 10-14 W. Parade, West Ryde, N.S.W. Tel: 80-31-93. Pres.: Brian Flaherty.  
 Labels: Dewdrop, Casino, Cascade, Vee Jay, Modein, Rickatik, Solid Gold.  
 Peter Mann Rec'gs, 294 Little Collins St., York House Basement, Melbourne, Vic.  
**Label:** Connoisseur.  
 Michaelis, Hallenstein & Co., 150 Buckhurst St., South Melbourne, Vic.  
**Branches:** Hobart, Tasmania, 118-124 Bathurst St.—Launceston, Tasmania, 143 Wellington St. Minstrel, 467 Parramatta Rd., Leichardt, Sydney, N.S.W.  
 Musical Whsle. Supplies, 416 George St., Sydney, N.S.W.  
 Supreme Prod'ns (SEA), PO Box 216, Broadway, Brisbane, Queensland.

### IMPORTERS/EXPORTERS

Allen, 276 Collins St., Melbourne, Vic.  
 Delron Recs. Pty. Ltd., 10-14 W. Parade, West Ryde, N.S.W. Tel: 80-3193. Pres.: Brian Flaherty.  
 Edels, 88 King St., Sydney, N.S.W.

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Sweet Peach Prod'n's Pty. Ltd., 79 Manning Rd., Double Bay, N.S.W. 2028. Tel: 36-1519. Pres. & Gen. Mgr.: P. C. Coleman; Sales Mgr.: D. Whitburn.  
World of Sound, 268 Rocky Point Rd., Ramsgate, N.S.W. 2217. Tel: 529-6980. Pres. & Gen. Mgr.: Martin Erdman.

**RECORDING STUDIOS**

A T A, 96 Glebe Rd., Glebe, Sydney, N.S.W.  
Amalgamated Wireless, 167 Queen St., Melbourne, Vic.  
Branch: Sydney, N.S.W., 47 York St.  
Australian, 63-79 Miller St., Pyrmont, N.S.W.  
Martin Clark, 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.  
Harmony House, 177 George St., Sydney, N.S.W.  
Revolution Sound Studios Pty. Ltd., 42-44 Latrobe St., Melbourne, Vic. 3000. Tel: 662-2600. Mng. Dir.: Peter Goodman; Sales Mgr.: Sid Goodman.  
Sweet Peach, 79 Manning Rd., Double Bay, N.S.W.  
United Sound Studios Pty. Ltd., 21 Pier St., Sydney, N.S.W. 2000. Tel: 26-1381. Pres. & Gen. Mgr.: R. Purvis.  
W & G, 187 a Beckett St., Melbourne, Vic.  
World of Sound Studios, 268 Rocky Point Rd., Ramsgate, N.S.W. 2217. Tel: 529-6980. Pres. & Gen. Mgr.: Martin Erdman.

**SHIPPING SERVICES**

Revolution Sound Studios Pty. Ltd., 42-44 Latrobe St., Melbourne, Vic. 3000. Tel: 662-2600. Mng. Dir.: Peter Goodman.  
United Sound Studios Pty. Ltd., 21 Pier St., Sydney, N.S.W. 2000. Tel: 26-1381. Pres. & Sales Mgr.: R. Purvis; Gen. Mgr.: M. Wilmore.

**TAPE CUSTOM DUPLICATOR**

United Sound Studios Pty. Ltd., 21 Pier St., Sydney, N.S.W. 2000. Tel: 26-1381. Pres. & Sales Mgr.: R. Purvis; Gen. Mgr.: M. Wilmore.

**AUSTRIA**

**RECORDS:**

Records sold domestically: LP's 1969-1,137,524 units, \$6,821,144; 1968-1,128,634 units, \$6,771,804. EP's 1969-212,369 units, \$467,212; 1968-337,214 units, \$741,870. Singles 1969-2,236,630 units, \$3,131,282; 1968-2,107,298 units, \$2,950,217.  
Records imported from USA (factory value): 1969-\$82,440; 1968-\$145,001.  
Records imported from countries other than USA (factory value): 1969-\$2,367,080; 1968-\$2,045,320.  
Records exported to USA (factory value): 1969-\$17,920; 1968-\$5,080.  
Records exported to countries other than USA (factory value): 1969-\$1,742,800; 1968-\$989,600.  
Average retail price per record: 12" LP's-\$6; 10" LP's-\$4; EP's-\$2.20; Singles-\$1.40.  
Stereo sales: 97% of total.  
Record club sales: 13% of total.  
Discounting: Rare.

Type of distribution: Manufacturer-to-wholesaler-to-retailer system is beginning to be replaced by manufacturer-to-retailer system. Rack jobbers and one stops virtually nonexistent.

Type of promotion: Austrian TV & broadcasting system is main source, followed by newspapers and fan clubs.

Jukeboxes: 12,000.

**TAPE:**

Market: Philips and Polydor lead in sales of musicassettes and stereo open reels. Last year the sale of musicassettes increased over 50%. The sales of 8-track cartridges were not as successful, a fact which is attributed to the high cost of the playback equipment.

Average retail price per tape: Cartridge 8-track-\$11.60; cassette-(LP's)\$7.00, (EP's)\$2.60; open reel-\$7.40.

Type of distribution: The manufacturer-to-retailer system is beginning to replace the manufacturer-to-wholesaler-to-retailer system.

Type of promotion: Promotion is limited to catalogs and posters in record shops.

IMPORT/EXPORT REGULATIONS: Imports from EFTA (European Free Trade Ass'n) countries are taxed approximately 13% and those from EWG (European Common Market) countries 16.2% plus 13% federal tax.

Manfred Schreiber.

**● record manufacturers importers/distributors**

Accordia, see CBS.  
Amadeo Osterreichische Schallplatten AG, Untere Donaustr. 17 Vienna. Tel: 24-35-98. Pres. & Gen. Mgr.: Stephan V. Friedberg; Sales Mgr.: Peter Winkler.

Labels: Amadeo, Amanda, Amphora, Quodlibet. Casette: (Owned) Amadeo; (represented) Barclay (France), Ricordi (Italy).  
Int'l labels represented: Aico (USA), Atlantic (USA), Barclay (France), Christophorus (Germany), Elektra (USA), Fonit-Cetra (Italy), MCA (USA), Metronome (Denmark), Palette (Belgium), Qualiton (Hungary), Ricordi (Italy), Ri-Fi (Italy), Transatlantic (UK).  
Int'l reps.: Belgium (Inelco), Denmark (Metronome), Finland (Finnlevy), France (CED), Germany (Phonogram), Italy (Ricordi), Japan (Nippon Columbia), Netherlands (Inelco), Norway (Norsk Phonogram), Spain (Hispavox), Sweden (Philips Sonora), Switzerland (Phonag), USA (Apon).

Amanda, see Amadeo.

Amphora, see Amadeo.

Archiv, see Polydor.

Johann Arietti, Kirchengasse 15, 1070 Vienna. Tel: 93-42-55. (Distributor).

Ariola Schallplatten GmbH, Meidlinger Hauptstr. 63, 1120 Vienna. Tel: 83-65-45. Pres.: Egmont Luftner; Gen. Mgr.: Erhart Dressler.

Home office: Germany, Ariola-Eurodisc.  
Labels: Ariola, Eurodisc, Baccarola, Hansa, Melodia, Melodia-Auslese.  
Cassette: (Owned) Ariola (Germany), Eurodisc (Germany); (represented) Golden Guinea (UK), Hansa (Germany), Imperial (USA), Liberty (USA), Melodia (USSR), Pacific Jazz (USA), Piccadilly (USA), Pye (UK), Stax (USA), Volt (USA), World Pacific (USA).  
Int'l labels represented: Blue Note (USA), Ember (UK), Golden Guinea (UK), Harmonia Mundi (Germany), Imperial (USA), Liberty/UA (USA), Major Minor (UK), Marble Arch (UK), Minit (USA), Pacific Jazz (USA), Piccadilly (USA), President (UK), Pye (UK), Sunset (USA), World Pacific (USA).

Int'l labels represented: Blue Note (USA), Ember (UK), Golden Guinea (UK), Harmonia Mundi (Germany), Imperial (USA), Liberty/UA (USA), Major Minor (UK), Marble Arch (UK), Minit (USA), Pacific Jazz (USA), Piccadilly (USA), President (UK), Pye (UK), Sunset (USA), World Pacific (USA).

Baccarola, see Ariola.

A. Burkl oHG Schallplatten Gross & Einzelhandel, Reissnerstr. 32, 1030 Vienna. Tel: 72-14-59. Owners: Wilhelm Burkl, Hertha Schafer; Gen. Mgr.: Hermann Schafer. (Distributor).

C B S Schallplatten GmbH, Stubenring 6, 1010 Vienna. Tel: 52-31-31. Mgr.: Jaroslav Sevcik.  
Labels: (Owned) CBS, Direction, Epic, Harmony, Odyssey, Realm Jazz; (distributed) Accordia, VRC.

Cartridge 8-track: CBS (USA).  
Cassette: CBS (UK, Germany).  
Int'l labels represented: Arion (Netherlands), Artone (Netherlands), Beacon (UK), Bell (USA), Blue Horizon (UK), CGD (Italy), Dot (USA), Hallmark (USA), Mala (USA), Movietone (USA), NEMS (UK), Request (USA), 20th Century-Fox (USA), Vee Jay (USA).  
Int'l reps.: Worldwide (CBS).

Centrocord GmbH, c/o Amadeo AG, Untere Donaustr. 17, 1020 Vienna. Tel: 24-35-98. Gen. Mgr.: Stephan v. Friedberg; Mgr.: Picco Pacher.  
Labels: (Owned) Centrocord, (distributed) Wien Melodie.

Cassette: (Represented) Durium (Italy), Elite Special (Switzerland), Intercord (Germany), MPS (Germany), Musica (Germany), Tempo (Germany).  
Open reel: (Represented) MPS (Germany).  
Int'l labels represented: Bellaphon (Germany), Deutsche Opp (Germany), Durium (Italy), Elite Special (Switzerland), Intercord (Germany), Popular (Germany), Saar (Italy), Tempo (Germany), Tudor (Germany), Vogue (Germany), Vogue & labels licensed by Vogue (France).  
Int'l reps.: See Amadeo.

Columbia Graphophon GmbH, Fuehrichgasse 2, 1015 Vienna. Tel: (0222) 52-36-75, 52-77-45. Cable: COLPHO. Telex: 1399. Mng. Dir.: Frank W. Beh; Sales Mgr.: A&R, Pub., Adv. & Promo.: Dr. Erich Firon.

Branches: A-5020 Salzburg, Sigmundspl. 2. Tel: (06222) 83-215. Mgr.: Edmond Pichler-A-1015 Vienna, Kaerntnerstr. 30. Tel: 52-45-64. Mgr.: Karl Pfeiffer.

Cartridge 8-track: (Represented) Apple (UK), Capitol (USA), Columbia (UK), Electrola (Germany), Hor Zu (Germany), Pickwick (USA), Regal (UK), Studio Two (UK).  
Cassette: (Represented) Apple (UK), Capitol (UK), Columbia (UK, Germany), Electrola (Germany), Hor Zu (Germany), Odeon (Germany), Pathe (France).

Int'l labels represented: ABC, Acta, Angel, Apple, A Voz do Dono, Black Pearl, Bluesway, Blue Thumb, Brotherphone, Buena Vista, Cairophone, Capitol, Cap-Lafino, Carisch, Carnaby, Center, Codiscos, Colossal, Columbia, Command, Corner, Crazy Horse, Dacapo, Design, Discos Torre, Disneyland, Disque Markal, Dot, Dunhill, Electrola, Encore, Enterprise, Equinox, Erato, Everest, Fame, Gloria, Grand Award, HMV, Hamilton, Hana Ho, Harvest, Hip, Hobbit, Hor Zu, Hot Biscuit, Immediate, Impulse, Instant, Isarton, Jugoton, Kanwic, King Crimson (EG Recs.), La Voix de son Maitre, La Voz de su Amo, La Voce del Padrone, MPS, Minaret, Monitor, Music Guild, Musica Sacra, Music Minus One, Odeon, Olympus, 1-2-3, Palestine Orient, Panther, Paramount, Parlophone, Pathe, Pickwick, Plantation, Prestige, Probe, Regal, Regal-Starline, Revolution, Saba, SSS Int'l, Senate, Seraphim, Sidewalk, Stax, Steed, Straight, Tamla/Motown (Tamla, Motown, Soul, Gordy, VIP, Rare Earth, Workshop), Tangerine, Top Five, Topic, Toshiba, Tower, Trianon, Unicorn,

Uptown, Volksplate, Volt, We Make Rock 'n' Roll Music, Westminster, Whitehall.  
Int'l reps.: Worldwide (EMI).

Court Opera, see Preiserecords.  
D G G, see Polydor.  
Deutsche Grammophon, see Polydor.  
Direction, see CBS.  
Documentary Series, see Euroton.  
Epic, see CBS.  
Eurodisc, see Ariola.  
Europa, see Euroton.  
Euroton Austria GmbH, Erdbergstr. 35, Vienna 3. Tel: (0222) 73-11-71. Pres.: Benedikt Karban; Sales Mgr.: Gerhard Hoke.  
Labels: Documentary Series, Europa, Musidisc, Olympia, Pioneer, Primaphon, Rex Royal, Savoy, Somerset, Stereo Fidelity.

Hansa, see Ariola.  
Harmony, see CBS.  
Heliodor, see Polydor.  
Kabarett aus Wien, see Preiserecords.  
Karussell, see Polydor.  
Karussell Extra, see Polydor.  
Kuckuck, see Polydor.  
Lebendiges Wort, see Preiserecords.  
Lebendige Vergangenheit, see Preiserecords.  
Literarisches Archiv, see Polydor.  
Melodia, see Ariola.  
Melodia-Auslese, see Ariola.  
Migo Schallplatten, Fuchshallergrasse 11, 1090 Vienna 9. Tel: 34-24-42. Contact: Rudolph Matiasovics.  
Int'l label represented: Disco-Antistaticum.

Musica Schallplatten Vertrieb GmbH, Neustiftgasse 3, Vienna. Tel: (0222) 93-65-48. Gen. Mgr.: Rudolf Friedmann.

Labels: (Represented) Coral (USA), Hor Zu (Germany), London (UK), Monument (USA), RCA (USA), Reprise (USA), Warner Bros. (USA).  
Int'l labels represented: Decca (UK), Deram (UK), London (USA), Monument (USA), RCA (USA), Reprise (USA), Telefunken (Germany), Warner Bros. (USA).

Musidisc Schallplatten, PO Box 1031, 213 Stuerw. 35, A-1020 Vienna. Tel: 24-34-01. Gen. Mgr.: Erich Moser.

Label: Musidisc (distributed by Euroton).  
Int'l labels represented: Eurosound, Falcon, Florett, Golden Sound, Primaphon, Topas.

Odyssey, see CBS.

Olympia, see Euroton.  
Pionier, see Euroton.

Polydor Schallplatten GmbH, Mariahilfer-Gurtel 32, A-1060 Vienna. Tel: 57-65-55. Gen. Mgr.: Gerhard Gebhardt; Sales Mgr.: Erich Turan; Label Mgr.: Wolfgang Putsch.  
Home office: Germany.  
Labels: (Owned) Archiv, DGG (Deutsche Grammophon), Heliodor, Karussell, Karussell Extra, Literarisches Archiv, Polydor, Polydor Int'l; (distributed) Kuckuck, Tip.  
Cassette: DGG (Deutsche Grammophon), Polydor.  
Int'l labels represented: Buddha, Chess, Kama Sutra, MGM, Riverside, Verve (USA); Ricordi (Italy); Storyville (Sweden).

Preiserecords, Fischerstiege 9/4, A-1010 Vienna. Tel: 63-62-28, 63-18-53. Pres. & Gen. Mgr.: Otto G. Preiser; A&R & Int'l: Jurgen Schmidt; Sales Mgr.: Max Werther.  
Labels: Preiserecords (Kabarett aus Wien, Lebendiges Wort), Court Opera, Lebendige Vergangenheit.  
Int'l labels represented: Saga (UK), Turnabout (USA), Vox (USA).  
Int'l reps.: Germany (Electrola), Japan (Nippon Columbia), Switzerland (Jecklin).

Primaphon, see Euroton.

Quodlibet, see Amadeo.

Realm Jazz, see CBS.

Rex Royal, see Euroton.

Savoy, see Euroton.

Somerset, see Euroton.

Stereo Fidelity, see Euroton.

Tip, see Polydor.

V R C, see CBS.

Wien Melodie, see Music Publisher: Wien Melodie. (Distributed by Centrocord).

**● independent record producer**

Symphony Tone Prod'n's, Lothringerstr. 20, Vienna 3. Tel: 57-54-82. Cable: IMROSA. Pres.: Imre Rozsa; Sales Mgr.: Vera Falcus Scharwenka.  
Int'l branch: Switzerland.

**● music publishers**

Aberbach-Wien, see Hermann Schneider.  
Admira, see Hermann Schneider.  
Arena, see Hermann Schneider.  
Austro-Gerig, see Josef Hochmuth & Weltmusik Ed. Int'l.  
Bosworth & Co. Ltd. GmbH, Dr. Karl Lueger Platz 2, 1010 Vienna. Tel: 52-81-40. Contact: Ernst Schwager.  
Int'l branches: Germany, UK.  
Ludwig Doblinger, Dorotheergasse 10, 1010 Vienna. Tel: 52-35-04. Cable: MUSICDOB. Gen. Mgr.: Christian Wolf.  
Int'l firm represented: AMP (USA).  
Int'l rep.: USA (AMP).  
Josef Doerr, Wiedner-Hauptstr. 152, 1050 Vienna. Tel: 57-89-715. Gen. Mgr.: Josef Doerr.



Eberle, see Josef Hochmuth & Weltmusik Ed. Int'l. Gloria, see Hermann Schneider.

Josef Hochmuth Music Publ'g, PO Box 73, Seiler-gasse 12, 1015 Vienna 1. Tel: (0222) 52-27-51, 52-80-785. Cable: WELTMUSIK. Mng. Dir.: Josef Hochmuth.

**Affiliates:** Austro-Gerig, Eberle, Metron, Weltmusik Ed. Int'l, Wiener Boheme.

Jenisch (Musikverlag), Alberichgasse 8/9, A-1150 Vienna. Tel: 92-32-62, 92-56-50. Gen. Mgr.: Edwin H. Jenisch.

Jonny, see Hermann Schneider.

Jungbrunnen, Rauensteingasse 5, A-1011 Vienna. Tel: 52-12-99. Gen. Mgr.: Hans Matzenauer.

Johann Kliment, Kolinergasse 15, 1090 Vienna. Tel: 34-51-47. Gen. Mgr.: Johann Kliment.

Ludwig Krenn, Reindorfasse 42, A-1150 Vienna. Tel: 83-99-474.

Georg Marlon Verlag & Wiener Verlagsgesellschaft GmbH, Johannesgasse 12/4, 1010 Vienna. Tel: 52-32-84. Gen. Mgr.: Thomas Sessler. Int'l reps.: Germany (Apollo, Melodie der Welt, Ed. Modern, Rex), Switzerland (Zurich).

Mayrische Buchhandlung Otto Neugebauer, Theater-gasse, A-5020 Salzburg. Tel: (06222) 73-5-96. Pres. & Gen. Mgr.: Gerhard Neugebauer.

Metron, see Josef Hochmuth & Weltmusik Ed. Int'l. Oesterreichischer Bundesverlag, Schwarzenbergstr. 5, Vienna 1.

**Int'l rep.:** USA (AMP).

Papageno, Linke Wienzeile 6, 1060 Vienna. Gen. Mgrs.: Dr. Michael Muller-Blattau, Johann Michel, Gottfried Indra.

**Branch:** Vienna, Mahlerstr. 11. Tel: 52-16-68. Int'l reps.: Germany (Musik & Buehne), UK (Josef Weinberger).

Adolf Robitschek, Graben 14, A-1011 Vienna. Tel: 52-32-89. Contact: Karl Robitschek.

**Int'l branch:** Germany.

Rubato, Hollandstr. 1811, 1020 Vienna. Tel: 35-46-42.

**Contacts:** Gretl Hruves, Ludwig Babinski. **Int'l firms represented:** Apex (UK), Asu (Germany), Atlantic (Netherlands), Barbey (Belgium), Basart (Netherlands), Bennefeld (Germany), Bestgen (Switzerland), Biedermann (Germany), Brinker (Germany), Capriccio (Germany), Cortina (Germany), Crescendo (Germany), Del Mondo (Spain), Drei Ringe (Germany), Erdo (Germany), Finale (Germany), Fonogram (Belgium), Fuhrmann (Germany), Galiko (USA), Gong (Italy), Grabau (Germany), Harth (Germany), Hoeh (Germany), Hohner (Germany), Insellon (Germany), A. Kalina (Germany), Knoechel (Germany), Komet (Germany), J. Litscher (Switzerland), E. Lunden (Sweden), Melodie der Welt (Germany), Meteor (Germany), Metro (Netherlands), Muller & Glogger (Germany), F. Munoz (Spain), Orkana (Germany), Ed. Passe Parout (Belgium), Pera (Germany), Radio Record (Italy), The Rambolt/Los Gatos (USA), Rene Albee (USA), Richter (Germany), Royal (Germany), Seith (Germany), Soto (Germany), Sowa (Germany), Stani (Czechoslovakia), Stuttgarter Musik (Germany), Testa (Germany), H. Theis (Germany), Wewerka (Germany), Zeidler (Germany), Zvonetic (Yugoslavia). **Int'l reps.:** All the above companies.

Hermann Schneider Musikalien & Bühnenverlags KG, PO Box 287, Gluckgasse 1, 1015 Vienna. Tel: 52-63-46.

**Affiliates:** Aberbach-Wien, Admira, Arena, Gloria, Jonny.

Solisten, c/o Otto Riedlmayer, Alserstr. 43, 1080 Vienna. Tel: 42-63-64. Owner: Frieda Riedlmayer.

**Int'l reps.:** Germany (Bosworth), Switzerland (Helbling).

Southern Music GmbH Wien, Seiler-gasse 12, 1015 Vienna 1. Tel: 52-27-51. Cable: SOUTHMUSIC. Mgr.: Josef Hochmuth.

**Home office:** USA. Johanna Stanberg (Musikhaus), Joanneumring 12, 8010 Graz. Tel: (03122) 72-2-48. Pres. & Gen. Mgr.: Johanna Stanberg.

Symphonia, Lothringerstr. 20, 1030 Vienna. Tel: 72-44-48. Gen. Mgr.: Prof. Herbert Wegricht.

United Artists Music Int'l, Mahlerstr. 11, 1015 Vienna. Tel: 52-16-68. Gen. Mgr.: Gottfried Indra.

Universal Edition, Karlsplatz 6, Vienna. Vamoe, 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. Mgr.: Johann Michel.

**Int'l firms represented:** Ascher (USA), Francis, Day & Hunter (Germany), Leonard (USA), Melodie der Welt (Germany), Ring Musik (Germany).

**Int'l reps.:** Germany (Melodie der Welt, Josef Weinberger).

Weltmusik Ed. Int'l, Seiler-gasse 12, 1015 Vienna 1. Tel: 52-27-51, 52-80-785. Owner & Mng. Dir.: Josef Hochmuth.

**Affiliates:** Austro-Gerig, Eberle, Josef Hochmuth Music Publ'g, Metron, Wiener Boheme. Wiener Arion, Schoenbrunnerstr. 124, 1050 Vienna. Tel: 57-54-92. Gen. Mgr.: Franz Christ.

Wiener Boheme, see Josef Hochmuth & Weltmusik Ed. Int'l.

Wien Melodie, Mahlerstr. 11, Vienna. Tel: 52-16-68. Gen. Mgr.: Johann Michel.

**Int'l firms represented:** April (Germany), Fanfare (Germany, UK), Sam Fox (USA).

**Int'l rep.:** Germany (Global Music).

## ● sheet music jobber

Metropress Josef Hochmuth, Hegergasse 21, 1030 Vienna 3. Tel: 73-37-45, 73-67-392. Owner & Mng. Dir.: Josef Hochmuth.

## ● services

### ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Austrian Society for Music (Osterreichische Gesellschaft fur Musik), Hanuschg. 3, 1010 Vienna 1. Tel: (0222) 52-42-99. Pres.: Dr. Harald Goertz.

European Jazz Federation, Schlossgasse 1/2, A-1050 Vienna. Tel: (0222) 65-78-31. Pres.: Lance Tschannen (Switzerland); Sec'y: Johann Fritz (Austria); Treas.: Don Aldridge (England).

Gesellschaft der Musikfreunde in Wien, Bosendorferstr. 12, A-1010 Vienna. Tel: 65-86-81. Cable: MUSIKVEREIN. Gen. Sec'y: Prof. Rudolf Gansjaeger. (Society of Friends of Music).

International Bruckner Society, Bosendorferstr. 12, Vienna.

International Music Center, Vienna Academy of Music, Lothringerstr. 18, Vienna. Pres.: Hans Sittner.

International Society for Contemporary Music, Karlsplatz 6, Vienna.

Mozart Society of Vienna, Bosendorferstr. 12, Vienna.

Musikergewerkschaft (Gewerkschaft fur Kunst & Freie Berufe), Maria Theresienstr. 11, 1090 Vienna.

Society of Authors, Composers & Music Publishers, Baumannstr. 8, Vienna.

### LICENSING ORGANIZATIONS, MUSIC

A K M (Staatlich Genehmigte Gesellschaft der Autoren, Komponisten & Musikverleger), Baumansstr. 8, Vienna III. VP: Josef Hochmuth. (Performing rights society).

Austro-Mechana, Baumannstr. 10, 1030 Vienna. Tel: 72-63-62. Dir.: Dr. Ploderer (Mechanical rights society).

Symphony Tone Prod'ns, Konzerthaus, Lothringerstr. 20, Vienna III. Tel: 57-54-82.

### LICENSOR, TAPE & RECORD

Symphony Tone Prod'ns, Konzerthaus, Lothringerstr. 20, Vienna III. Tel: 57-54-82.

### PRESSING PLANT

Oskar Czejia, Hammerschmidtg. 18, 1190 Vienna. Tel: 36-12-61/35-61.

### PRINTERS & LITHOGRAPHERS

Metropress Josef Hochmuth, Hegergasse 21, 1030 Vienna 3. Tel: 73-37-45, 73-67-392. Owner & Mng. Dir.: Josef Hochmuth.

### PROMOTION & PUBLICITY

Ariola, Meidlinger Hauptstr. 63, 1120 Vienna. Tel: 83-65-45. Pres.: Egmont Luftner; Gen. Mgr.: Erhart Dressler.

### RECORDING STUDIOS

Austrophon Studio GmbH, Konzerthaus, Lothringerstr. 20, Vienna. Tel: (0222) 72-44-01, 57-54-23. Owner: Gerhard & Helene Mendelson; Studio Mgr.: Johannes Gadera; Chief Eng.: Fritz Skrabal.

Polyhymnia, Linzerstr. 297, 1140 Vienna. Tel: 94-23-31. Studio Mgr.: Erwin Stattin; Chief Eng.: Josef Kamykowski.

Veritas GmbH, Singerstr. 26, Vienna. Tel: (0222) 52-12-81. Studio Mgr.: Ludwig Komenda.

### SHIPPING SERVICES

Ariola, Meidlinger Hauptstr. 63, 1120 Vienna. Tel: 83-65-45. Pres.: Egmont Luftner; Gen. Mgr.: Erhart Dressler.

### TAPE CUSTOM DUPLICATION

Austrophon GmbH, Lothringerstr. 20, A-1030 Vienna. Tel: (0222) 72-44-01. Gen. Mgr.: Gerhard Mendelson.

Musikproduktion Sued, Lothringerstr. 20, A-1030 Vienna. Tel: (0222) 72-44-01.

Polyhymnia, Linzerstr. 297, A-1140 Vienna. Tel: (0222) 94-23-31.

Symphonia (Wiener Symphoniker Tonaufnahme GmbH), Lothringerstr. 20, A-1030 Vienna. Tel: (0222) 72-44-48, 57-72-41. Gen. Mgr.: Prof. Herbert Wegricht.

Tonstudio, Kaerntnerstr. 51, A-1010 Vienna. Tel: (0222) 52-27-56. Gen. Mgr.: Ing. Leo Hauben-wallerner.

Veritas, Harrachstr. 5, A-4010 Linz. Tel: (7222) 24-5-76, 24-0-76, 20-5-15. Gen. Mgr.: Karl Gruber.

**Branch:** A-1010 Vienna, Singerstr. 26. Tel: (0222) 52-12-81. Mgr.: Ludwig Komenda.

## ● supplies

### RECORDING STUDIO EQUIPMENT MANUFACTURER

A K G (Akustische & Kino-Geräte) GmbH, Nobilgasse 50, 1150 Vienna. Tel: (0222) 92-16-47. Pres.: E. Pless, R. Gorjke; Gen. Mgr.: H. J. Schnabel; Sales Mgr.: F. Sippl; Sales Promo. Mgr.: Peter K. Bach. Chief product: Microphones & headphones.

## BAHAMAS

### RECORDS:

**Imports from USA** (records, blanks, pre-recorded tape): 1969—\$174,712; 1968—\$154,645.

**Records exported to USA (FOB):** 1968—\$34,303.

**Average retail price per record:** LPs—\$5.10; EPs—\$2.05; Singles—\$1.20.

**Stereo sales:** 50% of total.

**Discounting:** Rare.

**Type of distribution:** Manufacturer-to-wholesaler-to-retailer. There are several rack jobbers, primarily in department stores and electrical & radio shops.

**Type of promotions:** Primarily through government-controlled radio. Pirate radios non-existent. "The Young Bahamian" show leading promoter of popular music.

**IMPORT/EXPORT REGULATIONS:** 27½% import duty on goods from US; 17½% duty on goods from United Kingdom. Little exportation.

## ● record manufacturers importers/distributors

Bahama Recs., PO Box 942, George St., Nassau. Tel: 2-8055.

Besco, PO Box 6208, East St., Nassau. Tel: 2-2143, 2-4230, 2-8012.

**Branch:** Shirley St., Nassau.

John Bull, PO Box 737, Nassau. Tel: 2-2657.

Carter's Rec. & Juke Box Dist., PO Box 934, Shirley St., Nassau. Tel: 2-3626.

Forsythe's Radio Shop, PO Box 703, Nassau. Tel: 2-4904.

John S. George, Palmdale, Nassau. Tel: 2-8421; Freeport, Grand Bahama. Tel: 6049.

**Label:** Pye.

**Open reel:** Certron.

Island Music Dist., (IMD), PO Box 5432, Nassau. Tel: 2-8784, 21864. Cable: TROPICAL. Mgr.: Terry Nixon; Promo: Tom Jacobs.

**Branch:** Miami Springs, Fla., USA (see Miami Metro area).

**Labels:** Carib, Island Artists, Famo, Tropical, Westindy.

**Cartridge 8-track:** Carib, Island Artists.

Moxey's Electronics & Music, Wulf Rd., Nassau. Mgr.: Edmund Moxey.

Nimbus 9 (Bahamas) Ltd., PO Box 566, Freeport. Contact: George H. Martin.

**Home office:** Canada.

Penny Farthing, PO Box 5668, Nassau. Tel: 2-8986.

## BELGIUM

### RECORDS:

**Imports from USA** (records, blanks & pre-recorded tape): 1969—\$155,290; 1968—\$160,829.

**Records exported to USA:** 1969—1,050 units, \$2,175; 1968—3,595 units, \$3,206.

**Average retail price per record:** LP's—\$3-\$6.50; EP's—\$2; Singles—\$1.30.

**Stereo sales:** 5% of EP & Singles sales; 90-95% of LP sales.

**Record club sales:** 3% of total.

**Discounting:** Frequent.

**Type of distribution:** Manufacturer- or importer-to-retailer. Rack jobbing accounts for 20-25% of the market.

**Type of promotion:** Government broadcasting and newspaper criticism for both classical and pop music, fan magazines for pop, and some information bulletins for classical music are the major forms of promotion.

**Juke Boxes:** 33,000.

**TAPE:**

**Market:** The Philips musicassettes were being strongly promoted in this country as early as 1966. Sales began to boom in 1968 when other companies, such as EMI and DGG, joined the field. At the same time increased sales of playback equipment gave a further boost to the cassette market. Now practically all record companies offer cassettes and sales of all labels are believed to have reached some 200,000 units by the end of 1969. Four-track cartridges were never introduced in Belgium. Eight-track cartridges were pioneered by Inelco (RCA) in 1967, but really began selling in

*continued on page 268*

continued

1968 when 8-track playback equipment (mainly Voxson) became available, with sales developing rapidly in the automotive market. Eight-track cartridges probably sold some 25,000 units in 1969. Open reels were never sold in appreciable quantity due to high prices of tapes and playback equipment. Ampex has now set up duplicating facilities for both cassettes and cartridges and is offering custom duplication to all record companies. They also intend to sell their own repertoire through all possible channels during 1970, opening further the Belgian market for both cassettes and cartridges.

Pre-recorded tape imported from USA (factory value): 1968—6,000 units, \$15,000; 1967—1,900 units, \$5,000.

Pre-recorded tape imported from countries other than USA (factory value): 1968—120,000 units, \$720,000; 1967—60,000 units, \$360,000.

Average retail price per tape: Cartridge 8-track—\$8; cassette—\$6; open reel—\$10.

Type of distribution: Importer-to-retailer. In the case of cartridges, garages and auto accessories dealers are important.

IMPORT/EXPORT REGULATIONS: TVA (taxe a la valeur ajoutee), a tax on added value (ad valorem), will be introduced in 1971. This tax has been adopted throughout Common Market communities.

● record manufacturers

Alpha, see Leman & Gorle.  
Anvers Radio SA, 10 Place de l'Yser, Brussels 1. Tel: 18.74.00. Cable: ANRAD. Pres.: W. Goldschmidt; Sales Mgr.: Ph. Van den Borre. Label: (Distributed) Hebra.

Int'l labels represented: ABC (USA), Arion, (France), Audio Fidelity (USA), Bluesway (USA), Command (USA), Elite Special (Switzerland), Impulse (USA), Telefunken (Germany).

Arcade Recs., 310-312 Pierstr., Kontich. Tel: (03) 77.60.20, 77.65.11. Pres. & A&R: L. J. Van Rijmenant; VP: R. Witt; Gen. Mgr.: Jos Verbiest; Sales Mgr.: Tony Bloemen; Pub.: Jack Horckmans. Labels: Arcade, Ballroom, Dino, Promo.

Archiv, see Polydor.  
Archiv Literaire, see Polydor.  
Artone, see CBS-Artone.  
Ballroom, see Arcade.

Barclay SA, 31 Rue du Lombard, 1000 Brussels. Tel: (02) 11.81.93. Pres.: N. Tritz; Gen. Mgr.: V. Brai; Sales Mgr.: Mr. Van de Plas; Pub.: Michele Van Praet. Home office: France. Labels: Barclay, Riviera, Triangle.

Cartridge 8-track & cassette: Barclay, Classic, Riviera.  
Int'l labels represented: Ariola (Germany), Atco (USA), Atlantic (USA), BT Puppy (USA), BYG (France), Baccarola (Germany), Bang (USA), Barclay (France), Black & Blue (France), Buddah (USA), CMF (France), CNR (Netherlands), Canetti (France), Center (Germany), Chant du Monde (France), Chess-Checker-Cadet (USA), Classic (France), Cotillion (USA), Egg (France), Embryo (USA), Erato (France), Eurodisc (Germany), Excello (France), Fleche (France), GRT (USA), Gamma (France), Graal (France), Injection (Netherlands), Jagg (France), MPS (Germany), Magellan (France), Melodia (USSR), Meys (France), Monument (USA), Movietone (USA), Ocora (France), Prestige (USA), Princess (France), Project 3 (USA), Riviera (France), 20th Century-Fox (USA), Vortex (USA).

Basart Prod'ns, M. Lemonnierlaan, Brussels 1. Tel: (02) 12.50.34. Label: Basart.

Biram, Galerie du Centre, Bloc 3, Brussels. Tel: (02) 12.92.38. Pres.: Jean Kluger. (Distributed by Polygram).

Blue Elephant, see Fonior.  
Blue Jeans, see Brauer-Hebra.  
Brauer-Hebra Recs. (SprL), 30 Rue St-Christophe, Brussels. Tel: (02) 12.93.75. Pres. Mrs. H. Brauer; Gen. Mgr.: J. Darlier; Sales Mgr.: G. Houssa. Labels: Hebra (distributed by Anvers Radio), Blue Jeans, Costa Brava.

Int'l labels represented: Carisch (Italy), Folklore (Italy).

Int'l reps.: France (Disc' AZ), Germany (Deutsche Vogue), Lebanon (Melody), Netherlands (Dureco), Spain (Belter), Switzerland (Finsterwald & Antacuzene).

C B S-Artone Belgium SA-NV, 20-21 Blvd. Baudouin, 1000 Brussels. Tel: (02) 19.11.70, 18.64.00. Telex: 22642. Mng. Dir.: Pascal Robiefroid; Sales Mgr.: Raymond Blondel; Label Mgr.: Francis Devos; Promo. Mgrs.: Willie Delabastita, Leon Deneumostier. Labels: (Owned) Artone, CBS; (distributed) Hurrah, Palette.

Int'l labels represented: Abbott (USA), Acta (USA), Arion (France), Avril (Canada), Barnaby (USA), Blue Horizon (UK), CGD (Italy), Caytronics (USA), Colpix (USA), Dandelion (UK), Date (USA),

Deese (France), Direction (UK), Dot (USA), Epic (USA), Festival (France), Fillmore (USA), Gazette (USA), Harmony (USA), Hickory (USA), Hypopotam (France), Jewel (USA), Kinetic (USA), MTA (USA), Memory Lane (USA), Milestone (USA), Ode (USA), Odyssey (USA), Okeh (USA), Paramount (USA), Scout (Germany), Speciality (USA), Steed (USA).

Cardinal Recs., Belgielei 143, Antwerp. Tel: (03) 30.54.54, 01.03.23. Pres.: Rocco Granata. Labels: Cardinal, Granata.

Costa Brava, see Brauer-Hebra.

Dancing, see Monopole.

Deutsche Grammophon, see Polydor.

Dino, see Arcade.

Discobel (NV), 50 Blvd. de Regent, Brussels. Tel: (02) 13.39.45. Admin. Dir.: Werner Huys; Ass't Mgr.: R. Vervaeft. Label: Disco Star.

Int'l labels represented: A&M, Ariola, Baccarola, Boa Plastic Album, Calotherm, Enterprise, Eurodisc, Europa, Grand Gala, Havoc, Negram, Pionnier, Somerset, Stax, Tee Set, Telstar, Volt.

Disco Star, see Discobel.

Discotrade, 88 Rue Gallait, Brussels 3. Tel: (02) 16.16.40. Dir.: Mr. Desendre. Labels: Discotrade, Victory.

Dureco, see Fonior.

Elf Provincien, see Fonior.

Fonior SA, 26-28 Quai des Charbonnages, 1080 Brussels. Tel: (02) 25.40.10. Telex: 22922. Pres.: E. W. Pelgrims de Bigard; Mng. Dir.: A. E. Palmans; Sales Mgr.: R. Dauw. Labels: Blue Elephant, Dureco, Elf Provincien, Olala, Omega, Pink Elephant, Te Deum, Vega, Week-End.

Int'l labels represented: Alhambra, Carpenter, Chapter One, Decca, Deram, Eclipse, Emerald, Jad, London, Major Minor, Mirliton, Rex, Somethin' Else, Threshold, Vee Jay. Fontana, see Polygram.

Frankie Music PvbA, 74 Greinstr., Antwerp. Tel: (03) 32.24.85, 33.65.99. Cable: FRASUPREME. Pres. & Gen. Mgr.: Jean Meeusen; Sales Mgr.: Francois de Carle. Label: Supreme.

Int'l labels represented: DJM—Dick James Music (UK), Dolphin (UK), Ember (UK), Evolution (UK), Mabel (Switzerland), Musica, Norman Petty (USA), Page One (UK), Pama (UK), Rediffusion (UK), Republic (USA), Siggys Jackson, Swampfire (USA), W&G (Australia).

Gramophone, 171 Blvd. Maurice Lemonnier, Brussels. Tel: 12.98.15. Mng. Dir.: John Kirsch; Ass't Gen. Mgr.: S. J. Robins.

Record Div.: 72 Quai des Charbonnages, Brussels. Tel: 27.43.90. Mgr.: Emile Garin; A&R Mgr.: Jeff De Boeck; Sales Mgr.: Jackie Swaelens; Pub. & Adv. Mgr.: Robert Huysens; Promo. Mgr.: Jose Langlois. Cartridge 8-track, cassette & open reel: EMI group.

Int'l labels represented: Apple, Bell, Capitol, Columbia, Cornet, Dolton, Electrola, Encore, Gloria, HMV, Immediate, Imperial, Liberty/UA, Markel, Parkway, Pathe-Marconi, Regal, Scepter, Sunset, Tamla Motown, Trianon, Voix de Son Maitre.

Granata, see Cardinal.

Hebra, see Brauer-Hebra & Anvers Radio.

Heliodor, see Polydor.

Hurrah, see Palette & CBS-Artone.

Inelco Belgium SA, Rue de l'Hopital 24, 1000 Brussels. Tel: (02) 11.22.20. Cable INELCOBEL. Pres. & Gen. Mgr.: P. J. Goemaere; A&R Mgr.: Ivon De Bie; Rec. Sales Mgr.: Roger Colpin; PR & Promo. Mgr.: Ernie Moeyersons.

Int'l branch: Netherlands.

Label: (Distributed) Schoepen.

Cartridge 8-track, cassette & open reel: (Represented) RCA, CBS, Capitol, MCA.

Int'l labels represented: Amadeo, Amanda, Amphora (all Austria); Apex (Canada); Rigolo (France); Camden, Colgems, Congress, Coral, Decca, Four Corners of the World, Kapp, Kirshner, MCA, Poppy, RCA, RCA Int'l, Vanguard, Victor, Victrola, Vocalion (all USA).

Jazz Club, see Palette.

Karusell, see Polydor.

Leman & Gorle (Etablissements), 52 Av. Notre Dame de Lourdes, 1090 Brussels. Tel: (02) 27.33.72. Pres. & Gen. Mgr.: Pierre Gorle; Sales & PR Mgr.: Jean-Pierre Finotto.

Labels: Alpha, Monumenta Musicae Belgicae. Int'l labels represented: Argo (UK), Belvedere (France), Da Camera, Edici, Pelco (Germany), SFP, Sastruphon.

Int'l reps.: Canada (Ross Court), France (Monodioidis), Japan (Universal), South Africa (Stamland), Switzerland (Disques Office).

Marmalade, see Polydor.

Mercury, see Polygram.

Micro, see Ranch.

Monopole Recs., 7 Kwadenplasstr., Heist o/d Berg. Tel: (015) 216.25. Gen. Mgr.: L. Lambrechts. Labels: Dancing, Passe Partout.

Monumenta Musicae Belgicae, see Leman & Gorle. Musique Royale, see Polydor.

Olala, see Fonior.

Olympia (div. of Fonogram), Blvd. Maurice Lemonnier 20, 1000 Brussels. Tel: (02) 13.13.06. Gen. Mgr.: Georges Martens.

Omega, see Fonior.

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continued on page 270

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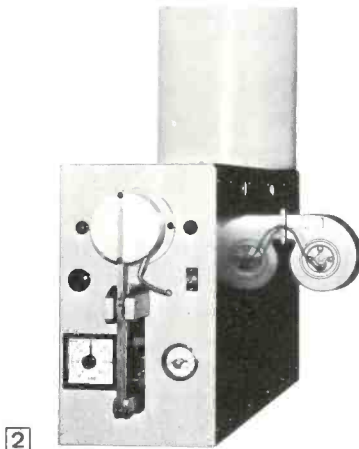
**J. WOUTERS**  
Record Production Chief



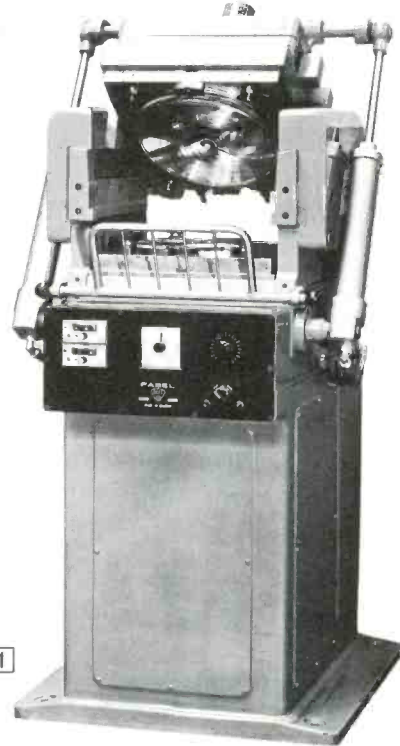
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Palette Recs., 8 Rue Fernand Neuray, 1060 Brussels. Tel: 11.51.20. Pres.: Felix Faecq; VP & A&R: Roland Kluger; Promo.: Bart Van de Laer; Int'l: Ida Halila. (Distributed by CBS-Artone).  
 Labels: Palette, Hurrah, Jazz Club, Sphinx.  
**Cartridge 8-track, cassette & open reel:** Palette.  
**Int'l reps.:** Argentina (CBS), Australia (Australian Recs.), Austria (Amadeo), Brazil (Som), Canada (Compo), Costa Rica (CBS), Denmark (Dansk), Finland (Scandia), France & French Community—Algeria, Tunisia, Morocco (Festival), Germany (Polydor), Greece (Music Box), Italy (Fonti-Cetra), Japan (Nippon Columbia), Lebanon (Societe Libanaise du Disque), Mexico (Tizoc), Netherlands (Artone), New Zealand (Viking), Norway (Arne Bendiksen), South Africa (Teal), Spain (Belter), Sweden (Sonet), Switzerland (Polydor), Turkey (Odeon/Alquadis), UK (CBS, Fontana, Pye), USA (Kapp), Venezuela (Velvet). (SEE ADVERTISEMENT)  
 Passe Partout, see Monopole.  
 Pergola, see Polygram.  
 Philips, see Polygram.  
 Pink Elephant, see Fonior.  
 Polydor NV (SA), 215 Rue Victor Hugo, 1040 Brussels. Tel: (02) 35.91.70. Cable: POLYDISC. Telex: 24516. Gen. Mgr.: Walter Holzäpfel; Pop A&R: Francois Vaes; Classical A&R: Rene Gailly; Mktg. & Sales Mgr.: Maurice Mertens. Int'l branch: Luxembourg, 22 Rue Glesener. Tel: 352-481336.  
 Labels: Archiv, Archiv Literaire, DGG Privilege, Deutsche Grammophon, Heliodor, Karusel, Marmalade, Musique Royale, Polydor, Polydor Int'l, Polydor Special, Swedisc, Tip, Triumph.  
**Int'l labels represented:** A&M (USA), Ades (France), Disneyland (USA), Le Petit Menestrel (France), Leo the Lion (USA), Les Enfants Sages (France), MGM (USA), Metro (USA), Metronome (Germany), Storyville (Sweden), Supraphon (Czechoslovakia), Tetragrammaton (USA), VSP Privilege (USA), Verve (USA), Vista (USA).  
 Polydor Int'l, see Polydor.  
 Polydor Special, see Polydor.  
 Polygram, 215 Rue Victor Hugo, 1040 Brussels. Tel: (02) 33.96.90. Dir.: P. J. Lebbink; Mktg. Mgr.: C. Licoppe; Reprs.: D. Poutrain, P. Moens; Adv.: E. De Bisschop; Promo.: Jacqueline Van Binst. Labels: (Owned) Philips, Fontana, Mercury, Pergola; (distributed) Biram.

Cassette: (Owned) Philips, Fontana, Mercury; (represented) CNR, Carrere, Durium, Fleche, Island.  
**Open reel:** (Owned) Philips, Fontana, Mercury. Int'l labels represented: B&C (UK), Carrere (France), Flying Dutchman (USA), Island (UK), Penny Farthing (UK), President (UK), Uni (USA).  
 Promo, see Arcade.  
 Ranch, 90 Rue Gallait, Brussels 3. Tel: 41.22.80. Cable: BENS MUSIC. Gen. Mgr.: Janine Bosmans. Labels: Micro, Ranch.  
 Riviera, see Barclay.  
 Ronnex, 31 Van Meyelstr., Brussels 2. Tel: (02) 28.30.07.  
 Schoepen, see Inelco.  
 Schott Freres, 30 Rue St-Jean, Brussels 1. Tel: 12.39.80. Gen. Mgr.: Jean-Jacques Junne.  
**Cartridge 8-track:** Clair.  
**Int'l labels represented:** Arcophon, Arhoolie, Blues Classics, BluesTime, Cavalier, Chant du Monde, Charlin, Folkways, Harmonia Mundi, Kent, MMO, Monitor, Music Minus One, Orff, Orgues Historiques, Orpheum, Musique de Tous les Temps, Nonesuch, RBF, Scepter, Tudor, Up Front, Valois.  
 Sonobel, 15 Pl. Rouppe, Brussels. Tel: 12.09.28. Pres.: Pierre Borzee.  
**Int'l labels represented:** America (France), Bel-Air (France), Bellaphon (Germany), Candide (USA), Cetra (Italy, USA), Discophon (Spain), Durium (Italy), Everest (USA), HiFi (USA), Joker (Italy), Musidisc (France), Period (USA), Pickwick (USA), Request (USA), Saar (Italy), Stella (Italy), Tradition (USA), Turnabout (USA), Vergara (Spain), Vibration (Italy), Visadisc (France), Vox (USA).  
 Sphinx, see Palette.  
 Supreme, see Frankie.  
 Swedisc, see Polydor.  
 Te Deum, see Fonior.  
 Tip, see Polydor.  
 Triangle, see Barclay.  
 Triumph, see Polydor.  
 Vega, see Fonior.  
 Victory, see Discotrade.  
 Vogue, 35 Blvd. Barthelemy, Brussels 1. Tel: (02) 11.79.91. Cable: VOGDISC. Pres.: Leon Cabat; Mng. Dir.: Roger Meyeleams; Label Mgr.: Roland Verlooven; A&R Mgr.: Harry Frekin; Sales Mgr.: Jose Leruth; Adv., Promo. & PR: Gigi Bastin.  
**Int'l labels represented:** Autumn, BT Puppy, Backbeat, Belfer, Blue Cat, Brent, Chanson d'Orphe, Collection Sidney Bechet, Contrepoint, Delta, Deutsche Vogue, Diadem, Disc'AZ, 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, Somerset, Sprint, Swing, Teichiku, Time, Tono, Trans Canada, Vogue, Vogue Int'l, Wand, Warner Bros.

Week-End, see Fonior.

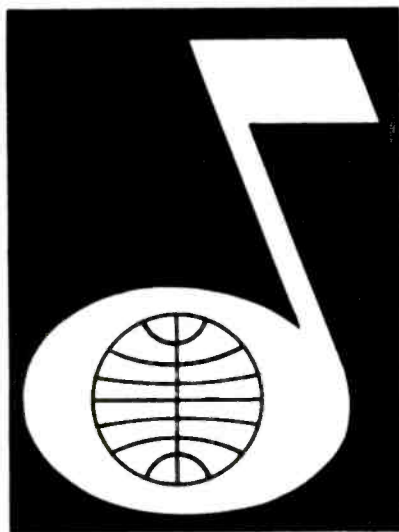
● independent record producers

R K M, 8 Rue Fernand Neuray, 1060 Brussels. Tel: 43.62.74. Pres.: Roland Kluger; Promo. Mgr.: B. Van de Laer; Int'l Mgr.: Ida Halila.  
 Zoom Music, 36 Av. Bel-Air, 1180 Brussels. Tel: (02) 44.92.44. Gen. Mgr.: Mike Hellawell.

● music publishers

Acuff-Rose Benelux (Eds.), 13 Rue de la Madeleine, Brussels. Tel: 11.51.20. Mgr.: F. R. Faecq.  
**Home office:** USA.  
**Affiliate:** World Music Group.  
 Apollo Music, see Radio Tele.  
 Ardmore & Beechwood Belgium, 171 Blvd. Maurice Lemonnier, 1000 Brussels. Tel: (02) 12.98.15. Pres.: John Kirsch; Mgr.: Jeff De Boeck.  
 Audeo, see World Music Group.  
 Bel, see World Music Group.  
 Belga, 69 Chaussee de Diest, Aarschot. Tel: 669.99. Pres.: Jules Nijs.  
 Belgo Mondiales, see World Music Group.  
 Belinda-Primavera SA Music Publ'rs, 255 Blvd. Anspach, 1000 Brussels. Tel: 11.83.13. Gen. Mgr.: L. Van Den Hout, E. Plumart; A&R Mgr.: H. Kusters.  
 Bens (Eds. Musicales), 90 Rue Gallait, Brussels 3. Tel: 41.22.80. Cable: BENS MUSIC. Gen. Mgr.: Janine Bosmans.  
**Affiliates:** Bospel Music, Debmar Music, Ed. Kassner Music, Spanka Music, Eds. Gerard Tournier.  
 Bizet, see World Music Group.  
 Bospel Music, see Bens.  
 Raoul Breton, see World Music Group.  
 Brussels, see World Music Group.  
 Champs-Elysees, see Francis-Day.

Chappell SA (Eds. Musicales), 234-235 Galerie du Centre, Bloc 2, 1000 Brussels. Tel: 12.73.48. Mgr.: S. De Coene-Dom.  
**Int'l branches:** Australia, Canada, England, France, Germany, Italy, Netherlands, New Zealand, South Africa, Spain, Sweden, Switzerland, USA.  
 Combel, see World Music Group.  
 Dancing & Passe Partout, 7 Kwadenplasstr., Heist o/d Berg. Tel: (015) 216.25. Gen. Mgr.: L. Lambrechts.  
 Debmar Music, see Bens.  
 Disco, 34 Descottelei, Deurne, Antwerp. Tel: 36.75.97. Prop.: Mme. Lydie Huys-Vanneste; Mng. Dir.: Werner Huys.  
**Affiliate:** Sorbet.  
 Eurovox Music (SABAM), Pierstr. 310-312, Kontich. Tel: (03) 77.60.20, 77.65.11. Pres. & A&R: L. J. Van Rijmenant; VP: R. Wiff; Gen. Mgr.: Jos Verbiest; Sales Mgr.: Tony Bloeman; Pub.: Jack Horckmans.  
**Affiliates:** Focus Music, Intervox Music, Lupus Music Benelux.  
**Int'l firms represented:** Gale (UK), Walrus (UK).  
 Feldman, see Francis-Day.  
 Focus Music, see Eurovox.  
 Fonogram (Eds. Musicales & Artistiques), Blvd. Maurice Lemonnier 20, 1000 Brussels. Tel: (02) 13.13.06. Pres. & Gen. Mgr.: Fernand Janssens; Sales Mgr.: M. Dumoulin.  
 France-Melodie, see Francis-Day.  
 Francis-Day SA (Eds.), 25 Pl. St. Gery, Brussels. Tel: 12.41.70. Gen. Mgr.: Mme. Henriette Dulieu.  
**Affiliates:** Champs-Elysees, Feldman, France-Melodie.  
 Granata, 143 Belgielei, Antwerp. Tel: 30.54.54, 01.03.23. Pres.: Rocco Granata.  
 I M C, see World Music Group.  
 Intermission Music, see Rakki.  
 Intervox Music, see Eurovox.  
 Italmusic, see World Music Group.  
 Kassner Music (Ed.), 90 Rue Gallait, Brussels 3. Tel: 41.22.80. Cable: BENS MUSIC. Gen. Mgr.: Janine Bosmans.  
**Home office:** USA (American Metropolitan Ents.).  
**Affiliate:** Bens.  
 Jean Kluger (Eds.), Galerie du Centre, Bloc 3, Apt. 339, Brussels 1. Tel: (02) 12.92.38. Pres.: Jean Kluger.  
**Int'l branch:** France (Eds. Bleu Blanc Rouge).  
**Int'l firm represented:** Sugar (Italy).  
 Lupus Music Benelux, see Eurovox.  
 Peter Maurice, see World Music Group.  
 Metropolis, 5 Van Erbomstr., 2000 Antwerp. Tel: (03) 33.11.42. Pres.: Albert Rollewagen.  
**Int'l reps.:** Canada (H. Elkin), UK (Ed. Hinrichsen), USA (H. Elkin).  
 Music Rights Society, see New Music.  
 New Music Corp., 30 Rue St. Christophe, Brussels. Tel: (02) 12.93.75, 12.73.61. Pres.: Mrs. H. Brauer; Gen. Mgr.: J. Darlier; Sales Mgr.: G. Houssa.  
**Affiliates:** Vedette, Music Rights Society.  
**Int'l firms represented:** Ed. Paul Beuschers-SIM, Ed. Robert Mellin.  
 Oqay, see World Music Group.  
 Peter Plum Publ'ns (SABAM), 18 Rue des Teinturiers, Brussels. Tel: 11.52.29, 11.47.43. Cable: PLUMUSIC. Pres.: Peter Plum.  
**Int'l firms represented:** Eds. La Compagnie, Yaels Publ'g Co. (both France).  
 R K M, 8 Rue Fernand Neuray, 1060 Brussels. Tel: 43.62.74. Pres.: Roland Kluger.  
 Radio Tele Music (Belgium-Holland) SA, 11 Av. Lloyd George, 1050 Brussels. Tel: 49.01.20. Gen. Mgrs.: Jacques Verdonck, H. J. M. Terheggen.  
**Affiliate:** Apollo Music.  
 Rakki Music Pvba, 74 Greinstr., Antwerp. Tel: (03) 32.24.85, 33.65.99. Pres.: Jean Meeusen, Norman Petty; Gen. Mgr.: Jean Meeusen; Sales Mgr.: Francois de Carle.  
**Affiliate:** Intermission Music.  
**Int'l firm represented:** Dundee (USA).  
 Schott Freres Sprl, 30 Rue St. Jean, 1000 Brussels. Tel: 12.39.80. Gen. Mgr.: Jean-Jacques Junne.  
**Int'l branches:** England, Germany, France.  
**Int'l firm represented:** Peters (USA).  
 Screen Gems-Columbia Sprl (Eds.), 13 Rue de la Madeleine, Brussels. Tel: 11.51.20. Mgr.: F. R. Faecq.  
**Home office:** USA.  
**Affiliate:** World Music Group.  
 Sorbet, see Disco.  
 Southern Music (Belgium) SA, 13 Rue de la Madeleine, Brussels. Tel: 11.51.20. Cable: SOUTHMUSIC. Mgr.: Felix Faecq.  
**Home office:** USA.  
**Affiliate:** World Music Group.  
 Spanka Music, see Bens.  
 Top, see World Music Group.  
 Gerard Tournier (Eds.), see Bens.  
 Universal Songs, 24 Rue de l'Hopital, 1000 Brussels. Tel: (02) 11.22.20. Pres. & Gen. Mgr.: P. J. Goemaere.  
**Int'l firms represented:** Nimbus 9 Prod'ns (Canada), RCA (worldwide).  
**Int'l reps.:** Worldwide (RCA Publ'g Cos.). (SEE ADVERTISEMENT)  
 Vedette, see New Music.  
 Vitale, see World Music Group.



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52, Vossiusstraat  
Amsterdam  
Phone: 020-799973

Universal Songs  
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Brussels I  
Phone: 02-112220

Vogue, 35 Blvd. Barthelemy, Brussels 1. Tel: (02) 11.79.91. Pres.: Leon Cabat; Gen. Mgr.: Roger Meylemans; Gen. Prof. Mgr.: Harry Fraikin; Sales Mgr.: Jose Leruth.  
**Int'l firms represented:** Alpha (France), Carrousel (France), Vogue (France).  
**Int'l branch:** Netherlands.  
 Voix du Rythme, 159 Blvd. Anspach, Brussels 1. Tel: 11.02.52. Mng. Dir.: Pierre Pletinckx; Artistic Dir.: Georges Legrand; Comm'l Dir.: Juliette Debus.  
**Affiliate:** Sab.  
 World Music Group, 13 Rue de la Madeleine, Brussels. Tel: 11.51.20. Pres.: Felix Faecq; PR & Publ'g Dept.: Robert Pernet.  
**Affiliates:** Acuff-Rose, Audeo, Bel, Belgo Mondiales, Bizet, Raoul Breton, Brussels, Comubel, IMC, Italmusic, Peter Maurice, Oqay, Screen Gems-Columbia, Southern, Top, Vitale, World.  
**Int'l firms represented:** Charing Cross, Lowery, Abigail, Drafleaf.  
**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 (Brambilla), Netherlands (IMC), New Zealand (Southern), Scandinavia (INTRECO c/o Sonet), South Africa (Good), Spain (World), Switzerland (World), UK (Good), USA (Zodiac/Compton).  
 Zoom Music, 36 Av. Bel-Air, 1180 Brussels. Tel (02) 44.92.44. Gen. Mgr.: Mike Hellawell.

## ● services

### ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Association pour la Diffusion Artistique et Culturelle, 10 Rue Royale, Brussels. Dir.: Pierre Janlet.  
 Centrale Generale des Syndicats Liberaux de Belgique, 2 Rue Brederode, Brussels.  
 Chambre Syndicale Belge de l'Industrie de la Musique Enregistree, Centre Regior, Bureau 410, Brussels. Gen. Sec'y: George Vernaeve. 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 Usagers du Droit d'Auteur (CNUDA), Cite de la RTB, Schaerbeek-Linhouit. Contact: A. Namurois.  
 Federation Belge du Spectacle, 8 Rue Joseph Herens, Brussels.  
 Fondation Eugene Ysaye, 39 Rue de l'Escrime, 1190 Brussels. Tel: 43.81.96. Pres.: Antoine Ysaye.  
 International Federation of Musical Youth, Palais des Beaux-Arts, 11 Rue Baron Horta, Brussels. Sec'y Gen.: Paul Willems.  
 National Music Committee of Belgium, 11 Rue Baron Horta, 1000 Brussels. Tel: (01) 12.10.01. Pres.: Jean van Straelen.  
 Syndicat de Spectacle, 20 Av. de l'Astonomie, Brussels.  
 Union des Artistes, Fondation Lucien Van Obbergh, 29 Rue Gretry, 1000 Brussels. Tel: 18.19.08. Pres.: Eric Pradier; Gen. Sec'y: R. Valenduc.

### DESIGN & ARTWORK

Fonogram, Blvd. Maurice Lemonnier 20, 1000 Brussels. Tel: (02) 13.13.06. Pres. & Gen. Mgr.: Fernand Janssens.  
 Inelco Belgium SA, 24 Rue de l'Hopital, 1000 Brussels. Tel: (02) 11.22.20. Pres. & Gen. Mgr.: P. J. Goemaere.

### DIRECT MAIL

Fonogram, Blvd. Maurice Lemonnier 20, 1000 Brussels. Tel: (02) 13.13.06. Pres. & Gen. Mgr.: Fernand Janssens.  
 Inelco Belgium SA, 24 Rue de l'Hopital, 1000 Brussels. Tel: (02) 11.22.20. Pres. & Gen. Mgr.: P. J. Goemaere.  
 R K M, 8 Rue Fernand Neuray, 1060 Brussels. Tel: 43.62.74. Gen. Mgr.: Michel Sprimont.

### LICENSING ORGANIZATION, MUSIC

S A B A M (Societe Belge des Auteurs, Compositeurs & Editeurs), 61 Rue de la Loi, Brussels. Tel: 12.51.30. Pres.: Marcel Poot; Gen. Mgr.: Edgard Hoolants. (Performing rights society).

### LICENSOR, TAPE & RECORD

Fonogram, Blvd. Maurice Lemonnier 20, 1000 Brussels. Tel: (02) 13.13.06. Pres. & Gen. Mgr.: Fernand Janssens.

### PLATING & PROCESSING PLANTS

Gramophone, 171 Blvd. Maurice Lemonnier, Brussels. Tel: 12.98.15. Mng. Dir.: John Kirsch; Ass't Gen. Mgr.: S. J. Robins.  
 Sobedi SA (Societe Belge du Disque), 20 Blvd. Maurice Lemonnier, 1000 Brussels. Tel: 13.13.07. Pres.: E. W. Pelgrims de Bigard; Gen. Mgr.: Georges Martens.

### PRESSING PLANTS

Discopress, 88 Rue Gallait, Brussels 3. Tel: (02) 16.16.40. Dir.: Mr. Desendre.  
 Fabeldis, 4-10 Rue Ste. Marie, Brussels 8. Tel: 25.65.01. Gen. Mgr.: E. W. Pelgrims de Bigard. (SEE ADVERTISEMENT)  
 Fonior SA, 26-28 Quai des Charbonnages, 1080 Brussels. Tel: (02) 25.40.10. Pres.: E. W. Pelgrims de Bigard; Gen. Mgr.: A. E. Palmans.  
 Sobedi SA (Societe Belge du Disque), 20 Blvd. Maurice Lemonnier, 1000 Brussels. Tel: 13.13.07. Pres.: E. W. Pelgrims de Bigard; Gen. Mgr.: Georges Martens.

### PRINTERS & LITHOGRAPHERS

R K M, 8 Rue Fernand Neuray, 1060 Brussels 3. Tel: 43.62.74. Gen. Mgr.: Michel Sprimont.  
 Sobedi SA (Societe Belge du Disque), 20 Blvd. Maurice Lemonnier, Brussels. Tel: 13.13.07. Pres.: E. W. Pelgrims de Bigard; Gen. Mgr.: Georges Martens.  
**PROMOTION AND PUBLICITY**  
 Fonogram, Blvd. Maurice Lemonnier 20, 1000 Brussels. Tel: (02) 13.13.06. Pres. & Gen. Mgr.: Fernand Janssens.  
 Inelco Belgium SA, 24 Rue de l'Hopital, 1000 Brussels. Tel: (02) 11.22.20. Pres. & Gen. Mgr.: P. J. Goemaere.  
 Zoom, 36 Av. Bel-Air, 1180 Brussels. Tel: (02) 44.92.44. Gen. Mgr.: Mike Hellawell.

### RECORDING STUDIOS

Antwerpse Klankstudio, St. Niklaas Plaats 3-4, Antwerp. Tel: 31.03.34. Studio Mgr.: Leo van Cortenberghe; Chief Eng.: E. Schrynemakers.  
 Cobedi SA, 20 Blvd. Maurice Lemonnier, Brussels. Tel: (02) 13.13.06. Chief Eng.: Pierre Neirinckx.  
 Fonior Rec'g Studios, 26-28 Quai des Charbonnages, 1080 Brussels. Tel: (02) 24.40.10, 26.33.63. Owner: E. W. Pelgrims de Bigard; Studio Mgr. & Chief Eng.: J.A.K. Smits.  
 Inelco Belgium SA, 24 Rue de l'Hopital, 1000 Brussels. Tel: (02) 11.22.20. Pres. & Gen. Mgr.: P. J. Goemaere.  
 Reward, Steenwinkel 470, Schelle by Antwerp. Tel: (03) 11.58.32. Studio Mgr.: J. Clauwers; Chief Eng.: J. Raes.  
 Studio Madeleine (div. of World Music), 13 Rue de la Madeleine, 1000 Brussels. Tel: (02) 11.51.20, 11.15.83. Gen. Mgr.: Felix Faecq; Studio Mgr. & Chief Eng.: R. Verbestel.

### SHIPPING SERVICES

Inelco Belgium SA, 24 Rue de l'Hopital, 1000 Brussels. Tel: (02) 11.22.20. Pres. & Gen. Mgr.: P. J. Goemaere.

### TAPE CUSTOM DUPLICATOR & DUPLICATOR/MARKETER

Ampex SA, Rue de l'Industrie, Nivelles. Tel: L67-249.21. Telex: 51330.  
**Cartridge 8-track & cassette:** Ampex, Audio Fidelity, Avco Embassy, Bang, Commonwealth United, Fantasy, Flying Dutchman, Galaxy, Gulf Pacific, Lee Hazlewood, Monitor, Ovation, Time.

## ● supplies

### JACKET MANUFACTURERS

Sobedi SA (Societe Belge du Disque), 20 Blvd. Maurice Lemonnier, 1000 Brussels. Tel: 13.13.07. Pres.: E. W. Pelgrims de Bigard; Gen. Mgr.: Georges Martens.  
 World Music Group, 13 Rue de la Madeleine, Brussels. Tel: 11.51.20.

### LABEL MANUFACTURER

Sobedi SA (Societe Belge du Disque), 20 Blvd. Maurice Lemonnier, 1000 Brussels. Tel: 13.13.07. Pres.: E. W. Pelgrims de Bigard; Gen. Mgr.: Georges Martens.

### RECORD PROCESSING MACHINERY MANUFACTURER

Fonior SA, 26-28 Quai des Charbonnages, 1080 Brussels. Tel: (02) 25.40.10. Pres.: E. W. Pelgrims de Bigard; Gen. Mgr.: A. E. Palmans.  
**Chief product:** Pressers, extruders.

## BERMUDA

### RECORDS:

**Records manufactured for domestic & export sale:** LP's 1969-30,000 units; singles 1969-3,000 units.

**Imports from USA (records, blanks, pre-recorded tape):** 1969-\$164,771; 1968-179,456.

**Records imported from countries other than USA:** 1969-\$30,000.

**Average retail price per record:** LPs-\$5.25; EPs-\$2.25; singles-\$1.20.

**Stereo sales:** 100%.

**Discounting:** Never.

**Type of distribution:** Manufacturer-to-retailer.

**Type of promotion:** Dependent on US music trends.

**Jukeboxes:** 100.

**IMPORT/EXPORT REGULATIONS:** 20% tax plus 10% of invoice price. Carol Lee

## ● record manufacturers importers/distributors

B D A (see Bermuda Rec. Co.).  
 Bermuda Rec. Co. (div. of Bermuda Int'l Corp. Ltd.), PO Box 452, Hamilton. Tel: 2-1122. Cable: BERECON. Pres.: Wait Staskow; Mng. Dir., A&R, Promo., Tape & Int'l: Kenny Harris; Pub. & Adv.: Bernard Reed.  
**Int'l branch:** USA, ISL.  
**Labels:** Bermuda, BDA.  
**Int'l labels represented:** Brunswick, Coral, Decca, Monument, Sound Stage 7, Rising Sons, Tamborine, Warner Bros., Reprise, Vocalion, London, Parrot, Uni.  
 Duane (see Edmar).  
 Edmar Rec., Harrington Hundreds. Tel: 31387. Pres.: Edward De Mello.  
**Int'l branch:** USA.  
**Labels:** (Owned) Edmar, Duane; (distributed) Evolution.  
**Int'l labels represented:** Merry Disc, Wirl (both Barbados).  
**Int'l rep.:** Canada (Caravan).  
 Evolution, see Edmar.  
 Music Box, Queen St., Hamilton. Tel: 2-4182. Mgr.: Max Lambert.  
 Music City, Par-la-Ville Rd., Hamilton. Tel: 2-5158. Mgr.: Gerald D. Paley.  
**Importer/Exporter.**  
 Pearlman Wattington & Co., Hamilton. Tel: PBX 2-3232. Cable: TRITON.  
**Label:** DGG.

## ● music publishers

Mareken (BMI), Harrington Hundreds. Tel: 31387. Pres.: Eddy DeMello.  
 Pembroke (BIEM), PO Box 452, Hamilton. Tel: 2-1122. Mng. Dir.: Kenny Harris.

## ● supplies & services

### DESIGN & ARTWORK, DIRECT MAIL SERVICE, PROMOTION & PUBLICITY

Advertising Assocs.-Compton, Bermudiana Arcade, Suite 308, Hamilton.

### RECORDING STUDIO

Z B M Rec'g Studios, PO Box 452, Hamilton. Tel: 2-1122. Dir.: Bryan Lodge.

## BOLIVIA

### RECORDS:

**Imports from USA (records, blanks, pre-recorded tape):** 1969-\$17,461.

**Records imported from countries other than USA (factory value):** 1967 (1/2-year)-6,707 kilos, \$24,331.

**Average retail price per record:** LP's-\$6; EP's-\$4; singles-\$1.50.

**Stereo sales:** 75% of total.

**Type of promotion:** All kinds of music promoted by commercial radio stations.

**Jukeboxes:** 10.

## ● record manufacturers

Discolandia Dueri, Evaristo Valle 239, La Paz. Tel: 8685. Pres.: Miguel A. Dueri.  
**Int'l firms represented:** ABC, A&M, Columbia.  
 Philips Sudamericana, Cajon Postal 2964, La Paz. Cable: PHIBOL. Mgr.: W. Carp; Head Rec. Dept.: O. Quiroga.  
**Int'l firms represented:** DGG, Tetragrammaton, Mercury, Philips.  
 Enriquez Aires Rocha, Casilla 615, Av. 6 de Octubre 1539, Oruro.

## ● services

### LICENSING ORGANIZATION, MUSIC

Sobodaycom (Sociedad Boliviana de Autores y Compositores), 710 Indaburu (Esq. Joen), La Paz. Zone: North. Pres.: Dr. Julio Martinez Artaga.

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continued

## BRAZIL

### RECORDS:

**Records sold domestically:** LPs 1969—6,711,793 units, \$23,864,152; 1968—6,424,709 units. EPs 1969—2,674,422 units, \$3,863,054; 1968—2,316,000 units. Singles 1969—6,754,647 units, \$7,505,163; 1968—4,882,354 units.

**Records imported from USA (factory value):** 1969—\$64,948; 1968—\$72,451.

**Records exported to USA (factory value):** 1969—\$3,580; 1968—\$21,984.

**Records imported from countries other than USA (factory value):** 1969—\$19,632; 1968—\$3,580.

**Records exported to countries other than USA (factory value):** 1969—\$17,552; 1968—\$19,888.

**Average retail price per record:** LPs—\$3.55; EPs—\$1.45; Singles—\$1.10.

**Stereo sales:** 7% of total.

**Discounting:** Rare.

**Type of distribution:** Manufacturer-to-retailer only.

**Type of promotion:** Radio and TV provide the best promotion. Artists keep contact with the public by giving shows in small theaters.

### TAPE:

**Market:** The Brazilian market is growing at the rate of about 30 per cent yearly. The cassette is rapidly taking precedence over the cartridge. Two companies now are making recorders while two others assemble foreign recorders.

**Pre-recorded tape manufactured for domestic and export sale:** Cartridge 8-track 1969 (to Nov.)—150,000 units; 1968—30,000 units. Cartridge 4-track 1969 (to Nov.)—80,000 units; 1968—250,000 units. Cassette 1969 (to Nov.)—150,000 units; 1968—30,000 units. Open reel 1969 (to Nov.)—1,000 units; 1968—0 units.

**Pre-recorded tape imported from USA:** 1969—5,000 units; 1968—50,000 units.

**Average retail price per tape:** Cartridge 8-track—\$8.50; cartridge 4-track—\$7; cassette—\$8.50; open reel—\$10.

**Type of promotion:** Displays.

**IMPORT/EXPORT REGULATIONS:** The import tariff is over 100 per cent. There are no obstacles to exports beyond the paper work.

Henry T. Johnston

## ● record manufacturers/ importers/distributors

A U, see Rozenblit.

Angel, see Industrias Eletricas e Musicais Fabrica Odeon.

C B S SA (Discos), Rua Visconde do Rio Branco 53, Rio de Janeiro ZC-58. Tel: 231-4040. Pres.: Dr. Terencio P. Cattley; Gen. Mgr.: Evandro Ribeiro; Mgmt. Ass't: Antonio Pinheiro da Silva; Sales Mgr.: Richard C. Banfield. Labels: (Owned) CBS, Entre, Epic, Okeh; (distributed) Plaza, Tropicana, Inspiracao, Tod-america, Maraca.

**Cartridge 8-track & cassette:** CBS, Entre, Epic, Okeh.

**Int'l labels represented:** CBS (worldwide), Columbia (USA).

**Int'l reps:** Bolivia (Discolandia Dueri), Chile (Philips Chilena), Peru (Sono Radio, Distribuidora Musical), Portugal (Radio Triunfo), USA (CBS,

Caytronics, Miami), Uruguay (Sondor), worldwide (CBS).

Caboclo, see Gravacoes Eletricas.

Camden, see RCA.

Capitol, see Industrias Eletricas e Musicais Fabrica Odeon.

Carrussell, 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.

**Cartridge 8-track & cassette:** Chantecler.

**Int'l labels represented:** Brunswick (USA), Coral (USA), Decca (USA), Fuentes (Colombia), Peerless (Mexico), Ricordi (Italy), Roulette (USA).

Cid, 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.

**Cartridge 8-track & cassette:** Codil.

Compacto, see Codil-Comercial de Discos.

Companhia Brasileira de Discos, Av. Rio Branco 311, 4th fl., Rio de Janeiro. Tel: 242-0964/2895, 252-6195. Gen. Mgr.: Andre Midani; Sales Mgr.: Heleno de Oliveira.

**Labels:** (Owned) Philips, Polydor; (distributed) Elenco, Festa.

**Cartridge 8-track & cassette:** Philips, Polydor. **Int'l labels represented:** Hypopotam, Vogue (both France); Ricordi (Italy); Zip Zip (Portugal); Atco, Atlantic, Buddha/Kama Sutra group, Colossus, Cotillion, Heritage, King, MGM group, Monument group, Reprise, Warner Bros. (all USA); DGG, Fontana, Island group, Mercury, Smash (all worldwide).

**Int'l reps:** Worldwide (Philips, Polydor).

Companhia Industrial de Discos, Rua 29 de Julho 158-170, Rio de Janeiro ZC-20. Tel: 230-4871/7396. Pres.: Hermann Zuckermann; Gen. Mgr.: Arlindo Alves do Nascimento; Sales Mgr.: Rodolfo Zuckermann.

**Labels:** (Owned) Carrussell, Cid, Itamaraty, Senador; (distributed) Inspiracao.

Continental, see Gravacoes Eletricas.

Copacabana, see Som Industria & Comercio.

Disquinho, see Gravacoes Eletricas.

E M I, see Industrias Eletricas e Musicais Fabrica Odeon.

Elenco, see Companhia Brasileira de Discos.

Entre, see CBS.

Epic, see CBS.

Equipe Utilidades Domesticas Ltda., Av. Rio Branco 156, Rio de Janeiro. Tel: 252-8921. Pres.: Oswaldo Simoes Cadaxo; Gen. Mgr.: Dulce Domingues; Sales Mgr.: Americo Lima.

**Labels:** (Owned) Equipe, Spot; (distributed) Woolly-Hill.

**Cartridge 8-track & cassette:** Equipe.

**Int'l labels represented:** Abnak (USA), Belter (Portugal), Bravo (USA), Duke (USA), Ember (UK), Palette (Belgium), Tangerine (USA), Viva (USA), Vox (USA).

**Int'l reps:** Portugal (Belter), USA (Tangerine).

Fermata do Brasil Ltda., Av. Ipiranga 1123, Sao Paulo. Tel: 37-2660, 239-5638, 35-2832. Pres.: Enrique Lebendiger; Gen. Mgr.: Juvenal Fernandes; Fermata A&R: J. Shapiro; RGE A&R: J. Araujo; Som/Maior A&R: A. Paladino.

**Int'l branches:** Argentina, Chile, Mexico, USA, Venezuela.

**Labels:** Fermata, Premier, RGE, Som/Maior.

**Cartridge 4-track:** Fermata, RGE, Som/Maior.

**Int'l labels represented:** Fermata-ABC, (USA), Amaret (USA), B&C (UK), Bentler (Italy), Carrere (France), DJM (UK), DiscAZ (France), Durium (Italy), Emerald (UK), Jupiter (Germany), Major Minor (UK), Minerva (Germany), Moonglow (USA), Numero Uno (Italy), Original Sound (USA), PDU (Italy), Prosadis (France), Ranwood (USA), Reddifusion (UK), C. N. Rood (Netherlands), Sprint (Italy), This Rec. (UK); **RGE**—Ariston (Italy), Dot (USA), Page One (UK), Paramount (USA), Roulette (USA); **Som/Maior**—CDI (Italy), CMS (Italy), Cadet (USA), Carosello/Cemed (Italy), Checker (USA), Chess (USA),

Double Shot (USA), GNP Crescendo (USA), Interrecord (Italy), Italdisc (Italy), Markal (Belgium).

Festa, Av. Franklin Roosevelt 84, Rio de Janeiro. Tel: 52-4460. Pres.: Irineu Garcia. (Distributed by Companhia Brasileira de Discos).

Gravacoes Eletricas, Rua 7 de Abril 59, 8th fl., Sao Paulo. Tel: 37-5439, 33-2416. 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 Mocarzel.

**Branch:** Rua Pedro Lessa 35, 7th fl., Rio de Janeiro. Tel: 32-3141.

**Labels:** Caboclo, Continental, Disquinho, Musicolor.

**Cartridge 8-track & cassette:** Continental.

**Int'l labels represented:** 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.

**Label:** Tropicana (distributed by CBS).

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 Jessen; Int'l Div.: Luis Amaral; Int'l A&R: Jose de Sa.

**Labels:** Odeon, Capitol, Angel, Parlophone, Pathe, Imperial.

**Cartridge 8-track & cassette:** (Owned) Odeon; (represented) A&M (USA), London (USA).

**Int'l labels represented:** London (USA), Decca (UK), A&M (USA), Deram (UK), Immediate (UK), Bell (USA), President (UK).

Inspiracao, see CBS & Companhia Industrial de Discos.

Itamaraty, see Companhia Industrial de Discos.

Maraca, see CBS.

Marterpiece, see Musidisc.

Mocambo, see Rozenblit.

Musicolor, see Gravacoes Eletricas.

Musidisc Ltda. (Gravacoes), Rua da Lapa 120, 12th fl., Rio de Janeiro. Tel: 232-3805. Pres.: Nilo Santos Pinto; Gen. Mgr.: Adalcy Supcupira; Dir.: Ruth de Castro Savage; Sales Mgr.: Dalmo Santos.

**Labels:** Musidisc, Marterpiece, Nilser, Radio.

**Cartridge 8-track & cassette:** Musidisc.

**Int'l labels represented:** Metronome (Germany), Pye (UK), Saar (Italy).

**Int'l reps:** El Salvador (DICESA), Germany (Metronome), Mexico (Musart), Peru (Fabricantes Tecnicos Asociados), Portugal (Zafiro), Spain (Zafiro).

Nilser, see Musidisc.

Odeon, see Industrias Eletricas e Musicais Fabrica Odeon.

Okeh, see CBS.

Parlophone, see Industrias Eletricas e Musicais Fabrica Odeon.

Passarela, see Rozenblit.

Pathe, see Industrias Eletricas e Musicais Fabrica Odeon.

Philips, see Companhia Brasileira de Discos.

Plaza, see CBS.

Polydor, see Companhia Brasileira de Discos.

Premier, see Fermata.

R C A SA Electronica, Av. Ipiranga 1097, Sao Paulo. Tel: 36-6951. Cable: RADIOINTER. Pres.: Douglas J. M. Reid; Exec. Dir.: David W. Jones; Int'l A&R Mgr.: H. Gastaldello; Sales Mgr.: F. R. Serra.

**Labels:** (Owned) RCA, Camden, Victrola; (distributed) Fermata, RGE, Som/Maior.

**Cartridge 8-track & cassette:** RCA.

**Int'l labels represented:** BT Puppy, Blue Note, Buena Vista, Chart, Colgems, Disneyland, Dolton, Dunhill, Equinox, Imperial, Kirshner, Liberty, Minit, Soul City, Sunset, World Pacific (all USA).

R G E, see Fermata.

Radio, see Musidisc.

Rittmos, see Codil-Comercial de Discos.

Rosicler, see Chantecler.

Rozenblit, Estrada dos Remedios 855, Recife. Cable: MOCAMBODISCOS. Pres.: Jose Rozenblit; Sales: Isaac & Adolfo Rozenblit; A&R: Roberto Corte Real; Int'l: Kurt Sondermann.

**Branches:** Av. Rio Branco 14, 15th fl., Rio de Janeiro. Promo.: Jose Rozenblit Sobrinho—Rua Conselheiro Nebias 662, Sao Paulo. Promo.: Amaury Mazarca.

**Labels:** Mocambo, AU (Artistas Unidos), Passarela.

**Cartridge 8-track & cassette:** Mocambo.

**Int'l labels represented:** 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, 9th fl., Rio de Janeiro. Tel: 43-4862. Cable: SOMDISCOS. Pres.: Emilio M. Vitale.

**Branch:** Av. Paulista 1009, 22nd fl., Sao Paulo. Tel: 31-4278.

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COMPOSERS

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LARGO PAISSANDU, 51—11th FLOOR  
SAO PAULO—BRAZIL

Labels: Copacabana, Sabia, Sacy, Som.  
**Cartridge 8-track & cassette:** Copacabana.  
**Int'l labels represented:** Verve, United Artists, Westminster, Project 3, Abnax, Montilla (all USA), Palette (Belgium), Miura (Italy), Music Hall (Argentina), Vanguard (USA).  
 Som/Maior, see Fermata.  
 Spot, see Equipe.  
 Todamerica, see CBS.  
 Tropicana, see Gravacoes Tropicana & CBS.  
 Victrola, see RCA.  
 Woolly-Hill, see Equipe.

## ● independent record producer

Plaza, Rua Alvaro Alvim 31, gr. 1302, Rio de Janeiro. Tel: 42-8587. Pres. & Owner: H. Gandelman.  
**Label credit:** CBS.

## ● music publishers

A cuff-Rose, Rua Quintino Bacaiuva 22, Sao Paulo. Aldem Vieira, Pca. Floriano 55, 7th fl., Rio de Janeiro.  
 Aquarela do Brazil, Rua Buenos Aires 58, Rio de Janeiro. Tel: 37-3566. Dir.: Ary Barroso.  
 Arapua (Ed. Musical), see Fermata.  
 Arlequim, Av. Ipiranga 1123, Sao Paulo. Tel: 35-1921. Mgr.: Waldemar Marchetti.  
 Augusta, Av. Ipiranga 1100, Sao Paulo.  
 Avanco, Av. Sao Joao, Rio de Janeiro.  
 Bandeirante Ed. Musical, see Fermata.  
 Branbillo, Rua Parada Pinto 698, Barra Funda, Sao Paulo.  
 Brasileira, Rua Santa Luzia 799, Rio de Janeiro. Tel: TT-3642. Mgr.: Dalvo Mendes.  
 Brasilrhythmos Vitale, Rua Quintino Bacaiuva 22-1, Sao Paulo. Tel: 7-1136. Mgr.: Emilio Vitale.  
 C B S SA (Discos), Rua Visconde do Rio Branco 53, Rio de Janeiro ZC-58. Tel: 231-4040. Pres.: Dr. Terencio P. Cattlej; Gen. Mgr.: Evandro Ribeiro; Mgmt. Ass't: Antonio Pinheiro da Silva.  
**Affiliates:** ELAM (Ed. Latino Americana de Musica), Ed. Mundo Musical Ltda.  
**Int'l firms represented:** CBS group—April Music (Australia, France, Germany, Israel, Italy, Japan, Netherlands, UK, USA), Blackwood Music Inc. (USA), GRPC Music Publ'g Co. (South Africa), Melograf (Argentina), Mundo Musical (Costa Rica, Mexico), J. Portengen (Netherlands); other catalogs—Blue Seas Music/Jac Music (USA), Boom Music (USA), Campbell-Connelly & Co. (UK), Colgems Music (USA), B. Feldman & Co. (UK), 4 Star Music (USA), Fourth Floor Music group (USA), Screen Gems-Columbia Music Inc. (USA), Sugar Music (Italy), Tree Publ'g Co. (USA).  
**Int'l reps.:** Argentina (Melograf), Australia (April), Costa Rica (Mundo Musical), France (April), Germany (April), Israel (April), Italy (April), Japan (April), Mexico (Mundo Musical), Netherlands (April, J. Portengen), South Africa (GRPC), UK (April), USA (April, Blackwood).  
 Cannes Ed. Musical, Praca Mahatma Gandhi 2, S/805, Rio de Janeiro.  
**Int'l branch:** USA (Group 88).  
 Clave, see Ecllave.  
 Compacto Ed. Musical Ltda., Rua 29 de Julho 158-170, Rio de Janeiro ZC-20. Tel: 230-4871/7396. Pres.: Hermann Zuckermann; Gen. Mgr.: Arlindo Alves do Nascimento.  
 Companhia Brasileira de Discos, Av. Rio Branco 311, 4th fl., Rio de Janeiro. Tel: 242-0964/2895, 252-6195. Gen. Mgr.: Andre Midani.  
**Affiliates:** Ed. Musicais Fontana Ltda., Ed. Musicais Helo Ltda., Ed. Musicais Pergola Ltda., Ed. Musicais Saturno Ltda.  
**Int'l firms represented:** Aberbach group, Chappell group, Intersong group, Kaskat, Edward B. Marks, Rondor group, 20th Century Music group.  
**Int'l rep.:** Intersong.  
 Copacabana, Av. Rio Branco 277, Rio de Janeiro. Mgr.: Jose Batista de Costa.  
 Cruzeiro Musical, Rua Visconde Inhauma 134, Rio de Janeiro. Mgr.: Milton Bittencourt.  
 Duchess Ed. Musical Ltda., see MCA.  
 E B R A U (Ed. Brasileira Autores Unidos), Rua Siqueira Campos 143, Loja 135, Rio de Janeiro. Tel: 36-3790. Mgr.: Adelson Fernando Anjos.  
 E L A M (Ed. Latino Americana de Musica), see CBS.  
 E M B I (Ed. de Musica Brasileira & Internacional SA), Av. Almirante Barroso 91, Rm. 401, Rio de Janeiro. Tel: 22-0098, 32-9401. Cable: EMBISA. Mgr.: Miss Fiorenza Saffirio.  
**Affiliates:** Ed. de Musica Indus, Ed. de Musica Lyra.  
 Ecllave (Ed. Clave Musical Ltda.), Rua General Gustavo Cordeiros de Farias 545, Rio de Janeiro. Tel: 234-8105. Gen. Mgr.: Fernando Cesar; Sales Mgr.: Carlos Imperial.  
**Affiliate:** Ed. Musicais Samba Ltda.  
 Editora de Musicas Universal (EMU), see Euterpe.  
 Euterpe (Ed.), Av. Rio Branco 180, 2nd fl., Rm. 204/6, Rio de Janeiro. Tel: 32-0074. Admin.: Vicente S. Mangione.  
**Affiliates:** Ed. de Musicas Universal (EMU), Publicacoes Panamericanas.

Fermata do Brasil Ltda., Av. Ipiranga 1123, Sao Paulo. Tel: 37-2660, 35-2832. Pres.: Enrique Lebendiger; Gen. Mgr.: Juvenal Fernandes.  
**Branch:** Rio de Janeiro, Av. Rio Branco 37, 5th fl. Tel: 223-4231.  
**Int'l branches:** Argentina, Chile, Mexico, USA, Venezuela.  
**Affiliates:** Ed. Musical Arapua, Bandeirante Ed. Musical, Ed. Brasil Musical Porto & Falcao, Melodias Americanas, Ed. Musica Brasileira Moderna, Ed. Arthur Napoleao, Ed. Musical Santos Dumont, Seresta Ed. Musicais, Ed. Musical Sonata, Ed. de Sucessos Internacionais.  
 Fontana Ltda. (Ed. Musicais), see Companhia Brasileira de Discos.  
 Frevo, Rua dos Palmares 174, Recife. Mgr.: Nelson Ferreira.  
 Gapa, Av. Rio Branco 311, 4th fl., Rio de Janeiro.  
 Harmonia, Rua Osorio Duque Estrada 134, Sao Paulo.  
 Helo Ltd. (Ed. Musicais), see Companhia Brasileira de Discos.  
 I T A I P U (Sociedade Brasileira de Edicoes, Publicidade & Servicos Artisticos), Rua Evaristo da Veiga 20, 1st fl., Rio de Janeiro. Gen. Mgr.: Dr. Henry Jessen; Int'l Div.: Luiz Amaral.  
 Ilha Bela, Rua Barao de Itapetingua 255, Sao Paulo. Mgr.: Herivelto Martins.  
 Indus (Ed. de Musica), see EMBI.  
 Inspiracao, Rua do Arouche 42, Sao Paulo.  
 Irmaos Vitale SA Industria & Comercio, Rua Franca Pinto 42, Sao Paulo. Tel: 7-1136. Cable: IRVITALE. Mng.: Emilio M. Vitale.  
**Int'l firm represented:** United Artists Music group (USA).  
 Jequibau, Rua Atlantica 697, Sao Paulo.  
 Kassner (Ed.) Sao Paulo.  
**Home office:** USA, American Metropolitan Ent. Latin American Tree, Caixa Postal 5296, Rio de Janeiro ZC-58. Mgr.: Henrique Gandelman.  
**Home office:** USA, Tree.  
 Lyra (Ed. de Musica), see EMBI.  
 M C A do Brasil Ed. Musical Ltda., Av. Ipiranga 1123, Rm. 403, Sao Paulo. Tel: 37-4704. Pres.: Michel Butnariu.  
**Affiliates:** Duchess Ed. Musical Ltda., Musirama Ed. Musical Ltda., Universal Ed. Musical Ltda.  
 Mangione, Av. Treze de Maio 13, Rio de Janeiro. Tel: 42-3223. Pres.: Estevao Mangione.  
 Melodias Americanas, see Fermata.  
 Mills (Ed. Musica), Av. Ipiranga 1123, Sao Paulo.  
**Home office:** USA.  
 Moderna (Ed. Musica Brasileira), see Fermata.  
 Ivan Mogull, c/o Edicoes Musicas RCA, Av. Ipiranga 1097, Sao Paulo. Pres.: Ivan Mogull; Gen. Mgr.: Osmar Zandomenigui.  
**Home office:** USA.  
 Mundo Musical Ltd. (Ed.), see CBS.  
 Musibras, Av. Ipiranga 1123, Sao Paulo. Tel: 35-1721. Mgr.: Waldemar Marchetti.  
 Musicam, Rua Francisco Serrador 90, Rio de Janeiro.  
 Musiclave, Av. Ipiranga 1123, 5th fl., Rm. 504A, Sao Paulo.  
 Musicorde, Rua Osorio Duque Estrada 138, Sao Paulo.  
 Musirama Ed. Musical Ltda., see MCA.  
 Arthur Napoleao (Ed.), see Fermata.  
 Nossa Terra, Rua Visconde Inhauma 134, Rio de Janeiro. Mgr.: Alcir Pires Vermelho.  
 Pergola Ltda. (Ed. Musicais), see Companhia Brasileira de Discos.  
 Pierrot, Av. Ipiranga 1123, Sao Paulo. Tel: 35-1721. Mgr.: Waldemar Marchetti.  
 Porto & Falcao (Ed. Brasil Musical), see Fermata.  
 Publicacoes Panamericanas, see Euterpe.  
 R C A Jaguar, Av. Ipiranga 1097, Sao Paulo. Tel: 36-6951. Cable: RADIINTER. Pres.: D. J. M. Reid; Exec. Dir.: David W. Jones.  
 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.  
 Ritmos Edicoes Musicais, Av. Rio Branco 227 grupo 1504, Rio de Janeiro. Dirs.: Jose Stockler de Moraes, Rodolfo Zuckermann.  
 Romance, Rua Visconde Inhauma 134, Rio de Janeiro. Mgr.: Milton Bittencourt.  
 Samba Ltda. (Ed. Musicais), see Ecllave.  
 Santos Dumont (Ed. Musical), see Fermata.  
 Sao Jorge, Rua Visconde Inhauma 134, Rio de Janeiro. Mgr.: Ary Monteiro.  
 Saturno Ltda. (Ed. Musicais), see Companhia Brasileira de Discos.  
 Seresta Ed. Musicais, see Fermata.  
 Sidomar, Av. Ipiranga 1193, 9th fl., Sao Paulo.  
 Sonata (Ed. Musical), see Fermata.  
 Sucessos Internacionais (Ed. de), see Fermata.  
 Todata, Rua Aurora 964, Sao Paulo.  
 Todamerica Musica Ltda., Rua Santa Luzia 799, 3rd fl. Rio de Janeiro. Tel: 22-2642.  
**Int'l firm represented:** Edwin H. Morris & Co. Ltd. (USA).  
 Tree, see Latin American Tree.  
 Universal (Ed. de Musicas) (EMU), see Euterpe.  
 Universal Ed. Musical Ltda., see MCA.  
 Victor (Ed. Musicais), Sao Paulo.  
 Vitale, see Irmaos Vitale.

## ● services

### ASSOCIATIONS, MUSIC LICENSING & PROFESSIONAL ORGANIZATIONS

A D D A F (Associacao Defensora dos Direitos Artisticos & Fomecanicos), Rua Visconde Inhauma 167, Rio de Janeiro. Tel: 23-1693. Pres.: Ataulpho Alves.  
 Asociacion de Canto Coral (ACC), Rua das Marrecas 40, 9th fl., Rio de Janeiro. Pres.: Moacyr Villas-Boas.  
 Associaao Brasileira dos Produtores de Fonogramas (Brazilian Association of Phonographic Prod'rs), Rua Rego Freitas 354, Sao Paulo. Tel: 35-0665. Pres.: Sebastiao R. Bastos.  
 B I E M, Rua Evaristo da Veiga 35, Rio de Janeiro. Tel: 22-7219. Mgr.: Umberto Marconi.  
 Bureau Int'l de l'Edition Mecanique, see BIEM.  
 Equipe Utilidades Domesticas Ltda., Av. Rio Branco 156, Rio de Janeiro. Tel: 252-8921. Pres.: Oswaldo Simoes Cadaxo; Gen. Mgr.: Dulce Domingues; Sales Mgr.: Americo Lima.  
 Instituto Cultural Italo-Brasileiro, Rua Sete de Abril 230, 5th fl., 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 & Editores de Musica), Rua Buenos Aires 58, Rio de Janeiro. Tel: 23-1935.  
 S B A T (Sociedade Brasileira de Autores Teatrais), Rua Buenos Aires 58-A, Rio de Janeiro. Tel: 42-5452. Pres.: Juracy Camargo.  
 S I C A M (Sociedade Independente de Compositores & Autores Musicais), Largo Paissandu 51, 11th fl., Sao Paulo. Tel: 33-2794. Pres.: Alberto Roitman. (SEE ADVERTISEMENT)  
 U B C (Uniao Brasileira de Compositores), Rua Visconde Inhauma 134, Rio de Janeiro. Tel: 23-1693. Pres.: Osvaldo Santiago.

### PLATING & PROCESSING PLANT

Companhia Industrial de Discos, Rua 29 de Julho 158-170, Rio de Janeiro ZC-20. Tel: 230-4871/7396. Pres.: Hermann Zuckermann; Gen. Mgr.: Arlindo Alves do Nascimento; Sales Mgr.: Rodolfo Zuckermann.

### PRESSING PLANTS

Companhia Brasileira de Discos, Estrada das Furnas 1467, Rio de Janeiro.  
 Companhia Industrial de Discos, Rua 29 de Julho 158, Rio de Janeiro. Tel: 230-4871/7396. Pres.: Hermann Zuckermann; Gen. Mgr.: Arlindo Alves do Nascimento; Sales Mgr.: Rodolfo Zuckermann.  
 Gravacoes Electricas, Av. do Estado 4755, Sao Paulo. Tel: 35-3574.  
 Industrias Electricas & Musicais Fabrica Odeon (EMI), Rua Odeon s/n, Sao Bernardo do Campo.  
 Musidisc Ltda. (Gravacoes), Rua da Lapa 120, 12th fl., Rio de Janeiro. Tel: 232-3805. Pres.: Nilo Santos Pinto; Gen. Mgr.: Adalcy Supcupira; Dir.: Ruth de Castro Savaget; Sales Mgr.: Dalmo Santos.  
 R C A Electronica Brasileira, Av. Engenheiro Billings 2229, Sao Paulo.  
 Rozenblit, Estrada dos Remedios 855, Recife.  
 Som, Rua Argentina 173, Sao Bernardo do Campo. Tel: 42-7411.

### PRINTER & LITHOGRAPHER

Companhia Industrial de Discos, Rua 29 de Julho 158-170, Rio de Janeiro ZC-20. Tel: 230-4871/7396. Pres.: Hermann Zuckermann; Gen. Mgr.: Arlindo Alves do Nascimento; Sales Mgr.: Rodolfo Zuckermann.

### PROMOTION & PUBLICITY

Equipe Utilidades Domesticas Ltda., Av. Rio Branco 156, Rio de Janeiro. Tel: 252-8921. Pres.: Oswaldo Simoes Cadaxo; Gen. Mgr.: Dulce Domingues; Sales Mgr.: Americo Lima.

### RECORDING STUDIOS

Audio Studio B, Rua Anita Garibaldi 83-D, Sobre Loja 206, Rio de Janeiro ZC-07. Tel: 256-5941. 235-1525. Owner, Studio Mgr. & Chief Eng.: William O. Horne.  
 C B S SA Industria & Comercio (Discos), Rua Visconde do Rio Branco 53, Rio de Janeiro ZC-58. Tel: 231-4040. Chief Eng.: Sylvio M. Rabello.  
 Chanfecler Ltda. (Gravacoes), Rua Aurora 964, Sao Paulo. Tel: 37-6111. Owner: Helio Muniz de Souza; Studio Mgr.: Biaggio Baccarin; Chief Eng.: Alberto Calçada.  
 Companhia Brasileira de Discos, Av. Rio Branco 183, Rio de Janeiro. Tel: 222-6098. Studio Mgr.: Umberto Confardi; Chief Eng.: Mario d'Urso.  
 Musidisc Ltda. (Gravacoes), Rua da Lapa 120, 12th fl., Rio de Janeiro. Tel: 232-3805. Pres.: Nilo Santos Pinto; Gen. Mgr.: Adalcy Supcupira; Dir.: Ruth de Castro Savaget; Sales Mgr.: Dalmo Santos.

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**TAPE CUSTOM DUPLICATORS**

A P G Gravacoes, Ltda., Rua Jose 46, S/1103, Rio de Janeiro. Tel: 232-9129. Plant: Rua Clodomiro Amazonas, 1427 Sao Paulo. Tel: 61-5479. Dir.: Alberto Pittigliani, Sebastiao R. Bastos.

**Cartridge 8-track & cassette:** Auto Fitas Musical, Beverly, CBS, Cariaz, Cia. Brasileira de Discos Copacabana, Equipe, Musidisc, Odeon, RCA, Top Tape.

Tape Car Gravacoes SA, 17 Fevereiro 159, Rio de Janeiro. Tel: 2-304255. Pres.: Manuel Camero; Gen. Mgr.: Fernando Neves; Sales Mgr.: Newton Fragali.

**Cartridge 8-track & cassette:** CBS, Codil, Continental, Ebrau, Musa, Odeon, Philips, RCA, Tape-car.

• **supplies & accessories**

Equipe Utilidades Domesticas Ltda., Av. Rio Branco 156, Rio de Janeiro. Tel: 252-8921. Pres.: Oswaldo Simoes Cadaxo; Gen. Mgr.: Dulce Domingues; Sales Mgr.: Americo Lima.  
**Product:** Jackets, labels, browser boxes, carrying cases, catalog servs., cleaners cloths & brushes, divider cards, racks, title strips.

**BULGARIA**

**RECORDS:**

Average retail price per record: 12" LPs—\$1.96; 10" LPs—\$1.54; 7" LPs—\$0.89; 7" singles—\$0.55.

• **record manufacturer**

Balkanton, 2 Haydushka Poljana St., Sofia 12. Tel: 52-54-51.  
 Int'l labels represented: DGG, Tetragrammaton.

• **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.

**CANADA**

**RECORDS:**

Records sold domestically: Stereo LP's 1969—23,903,000 units; 1968—18,976,000 units. Mono LP's 1969—1,240,000 units; 1968—5,041,000 units. Singles 1969—16,132,000 units; 1968—15,094,000 units.

Records manufactured for domestic & export sale: 1969—26,991,000 units, \$44,780,000; 1968—20,121,801 units, \$40,714,000.

Records imported from USA (factory value): 1969—4,534,091 units, \$2,321,000; 1968—\$2,922,396.

Records exported to USA (factory value): 1969—307,970 units, \$158,000; 1968—706,662 units, \$121,853.

Records imported from countries other than USA (factory value) 1969—1,503,264 units, \$1,538,000; 1968—1,676,370 units, \$2,273,000.

Records exported to countries other than USA: (factory value): 1969—143,538 units, \$112,000; 1968—28,099 units, \$25,000.

Average retail price per record: LP's—\$5.29; Singles—\$0.98.

• Stereo sales: 93%.

• Record club sales: 10%.

Type of distribution: Manufacturer-to-distributor-to-retailer continues to predominate. Over 40 percent of business now done through rack jobbers and one stops.

• Discounting: Frequent.

Type of promotion: Continuing importance of US charts in Top 40 programming, but the Canadian content bill, which comes into effect on January 1, will no doubt lessen the reliance on US hit product.

**TAPE:**

Market: Tape sales are rapidly growing and represent around 23% of the music industry. The government's Dominion Bureau of Statistics has not yet done an exhaustive study of the tape market. A survey initiated by GRT of Canada Ltd. shows that although the 8-track system continues to dominate the pre-recorded tape market, sales of cassette playback equipment are well over the 8-track figures. The survey

indicates that people are buying massive quantities of blank cassette tape and using the recording capacities of cassette players to tape music from television and radio. GRT found that in 1968, 590,000 8-track cartridges were sold as opposed to 75,000 cassettes, but only 92,000 8-track players were sold compared with 120,000 cassette players. The previous year 36,000 8-track players had been sold versus 34,000 cassette machines. Projected figures for 1969 were that 1,600,000 8-track, 300,000 cassette tapes would be sold, while in playback equipment the figures would be 120,000 8-track cartridge units to 150,000 cassette players. The study notes that there is no longer a 4-track market here.

Average retail price per tape: Cartridge 8-tr.—\$7.50; cartridge 4-tr.—\$6.55; cassette & open reel—\$7.50 (All prices higher for Broadway shows and classics).

Type of distribution: About 60% manufacturer-to-distributor-to-dealer and 40% manufacturer-to-retailer. Rack jobbers and one stops are involved in tape distribution on a small scale.

Type of promotion: Record and tape product are released and promoted together. There had been very little promotion until Ampex initiated an extensive national campaign on the radio and in newspapers in October, 1969. Other companies have since followed their lead.

IMPORT/EXPORT REGULATIONS: Import customs duty—20%; federal sales tax—12%.  
 RITCHIE YORKE

• **record manufacturers**

Abnak, see Compo, Apex Div.

Accent, see Compo, Apex Div.

Ace of Clubs, see London.

Ace of Diamonds, see London.

Alkon, see Klondike.

Alliance, see Allied.

Allied Rec. Corp., PO Box 517, 104 Doncaster Ave., Willowdale, Ont. Tel: (416) 889-8566. VP & Gen. Mgr.: Jack Boswell.

Branch: Montreal, P.Q., 190 Ronald Dr. Tel: (514) 489-9729.

Labels: Allied, Alliance, Marathon.

Cartridge 8-tr. & cassette: Paragon self-mfd. This company represents: Asch-Broadside, Bel Canto, Conversa-Phone, Dandelion, Elektra, Folk Legacy, Gateway, Nonesuch, Paragon, Pentagon, Time.

Almada group, see World.

Alouette, see Archambault & London.

Alshire, see Arc Sound.

Ampex of Canada, 2820 Slough St., Malton, Ont. Tel: (416) 677-2370. VP: Donald V. Hall; Sales Mgr.: Joe Pariselli; Nat'l Promo. Mgr.: Martin McGinnis.

Label: Ampex.

Amusement, see Trans World.

Angel, see Capitol.

Apex, see Compo, Apex Div.

Aquarius Recs. of Canada, 180 E. Dorchester, Montreal, P.Q. Tel: (514) 866-5538. Pres. & Gen. Mgr.: T. Flood.

Aragon Ent's. Ltd., 1234 W. Sixth Ave., Vancouver 9, B.C. Tel: (604) 732-6010. Pres.: Al Reusch. Labels: Aragon, Sixth Avenue (distributed by London); Aramac, Arrex.

Aramac, see Aragon.

Arc, see Arc Sound.

Archambault (Ed.), 500 St. Catherine St. E., Montreal 132, P.Q. Tel: (514) 849-6201. Cable: ARCHMUSIC. Co-prop.: Rosaire Archambault; Artistic Dir.: John Damant; Mgr.: Charles Pilon; Promo.: Stephane Deval.

Labels: Alouette, Select. (Also see London)  
 Cartridge 8-tr. & cassette: Alouette, Select.

This company represents: Areito, Assimil Language Courses, Belair, Belter, Carson, Chant du Monde, Charlin, Cog Sonore, Delphi, L'Encyclopedie Sonore, Festival, Hebra, Lumen, Magellan, Musidisc, PDG, Pleiade, Saint-Martin, Scola-disque, Studio SM, Valois, Vega.

Archive, see Polydor.

Arch Sound Ltd. (div. of Ahd Music Corp. Ltd.), 20 Cranfield Rd., Toronto 16, Ont. Tel: (416) 751-1613. Pres.: Phil G. Anderson; VP: Bill Gilliland.

Labels: Arc, Alshire, Good Groove, International Artists, Somerset, Yorkville.

Argo, see London.

Arrex, see Aragon.

Atco, see Warner Bros.

Atlantic, see Warner Bros.

Avril, see Columbia.

B T Puppy, see Compo, Apex Div.

Banff, see Rodeo & London.

Barclay, 1265 Ducharme Ave., Outremont, Montreal, P.Q. Tel: (514) 273-2883. Dir.: Yvan Gadoua.

Home office: France.

Labels: Barclay, Erato, Riviera. (Distributed by Trans-Canada.)

Barry, see Quality.

Beaver, see Canadian Music Sales.

Birchmount, see Quality.

Blanche Neige, see Trans World.

Boo, see Rebel.

Bouffon, see Trans World.

Bravo, see Canadian Music Sales.

Brunswick, see Compo, Decca Div.

Budget, see Trans-Canada.

C B S, see Columbia.

C R M (Canton Rec. & Music Co. Ltd.), Box 1056, Winnipeg 1, Man. Tel: (204) 837-1618. Pres.: Joe Palaschuk.

C T L, see World.

Cadet/Concept, see GRT.

Camden, see RCA.

Campus, see Rodeo.

Canaan, see Word.

Canada Int'l, see RCA.

Canadian Music Sales Corp. Ltd., 58 Advance Rd., Toronto 570, Ont. Tel: (416) 239-2361. Cable: MUSICSALES. Owner: T. St. Clair Low; A&R Mgr.: Jury Krytiuk; Sales Mgr.: Terry Regan. Labels: Beaver, Bravo, Caribou, Dominion.

Cartridge 8-tr. & cassette: (Owned) Bravo, Caribou, Dominion.

This company represents: Ad Rhythm, Alfred, All Nations, Arhoolie, Arka, Barnett, Basart, Big Chief, Blues Classics, Budapest, CNR, Canton, Chwili Dnistra, Classic Editions, Classic Jazz, De Wolfe, Don Joe, Edmonton, Educo, Fidelity Sound, 49th State, Glenside, Halcyon, Hazam, Laff, Music Minus One, Old Timey, Proscenium, Raglan, Rusalka, Sportsdisc, Steno-disc, Stream, Telco, Telstar, Transatlantic, Triola, Turul, UTC, VJM, Vis, Venus, Xtra, Yazoo.

Canusa Ent's. Inc., 32 13 E. St. Catherine St., Montreal, P.Q. Tel: (514) 526-0841. Pres.: Tony Roman.

Labels: Canusa (distributed by Trans-Canada), Revolution.

Capilano, see Studio 3.

Capitol Recs. (Canada) Ltd., 3109 American Dr., Malton, Ont. Tel: (416) 677-5050. Exec. VP & Gen. Mgr.: Ron M. Plumb; VP & Mktg.: A. Gosewich; A&R Dir.: Paul White; Nat'l Promo. & Adv. Mgr.: R. J. Legault; Nat'l Tape Sales Mgr.: E. T. Campbell.

Branches: Calgary, Alta., 519 Manitou Rd. SE. Tel: (403) 287-0823—Vancouver, B.C., 3622 E. First Ave. Tel: (604) 291-7346—Montreal, P.Q., 155 Port Royal W. Zone: 357. Tel: (514) 389-3588.

Labels: Capitol, Angel, Melodiya/Angel, Muse, Pathe, Seraphim.

Cartridge 8-tr. & cassette: Capitol, Angel, Pathe. This company represents: A&M, Apple, Disneyland, Fame, Odeon, Parlophone, Pickwick, Revolution, 20th Century-Fox. (SEE ADVERTISEMENT)

Caprice, see Rodeo & London.

Caravan Rec. Sales Ltd., 117 Midwest Rd., Scarborough, Ont. Tel: (416) 757-2455.

Label: Caravan.

This company represents: Bel Clear, Carinia, Crown, Design, Dr. Murray Banks, Edmar, Fiesta, Gregophon, Ital, Kismet, Merrydisc, Muza, Spur, UK Recs., V Recs., Venus.

Cardinal Rec. Corp. Ltd., 1244 Dufferin St., Bldg. 3, Toronto 173, Ont. Tel: (416) 531-9827. Mgr.: T. D. Prince.

Labels: (Owned) Cardinal; (distributed) Crown, Custom Fax, United.

This company represents: Imperial, Negram, Robin Hood.

Caribou, see Canadian Music Sales.

Carnaval, see Compo, Apex Div.

Carole, see Compo, Apex Div.

Carrousel, see Trans-Canada.

Cascade, see World.

Celtic, see Rodeo & London.

Century, see Word.

Checker, see GRT.

Chess, see GRT.

Citation, see Trans World.

Columbia Recs. of Canada Ltd., 1121 Leslie St., Don Mills 403, Ont. Tel: (416) 447-3311. Cable: COL-RECORD. VP & Mng. Dir.: Frederick T. Wilmont; Exec. VP: T. M. Lynd; VP Mktg.: J. Robertson; Rec'g & Pub'g Dir.: J. J. Williams; Sales & Mdsq. Dir.: William Eaton; Special Prods. Mgr.: L. Friedman; Audio Prods. Dir.: W. Kearns.

Branches: Calgary, Alta., 4624 Manitoba Rd. Tel: (403) 287-1322. Mgr.: J. Davies—Vancouver, B.C., 116 SE Marine Dr. Zone: 15. Tel: (604) 327-0291. Mgr.: A.V. Dunseith—Don Mills, Ont., 1113 Leslie St. Tel: (416) 444-6651. Mgr.: E. Colero—Montreal, P.Q., 1168 Montee de Liesse.

Zone 9. Tel: (514) 336-1744. Mgr.: J. Gagne. Labels: Columbia, Avriil, CBS, Date, Epic, Harmonie, Harmony, Legacy, Odyssey, Okech.

Cartridge 8-tr. & cassette: (Owned) Columbia, CBS, Date, Epic self-mfd.; (distributed) Barnaby, Fillmore, Starday, True North self-mfd.

Open reel: (Owned) Columbia, Epic self-mfd. This company represents: Abbott, Arion, Barnaby, Blue Horizon, Dover, Fillmore, Gazette, Gregar, Kinetic, King, Leko, Milestone, Nashville, Rojac, Starday, True North. (SEE ADVERTISEMENT)

The Compo Co. Ltd., 2450 Victoria Park Ave., Willowdale 425, Ont. Tel: (416) 491-3000. VP & Gen. Mgr.: R.A. Chislett; VP & Sales Mgr.: S.D. Roberts; VP & Gen. Mgr. Apex Div.: George Offer; A&R: Lee Armstrong; Pub. & Promo.: Roy Smith; Sales, Mktg. & Adv.: (Decca Div.) S.D. Roberts, (Apex Div.) Lee Armstrong.

Labels: (Decca Div.) Decca, Brunswick, Coral, MTA, Vocation; (Apex Div.) Apex, Abnak, Accent, B T Puppy, Carnaval, Carole, Cycle 2000, Damon, Diamond, Double Shot, Four Corners of the World, GNP Crescendo, Jetstar, Kapp, Lero, Musicor, Pete, Point, Revolver, Revue, Scepter, Shamley, Straight, Uni, United Artists, Wand, White Whale.

Cartridge 8-tr.: Abnak, Apex, Brunswick, Carna-

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Sounds like  
**SOUNDS**  
**CANADIAN**  
 came through loud and clear



Zounds! There is a big market for Canadian talent; Capitol has just proven that. Our "SOUNDS CANADIAN" talent promotion was one of the most successful we've had in many years. It was well received right across the entire country. So it would seem that it caught a lot of ears! "SOUNDS CANADIAN" concerned the release of 10 new Canadian L.P.'s.

They're performed by some of the finest Canadian recording artists anyone in Canada's ever heard: Gary Buck; Gene MacLellan; Edward Bear; and Anne Murray. Bobby Curtola, and Mother Tuckers Yellow Duck. And Claude Valade; Donna Ramsay; Pierre Lalonde; and Brian Browne. How's that for some great-sounding names?



DAFFODIL



T.M. of Capitol Records, Inc.

pickwick/33



apple records



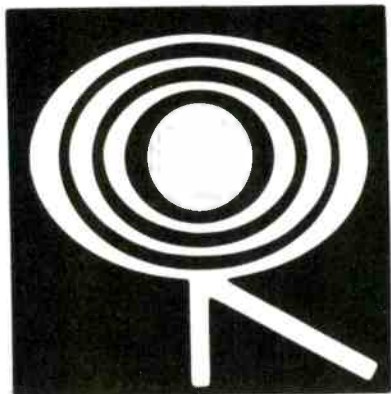
continued

val, Coral, Decca, Diamond, Double Shot, GNP Crescendo, Kapp, Lero, Musicor, Point, Revolver, Scepter, Solid State, Straight, Uni, Unified Artists, Wand, White Whale.  
**Cassette:** Apex, Coral, Decca, Double Shot, GNP Crescendo, Kapp, Musicor, Revolver, Scepter, Straight, Uni, Unified Artists, Wand, White Whale. (SEE ADVERTISEMENT)  
**Condor, see Rada.**  
 Coral, see Compo, Decca Div.  
 Cotillion, see Warner Bros.  
 Crown, see Caravan & Cardinal.  
 Custom, see Cardinal.  
 Cycle 2000, see Compo, Apex Div.  
 D G G, see Polydor.  
 D S P, see Trans World & Trans-Canada.  
**Daffodil Recs.,** 331 Yonge St., 3rd fl., Toronto, Ont. Tel: (416) 364-6959. Cable: PROLOVE. Pres.: R. Hawkins; VP: F. Davies.  
**Damon Prod'n's Ltd.,** 6844 76 Ave., Edmonton 83, Alta. Tel: (403) 465-1071. Pres.: Garry L. McDonald; VP: Don R. Pachec.  
**Labels:** Damon, Point (distributed by Compo, Apex Div.).  
**Date, see Columbia.**  
 Decca, see Compo, Decca Div.  
 De-Lite, see GRT.  
 Delta, see Phonodisc.  
 Deram, see London.  
 Design, see World.  
 Deutsche Grammophon Gesellschaft, see Polydor.  
 Diamond, see Compo, Apex Div.  
 Dominion, see Canadian Music Sales.  
 Dorval, see Trans-Canada.  
 Double Shot, see Compo, Apex Div.  
 Edem, see Trans-Canada.  
 Edition de l'Homme, see Trans-Canada.  
 Elan, see Gamma.  
 Emerald, see London.  
 Emerald Gem, see London.  
 Ensemble, see International Rec.  
 Epic, see Columbia.  
 Erato, see Barclay & Trans-Canada.  
 Ethnic, see Rebel.  
 Etoile, see London.  
 Europa, see Rodeo.  
 Fax, see Cardinal.  
 Fingerprint, see GRT.  
 Four Corners of the World, see Compo, Apex Div.  
 Franco, see Trans-Canada.  
**Franklin, PO Box 1515, Winnipeg, Man. Tel: (204) 947-0092. Pres.: Frank Wiener; PR: Tania James. (Distributed by London).**  
**Frontier, PO Box 489, Waterloo, P.Q. Pres.: B. R. Gibbs.**  
**Int'l rep.: UK (Greenwood).**  
 Funtime, see Rada.  
 G N P Crescendo, see Compo, Apex Div.  
 G R T of Canada Ltd., 1045 Hargrieve Rd., London, Ont. Tel: (519) 434-4535. Pres.: Ross B. Reynolds; Nat'l Sales Mgr.: Edward P. La-Buick; Promo. Mgr.: Edward J. A. Lawson; Ops. Mgr.: James B. Blum.  
**Home office: USA.**  
**Labels:** (Owned) GRT, Cadet, Cadet/Concept, Checker, Chess, Hobbit, Janus; (distributed) De-Lite, Fingerprint, HiFi, Roulette, Scepter, Shelter, Sound, Tamarac, Westbound.  
**Cartridge 4-tr., B-tr., cassette & open reel:** (Owned) GRT, Blue Thumb, Cadet, Cadet/Concept, Checker, Chess, Janus self-mfd.  
**Gaiety Recs. Ltd.,** 55 S. Cumberland St., Thunder Bay, Ont. Tel: (807) 344-7963. Pres.: A&R & Promo.: Don Grashey; VP, Sales, Mktg. & Pub. Mgr.: Charles Williams.  
**Gala, see RCA.**  
**Galaxy Rec. of Canada, 678 Polson Ave., Winnipeg 4, Man. Tel: (204) 589-1876. Pres.: Alex Moodrey.**  
**Labels:** Galaxy, Melody.  
**Gamma Recs. Ltd.,** 389 St. Paul St. W., Montreal 125, P.Q. Tel: (514) 288-0242. Pres.: Jack Lazare; VP: D. Lazare.  
**Int'l branch: France.**  
**Labels:** Gamma (distributed by London), Elan.  
**Cartridge 8-tr. & cassette:** Gamma (distributed by London).  
**This company represents:** ESP-Disk' (USA), Jacques Canetti (France), Mouloudji (France).  
**Global Heritage, see London.**  
 Good Groove, see Arc Sound.  
 Guitare, see Trans-Canada.  
 Happy Time, see World.  
 Harmonie, see Columbia.  
 Harmony, see Columbia.  
 Heliodor, see Polydor.  
 Hi Fi, see GRT.  
 HiLite, see World.  
 Hobbit, see GRT.  
 Impulse, see Polydor.  
 International Artists, see Arc Sound.  
**International Rec. Corp. Ltd.,** 8849 Selkirk St., Vancouver 14, B.C. Tel: (604) 261-1348. Pres.: Peter E. Kidd.  
**Label:** Ensemble. (SEE ADVERTISEMENT)  
 Janus, see GRT.  
 Janz, see World.  
**Jet, PO Box 219, Outremont Sta., Montreal 154, P.Q. Tel: (514) 374-1202.**  
**Labels:** Jet, Lotta Soul.  
**Jetstar, see Compo, Apex Div.**

**Jupiter, 4824 Cote des Neiges, Suite 44, Montreal, P.Q. Tel: (514) 733-9673. Pres.: Yvan Dufresne. Labels:** Jupiter, Neptune, Sonic (distributed by London).  
**Kapp, see Compo, Apex Div.**  
**Klondike, PO Box 561, Whitehorse, Yukon. Gen. Mgr.: Al Oster.**  
**Labels:** Klondike, Alkon.  
**Legacy, see Columbia & Rebel.**  
**Lero, see Compo, Apex Div.**  
**Light, see World.**  
**London Int'l, see London Recs.**  
**London Recs. of Canada (1967) Ltd.,** 190 Graveline St., St. Laurent, P.Q. Tel: (514) 735-5551.  
**Cable:** FULLRANGE MONTREAL. Telex: 05-26703. Pres.: F. C. Jamieson; Prod. Co-ord.: Alice Koury; Nat'l Sales Mgr.: A. G. Bilodeau; Nat'l Sales & Promo. Mgrs.: (Classical) Jacques Druelle; (French) Jean-Pierre Beaulieu; (Philips/Mercury Group) Gary Kouri; (Liberty Group) Dave Doucette.  
**Branches:** Calgary, Alta., 429 Manitou Rd. SE. Tel: (403) 243-1313. Telex: 038-22572. Mgr.: Dennis Watt—Burnaby, B.C., 3166 Lake City Way Zone 2. Tel: (604) CY 8-6471. Telex: 04-5503. Mgr.: Orm Jones—Winnipeg, Man., 23 Keith Rd. Tel: (204) 775-7125. Telex: 03-5364. Mgr.: Gerry Young—Scarborough, Ont., 1630 Midland Ave. Tel: (416) 755-3373. Cable: FULLRANGE TORONTO. Telex: 02-2830—Quebec City, P.Q., 383 St. Paul St. Tel: (418) 529-0261. Telex: 011-3799.  
**Labels:** (Owned) Ace of Clubs, Ace of Diamonds, Argo, Deram, Emerald, Emerald Gem, Global Heritage, London, London Int'l, L'Oiseau Lyre, Parrot, phase 4, Richmond, Societe Francaise du Son, Telefunken, Threshold; (distributed) Alouette—except for Province of Quebec & City of Ottawa, Aragon, Banff, Caprice, Celtic, Franklin, Gamma, Jupiter, Melbourne, Neptune, Rodeo, Select—except for Province of Quebec & City of Ottawa, Sixth Avenue, Sonic.  
**Cartridge 8-tr.:** (Owned) London, phase 4, Deram, Parrot, licensed to Ampex; (distributed) Bel-Air, Jacques Canetti, Caprice, La Compagnie, Fontana, Gamma, Grand Prix, Hi, Jamie, Liberty, Lighthouse, Mercury, Monument, Philips, Rodeo, Smash.  
**Cassette:** (Owned) London, phase 4, Deram, Parrot, Teldec, licensed to Ampex; (distributed) Jacques Canetti, Caprice, Fontana, Gamma, Grand Prix, Hi, Jamie, Liberty, Lighthouse, Mercury, Monument, Philips, Rodeo, Smash.  
**Open reel:** (Owned) London, phase 4, Parrot licensed to Ampex; (distributed) Imperial, Liberty, Mercury, Philips, Soul City, World Pacific Jazz.  
**This company represents:** Amaret, Amos, Aquarius, Ashley, Assimil—except for Province of Quebec & City of Ottawa, Athena, Bagatelle, Bamboo, Bel-Air, Beltona, Blue Note, Blue Rock, Childcraft, Coast, Coliseum, La Compagnie, Cupidon, Disc-O-Pol, Dolton, Duke, ESP-Disk', Evolution, Fontana, Golden, Grand Prix, Hi, Imperial, Initiation, Intrepid, Jacques Canetti, Jamie, Kilmarnock, LHI, Liberty, Lighthouse, Lion, Living Presence, MSL Series, Mainstream, Major, Marco, Mercury, Minit, Mobile Fidelity, Monument, H. Morin, Multicolore, Musidisc—except for Province of Quebec & City of Ottawa, Page One, Le Patriote, Pergola, Philips, Philles, Press, Red, Sex, Sire, Smash, Soul City, Sound Stage 7, Stereo Treasury Series, Story-Teller, Sue, Sunset, Venus, Wayside, Wing, World Pacific, World Pacific Jazz, Yew.  
**Lofa Soul, see Jet.**  
**M T A, see Compo, Decca Div.**  
**Marvel, see Rodeo.**  
**March Music, 1966 Prospect St., Sherbrooke, P.Q. Tel: (819) 569-7321. Gen. Mgr.: Russell M. Marois.**  
**Labels:** Match, Meteor, Plus Ultra, Worth.  
 Melbourne, see Rodeo & London.  
 Melodiya/Angel, see Capitol.  
 Melody, see Galaxy Rec.  
 Meteor, see Match & Trans-Canada.  
 Montagnard, see Trans World.  
**Monticiana Recs.,** 2955 Fendall St., Montreal 250, P.Q. Tel: (514) 739-5200, 342-2500. Gen. Mgr. & A&R Dir.: Dave Leonard.  
**Muse, see Capitol.**  
**Musicor, see Compo, Apex Div.**  
**Musimart Ltd.,** 970 McEachern Ave., Montreal 154, P.Q. Tel: (514) 273-8354. Cable: MUSCAN. Telex: 01-26456. Pres.: George Erlick; Promo.: Michael Kordupel; Sales: Jack Inhaber.  
**Labels:** (Owned) Pierrot, Planet; (distributed) Rebel.  
**This company represents:** Abbey, Ambassador, Apon, Apple Honey, Cabot, Candide, Cathedral, Colosseum, Da Camera, Diplomat, Dooto, Dyer-Bennet, ESP-Disk', Electrecord, Elite, Eutotone, Fantasy, Folklore, Galaxy, Gateway, Guest Star, Halcyon, Let's Sing, Library Editions, Lyricord, Mandolino, Mio, Monmouth-Evergreen, Mountain Dew, Pathways of Sound, Peter Pan, Playmates, Power, Prestige, Rocking Horse, Roper, Sastruphon, Standard, Starlet, Sunshine, Swampfire, Tempo, Tifton, Tikva, Topic, Turnabout, Vox, Zap.  
**Cartridge 8-tr.:** (Distributed) Eutotone, Fantasy, Galaxy, Prestige, Roper.  
**Cassette:** (Distributed) Berkshire, Eutotone, Fantasy, Folklore, Galaxy, Tempo, Vox.

Musique Royale, see Polydor.  
 Neptune, see Jupiter.  
 New Syndrome, see Studio 3.  
**Nimbus 9 Prod'n's Ltd.,** 131 Hazelton Ave., Toronto 5, Ont. Tel: (416) 924-9688. Pres.: Jack Richardson; VP: Ben McPeck; Promo. Dir.: Peter Clayton. (Distributed by RCA).  
**Int'l branch:** Bahamas. (SEE ADVERTISEMENT)  
 Nobsel, see Trans-Canada.  
 Odyssey, see Columbia.  
 L'Oiseau Lyre, see London.  
 Okeh, see Columbia.  
 P I P, see World.  
 Parrot, see London.  
 Passe Temps, see Trans-Canada.  
 Pathe, see Capitol.  
 Pete, see Compo, Apex Div.  
 phase 4, see London.  
**Phonodisc Ltd.,** 30 Malley Rd., Scarborough, Ont. Tel: (416) 751-9610. Pres. & Gen. Mgr.: D. A. McKim; VP Int'l: Woody Hinderling; Ops. Mgr.: T. E. Riggs; Promo. Mgr.: Toni Yamane; Sales Mgr.: Bill Osborne.  
**Branches:** Burnaby, B.C., 4235 E. Hastings St. Zone 2. Tel: (604) 298-5585. Mgr.: Frank Weaver—Winnipeg, Man., 1117 Sanford St. Tel: (204) 774-7318. Mgr.: W. V. Sokulsky—Montreal, P.Q., 809 William St. Tel: (514) 861-5891. Mgr.: Doug Byrne.  
**Int'l branch:** USA.  
**Labels:** Phonodisque, Delta, Regency.  
**Cartridge 8-tr. & cassette:** (Distributed) Audio Fidelity, Chart, Commonwealth United, Gordy, Hickory, Jubilee, Motown, Pye, Soul, Tamla, Vanguard.  
**This company represents:** Ariston, Audio Fidelity, Chart, Commonwealth United, GWP, Hickory, Jubilee, Marble Arch, Metromedia, Motown, Parallax, Paula, Pye, Soul, TRX, Tamla, VMC, Vanguard.  
**Phonodisque, see Phonodisc.**  
 Pickwick Classics, see World.  
 Pierrot, see Musimart.  
 Planet, see Musimart.  
 Plus Ultra, see Match.  
 Point, see Damon & Compo, Apex Div.  
 Polka, see Rebel.  
**Polydor Recs. Canada Ltd.,** 4115 Sherbrooke St. W., Montreal 215, P. Q. Tel: (514) 933-4201. Telex: 01-26546. Mng. Dir.: Fred Exon; Admin. Mgr.: Charles van Rompu; Mktg. Mgr.: Guy Bertrand; Classical Div. Mgr.: Vas Pollakis; Nat'l Sales Mgr.: Claus Petermann; Nat'l Promo. & Tape Mgr.: Allan Katz.  
**Branches:** Vancouver, B.C., 196 Smithe St. Tel: (604) 681-0268. Mgr.: George Cooper—Mississauga, Ont., 3279 Lenworth Dr. Tel: (416) 625-3990. Mgr.: Dieter Radecki—Montreal, P. Q., 5750 Royalmount Ave. Tel: (514) 933-4201. Mgr.: Gaston Careau; Promo. Mgr.: Claude Plante.  
**Labels:** Polydor, Archive, DGG, Heliodor, Musique Royale.  
**Cartridge 8-tr., cassette & open reel:** Polydor.  
**This company represents:** ABC group, Ariola, Bluesway, Blue Thumb, Caravan (Quebec only), Flying Dutchman, Grand Award, Impulse, Island, Marmalade, Music Guild, Probe, Riverside, Senate, Simon Says, Tangerine, Westminster. (SEE ADVERTISEMENT)  
**Quality Recs. Ltd.,** 380 Birchmount Rd., Scarborough, Ont. Tel: (416) 698-5511. VP & Mng. Dir.: George L. Keane; Ass't Mng. Dir.: George R. Struth; 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.: Jack Vermeer—Montreal, P. Q., 2215 Beaconsfield Ave., Rm. 4. Zone 28. Tel: (514) HU 1-1167. Mgr.: Gilbert Gendron.  
**Labels:** Quality, Barry, Birchmount, Reo, Ringside.  
**Cartridge 4-tr.:** (Owned) Quality, Barry, Birchmount, Reo, Ringside self-mfd.  
**Cartridge 8-tr. & cassette:** (Owned) Barry, Birchmount, Reo, Ringside self-mfd.; (distributed) Bell, Buddha, Colossus, Crewe, Curtom, Dot, Enterprise, Kama Sutra, Koko, Laurie, Little David, MGM, Paramount, Plantation, Ranwood, Royal American, SSS Int'l, Stax, Steed, Sun, Verve, Verve/Forecast, Volt, Windfall.  
**Open reel:** Same as 4-tr.  
**This company represents:** Bell, Buddha, Colossus, Crewe, Curtom, Dot, Enterprise, Heritage, Kama Sutra, Koko, Laurie, Little David, MGM, Paramount, Plantation, Ranwood, Royal American, SSS Int'l, Stax, Steed, Sun, Verve, Verve/Forecast, Volt, Windfall. (SEE ADVERTISEMENT)  
**R & B, see Trans-Canada.**  
**R C A Ltd.,** 3333 Cavendish Blvd., Montreal 261, P. Q. Tel: (514) 482-9912. Cable: VICTORADIO. Telex: 05-267347. VP & Gen. Mgr.: G. I. Harrison; Mdsq. Mgr.: Stan Kulini; Nat'l Sales Mgr.: Andy Nagy; Tape Mgr.: W. A. Gillmeister.  
**Branches:** Calgary, Alta., PO Box 5158, St. A, 4120 Sixth St. SE. Tel: (403) 243-3766. Mgr.: I. F. MacDonald—Vancouver, B.C., 2876 Rupert St. Tel: (604) 433-1207. Mgr.: G. A. Bell—Winnipeg, Man., 2070 Notre Dame Ave., St. James 21. Tel: (204) 772-0481. Mgr.: J. Hogg—Halifax, N. S., 3611 Commission St. Tel: (902) 455-8015. Mgr.: H. Josey—Toronto, Ont., 1450 Prestonfield Ave. Tel: (416) 651-6550. Mgr.: A. Ed Castle—Montreal, P.Q., 5575 Royalmount Ave.

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**COLUMBIA RECORDS OF CANADA, LTD.**  
**COLUMBIA RECORDS DISTRIBUTORS CANADA, LTD.**  
**COLUMBIA RECORD CLUB**  
**APRIL MUSIC (CANADA) LTD.**  
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**CBS MUSICAL INSTRUMENTS (CANADA)**  
**Fender Musical Instruments**  
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**MASTERWORK AUDIO PRODUCTS (CANADA)**  
**COLUMBIA SPECIAL PRODUCTS**  
**ALL RECORDS SUPPLY COMPANY OF CANADA LIMITED**

**SOUND**

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Tel: (514) 342-9220. Mgr.: J. Desjardins; Promo.: Yvan Deschenes.  
**Labels:** (Owned) RCA, Camden, Victrola, Canada Int'l, Gala; (distributed) Nimbus 9.  
**Cartridge 8-tr. & cassette:** (Owned) RCA, Camden, Victrola, Gala; (distributed) Colgems, Diamond, Dunhill, Gamble, Kirshner, Poppy.  
**Cassette:** (Owned) RCA; (distributed) Colgems, Dunhill, Kirshner.  
**This company represents:** Avco Embassy, Bravo, Colgems, Dunhill, Earth, Garrette, Jad, Julmar, Kirshner, Life, Poppy, Traffic. (SEE ADVERTISEMENT)

Rada Rec. Pressings Ltd., 7802 Express St., Lake City, Burnaby 2, B.C. Tel: (604) 291-7308. VP Mktg.: Daniel J. Forget; VP & Gen. Mgr.: John Rodney.  
**Labels:** Condo, Funtime, Rada, Waikiki.

Rebel Recs. of Canada, Box 32, Willowdale, Ont. Tel: (416) 889-2474. Pres. & A&R: John C. Irvine; VP Sales & Mktg., Pub., Adv. & Promo.: Paul D. Clark; Tape & Int'l Mgr.: S. Irvine. Int'l branch: USA.  
**Labels:** (Owned) Rebel (distributed by Musimart), Boo, Ethnic, Polka; (distributed) Legacy.  
**This company represents:** Jay Jay (USA), Zap (USA).

Regency, see Phonodisc.  
 Reo, see Quality.  
 Reprise, see Warner Bros.  
 Revolution, see Canusa.  
 Revolution Recs. Ltd., 2 Prince Arthur Ave., Toronto, Ont. Tel: (416) 920-5241. Pres.: Mort Ross; VP: Robert Price; Pub., Adv. & Promo.: Martin Onrot Assocs.  
**Label:** Revolver (distributed by Compo).  
 Revolver, see Revolution Recs. & Compo, Ampex Div.  
 Revue, see Compo, Ampex Div.  
 Richmond, see London.  
 Ringside, see Quality.  
 Riverside, see Polydor.  
 Riviera, see Barclay & Trans-Canada.  
 Rodeo Recs. Ltd., 215 Victoria St., Toronto 2, Ont. Tel: (416) 368-3362. Pres.: George Taylor; VP: Frank W. McKnight; A&R & Mktg. Dir.: Dougal Trineer.  
**Home office:** Australia (W&G).  
**Labels:** Rodeo, Banff, Caprice, Celtic, Melbourne (distributed by London); Campus, Europa, Marvel.  
**Cartridge 8-tr. & cassette:** (Owned) Rodeo Int'l, Caprice licensed to Ampex; Rodeo Int'l, Banff, Celtic also released through Polydor on the Nova Label.

Roulette, see GRT.  
 Rumble Recs., 6549 E. Georgia St., North Burnaby 2, B.C. Tel: (604) 291-2752. Gen. Mgr.: Wayne Sterloff.  
 S G M, PO Box 4374, Sta. D, Vancouver 9, B.C. Tel: (604) 683-5332. Pres.: Stan Cayer; A&R: Mel Gordon.  
 Sackville Rec'gs, 719 Yonge St., Suite 5, Toronto 5, Ont. Tel: (416) 929-5065. Sales & Mktg.: John Norris; Pub. & Adv.: William E. Smith.  
 Sacred, see Word.  
 Sacred Songs, see Word.  
 Scepter, see Compo, Apex Div. & GRT.  
 Scope, see World.  
 Select, see Archambault & London.  
 Seraphim, see Capitol.  
 Serie Or, see Trans-Canada.  
 Shamley, see Compo, Apex Div.  
 Shelter, see GRT.  
 Sir John A Rec. Co., 1370 Kingston St., Ottawa 3, Ont. Tel: (613) 722-6943. Pres. & A&R Dir.: Ron Greene.  
 Sixth Avenue, see Aragon & London.  
 Societe Francaise du Son, see London.  
 Somerset, see Arc Sound.  
 Sonic, see Jupiter & London.  
 Sound, see GRT.  
 Sound Canada, see World.  
 Specialty Series, see Video Audio Prod'ns.  
 Spectrum, see Trans World & Trans-Canada.  
 Straight, see Compo, Apex Div.  
 Studio 3 Prod'ns Ltd., 2190 W. 12 Ave., Vancouver 9, B.C. Tel: (604) 736-7626. Pres., Sales & Mktg.: Ralph Harding; A&R Dir.: Tom Northcott; Promo. Dir.: Jack Herschorn; Co-ord. Dir.: Jane Silverman.  
**Labels:** Capilano, New Syndrome.  
**Cartridge 8-tr. & cassette:** (Owned) Capilano, New Syndrome.  
 Summit, see Word.  
 Sword, see Word.  
 Tamarac, see GRT.  
 Telefunken, see London.  
 Tempo (Disques), 412 Richard St., Laval des Rapides, P.Q. Pres.: Tony Choma.  
 Threshold, see London.  
 Tournesol, see Trans-Canada.  
 Tradition, see Trans World.  
 Trans-Canada Musique Serv. Inc., 189 Rockland Rd., Town of Mount Royal, Montreal 304, P.Q. Tel: (514) 735-5661. Pres.: Jean-Paul Rickner; VP: Gaetan Laniel; Sales Mgr.: Jean Desrosiers; Promo. Dir.: Michel Constantineau.  
**Labels:** (Owned) Trans-Canada; (distributed) Barclay, Budget, Canusa, Carrousel, DSP, Dorval, Edem, Edition de l'Homme, Erato, Franco, Guitare, Meteor, Nobel, Passe Temps, R&B,

Riviera, Serie Or, Spectrum, Tournesol, Vedettes, Volt.  
**Cartridge 8-tr. & cassette:** (Owned) Trans-Canada self-mfd.; (distributed) Barclay, Budget, Canusa, Carrousel, DSP, Dorval, Edem, Edition de l'Homme, Erato, Franco, Guitare, Meteor, Nobel, Passe Temps, R&B, Riviera, Serie Or, Spectrum, Tournesol, Vedettes, Volt. (SEE ADVERTISEMENT)

Transcend, see Video Audio Prod'ns.  
 Trans World Rec. Corp., 1230 Monte de Liesse, Montreal 384, P.Q. Tel: (514) 336-3110. Pres., Tape & Int'l: Art Young; A&R & Promo.: Andre Sevigny; Sales & Mktg.: Ed Eperson; Pub.: Jean Pierre Lecours; Adv.: Allan Dalfen.  
**Branches:** Winnipeg, Man., 1299 Strathcona Ave. Tel: (204) SU 3-0436. Mgr.: Ethel Gore Smith—Scarborough, Ont., 117 Midwest Rd. Tel: (416) 759-1638. Mgr.: Frank Swain.  
**Labels:** Trans World, Amusement, Blanche Neige, Bouffon, Citation, DSP, Montagnard, Spectrum, Tradition.  
**Cartridge 8-tr. & cassette:** (Owned) Trans World, Amusement, DSP, Montagnard, Spectrum; (distributed) AZ, Artia, BAM, Caedmon, Carrere, Douglas, Emerald, Fiesta, Major Minor, Project 3, Skye, Young Blood.  
**Cassette:** Same as 8-tr. plus (distributed) Spoken Arts.  
**This company represents:** AZ, Artia, BAM, Caedmon, Carrere, Douglas, Ember, Fiesta, Folkways, Grecophon, Major Minor, Panda, Parliament, Project 3, Spoken Arts, La Voix de l'Auteur, Wonderland, Young Blood.

Trax, 167 Mount Royal Ave. E., Montreal 151, P.Q. Tel: (514) 844-5332. A&R Mgr.: Martin Martin; Adv., Promo. & Int'l Mgr.: Harold Finkelstein.  
 U K Recs. Ltd., 937 Byng Pl., Winnipeg, Man. Tel: (204) 475-5874. Pres.: Lorraine Brittain.  
 Uni, see Compo, Apex Div.  
 United, see Cardinal.  
 United Artists, see Compo, Apex Div.  
 Van Recs., 133 E. 14 St., North Vancouver, B.C. Tel: (604) 987-0318. Pres.: Kenny Harris.  
 Vedettes, see Trans-Canada.  
 Victrola, see RCA.  
 Video Audio Prod'ns, 2008 Glenwood Dr. SW, Calgary, Alta. Tel: (403) 249-1507. Pres.: L.D. McMurphy; Prod. Mgr.: Brian E. Sullivan.  
**Labels:** Bettini, Specialty Series, Transcend.  
 Vocalion, see Compo, Decca Div.  
 Vogue, see Warner Bros.  
 Volt, see Trans-Canada.  
 Waikiki, see Rada.  
 Wand, see Compo, Apex Div.  
 Warner Bros. Recs. of Canada Ltd., 220 Brunswick Blvd., Pointe-Claire, P.Q. Tel: (514) 697-7440. VP & Gen. Mgr.: Ken Middleton; Nat'l Sales Mgr.: Gordon Edwards; Mdsq. Mgr.: Mike Doyle.  
**Branches:** Calgary, Alta., 4640 Manhattan Rd. SE. Tel: (403) 243-7164. Mgr.: M. Reed—Vancouver, B.C., 40 E. Fifth Ave. Tel: (604) 879-8681. Mgr.: B. McCartney—Winnipeg, Man., 24 Stevenson Rd. Tel: (204) 786-6934. Mgr.: A. Beaudin—Toronto, Ont., 4480 Chesswood Dr., Downsview. Tel: (416) 630-3033. Mgr.: L. Hammett.  
**Labels:** Warner Bros., Reprise, Atco, Atlantic, Cotillion, Vogue.  
**Cartridge 8-tr. & cassette:** (Owned) Warner Bros., Reprise self-mfd.; (distributed) Atco, Atlantic, Cotillion, Vogue self-mfd.  
 Westbound, see GRT.  
 White Whale, see Compo, Apex Div.  
 Wonderworld, see Word.  
 Word Recs. of Canada, 8551 Main St., Vancouver, B.C. Tel: (604) 321-6785. Pres.: Gerry B. Scott; VP: J.E. Scott; Sales & Mktg.: Mervin Boschman; Adv. & Promo.: Art Hayden.  
**Home office:** USA.  
**Labels:** Word, Canaan, Century, Janz, Light, Sacred, Sacred Songs, Summit, Sword, Wonderworld.  
**Cartridge 8-tr. & cassette:** (Owned) Word, Canaan, Light, Sacred self-mfd.; (distributed) Summit self-mfd.  
 World Recs., 484 Waterloo St., Oshawa, Ont. Tel: (416) 576-0250. Pres.: Tom Reid; VP: William Hewson; Prod. Co-ord.: Bob Stone.  
**Labels:** (Owned) Cascade, Scope, World; (distributed) Almada group, CTL, Design, Happy Time, HiLite, PIP, Pickwick Classics, Sound Canada.  
**This company represents:** Artone (Netherlands), Astor Electric (Australia), CBS (Netherlands), Olga (Sweden).  
 Worth, see Match.  
 Yorkville, see Arc Sound.



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● budget record labels

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

- Apple Honey (Musimart).
- Camden (RCA).
- Cascade (World).
- Condo (Rada).
- Crown (Caravan & Cardinal).

Custom (Cardinal).  
 Design (Caravan & World).  
 Diplomat (Musimart).  
 Funntime (Rada).  
 Gala (RCA).  
 Grand Award (Polydor).  
 Grand Prix (London).  
 Happy Time (World).  
 Harmonie (Columbia).  
 Harmony (Columbia).  
 Heliodor (Polydor).  
 HiLite (World).  
 Music Guild (Polydor).  
 Music Minus One (Canadian Music Sales).  
 Nashville (Columbia).  
 Odyssey (Columbia).  
 Parliament (Trans World).  
 Pickwick (World).  
 Seraphim (Capitol).  
 Sound Canada (World).  
 Sunset (London).  
 Turnabout (Musimart).  
 United (Cardinal).  
 Victrola (RCA).  
 Vocalion (Compo).  
 Wing (London).  
 Zap (Rebel).

## ● children's labels

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

Blanche Neige (Trans World).  
 Camden (RCA).  
 Conversa-Phone (Allied).  
 Folkways (Trans World).  
 Funntime (Rada).  
 Gala (RCA).  
 Golden (London).  
 Happy Time (World).  
 Harmony (Columbia).  
 Panda (Trans World).  
 Pathways of Sound (Musimart).  
 Peter Pan (Musimart).  
 Robin Hood (Cardinal).  
 Rocking Horse (Musimart).  
 Simon Says (Polydor).  
 Spoken Arts (Trans World).  
 Sunshine (Musimart).  
 Wonderland (World).

## ● independent record producers

Bison Recs., Box 430, Aylmer, Ont. Tel: (519) 773-8679. Pres.: Bruce Shaver.  
 Label credits: Caledon, RCA, Sparton.

Damon Prod'ns Ltd., 6844 76 Ave., Edmonton 83, Alta. Tel: (403) 465-1071. Pres.: Garry L. McDonald; VP: Don R. Paches; Prod'rs: Garry L. McDonald, Don R. Paches, Robert H. Smith, Wallis A. Petruk.  
 Label credits: Damon, Point, RCA Victor.

Donald K. Donald Prod'ns Ltd., 180 Dorchester E., Montreal, P.Q. Tel: (514) 861-3341. Pres. & Gen. Mgr.: Don Lariton.  
 Label credit: Aquarius.

Franco Disque Inc., 189 Rockland Rd., Town of Mount Royal, Montreal 304, P.Q. Tel: (514) 735-5661. Pres.: Jean-Paul Rickner; VP: Gaetan Laniel; Prod'rs: Michel Constantineau, Joey Galimi.  
 Label credit: Trans-Canada.

Gaiety Prod'ns, 55 S. Cumberland St., Thunder Bay, Ont. Tel: (807) 344-7963. Pres.: Don Grashey; VP: Charles Williams; Prod'rs: Don Grashey, Charles Williams.  
 Label credits: Barry, Birchmount, Columbia, Decca (UK), Epic, Frankie, Gallo, London, Maverick, Musicor, Quality, RCA, Reo, Venture, W&G.

Bob Hahn Prod'ns Inc., 1396 St. Catherine St. W., Montreal 107, P.Q. Tel: (514) 866-2801. Pres.: Robert H. Hahn; VP: A. Morrow.  
 Label credits: Columbia, Polydor, RCA, Stone.

Gordon C. Hill Ent's., 40 Keystone Ave., Toronto 269, Ont. Tel: (416) OX 4-8392. Pres.: Gordon C. Hill; VP A&R: Jon F. Kirk; VP Pub.: Ben Kerr.  
 Label credits: Columbia, Spur.

Doug Hutton, PO Box 1046, Calgary, Alta.  
 Label credits: Apex, RCA, Sparton, Warner Bros.

Impact Prod'ns, 167 Mount Royal Ave. E., Montreal, P.Q. Tel: (514) 844-5332. Contacts: Martin Martin, Harold Finkelstein.  
 Label credits: Brunswick, Kama Sutra, London, MGM (USA); Columbia, Compo, Quality, RCA, Trans-Canada.

John C. Irvine Prod'ns Ltd., Box 32, Willowdale, Ont. Tel: (416) 889-2474. Pres.: John C. Irvine; VP: Paul D. Clark; Prod'rs: John C. Irvine.  
 Label credits: Boo, Caravan, Ethnic, Legacy, MGM, Paragon, Polka, Rebel.

K H Prod'ns Ltd., 133 E. 14 St., North Vancouver, B.C. Tel: (604) 987-0318. Pres.: Kenny Harris.  
 Label credits: Van, Bermuda, BDA.

Jack London Prod'ns Ltd., 47 Colborne St., Toronto 215, Ont. Tel: (416) 469-1990. Pres.: David Marden; VP & Prod'r: Jack London.  
 Label credits: Capitol, Columbia, RCA.

Love Prod'ns Ltd., 331 Yonge St., 3rd fl., Toronto, Ont. Tel: (416) 364-6959. Pres.: R. Hawkins; VP: F. Davies.  
 Label credits: A&M, Capitol, Daffodil, London.

Match Music Corp. Ltd., 1966 Prospect, Sherbrooke, P.Q. Tel: (819) 569-7321. Pres. & Prod'r: Russell M. Marois.  
 Label credits: Apex, Vedettes, Victor.

Monticana Prod'ns, 2955 Fendall St., Montreal 250, P.Q. Tel: (514) 739-5200, 342-2500. Pres. & Prod'r: Dave Leonard.  
 Label credits: Bell, Capitol, Columbia, London.

Nimbus 9 Prod'ns Ltd., 131 Hazelton Ave., Toronto 5, Ont. Tel: (416) 924-9688. Pres.: Jack Richardson; VP: Ben McPeck.  
 Int'l branch: Bshamas.  
 Label credits: Nimbus 9, RCA (USA & Canada), Capitol (Canada). (SEE ADVERTISEMENT)

Norm-Anne Prod'ns Ltd., 4918 Ponsard Ave., Montreal 248, P.Q. Tel: (514) 489-6351. Pres.: M. E. Adilman.  
 Label credits: London, RCA.

Paralab, 1769 Ocean Park Rd., Ocean Park, B.C. Tel: (604) 536-6335. Contacts: Jim Ryall, Leo Pauliuk.

Random Rec. Prod'ns, 5 Ilfracombe Crescent, Scarborough, Ont. Pres.: Jack Boswell.  
 Label credit: Allied.

Redstone Prod'ns, 484 Waterloo St., Oshawa, Ont. Tel: (416) 576-0250. Owner: William Hewson; Prod'r: Bob Stone.  
 Label credits: Cascade, Scope.

Revolution Recs. Ltd., 2 Prince Arthur Ave., Toronto 5, Ont. Tel: (416) 920-5241. Pres.: A&R Dir. & Prod'r: Mort Ross; VP: Robert Price.  
 Label credits: Buddah, Kama Sutra.

Hank Squires Prod'ns, 3610 Durocher St., Rm. 27, Montreal 101, P.Q. Tel: (514) 843-5162. Pres., Gen. Mgr. & Prod'r: Hank Squires; VP: Rae Regan.  
 Label credits: Aquarius, Camden (Canada), Columbia, Continental, Highveld, Trans World (South Africa).

Studio 3 Prod'ns Ltd., 2190 W. 12 St., Vancouver 9, B.C. Tel: (604) 736-7626. Pres.: Ralph Harding; Promo: Jack Herschorn; Prod'rs: Tom Northcott, Robbie King, Howie Vickers, Barry DeVorzon.  
 Label credits: Compo, Polydor, Warner Bros.

continued on page 280



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**Label credits:** Apex, Capitol, Columbia, Decca, Giant, Quality, RCA.  
 Westward Ho Prod'ns, PO Box 937, Calgary 2, Alta. Tel: (403) 265-4766. Mgr.: Brendan J. Lyttle.


**music publishers**

A B C Melody (CAPAC), 408 St. James W., Montreal 126, P.Q. Tel: (514) 849-8904. Pres.: Moe Fligel; Gen. Mgr.: Jimmy Burns.  
 A M, see Chappell.  
 Addax, see Chappell-Famous.  
 Algard Music Ltd., 372A Yonge St., Toronto, Ont. Tel: (416) 362-6778. Dir.: E.G. Hough.  
**Int'l firms represented:** Magnamus Disks (USA), Musicord (USA).  
 Amadeo, see Chappell-Compass.  
 Amadeo-Brio, see Chappell-Compass.  
 American Metropolitan Ent's. Ltd., 3768 Bathurst St., Toronto, Ont. Tel: (416) 638-3261.  
**Int'l office:** USA.  
**Affiliates:** Edward Arthur Music Publ'g Corp., Berkshire Music Inc., Broadway Music Corp., Drury Lane Music Corp., Edwards Music Co. Inc., Glenbrook Music Corp., Jay Boy Music Corp., Edward Kassner Music Co. (Canada) Ltd., Kingsley Music Corp., Kryder Music Corp., Marian Music Corp., Myers Music Inc., Piccadilly Music Corp., Pinelawn Music Publ'g Co. Inc., Rush Music Corp., Saxon Music Corp., Peter Schaeffers Music Corp., Select Music Inc., Sid-Lee Music Corp., Larry Spier (Canada) Ltd., Syndicate Music Inc., Tideland Music Publ'g Corp., Town & Country Music Inc., Tray Music Corp., David Wilkes Music Corp.  
**Int'l affiliates:** Belgium (Kassner), Brazil (Kassner, Broadway), France (Monica), Germany (AME, Kassner, Broadway), Italy (Kassner), Netherlands (Kassner-Altona), Spain (Kassner), Sweden (Kassner, Broadway), UK (Kassner).  
 Andersongs (BMI), see Bay.  
 Andrew, see Chappell-Frank.  
 Antrim Music (BMI), 2412 Fourth St. SW, Calgary, Alta. Tel: (403) 266-2487. Gen. Mgr.: Les Weinstein.  
**Int'l branch:** USA.  
**Int'l rep.:** Worldwide exclusive of Canada & USA (Essex).  
 Appletree, see Chappell-Valando.

Aquarius (CAPAC), 180 E. Dorchester, Montreal, P.Q. Tel: (514) 866-5538. Pres. & Gen. Mgr.: T. Flood.  
**Affiliate:** Slalom (BMI).  
 Aragain, see Chappell-Compass.  
 Arbutus Music (CAPAC). Gen. Mgr.: Ralph Harding. See Jack & Jill.  
 Archambault Inc., Ed. (CAPAC), 500 St. Catherine St. E., Montreal 132, P.Q. Tel: (514) 849-6201.  
 Arlou, see Chappell.  
 Arrex, see Empire.  
 Arrow Music Press, see Boosey & Hawkes.  
 Edward Arthur Music Publ'g Corp., see American Metropolitan.  
 Ascherberg Hopwood & Crew Ltd., see Chappell.  
 Aspen, see Chappell-Valando.  
 Astral Music (BMI), PO Box 4374, Sta. D, Vancouver 9, B.C. Tel: (604) 683-5332. Pres.: Stanley Cayer; Gen. Mgr.: Mel Gordon.  
 Auduhon, see Chappell-Frank.  
 B + 3, see Montana.  
 Bayley Ferguson Ltd., see Chappell.  
 Bay Music Co. Ltd. (BMI), 20 Cranfield Rd., Toronto 16, Ont. Tel: (416) 751-2233. Pres.: Phil G. Anderson; Gen. Mgr.: W. R. Gilliland; Gen. Prof. Mgr.: D. J. Anderson.  
**Affiliates:** Andersongs (BMI), Canint Music Corp. Ltd. (CAPAC).  
 Beau Day, see Chappell-Five Continents.  
 Bedford, see Chappell-Edwin H. Morris.  
 Charles Begg, see Chappell.  
 Belafonte, see Chappell.  
 Belinda Canada Ltd., see Chappell.  
 Belsize Park Music (BMI), see Bluenose.  
 Benday, see Chappell-Five Continents.  
 Berandol Music Ltd. (BMI), 651 Progress Ave., Scarborough, Ont.  
**Int'l firm represented:** Big Country Ent's. (USA).  
 Berkshire Music Inc., see American Metropolitan.  
 Irving Berlin, see Chappell.  
 Besson, see Boosey & Hawkes.  
 Betanne Music Publ'g Co. (CAPAC), see Neiljoy.  
 Big Beat, see Chappell-Five Continents.  
 Birdees, see Chappell-Famous.  
 Biscuit-Tunes Music (BMI), see Love-Lies-Bleeding.  
 Bluenose Music (CAPAC), 9 Sultan St., Toronto 181, Ont. Tel: (416) 929-9356. Pres.: Greg Hambleton.  
**Affiliate:** Belsize Park Music (BMI).  
 Bondola, see Chappell.  
 Boosey & Co., see Boosey & Hawkes.  
 Boosey & Hawkes (CAPAC), 279 Yorkland Blvd., Willowdale 425, Ont. Tel: (416) 491-1900.  
**Cable:** SONDRIOUS. Gen. Mgr.: W. J. I. Crooms.  
**Home office:** England.  
**Int'l branches:** Australia, France, Germany, South Africa, Sweden, USA.

**Boosey & Hawkes Group:** Arrow Music Press, Besson Boosey & Co., Cavendish, Cos Cob, Ed. Gutheil, Ed. Koussevitzky, Ed. Russe, Enoch & Sons (NY), Hawkes & Sons, J. R. LaFleur, Rudall Carte, Winthrop Rogers.  
**Int'l firms represented:** Artia (Czechoslovakia), Edwin Ashdown (UK), J. Curwen & Sons (UK), Ed. Belaieff (Germany), Kultura (Hungary), Luverne (USA), Novello (UK), Paterson's (UK).  
**Int'l reps.:** Argentina (Barry), Austria (Theater-Verlag Erich), Denmark (Wilhelm Hansen), Italy (Carisch), Japan (Academia Music, Nippon Gakki), Netherlands (Albersen), Norway (Norsk Musikforlag), Spain (Vidal Llimona y Boceta), Sweden (Carl Gehrman).  
 Bradbury Wood, see Chappell.  
 Bradshaw, see Chappell.  
 Bravo (CAPAC), see Canadian Music.  
 Brazemount Music Corp., see Chappell-Famous.  
 Bregman Vocco & Conn, see Chappell.  
 Brill (CAPAC), see Canadian Music.  
 Brio, see Chappell-Compass.  
 Britannia, see Chappell.  
 Broadway Music Corp., see American Metropolitan.  
 Bruin, see Chappell-Famous.  
 Burlington Music of Canada Ltd. (CAPAC), 190 Grave-line St., St. Laurent, P.Q. Tel: (514) 735-5551. Pres.: Fraser Jamieson; Mgr.: David Doucette.  
**Home office:** England (Burlington-Palace Group).  
**Int'l branches:** Australasia (Palace in Australia), Benelux (Palace in Netherlands), France & French Union (Palace), Germany (Burlington), Italy (Palace), Orient (Burlington-Palace in Hong Kong), Scandinavia (Palace in Sweden), South Africa (Burlington), Spain (Burlington), USA (Burlington).  
**Affiliate:** Felsted Music of Canada Ltd. (BMI).  
 Burthem, see Chappell.  
 Burvan, see Chappell-Famous.  
 Buxton Hill, see Chappell.  
 Bytown Music Publ'rs (BMI), c/o Treble Clef, 177 Sparks St., Ottawa, Ont. Tel: (613) 237-3981. Pres. & Gen. Mgr.: H. Glatt.  
 Canadian Music Sales Corp. Ltd. (CAPAC), 58 Advance Rd., Toronto 570, Ont. Tel: (416) 239-2361. **Cable:** MUSICSALES. Owner: T. St. Clair Low; Sales Mgr.: Terry P. Regan.  
**Affiliates:** Bravo (CAPAC), Brill (CAPAC), Waterless Melon (BMI).  
**Int'l firms represented:** Alfred, Beacon, Ben Bloom, Hansen, Hal Leonard, Hill & Range Songs, Warner Bros. Music (all USA); Lochside, Kerr (both UK).  
 Canint Music Corp. Ltd. (CAPAC), see Bay.  
 Carmel, see Chappell-Edwin H. Morris.  
 Carmichael, see Chappell-Frank.  
 Carnegie, see Chappell.  
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 L. J. Cary Co. Ltd., see Chappell.  
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 Celebrity, see Chappell.  
 Celestial Music Corp., see Chappell-Bregman Vocco & Conn.  
 Chalet, see Chappell.  
 Chantclair Music (BMI), see Gordon V. Thompson.  
 Chanter Music Ltd., see Chappell.  
 Chappell & Co. Ltd. (CAPAC), 14 Birch Ave., Toronto 7, Ont. Tel: (416) 922-2159. Gen. Mgr.: C.C. Devereux.  
**Int'l branches:** Australia, England, France, Germany, Netherlands, New Zealand, USA.  
**Affiliates:** Chappell Group-AM, Arlou, Ascherberg Hopwood & Crew Ltd., Bayley Ferguson Ltd., Belafonte, Belinda (Canada) Ltd., Bradbury Wood, Burthem, Buxton Hill, L.J. Cary Co. Ltd., Chanter Music Ltd., Chappell-Styne, Clara, Cloud Cuckoo Songs Ltd., Delfont, De Sylva Brown & Henderson, Edlee, Erle, Fairway, Florence, G&C, Gershwin, Samuel Goldwyn, Morton Gould, Grob Music Co., T.B. Harms, Intersong Canada Ltd., Isalee Publ'g, Ivy, Julie, Keyboard-Chappell Music Ltd., Le Vien, Lu-Jac, Mara-Lane, Marlo, Mio Music Co., Mutual, Terry Oates, Pamela, Players, Putnam, Sahara, Shari, Springfield, Stratford, Williamson Music.  
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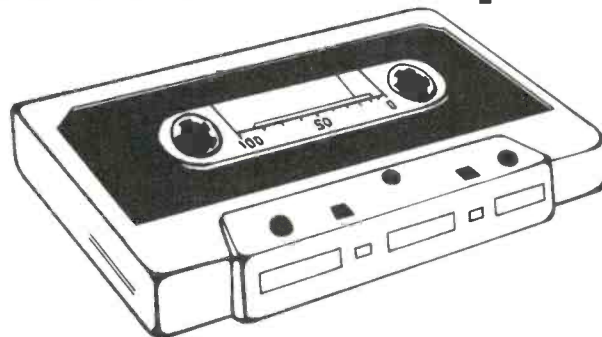
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- Chappell-Styne, see Chappell.  
 Charleston, see Chappell—Five Continents.  
 Chatam, see Chappell—Bregman Vocco & Conn.  
 Cherry Lane, see Chappell—Five Continents.  
 Chinguacousy Music (BMI), 484 Waterloo St., Oshawa, Ont.  
 Affiliate: Kashog Music (BMI).  
 Chinook Music (BMI), c/o Korl Sound, 10160 116 St., Edmonton, Alta. Pres. & Gen. Mgr.: Dick Damron.  
 Cirrus Music (BMI), div. of Nimbus 9 Prod'ns Ltd., 131 Hazelton Ave., Toronto 5, Ont. Tel: (416) 924-9688. Pres.: J. A. Richardson; Gen. Mgr.: H. A. Macmillan.  
 Affiliates: Expressions Music (BMI), Friends of Mine (BMI), Stratus Music (CAPAC), Sunspot Music (BMI).  
 Affiliated firm: Septima Music Inc. (BMI).  
 Clara, see Chappell.  
 Clarence, see Chappell.  
 Cloud Cuckoo Songs Ltd., see Chappell.  
 Columbine, see Chappell—Valando.  
 Compass, see Chappell.  
 Connie Music (BMI), see Franco.  
 Consul, see Chappell—Compass.  
 Coronation, see Chappell—Paxwin.  
 Cos Cob, see Boosey & Hawkes.  
 Creamy Music Publ'g (BMI), Box 411, Winnipeg 1, Man. Tel: (204) 284-7625. Pres.: Peter Stone.  
 Crest Music (BMI), 2636 Templeton Dr., Vancouver 12, B.C. Tel: (604) 253-3927. Pres.: Robert Williams; Gen. Mgr.: Jean Williams.  
 Crown-Vetch Music Ltd. (CAPAC), 58 Advance Rd., Toronto 570, Ont. Tel: (416) 239-2361. Pres.: Jury Krytiuk; VP: Doc Williams; Sec'y-Treas.: T. St. Clair Low.  
 Affiliate: Time Being Music Co. (BMI).  
 Int'l firms represented: Boomerang, Infinity, Programs, S&R, Starmount (all USA); Norway Music (Norway).  
 D & L Music Publ'ns (BMI), 55 S. Cumberland St., Thunder Bay, Ont. Tel: (807) 344-7963. Pres.: Don Grashey.  
 Dawntown, see Chappell—Paxwin.  
 Dayben, see Chappell—Five Continents.  
 Delaware, see Chappell—Bregman Vocco & Conn.  
 Delfont, see Chappell.  
 Delstone, see Chappell—Bregman Vocco & Conn.  
 Dena, see Chappell.  
 Desilu, see Chappell—Frank.  
 De Sylva Brown & Henderson, see Chappell.  
 Walt Disney Music of Canada Ltd. (CAPAC), 2323 Yonge St., Toronto 12, Ont. Tel: (416) 486-1166. VP: Clem Sailsa.  
 Donna, see Chappell—Edwin H. Morris.  
 Dorella, see Chappell.  
 Douglas, see Chappell.  
 Drury Lane Music Corp., see American Metropolitan.  
 Dufresne (BMI), see Dulau.  
 Dulau (CAPAC), 4824 Cote des Neiges, Suite 44, Montreal, P.Q. Tel: (514) 733-9673/3636. Pres.: Yvan Dufresne.  
 Affiliate: Dufresne (BMI).  
 Dunbar Music Canada (BMI), 225 Mutual St., Toronto, Ont. Tel: (416) 363-3443. Pres.: G. I. Harrison; Opns. Admin.: Mrs. V. E. Hicks.  
 Affiliate: Sunbury Music (CAPAC).  
 Int'l branches: England (Sunbury), USA (Dunbar).  
 Int'l firms represented: Associated Music (Australia), Publications Musicales Internationales (France), RCA (Italy, Spain), RCA Victor (Mexico), Relay (Argentina), Victor (Brazil).  
 E F D, S, see Chappell.  
 East Hill, see Chappell—Compass.  
 East/Memphis Corp., see Chappell—Famous.  
 Eden, see Chappell—Five Continents.  
 Edgevine, see Chappell—Paxwin.  
 Edlee, see Chappell.  
 Educational, see Chappell—Edwin H. Morris.  
 Edwards Music Co. Inc., see American Metropolitan.  
 Empire Music Publ'rs (BMI), 934 12 St., New Westminster, B.C. Tel: (604) 522-6232. Label: EMPMUSIC. Pres.: Karl Hodsinn.  
 Branch: London, Ont., PO Box 4245. Gen. Mgr.: Harold E. Pounds.  
 Int'l branch: USA.  
 Affiliates: Arrex Music Publ'rs, Sharrell Music Publ'rs.  
 Empress, see Chappell—Frank.  
 Enoch & Sons (NY), see Boosey & Hawkes.  
 Ensign, see Chappell—Famous.  
 Era, see Chappell.  
 Erle, see Chappell.  
 Essbee Music (BMI), 214 Merton St., Toronto 295, Ont. Tel: (416) 487-4767. Pres.: Sydney Banks.  
 Essex Music of Canada Ltd., c/o Gordon V. Thompson Ltd., 29 Birch Ave., Toronto 7, Ont. Tel: (416) 923-7329.  
 Int'l firm represented: TRO (USA).  
 Expressions Music (BMI), see Cirrus.  
 F & M, see Chappell—Edwin H. Morris.  
 Fab, see Chappell.  
 Fairway, see Chappell.  
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 Felsted Music of Canada Ltd. (BMI), see Burlington.  
 Jose Ferrer, see Chappell—Edwin H. Morris.  
 Fideree, see Chappell—Frank.  
 Fitzsimons, see Chappell—Compass.  
 Five Continents, see Chappell.  
 Florence, see Chappell.  
 Foresite Music Co., 375 The West Mall, Suite 303, Etobicoke, Ont. Tel: (416) 621-0213. Contacts: Harry V. Hinde, David C. Verge.  
 Fox Fanfare Music Inc., see Chappell—Bregman Vocco & Conn.  
 Franco, Groupe Editorial (BMI & CAPAC), 189 Rockland Rd., Town of Mount Royal, Montreal 16, P.Q. Tel: (514) 735-5661. Pres.: Jean-Paul Rickner.  
 Affiliates: Connie Music (BMI), Franco (CAPAC), Jolly (CAPAC), Lyra (CAPAC), Metro (BMI), Sonia (CAPAC).  
 Frank, see Chappell.  
 Frank & Rinimer, see Chappell—Frank.  
 Friends of Mine (BMI), see Cirrus.  
 G & C, see Chappell.  
 Gershwin, see Chappell.  
 Glamorous, see Chappell.  
 Glenbrook Music Corp., see American Metropolitan.  
 Glenn Music (BMI), 40 Keystone Ave., Toronto 269, Ont. Tel: (416) OX 4-8392. Pres.: Gordon C. Hill.  
 Globarry, see Chappell—Frank.  
 Samuel Goldwyn, see Chappell.  
 Good Sound Music (BMI), 1370 Kingston Ave., Ottawa 3, Ont. Tel: (613) 722-6943. Pres. & Gen. Mgr.: Ron Greene.  
 Morton Gould, see Chappell.  
 Grab Music Co., see Chappell.  
 Al Grace, see Chappell—Compass.  
 Gutheil (Ed.), see Boosey & Hawkes.  
 Haiben Music Publ'g Co. (CAPAC), see Neiljoy.  
 Haldonal, see Chappell—Five Continents.  
 Half Moon, see Chappell—Compass.  
 Halvey Music (BMI), 274 Perth Ave., Winnipeg, Man. Tel: (204) 338-2330. Pres.: Howard Mandshien.  
 Hanover, see Chappell—Compass.  
 Hanover-Signature, see Chappell.  
 T. B. Harms, see Chappell.

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Frederick Harris, 529 Speers Rd., Oakville, Ont. Tel: (416) 845-3487. Gen. Mgr.: W. Ray Stephens. Int'l firms represented: Allan (Australia), Banks & Son of York (UK), Freeman (UK), Edwin Kalmus (USA), Alfred Lengnick (UK). Int'l rep.: USA (Brod).

Fred Hartley, see Chappell.

Hawkes & Sons, see Boosey & Hawkes.

Haymarket, see Chappell—Compass.

Hilco Music (BMI), 167 Mount Royal Ave. E., Montreal 151, P.Q. Tel: (514) 844-5332. Pres.: Harold Finkelstein; Gen. Prof. Mgr.: Martin Martin.

Hoadley House Music (BMI), 133 E. 14 St., North Vancouver, B.C. Tel: (604) 987-0318. Pres.: Kenny Harris.

Holmby Music Corp., see Chappell—Compass.

Hutchinson, see Chappell—Five Continents.

Ilenne, see Chappell—Five Continents.

Infinite Music Corp., see Chappell—Famous.

Intersong Canada Ltd., see Chappell.

Irod, see Chappell—Compass.

Richard Irwin, see Chappell.

Isalee Publ'g, see Chappell.

Ivy, see Chappell.

Jack & Jill Music, 2190 W. 12 Ave., Vancouver, B.C. Tel: (604) 736-7626. Gen. Mgr.: Jack Herschorn. Int'l branch: England. Affiliate: Arbutus Music (CAPAC).

Jay Boy Music Corp., see American Metropolitan.

Jolly (CAPAC), see Franco.

Jubilee, see Chappell.

Julie, see Chappell.

Phil Kahl, see Chappell.

Kashog Music (BMI), see Chinguacousey.

Edward Kassner Music Co. (Canada) Ltd., see American Metropolitan.

Keyboard-Chappell Music Ltd., see Chappell.

Kimberley Music (CAPAC), see Two Brothers.

Kingen-Gale Music Corp., see Chappell—Five Continents.

Kingsley Music Corp., see American Metropolitan.

Koussevitzky (Ed.), see Boosey & Hawkes.

Kryder Music Corp., see American Metropolitan.

Kustor Music Publ'g (BMI), see Neiljoy.

J. R. LaFleur, see Boosey & Hawkes.

Landgold, see Chappell—Compass.

Laurel, see Chappell—Valando.

Laurentian Music (BMI), 1396 St. Catherine St. W., Montreal 107, P.Q. Tel: (514) 866-2801. Pres.: Robert H. Hahn; Gen. Mgr.: Art Morrow. Affiliate: Rideau Music (CAPAC).

Laval Music (BMI), 412 Richard St., Laval des Rapides, P.Q. Pres.: Tony Choma. Affiliate: Mascap (CAPAC).

Leeds Music (Canada) Ltd. (CAPAC), div. of MCA, MCA Bldg., 2450 Victoria Park Ave., Willowdale 425, Ont. Tel: (416) 491-3000. Mng. Dir.: Bailey Bird; Gen. Prof. Mgr.: Al Allbutt. Home office: USA (MCA). Affiliate: Manitou Music (BMI). Int'l firms represented: Beskwell (UK), Sim (France), Welbeck (UK); Alaska, Ashland, BRC, Cavalcade, Champion, Doy, Duchess, Fontaine, Hawaii, Leeds, Highwood Music, MCA, Northern, Pickwick, Rabelaisian, Rosewood Music, Shambley, Two Beat, Villon.

Legation, see Chappell—Compass.

Leonard, see Chappell—Compass.

Lero, see Chappell—Edwin H. Morris.

Le Vien, see Chappell.

Joseph E. Levine, see Chappell—Compass.

Lin-da, see Chappell—Edwin H. Morris.

Lion, see Chappell—Edwin H. Morris.

Livingston & Evans, see Chappell.

Frank Loesser, see Chappell—Frank.

Lombardo, see Chappell—Bregman Vocco & Conn.

Lori, see Chappell—Five Continents.

Lorion, see Chappell—Five Continents.

Lou Barry, see Chappell—Frank.

Love-Lies-Bleeding Music (BMI), 331 Yonge St., 3rd fl., Toronto, Ont. Tel: (416) 364-6959. Cable: PROLOVE. Pres.: R. Hawkins; Gen. Mgr.: F. Davies. Affiliates: Biscuit-Tunes Music (BMI), Waffles Music (BMI).

Lu-Jac, see Chappell.

Lyra (CAPAC), see Franco.

Macclesfield Music, see Chappell—Compass.

Magic, see Chappell.

Majority, see Chappell.

Malden, see Chappell—Paxwin.

Mamy, see Chappell—Five Continents.

Manitoba Music Co. (BMI), 937 Byng Pl., Winnipeg, Man. Tel: (204) 452-4276. Gen. Prof. Mgr.: H. Brittain.

Manitou Music (BMI), div. of Revue Studios. See Leeds.

Mara-Lane, see Chappell.

Marapunta-Shayne, see Chappell—Compass.

Marian Music Corp., see American Metropolitan.

Marielle, see Chappell—Five Continents.

Marlo, see Chappell.

Mascap (CAPAC), see Laval.

Massi, see Chappell—Five Continents.

Match Music Corp. Ltd., 1966 Prospect, Sherbrooke, P.Q. Tel: (819) 569-7321. Pres.: R. M. Marois. Affiliate: Andre Roussel.

Mavi (CAPAC), 5430 Jean Talon E., St. Leonard, P.Q. Tel: (514) 721-0887. Pres.: Vincenzo Ciabrone; Gen. Mgr.: Mario Ciabrone.

Maxwell, see Chappell—Five Continents.

Melissa, see Chappell—Five Continents.

Metro (BMI), see Franco.

Midas, see Chappell.

Minstrel, see Chappell.

Mio Music Co., see Chappell.

Modeles (BMI), 65 54 Ave., Pointe-aux-Trembles 530, P.Q. Tel: (514) 642-0846. Gen. Mgr.: Pat di Stasio.

Montecito, see Chappell—Edwin H. Morris.

Montina Music (BMI), 2955 Fendall St., Montreal 250, P.Q. Tel: (514) 739-5200, 342-2500. Gen. Prof. Mgr.: Dave Leonard. Affiliate: B + 3.

Moo Moo, see Chappell—Five Continents.

Moorpark, see Chappell—Five Continents.

Morley, see Chappell—Edwin H. Morris.

Edwin H. Morris, see Chappell.

Muirfield, see Chappell—Edwin H. Morris.

Mutual, see Chappell.

Myers Music Inc., see American Metropolitan.

N P P, see Chappell—Five Continents.

Neiljoy Music Publ'g Inc. (BMI), 4824 Cote des Neiges Rd., Suite 38, Montreal 247, P.Q. Tel: (514) 739-4774. Gen. Prof. Mgr.: Ben Kaye. Affiliates: Betanne Music Publ'g Co. (CAPAC), Halben Music Publ'g Co. (CAPAC), Kustor Music Publ'g (BMI).

New World, see Chappell.

Norm-Anne Prods'ns Ltd. (CAPAC), 4918 Ponsard Ave., Montreal 248, P.Q. Tel: (514) 489-6351. Pres.: M. E. Adilman.

Northland Music Publ'g Co. (BMI), PO Box 561, Whitehorse, Yukon. Tel: (403) 667-7439. Gen. Mgr.: A. A. Oster.

Northridge, see Chappell—Compass.

Terry Oates, see Chappell.

Omar, see Chappell.

Pamela, see Chappell.

Parabut, see Chappell—Famous.

Para-Kim Music Corp., see Chappell—Famous.

Paramount, see Chappell—Famous.

Paramount-Roy, see Chappell—Famous.

Para-Tal Music Corp., see Chappell—Famous.

Para-Wag Music Corp., see Chappell—Famous.

Par-Ed Music Co., see Chappell—Famous.

George Paxton, see Chappell—Paxwin.

Paxwin Music Corp., see Chappell.

Peer Int'l (BMI), see Southern.

Pet-Mac Publ'g (BMI), 6844 76 Ave., Edmonton 83, Alta. Tel: (403) 465-1071. Pres.: Garry L. McDonald; Gen. Mgr.: Wallis A. Petruk; Gen. Prof. Mgr.: Leonard A. Petruk.

Piccadilly Music Corp., see American Metropolitan.

Pinelawn Music Publ'g Co. Inc., see American Metropolitan.

Pine Woods, see Chappell—Five Continents.

Placid, see Chappell—Five Continents.

Players, see Chappell.

Post, see Chappell—Edwin H. Morris.

Putnam, see Chappell.

Quaker Ridge, see Chappell—Five Continents.

Qualrec Music Ltd. (BMI), 380 Birchmount Rd., Scarborough, Ont. Tel: (416) 698-5511. Affiliate: Shediac Music Ltd. (CAPAC).

R A O, see Chappell.

Radford, see Chappell—Edwin H. Morris.

Radview Ents., see Chappell.

Rags, see Chappell—Five Continents.

Ramitary, see Chappell—Five Continents.

Fred Raphael, see Chappell.

Walter Reade, see Chappell—Frank.

Redheads, see Chappell—Five Continents.

Herb Reis, see Chappell—Compass.

Remington, see Chappell.

Rereco Publ'g Co. (BMI), Box 32, Willowdale, Ont. Tel: (416) 889-2474. Pres.: John C. Irvine. Int'l branch: USA. Affiliate: Super Music (CAPAC). Int'l firms represented: Wynwood Music (USA), Zap (USA).

Rideau Music (CAPAC), see Laurentian.

Rochelle, see Chappell—Five Continents.

Winthrop Rogers, see Boosey & Hawkes.

Rojan, see Chappell.

Rolyn, see Chappell—Five Continents.

David Rose, see Chappell—Bregman Vocco & Conn.

Rosemeadow, see Chappell—Bregman Vocco & Conn.

Andre Roussel (Ed.), see Match Music.

Rudall Carte, see Boosey & Hawkes.

Rudy's Song Publ'ns (BMI), 3 Red Creek Rd., Grasmere, B. C. Tel: (604) 351-0346. Owner & Gen. Mgr.: R. Hallwas.

Rumble Publ'g (BMI), 6549 E. Georgia St., North Burnaby 2, B. C. Tel: (604) 291-2752. Gen. Mgr.: Wayne Sterloff.

Rush Music Corp., see American Metropolitan.

Russe (Ed.), see Boosey & Hawkes.

Sahara, see Chappell.

Saunders, see Chappell—Frank.

Saxon Music Corp., see American Metropolitan.

Peter Schaeffers Music Corp., see American Metropolitan.

Select Music Inc., see American Metropolitan.

Septima Music Inc. (BMI), see Cirrus.

Seyvern Music Ltd. (CAPAC), Box 255, Bala, Ont. Tel: (705) 765-3229. Pres. & Gen. Mgr.: Howard Cable.

Shati, see Chappell.

Sharrill Music Publ'rs, see Empire.

Larry Shayne, see Chappell—Compass.

Shediac Music Ltd. (CAPAC), see Qualrec.

Shefford Music (BMI), Box 489, 923 Main St., Waterloo, P. Q. Pres.: B. R. Gibbs.

Sherbourne, see Chappell—Edwin H. Morris.

Sid-Lee Music Corp., see American Metropolitan.


Sialom (BMI), see Aquarius.

Sol-Ed, see Chappell—Compass.

Sollari, see Chappell—Compass.

Sonia (CAPAC), see Franco.

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Southdale, see Chappell—Compass.  
 Southern Music Publ'g Co. (Canada) Ltd. (CAPAC), 1405 Bishop St., Montreal 107, P. Q. Tel: (514) 844-1974. Cable: SOUTHMUSIC. Gen. Mgr.: Matthew Heft.  
**Home office:** USA.  
**Affiliate:** Peer Int'l (Canada Ltd.) (BMI), Sud. Spar, see Chappell—Five Continents.  
 Spellbinder Music (BMI), 1018 Queen St. W., Toronto, Ont. Pres.: Edwin J. Feeny; Gen. Prof. Mgr.: C. J. Feeny.  
 Larry Spier (Canada) Ltd., see American Metropolitan.  
 Springbok Publ'ns (BMI), 3610 Durocher, Rm. 27, Montreal 130, P. Q. Tel: (514) 843-5162. Pres. & Gen. Mgr.: Hank Squires.  
**Int'l firms represented:** Actuel (Netherlands), Sun-Pacific Music (South Africa).  
 Springfield, see Chappell.  
 Storm-Dew Publ'rs Co. (BMI), PO Box 688, Montreal 101, P. Q. Tel: (514) 843-5162. Pres. & Gen. Mgr.: Hank Squires.  
**Int'l firm represented:** Actuel (Netherlands).  
 Stow, see Chappell—Five Continents.  
 Stratford, see Chappell.  
 Stratus Music (CAPAC), see Cirrus.  
 Sud, see Southern.  
 Summit, see Chappell—Compass.  
 Sunbeam, see Chappell—Valando.  
 Sunbury Music (CAPAC), see Dunbar.  
 Sunspot Music (BMI), see Cirrus.  
 Sun-Vine, see Chappell—Famous.  
 Super Music (CAPAC), see Rereco.  
 Supreme, see Chappell—Bregman Vocco & Conn.  
 Sylva (Ed.), see Chappell.  
 A. & B. Syme (BMI), PO Box 383, Salmon Arm, B. C. Tel: (604) 832-2530. Pres.: A. Syme; Gen. Mgr.: B. Syme.  
 Syndicate Music Inc., see American Metropolitan.  
 T P I, see Chappell—Edwin H. Morris.  
 Talisman Music Corp., see Chappell—Famous.  
 Tamerlane Music Inc., see Chappell—Edwin H. Morris.  
 Tescot, see Chappell.  
 Gordon V. Thompson Ltd. (CAPAC), 29 Birch Ave., Toronto 7, Ont. Tel: (416) 923-7329. Cable: GORTHOM. Pres. & Gen. Mgr.: John C. Bird; Gen. Prof. Mgr.: Jack Denton Illingworth.  
**Affiliate:** Chanteclair Music (BMI).  
**Int'l firms represented:** Barton, Big Seven, The Big 3, Bourne, George M. Cohan, Eastman, Essex, Fred Fisher, Flatland, Forster, Sam Fox, Kohn Music Corp., Mansion, Milene, Music Music Music, George Pincus & Sons, Plymouth, St. Nicholas, Andrew Scott Inc., Shapiro Bernstein, TRO.  
**Int'l rep.:** USA (The Big 3).  
 Tideland Music Publ'g Corp., see American Metropolitan.  
 Time Being Music Co. (BMI), see Crown-Vetch.

Tivoli, see Chappell—Bregman Vocco & Conn.  
 Tobi-Ann, see Chappell.  
 Tobi-Richard, see Chappell.  
 Town & Country Music Inc., see American Metropolitan.  
 Travis, see Chappell—Edwin H. Morris.  
 Tray Music Corp., see American Metropolitan.  
 Triangle, see Chappell—Bregman Vocco & Conn.  
 Tribro Music Corp., see Chappell—Famous.  
 Tuneville, see Chappell—Five Continents.  
 Twentieth Century Music Corp., see Chappell—Bregman Vocco & Conn.  
 Twin Chris, see Chappell—Compass.  
 Two Brothers Music (BMI), 5 Ilfracombe Crescent, Scarborough, Ont. Tel: (416) 755-8346. Pres.: Warren Boswell; VP: Craig Boswell.  
**Affiliate:** Kimberley Music (CAPAC).  
 U P A, see Chappell—Edwin H. Morris.  
 Upario, see Chappell—Edwin H. Morris.  
 Valando, see Chappell.  
 Valley Spring, see Chappell—Five Continents.  
 Vaughn, see Chappell—Bregman Vocco & Conn.  
 Vernon, see Chappell—Bregman Vocco & Conn.  
 Vido, see Chappell—Valando.  
 Vin-Sun, see Chappell—Famous.  
 Vision, see Chappell.  
 Vogue, see Chappell—Edwin H. Morris.  
 Waffles Music (BMI), see Love-Lies-Bleeding.  
 Waterless Melon Music (BMI), see Canadian Music Sales.  
 Waydette Music (BMI), PO Box 219, Outremont Sta., Montreal 154, P. Q. Tel: (514) 374-1202. Pres.: Don Wayne.  
 Welcome, see Chappell—Edwin H. Morris.  
 Welzheim, see Chappell—Bregman Vocco & Conn.  
 Westmont, see Chappell—Compass.  
 David Wilkes Music Corp., see American Metropolitan.  
 Williamson Music, see Chappell.  
 York, see Chappell.  
 Victor Young, see Chappell.

### ● sheet music jobbers

Empire Music, PO Box 279, 934 12 St., New West-  
 minsfer, B. C. Tel: (604) 522-6232.  
 Ray Hamerton (1966) Ltd., 476 Portage Ave., Win-  
 nipeg 1, Man.  
 Leroye Music, CP 1532, Quebec City, P. Q. (French  
 sheet music).  
 J. D. MacMillan, 414-32 Welsford Gardens, Don  
 Mills, Ont.  
**Home office:** USA, Hansen Publ'ns.  
 Gordon V. Thompson Ltd., 29 Birch Ave., Toronto  
 7, Ont. Tel: (416) 923-7329.

### ● record wholesalers

The wholesale function(s) of all companies is set in bold face and parenthesis after each listing. The following abbreviations identify these functions. (D) Distributor; (OS) One Stop; (RJ) Rack Jobber; (I) Importer; (E) Exporter. The identification of a branch or home office is indicated only when it differs from that of the listing.

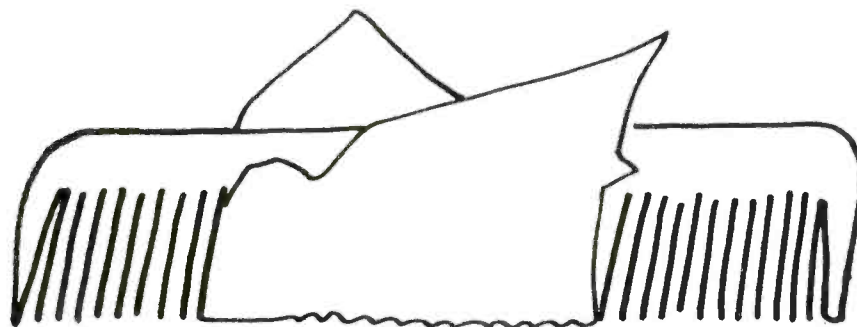
#### ALBERTA

##### ● CALGARY (Area Code 403)

Abel's Recs. Unlimited, 1425 Ninth Ave. SE. Tel: 264-6340. Owner: Ted G. Abel; Mgr. & Buyer: Chuck Faas. (RJ).  
**Home office:** Toronto, Ont.  
 Acklands Ltd., 2918 11 St. SE. Tel: 243-4488. Mgr.: Jack Williams; Rep.: Gene Chow. (D).  
**Labels:** Abnak, Accent, Apex, BT Puppy, Brunswick, Carnaval, Carole, Coral, Cycle 2000, Damon, Decca, Diamond, Double Shot, Four Corners of the World, GNP Crescendo, Jetstar, Kapp, Lero, MTA, Musicor, Pete, Point, Revolver, Revue, Scepter, Shamley, Straight, Uni, United Artists, Vocalion, Wand, White Whale.  
 All Recs. Supply Co. of Canada Ltd. (div. of CBS), 4620 Manitoba Rd. Tel: 287-2679. Mgr.: Howard Edge; Buyer: Mrs. Fran Kidd. (OS & RJ).  
**Home office:** Toronto, Ont.  
 Capitol Recs. (Canada) Ltd., 519 Manitou Rd. SE. Tel: 287-0823. (D).  
**Labels:** Capitol, Angel, Melodiya/Angel, Muse, Pathe, Seraphim, A&M, Apple, Disneyland, Fame, Odeon, Parlophone, Pickwick, Revolution, 20th Century-Fox. (SEE ADVERTISEMENT)  
 Central Rec. Co., 4511 Manitoba Rd. SE. Zone: 24. Tel: 243-2586. Pres.: David I. Jones; Mgr.: Lester W. Furze. (D).  
**Labels:** Audio Fidelity, Chart, Gordy, Jubilee, Metromedia, Motown, Pye, Tamla, Vanguard.  
 Columbia Recs. Dists. Canada Ltd., 4624 Manitoba Rd. Zone: 24. Tel: 287-1322. Mgr.: J. Davies. (D).  
**Labels:** Columbia, Avril, CBS, Date, Epic, Harmonie, Harmony, Legacy, Odyssey, Okeh, Abbott, Arion, Barnaby, Blue Horizon, Dover, Fillmore, Gazette, Gregar, Kinetic, King, Leko, Milestone, Nashville, Rojac, Starday, True North. (SEE ADVERTISEMENT)  
 Conway Marshall Ltd., 423 Manitou Rd. SE. Zone: 24. Tel: 287-2233. Mgr. & Buyer: W. B. Kinsman. (RJ).  
**Home office:** Vancouver, B.C., E. A. Morris.

*continued on page 284*

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Handleman Co. of Canada Ltd., 4644 Pacific Rd. NE. Tel: 276-2224. Mgr. & Buyer: Edna Harris. (RJ). Home office: USA, Detroit, Mich.

Kensington Dists., 519 Manitou Rd. SE. Zone: 24. Tel: 287-0980. Prairie Warehouse Supervisor: R. Murray. (RJ). Home office: Toronto, Ont., Waco-Sherman/Kensington Dists.

London Recs. of Canada (1967) Ltd., 429 Manitou Rd. SE. Tel: 243-1313. Cable: FULLRANGE. Labels: Ace of Clubs, Ace of Diamonds, Argo, Deram, Emerald, Emerald Gem, Global Heritage, London, London Int'l, L'Oiseau Lyre, Parrot, phase 4, Richmond, Societe Francaise du Son, Telefunken, Threshold, Aragon, Banff, Caprice, Celtic, Franklin, Gamma, Jupiter, Melbourne, Neptune, Rodeo, Sixth Avenue, Sonic, Amaret, Amos, Aquarius, Ashley, Athena, Bagatelle, Bamboo, Bel-Air, Beltona, Blue Note, Blue Rock, Childcraft, Coast, Coliseum, La Compagnie, Cupidon, Disc-O-Pol, Dolton, Duke, ESP-Disk, Evolution, Fontana, Golden, Grand Prix, Hi, Imperial, Initiation, Intrepid, Jacques

Canetti, Jamie, Kilmarnock, LHI, Liberty, Lime-light, Lion, Living Presence, MSL Series, Mainstream, Major, Marco, Mercury, Minit, Mobile Fidelity, Monument, H. Morin, Multicolore, Page One, Le Patriote, Pergola, Philips, Philles, Press, Red, S.ex, Sire, Smash, Soul City, Sound Stage 7, Stereo Treasury Series, Story-Teller, Sue, Sunset, Venus, Wayside, Wing, World Pacific, World Pacific Jazz, Yew; Alouette, Select, Assimil, Musidisc—except for Province of Quebec & City of Ottawa.

R C A Ltd., PO Box 5158, Sta. A, 4120 Sixth St. SE. Tel: 243-2766. Mgr.: I. F. MacDonald. (D). Labels: RCA, Camden, Victrola, Canada Int'l, Gala, Nimbus 9, Avco Embassy, Bravo, Colgems, Dunhill, Earth, Garrette, Jad, Julmar, Kirshner, Life, Poppy, Traffic.

Photographs: RCA. (SEE ADVERTISEMENT)

T P C-Rec. Div. (Taylor, Pearson & Carson Ltd.), 3207 Ninth St. SE. Zone: 24. Tel: 287-1461. Mgr.: John Watson. (D).

Branches: Edmonton, Alta., Vancouver, B.C. Labels: Quality, Barry, Birchmount, Reo, Ring-side, Bell, Buddah, Colossus, Crewe, Curtom, Dot, Enterprise, Heritage, Kama Sutra, Koko, Laurie, Little David, MGM, Paramount, Plantation, Ranwood, Royal American, SSS Int'l, Stax, Steed, Sun, Verve, Verve/Forecast, Volt, Windfall.

Van Dusen Bros. Ltd., 723 10 Ave. SW. Tel: 263-1150 (D). Home office: Edmonton, Alta. (see for prod. distributed).

Warner Bros. Recs. of Canada Ltd., 4640 Manhattan Rd. SE. Zone: 24. Tel: 243-7164. Mgr.: Michael J. Reed. (D). Labels: Warner Bros., Reprise, Atco, Atlantic, Cotillion, Vogue.

• EDMONTON (Area Code 403)

Pro-Sound Dists. Ltd., 6028 103 Rd. Tel: 435-3891. Mgr.: J. Hewer. (RJ). Home office: Vancouver, B.C., Kelly-Deyong Sound Corp.

T P C-Rec. Div. (Taylor, Pearson & Carson Ltd.), 11905 111 Ave. Tel: 452-0220. Rep.: Garry McDonald. (D). Home office: Calgary, Alta. (see for prod. distributed).

Tape Dists. (div. of Neonex Int'l), 14615 124 Ave. Zone: 42. Tel: 454-9101. Mgr.: S. A. Senuk. Buyer: Mrs. J. Meckling. (RJ).

Branch: Vancouver, B.C., Select Music Co. (D). Mgr. & Promo.: Bill Maxim. (D). Branch: Calgary, Alta.

Van Dusen Bros. Ltd., 10357 109 St. Tel: 423-1191. Labels: Ampex, Bang, Barclay, Cadet, Caedmon, Checker, Chess, Dr. Murray Banks, Fiesta, Folkways, GRT, Hawk, HiFi, Hobbit, Janus, Living Language, Merry Disc, Pickwick Classics, Project 3, Roulette, Spoken Arts, V, Westbound. Accessories: Recoton carrying cases, Walco needles.

BRITISH COLUMBIA

• NANAIMO (Area Code 604)

E. A. Morris Ltd., PO Box 118, E. Wellington Rd. Tel: 754-6393. (RJ). Home office: Vancouver, B.C.

• POWELL RIVER (Area Code 604)

Harper's Ltd., 4703 Marine Ave. Tel: 485-4151. (RJ).

• VANCOUVER (Area Code 604)

All Recs. Supply Co. of Canada Ltd. (div. of CBS), 118 SE Marine Dr. Tel: 321-0055. Mgr.: Paul Bartsch; Buyer: Viola Bradley. (OS & RJ). Home office: Toronto, Ont.

Arc Sound Ltd. (div. of Ahd Music Corp.), 322 Drake. Tel: 688-3674. (D). Labels: Arc, Alshire, Good Groove, International Artists, Somerset, Yorkville.

Capitol Recs. (Canada) Ltd., 3622 E. First Ave. Tel: 291-7346. (D).

Labels: Capitol, Angel, Melodiya/Angel, Muse, Pathe, Seraphim, A&M, Apple, Disneyland, Fame, Odeon, Parlophone, Pickwick, Revolution, 20th Century-Fox. (SEE ADVERTISEMENT)

Columbia Recs. Dists. Canada Ltd., 116 SE Marine Dr. Zone: 15. Tel: 327-0291. Mgr.: A. V. Dunseith. (D).

Labels: Columbia, Avril, CBS, Dafe, Epic, Harmonie, Harmony, Legacy, Odyssey, Okeh, Abbott, Arion, Barnaby, Blue Horizon, Dover, Fillmore, Gazette, Gregar, Kinetic, King, Leko, Milestone, Nashville, Rojac, Starday, True North. (SEE ADVERTISEMENT)

Emerson Sales Ltd., 1859 W. Fourth Ave. Zone: 9. Tel: 733-3525. Owner & Sales Mgr.: Emerson Short; Rec. Mgr.: Jean Leskiw; Promo.: S. Pawliuk. (D).

Labels: Alecto, Allied, Alvo, Artia, Bang, Barclay, Beaver, Boone, Bravo, Bruno, Budapest, Bunky, Caedmon, Capilano, Conversa-Phone, Dance Along, Dominion, Douglas, Dyno, Edmonton, Elektra, Fantasy, Fiesta, Folkways, 49th State, Galaxy, Gateway, Grecophon, Hazam, HiFi, Murril, Music Minus One, Nonesuch, Parliament, Pentagon, Recital Hall, Roulette, Skye, Spoken Arts, Sportsdisc, Steno-Disc, Summit, Time, Trans World, Turul, Universal, Venus, Wonderland.

Photographs: Benjamin, Elac, Lemco, Mirachord.

Accessories: Audiotex, Lektrostat, Transcriber. Johnston Appliances, 5239 Victoria Dr. Zone: 16. Tel: FA 5-3261. Mgr.: Miss Pat Van Kleeck. (D).

Labels: Abnak, Accent, Apex, BT Puppy, Brunswick, Carnival, Carole, Coral, Cycle 2000, Damon, Decca, Diamond, Double Shot, Four Corners of the World, GNP Crescendo, Jetstar, Kapp, Lero, MTA, Musicoor, Pete, Point, Revolver, Revue, Scepter, Shamley, Straight, Uni, United Artists, Vocalion, Wand, White Whale.

Kelly-Deyong Sound Corp. Ltd., 575 Beatty St. Zone: 3. Tel: 682-7321. Mgr.: Ray Gora. (RJ). Branch: Edmonton, Alta., Pro-Sound Dists.

Kensington Dists. Ltd., 3624 E. First Ave. Tel: 291-7731. Sales Mgr.: R. Gallo; Buyer: L. Alden. (RJ).

Home office: Toronto, Ont., Waco-Sherman/Kensington Dists.

London Recs. of Canada (1967) Ltd., 3166 Lake City Way, Burnaby 2. Tel: CY 8-6471. Cable: FULL-RANGE VANCOUVER. Telex: 04-5503. Mgr.: Orm Jones. (D).

Labels: Ace of Clubs, Ace of Diamonds, Argo, Deram, Emerald, Emerald Gem, Global Heritage, London, London Int'l, L'Oiseau Lyre, Parrot, phase 4, Richmond, Societe Francaise du Son, Telefunken, Threshold, Aragon, Banff, Caprice, Celtic, Franklin, Gamma, Jupiter, Melbourne, Neptune, Rodeo, Sixth Avenue, Sonic, Amaret, Amos, Aquarius, Ashley, Athena, Bagatelle, Bamboo, Bel-Air, Beltona, Blue Note, Blue Rock, Childcraft, Coast, Coliseum, La Compagnie, Cupidon, Disc-O-Pol, Dolton, Duke, ESP-Disk, Evolution, Fontana, Golden, Grand Prix, Hi, Imperial, Initiation, Intrepid, Jacques Canetti, Jamie, Kilmarnock, LHI, Liberty, Lime-light, Lion, Living Presence, MSL Series, Mainstream, Major, Marco, Mercury, Minit, Mobile Fidelity, Monument, H. Morin, Multicolore, Page One, Le Patriote, Pergola, Philips, Philles, Press, Red, S.ex, Sire, Smash, Soul City, Sound Stage 7, Stereo Treasury Series, Story-Teller, Sue, Sunset, Venus, Wayside, Wing, World Pacific, World Pacific Jazz, Yew; Alouette, Select, Assimil, Musidisc—except for Province of Quebec & City of Ottawa.

E. A. Morris Ltd. 475 E. Broadway. Zone: 10. Tel: 876-4141. Owner: J. P. Delf; Mgr.: W. B. Kinsman; Buyers: Barry Wilson, Miss R. Anderson. (RJ).

Branches: Calgary, Alta., Conway Marshall Ltd.; Nanaimo, B.C.

Park Lane Books & Recs., 1933 W. Broadway. Gen. Mgr.: D. Cavadas. (D).

Phonodisc Ltd., 4235 E. Hastings St., Burnaby. Tel: 298-5585. Mgr.: Frank Weaver. (D). Labels: Phonodisque, Delta, Regency, Ariston, Audio Fidelity, Chart, Commonwealth United, GWP, Hickory, Jubilee, Marble Arch, Metromedia, Motown, Parallax, Paula, Pye, Soul, TRX, Tamla, VMC, Vanguard.

Accessories: Le-Bo. Polydor Recs. Canda Ltd., 196 Smithe St. Tel: 681-0268. Mgr.: George F. Cooper. (D). Labels: Polydor, Archive, DGG, Heliador, Musique Royale, ABC group, Ariola, Bluesway, Blue Thumb, Caravan (Quebec only), Flying Dutchman, Grand Award, Impulse, Island, Marmalade, Music Guild, Probe, Riverside, Senate, Simon Says, Tangerine, Westminster. (SEE ADVERTISEMENT)

R C A Ltd., 2876 Rupert St. Tel: 433-1207. Mgr.: G. A. Bell; Western District Sales Mgr.: Wayne Langton; Sales: Richard Watt, John Ford; Promo: Rich Simon. (D).

Labels: RCA, Camden, Victrola, Canada Int'l, Gala, Nimbus 9, Avco Embassy, Bravo, Colgems, Dunhill, Earth, Garrette, Jad, Julmar, Kirshner, Life, Poppy, Traffic.

Photographs: RCA. (SEE ADVERTISEMENT)

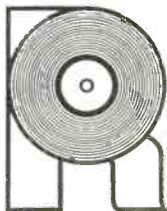
Select Music Co. (div. of Neonex Int'l), 2010 Alberta St. Zone 10. Tel: 876-3368. Mgr.: W. E. Kiss. (D), (RJ as Tape Dists.).

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 T P C-Rec. Div. (Taylor, Pearson & Carson Ltd.), 1505 Venables St. Zone: 6. Tel: 254-8174. Mgr.: Reg Ayres. (D).  
 Home office: Calgary, Alta.  
 Labels: Quality, Barry, Birchmount, Reo, Ring-side, Bell, Buddha, Colossus, Crewe, Curtom, Dot, Enterprise, Heritage, Kama Sutra, Koko, Laurie, Little David, MGM, Paramount, Plantation, Ranwood, Royal American, SSS Int'l, Stax, Steed, Sun, Verve, Verve/Forecast, Volt, Windfall.  
 Tape Dists. (RJ). See Select Music (D).  
 Warner Bros. Recs. of Canada Ltd., 40 E. Fifth Ave., Suite 202. Tel: 879-8681. Mgr.: Bill McCartney; Promo.: Bruce Bissel. (D).  
 Labels: Warner Bros., Reprise, Atco, Atlantic, Cotillion, Vogue.

**MANITOBA**

• **WINNIPEG (Area Code 204)**

Arc Sound Ltd. (div. of Ahd Music Corp.), 19 Keith Rd., St. James. Tel: 774-1050. (D).  
 Labels: Arc, Alshire, Good Groove, International Artists, Somerset, Yorkville.  
 Campus Recs. Dists. Ltd., 1131 Fife St. Zone: 17. Tel: 589-5327. Pres.: Norman Stein; VP: Mrs. Audrey Glass; Nat'l Mgr.: Neil Thorndycraft; Nat'l Sales Mgr.: Stephen Webber. (D & RJ). Labels: Arhoolie, Blues Classics, Old Timey, Raglan.  
 Laurel Rec. Dist., Box 1021, 1299 Strathcona St. Zone: 3. Tel: 783-0436. Owner & Mgr.: E. Gore-Smith; Sales & Promo.: Garth Campbell. (D).  
 Labels: Chess, Checker, Cadet, Janus, Hobbit, Roulette, Ampex, Lizard, GRT, Barclay.  
 London Recs. of Canada (1967) Ltd., 23 Keith Rd. Zone: 21. Tel: 775-7125. Cable: FULLRANGE. Telex: 03-5364. Mgr.: Gerry Young. (D).  
 Labels: Ace of Clubs, Ace of Diamonds, Argo, Deram, Emerald, Emerald Gem, Global Heritage, London, London Int'l, L'Oiseau Lyre, Parrot, phase 4, Richmond, Societe Francaise du Son, Telefunken, Threshold, Aragon, Banff, Caprice, Celtic, Franklin, Gamma, Jupiter, Melbourne, Neptune, Rodeo, Sixth Avenue, Sonic, Amaret, Amos, Aquarius, Ashley, Athena, Bagatelle, Bamboo, Bel-Air, Beltona, Blue Note, Blue Rock, Childcraft, Coast, Coliseum, La Compagnie, Cupidon, Disc-O-Pol, Dolton, Duke, ESP-Disk, Evolution, Fontana, Golden, Grand Prix, Hi, Imperial, Initiation, Intrepid, Jacques Canetti, Jamie, Kilmarnock, LHI, Liberty, Limelight,

Lion, Living Presence, MSL Series, Mainstream, Major, Marco, Mercury, Minit, Mobile Fidelity, Monument, H. Morin, Multicolore, Page One, Le Patriote, Pergola, Phillips, Philes, Press, Red, S.ex, Sire, Smash, Soul City, Sound Stage 7, Stereo Treasury Series, Story-Teller, Sue, Sunset, Venus, Wayside, Wing, World Pacific, World Pacific Jazz, Yew; Alouette, Select, Assimil, Musidisc—except for Province of Quebec & City of Ottawa.

National Rec. Dist. Ltd., 358 Colony St. Tel: 783-7081 (RJ).  
 Branch: Regina, Sask.

Phonodisc Ltd., 1117 Sanford St. Tel: 774-7318. Mgr.: Walter Sokulsky. (D).  
 Labels: Phonodisque, Delta, Regency, Ariston, Audio Fidelity, Chart, Commonwealth United, GWP, Hickory, Jubilee, Marble Arch, Metro-media, Motown, Parallax, Paula, Pye, Soul, TRX, Tamlam, VMC, Vanguard.  
 Accessories: Le-Bo.

Quality Recs. Ltd., Mid-West Sales Div., Galt Bldg., 4th fl. Tel: 943-6563. Mgr.: Chuck Porter. (D).  
 Labels: Quality, Barry, Birchmount, Reo, Ring-side, Bell, Buddha, Colossus, Crewe, Curtom, Dot, Enterprise, Heritage, Kama Sutra, Koko, Laurie, Little David, MGM, Paramount, Plantation, Ranwood, Royal American, SSS Int'l, Stax, Steed, Sun, Verve, Verve/Forecast, Volt, Windfall (SEE ADVERTISEMENT)

R C A Ltd., 2070 Notre Dame Ave., St. James 21. Tel: 772-0481. Mgr.: J. Hoogs. (D).  
 Labels: RCA, Camden, Victrola, Canada Int'l, Gala, Nimbus 9, Avco Embassy, Bravo, Colgems, Dunhill, Earth, Garrette, Jad, Julmar, Kirshner, Life, Poppy, Traffic.  
 Phonographs: RCA. (SEE ADVERTISEMENT)

Thomas Rathwell Ltd., 575 Roseberry St., St. James 21. Tel: SP 4-4561. Pres.: Thomas Rathwell; Sales Mgr.: Gary Bachman. (D).  
 Labels: Abnak, Accent, Apex, BT Puppy, Brunswick, Carnaval, Carole, Coral, Cycle 2000, Damon, Decca, Diamond, Double Shot, Four Corners of the World, GNP Crescendo, Jetstar, Kapp, Lero, MTA, Musicor, Pete, Point, Revolver, Revue, Scepter, Shamley, Straight, Uni, United Artists, Vocalion, Wand, White Whale.

Trans World Rec. Corp., 1299 Strathcona Ave. Tel: SU 3-0436. Mgr.: Ethel Gore-Smith. (D).  
 Labels: Trans World, Amusement, Blanche Neige, Bouffon, Citation, DSP, Montagnard, Spectrum, Tradition, AZ, Artia, BAM, Caedmon, Carrere, Douglas, Ember, Fiesta, Folkways, Grecophon, Major Minor, Panda, Parliament, Project 3, Spoken Arts, La Voix de l'Auteur, Wonderland, Young Blood.

Warner Bros. Recs. of Canada Ltd., 24 Stevenson Rd. Tel: 786-6934. Mgr.: Armand Beaudin. (D).  
 Labels: Warner Bros., Reprise, Atco, Atlantic, Cotillion, Vogue.

**NEW BRUNSWICK**

• **MONCTON (Area Code 506)**

Crawford Music Servs. Ltd., 42 Brandon St. Tel: 382-9301. Cable: CRATCO. Pres.: R. W. Crawford; Buyer: Mrs. Marion Ayer. (RJ).  
 Branches: St. John's, Nfld.; Halifax, N.S.  
 Maritime Recs. Ltd., 343 St. George St. Tel: 389-1341/3338. Owner & Sales Mgr.: William D. Mitton. (D).  
 Labels: Capitol, Angel, Melodiya/Angel, Muse, Pathe, Seraphim.  
 Waco-Sherman Dists., 1540 Main St. Tel: 382-9373. Mgr.: J. MacLeod. (RJ).  
 Home office: Toronto, Ont.

**NEWFOUNDLAND**

• **ST. JOHN'S (Area Code 709)**

Crawford Music Servs. Ltd., 139 Gower St. Tel: 726-6970. Mgr.: R. A. MacNeill. (RJ).  
 Home office: Moncton, N.B.

**NOVA SCOTIA**

• **AMHERST (Area Code 902)**

Canadian Assemblies Ltd., Station St. Tel: 667-3308. Mgr.: Ted Evans. (D).  
 Labels: Quality, Barry, Birchmount, Reo, Ring-side, Bell, Buddha, Colossus, Crewe, Curtom, Dot, Enterprise, Heritage, Kama Sutra, Koko, Laurie, Little David, MGM, Paramount, Plantation, Ranwood, Royal American, SSS Int'l, Stax, Steed, Sun, Verve, Verve/Forecast, Volt, Windfall.  
 Waldale, PO Box 339. Pres.: W. S. A. Daley. (D).  
 Labels: Abnak, Accent, Apex, BT Puppy, Brunswick, Carnaval, Carole, Coral, Cycle 2000, Damon, Decca, Diamond, Double Shot, Four Corners of the World, GNP Crescendo, Jetstar, Kapp, Lero, MTA, Musicor, Pete, Point, Revolver, Revue, Scepter, Shamley, Straight, Uni, United Artists, Vocalion, Wand, White Whale.

• **HALIFAX (Area Code 902)**

Crawford Music Servs. Ltd., PO Box 936, 1894 Granville St. Tel: 429-3537. (RJ).  
 Home office: Moncton, N.B.

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R C A Ltd., 3611 Commission St. Tel: 455-8015. Mgr.: Hanson Josey. (D).  
Labels: RCA, Camden, Victrola, Canada Int'l, Gala, Nimbus 9, Avco Embassy, Bravo, Colgems, Dunhill, Earth, Garrette, Jad, Julmar, Kirshner, Life, Poppy, Traffic.  
Photographs: RCA. (SEE ADVERTISEMENT)

**ONTARIO**

• **MISSISSAUGA (Area Code 416)**

Polydor Recs. Canada Ltd., 3279 Lenworth Dr. Tel: 625-3990. Mgr.: Dieter Radecki; Promo.: J. Turner. (D).  
Labels: Polydor, Archive, DGG, Heliodor, Musique Royale, ABC group, Ariola, Bluesway, Blue Thumb, Caravan (Quebec only), Flying Dutchman, Grand Award, Impulse, Island, Marmalade, Music Guild, Probe, Riverside, Senate, Simon Says, Tangerine, Westminster. (SEE ADVERTISEMENT)

• **OTTAWA (Area Code 613)**

Waco-Sherman Dist., PO Box 3275, Sta. C. Tel: 729-1421. (RJ).  
Home office: Toronto, Ont.

• **TORONTO METROPOLITAN AREA (Area Code 416)**

Abel's Recs. Unlimited, 137 Jarvis St. Zone: 210. Tel: 364-1077. Owner & Buyer: Ted G. Abel; Mgr.: Sam Zaffuto. (RJ).  
Branch: Calgary, Alta.

Alldisc Dist. Ltd., 2316 Queen St. E. Zone: 260. Tel: 691-9948. Pres.: Tony Frank; Mgr. & Buyer: Bill Sparksman. (OS & RJ).

Allied Rec. Corp., PO Box 517, 104 Doncaster Ave., Willowdale. Tel: 889-8566. VP & Gen. Mgr.: J. W. Boswell. (D).

Labels: Allied, Alliance, Marathon, Asch-Broadside, Bel Canto, Conversa-Phone, Dandelion, Elektra, Folk Legacy, Gateway, Nonesuch, Paragon, Pentagon, Time.

All Recs. Supply Co. of Canada Ltd. (div. of CBS), 1149 Bellamy Rd. N., Scarborough. Tel: 291-7341. Pres. & Gen. Mgr.: Roy J. Perini; VP: Rod Macleod; Buyer: Ken Higgenbottom. (OS & RJ).

Branches: Calgary, Alta.; Vancouver, B.C.

Apex, 2450 Victoria Park Ave., Willowdale. Tel: 491-3000. Mgr.: George Offer. (D).

Labels: Abnak, Accent, Apex, BT Puppy, Brunswick, Carnaval, Carole, Coral, Cycle 2000, Damon, Decca, Diamond, Double Shot, Four Corners of the World, GNP Crescendo, Jetstar, Kapp, Lero, MTA, Musicor, Pete, Point, Revolver, Revue, Scepter, Shamley, Straight, Uni, United Artists, Vocalion, Wand, White Whale. (SEE ADVERTISEMENT)

Arc Sound Ltd. (div. of Ahd Music Corp. Ltd.), 20 Cranfield Rd. Zone: 16. Tel: 751-1613. Pres.: Phil G. Anderson; VP: Bill Gilliland. (D).

Labels: Arc, Alshire, Good Groove, International Artists, Somerset, Yorkville.

Canada Rec. Sales, 686 Richmond St. W. Zone: 140. Tel: 363-1019. Owner: Herbert Berne; Mgr & Buyer: Bea Benedetti. (OS & RJ).

Canadian Music Sales Corp. Ltd., 58 Advance Rd. Zone: 570. Tel: 239-2361. Cable: MUSICSALES. Owner: T. St. Clair Low; Sales Mgr.: Terry P. Regan. (D).

Labels: Beaver, Bravo, Caribou, Dominion, Ad Rhythm, Alfred, All Nations, Arhoolie, Arka, Barnett, Basart, Big Chief, Blues Classics, Budapest, CNR, Canton, Chwili, Dnistra, Classic Editions, Classic Jazz, De Wolfe, Don Joe, Edmonton, Educo, Fidelity Sound, 49th State, Glenside, Halcyon, Hazam, Laff, Music Minus One, Old Timey, Proscenium, Raglan, Rusalka, Sportsdisc, Steno-Disc, Stream, Telco, Teistar, Transatlantic, Triola, Truul, UTC, VJM, Vis, Venus, Xtra, Yazoo.

Capitol Recs. (Canada) Ltd., 3109 American Dr., Malton. Tel: 677-5050. Exec. VP: A. Gosewich; Nat'l Sales Mgr.: D. Evans; Adv. & Promo. Dir.: H. Schatz. (D).

Labels: Capitol, Angel, Melodiya/Angel, Muse, Pathe, Seraphim, A&M, Apple, Disneyland, Fame, Odeon, Parlophone, Pickwick, Revolution, 20th Century-Fox.

Caravan Rec. Sales Ltd., 117 Midwest Rd., Scarborough. Tel: 757-2455. Owner: Frank P. Swain; Mgr.: H. Littlejohn. (D).

Labels: Caravan, Bel Clear, Carinia, Crown, Design, Dr. Murray Banks, Edmar, Fiesta, Gregophon, Ital, Kismet, Merrydisc, Muza, Spur, UK, V, Venus.

Accessories: Walco needles & accessories.

Century Recs. (div. of George Wade Assocs. Ltd.), 1244 Dufferin St., Bldg. 3. Zone: 173. Tel: 531-9827. Gen. Mgr.: T. D. Prince. (D).  
Labels: Cardinal, Crown, Custom, Fax, Negram, Robin Hood, United.

Columbia Recs. of Canada Ltd., 1113 Leslie St., Don Mills. Tel: 444-6651. Mgr.: E. Colero; Promo.: C. Camilleri. (D).

Labels: Columbia, Avril, CBS, Date, Epic, Harmonie, Harmony, Legacy, Odyssey, Okeh, Abbott, Arion, Barnaby, Blue Horizon, Dover, Fillmore, Gazette, Gregar, Kinetic, King, Leko, Milestone, Nashville, Rojac, Starday, True North. (SEE ADVERTISEMENT)

G R T of Canada Ltd., 150 Consumers Rd., Suite 204, Willowdale. Tel: 491-3936. Pres.: Ross B. Reynolds. (D).

Labels: Cadet, Cadet/Concept, Checker, Chess, Hobbit, Janus, De-Life, Fingerprint, HiFi, Roulette, Scepter, Shelter, Sound, Tamarac, Westbound.

Handleman Co. of Canada Ltd., 132 Manville Rd., Scarborough. Tel: 759-1166. Mgr.: Robert Cipriani; Buyer: James N. Pegg. (RJ).  
Home office: USA, Detroit, Mich.

London Recs. of Canada (1967) Ltd., 1630 Midland Ave., Scarborough. Tel: 755-3373. Cable: FULL-RANGE TORONTO. Telex: 02-2830. (D).

Labels: Ace of Clubs, Ace of Diamonds, Argo, Deram, Emerald, Emerald Gem, Global Heritage, London, London Int'l, L'Oiseau Lyre, Parrot, phase 4, Richmond, Societe Francaise du Son, Telefunken, Threshold, Aragon, Banff, Caprice, Celtic, Franklin, Gamma, Jupiter, Melbourne, Neptune, Rodeo, Sixth Avenue, Sonic, Amaret, Amos, Aquarius, Ashley, Athena, Bagatelle, Bamboo, Bel-Air, Beltona, Blue Note, Blue Rock, Childcraft, Coast, Coliseum, La Compagnie, Cupidon, Disc-O-Pol, Dolton, Duke, ESP-Disk, Evolution, Fontana, Golden, Grand Prix, Hi, Imperial, Initiation, Intrepid, Jacques Canetti, Jamie, Kilmarnock, LHI, Liberty, Limelight, Lion, Living Presence, MSL Series, Mainstream, Major, Marco, Mercury, Minit, Mobile Fidelity, Monument, H. Morin, Multicolore, Page One, Le Patriote, Pergola, Phillips, Philles, Press, Red, Sex, Sire, Smash, Soul City, Sound Stage 7, Stereo Treasury Series, Story-Teller, Sue, Sunset, Venus, Wayside, Wing, World Pacific, World Pacific Jazz, Yew, Alouette, Select, Assimil, Musidisc—except for Province of Quebec & City of Ottawa.

One Stop Rec. & Tape Dist., 30 Bridgman Ave. Tel: 536-2131. Owners: Nat Segal, Daryl Clarkson; Mgr.: Joe Shaw; Buyer: Daryl Clarkson. (OS & RJ).

Phonodisc Ltd., 30 Malley Rd., Scarborough. Tel: 751-9610. Pres. & Gen. Mgr.: D. A. McKim; Opm. Mgr.: T. E. Riggs; Sales Mgr.: Bill Osbourne; Promo. Mgr.: Toni Yamane. (D).

Labels: Phonodisque, Delta, Regency, Ariston, Audio Fidelity, Chart, Commonwealth United, GWP, Hickory, Jubilee, Marble Arch, Metro-media, Motown, Parallax, Paula, Pye, Soul, TRX, Tamla, VMC, Vanguard.

Quality Recs. Ltd., Ontario Sales Div., 130 Mack Ave., Scarborough 704. Tel: 698-5643. Mgr.: Jack Vermeer. (D).

Labels: Quality, Barry, Birchmount, Reo, Ring-side, Bell, Buddah, Colossus, Crewe, Curton, Dot, Enterprise, Heritage, Kama Sutra, Koko, Laurie, Little David, MGM, Paramount, Plantation, Ranwood, Royal American, SSS Int'l, Stax, Steed, Sun, Verve, Verve/Forecast, Volt, Windfall. (SEE ADVERTISEMENT)

R C A Ltd., 1450 Castlefield Ave. Tel: 651-6550. Mgr.: Ed Preston. (D).

Labels: RCA, Camden, Victrola, Canada Int'l, Gala, Nimbus 9, Avco Embassy, Bravo, Colgems, Dunhill, Earth, Garrette, Jad, Julmar, Kirshner, Life, Poppy, Traffic.

Photographs: RCA. (SEE ADVERTISEMENT)

Toronto Music Centre, 781 Queen St. W. Zone: 140. Tel: 362-1168. Owner: Mrs. H. Sharoun; Mgr.: Phil Marino. (D & I).

Labels: Muza, Pronit, Veriton (imported from Poland).

Trans World Rec. Corp., 117 Midwest Rd., Scarborough. Tel: 759-1638. Mgr.: Frank Swain.

Labels: Trans World, Amusement, Blanche Neige, Bouffon, Citation, DSP, Montagnard, Spectrum, Tradition, AZ, Artia, BAM, Caedmon, Carrere, Douglas, Ember, Fiesta, Folkways, Gregophon, Major Minor, Panda, Parliament, Project 3, Spoken Arts, La Voix de l'Auteur, Wonderland, Young Blood.

Waco-Sherman/Kensington Dist., 3109 American Dr., Malton. Tel: 677-6230. Nat'l Sales Mgr.: L. S. Farquharson; Ass't Nat'l Sales Mgr.: Tom Burney; Buyer: Ed Crosby. (RJ).

Branches: Calgary, Alta.; Vancouver, B.C.—Kensington Dist.; Moncton, N.B., Ottawa, Ont., Montreal, P.Q.—Waco-Sherman Dist.

Warner Bros. Recs. of Canada Ltd., 4480 Chesswood Dr., Downsview. Tel: 630-3033. Mgr.: Iyle Hammett; Promo.: Tom Williams. (D).

Labels: Warner Bros., Reprise, Atco, Atlantic, Cotillion, Vogue.

**QUEBEC**

• **MONT-JOLI (Area Code 418)**

Disbec Inc., 169 Jacques-Cartier Blvd. S. Tel: 775-7226. Pres.: Josette P. Ouellet; Gen. Mgr.: Raymond Paradis; Buyer: Jacques Michaud. (D, OS & RJ).

Labels: A&M, ABC, Ace, Acta, Allied, Alouette, Angel, Apex, Atco, Atlantic, Banff, Bang, Barclay, Belair, Brunswick, Buddah, Camden, Canusa, Capitol, Caprice, Carnaval, Carrousel, Celtic, Citation, Columbia, Contact, Coq Sonore, Coral, Crescendo, DGG, Decca, Disneyland, Donin, Dot, Dunhill, Epic, Erato, Escales, Fontana, Gala, Gamma, Grand Prix, Guitare, Harmony, Jad, Jupiter, Kapp, Lero, Liberty, London, MGM, Meteor, Montagnard, Musidisc, Nashville, Neptune, Odeon, Or, Parrot, Pathe, Pergola, phase 4, Phillips, Pickwick, Point, Prestige, RCA, RM, Reprise, Revolution, Riviera, Roulette, Select, Seraphim, Smash, Sun, Sunset,

Tamla, Tournesol, Trans-Canada, United Artists, Vanguard, Vedettes, Verve, Vocalion, Vogue, Volt, Warner Bros., Wing.

• **MONTREAL METROPOLITAN AREA (Area Code 514)**

Allied Rec. Corp., 190 Ronald Dr. Tel: 489-9729. (D).  
Labels: Allied, Alliance, Marathon, Asch-Broadside, Bel Canto, Conversa-Phone, Dandelion, Elektra, Folk Legacy, Gateway, Nonesuch, Paragon, Pentagon, Time.

Almada Corp., 380 Craig St. W. Zone: 126. Tel: 844-4006. Cable: CHANGERS. Contacts: Aaron Lipsin, Marv Drimer. (D & I).

Labels: Accent, Afro-Request, Archive of Folk Music, Archive of Gospel Music, Archive of Jazz Music, Archive of Piano Music, Bach Rec's, Baroque, Bartok, Biograph Jazz, CMS, CRI, Canadian Talent Library, Carole, Cascade, Cetra, Comedie Francaise, Concert Disc, Connoisseur Society, Cook, Counterpoint, Design, Desto, Dixieland Jubilee, Dover, Eros, Esoterik, Eurosound, Everest, Falcon, Family, Florett, Funtime, GNP Crescendo, Golden Sound, Hall of Fame, Happy Time, Haydn Society, Heritage, HiFi/Life, Hi-Lite, Historical Jazz, Iramac, Ital, Janus, Jay Jay, Laff, Laurentien, Living Language, Mace, Melodeon Jazz, Monitor, Moppet, Musica Rara, Mykola Denysuk, Mina, Nuvox, Olympia, Orpheum-Jazz Classic, Oryx, PIP, Pan, Period, Piouette, Psyche, Request, Robin Hood, Rumba, Saga, Scala, Scope, Society, Sound Canada, Sounds of the Caribbean, Spoken Word, Sunshine, Supradisc, Tradition, Tropical, Twinkle, Ukrainian Art Society, UNESCO Collection, United, Venus, Waikiki, World, Young People's Recs.

Accessories: Astatic, Metrosound, Micro, Playfair, Ronette. (SEE ADVERTISEMENT)

Archambault (Ed.), 500 St. Catherine St. E. Tel: 849-6201. Cable: ARCHMUSIC. Dir.: Rosaire Archambault; Mgr.: John Damant; Promo.: Stefan Deval. (D).

Labels: Alouette, Arito, Assimil Language Courses, Belair, Belter, Carson, Chant du Monde, Charlin, Coq Sonore, Delphi, L'Encyclopedie Sonore Festival, Hebra, Lumen, Magellan, Musidisc, PDG, Pleiade, Saint-Martin, Scoladisque, Select, Studio SM, Valois, Vega.

Capitol Recs. (Canada) Ltd., 155 Port Royal W. Zone: 357. Tel: 389-3588. (D).

Labels: Capitol, Angel, Melodiya/Angel, Muse, Pathe, Seraphim, A&M, Apple, Crazy Horse, Disneyland, Fame, Invictus, Odeon, 1-2-3, Parlophone, Pickwick, Revolution, 20th Century-Fox, Trump. (SEE ADVERTISEMENT)

Columbia Recs. Dist. Canada Ltd., 1168 Montee de Liesse. Zone: 9. Tel: 336-1744. Mgr.: Jacques Gagne; Promo.: P. Beauchamp, P. Gagnon. (D).

Labels: Columbia, Avril, CBS, Date, Epic, Harmonie, Harmony, Legacy, Odyssey, Okeh, Abbott, Arion, Barnaby, Blue Horizon, Dover, Fillmore, Gazette, Gregar, Kinetic, King, Leko, Milestone, Nashville, Rojac, Starday, True North. (SEE ADVERTISEMENT)

Compo, 2377 Remembrance St., Lachine. Tel: 637-2561. VP & Gen. Mgr.: R. A. Chislett; VP & Sales Mgr.: S. D. Roberts. (D).

Labels: Abnak, Accent, Apex, BT Puppy, Brunswick, Carnaval, Carole, Coral, Cycle 2000, Damon, Decca, Diamond, Double Shot, Four Corners of the World, GNP Crescendo, Jetstar, Kapp, Lero, MTA, Musicor, Pete, Point, Revolver, Revue, Scepter, Shamley, Straight, Uni, United Artists, Vocalion, Wand, White Whale. (SEE ADVERTISEMENT)

London Recs. of Canada (1967) Ltd., 190 Graveline St., St. Laurent. Tel: 735-5551. Cable: FULL-RANGE MONTREAL. Telex: 05-26703. Pres.: F. C. Jamieson; Mgr.: Fred Refca. (D).

Labels: Ace of Clubs, Ace of Diamonds, Argo, Deram, Emerald, Emerald Gem, Global Heritage, London, London Int'l, L'Oiseau Lyre, Parrot, phase 4, Richmond, Societe Francaise du Son, Telefunken, Threshold, Aragon, Banff, Caprice, Celtic, Franklin, Gamma, Jupiter, Melbourne, Neptune, Rodeo, Sixth Avenue, Sonic, Amaret, Amos, Aquarius, Ashley, Athena, Bagatelle, Bamboo, Bel-Air, Beltona, Blue Note, Blue Rock, Childcraft, Coast, Coliseum, La Compagnie, Cupidon, Disc-O-Pol, Dolton, Duke, ESP-Disk, Evolution, Fontana, Golden, Grand Prix, Hi, Imperial, Initiation, Intrepid, Jacques Canetti, Jamie, Kilmarnock, LHI, Liberty, Limelight, Lion, Living Presence, MSL Series, Mainstream, Major, Marco, Mercury, Minit, Mobile Fidelity, Monument, H. Morin, Multicolore, Page One, Le Patriote, Pergola, Phillips, Philles, Press, Red, Sex, Sire, Smash, Soul City, Sound Stage 7, Stereo Treasury Series, Story-Teller, Sue, Sunset, Venus, Wayside, Wing, World Pacific, World Pacific Jazz, Yew, Alouette, Select, Assimil, Musidisc—except for Province of Quebec & City of Ottawa.

Millbank Inds. Corp., 9855 Verville. Tel: 388-9233. (RJ).

Musimar Ltd., 970 McEachran Ave. Zone: 154. Tel: 273-8354. Cable: MUSCAN. Telex: 01-26456. Pres.: George E. Erick; Promo.: Michel Kordupel; Sales: Jack Inhaber. (D).

Labels: Abbey, Ambassador, Apon, Apple Honey, Cabot, Candide, Cathedral, Colosseum, Da Camera, Diplomat, Dooto, Dyer-Bennet, ESP-Disk, Electrecord, Elite, Eutone, Fantasy, Folklore, Galaxy, Gateway, Guest Star, Halcyon, Let's Sing, Library Editions, Lyricord, Man-

dolino, Mio, Monmouth-Evergreen, Mountain Dew, Pathways of Sounds, Peter Pan, Pierrot, Planet, Playmates, Power, Prestige, Rocking Horse, Roper, Sastruphon, Standard, Starlet, Sunshine, Swampfire, Tempo, Tifton, Tikva, Topic, Turnabout, Vox, Zap.  
Phonodisc Ltd., 809 William St. Tel: 861-5891. Div. Mgr.: Doug Byrne. (D).  
Labels: Phonodisque, Delta, Regency, Ariston, Audio Fidelity, Chart, Commonwealth United, GWP, Hickory, Jubilee, Marble Arch, Metro-media, Motown, Parallax, Paula, Pye, Soul, TRX, Tamla, VMC, Vanguard.  
Accessories: Le-Bo.

Polydor Recs. Canada Ltd., 5750 Royalmount Ave. Tel: 933-4201. Mgr.: Gaston Careau; Promo.: Claude Plante. (D).  
Labels: Polydor, Archive, DGG, Heliodor, Musique Royale, ABC group, Ariola, Bluesway, Blue Thumb, Caravan (Quebec only), Flying Dutchman, Grand Award, Impulse, Island, Marmalade, Music Guild, Probe, Riverside, Senate, Simon Says, Tangerine, Westminster. (SEE ADVERTISEMENT)

Quality Recs. Ltd., Quebec Sales Div., 2215 Beaconsfield Ave., Suite 4. Zone: 261. Tel: 481-1167. Mgr.: Gilbert Gendron. (D).  
Labels: Quality, Barry, Birchmount, Reo, Ring-side, Bell, Buddah, Colossus, Crewe, Curtom, Dot, Enterprise, Heritage, Kama Suflra, Koko, Laurie, Little David, MGM, Paramount, Plantation, Ranwood, Royal American, SSS Int'l, Stax, Steed, Sun, Verve, Verve/Forecast, Volt, Windfall. (SEE ADVERTISEMENT)

R C A Ltd., 5575 Royalmount Ave. Tel: 342-9220. Mgr.: J. Desjardins. (D).  
Labels: RCA, Camden, Victrola, Canada Int'l, Gala, Nimbus 9, Avco Embassy, Bravo, Colgems, Dunhill, Earth, Garrette, Jad, Julmar, Kirshner, Life, Poppy, Traffic.  
Phonographs: RCA. (SEE ADVERTISEMENT)

R M P Rec. Sales Co. Ltd., 183 Bates Rd., Rm. 304, Town of Mount Royal. Zone: 256. Tel: 739-5662. Pres.: Leslie Faludi; Promo.: R. M. Vincent. (D & RJ).  
Labels: Design, Pickwick Classics.

Trans-Canada Musique Serv. Inc., 189 Rockland Rd., Town of Mount Royal 304. Tel: 735-5661. Telex: 01-26482. Pres.: Jean-Paul Rickner; VP: Gaetan Laniel; Sales Mgr.: Jean Desrosiers; Promo.: Michel Constantineau. (D & DS).  
Branch: Quebec City, P. Q.  
Labels: Trans-Canada, Barclay, Budget, Canusa, Carrousel, DSP, Dorval, Edem, Edition de l'Homme, Erato, Franco, Guitare, Meteor, Nobel, Passe Temps, R&B, Riviera, Serie Or, Spectrum, Tournesol, Vedettes, Volt. (SEE ADVERTISEMENT)

Trans World Rec. Corp., 1230 Monte de Liesse. Zone: 384. Tel: 336-3110. Pres. & Int'l: Art Young; Sales & Mktg.: Ed Eperson; Pub.: Jean Pierre Lecours. (D).  
Labels: Trans World, Amusement, Blanche Neige, Bouffon, Citation, DSP, Montagnard, Spectrum, Tradition, AZ, Artia, BAM, Caedmon, Carriere, Douglas, Ember, Fiesta, Folkways, Grecophon, Major Minor, Panda, Parliament, Project 3, Spoken Arts, La Voix de l'Auteur, Wonderland, Young Blood.

Waco-Sherman Dist., 155 Port Royal St. W. Tel: 382-2930. Sales Supervisor: J. Grandbois; Sales Mgr.: J. Y. Lamothe. (RJ).

Warner Bros. Recs. of Canada Ltd., 220 Brunswick Blvd., Pointe-Claire. Tel: 697-7440. VP & Gen. Mgr.: Ken Middleton; Nat'l Sales Mgr.: Gordon Edwards; Mdsgr. Mgr.: Mike Doyle; Promo.: Jacques Chenier, Robert Nickford. (D).  
Labels: Warner Bros., Reprise, Atco, Atlantic, Cotillion, Vogue.

● **QUEBEC CITY (Area Code 418)**

London Recs. of Canada (1967) Ltd., 383 St. Paul St. Tel: 529-0261. Cable: FULLRANGE. Telex: 011-3799. (D).

Labels: Ace of Clubs, Ace of Diamonds, Argo, Deram, Emerald, Emerald Gem, Global Heritage, London, London Int'l, L'Oiseau Lyre, Parrot, phase 4, Richmond, Societe Francaise du Son, Telefunken, Threshold, Aragon, Banff, Caprice, Celtic, Franklin, Gamma, Jupiter, Melbourne, Neptune, Rodeo, Sixth Avenue, Sonic, Amaret, Amos, Aquarius, Ashley, Athena, Bagatelle, Bamboo, Bel-Air, Beltona, Blue Note, Blue Rock, Childcraft, Coast, Coliseum, La Compagnie, Cupidon, Disc-O-Pol, Dolton, Duke, ESP-Disk', Evolution, Fontana, Golden, Grand Prix, Hi, Imperial, Initiation, Intrepid, Jacques Canetti, Jamie, Kilmarnock, LHI, Liberty, Llmelght, Lion, Living Presence, MSL Series, Mainstream, Major, Marco, Mercury, Minit, Mobile Fidelity, Monument, H. Morin, Multicolore, Page One, Le Patriote, Pergola, Philips, Philles, Press, Red, S.ex, Sire, Smash, Soul City, Sound Stage 7, Stereo Treasury Series, Story-Teller, Sue, Sunset, Venus, Wayside, Wing, World Pacific, World Pacific Jazz, Yew; Alouette, Select, Assimil, Musidisc—except for Province of Quebec & City of Ottawa.

Trans-Canada Musique Serv. Inc., 315 St. Paul St. Tel: 524-4671. Mgr.: Yvon Purcell; Buyer: Ludger Daoust. (D & DS).

Labels: Trans-Canada, Barclay, Budget, Canusa, Carrousel, DSP, Dorval, Edem, Edition de l'Homme, Erato, Franco, Guitare, Meteor, Nobel, Passe Temps, R&B, Riviera, Serie Or, Spectrum,

Tournesol, Vedettes, Volt. (SEE ADVERTISEMENT)

**SASKATCHEWAN**

● **REGINA (Area Code 306)**

A. A. Murphy & Sons Ltd., 1322 McIntyre St. Tel: 522-0620. Mgr.: C. Burlingham. (D).  
Home office: Saskatoon, Sask. (see for prod. distributed).

National Rec. Dist. Ltd., 4505 Rae, Apt. 3. Tel: 584-3163. (RJ).  
Home office: Winnipeg, Man.

● **SASKATOON (Area Code 306)**

A. A. Murphy & Sons Ltd., 2120 St. George Ave. Tel: 652-6622. Owner: W. A. Murphy; Mgr.: Jack Smith; Sales Mgr.: Irwin Ratzlaff. (D).  
Branch: Regina, Sask.

Labels: Barb, Camden, Colgems, Dunhill, GRT, Jad, Kirshner, Nimbus 9, RCA, Roulette.  
Phonographs: RCA.  
Accessories: Duotone, Le-Bo.

● **tape wholesalers**

The wholesale function(s) of all companies is set in bold face and parenthesis after each listing. The following abbreviations identify these functions. (D) Distributor; (OS) One Stop; (RJ) Rack Jobber; (I) Importer; (E) Exporter.  
The identification of a branch or home office is indicated only when it differs from that of the listing.

**ALBERTA**

● **CALGARY (Area Code 403)**

Abel's Recs. Unlimited, 1425 Ninth Ave. SE. Tel: 264-6340. Mgr. & Buyer: Chuck Faas. (D, OS & RJ).

Home office: Toronto, Ont. (see for prod. distributed).  
Acllands Ltd., 2918 11 St. SE. Tel: 243-4488. Mgr.: Jack Williams; Rep.: Gene Chow. (D).

Cartridge 8-tr.: Abnak, Apex, Brunswick, Carnaval, Coral, Decca, Diamond, Double Shot, GNP Crescendo, Kapp, Lero, Musicor, Point, Revolver, Scepter, Solid State, Straight, Uni, United Artists, Wand, White Whale.  
Cassette: Apex, Coral, Decca, Double Shot, GNP Crescendo, Kapp, Musicor, Revolver, Scepter, Straight, Uni, United Artists, Wand, White Whale.

*continued on page 288*

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1 Reg Ayres—Taylor, Pearson & Carson (B.C.)  
1505 Vénables Street, Vancouver, B.C.

2 John Watson—Taylor, Pearson & Carson (Alta.)  
Record Division, 3207 9th Street S.E., Calgary, Alberta

3 Chuck Porter—Quality Records Limited  
Mid-West Sales Division, 4th Floor Galt Bldg., Winnipeg, Manitoba.

4 Jack Vermeer—Quality Records Limited  
Ontario Sales Division, 130 Mack Avenue, Scarborough 704, Ontario.

5 Gilbert Gendron—Quality Records Limited  
Quebec Sales Division, 2215 Beaconsfield Ave., Rm. 4, Montreal 261, Quebec.

6 Bill Daley—Canadian Assemblies Limited  
Station Street, Amherst, Nova Scotia.

All Recs. Supply Co. of Canada Ltd. (div. of CBS), 4620 Manitoba Rd. Tel: 287-2679. Mgr.: Howard Edge; Buyer: Mrs. Fran Kidd. (OS & RJ). Home office: Toronto, Ont.

Capitol Recs. (Canada) Ltd., 519 Manitou Rd. SE. Tel: 287-0823. (D).  
Cartridge 8-tr. & cassette: Capitol, Angel, Pathe. (SEE ADVERTISEMENT)

Central Rec. Co., 4511 Manitoba Rd. SE. Zone: 24. Tel: 243-2586. Owner: Dave Jones; Mgr. & Buyer: Les Furze. (D), (RJ as Musicstape Co.). Cartridge 8-tr.: Audio Fidelity, Gordy, Jubilee, Motown, Pye, Soul, Tamla, Vanguard. Cassette: Gordy, Jubilee, Motown, Soul, Tamla, Vanguard. Playback equip.: Automatic Radio, Webcor. Accessories: Le-Bo.

Columbia Recs. Dists. Canada Ltd., 4624 Manitoba Rd. Zone: 24. Tel: 287-1322. (D).  
Cartridge 8-tr. & cassette: Columbia, CBS, Date, Epic, Barnaby, Fillmore, Starday, True North. Open reel: Columbia, Epic. (SEE ADVERTISEMENT)

Conway Marshall Ltd., 423 Manitou Rd. SE. Zone: 24. Tel: 287-2233. Mgr. & Buyer: W. B. Kinsman. (RJ).  
Home office: Vancouver, B.C., E.A. Morris Ltd.

Double Diamond Electronics Ltd., 619 Manitou Rd. SE. Tel: 243-7737. (D).  
Home office: Toronto, Ont. (see for prod. distributed)

Handleman Co. of Canada Ltd., 4644 Pacific Rd. NE. Tel: 276-2224. Mgr.: Edna Harris. (RJ).  
Home office: USA, Detroit, Mich.

Kensington Dists., 519 Manitou Rd. SE. Zone: 24. Tel: 287-0980. Sales Mgr.: K. Jordan; Buyer: R. Murray. (RJ).  
Home office: Toronto, Ont., Waco-Sherman/Kensington Dists.

London Recs. of Canada (1967) Ltd., 429 Manitou Rd. SE. Tel: 243-1313. Cable: FULLRANGE. Telex: 038-22572. Mgr.: Dennis Watt. (D).  
Cartridge 8-tr.: Deram, London, Parrot, phase 4, Bel-Air, Jacques Canetti, Caprice, La Compagnie, Fontana, Gamma, Grand Prix, Hi, Jamie, Liberty, Limelight, Mercury, Monument, Philips, Rodeo, Smash.

Cassette: Deram, London, Parrot, phase 4, Teldec, Jacques Canetti, Caprice, Fontana, Gamma, Grand Prix, Hi, Jamie, Liberty, Limelight, Mercury, Monument, Philips, Rodeo, Smash.  
Open reel: London, phase 4, Parrot, Imperial, Liberty, Mercury, Philips, Soul City, World Pacific Jazz.

Musicstape Co. (RJ). See Central Rec. Co.  
R C A Ltd., PO Box 5158, Sta. A, 4120 Sixth St. SE. Tel: 243-3766. Mgr.: I. F. MacDonald. (D).  
Cartridge 8-tr.: RCA, Camden, Victrola, Gala, Colgems, Diamond, Dunhill, Gamble, Kirshner, Poppy.  
Cassette: RCA, Colgems, Dunhill, Kirshner. Accessories: Head cleaners (RCA). (SEE ADVERTISEMENT)

T P C-Rec. Div. (Taylor, Pearson & Carson Ltd.), 3207 Ninth St. SE. Zone: 24. Tel: 287-1461. Mgr.: John Watson. (D).  
Branches: Edmonton, Alta., Vancouver, B.C.  
Cartridge 8-tr.: Quality, Barry, Birchmount, Reo, Ringside, Bell, Buddha, Colossus, Crewe, Curtom, Dot, Enterprise, Kama Sutra, Koko, Laurie, Little David, MGM, Paramount, Plantation, Ranwood, Royal American, SSS Int'l, Stax, Steed, Sun, Verve, Verve/Forecast, Volt, Windfall.  
Cartridge 4-tr.: Quality, Barry, Birchmount, Reo, Ringside.  
Cassette: Same as 8-tr.  
Open reel: Same as 4-tr.  
Accessories: Caddies (Rubbermaid), head cleaners, racks (Quality).

Van Dusen Bros. Ltd., 723 10 Ave. SW. Tel: 263-1150. (D).  
Home office: Edmonton, Alta. (see for prod. distributed)

Warner Bros. Recs. of Canada Ltd., 4640 Manhattan Rd. SE. Tel: 243-7164. Mgr.: Michael J. Reed. (D).  
Cartridge 8-tr. & cassette: Warner Bros., Reprise, Atco, Atlantic, Cotillion, Vogue.

### • EDMONTON (Area Code 403)

Double Diamond Electronics Ltd., 30 Airport Rd. Tel: 454-0302. (D).  
Home office: Toronto, Ont. (see for prod. distributed)

Pro-Sound Dists. Ltd., 6028 103 St. Tel: 435-3891. Mgr.: Jack Hewer; Buyer: Marjorie Hewer. (D, OS & RJ).  
Home office: Vancouver, B.C. (see for prod. distributed)

Sterodyne (Canada) Ltd., 12227 66 St. Tel: 474-1434. Mgr.: Don Stumpf. (D, OS, RJ & I).  
Home office: Toronto, Ont. (see for prod. distributed & imported)

T P C-Rec. Div. (Taylor, Pearson & Carson Ltd.), 11905 111 Ave. Tel: 452-0220. Rep.: Garry McDonald. (D).  
Home office: Calgary, Alta. (see for prod. distributed)

Tape Dists. (div. of Neonex Int'l), 14615 124 Ave. Zone: 42. Tel: 454-9101. Mgr.: S. A. Senuk; Buyer: Mrs. J. Meckling. (RJ).  
Branch: Vancouver, B.C., Select Music Co. (D).

Van Dusen Bros. Ltd., 10357 109 St. Tel: 423-1191. Mgr. & Buyer: Bill Maxim. (D).  
Branch: Calgary, Alta.

Cartridge 8-tr.: Abnak, Amaret, Ampex, Ashley, Audio Fidelity, BT Puppy, Backbeat, Bang, Barclay, Blue Thumb, Boone, Bravo, Buddha, Cadet, Cadet/Concept, Caedmon, Caravan, Chant, Checker, Chess, Country Sound, Cuca, DGG, Deram, Diamond, Duke, Elektra, Eurotone, Evolution, Excello, Fantasy, Fiesta, GRT, Galaxy, Gamble, Good Time Jazz, Heritage, Hickory, HiFi/Life, Hobbit, ITCC, Impulse, Itco, Jad, James, Jamie, King, Little Darlin', London, MTA, Mainstream, Major Minor, Metromedia, Mobile Fidelity, Monitor, Monument, Nashville, Nonesuch, Palette, Parrot, Paula, phase 4, Phil-L.A. of Soul, Polydor, Project 3, Pzazz, Reo Tahiti, Request, Rodeo Int'l, Roulette, Scepter, Sidewalk, Skye, Sound Stage 7, Speciality, Starday, Stella, Stereodyne, Stop, Tennessee Sound, Time, Tower, Trans World, 20th Century-Fox, V, Vanguard, Vault, Vee Jay, Viva, Wand, White Whale, Wonderland.  
Cassette: Same as 8-tr. plus Living Language.  
Open reel: Ampex, Capitol, GRT.  
Playback equip.: Capitol.  
Accessories: Recotone.

### BRITISH COLUMBIA

#### • NANAIMO (Area Code 604)

E. A. Morris Ltd., PO Box 118, E. Wellington Rd. Tel: 754-6393. (RJ).  
Home office: Vancouver, B.C.

#### • VANCOUVER (Area Code 604)

All Recs. Supply Co. of Canada Ltd. (div. of CBS), 118 SE Marine Dr. Tel: 321-0055. Mgr.: Paul Bartsch; Buyer: Viola Bradley. (OS & RJ).  
Home office: Toronto, Ont.

Capitol Recs. (Canada) Ltd., 3622 E. First Ave. Tel: 291-7346. (D).  
Cartridge 8-tr. & cassette: Capitol, Angel, Pathe. (SEE ADVERTISEMENT)

Columbia Recs. Dists. Canada Ltd., 116 SE Marine Dr. Zone: 15. Tel: 327-0291. (D).  
Home office: Toronto, Ont.

Cartridge 8-tr. & cassette: Columbia, CBS, Date, Epic, Barnaby, Fillmore, Starday, True North. Open reel: Columbia, Epic. (SEE ADVERTISEMENT)

Double Diamond Electronics Ltd., 3605 Grandview Hwy. Tel: 434-6647. (D).  
Home office: Toronto, Ont. (see for prod. distributed)

Emerson Sales Ltd., 1859 W. Fourth Ave. Zone: 9. Tel: 733-3525. Owner: Emerson Short; Mgr. & Buyer: Jean Leskivi. (D).  
Cartridge 8-tr.: Ampex, Barclay, Fiesta, GRT, Trans World.  
Cassette: Ampex, GRT.  
Accessories: Blank cassettes (Magnum), display racks.

Johnston Appliances Ltd., 5239 Victoria Dr. Zone: 16. Tel: 325-3261. Mgr.: Miss Pat Van Kleek. (D).

Cartridge 8-tr.: Abnak, Apex, Brunswick, Carnaval, Coral, Decca, Diamond, Double Shot, GNP Crescendo, Kapp, Lero, Muscor, Point, Revolver, Scepter, Solid State, Straight, Uni, United Artists, Wand, White Whale.  
Cassette: Apex, Coral, Decca, Double Shot, GNP Crescendo, Kapp, Muscor, Revolver, Scepter, Straight, Uni, United Artists, Wand, White Whale.

Kensington Dists. Ltd., 3624 E. First Ave. Tel: 291-7731. Sales Mgr.: R. Gallo; Buyer: L. Alden. (RJ).  
Home office: Toronto, Ont., Waco-Sherman/Kensington Dists.

London Recs. of Canada (1967) Ltd., 3166 Lake City Way, Burnaby 2. Tel: CY 8-6471. Cable: FULLRANGE VANCOUVER. Telex: 04-5503. Mgr.: Orm Jones. (D).

Cartridge 8-tr.: Deram, London, Parrot, phase 4, Bel-Air, Jacques Canetti, Caprice, La Compagnie, Fontana, Gamma, Grand Prix, Hi, Jamie, Liberty, Limelight, Mercury, Monument, Philips, Rodeo, Smash.  
Cassette: Deram, London, Parrot, phase 4, Teldec, Jacques Canetti, Caprice, Fontana, Gamma, Grand Prix, Hi, Jamie, Liberty, Limelight, Mercury, Monument, Philips, Rodeo, Smash.  
Open reel: London, phase 4, Parrot, Imperial, Liberty, Mercury, Philips, Soul City, World Pacific Jazz.

E. A. Morris Ltd., 475 E. Broadway. Zone: 10. Tel: 876-4141. Owner: J. P. Delf; Mgr.: W. B. Kinsman; Buyers: Barry Wilson, Miss R. Anderson. (RJ).  
Branches: Calgary Alta., Conway Marshall Ltd.; Nanaimo, B.C.

Musicstape Co., 990 W. Seventh Ave. Zone: 9. Tel: 738-7611. Mgr. & Buyer: Murray Pearce. (RJ).  
Home office: Calgary, Alta.

Phonodisc Ltd., 4235 E. Hastings St., Burnaby. Tel: 298-5585. Mgr.: Frank Weaver. (D).

Cartridge 8-tr. & cassette: Audio Fidelity, Chart, Commonwealth United, Gordy, Hickory, Jubilee, Motown, Pye, Soul, Tamla, Vanguard. Accessories: Le-Bo.

Polydor Recs. Canada Ltd., 196 Smithe St. Tel: 681-0268. Mgr.: George F. Cooper. (D).

Cartridge 8-tr., cassette & open reel: Polydor. (SEE ADVERTISEMENT)

Pro-Sound Dists. Ltd., 575 Beatty St. Zone: 3. Tel: 682-7321. Mgr.: Ray Gora; Buyer: Mrs. Leota Valleau. (D, OS & RJ).  
Branch: Edmonton, Alta.

Cartridge 8-tr. & cassette: All lines.

Accessories: Amberg, Le-Bo, Transatlantic.

R C A Ltd., 2876 Rupert St. Tel: 433-1207. Western District Sales Mgr.: Wayne Langton; Mgr.: G. A. Bell. (D).

Cartridge 8-tr.: RCA, Camden, Victrola, Gala, Colgems, Diamond, Dunhill, Gamble, Kirshner, Poppy.

Cassette: RCA, Colgems, Dunhill, Kirshner. Accessories: Head cleaners (RCA). (SEE ADVERTISEMENT)

Select Music Co. (div. of Neonex Int'l), 133 W. Fifth Ave. Zone: 10. Tel: 876-3368. Mgr.: Wally Kiss. (D), (RJ as Tape Dists.).  
Home office: Edmonton, Alta., Tape Dists. (RJ).  
Cartridge 8-tr.: Modern, Pickwick Int'l, Stereodyne, V&K.  
Cassette: Modern, Living Language, Pickwick Int'l, V&K.

T P C-Rec. Div. (Taylor, Pearson & Carson Ltd.), 1505 Venables St. Zone: 6. Tel: 254-8174. Mgr.: Reg Ayers. (D).

Home office: Calgary, Alta. (see for prod. distributed)

Tape Dists. (RJ). See Select Music.  
Warner Bros. Recs. of Canada Ltd., 40 E. Fifth Ave., Suite 202. Tel: 879-8681. Mgr.: Bill McCartney; Promo: Bruce Bissel. (D).

Cartridge 8-tr. & cassette: Warner Bros., Reprise, Atco, Atlantic, Cotillion, Vogue.

### • VICTORIA (Area Code 604)

Double Diamond Electronics Ltd., Mayfair Plaza, 3159 Douglas St. Tel: 386-0512. (D).  
Home office: Toronto, Ont. (see for prod. distributed)

### MANITOBA

#### • WINNIPEG (Area Code 204)

Campus Recs. Dists. Ltd., 1131 Fife St. Zone: 17. Tel: 589-5327. Pres.: Norman Stein; Mgr.: Neil Thorndycraft; Buyer: Mrs. Audrey Glass. (RJ).

Double Diamond Electronics Ltd., 540 Marjorie St. Zone: 21. Tel: 786-5978. Mgr.: A. Laberge. (D).  
Home office: Toronto, Ont. (see for prod. distributed)

Laurel Rec. Dist., PO Box 1021, 1299 Strathcona St. Zone: 3. Tel: 783-0436. Owner & Mgr.: E. Gore-Smith; Buyers: E. Gore-Smith, Shirley Choy. (D).  
Cartridge 8-tr., cassette & open reel: Ampex, Barclay, GRT.

London Recs. of Canada (1967) Ltd., 23 Keith Rd. Zone: 21. Tel: 775-7125. Cable: FULLRANGE. Telex: 03-5364. Mgr.: Gerry Young. (D).  
Cartridge 8-tr.: Deram, London, Parrot, phase 4, Bel-Air, Jacques Canetti, Caprice, La Compagnie, Fontana, Gamma, Grand Prix, Hi, Jamie, Liberty, Limelight, Mercury, Monument, Philips, Rodeo, Smash.

Cassette: Deram, London, Parrot, phase 4, Teldec, Jacques Canetti, Caprice, Fontana, Gamma, Grand Prix, Hi, Jamie, Liberty, Limelight, Mercury, Monument, Philips, Rodeo, Smash.  
Open reel: London, phase 4, Parrot, Imperial, Liberty, Mercury, Philips, Soul City, World Pacific Jazz.

National Rec. Dist. Ltd., 358 Colony St. Tel: 783-7081. (RJ).  
Branch: Regina, Sask.

Phonodisc Ltd., 1117 Sanford St. Tel: 774-7318. Mgr.: Walter Sorkulsky. (D).

Cartridge 8-tr. & cassette: Audio Fidelity, Chart, Commonwealth United, Gordy, Hickory, Jubilee, Motown, Pye, Soul, Tamla, Vanguard.  
Accessories: Le-Bo.

Quality Recs. Ltd., Mid-West Sales Div., Galt Bldg., 4th fl. Tel: 943-6563. Mgr.: Chuck Porter. (D).  
Cartridge 8-tr.: Quality, Barry, Birchmount, Reo, Ringside, Bell, Buddha, Colossus, Crewe, Curtom, Dot, Enterprise, Kama Sutra, Koko, Laurie, Little David, MGM, Paramount, Plantation, Ranwood, Royal American, SSS Int'l, Stax, Steed, Sun, Verve, Verve/Forecast, Volt, Windfall.  
Cartridge 4-tr.: Quality, Barry, Birchmount, Reo, Ringside.  
Cassette: Same as 8-tr.  
Open reel: Same as 4-tr. (SEE ADVERTISEMENT)

R C A Ltd., 2070 Notre Dame Ave., St. James 21. Tel: 772-0481. Mgr.: J. Hogg. (D).

Cartridge 8-tr.: RCA, Camden, Victrola, Gala, Colgems, Diamond, Dunhill, Gamble, Kirshner, Poppy.

Cassette: RCA, Colgems, Dunhill, Kirshner. Accessories: Head cleaners (RCA). (SEE ADVERTISEMENT)

Thomas Rathwell Ltd., 575 Roseberry St., St. James 21. Tel: 774-4561. Pres.: Thomas Rathwell; Sales Mgr.: Gary Bachman. (D).

Cartridge 8-tr.: Abnak, Apex, Brunswick, Carnaval, Coral, Decca, Diamond, Double Shot, GNP Crescendo, Kapp, Lero, Muscor, Point, Revolver, Scepter, Solid State, Straight, Uni, United Artists, Wand, White Whale.  
Cassette: Apex, Coral, Decca, Double Shot, GNP

Crescendo, Kapp, Musicor, Revolver, Scepter, Straight, Uni, United Artists, Wand, White Whale.  
Trans World Rec. Corp., 1299 Strathcona Ave. Tel: SU 3-0436. Mgr.: Ethel Gore-Smith. (D).  
Cartridge 8-tr.: Trans World, Amusement, DSP, Montagnard, Spectrum, AZ, Artia, BAM, Caedmon, Carrere, Douglas, Emerald, Fiesta, Major Minor, Project 3, Skye, Young Blood.  
Cassette: Same as 8-tr. plus Spoken Arts.  
Warner Bros. Recs. of Canada Ltd., 24 Stevenson Rd. Tel: 786-6934. Mgr.: Armand Beaudin. (D).

## NEW BRUNSWICK

### • MONCTON (Area Code 506)

Crawford Music Servs. Ltd., 42 Brandon St. Tel: 382-9301. Cable: CRATCO. Pres.: R. W. Crawford. (RJ).  
Branches: St. John's, Nfld.; Halifax, N.S.  
Maritime Recs. Ltd., 343 St. George St. Tel: 389-1341. Mgr.: William D. Mitton; Buyer: Miss E. Bourque. (D, OS, RJ & I).  
Cartridge 8-tr. & cassette: Ampex, Capitol, Columbia, ITCC, Phonodisc, RCA.  
Open reel: Ampex.  
Playback equip.: Ampex, Automatic Radio, Craig, Holiday.  
Accessories: Channel Mktg.  
Imports: Premier Albums.  
Waco-Sherman Dist., 1540 Main St. Tel: 382-9373. Sales Mgr. & Buyer: J. MacLeod. (RJ).  
Home office: Toronto, Ont.

## NEWFOUNDLAND

### • ST. JOHN'S (Area Code 709)

Crawford Music Servs. Ltd., 139 Gower St. Tel: 726-6970. Mgr.: R. A. MacNeill. (RJ).  
Home office: Moncton, N.B.  
Double Diamond Electronics Ltd., 445 Water St. Tel: 726-0709. (D).  
Home office: Toronto, Ont. (see for prod. distributed).

## NOVA SCOTIA

### • AMHERST (Area Code 902)

Canadian Assemblies Ltd., Station St. Tel: 667-3308. Mgr.: Ted Evans. (D).  
Cartridge 8-tr.: Quality, Barry, Birchmount, Reo, Ringside, Bell, Buddha, Colossus, Crewe, Curfom, Dot, Enterprise, Kama Sutra, Koko, Laurie, Little David, MGM, Paramount, Plantation, Ranwood, Royal American, SSS Int'l, Stax, Steed, Sun, Verve, Verve/Forecast, Volt, Windfall.  
Cartridge 4-tr.: Quality, Barry, Birchmount, Reo, Ringside.  
Cassette: Same as 8-tr.  
Open reel: Same as 4-tr.  
Waldale, PO Box 339. Pres.: W. S. A. Daley. (D).  
Cartridge 8-tr.: Abnak, Apex, Brunswick, Carnaval, Coral, Decca, Diamond, Double Shot, GNP Crescendo, Kapp, Lero, Musicor, Point, Revolver, Scepter, Solid State, Straight, Uni, United Artists, Wand, White Whale.  
Cassette: Apex, Coral, Decca, Double Shot, GNP Crescendo, Kapp, Musicor, Revolver, Scepter, Straight, Uni, United Artists, Wand, White Whale.

### • HALIFAX (Area Code 902)

Crawford Music Servs. Ltd., PO Box 936, 1894 Granville St. Tel: 429-3537. (RJ).  
Home office: Moncton, N.B.  
Double Diamond Electronic Serv., 2015 Beech St. Tel: 429-0260. (D).  
Home office: Toronto, Ont. (see for prod. distributed).  
R C A Ltd., 3611 Commission St. Tel: 455-8015. Mgr.: Hanson Josey. (D).  
Cartridge 8-tr.: RCA, Camden, Victrola, Gala, Colgems, Diamond, Dunhill, Gamble, Kirshner, Poppy.  
Cassette: RCA, Colgems, Dunhill, Kirshner.  
Accessories: Head cleaners (RCA). (SEE ADVERTISEMENT)

## ONTARIO

### • HAMILTON (Area Code 416)

Muntz Stereo-Pak Canada Ltd., 61 Sanford Ave. N. Tel: 525-0268. Pres.: David Hoffman; Gen. Mgr.: Murray Hoffman; Sales & Adv. Mgr.: Doug Martyniuk. (D).  
Cartridge 8-tr.: A&M, Ampex, Capitol, Columbia, Decca, GRT, London, Polydor, RCA, Warner Bros.  
Cartridge 4-tr.: Muntz.  
Cassette: Same as 8-tr.  
Playback equip.: Muntz.

### • MISSISSAUGA (Area Code 416)

Polydor Recs. Canada Ltd., 3279 Lenworth Dr. Tel: 625-3990. Mgr.: Dieter Radecki; Promo.: J. Turner. (D).  
Cartridge 8-tr., cassette & open reel: Polydor. (SEE ADVERTISEMENT)  
Sound 21 Ltd. (sub. of Polydor Recs. Canada Ltd.), 3279 Lenworth Dr. Tel: 625-6281. Sales Mgr.: R. G. Smith. (OS).

### • OTTAWA (Area Code 613)

Double Diamond Electronics Ltd., 715 Richmond St. Tel: 728-1109/7195. (D).  
Home office: Toronto, Ont. (see for prod. distributed).

Waco-Sherman Dist., PO Box 3275, Sta. C. Tel: 729-1421. (RJ).  
Home office: Toronto, Ont.

## • TORONTO METROPOLITAN AREA (Area Code 416)

Abel's Recs. Unlimited, 137 Jarvis St. Zone: 210. Tel: 364-1077. Owner & Buyer: Ted G. Abel; Mgr.: Sam Zaffuto. (D, OS & RJ).  
Cartridge 4-tr., 8-tr., cassette & open reel: All lines.  
Playback equip.: Bell & Howell, Lear Jet.  
Accessories: Bell & Howell, Lear Jet, Recotone.  
Aldisc Dist. Ltd., 2316 Queen St. E. Zone: 260. Tel: 691-9948. Pres.: Tony R. Frank; Mgr. & Buyer: Bill Sparksman. (OS & RJ).  
Allied Rec. Corp., PO Box 517, 104 Doncaster Ave., Willowdale. Tel: 889-8566. VP & Gen. Mgr.: Jack Boswell. (D).  
Cartridge 8-tr. & cassette: Paragon.  
All Recs. Supply Co. of Canada Ltd. (div. of CBS), 1149 Bellamy Rd. N., Scarborough. Tel: 291-7341. VP & Mgr.: Rod Macleod; Buyer: Ken Higgenbottom. (OS & RJ).  
Branches: Calgary, Alta.; Vancouver, B.C.  
Ampex of Canada Ltd., 100 Skyway Ave., Rexdale. Tel: 677-2370. VP & Gen. Mgr.: James E. Detlor; Sales Mgr.: Joe Pariselli; Adv. Mgr.: Joanne E. Messham. (D).  
Home office: USA.  
Branch: Montreal, P.Q.  
Cartridge 8-tr.: Amaret, Ampex, Athena, BT Puppy, Bang, Boone, Bravo, Caprice, Caravan, Contemporary, Deram, Elektra, Evolution, Fantasy, Galaxy, Good Time Jazz, Heritage, Hi, ILS, Jad, London, Monitor, Nonesuch, Parrot, phase 4, Project 3, Rodeo Int'l, Skye, Time, Vanguard, Viva.  
Cassette: Amaret, Ampex, Athena, BT Puppy, Bang, Boone, Bravo, Caprice, Contemporary, Deram, Elektra, Evolution, Fantasy, Galaxy, Good Time Jazz, Heritage, Hi, Jad, London, Monitor, Nonesuch, Parrot, phase 4, Project 3, Rodeo Int'l, Skye, Time, Vanguard, Viva.  
Open reel: AST, Ampex, Astex, Audio Fidelity, BT Puppy, Bang, Bravo, Buena Vista, Contemporary, Elektra, Evolution, Fantasy, Good Time Jazz, London, Monitor, Nonesuch, Parrot, phase 4, Project 3, Recorded Treasures, Vanguard, Viva.  
Apex, 2450 Victoria Park Ave., Willowdale. Tel: 491-3000. Mgr.: George Offer. (D).  
Cartridge 8-tr.: Abnak, Apex, Brunswick, Carnaval, Coral, Decca, Diamond, Double Shot, GNP Crescendo, Kapp, Lero, Musicor, Point, Revolver, Scepter, Solid State, Straight, Uni, United Artists, Wand, White Whale.  
Cassette: Apex, Coral, Decca, Double Shot, GNP Crescendo, Kapp, Musicor, Revolver, Scepter, Straight, Uni, United Artists, Wand, White Whale. (SEE ADVERTISEMENT)  
Canada Rec. Sales, 686 Richmond St. W. Tel: 363-1019. Owner: Herbert Berne; Mgr. & Buyer: Bea Benedetti. (OS & RJ).  
Canadian Music Sales Corp. Ltd., 58 Advance Rd. Zone: 570. Tel: 239-2361. Cable: MUSICSALES. Owner: T. St. Clair Low; Sales Mgr.: Terry P. Regan. (D).  
Cartridge 8-tr. & cassette: Bravo, Caribou, Dominion.  
Capitol Recs. (Canada) Ltd., 3109 American Dr., Malton. Tel: 677-5050. Exec. VP: A. Gosewich; Nat'l Sales Mgr.: D. Evans; Adv. & Promo. Dir.: H. Schatz. (D).  
Cartridge 8-tr. & cassette: Capitol, Angel, Pathe. (SEE ADVERTISEMENT)  
Caravan Rec. Sales Ltd., 117 Midwest Rd., Scarborough. Tel: 757-2455. Owner & Buyer: Frank P. Swain; Mgr.: H. Littlejohn. (D).  
Cartridge 8-tr. & cassette: Fiesta, Grecophon, Merrydisc, Recording Artists, U, UK.  
Accessories: Walco; blank loaded tape (Bef Clear).  
William Cohen Corp., 251 The West Mall. Tel: 621-5201. Mgr.: Perry Cohen. (D).  
Home office: Montreal, P.Q.  
Cartridge 8-tr. & cassette: Vivid Sounds.  
Columbia Recs. of Canada Ltd., 1113 Leslie St., Don Mills. Tel: 444-6651. Mgr.: E. Colero; Promo.: C. Camilleri. (D).  
Cartridge 8-tr. & cassette: Columbia, CBS, Date, Epic, Barnaby, Fillmore, Starday, True North.  
Open reel: Columbia, Epic. (SEE ADVERTISEMENT)  
Double Diamond Electronics Ltd., 34 Progress Ave., Scarborough. Tel: 291-2503. Buyer: Ben Cass. Branches: 6 Leswyn Rd., Toronto 390. Tel: 781-5201; 115 Vanderhoof Ave., Toronto. Tel: 425-5777. (D).  
Branches: Calgary, Edmonton, Alta.; Vancouver, Victoria, B.C.; Winnipeg, Man.; St. John's, Nfld.; Halifax, N.S.; Ottawa, Ont.; Montreal, Quebec City, P.Q.; Regina, Sask.  
Cartridge 4-tr., 8-tr. & cassette: Allied, Ampex, Apex, Berkshire, Capitol, Columbia, GRT, London, Phonodisc, Polydor, Quality, Warner Bros.  
Playback equip.: Siera (Japan & Netherlands).  
Accessories: Siera blank loaded cassettes, tuner amplifiers, sound equip., blank loaded tape, head cleaners & display racks.  
GRT of Canada Ltd., 150 Consumers Rd., Suite 204, Willowdale. Tel: 491-3936. Pres.: Ross B. Reynolds. (D).  
Cartridge 4-tr., 8-tr., cassette & open reel: GRT, Blue Thumb, Cadet, Cadet/Concept, Checker, Chess, Janus.

Handleman Co. of Canada Ltd., 132 Manville Rd., Scarborough. Tel: 759-1166. Mgr.: Robert Cipriani; Buyer: James N. Pegg. (RJ).  
Home office: USA, Detroit, Mich.

London Recs. of Canada (1967) Ltd., 1630 Midland Ave., Scarborough. Tel: 755-3373. Cable: FULL-RANGE TORONTO. Telex: 02-2830. (D).

Cartridge 8-tr.: Deram, London, Parrot, phase 4, Bel-Air, Jacques Canetti, Caprice, La Compagnie, Fontana, Gamma, Grand Prix, Hi, Jamie, Liberty, Lighthouse, Mercury, Monument, Philips, Rodeo, Smash.  
Cassette: Deram, London, Parrot, phase 4, Teldec, Jacques Canetti, Caprice, Fontana, Gamma, Grand Prix, Hi, Jamie, Liberty, Lighthouse, Mercury, Monument, Philips, Rodeo, Smash.  
Open reel: London, phase 4, Parrot, Imperial, Liberty, Mercury, Philips, Soul City, World Pacific Jaz.

Modern Tape Cartridge Corp. Ltd., 1179 Finch Ave. W., Downsview. Tel: 630-8494. Pres.: Gary Salter; Exec. Gen. Mgr.: Abe Salter; Gen. Mgr.: Steve Hershoff; Sales Mgr.: Harry Gottlieb; Promo. Mgr.: Bob Martin; PR: John Driscoll. (D).

One Stop Rec. & Tape Dist., 30 Bridgman Ave. Tel: 536-2131. Owners: Nat Segal, Daryl Clarkson; Mgr.: Joe Shaw; Buyer: Daryl Clarkson. (D, OS & RJ).

Cartridge 4-tr., 8-tr., cassette & open reel: All lines.  
Playback equip.: Lear Jet, Magnasonic, Sanyo.

Phonodisc Ltd., 30 Malley Rd., Scarborough. Tel: 751-9610. Tape Div. & Sales Mgr.: Bill Osbourne. (D).

Cartridge 8-tr. & cassette: Audio Fidelity, Chart, Commonwealth United, Gordy, Hickory, Jubilee, Motown, Pye, Soul, Tamla, Vanguard.  
Accessories: Le-Bo.

Quality Recs. Ltd., Ontario Sales Div., 130 Mack Ave., Scarborough 704. Tel: 698-5643. Mgr.: Jack Vermeer. (D).

Cartridge 8-tr.: Quality, Barry, Birchmount, Reo, Ringside, Bell, Buddha, Colossus, Crewe, Curfom, Dot, Enterprise, Kama Sutra, Koko, Laurie, Little David, MGM, Paramount, Plantation, Ranwood, Royal American, SSS Int'l, Stax, Steed, Sun, Verve, Verve/Forecast, Volt, Windfall.  
Cartridge 4-tr.: Quality, Barry, Birchmount, Reo, Ringside.  
Cassette: Same as 8-tr.  
Open reel: Same as 4-tr. (SEE ADVERTISEMENT)

R C A Ltd., 1450 Castlefield Ave. Tel: 651-6550. Mgr.: Ed Preston. (D).  
Cartridge 8-tr.: RCA, Camden, Victrola, Gala, Colgems, Diamond, Dunhill, Gamble, Kirshner, Poppy.  
Cassette: RCA, Colgems, Dunhill, Kirshner.  
Accessories: Head cleaners (RCA). (SEE ADVERTISEMENT)

Sterodyne (Canada) Ltd., 6 Evans Ct., Etobicoke. Tel: 259-4201. Gen. Mgr.: H. R. Newman; Sales Mgr.: R. B. Kerr; Buyer: Tom Audet. (D, OS, RJ & I).  
Branches: Edmonton, Alta; Montreal, Quebec City, P.Q.  
Cartridge 8-tr.: Bang, Barclay, Bravo, Condor, DGG, Dominion, Hickory, Polydor, Trans-Canada, Venus.  
Cassette: Accent, Barclay, Bravo, Dominion, Trans-Canada.  
Playback equip.: Imports Lear Jet (Japan & USA).  
Accessories: Blank loaded tape, head cleaners (Dynapak).

Stereo Tape Prods. Ltd., 1106 Dovercourt Rd. Zone: 170. Tel: 537-2534. Owners: Norman & Sam Bornstein; Mgr.: Norman Bornstein; Buyer: P. J. McQuade. (OS & RJ).

Toronto Music Centre, 781 Queen St. W. Zone: 140. Tel: 362-1168. Owner: Mrs. H. Sharoun; Mgr.: Phil Marino. (D & I).

Imports: Muza, Pronit, Veriton from Poland.  
Trans World Rec. Corp., 117 Midwest Rd., Scarborough. Tel: 759-1638. Mgr.: Frank Swain. (D).  
Cartridge 8-tr.: Trans World, Amusement, DSP, Montagnard, Spectrum, AZ, Artia, BAM, Caedmon, Carrere, Douglas, Emerald, Fiesta, Major Minor, Project 3, Skye, Young Blood.  
Cassette: Same as 8-tr. plus Spoken Arts.

Waco-Sherman/Kensington Dist., 3109 American Dr., Malton. Tel: 677-6230. Nat'l Sales Mgr.: L. S. Farquharson; Ass't Nat'l Sales Mgr.: Tom Burney; Buyer: Ed Crosby. (RJ).  
Branches: Calgary, Alta.; Vancouver, B.C.—Kensington Dist.; Moncton, N.B., Ottawa, Ont., Montreal, P.Q.—Waco-Sherman Dist.

Warner Bros. Recs. of Canada Ltd., 4480 Chesswood Dr., Downsview. Tel: 630-3033. Mgr.: Lyle Hammett; Promo.: Tom Williams. (D).

Cartridge 8-tr. & cassette: Warner Bros., Reprise, Atco, Atlantic, Cotillion, Vogue.

• WATERLOO (Area Code 519)

Carl H. Sattler & Assoc. Ltd., 160 Columbia St. W. Tel: 578-5110. Owner & Mgr.: Carl H. Sattler; Buyer: Doug Robinson. (RJ).

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QUEBEC

• MONT-JOLI (Area Code 418)
Disbec Inc., PO Box 219. Tel: 775-7226. Mgr.: Ray Paradis; Buyer: Jacques Michaud. (D, OS & RJ).
Cartridge 8-tr., cassette & open reel: RCA, Camden, Dunhill.
Playback equip.: RCA.
Accessories: RCA.

• MONTREAL METROPOLITAN AREA (Area Code 514)

Allied Rec. Corp., 190 Ronald Dr. Tel: 489-9729. (D).
Cartridge 8-tr. & cassette: Paragon.
Almada Corp., 380 Craig St. W. Zone: 126. Tel: 844-4006. Mgr.: Marvin Drimer; Buyer: Aaron Lipsin. (D & I).
Cartridge 8-tr.: Afro-Request, Anima d'Italia, Colonial, Deutsche Heimats Lieder, Emmess Yiddish, Ethnic, Jay Jay, Jazz From the Vault, Monitor, Nina, Pickwick, Polskie Melodie, Request, Soul of Africa, Sounds of the Caribbean, Steady.
Cassette: Almada, Afro-Request, Cetra, Ethnic, Falcon, Florett, Latin Soul, Living Language, Monitor, Pickwick, Request, Soul of Africa, Sounds of the Caribbean.
Open reel: Pan Canada.
Accessories: Blank loaded tape (Pan Canada), head cleaners (Metrosound, Almada), tape recorder maintenance kits (Metrosound), tape splicers & splicing tape. (SEE ADVERTISEMENT).

Amplex of Canada Ltd., 700 Cremazie Blvd. W. Tel: 273-7701. Telex: 01-026515. (D).
Home office: Toronto, Ont. (see for prod. distributed).

Archambault (Ed.), 500 St. Catherine St. E. Tel: 849-6201. Cable: ARCHMUSIC. Dir.: Rosaire Archambault; Mgr.: John Damant; Promo.: Stefan Deval. (D & I).
Cartridge 8-tr. & cassette: Alouette, Select.

Capitol Recs. (Canada) Ltd., 155 Port Royal W. Zone: 357. Tel: 389-3588. (D).
Cartridge 8-tr. & cassette: Capitol, Angel, Pathe. (SEE ADVERTISEMENT)

William Cohen Corp., 8900 Park Ave. Zone: 354. Tel: 382-2132. Pres.: William Cohen; Sales Mgr.: Syd Goldstein; Adv. Dir.: Robina Lavigne. (D).
Branch: Toronto, Ont.
Cartridge 8-tr. & cassette: Vivid Sounds.

Columbia Recs. Dists. Canada Ltd., 1168 Montee de Liesse. Zone: 9. Tel: 336-1744. (D).
Cartridge 8-tr. & cassette: Columbia, CBS, Date, Epic, Barnaby, Fillmore, Starday, True North.
Open reel: Columbia, Epic. (SEE ADVERTISEMENT)

Compo, 2377 Remembrance St., Lachine. Tel: 637-2561. VP & Gen. Mgr.: R. A. Chislett; VP & Sales Mgr.: S. D. Roberts. (D).
Cartridge 8-tr.: Abnak, Apex, Brunswick, Carnaval, Coral, Decca, Diamond, Double Shot, GNP Crescendo, Kapp, Lero, Musicor, Point, Revolver, Scepter, Solid State, Straight, Uni, United Artists, Wand, White Whale.
Cassette: Apex, Coral, Decca, Double Shot, GNP Crescendo, Kapp, Musicor, Revolver, Scepter, Straight, Uni, United Artists, Wand, White Whale. (SEE ADVERTISEMENT)

Double Diamond Electronics Ltd., 5930 Cote de Liesse Rd. Zone: 9. Tel: 342-2043. (D).
Home office: Toronto, Ont. (see for prod. distributed).

General Stereo Inds. Corp., 1871 St. Louis St., St. Laurent. Tel: 747-7633. Owner: M.J. Israel; Mgr.: A. Israel; Buyer: S. Israel. (D).
Cartridge 8-tr. & cassette: Ampex, Capitol, Columbia, Decca, Fiesta, GRT, ITCC, Kapp, Kiddya Pak, London, Motown, NAL, Philips, Polydor, Quality, RCA, Reprise, Trans-Canada, Trans World, Traveltone, United Artists, Warner Bros.
Playback equip: Dynatronics, Lloyds, Panasonic, RCA, Ravel, Tenna.
Accessories: Carrying cases, head cleaners.

London Recs. of Canada (1967) Ltd., 175 Graveline St., St. Laurent. Tel: 735-5551. Cable: FULL-RANGE MONTREAL. Telex: 05-26703. Mgr.: Fred Refica. (D).
Cartridge 8-tr.: Deram, London, Parrot, phase 4, Bel-Air, Jacques Canetti, Caprice, La Compagnie, Fontana, Gamma, Grand Prix, Hi, Jamie, Liberty, Lighthouse, Mercury, Monument, Philips, Rodeo, Smash.
Cassette: Deram, London, Parrot, phase 4, Teldec, Jacques Canetti, Caprice, Fontana, Gamma, Grand Prix, Hi, Jamie, Liberty, Lighthouse, Mercury, Monument, Philips, Rodeo, Smash.
Open reel: London, phase 4, Parrot, Imperial, Liberty, Mercury, Philips, Soul City, World Pacific Jazz.

Musimart Ltd., 970 McEachran Ave. Zone: 154. Tel: 273-8354. Cable: MUSCAN. Telex: 01-26456. Pres.: George E. Erick; Promo.: Michel Korupel; Sales: Jack Inhaber. (D).
Cartridge 8-tr.: Eurotone, Fantasy, Galaxy, Prestige, Roper.
Cassette: Berkshire, Eurotone, Fantasy, Folklore, Galaxy, Tempo, Vox.

Phonodisc Ltd., 809 William St. Tel: 861-5891. Div. Mgr.: Doug Byrne. (D).
Cartridge 8-tr. & cassette: Audio Fidelity, Chart, Commonwealth United, Gordy, Hickory, Jubilee, Motown, Pye, Soul, Tamla, Vanguard.
Accessories: Le-Bo.

Polydor Recs. Canada Ltd., 5750 Royalmount Ave. Tel: 933-4201. Mgr.: Gaston Careau; Promo.: Claude Plante. (D).
Cartridge 8-tr., cassette & open reel: Polydor. (SEE ADVERTISEMENT)

Quality Recs. Ltd., Quebec Sales Div., 2215 Beaconsfield Ave., Suite 4. Zone: 261. Tel: 481-1167. Mgr.: Gilbert Gendron. (D).
Cartridge 8-tr.: Quality, Barry, Birchmount, Reo, Ringside, Bell, Buddha, Colossus, Crewe, Curtom, Dot, Enterprise, Kama Sutra, Koko, Laurie, Little David, MGM, Paramount, Plantation, Ranwood, Royal American, SSS Int'l, Stax, Steed, Sun, Verve, Verve/Forecast, Volt, Windfall.

Cartridge 4-tr.: Quality, Barry, Birchmount, Reo, Ringside.
Cassette: Same as 8-tr.
Open reel: Same as 4-tr. (SEE ADVERTISEMENT)

R C A Ltd., 5575 Royalmount Ave. Tel: 342-9220. Mgr.: J. Desjardins. (D).
Cartridge 8-tr.: RCA, Camden, Victrola, Gala, Colgems, Diamond, Dunhill, Gamble, Kirshner, Poppy.
Cassette: RCA, Colgems, Dunhill, Kirshner.
Accessories: Head cleaners (RCA). (SEE ADVERTISEMENT)

Stereodyne (Canada) Ltd., 177 Pine Ave. E. Tel: 849-5143. Mgr.: Jacques Portelance. (D, OS, RJ & I).
Home office: Toronto, Ont. (see for prod. distributed & imported).

Trans-Canada Musique Serv. Inc., 189 Rockland Rd., Town of Mount Royal 304. Tel: 735-5661. Telex: 01-26482. Pres.: Jean-Paul Rickner; Sales Mgr.: Jean Desrosiers; Buyer: Roger Pilon. (D & OS).
Cartridge 8-tr. & cassette: Trans-Canada, Barclay, Budget, Canusa, Carrousel, DSP, Dorval, Edem, Edition de l'Homme, Erato, Franco, Guitare, Meteor, Nobel, Passe Temps, R&B, Riviera, Serie Or, Spectrum, Tournesol, Vedettes, Volt. (SEE ADVERTISEMENT)

Trans World Rec. Corp., 1230 Monte de Liesse. Zone: 384. Tel: 336-3110. Pres., Tape & Int'l: Art Young; Sales & Mktg: Ed Eperson; Pub.: Jean Pierre Lecours. (D).
Cartridge 8-tr.: Trans World, Amusement, DSP, Montagnard, Spectrum, AZ, Artia, BAM, Caedmon, Carrere, Douglas, Emerald, Fiesta, Major Minor, Project 3, Skye, Young Blood.
Cassette: Same as 8-tr. plus Spoken Arts.

Waco-Sherman Dists., 155 Port Royal St. W. Tel: 382-2930. Sales Supervisor: J. Grandbois; Sales Mgr.: J. Y. Lamothe. (RJ).
Home office: Toronto, Ont.

Warner Bros. Recs. of Canada Ltd., 220 Brunswick Blvd., Pointe-Claire. Tel: 697-7440. VP & Gen. Mgr.: Ken Middleton; Nat'l Sales Mgr.: Gordon Edwards; Mds. Mgr.: Mike Doyle; Promo.: Jacques Chenier, Robert Nickford. (D).
Cartridge 8-tr. & cassette: Warner Bros., Reprise, Atco, Atlantic, Cotillion, Vogue.

• QUEBEC CITY (Area Code 418)

Double Diamond Electronics Ltd., La Canardiere Shopping Centre, St. Anne Blvd. Tel: 667-1822. (D).
Home office: Toronto, Ont. (see for prod. distributed).

London Recs. of Canada (1967) Ltd., 383 St. Paul St. Tel: 529-0261. Cable: FULLRANGE. Telex: 011-3799. (D).
Cartridge 8-tr.: Deram, London, Parrot, phase 4, Bel-Air, Jacques Canetti, Caprice, La Compagnie, Fontana, Gamma, Grand Prix, Hi, Jamie, Liberty, Lighthouse, Mercury, Monument, Philips, Rodeo, Smash.
Cassette: Deram, London, Parrot, phase 4, Teldec, Jacques Canetti, Caprice, Fontana, Gamma, Grand Prix, Hi, Jamie, Liberty, Lighthouse, Mercury, Monument, Philips, Rodeo, Smash.
Open reel: London, phase 4, Parrot, Imperial, Liberty, Mercury, Philips, Soul City, World Pacific Jazz.

Stereodyne (Canada) Ltd., 210 Dupont St. Tel: 523-9923. Mgr.: Andre Beaudoin. (D, OS, RJ & I).
Home office: Toronto, Ont. (see for prod. distributed & imported).

Trans-Canada Musique Serv. Inc., 315 St. Paul St. Tel: 524-4671. Mgr.: Yvon Purcell; Buyer: Ludger Daoust. (D & OS).
Cartridge 8-tr. & cassette: Trans-Canada, Barclay, Budget, Canusa, Carrousel, DSP, Dorval, Edem, Edition de l'Homme, Erato, Franco, Guitare, Meteor, Nobel, Passe Temps, R&B, Riviera, Serie Or, Spectrum, Tournesol, Vedettes, Volt. (SEE ADVERTISEMENT)

SASKATCHEWAN

• REGINA (Area Code 306)

Double Diamond Electronics Ltd., 156 Broad St. N. Tel: 543-0446. (D).
Home office: Toronto, Ont. (see for prod. distributed).

A. A. Murphy & Sons Ltd., 1322 McIntyre St. Tel: 522-0620. Mgr.: C. Burlingham (D).
Home office: Saskatoon, Sask. (see for prod. distributed).

National Rec. Dist. Ltd., 4505 Rae, Apt. 3. Tel: 584-3163. (RJ).
Home office: Winnipeg, Man.

• SASKATOON (Area Code 306)

A. A. Murphy & Sons Ltd., 2120 St. George Ave. Tel: 652-6622. Owner: W. A. Murphy; Tape Div. Mgr.: J. L. Smith; Buyer: P. Bateman. (D).
Branch: Regina, Sask.
Cartridge 8-tr., cassette & open reel: Bang, Buena Vista, Cadet, Camden, Checker, Chess, Colgems, Diamond, Dunhill, GRT, Gamble, Hickory, Jamie, Kirshner, Monument, Nashville, Poppy, RCA, Roulette, Scepter, Starday, Tower, Wand, White Whale.
Playback equip.: Metro, RCA.
Accessories: Carrying cases, head cleaners (Le-Bo, RCA).

• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

American Federation of Musicians of USA & Canada, 101 Thorncliffe Park Dr., Toronto 354, Ont. Tel: (416) 425-1831. VP: J. Alan Wood.
Canadian Bureau for the Advancement of Music (CBAM), Admin. Bldg., Canadian Nat'l Exhibition, Toronto 2B, Ont. Tel: (416) 366-7551. Contact: Lt. Col. C. O. Hunt.
Canadian Music Centre, 33 Edward St., Toronto 101, Ont. Tel: (416) 364-8436. Exec. Sec'y: Keith MacMillan.
Canadian Music Council, 188 Elmwood Ave., Willowdale, Ont. Tel: (416) 221-4081. Pres.: John Roberts; Exec. Sec'y: John Cozens.
Canadian Music Educators' Ass'n (CMEA), 34 Cameron Rd., St. Catharines, Ont. Research Co-ord./Newsletter Editor: Wallace Laughton.
Canadian Music Publ'rs Ass'n, 11 Adelaide St. W., Toronto 1, Ont. Tel: (416) 366-6811. Chm.: Bruno A. Apollonio; Sec'y: G. H. Stanford.
Canadian Rec. Mfrs. Ass'n, 57 Bloor St. W., Rm. 618, Toronto, Ont. Tel: (416) 964-7103. Pres.: K. N. Middleton; Exec. Sec'y: A. L. Betts.
Conseil Canadien de la Musique, see Canadian Music Council.
Les Jeunesses Musicales du Canada (JMC), 430 St. Joseph's Blvd. W., Montreal 8, P.Q. Tel: (514) 274-4378. Gen. Dir.: Gilles Lefebvre.

DESIGN & ARTWORK

Donald K. Donald Prod'ns Ltd., 180 Dorchester E., Montreal, P.Q. Tel: (514) 861-3341. Pres. & Gen. Mgr.: Don Tarlton.
Lord Thaxton Ltd., 483 Blair St., Ottawa 8, Ont. Tel: (613) 731-0921. Pres.: F. R. Belwa; Gen. Mgr.: R. Schultz; Mktg. Mgr.: George Pollard.
Love Prod'ns Ltd., 331 Yonge St., 3rd Fl., Toronto, Ont. Tel: (416) 364-6959. Pres.: R. Hawkins; VP & Gen. Mgr.: F. Davies.
Studio 3 Prod'ns Ltd., 2190 W. 12 Ave., Vancouver 9, B.C. Tel: (604) 736-7626. Pres.: Ralph Harding.
Superior Sound Ent's., 5841 Decarie, Montreal 252, P.Q. Tel: (514) 737-7871. Pres.: J. Clarke; Gen. Mgr.: Sheldon Kagan; Sales Mgr.: Bill Friedman.

DIRECT-MAIL SERVICE

Donald K. Donald Prod'ns Ltd., 180 Dorchester E., Montreal, P.Q. Tel: (514) 861-3341. Pres. & Gen. Mgr.: Don Tarlton.
Lord Thaxton Ltd., 483 Blair St., Ottawa 8, Ont. Tel: (613) 731-0921. Pres.: F. R. Belwa; Gen. Mgr.: R. Schultz; Mktg. Mgr.: George Pollard.

LICENSING ORGANIZATIONS, MUSIC

B M I Canada Ltd., 41 Valleybrook Dr., Don Mills, Ont. Tel: (416) 445-8700. Pres.: Edward M. Cramer; Gen. Mgr.: William Harold Moon. (Performing rights).
Gordon V. Thompson Ltd., 29 Birch Ave., Toronto 7, Ont. Tel: (416) 923-7329. Pres. & Gen. Mgr.: John C. Bird; Sales Mgr.: Jack Illingworth. (Mechanical & Performing rights).

LICENSORS, TAPE & RECORD

Ampex of Canada, 2820 Slough St., Malton, Ont. Tel: (416) 677-2370. VP: Donald V. Hall.
Eastern Sound Co. Ltd., 48 Yorkville Ave., Toronto, Ont. Tel: (416) 920-2211. Pres. & Gen. Mgr.: Murray Shields.
G R T of Canada Ltd., 1045 Hargrieve Rd., London, Ont. Tel: (519) 434-4534. Pres.: Ross B. Reynolds.
Modern Tape Cartridge Corp. Ltd., 1179 Finch Ave. W., Unit 20, Downsview, Ont. Tel: (416) 630-8494. Pres.: Gary Salter; Gen. Mgr.: Abe Salter.
Stereodyne (Canada) Ltd., 6 Evans Cr., Etobicoke, Ont. Tel: (416) 259-4201. Gen. Mgr.: H. R. Newman.

PRESSING PLANTS

Compo Recs. (Ontario) Ltd., 3400 Montreal Rd., Cornwall, Ont. Tel: (613) 933-0450. Telex: 610-526-1023. VP & Gen. Mgr.: R. A. Chislett; Plant Mgr.: A. Thompson. (SEE ADVERTISEMENT)



International Rec. Corp. Ltd., 8849 Selkirk St., Vancouver 14, B.C. Tel: (604) 261-1348. Pres.: Peter E. Kidd; Comptroller: Ross J. Harris; Plant Mgr.: John D. Leaney. (SEE ADVERTISEMENT)

Rada Rec. Pressings Ltd., 7802 Express St., Lake City Ind'l Park, Burnaby 2, B.C. Tel: (604) 291-7308. Pres. & Sales Mgr.: Daniel J. Forget; Gen. Mgr.: John Rodney.

#### PRINTERS & LITHOGRAPHERS

Imperial Sample Card Co. Ltd., 600 Port Royal, Montreal, P.Q. Tel: (514) 384-6667. Pres.: N. Tubie; Gen. & Sales Mgr.: T. Tubie.

Karn & Garber Ltd., 100 Simcoe St., Toronto, Ont. Tel: (416) 364-6224. Pres.: Irving Garber.

Lord Thaxton Ltd., 483 Blair St., Ottawa 8, Ont. Tel: (613) 731-0921. Pres.: F. R. Belwa; Gen. Mgr.: R. Schultz; Mktg. Mgr.: George Pollard.

Modern Album of Canada Ltd., 1244 Dufferin St., Toronto 173, Ont. Tel: (416) 534-7951. Pres.: R. A. Froehlig; Gen. Mgr.: William J. Hoover; Sales Mgr.: E. A. Ingram.  
Home office: USA, New York, N.Y.

#### PROMOTION & PUBLICITY

A D S, Box 1425, Sta. B, Ottawa 8, Ont. Tel: (613) 731-0921. Pres.: F. R. Belwa; Mktg. Mgr.: George Pollard.

Donald K. Donald Prod'ns Ltd., 180 Dorchester E., Montreal, P.Q. Tel: (514) 861-3341. Pres. & Gen. Mgr.: Don Tarlton.

Lord Thaxton Ltd., 483 Blair St., Ottawa 8, Ont. Tel: (613) 731-0921. Pres.: F. R. Belwa; Gen. Mgr.: R. Schultz; Mktg. Mgr.: George Pollard.

Modern Tape Cartridge Corp. Ltd., 1179 Finch Ave. W., Unit 20, Downsview, Ont. Tel: (416) 630-8494. Pres.: Gary Salter; Gen. Mgr.: Abe Salter; Sales Mgr.: Harry Gotlieb.

Monticana Ent's., 2955 Fendall St., Montreal 250, P.Q. Tel: (514) 739-5200, 342-2500. Pres. & Gen. Mgr.: Dave Leonard.

Peter J. Stone & Assoc., Box 411, Winnipeg 1, Man. Tel: (204) 284-7625. Pres.: Peter Stone.

Studio 3 Prod'ns Ltd., 2190 W. 12 Ave., Vancouver 9, B.C. Tel: (604) 736-7626. Pres.: Ralph Harding.

Superior Sound Ent's., 5841 Decarie, Montreal 252, P.Q. Tel: (514) 737-7871. Pres.: J. Clarke; Gen. Mgr.: Sheldon Kagan; Sales Mgr.: Bill Friedman.

Gordon V. Thompson Ltd., 29 Birch Ave., Toronto 7, Ont. Tel: (416) 923-7329. Pres. & Gen. Mgr.: John C. Bird; Sales Mgr.: Jack Illingworth.

Westward Ho Prod'ns, PO Box 937, Calgary 2, Alta. Tel: (403) 265-4766. Mgr.: Brendan J. Lyttle.

#### RECORDING STUDIOS

A D S, Box 1425, Sta. B, Ottawa 8, Ont. Tel: (613) 731-0921. Pres.: F. R. Belwa; Mktg. Mgr.: George Pollard.

Aragon Ent's Ltd., 1234 W. Sixth Ave., Vancouver 9, B.C. Tel: (604) 732-6010. Pres.: Al Reusch.

Bay Rec'g Studio, 5 Waterman Ave., Toronto 374, Ont. Tel: 751-2233. Owner: P. G. Anderson; Studio Mgr.: Tony DiMaria; Chief Eng.: Gary Starr.

Century 21 Studios, 654 King Edward St., Winnipeg 21, Man. Tel: (204) 775-8231. Owners: John Hildebrand, Mr. Paley.

D M G Sound Studio, 55 S. Cumberland St., Thunder Bay, Ont. Tel: (807) 344-7963. Pres.: Don Grashey; Sales Mgr.: Chuck Williams.

Damon Sound Studios, 6844 76 Ave., Edmonton 83, Alta. Tel: (403) 465-1071. Pres.: Garry L. McDonald; VP & Gen. Mgr.: Don R. Paches.

Eastern Sound Co. Ltd., 48 Yorkville Ave., Toronto, Ont. Tel: (416) 920-2211. Pres. & Gen. Mgr.: Murray Shields.

Galaxy Studio, 678 Polson Ave., Winnipeg, Man. Tel: (204) 589-1876. Owner & Pres.: Alex Moodrey.

Lord Thaxton Ltd., 483 Blair St., Ottawa 8, Ont. Tel: (613) 731-0921. Pres.: F. R. Belwa; Gen. Mgr.: R. Schultz.

Monticana Recs., 2955 Fendall St., Montreal 250, P.Q. Tel: (514) 739-5200, 342-2500. Pres. & Gen. Mgr.: Dave Leonard.

P B S Studios Ltd., 2280 Folkestone Way, West Vancouver, B.C. Tel: (604) 922-6633. Owners: S. Grossman, B. C. Jaybush.

R & D Studios, 452 W. Broadway, Tel: (604) 879-9043. Pres. & Studio Mgr.: Rollin C. Newton; Chief Eng.: Douglas Gyseman.

R C A Ltd., 225 Mutual St., Toronto 2, Ont. Tel: (416) 363-3443. Studio Mgr.: J. R. Feeney. (SEE ADVERTISEMENT)

R C A Rec'g Studios, 910 LaGauchetiere St. E., Montreal, P.Q. Tel: 849-8165. Studio Mgr.: Ken Ayoub; Chief Eng.: Paul-Emile Mongeau; Lionel Parent. (SEE ADVERTISEMENT)

Revolution Sound Studios, 14 Overlea Blvd., Toronto, Ont. Tel: 423-1510. Pres., Studio Mgr. & Chief Eng.: Terence Brown.

Round Sound Rec'g Studio, 10 Valleyview Point, Edmonton 51, Alta. Tel: (403) 482-1189.

Studio Marko Inc., 2161 Ste. Catherine St. W., Montreal 108, P.Q. Tel: (514) 937-3959. Pres.: Jean-Marc Audet; Gen. Mgr.: Michel Fontaine; Sales Mgr.: Marguerite L. Audet.

Studio 3-Prod'ns Ltd., 2190 W. 12 Ave., Vancouver 9, B.C. Tel: (604) 736-7626. Pres.: Ralph Harding.

Vancouver Rec'g Co. Ltd., 1747 W. Third Ave., Vancouver 9, B.C. Tel: (604) 738-1727. Owners: R. H. Spurgin, R. G. Leary; Studio Mgr. & Chief Eng.: R. H. Spurgin.

#### SHIPPING SERVICES

A D S, Box 1425, Sta. B, Ottawa 8, Ont. Tel: (613) 731-0921. Pres.: F. R. Belwa; Mktg. Mgr.: George Pollard.

Eastern Sound Co. Ltd., 48 Yorkville Ave., Toronto, Ont. Tel: (416) 920-2211. Pres. & Gen. Mgr.: Murray Shields.

Lord Thaxton Ltd., 483 Blair St., Ottawa 8, Ont. Tel: (613) 731-0921. Pres.: F. R. Belwa; Gen. Mgr.: R. Schultz; Mktg. Mgr.: George Pollard.

#### TAPE CUSTOM DUPLICATORS

Ampex of Canada, 2820 Slough St., Malton, Ont. Tel: (416) 677-2370. VP: Donald V. Hall; Sales Mgr.: Joe Pariselli; Nat'l Promo. Mgr.: Martin McGinnis.

Cinram Ltd., 8145 Devonshire Rd., Montreal 307, P.Q. Tel: (514) 735-4463. Gen. Mgr.: Isadore Philosofo.

Eastern Sound Co. Ltd., 48 Yorkville Ave., Toronto, Ont. Tel: (416) 920-2211. Pres. & Gen. Mgr.: Murray A. Shields.

Configurations: Cassette & open reel.  
G R T of Canada Ltd., 1045 Hargrieve Rd., London, Ont. Tel: (519) 434-4534. Pres.: Ross B. Reynolds; Nat'l Sales Mgr.: Edward P. LaBuick; Opm's. Mgr.: James R. Blum.

Configurations: Cartridge 8-tr. & cassette.  
Philips Electronics Inds. Ltd., Consumer Prod. Div., 116 Vanderhoof Ave., Toronto 17, Ont. Tel: (416) 425-5161. Pres.: H. A. C. Van Beurden; Gen. Mgr.: D. H. Prentice; Sales Mgr.: N. F. Wester.

Configuration: Cassette.  
Quality Recs. Ltd., 380 Birchmount Rd., Scarborough, Ont. Tel: (416) 698-5511. VP & Mng. Dir.: George L. Keane; Ass't to Mng. Dir.: George R. Struth; Gen. Sales Mgr.: Lee W. Farley.

Configurations: Cartridge 4-tr., 8-tr., cassette & open reel. (SEE ADVERTISEMENT)

Stereodyne (Canada) Ltd., 6 Evans Ct., Etobicoke, Ont. Tel: (416) 259-4201. Gen. Mgr.: H. R. Newman; Sales Mgr.: R. B. Kerr.

Configurations: Cartridge 4-tr., 8-tr. & cassette.

#### TAPE DUPLICATOR/MARKETERS

Ampex of Canada, 2820 Slough St., Malton, Ont. Tel: (416) 677-2370. VP: Donald V. Hall; Sales Mgr.: Joe Pariselli; Nat'l Promo. Mgr.: Martin McGinnis.

Home office: USA.  
Eastern Sound Co. Ltd., 48 Yorkville Ave., Toronto, Ont. Tel: (416) 920-2211. Pres. & Gen. Mgr.: Murray Shields.

G R T of Canada Ltd., 1045 Hargrieve Rd., London, Ont. Tel: (519) 434-4534. Pres.: Ross B. Reynolds; Nat'l Sales Mgr.: Edward P. LaBuick; Opm's. Mgr.: James R. Blum; Nat'l Promo. Mgr.: Edward J. A. Lawson.

Home office: USA.  
Modern Tape Cartridge Corp. Ltd., 1179 Finch Ave. W., Unit 20, Downsview, Ont. Tel: (416) 630-8494. Pres.: Gary Salter; Gen. Mgr.: Abe Salter; Sales Mgr.: Harry Gotlieb.

Quality Recs. Ltd., 380 Birchmount Rd., Scarborough, Ont. Tel: (416) 698-5511. VP & Mng. Dir.: George L. Keane; Ass't to Mng. Dir.: George R. Struth; Gen. Sales Mgr.: Lee W. Farley. (SEE ADVERTISEMENT)

Stereodyne (Canada) Ltd., 6 Evans Ct., Etobicoke, Ont. Tel: (416) 259-4201. Gen. Mgr.: H. R. Newman; Sales Mgr.: R. B. Kerr.

Branches: Edmonton, Alta., 10931 166A St. Tel: (403) 489-6861. Mgr.: Don Stumpf-Halifax, N.S., 1890 Granville St. Tel: (902) 429-3527.

Mgr.: Tom Burney-Montreal, P.Q., 177 Pine Ave. E. Tel: (514) 849-5143. Mgr.: Jacques Portelance-Quebec City, P.Q., 210 Dupont St. Tel: (418) 523-9923. Mgr.: Andre Beaudoin. Int'l branch: USA.

Int'l branch: USA.

Int'l branch: USA.

Int'l branch: USA.

#### supplies

#### ENVELOPES & MAILERS

Lord Thaxton Ltd., 483 Blair St., Ottawa 8, Ont. Tel: (613) 731-0921. Pres.: F. R. Belwa; Gen. Mgr.: R. Schultz; Mktg. Mgr.: George Pollard.

Modern Album of Canada Ltd., 1244 Dufferin St., Toronto 173, Ont. Tel: (416) 534-7951. Pres.: R. A. Froehlig; Gen. Mgr.: William J. Hoover; Sales Mgr.: E. A. Ingram.

Home office: USA, New York, N.Y.

#### JACKET MANUFACTURERS

Imperial Sample Card Co. Ltd., 600 Port Royal, Montreal, P.Q. Tel: (514) 384-6667. Pres.: N. Tubie; Gen. & Sales Mgr.: T. Tubie.

Lord Thaxton Ltd., 483 Blair St., Ottawa 8, Ont. Tel: (613) 731-0921. Pres.: F. R. Belwa; Gen. Mgr.: R. Schultz; Mktg. Mgr.: George Pollard.

Modern Album of Canada Ltd., 1244 Dufferin St., Toronto 173, Ont. Tel: (416) 534-7951. Pres.: R. A. Froehlig; Gen. Mgr.: William J. Hoover; Sales Mgr.: E. A. Ingram.

Home office: USA, New York, N.Y.

#### LABEL MANUFACTURERS

Karn & Garber Ltd., 100 Simcoe St., Toronto, Ont. Tel: (416) 364-6224. Pres.: Irving Garber.

Lord Thaxton Ltd., 483 Blair St., Ottawa 8, Ont. Tel: (613) 731-0921. Pres.: F. R. Belwa; Gen. Mgr.: R. Schultz; Mktg. Mgr.: George Pollard.

Modern Album of Canada Ltd., 1244 Dufferin St., Toronto 173, Ont. Tel: (416) 534-7951. Pres.: R. A. Froehlig; Gen. Mgr.: William J. Hoover; Sales Mgr.: E. A. Ingram.

Home office: USA, New York, N.Y.

#### POLYETHYLENE BAGS

Lord Thaxton Ltd., 483 Blair St., Ottawa 8, Ont. Tel: (613) 731-0921. Pres.: F. R. Belwa; Gen. Mgr.: R. Schultz; Mktg. Mgr.: George Pollard.

#### RECORDING STUDIO EQUIPMENT MANUFACTURER

Studio 3 Prod'ns Ltd., 2190 W. 12 Ave., Vancouver 9, B.C. Tel: (604) 736-7626. Pres.: Ralph Harding.

Chief product: Custom mixing consoles.

#### SLEEVE MANUFACTURERS

Karn Inds., 74 Park Rd. N., Brantford, Ont. Tel: (519) 759-3383. Pres.: Leonard Karnouie.

Lord Thaxton Ltd., 483 Blair St., Ottawa 8, Ont. Tel: (613) 731-0921. Pres.: F. R. Belwa; Gen. Mgr.: R. Schultz; Mktg. Mgr.: George Pollard.

#### ● manufacturers of record dealer accessories & supplies

Modern Album of Canada Ltd., 1244 Dufferin St., Toronto 173, Ont. Tel: (416) 534-7951. Pres.: R. A. Froehlig; Gen. Mgr.: William J. Hoover; Sales Mgr.: E. A. Ingram.

Home office: USA, New York, N.Y.  
Product: Browser boxes.

Modern Tape Cartridge Corp. Ltd., 1179 Finch Ave. W., Unit 20, Downsview, Ont. Tel: (416) 630-8494. Pres.: Gary Salter; Gen. Mgr.: Abe Salter; Sales Mgr.: Harry Gotlieb.

Product: Racks.

## CHILE

#### RECORDS:

Records manufactured for domestic sale: LPs 1969—1,200,000 units, \$4,200,000; 1968—1,000,000 units, \$4,000,000. EPs 1969—32,000 units, \$65,000; 1968—20,000 units, \$28,000. Singles 1969—1,090,000 units, \$1,320,000; 1968—1,000,000 units, \$1,000,000.

Record blanks imported from USA (CIF): 1969—\$35,000; 1968—\$29,473.

Average retail price per record: LPs—\$5.00; EPs—\$2.30; Singles—\$1.40.

Stereo sales: 12% of total.  
Discounting: Frequent.

Type of distribution: Manufacturer-to-retailer predominates.  
Type of promotion: Principally by radio. Fan magazines (Ritmo, Telecan, Musiquero) have increased record sales in recent years.

Jukeboxes: 12,000.  
TAPE:

Market: Almost none. Average retail price for tapes or cassettes is \$6.  
IMPORT/EXPORT REGULATIONS: Record importing is forbidden. All records are pressed locally on license from company of origin.

Ricardo Garcia

#### ● record manufacturers

American Hoy, see Asfona.  
Arena, Calle Cathedral 1029, Santiago. Owner & Gen. Mgr.: Camilo Fernandez. (Pressed & distributed by RCA).

Asfona (Asociacion Fonografica Nacional), Calle Estado 235, 8th fl., Santiago. Tel: 30-637. Owner & Gen. Mgr.: Arnoldo Vera; Promo.: Mauricio Alvarez.

Labels: America Hoy, Platea, Tiempo.  
Int'l labels represented: ABC (USA), Ariola (Italy), Bang (USA), Cadet (USA), Chess (USA), Everest (USA), Grand Award (USA), Hispavox (Spain), Impulse (USA), Kotrona (Argentina), Microfon (Argentina), Monument (USA), Music Hall (Argentina), Propilei (Italy), Quinto (Argentina), Trova (Argentina), Vanguard (USA), Vox (USA), Westminster (USA).

Brig, see RCA.  
C R C, see RCA.  
Camden, see RCA.

Caracol, Huerfanos 714, Of. 113, Santiago. Owner & Gen. Mgr.: Antonio Contreras. (Pressed & distributed by RCA).

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Dicap (Distribuidora Chilena de Discos), Londres 92, Santiago. Gen. Mgr.: Juan Carlos Valenzuela; A&R: Eduardo Carrasco; Promo.: Hernan Briones.  
Labels: Dicap, Istros, Jota Jota, Pena de los Parra.

E M I, see Industrias Electricas & Musicales Odeon.  
Fermata Ltda. (Ed. Musicales), Agustinas 853, Of. 619, Santiago. Tel: 32-720. Gen. Mgr.: Bernardo Bransztein.  
Home office: Brazil.

Labels: Fermata, Premier, RGE, Som/Maior.  
Cartridge 4-track: Fermata, RGE, Som/Maior.  
Int'l labels represented: Ariston (Italy), Bentler (Italy), Biram (Switzerland), CMS (Switzerland), Cellograf-Simp (Italy), Challenge (USA), Clan Celetano (Italy), La Compagnie (France), Disc-AZ (France), Double Shot (USA), Eurodisc (Germany), Europhon, Fonit-Cetra (Italy), GNP Crescendo (USA), Interrecord (Italy), Markal (Belgium), Minerva (Germany), Page One (UK), Panorama (France), Parade (UK), PDU (Switzerland), Ranwood (USA), Roulette (USA), Ruby-Doo (USA), Star (USA), This Rec. (UK), Tiffany, (Italy), Vegas (USA).

Festival Ltda. (Ed. Musicales), Providencia 711, Santiago. Tel: 274-454. Pres.: Oscar Olivares Zuniga; Gen. Mgr.: Carlos Vera Ramirez; Sales Mgr.: Claudia del Rosario Martinez.  
Label: Festival.

Industrias Electricas & Musicales Odeon (EMI), PO Box 186 D, Calle Compania 2045, Santiago. Tel: 85-545. Cable: TURNTABLE. Gen. Mgr.: Enrique Epple; A&R: Ruben Nouzeilles, Jorge Onate; Promo.: Raul Cordova.  
Label: Odeon.  
Tape: EMI product.  
Int'l labels represented: A&M (USA), Angel (USA), Apple (UK), Capitol (USA), Dunhill (USA), London (UK), Milsgr (UK), Musidisc (Brazil).

Istros, see Dicap.

Jota Jota, see Dicap.

Matias, see RCA.

Odeon, see Industrias Electricas & Musicales Odeon.  
L. R. Ortiz (Ed.), Union Central 1047, Santiago. Tel: 62-935. Pres. & Gen. Mgr.: Leonidas Ortiz Farias; Sales Mgr.: Elda Alvarez H.  
Labels: L. R. Ortiz, Punto 10-47, Remolino.

Pena de los Parra, see Dicap.  
Philips Chilena SA, Av. Santa Maria 0760, Santiago. Tel: 39-4001. Cable: PHILCHASI. Gen. Mgr.: Jorge Undurraga; A&R: Saul San Martin; Promo.: Rossie Guerrero; Int'l: Miriam Von Schreiber.

Labels: Philips, Polydor.  
Int'l labels represented: Atlantic (USA), Buddha (USA), CBS (Argentina, USA), Colossus (USA), Deutsche Gramophone (Germany), Fontana (UK), Heritage (USA), Liberty (USA), MGM (USA), Mercury (USA), Reprise (USA), Ricordi (Italy), RI-Fi (Italy), United Artists (USA), Verve (USA), Zafiro (Spain).

Platea, see Asfona.

Polydor, see Philips.

Premier, see Fermata.

Punto 10-47, see L. R. Ortiz.

R C A SA Electronica, Vicuna Mackenna 3333, Santiago. Tel: 50-081. Gen. Mgr.: Hector Urbina; A&R: Camilo Fernandez; Sales Mgr.: Guillermo Robotham; Promo.: Juan Castro.  
Labels: (Owned) RCA, CRC, Camden, Victrola, Vik; (distributed) Arena, Brig, Caracol, Matias.  
Int'l labels represented: Disc-Jockey (Argentina), Disneyland (USA), FTA (Peru), Fermata (Brazil), Onix (Ecuador), Palacio de la Musica (Venezuela), Sonolux (Colombia), Tania, Motown (USA), Telefunken (Germany).

R G E, see Fermata.

Remolino, see L. R. Ortiz.

Som/Maior, see Fermata.

Tiempo, see Asfona.

Victrola, see RCA.

Vik, see RCA.

## ● music publishers

Arapua, see Fermata.

Arlequin, see Fermata.

Fermata Ltda. (Ed. Musicales), Agustinas 853, Of. 619, Santiago. Tel: 32-720. Gen. Mgr.: Bernardo Bransztein.  
Home office: Brazil.  
Affiliates: Arapua, Arlequin.  
Int'l rep.: Worldwide (RCA Victor).

Festival Ltda. (Ed. Musicales), Providencia 711, Santiago. Tel: 274-454. Owner: Oscar Olivares Zuniga; Gen. Mgr.: Carlos Vera Ramirez.

Peer Music (Southern Music Int'l), Casilla 1424, Calle Los Lirios 374, Santiago. Tel: 84-588.  
Home office: USA.  
Southern Music Int'l, see Peer.

## ● sheet music jobbers

Albeniz, Casilla 4233, Mac Iver 211, Santiago.  
Calvety, San Diego 611, Santiago. Tel: 84-833.  
Casa Amarilla, Casilla 3668, San Diego 128, Santiago.  
Margarita Friedman, Casilla 3937, Agustinas 1287, Santiago. Tel: 88-360.

## ● 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, Santiago.

Instituto de Extension Musical, Casilla 14050, Santiago. Dir.: Fernando Garcia.

Instituto de Investigaciones Musicales, Casilla 2100, Santiago.

Sindicato de Artistas de Variedades, Agustinas 560, 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.

### DESIGN & ARTWORK

R C A SA Electronica, Vicuna Mackenna 3333, Santiago. Tel: 50-081. Pres.: J. Del Rio; Mfg. & Prod'n Mgr.: Mario Reyes; Sales Mgr.: Guillermo Robotham.

### LICENSING ORGANIZATION, MUSIC

Departamento del Derecho de Autor, San Antonio 427, Santiago.

### LICENSOR, TAPE & RECORD

Fermata Ltda. (Ed. Musicales), Agustinas 853, Of. 619, Santiago. Tel: 32-720. Gen. Mgr.: Bernardo Bransztein.

### PLATING & PROCESSING PLANT

R C A SA Electronica, Vicuna Mackenna 3333, Santiago. Tel: 50-081. Studio Mgr.: Roberto Inglez; Mfg. & Prod'n Mgr.: Mario Reyes; Sales Mgr.: Guillermo Robotham.

### PRESSING PLANTS

Industrias Electricas & Musicales Odeon (EMI), San Antonio 551, Santiago. Tel: 39-5512.

R C A SA Electronica, Vicuna Mackenna 3333, Santiago. Tel: 50-081. Studio Mgr.: Roberto Inglez; Mfg. & Prod'n Mgr.: Mario Reyes; Sales Mgr.: Guillermo Robotham.

### PRINTER & LITHOGRAPHER

R C A SA Electronica, Vicuna Mackenna 3333, Santiago. Tel: 50-081. Pres.: J. Del Rio; Mfg. & Prod'n Mgr.: Mario Reyes; Sales Mgr.: Guillermo Robotham.

### PROMOTION & PUBLICITY

Festival Ltda. (Ed. Musicales), Providencia 711, Santiago. Tel: 274-454. Pres.: Oscar Olivares Zuniga; Gen. Mgr.: Carlos Vera Ramirez; Sales Mgr.: Claudia del Rosario Martinez.

R C A SA Electronica, Vicuna Mackenna 3333, Santiago. Tel: 50-081. Pres.: J. Del Rio; Mfg. & Prod'n Mgr.: Mario Reyes; Sales Mgr.: Guillermo Robotham.

### RECORDING STUDIOS

Industrias Electricas & Musicales Odeon (EMI), San Antonio 551, Santiago. Tel: 39-5512.

R C A SA Electronica, Vicuna Mackenna 3333, Santiago. Tel: 50-081. Studio Mgr.: Roberto Inglez; Mfg. & Prod'n Mgr.: Mario Reyes; Sales Mgr.: Guillermo Robotham.

## ● supplies

### JACKET MANUFACTURERS

Castro Alvarez, Tocornal 1386, Santiago. Tel: 54-890.  
Philips Chilena SA, Av. Santa Maria 0760, Santiago. Tel: 39-4001. Cable: PHILCHASI. Gen. Mgr.: Jorge Undurraga.

R C A SA Electronica, Vicuna Mackenna 3333, Santiago. Tel: 50-081. Pres.: J. Del Rio; Mfg. & Prod'n Mgr.: Mario Reyes; Sales Mgr.: Guillermo Robotham.

### LABEL MANUFACTURER

R C A SA Electronica, Vicuna Mackenna 3333, Santiago. Tel: 50-081. Pres.: J. Del Rio; Mfg. & Prod'n Mgr.: Mario Reyes; Sales Mgr.: Guillermo Robotham.

### POLYETHELENE BAGS

Plansa, Casilla 13131, San Joaquin 473, Santiago.  
R C A SA Electronica, Vicuna Mackenna 3333, Santiago. Tel: 50-081. Pres.: J. Del Rio; Mfg. & Prod'n Mgr.: Mario Reyes; Sales Mgr.: Guillermo Robotham.

Warda Ltda., Limache 3061, Valparaiso. Tel: 84-872.

### SLEEVE MANUFACTURER

R C A SA Electronica, Vicuna Mackenna 3333, Santiago. Tel: 50-081. Pres.: J. Del Rio; Mfg. & Prod'n Mgr.: Mario Reyes; Sales Mgr.: Guillermo Robotham.

## ● accessories

R C A SA Electronica, Vicuna Mackenna 3333, Santiago. Tel: 50-081. Pres.: J. Del Rio; Mfg. & Prod'n Mgr.: Mario Reyes; Sales Mgr.: Guillermo Robotham.  
Product: Cleaners cloths & brushes, racks.

## CHINA, REPUBLIC OF

### RECORDS:

Imports from USA (records, blanks, pre-recorded tape): 1968—\$15,176.

Records exported to USA: 1969—2,962 units, \$1,292.

Average retail price per record: LP's—\$0.37-\$0.62.

Type of distribution: Manufacturer-to-wholesaler-to-retailer; manufacturer-to-retailer.

Type of promotion: Advertising in newspaper, radio & TV.

IMPORT/EXPORT REGULATIONS: Export of reproductions of foreign records is prohibited. Foreign records may be imported only with permission of the Ministry of Interior.

## ● record manufacturers

Ba Shian Rec. Works, 39 San Shan Li, Pingtung.  
Black Cat Rec. Works, 195 Jen Fu Village, Lu Chou Hsiang, Taipei Hsien.

First Rec. Co., 45-1 Lan-Yea Lii, Shih-Lin, Taipei. Tel: 884556. Pres.: Chen Yeong Lin; Gen. Mgr.: Chen Kung Lin.

Fiveteiae, see Reifu.  
Four Seas Rec. Publ'g Co., 11 Omei St., Taipei. Tel: 333721. Pres. & Gen. Mgr.: C. Y. Liao.  
Label: Four Seas.

Hai Shan Rec. Co. Ltd., 114 Pei Ling, Tu Cheng, Pan Chiao Chen, Taipei Hsien.

Hsin Chao Rec. Publ'n Co., 2nd fl., Ping Sec., 115 Chung Hua Market, Taipei.

Hsin Ya Rec. Factory, 187 Hsin Hsing Rd., Tainan.

Lucky Rec. Co., 2-1 Lane 81, Kwang Chow St., Taipei. Tel: 338075, 375374. Gen. Mgr.: Chiu-San Tseng; A&R: Fu-ju Lin.

Mien Phone Recs. Co. Ltd., 45-1 Lan-Yea Lii, Shih-Lin, Taipei. Tel: 884556. Pres.: Chen Yeong Lin; Gen. Mgr.: Chen Kung Lin.

Reifu Rec. Co., 5 An Lung Nan Ln., West District, Taichung.

Label: Fiveteiae.

Song Jwu Rec. Co., 19-7 Chung Hua II Rd., Kaohsiung.

Label: Song Twu.

Song Twu, see Song Jwu.

Toho Rec. Factory, 25-9 Pu Chein Li, Pan Chiao Chen, Taipei Hsien.

Union Rec. Ent. Co., 39 Lei Chan Kang Tsui Li, Pan-chiao, Taipei Hsien. Tel: 965008. Pres.: W. H. Chen.

Label: Union.

## ● independent record producer

Union Rec. Ent. Co., 39 Lei Chan, Kang Tsui Li, Pan-chiao, Taipei Hsien. Tel: 965008. Pres.: W. H. Chen.  
Label credit: Decca.

## ● music publisher

Four Seas Publ'g Co., 11 Omei St., Taipei. Tel: 333721. Pres. & Gen. Mgr.: C. Y. Liao.

## ● importers & exporters

### RECORD EXPORTERS

Crown Eng'g & Trading Co. Ltd., 8 Chien Kuo N. Rd., Taipei.

Dragon Gate Trading Co. Ltd., 53 Fu Ho Rd., Young Ho Chen, Taipei Hsien.

Golden Harvest Ent. Corp., 8 Chien Kuo N. Rd., Taipei.

King Co. Ltd., 2nd fl., 51 Chung Shan N. Rd., Sec. 1, Taipei.

Yow Shin Trading Co., 47-4 Changan W. Rd., Taipei.

### RECORD IMPORTER

Linfair Eng'g & Trading Ltd., 12 Shaoshing St., South Taipei. Tel: 20151.

## ● services

### ASSOCIATION & PROFESSIONAL ORGANIZATION

Taiwan Importers & Exporters Ass'n, 42 Kuan Chien Rd., Taipei. Tel: 24049, 21687. Pres.: P. I. Ro.

### DESIGN & ARTWORK

### DIRECT MAIL

LICENSING ORGANIZATION, MUSIC  
Four Seas Rec. Publ'g Co., 11 Omei St., Taipei. Tel: 333721. Pres. & Gen. Mgr.: C. Y. Liao.

## LICENSORS, TAPE & RECORD

Four Seas Rec. Publ'g Co., 11 Omei St., Taipei. Tel: 333721. Pres. & Gen. Mgr.: C. Y. Liao.  
Union Rec. Ent. Co., 39 Lei Chan, Kang Tsui Li, Panchiao, Taipei. Tel: 965008. Pres.: W. H. Chen.

## PLATING & PROCESSING PLANTS

Four Seas Rec. Publ'g Co., 11 Omei St., Taipei. Tel: 333721. Pres. & Gen. Mgr.: C. Y. Liao.  
Gold Well Chemical Inds. Co. Ltd., 45-1 Lan-Yea Lii, Shih-Lin, Taipei. Tel: 884556. Pres.: Chen Yeong Lin; Gen. Mgr.: Chen Kung Lin.  
Union Rec. Ent. Co., 39 Lei Chan, Kang Tsui Li, Panchiao, Taipei. Tel: 965008. Pres.: W. H. Chen.

## PRESSING PLANTS PRINTERS & LITHOGRAPHERS

Four Seas Rec. Publ'g Co., 11 Omei St., Taipei. Tel: 333721. Pres. & Gen. Mgr.: C. Y. Liao.  
Union Rec. Ent. Co., 39 Lei Chan, Kang Tsui Li, Panchiao, Taipei. Tel: 965008. Pres.: W. H. Chen.

## PROMOTION & PUBLICITY

Four Seas Rec. Publ'g Co., 11 Omei St., Taipei. Tel: 333721. Pres. & Gen. Mgr.: C. Y. Liao.

## RECORDING STUDIO TAPE CUSTOM DUPLICATOR

Four Seas Rec. Publ'g Co., 11 Omei St., Taipei. Tel: 333721. Pres. & Gen. Mgr.: C. Y. Liao.

## supplies

### JACKET MANUFACTURER

Union Rec. Ent. Co., 39 Lei Chan, Kang Tsui Li, Panchiao, Taipei. Tel: 965008. Pres.: W. H. Chen.

### POLYETHYLENE BAGS

Gold Well Chemical Inds. Co. Ltd., 45-1 Lan-Yea Lii, Shih-Lin, Taipei. Tel: 884556. Pres.: Chen Yeong Lin; Gen. Mgr.: Chen Kung Lin.

### RECORD PROCESSING MACHINERY MANUFACTURERS

Gold Well Chemical Inds. Co. Ltd., 45-1 Lan-Yea Lii, Shih-Lin, Taipei. Tel: 884556. Pres.: Chen Yeong Lin; Gen. Mgr.: Chen Kung Lin.  
Chief product: Vinyl record plates & compounds.  
Union Rec. Ent. Co., 39 Lei Chan, Kang Tsui Li, Panchiao, Taipei. Tel: 965008. Pres.: W. H. Chen.  
Chief product: Semi-automatic hydraulic press machines.

## accessories & supplies

Union Rec. Ent. Co., 39 Lei Chan, Kang Tsui Li, Panchiao, Taipei Hsien. Tel: 965008. Pres.: W. H. Chen.  
Product: Cleaners, cloths & brushes, needles, racks.

# COLOMBIA

### RECORDS:

Imports from USA (records, blanks, pre-recorded tape): 1969-\$20,757; 1968-\$30,785.  
Records exported to USA: 1969-1,873 units, \$2,898; 1968-389 units, \$654.  
Average retail price per record: Stereo LP-\$3.00; Mono LP-\$2.50.

## record manufacturers

Ajover Ltda., (Manufacturas), Apdo. Aero 4991, Calle 23A, No. 27-03, Bogota. Tel: 44-29-55.  
Bambneo, see CBS.  
C B S SA (Discos), Carrera 29, No. 13-10, Bogota. Tel: 47-13-41. Gen. Mgr.: Stefan Riess; Admin. Mgr.: H. C. Hudson; Sales Mgr.: E. Macmaster.  
Labels: (Owned) CBS, Epic, Harmony; (distributed) Bambneo, Disco 15.  
Int'l labels represented: Sonoradio (Peru); Dot, Reprise, 20th Century-Fox, Warner Bros. (all USA).  
Int'l reps.: Worldwide (CBS).  
Caliente, see Electro-Sonora.  
Chaves (Discos), Carrera 23 No. 18-43, Pasto. Tel: 20-51. Cable: ALMACHAVES. Mgr.: J. Ramiro Chaves; Sales Dir.: Ilija de Chaves.  
Int'l labels represented: Candil, Onix, Atriz.  
Codiscos, see Compania Colombiana de Discos.  
Compania Colombiana de Discos SA (Codiscos), Apdo. Aereo 1428, Calle 2a, No. 59-65, Medellin. Tel: 46-16-01. Cable: CODISCOS. Pres.: Alfredo Diez M.; Exec. VP: Alfredo J. Diez R. Jr.; VP: Guillermo Diez R.; Int'l: Alvaro Arango; Sales Mgr.: Horacio Alvear; Pub. & Adv. Dir.: Humberto Moreno; Promo.: Javier Garcia.  
Branches: Bogota, Calle 21 No. 8-21. Tel: 34-21-17. Gen. Mgr.: Gonzalo Jimenez; Adv. & Promo. Mgr.: Alfonso Barrios.-Cali, Apdo. Aereo 14-52. Tel: 60-10-89. Gen. Mgr.: Enrique Merizalde.

Labels: Costeno, Non Plus Ultra, Zeida.  
Int'l labels represented: A&M (USA), Angel (USA), Bell (USA), Capitol (Mexico, USA), Discuba (USA), Dunhill (USA), Immediate (USA), Imperial (USA), Liberty (USA), Mio (USA), Musert (Mexico), Odeon (Argentina, Brazil, Chile), Patricia (Mexico), Pye (UK), Regal (France, Italy, Spain), Riviera (France), Starbright (USA), Viva (USA), Vogue (France), World Pacific (USA).

Int'l reps.: Argentina (Industrias Electricas y Musicales Odeon), Chile (Industrias Electricas y Musicales Odeon), Ecuador (J. D. Feraud Guzman), Guatemala (Dideca), Mexico (Musart), Peru (IEMPASA), UK (EMI), USA (Recs. Dist. of America), Venezuela Distribuidora de Discos Zeida).

Costeno, see Compania Colombiana de Discos.

Dacet Acetatos, Calle 6a, No. 31-49, Bogota. Tel: 47-71-68. Mgr.: Alonso Restrepo Dacet.

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.  
Int'l label represented: Cameo-Parkway (USA), Colpix (USA), London (USA), Miller Int'l (USA), Surco (Argentina).  
Int'l reps.: Chile (Odeon), USA (Daro Int'l).

Disco 15, see CBS.

Electro-Sonora SA (Industria), Calle 29, No. 43a-5, Medellin. Tel: 35-45-47. Pres.: Jorge Uribe Jaramillo; Artist Mgr. & Int'l: Hernan Restrepo Duque; Sales Mgr.: Diego Jaramillo Cardenas.  
Labels: Caliente, Lyra, Real, Sonolux.

Int'l labels represented: Borinquen (Puerto Rico), FTA (Peru), Orfeon (Mexico), Orion (Ecuador), RCA (worldwide), Sudisco (Argentina), Trova (Argentina), Vergara (Spain).

Epic, see CBS.

Fonoton SA (Industria), Apdo. Aereo 12330, Bogota. Tel: 75-63-07. (Distributed by Philips Colombiana).

Fuentes SA (Fabrica de Discos) Carrera 51, No. 13-223, Apdo. Aereo 1960, Medellin. Tel: 46-08-60. Telex: 06737. Cable: DISFUENTES. Pres.: Antonio J. Fuentes L.; Gen. Mgr.: Pedro A. Fuentes E.; Pop A&R: Jose M. Fuentes E.; Sales & Mktg.: Dario Escobar Calad.; Tape: John Escobar; Int'l: Pedro A. Fuentes E., Miami Recs. Dist'g Corp. (USA).

Int'l labels represented: Chantecler (Brazil), Discomoda (Venezuela), Dorado (USA), Durium (Italy), Fania (USA), Hispavox (Spain), Mag (Peru), Palacio (Venezuela), Panart (USA), Peerless (Mexico), Rondador (Ecuador), Seeco (USA), Sonoradio (Peru), Tico-Roulette (USA), United Artists (USA), Virrey (Peru).

Int'l reps.: Brazil (Chantecler), Central America (Dicesa), Ecuador (Fadisa), Mexico (Peerless), Peru (Virrey), USA (Miami Recs.), Venezuela (Robogomer).

Harmony, see CBS.

Ideal, see Tropical.

Lyra, see Electro-Sonora.

Metropoli Ltda. (Industria Fonografica), Apdo. Aereo 3B15, Carrera 71A, No. 53-A-33, Medellin. Tel: 34-14-22.

Non Plus Ultra, see Compania Colombiana de Discos.  
Ondina Fonografica Colombiana Ltda., Apdo. Aereo 915, Calle 67-A, No. 51-D-33, Medellin. Tel: 44-10-00, 44-33-33. Gen. Mgr.: Rafael Acosta Salinas; Sales Mgr.: Jesus Estrada C.  
Labels: Ondina, Radar.

Orbe Ltda. (Discos), Apdo. Aereo 8860, Calle 19, No. 14-40, Bogota. Tel: 42-81-07. Contact: Luis Angel Restrepo.  
Int'l labels represented: Disneyland (USA), Vox (USA).

Philips Colombiana, Apdo. Aereo 6393, Calle 19, No. 5-51, 4th fl., Bogota. Tel: 42-56-46, 42-57-84. Cable: DISCOPHIL. Gen. Mgr.: Alfonso Escolar Nieto; A&R: Jaime A. Guerra.  
Labels: (Owned) Philips, Polydor; (distributed) Fonoton.

Int'l labels represented: Archiv, Atco, Atlantic, DGG, Fontana, MGM, Mercury, Phonogram, Smash, Tetragrammaton, Verve, Wing.

Polydor, see Philips.

Radar, see Ondina.

Real, see Electro-Sonora.

Sello Vergara (Industria Fonografica), Apdo. Aereo 3587, Carrera 9a, No. 18-72, Bogota. Tel: 41-62-09. Mgr.: Gregorio Vergara Duque.

Sonolux, see Electro-Sonora.

Tropical (Industrias Fonograficas Discos), Calle 68-B, No. 68-73, Barranquilla. Tel: 16-50-9, 15-64-5. Pres.: Emilio Fortou P.; Gen. Mgr.: Jaime Cabrera M.; Sales Mgr.: Emilio Antonio Fortou.  
Labels: Ideal, Tropical.

Int'l labels represented: Belter (Spain), Falcon (USA), Fonodisco (Venezuela), Marfer (Spain), Microfon (Argentina), Son-Art (Mexico).  
Int'l reps.: Argentina (Microfon), Mexico (Son-Art), Peru (DINSA), USA (Miami), Venezuela (Fonodisco).

Victoria Ltda. (Industrias Fonograficas), Apdo. Aereo 3308, Carrera 52, No. 27-40, Medellin. Tel: 46-10-63.

Zeida, see Compania Colombiana de Discos.

## INDEPENDENT RECORD PRODUCERS

Chaves (Discos), Carrera 23 No. 1843, Pasto. Tel: 20-51. Mgr.: J. Ramiro Chaves.  
Ingeson Ltda. Apdo. Aereo 4007, Calle 22, No. 6-27, Bogota. Tel: 43-60-44. Cable: INGETADA. Gen. Mgr.: Manuel Dreznar.

## music publishers

Editorial Colombiana & Internacional de Musica (ECOMUS), Apdo. Aereo 37-20, Medellin. Gen. Mgr.: Alfredo Diez R.  
Mundo Musical, Carrera 29, No. 13-10, Bogota. Tel: 47-13-41. Gen. Mgr.: Stefan Riess; Admin. Mgr.: H. C. Hudson.  
Peer de Colombia, Apdo. 8665, Edif. Bristol, Calle 18, No. 6-31, Of. 406, Bogota. Tel: 41-98-64. Cable: PEERCO.  
Home office: USA, Southern.

## services

### ASSOCIATION & PROFESSIONAL ORGANIZATION

Asociacion Colombiana de Musicos Profesionales (ACOMPAS), Carrera 8, No. 11-15, Of. 202, Bogota.

### DESIGN & ARTWORK

Compania Colombiana de Discos SA (Codiscos), Apdo. Aereo 1428, Calle 2a, No. 59-65, Medellin. Tel: 46-16-01.  
Tropical (Industrias Fonograficas Discos), Calle 68-B, No. 68-73, Barranquilla. Tel: 16-50-9, 15-64-5. Sales Mgr.: Emilio Antonio Fortou.

### LICENSING ORGANIZATION, MUSIC

S A Y C O (Sociedad de Autores y Compositores de Colombia), Av. Caracas 22, Bogota. Tel: 43-12-24, 42-84-15. Gen. Mgr.: Jorge Olaya Munoz, Sec'y Gen.: Gilberto Cespedes Palma.

### LICENSOR, TAPE & RECORD

Tropical (Industrias Fonograficas Discos), Calle 68-B, No. 68-73, Barranquilla. Tel: 16-50-9, 15-64-5. Sales Mgr.: Emilio Antonio Fortou.

### PLATING & PROCESSING PLANTS

Compania Colombiana de Discos SA (Codiscos), Apdo. Aereo 1428, Calle 2a, No. 59-65, Medellin. Tel: 46-16-01.  
Ondina Fonografica Colombiana Ltda., Apdo. Aereo 915, Calle 67-A, No. 51-D-33, Medellin. Tel: 44-10-00, 44-33-33. Mgr.: Rafael Acosta Salinas; Sales Mgr.: Jesus Estrada C.  
Philips Colombiana, Apdo. Aereo 6393, Calle 19, No. 5-51, 4th fl., Bogota. Tel: 42-56-46, 42-57-84.  
Tropical (Industrias Fonograficas Discos), Calle 68-B, No. 68-73, Barranquilla. Tel: 16-50-9, 15-64-5. Sales Mgr.: Emilio Antonio Fortou.

### PRESSING PLANTS

Ajover Ltda. (Manufacturas), Apdo. Aereo 4991, Calle 23A, No. 27-03, Bogota. Tel: 44-29-55.  
Compania Colombiana de Discos SA (Codiscos), Apdo. Aereo 1428, Calle 2a, No. 59-65, Medellin. Tel: 46-16-01.  
Curro, Apdo. 1344, Cartagena.  
Electro-Sonora SA (Industria), Calle 29, No. 43a-5, Medellin. Tel: 35-45-47.  
Fonoton SA (Industria), Apdo. Aereo 12330, Bogota. Tel: 75-63-07.  
Fuentes SA (Fabrica de Discos), Apdo. Aereo 1960, Carrera 51, No. 13-223, Medellin. Tel: 46-08-60.  
Ondina Fonografica Colombiana Ltda., Apdo. Aereo 915, Calle 67-A, No. 51-D-33, Medellin. Tel: 44-10-00, 44-33-33. Mgr.: Rafael Acosta Salinas; Sales Mgr.: Jesus Estrada C.  
Philips Colombiana, Apdo. Aereo 6393, Calle 19, No. 5-51, 4th fl., Bogota. Tel: 42-56-46, 42-57-84.  
Sello Vergara (Industria Fonografica), Apdo. Aereo 3587, Carrera 9a, No. 18-72, Bogota. Tel: 41-62-09. Mgr.: Gregorio Vergara Duque.  
Tropical (Industrias Fonograficas Discos), Calle 68-B, No. 68-73, Barranquilla. Tel: 16-50-9, 15-64-5. Sales Mgr.: Emilio Antonio Fortou.  
Victoria Ltda. (Industrias Fonograficas), Apdo. Aereo 3308, Carrera 52, No. 27-40, Medellin. Tel: 46-10-63.

### PRINTERS & LITHOGRAPHERS

Compania Colombiana de Discos SA (Codiscos), Apdo. Aereo 1428, Calle 2a, No. 59-65, Medellin. Tel: 46-16-01.  
Ondina Fonografica Colombiana Ltda., Apdo. Aereo 915, Calle 67-A, No. 51-D-33, Medellin. Tel: 44-10-00, 44-33-33. Mgr.: Rafael Acosta Salinas; Sales Mgr.: Jesus Estrada C.  
Tropical (Industrias Fonograficas Discos), Calle 68-B, No. 68-73, Barranquilla. Tel: 16-50-9, 15-64-5. Sales Mgr.: Emilio Antonio Fortou.

### PROMOTION & PUBLICITY

Compania Colombiana de Discos SA (Codiscos), Apdo. Aereo 1428, Calle 2a, No. 59-65, Medellin. Tel: 46-16-01.  
Ondina Fonografica Colombiana Ltda., Apdo. Aereo 915, Calle 67-A, No. 51-D-33, Medellin. Tel: 44-10-00, 44-33-33. Mgr.: Rafael Acosta Salinas; Sales Mgr.: Jesus Estrada C.  
Tropical (Industrias Fonograficas Discos), Calle 68-B, No. 68-73, Barranquilla. Tel: 16-50-9, 15-64-5. Sales Mgr.: Emilio Antonio Fortou.

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**RECORDING STUDIOS**

Compania Colombiana de Discos SA (Codiscos), Apdo. Aereo 1428, Calle 2a, No. 59-65, Medellin. Tel: 46-16-01.  
 Fonoton SA (Industria), Apdo. Aereo 12330, Bogota. Tel: 75-63-07.  
 Ingeson Ltda., Apdo. Aereo 4007, Calle 22, No. 6-27, Bogota. Tel: 43-60-44. Gen. Mgr.: Manuel Drezner.  
 Ondina Fonografica Colombiana Ltda., Apdo. Aereo 915, Calle 67-A, No. 51-D-33, Medellin. Tel: 44-10-00, 44-33-33. Mgr.: Rafael Acosta Salinas; Sales Mgr.: Jesus Estrada C.  
 Suramericana de Grabaciones, Carrera 8, No. 18-27, Bogota.  
 Tropical (Industrias Fonograficas Discos), Calle 68-B, No. 68-73, Barranquilla. Tel: 16-50-9, 15-64-5. Sales Mgr.: Emilio Antonio Fortou.

**TAPE CUSTOM DUPLICATORS**

Ingeson Ltda., Apdo. Aereo 4007, Calle 22, No. 6-27, Bogota. Tel: 43-60-44. Gen. Mgr.: Manuel Drezner.  
 Tropical (Industrias Fonograficas Discos), Calle 68-B, No. 68-73, Barranquilla. Tel: 16-50-9, 15-64-5. Sales Mgr.: Emilio Antonio Fortou.

● **supplies & accessories**

Compania Colombiana de Discos SA (Codiscos), Apdo. Aereo 1428, Calle 2a, No. 59-65, Medellin. Tel: 46-16-01.  
 Product: Jacket manufacturer, label manufacturer, polyethylene bags.  
 Ondina Fonografica Colombiana Ltda., Apdo. Aereo 915, Calle 67-A, No. 51-D-33, Medellin. Tel: 44-10-00, 44-33-33. Mgr.: Rafael Acosta Salinas; Sales Mgr.: Jesus Estrada C.  
 Product: Label manufacturer, manufacturer of recording studio equip. & record processing machinery, catalog servs.  
 Tropical (Industrias Fonograficas Discos), Calle 68-B, No. 68-73, Barranquilla. Tel: 16-50-9, 15-64-5. Sales Mgr.: Emilio Antonio Fortou.  
 Product: Jacket manufacturer, recording studio equip. manufacturer.

**COSTA RICA**

**RECORDS:**  
 Imports from USA (records, blanks, pre-recorded tape): 1969—\$28,170; 1968—\$24,033.

● **record manufacturers**

I N D I C A (Industria de Discos Centroamericana SA), Av. 8, Calles 11/13, San Jose. Tel: 21-31-22. Pres.: Manuel Villarreal; Gen. Mgr.: Guillermo Lopez; Sales Mgr.: Mario Pacheco.  
 Int'l branches: El Salvador, Guatemala, Nicaragua.  
 Labels: INDICA, CBS, Epic.  
 Int'l labels represented: Art, Atlantic, Audio, Belart, Billo, Disc'AZ, Dot, Fonograma, MGM, Montilla, Onyx, Orfeon, Palacio, Peerless, Polydor, Reprise, Secco, Velvet, Viva, Warner Bros.  
 Int'l rep.: Worldwide (CBS).  
 Philips de Costa Rica Ltda., PO Box 4325, San Jose. Tel: 21-01-11.

● **music publisher**

Mundo Musical SA, Av. 8, Calles 11/13, San Jose. Tel: 21-31-22. Pres.: Manuel Villarreal; Gen. Mgr.: Guillermo Lopez.  
 Int'l rep.: Worldwide (April Music).

● **record wholesalers**

**IMPORTERS & EXPORTERS**  
 Coronado & Cia. Ltda., PO Box 568, San Jose. Tel: 21-12-12. Pres. & Gen. Mgr.: Roberto Coronado; Sales Mgr.: Juan Pucci.  
 Distributes: Records, cartridges; cassettes, electric guitars & amplifiers, needles, cleaners & brushes, recording tapes, drums, National Audio-tape, Philco & National tape playback equipment.  
 Discoteca Ltda., PO Box 1635, San Jose. Tel: 22-10-30.  
 Galeria Musica SA, PO Box 1645, San Jose. Tel: 21-91-88.

● **services**

**ASSOCIATION & PROFESSIONAL ORGANIZATION**  
 Asociacion de Musicos & Compositores Costarricenses, PO Box 4365, San Jose.

**PLATING & PRESSING PLANT, PROMOTION & PUBLICITY & RECORDING STUDIO**

I N D I C A (Industria de Discos Centroamericana), PO Box 4093, Av. 8, Calles 11/13, San Jose. Tel: 21-31-22. Gen. Mgr.: Guillermo Lopez.

**CYPRUS**

● **record importers**

F. Colakides & Sons, PO Box 1048, Onassagoras St., Nicosia. Tel: 63778.  
 Delta Trading, PO Box 1488, Ledra St. 143, Nicosia. Tel: 64689.  
 Garabet Indjirdjian, 6-6A Const. Paleologos Ave., Nicosia. Tel: 63914.  
 Int'l rep.: Greece (General Publ'g Co. Ltd.).  
 K. S. Hassapis, PO Box 265, Independence 133, Nicosia. Tel: 2654.  
 Leon's Music Store, Homer Ave. 9, Nicosia. Tel: 75653.  
 S. Mousoulides & Son, Aeschylus St. 32-26, Nicosia. Tel: 62672.  
 Kh. Papsian Ltd., PO Box 1607, 240 Ledra St., Nicosia. Tel: 63795.  
 Ph. Partassides & Co., PO Box 2100, 11 Phocion St., Nicosia. Tel: 62360.  
 J. Paschalides & Co., 130 Ledra St., Nicosia. Tel: 65423.

**CZECHOSLOVAKIA**

**RECORDS:**  
 Records sold domestically: LPs 1969—1,932,000 units, \$10,452,120; 1968—1,364,000 units, \$6,588,120. EPs 1969—652,000 units, \$1,310,520; 1968—636,000 units, \$1,341,960. Singles 1969—4,939,000 units, \$8,001,180; 1968—4,892,000 units, \$7,044,480.  
 Records manufactured for domestic & export sale: LPs 1969—2,218,000 units, \$11,999,380; 1968—1,852,000 units, \$8,945,160. EPs 1969—1,062,900 units, \$2,136,429; 1968—1,049,000 units, \$2,213,190. Singles 1969—5,217,000 units, \$8,451,540; 1968—5,143,000 units, \$7,405,920.  
 Records imported from USA (factory value): 1969—\$28,520; 1968—\$22,062.  
 Records imported from countries other than USA (factory value): 1969—\$438,512; 1968—\$293,600.  
 Records exported to USA: 1969—(direct export) \$2,650, (through licensee) \$43,590; 1968—(direct export) \$1,100, (through licensee) \$20,000.  
 Records exported to countries other than USA: 1969—(direct export) \$798,880, (through licensee) \$16,000; 1968—(direct export) \$894,430, (through licensee) \$75,000.  
 Average retail price per record: LPs—\$5.41; EPs \$2.01; singles—\$1.62.  
 Stereo sales: 12.6% of total.  
 Record club sales: 29% of all LP records.  
 Discounting: Rare.  
 Type of distribution: Supraphon, the chief record manufacturer, owns a net of retail shops which sell more than 80% of its total production. This retail net is also used by minor manufacturers. These, however, are building up their own networks, mostly on a manufacturer-to-wholesaler-to-retailer basis, especially using big book chainstores and department stores. Supraphon's record club also has foreign catalogs on a manufacturer-to-retailer system; Pantan's record club which is not as large is trying the manufacturer-to-club member system.  
 Type of promotion: The importance of TV was diminished this year due to lack of specialized music programs. Meanwhile the importance of government-owned radio rose. Foreign repertoire played mostly by private disc jockeys. Pop magazines help promotion.  
 Jukeboxes: 1,000.

**IMPORT/EXPORT REGULATIONS:** For business connections with the West, license contracts are important. Import and export of records apply practically only to East European states.  
 Dr. Lubomir Doruzka

● **record manufacturers/distributors**

Pantan, Ricni 12, Mala Strana, Prague 1. Tel: 539019. Pres. & Gen. Mgr.: Jan Hanus; Sales Mgr.: Drahomir Sulak; Foreign Sales Mgr.: Milic Zitko.  
 Label: Pantan, Gramaklub, Mladych.  
 Supraphon Rec. Co., Palackeho 1, Nove Mesto, Prague 1. Tel: 249251. Dir.: Jaroslav Seda; Dir. & Sales Mgr.: Josef Rothbauer; A&R: Dr. Ladislav Sip; Copyright & Int'l: Jiri Vinaricky.

● **music publishers**

Pantan (Publishers for the Guild of Czech Composers), Ricni 12, Mala Strana, Prague 1. Tel: 539019. Pres. & Gen. Mgr.: Jan Hanus; Sales Mgr.: Drahomir Sulak; Foreign Sales Mgr.: Milic Zitko.  
 Int'l firms represented: Ars Polona (Poland), Boosey & Hawkes (UK), Curci (Italy), Doblinger (Austria), Durand (France), Heugel & Cie. (France), Internationale Musikbibliothek (Germany), Leduc (France), Musikfond (Bulgaria), Novello (UK), Salabert (France), Schott Sohne (Germany), Universal Ed. (Austria), Zamp (Yugoslavia).  
 Supraphon Music Publ'g House, Palackeho 1, Nove Mesto, Prague 1. Tel: 249251. Dir.: Jaroslav Seda; Dir. & Sales Mgr.: Josef Rothbauer; A&R: Dr. Ladislav Sip; Copyright & Int'l: Jiri Vinaricky.

● **importer/exporter**

ARTIA (Foreign Trade Corp. for the Import & Export of Cultural Commodities), Ve Smekach 30, Prague 1. Tel: 246284, 246392.

● **supplies & services**

**ASSOCIATION**  
 Association of Czech & Slovak Composers, Valdsteinske nam. 1, Prague. Pres.: Alexander Moyzes.  
**LICENSING ORGANIZATION, MUSIC**  
 O S A (Ochranny Svaz Autorsky), Cs. Army 20, Prague.

**DENMARK**

**RECORDS:**  
 Records sold domestically: LPs 1969—2,081,000 units, \$9,808,000; 1968—1,658,000 units, \$7,706,266. EPs 1969—74,000 units, \$139,733; 1968—88,000 units, \$178,133. Singles 1969—1,692,000 units, \$2,275,867; 1968—1,748,000 units, \$2,507,600.  
 Records imported from USA (factory value): 1969—\$357,000 units, \$443,200; 1968—274,000 units, \$325,000.  
 Records imported from countries other than USA (factory value): 1969—4,351,000 units, \$2,613,334; 1968—2,906,000 units, \$1,960,000.  
 Records exported to USA (factory value): 1969—3,400 units, \$7,067; 1968—4,000 units, \$97,200.  
 Records exported to countries other than USA (factory value): 1969—147,000 units, \$97,200; 1968—152,000 units, \$119,000.  
 Average retail price per record: LPs—(normal priced) \$6.00, (medium) \$4.55, (budget) \$2.25-\$3.60; EPs—\$2.30; Singles—\$1.50.  
 Stereo sales: 95% of total.  
 Record club sales: 3% of total.  
 Discounting: Rare.  
 Type of distribution: Manufacturer-to-retailer.  
 Jukeboxes: 1,400.  
**TAPE:**  
 Market: This is still a very small market. Cassettes lead the field, as marketed by Nordisk Polyphon, but EMI and Hede Nielsen are working on 8-track cartridges. The last months of 1969 showed a noticeable increase in sales, cassettes for home and portable units, 8-track for cars.  
 Average retail price per tape: Cartridge 8-track—\$7.80; cassette—\$6.00.  
 Type of distribution: Wholesaler-to-retailer is standard.  
**IMPORT/EXPORT REGULATIONS:** Duty on non-EFTA imports \$0.47 per kilo.

K. Hviid Mikkelsen

● **record manufacturers importers/distributors**

A & M, see Nordisk Polyphon, Polydor group.  
 A S A, see EMI.  
 Ace of Clubs, see Nordisk Polyphon, Decca group.  
 Ace of Diamonds, see Nordisk Polyphon, Decca group.  
 Ace of Hearts, see Nordisk Polyphon, Decca group.  
 Angel, see EMI.  
 Archiv, see Nordisk Polyphon, Polydor group.  
 Argo, see Nordisk Polyphon, Decca group.  
 Artist, see Wilhelm Hansen.  
 B B, see Oktav.  
 Beltona, see Nordisk Polyphon, Decca group.  
 Bob, see Dansk.  
 Buddha, see Nordisk Polyphon, Polydor group.  
 C B S Grammofon A/S, Jydholm 18, Copenhagen. Tel: 10 06 04. Gen. Mgr.: Sture Linden. (Distributed by GDC).  
 California, see Moerks.  
 Capitol, see EMI.  
 Chapter One, see Nordisk Polyphon, Decca group.  
 Columbia, see EMI.  
 D G G (Deutsche Grammophon), see Nordisk Polyphon, Polydor group.

Dansk Grammofonpladeforlag, Vibevej 31, 2400 Copenhagen NV. Tel: (01) AEGIR 8112. Cable: DANRECORD. Pres.: Karl Emil Knudsen; A&R: Gustav Winckler; Pub., Adv. & Promo.: Paul Bach. (Distributed by GDC).  
**Labels:** (Owned) Life, Mascot, Sonet, Storyville; (distributed) Bob, Fiasco, Jacks Recs., Reitzel.  
**Int'l labels represented:** Chess, Epic, Europa/Somerset, Folkways, GRT, Janus, Jay Boy, Metro-media, Musicidisc, Roulette, Saga, Super K, Supraphon, Transatlantic.  
**Int'l reps.:** Finland (Scandia Musiikki), France (Polydor), Germany (Deutsche Grammophon), Italy (Polydor), Japan (Teichiku), Norway (Arne Bendiksen), Sweden (Sonet), Switzerland (Finstertwald & Cantacuzene), UK (Polydor).  
 Decca, see Nordisk Polyphon, Decca group.  
 Deram, see Nordisk Polyphon, Decca group.  
 Deutsche Grammophon, see Nordisk Polyphon, Polydor group.  
 E M I (Electric & Musical Inds.) (Dansk-Engelsk) A/S, Hoffdingsvej 18, 2500 Copenhagen-Valby. Tel: (01) 30 67 11. Cable: GRAMMAPHON. Pres.: B. B. G. Jeffrey; Gen. Mgr.: K. Hviid Mikkelsen.  
**Labels:** (Owned) Angel, Capitol, Columbia, Electrola, Gloria, HMV, Harvest, Imperial, Odeon, Parlophone, Pathe, Regal, Seraphim, Stateside, Die Volksplatte, Waverly; (distributed) ASA, Musicabaret, Regal Zonophone, Tower, Troubadour.  
**Labels available on tape:** Columbia, Dot, Electrola, HMV, Liberty, Motown, Odeon, Parlophone, Tamla.  
**Int'l labels represented:** ABC (USA), Barclay (France), Bell (USA), Blue Note (USA), Bluesway (USA), Blue Thumb (USA), Buena Vista (USA), Capitol (USA), Carnaby (UK), Columbia (UK), Command (USA), Contemporary (USA), Cornet (Germany), Crystal (UK), Delyse (UK), Discophiles (France), Disneyland (USA), Dot (USA), Ducretet-Thomson (France), Electrola (Germany), Ember (UK), Erato (France), Fantasy (USA), HMV (UK), Hilltop (USA), Imperial (USA), Impulse (USA), Jugoton (Yugoslavia), Liberty/UA (USA), Motown (USA), Musicor (USA), Pacific Jazz (USA), Paramount (USA), Pickwick (USA), President (UK), RIM (UK), Rare Earth (USA), Riviera (France), Sunset (USA), Svensk-American (Sweden), Tamla Motown (USA), Toshiba (Japan), 20th Century-Fox (USA), Walt Disney (USA), World Pacific (USA), Xtra (UK).  
 Eclipse, see Nordisk Polyphon, Decca group.  
 Electrola, see EMI.  
 Emerald, see Nordisk Polyphon, Decca group.  
 Fiasco, see Dansk.  
 Fona, Marielundvej 28, 2730 Herlev. Tel: 91 70 00.  
**Int'l label represented:** Vox (USA).  
 Fontana, see Nordisk Polyphon, Philips group.  
 G D C (Grammofonelskabernes Distributions Central), Bogholder Alle 40, 2720 Vanløse. Tel: (01) 71 55 55.  
**Administrative offices:** Vibevej 31, 2400 Copenhagen NV. Contact: Olav Bennike. (Distributor).  
**Companies distributed:** CBS, Dansk, Wilhelm Hansen, Jacks Recs., Metronome, Olga, Quick, Tono.  
 Gloria, see EMI.  
 H M V, see EMI.  
 Wilhelm Hansen Musik-Forlag, Gothersgade 9, 1123 Copenhagen K. Tel: (01) 11 78 88. Cable: MUSIKHÅNSEN. Pres.: Mrs. Hanne & Lone Wilhelm Hansen; Gen. Mgr.: A. Spliid. (Distributed by GDC).  
**Labels:** Wilhelm Hansen Edition, Artist.  
 Harvest, see EMI.  
 Heliodor, see Nordisk Polyphon, Polydor group.  
 Imperial, see EMI.  
 Island, see Nordisk Polyphon, Philips group.  
 Jacks Recs., Fruvej 55 A, 7900 Nykøbing Mors. Pres.: John Fridthjof. (Distributed by Dansk & GDC).  
 Kama Sutra, see Nordisk Polyphon, Polydor group.  
 Karusell, see Nordisk Polyphon, Polydor group.  
 Life, see Dansk.  
 London, see Nordisk Polyphon, Decca group.  
 London Globe, see Nordisk Polyphon, Decca group.  
 M C A, Grundtvigsvej 10A, 1864 Copenhagen V. Tel: 21 41 20.  
 M G M, see Nordisk Polyphon, Polydor group.  
 Marmalade, see Nordisk Polyphon, Polydor group.  
 Mascot, see Dansk.  
 Mercury, see Nordisk Polyphon, Philips group.  
 Metronome Recs. A/S, Vibevej 31, 2400 Copenhagen NV. Tel: AEGIR 8112. Cable: METRORECORDS. Telex: 5675. Mng. Dir.: Bent Fabricius-Bjerre; A&R: Olav Bennike. (Distributed by GDC).  
**Label:** Metronome.  
**Labels available on tape:** Atco, Atlantic, Metronome.  
**Int'l labels represented:** Ariola (Germany), Atco (USA), Atlantic (USA), Baccarola (Germany), Cotillion (USA), Dunwich (USA), Elektra (USA), Embryo (USA), Eurodisc (Germany), Golden "12" (Germany), Hansa (Germany), Mondial (Germany), Perl (Germany), SGC (USA), Snurr (Sweden), Swe-Disc (Sweden), Top Classic (Germany), Vortex (USA).  
 Moerks Musikforlag, Vesterport 247, 1612 Copenhagen V. Tel: (01) 11 50 00. Pres.: Mrs. A. Moerk.  
**Labels:** California, Triola.  
**Int'l labels represented:** Dawn (UK), Elite Special (Switzerland), Hickory (USA), Megafon (Sweden), Middle Earth (UK), Negram (Nether-

lands), Project 3 (USA), Pye (UK), Ranwood (USA), Trend (UK).  
**Int'l reps.:** Netherlands (Negram), Spain (Discophon), Switzerland (Turicaphon).  
 Musicabaret, see EMI.  
 Hede Nielsen A/S, Grundtvigsvej 10 A, Copenhagen V. Tel: (01) 214120. Pres.: Ove Hede Nielsen; Gen. Mgr.: Leif Risel; Sales Mgr.: Ole Joachimsen. (Distributor).  
**Labels available on tape:** RCA, Orle, Warner Bros.  
**Int'l labels represented:** Camden (USA), Colgems (USA), Coral (USA), DiscAZ (France), Kapp (USA), LHI (USA), Monument (USA), Musica Mundi (Germany), Musica Sacra (Germany), RCA Int'l (USA), Reprise (USA), Sound Stage 7 (USA), Valiant (USA), Victor (USA), Victrola (USA), Warner Bros. (USA).  
 Nordisk Polyphon A/S, Emdrupvej 115, 2400 Copenhagen NV. Tel: 69 25 22. Telex: 9202. Mng. Dir.: Joergen Fritsch.  
**Philips group (Phillips, Fontana, Island, Mercury, Page One, Penny Farthing, Uni, Vertigo):** Label Mgr.: O. Wiishom; A&R: Bruno Henriksen, John Friis; Promo.: Elisabeth Skovdam, Jens Brandt.  
**Decca group (Decca, Ace of Clubs, Ace of Diamonds, Ace of Hearts, Argo, Beltona, Chapter One, Deram, Eclipse, Emerald, London, London Globe, L'Oiseau Lyre, Rex, Threshold):** Label Mgr.: H. Rosenlov Jensen; A&R: Bruno Henriksen, John Friis; Promo.: Elisabeth Skovdam, Jens Brandt.  
**Polydor Music A/S (Polydor, A&M, Archiv, Buddah, DGG (Deutsche Grammophon), Heliodor, Kama Sutra, Karusell, MGM, Marmalade, Reaction, Riverside, Tip, Track, Verve):** Mgr.: C. Lawrence; Label Mgr.: A. Arffmann; A&R: J. Reimar; Promo.: Ida Dahl.  
**Labels available on tape:** Polydor, DGG, Decca, Fontana, Mercury, Philips.  
**Int'l reps.:** Germany (DGG), Netherlands (Philips), UK (Decca), USA (CBS).  
 Odeon, see EMI.  
 L'Oiseau Lyre, see Nordisk Polyphon, Decca group.  
 Oktav Musik, Hellerupvej 90, 2900 Hellerup, Copenhagen. Tel: HE 6006, HE 8408. Pres.: Borge Binderup; Gen. & Sales Mgr.: Jorgen Kleinert.  
**Labels:** Oktav, BB, Zac.  
**Int'l label represented:** Avenue Rec's Ltd. (UK).  
 Page One, see Nordisk Polyphon, Philips group.  
 Parlophone, see EMI.  
 Pathe, see EMI.  
 Penny Farthing, see Nordisk Polyphon, Philips group.  
 Philips, see Nordisk Polyphon, Philips group.  
 Polydor, see Nordisk Polyphon, Polydor group.  
 Reaction, see Nordisk Polyphon, Polydor group.  
 Regal, see EMI.  
 Regal Zonophone, see EMI.  
 Reitzel, see Dansk.  
 Rex, see Nordisk Polyphon, Decca group.  
 Riverside, see Nordisk Polyphon, Polydor group.  
 Seraphim, see EMI.  
 Sonet, see Dansk.  
 Stateside, see EMI.  
 Stoa Grammofonelskab, Midtgaardsvej 28, 8800 Viborg. Tel: 62 29 27. Gen. Mgr.: Joern Stoffer.  
 Storyville, see Dansk.  
 Strike Grammofon AB, Mikkelplybrygersgade 10, 1460 Copenhagen K. Tel: (01) 12 15 58.  
**Home office:** Sweden.  
 Teener, see Tono.  
 Telefunken, Roskildevej 8-10, 2620 Albertslund. Tel: 64 85 22.  
 Threshold, see Nordisk Polyphon, Decca group.  
 Tip, see Nordisk Polyphon, Polydor group.  
 Tono A/S, Bogholder Alle 40, 2720 Vanløse. Tel: (01) 71 55 55. Mgr.: Carsten Elgstrom. (Distributed by GDC).  
**Labels:** Tono, Teener.  
**Int'l labels represented:** Allegro (UK), Amadeo (Austria), Audio Fidelity (USA), Fonit (Italy), Mode (France, Germany), Scepter (USA), Vanguard (USA), Vogue (France, Germany).  
 Tower, see EMI.  
 Track, see Nordisk Polyphon, Polydor group.  
 Triola, see Moerks.  
 Troubadour, see EMI.  
 Uni, see Nordisk Polyphon, Philips group.  
 Vertigo, see Nordisk Polyphon, Philips group.  
 Verve, see Nordisk Polyphon, Polydor group.  
 Die Volksplatte, see EMI.  
 Waverly, see EMI.  
 Wilhelm Hansen Edition, see Wilhelm Hansen listed under "H."  
 Zac, see Oktav.

Wilhelm Hansen Musik-Forlag, Gothersgade 9, 1123 Copenhagen K. Tel: (01) 11 78 88. Cable: MUSIKHÅNSEN. Pres.: Mrs. Hanne & Lone Wilhelm Hansen; Gen. Mgr.: Arne Spliid.  
**Affiliates:** Reg Connelly Musik-Forlag A/S, Francis Day & Hunter Scandinavia A/S, Melcher Musik-Forlag A/S.  
**Int'l firms represented:** Affiliated Music (UK), Campbell-Connelly & affiliates (UK), Daywin (USA).  
 Imudico, Colbjørnsensgade 19, 1652 Copenhagen V. Tel: (01) 21 56 25. Mng. Dir.: Brian Jeffrey; Gen. Mgr.: John Rasmussen.  
**Int'l firms represented:** Accord (Germany), Ardmore & Beechwood (Belgium, Mexico, South Africa, UK, USA), Arion (Greece), Anagon (Netherlands), Belcas (New Zealand), Castle (Australia), Ego (Spain), Noel Gay (UK), Odeon (Argentina, Sweden), Pathe (Far East), Pathe-Marconi (France), Keith Prowse & Peter Maurice (UK), Saturday (USA), Sociedade Brasileira de Edicoes Publicidade e Servicos Artisticos (Brazil), Toshiba (Japan), Voce del Padrone (Italy), Walt Disney (USA), Wonderland (USA).  
**Int'l reps.:** Argentina (Odeon), Australia (Castle), Belgium (Ardmore & Beechwood), Brazil (Sociedade Brasileira de Edicoes Publicidade e Servicos Artisticos), Far East (Pathe), France (Pathe-Marconi), 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), UK (Ardmore & Beechwood), USA (Beechwood).  
 Melcher Musik-Forlag A/S, see Wilhelm Hansen.  
 Moerks Musik-Forlag, Vesterport 247, 1612 Copenhagen V. Tel: 11 50 00. Cable: MUSICMOERK. Pres.: Mrs. Agnes Moerk.  
**Affiliates:** Acuff-Rose Scandia, Presto Musik-Forlag, Tempo Musik-Forlag.  
**Int'l firm represented:** The Big 3 (USA).  
 Monument Music Scandinavia, see Oktav.  
 Multitone, Vibevej 31, Copenhagen NV. Tel: 34 21 28. Pres.: Harry Jensen.  
 Oktav Music, Hellerupvej 90, 2900 Hellerup, Copenhagen. Tel: HE 6006, HE 8408. Pres.: Borge Binderup; Gen. Mgr.: Jorgen Kleinert.  
**Affiliates:** Ahab Music, Monument Music Scandinavia.  
**Int'l firms represented:** Ahab, Capa Ann, Combine, House of Bryant, Longhorn, Marson, Music City, Vintage (all USA).  
 Presto Musik-Forlag, see Moerks.  
 Tempo Musik-Forlag, see Moerks.  
 Winckler (Musikproduktion), Dortehevej 39, 2400 Copenhagen NV. Tel: TA 2282. Cable: WINCKLERMUSIC. Pres.: Gustav Winckler, Karl Emil Knudsen.

● **services**

**ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS**

Den Danske Gruppe af Grammofonindustriens Internationale Federation, Sankt Annæ Plads 11, 1250 Copenhagen K. Tel: 14 44 01. Exec. Sec'y: Otto Lassen.  
 S C A W C (Scandinavian Country & Western Corp.), PO Box 1218, 2300 Copenhagen S. Tel: (01) SU 571. Mng. Dir.: Otto Waldoff.

**DESIGN & ARTWORK**

Folkebladets Bogtrykkeri, Sct. Hansgade, Ringsted. Tel: (03) 61 07 77. Gen. Mgr.: P. Borch.

**LICENSING ORGANIZATIONS, MUSIC**

Gramex, Frederiksberggade 1, 1459 Copenhagen K. Tel: 11 88 55. Dir.: E. Henriksen. (Performing rights).  
 K O D A (Selskabet til Forvaltning af Internationale Komponistrettigheder i Danmark), Rosenaengsets Hovedvej 14, 2100 Copenhagen O. Tel: TRIA 9702. Pres.: Svend Westergaard; Gen. Mgr.: Sv. Erik Tarp. (Performing rights).  
 Nordisk Copyright Bureau, Upsalagade 24, 2100 Copenhagen O. Tel: TR 3660. Pres.: S. T. Wilson; Gen. Mgr.: Kurt B. Reiler.

**LICENSOR, TAPE & RECORD**

Friberg-Jacobsen Prod'ns, Chr. IX's gade 6, Copenhagen K. Tel: 11 85 26. Cable: CENTROPRESS. Pres.: K. B. Friberg-Jacobsen; VP: Paul Jorgensen.

**PLATING & PROCESSING PLANT**

E M I (Electric & Musical Inds.) (Dansk-Engelsk) A/S, Hoffdingsvej 18, 2500 Copenhagen-Valby. Tel: 30 67 11. Mgr.: Brian Jeffrey.  
 Fonofilm Industri A/S, Trommesalen 5, 1614 Copenhagen V. Tel: (01) 31 08 83. Pres.: Erik Rohmann; Sales Mgr.: H. Hoffner.

**PRESSING PLANTS**

Bigos, Polensgade 7, 2300 Copenhagen S. Owner: Boerge Jensen.  
 E M I (Electric & Musical Inds.) (Dansk-Engelsk) A/S, Hoffdingsvej 18, 2500 Copenhagen-Valby. Tel: 30 67 11. Mgr.: Brian Jeffrey.

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**PRINTERS & LITHOGRAPHERS**

E M I (Electric & Musical Inds.) (Dansk-Engelsk) A/S, Hoffdingsvej 18, 2500 Copenhagen-Valby. Tel: 30 67 11. Mgr.: Brian Jeffery.  
 Folkebladets Bogtrykkeri, Sct. Hansgade, Ringsted. Tel: (03) 61 07 77. Gen. Mgr.: P. Borch.  
 O. Moellers Bogtrykkeri, Struenseegade 15A, 2200 Copenhagen N. Tel: (01) 39 53 00. Pres.: B. V. Jensen, G. Moeller.  
 Printex, Yderlandsvej 14, 2300 Copenhagen S. Tel: (01) 77 8301. Pres.: Poul Garde.

**PROMOTION & PUBLICITY**

E M I (Electric & Musical Inds.) (Dansk-Engelsk) A/S, Hoffdingsvej 18, 2500 Copenhagen-Valby. Tel: 30 67 11. Mgr.: Brian Jeffery.  
 Popic Prod'ns, PO Box 1218, 2300 Copenhagen S. Tel: (01) SU 571. Mng. Dir.: O. Trosborg.  
 S B A (Scandinavian Booking Agency), Groennegade 35, 1107 Copenhagen K. Tel: 14 01 22. Gen. Mgrs.: Anders Stefansen, Knut Thorbjornsen.  
 S C A W C (Scandinavian Country & Western Corp.), PO Box 1218, 2300 Copenhagen S. Tel: (01) SU 571. Mng. Dir.: Otto Waldoff.

**RECORDING STUDIOS**

Albrechtsens Tonestudie A/S, Strandvaenget, Copenhagen. Tel: RY 8357.  
 Fonofilm Industri A/S, Trommesalen 5, 1614 Copenhagen V. Tel: (01) 31 08 83. Pres.: Erik Rohmann; Sales Mgr.: H. Hoffner.  
 Internorthern Music Studio, Christian IX's Gade 6, DK 1111 Copenhagen K. Tel: (01) 11 85 26. Pres.: K. B. Friberg-Jacobsen; Studio Mgr.: Borge Rasmussen; Chief Eng.: Svend O. Jensen.  
 Metronome Studio A/S, 31 Vibovej, 2400 Copenhagen NV. Tel: AEGir 8112. Owner: Bent Fabricius-Bjerre; Studio Mgr. & Chief Eng.: Birger Svan.  
 Ortofon A/S, see Fonofilm.  
 Rosenberg/Lydtæknik, Lindehøj 12, Copenhagen. Tel: 74 14 53. Gen. Mgr.: Ivar Rosenberg.  
 Wifoss, Nyvej 6, Copenhagen V. Tel: EV 5814. Mng. Dir.: Georg P. Foss.  
 Peter Willemoes, Axel Moellers have 22, 2000 Copenhagen F. Tel: FA 3328.

**TAPE CUSTOM DUPLICATORS**

Albrechtsens Tonestudie A/S, Strandvaenget, Copenhagen. Tel: RY 8357.  
 F H C-Electronics, Landgreven 7, Copenhagen K. Tel: 146993. Pres.: Henning B. Petersen.  
 Internorthern Music Studio, Chr. IX's gade 6, Copenhagen K. Tel: 118526. Cable: CENTROPRESS. Pres.: K. B. Friberg-Jacobsen; Sound Eng.: Boerge Rasmussen.  
 Rosenberg/Lydtæknik, Lindehøj 12, Copenhagen. Tel: 74 14 53. Gen. Mgr.: Ivar Rosenberg.  
 Wifoss, Nyvej 6, Copenhagen V. Tel: EV 5814. Mng. Dir.: Georg P. Foss.  
 Peter Willemoes, Axel Moellers have 22, 2000 Copenhagen F. Tel: FA 3328.

**supplies**

**ENVELOPES & MAILERS**

Folkebladets Bogtrykkeri, Sct. Hansgade, Ringsted. Tel: (03) 61 07 77. Gen. Mgr.: P. Borch.

**JACKET MANUFACTURERS**

E M I (Electric & Musical Inds.) (Dansk-Engelsk) A/S, Hoffdingsvej 18, 2500 Copenhagen-Valby. Tel: 30 67 11. Mgr.: Brian Jeffery.  
 Folkebladets Bogtrykkeri, Sct. Hansgade, Ringsted. Tel: (03) 61 07 77. Gen. Mgr.: P. Borch.  
 Knud Hansen, Hejrevej, Copenhagen.

**LABEL MANUFACTURERS**

Folkebladets Bogtrykkeri, Sct. Hansgade, Ringsted. Tel: (03) 61 07 77. Gen. Mgr.: P. Borch.

**POLYETHYLENE BAGS**

E M I (Electric & Musical Inds.) (Dansk-Engelsk) A/S, Hoffdingsvej 18, 2500 Copenhagen-Valby. Tel: 30 67 11. Mgr.: Brian Jeffery.  
 Norlip, Princessegade 29A, 1422 Copenhagen K. Tel: AS 3030. Pres.: H. S. Philipsen.

**RECORDING STUDIO EQUIPMENT MANUFACTURERS**

Fonofilm Industri A/S, Trommesalen 5, 1614 Copenhagen V. Tel: (01) 31 08 83. Pres.: Erik Rohmann; Sales Mgr.: H. Hoffner.  
 Chief product: Cutterheads & cutting amplifiers.  
 Ortofon, see Fonofilm.

**SLEEVE MANUFACTURERS**

E M I (Electric & Musical Inds.) (Dansk-Engelsk) A/S, Hoffdingsvej 18, 2500 Copenhagen-Valby. Tel: 30 67 11. Mgr.: Brian Jeffery.  
 Folkebladets Bogtrykkeri, Sct. Hansgade, Ringsted. Tel: (03) 61 07 77. Gen. Mgr.: P. Borch.

**accessories & supplies**

E M I (Electric & Musical Inds.) (Dansk-Engelsk) A/S, Hoffdingsvej 18, 2500 Copenhagen-Valby. Tel: 30 67 11. Mgr.: Brian Jeffery.  
 Product: Carrying cases, cleaners, cloths & brushes, 45 rpm adaptors, needles, racks.  
 Fonofilm Industri A/S, Trommesalen 5, 1614 Copenhagen V. Tel: (01) 31 08 83. Pres.: Erik Rohmann; Sales Mgr.: H. Hoffner.  
 Product: Needles.  
 Ortofon A/S, see Fonofilm.  
 Tono A/S, Dortheavej 1, 2400 Copenhagen NV.

**DOMINICAN REPUBLIC**

**RECORDS:**  
**Records manufactured for domestic & export sale:** LPs & singles 1968-610,083 units, \$177,776.  
**Imports from USA** (records, blanks, pre-recorded tape): 1969-\$37,796; 1968-\$52,956.  
**Records imported from countries other than USA** (factory value): 1968-35,798 units, \$40,753.  
**Average retail price per tape:** LPs-\$4.50 (domestic), \$7 (imported); singles-\$1.50 (domestic), \$2 (imported).  
**Stereo sales:** 15% of total.  
**Discounting:** Frequent.  
**Type of distribution:** Manufacturer-to-wholesaler-to-retailer is the general sales system. Record clubs and one-stops are non-existent. There is one firm that operates as a rack jobber.  
**Type of promotion:** Radio stations promote domestic recordings by local artists; the promotion copies are obtained from the record manufacturers and wholesalers. Television does some advertising for domestic LPs. Some wholesalers promote their imported LPs through specific radio stations and programs. Local newspapers and fan magazines include publications of new domestic releases which help advertise new material and stimulate interest in the general public.  
**Jukeboxes:** 9,000.  
**IMPORT/EXPORT REGULATIONS:** There is a high import duty on all popular records, about 150%. There is no import tax on classical records. Fran Jorge

**record manufacturers importers/distributors**

Agencia de Discos San Ramon, Pena Battle 1, Santo Domingo. Tel: 2-7312. Pres.: Ramon Pichardo. Label: San Ramon.  
 Alta Fidelidad, 30 de Marzo 23, Santiago. Tel: 3203. Barfelo 1, see Casa Barfelo 1.  
 Casa Barfelo 1, Av. Mella 15B, Santo Domingo. Tel: 2-6197. Pres.: Matilde Hasbun Vda. Selman. Label: Barfelo 1.  
 Discofane, see Fabrica Dominicana de Discos.  
 Distribuidora Dominicana de Discos, El Conde 94, Santo Domingo. Tel: 2-2538. Pres.: Gilberto Gonzalez Arena; Gen. Mgr.: Lisinio Herrera; Sales Mgr.: Francisco Nina.  
**Int'l labels represented:** Ansonia (USA), Borinquen (Puerto Rico), Capitol (USA), Command (USA), Fuentes (Colombia), Gema (USA), Musart (Mexico), Benson (Puerto Rico), Tico (USA), Tone Latino (USA), Velvet (Venezuela).  
 Distribuidores Musicales del Caribe, Av. Mella 15B, Santo Domingo. Tel: 2-6197. Pres.: Matilde Hasbun Vda. Selman.  
**Int'l label represented:** RCA (USA).  
 Europa, see Productora Rampa & Libreria; Salon de Estudio Mozart.  
 Fabrica de Discos Sonora Dominicana, Maria Montez 333, Santo Domingo. Tel: 9-5320. Pres.: Octavio Vargas. Label: Llanera.  
 Fabrica Dominicana de Discos, Fray C. de Ultrera, Santo Domingo. Tel: 3-1929. Pres.: Fabio Santiago Inoa; Gen. Mgr.: Alfredo Thamer. Label: Discofane.  
**Int'l labels represented:** Montilla (USA), Philips (Netherlands).  
 Gada, see Productora Rampa & Libreria; Salon de Estudio Mozart.  
 La Guarachita (Empresa), El Conde 108, Santo Domingo. Tel: 9-2545. Pres.: Rhadames Aracena; Sales Mgr.: Zunilda Reard. Labels: Guarachita, Zuni.  
**Int'l labels represented:** Columbia (worldwide), Dial (USA), Falcon (USA), London (USA), Musicro (USA), Peerless (Mexico), Sonolux, (Colombia), Sonus (Venezuela), Starbright (USA), Suaritos (USA).  
 Llanera, see Fabrica de Discos Sonora Dominicana. Otao Recs. Co. Int'l Inc., 147 Mella Ave. Branches: Puerto Rico, USA.  
 Productora Rampa & Libreria, El Conde 113, Santo Domingo. Tel: 2-4460. Pres.: Atala Blandino; Gen. Mgr.: Agueda Blandino; Sales Mgr.: Josefa de Castro. Cartridge 8-track & cassette: Europa, Gada, Rampa, SM, Virgie, Kubaney.  
 Rampa, see Productora Rampa & Libreria; Salon de Estudio Mozart.  
 S M, see Salon de Estudio Mozart; Productora Rampa & Libreria.

Salon de Estudio Mozart, El Conde 106, Santo Domingo. Tel: 2-8548. Pres. & Gen. Mgr.: Atala Blandino; Sales Mgr.: Agueda Blandino. Labels: (Owned) SM; (distributed) Rampa, Gada, Virgie, Europa.  
**Int'l labels represented:** Gema (Brazil), Kubaney (USA), Marvela (Puerto Rico), Polydor (Germany), United Artists (USA).  
**Int'l reprs.:** USA (Venus Audio Corp., Remo Recs.).  
 San Ramon, see Agencia de Discos San Ramon.  
 Julio Tonos, El Conde 37-A, Santo Domingo. Tel: 2-5232. Pres.: Julio Tonos. Label: Tonos.  
**Int'l labels represented:** EMI (UK), Palacio (Venezuela), Panalt (USA), Zeida (Colombia).  
 Virgie, see Productora Rampa & Libreria; Salon de Estudio Mozart.  
 Zuni, see La Guarachita.

**rack jobber**

Empresa La Guarachita, El Conde 108, Santo Domingo. Tel: 9-2545. Pres.: Rhadames Aracena; Sales Mgr.: Zunilda Reard.

**services & supplies**

**ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS**

Association of Musicians, Dancers & Singers (AMUCABA), Santo Domingo. Pres.: Andres Garcia.

**LABEL MANUFACTURER**

Fabrica Dominicana de Discos, Fray C. de Ultrera, Santo Domingo. Tel: 3-1929. Pres.: Fabio Santiago Inoa; Gen. Mgr.: Alfredo Thamer.

**RECORDING STUDIOS TAPE CUSTOM DUPLICATORS**

Fabrica Dominicana de Discos CA, Fray C. de Ultrera, Santo Domingo. Tel: 1929.  
 Radio Television Dominicana, Dr. Tejada Florentino 8, Santo Domingo. Tel: 9-2121.  
 Productora Rampa & Libreria CA, El Conde 113, Santo Domingo. Tel: 2-4460.  
 Salon de Estudio Mozart, El Conde 106, Santo Domingo. Tel: 2-8548.

**ECUADOR**

**RECORDS:**  
**Imports from USA** (records, blank tape & pre-recorded tape): 1969-\$27,908; 1968-\$23,630.  
**Records exported to USA:** 1968-376 units, \$671.  
**Average retail price per record:** LPs-\$4.00; EPs-\$8.3; singles-\$5.8.  
**Stereo sales:** 50% of total.  
**Discounting:** Rare.  
**Type of distribution:** Manufacturer-to-wholesaler-to-retailer.  
**Jukeboxes:** 2,000.  
**TAPE:**  
**Pre-recorded tape imported from USA** (factory value): 1967-\$47,300.  
**Pre-recorded tape imported from countries other than USA** (factory value): 1967-\$18,650.  
**Average retail price per tape:** Cassette-\$18.  
**IMPORT/EXPORT REGULATIONS:** Twenty per cent duty on LPs and EPs; 30% duty on singles (pre-recorded or blank tapes).

**record manufacturers/importers/distributors**

Almacenes de Musica, J. D. Feraud Guzman, Apdo. B56, Guayaquil. Tel: 512648. (Importer). Label: Codiscos (Colombia).  
 C B S, see Emporio Musical.  
 Centenario Recs., Apdo. 4730, Guayaquil. Tel: 3-46069. Pres.: Armando Silva Enderica; Gen. Mgr.: Medardo A. Silva Enderica. Cassette: Centenario.  
 Condor (Grabaciones SA), Apdo. 3325, Guayaquil. Cordillera, Apdo. 1243, Quito.  
 Domino, Apdo. 4813, Guayaquil. Contact: Eduardo Jiralta.  
 Ecuavox, Rosa Barja de Ycaza 634, Guayaquil. Contact: Jose Parra del Pino.  
 Emporio Musical SA, Apdo. 1276, Guayaquil. Tel: 14174. Cable: EMPORMUSIC. Mgr.: Carlos Pino Plaza. Labels: CBS, Marfer, Orion, Sonolux, Tropical. Cartridge 8-track: Orion (distributed by IFESA). Cassette: Tropical.  
**Int'l label represented:** Columbia (USA).  
 Estelar, see IFESA.  
 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.  
 Fenix, Apdo. 933, Guayaquil. Contact: Luis F. Aguilar.  
 Fontana, see Philips Ecuador.  
 Granja, Apdo. 3186, Quito. Contact: Luis Anibal Granja.

**I F E S A** (Industria Fonografica Ecuatoriana SA), Apdo. 3885, Guayaquil. Tel: 51402. Pres. Luis Pino Yerovi; Gen. Mgr.: Joseph Magen. Label: Estelar.

**Cartridge 8-track:** (Distributed) Estelar, Orion; (represented) A&M, Falcon, Hispavox, Marfer, Mercury, Musart, Odeon, Reprise, Warner Bros. self-mtd.

**Cassette:** Philips.  
**Int'l labels represented:** A&M (USA), EMI (France, Italy, UK), Odeon (Argentina, Chile, Brazil, Spain), Capitol (USA, Mexico), Musara (Mexico), Reprise (USA), Sonoradio (Peru), United Artists (USA), Warner Bros. (USA).

Limelight, see Philips Ecuador.  
Marfer, see Emporio Musical.  
Melodias, Apdo 1243, Quito.  
Orion, see Emporio Musical.  
Philips, see Philips Ecuador.  
Philips Ecuador CA, Casilla 343, Av. Patria 786. Esquina Calle Paez, Quito. Tel: 39080. Cable: PHILRADID. Contact: H. Garzan. Labels: Fontana, Limelight, Philips, Smash. Cassette: Philips.  
**Int'l labels represented:** DGG, Tetragrammaton.  
Smash, see Philips Ecuador.  
Sonolux, see Emporio Musical.  
Tropical, see Emporio Musical.

## ● independent record producer

**I F E S A** (Industria Fonografica Ecuatoriana SA), Apdo. 3885, Guayaquil. Tel: 514102. Pres.: Luis Pino Yerovi; Gen. Mgr.: Joseph Magen. Labels credits: CBS, Centenario, Condor, Fenix, Lluvia de Estrellas, Orion.

## ● music publisher

**S A D R A M** (Sociedad Anonima de Representacion & Administracion Musical Cia. Ltd.), Apdo. 3885, Calichuchima 704, Guayaquil. Tel: 5-23676. Cable: SADRAM. Pres.: Luis Pino Yerovi; Gen. Mgr.: Carlos Pino Plaza.  
**Int'l rep.:** Colombia & Mexico (Mundo Musical).

## ● services

### ASSOCIATION & PROFESSIONAL ORGANIZATION

Casa de la Cultura Ecuatoriana, Apdo. 67, Quito. Branch: Casilla 4542, Guayaquil.

### PLATING, PROCESSING & PRESSING PLANT, PRINTER & LITHOGRAPHER, PROMOTION & PUBLICITY, RECORDING STUDIO

**I F E S A** (Industria Fonografica Ecuatoriana SA), Apdo. 3885, Guayaquil. Tel: 51402. Pres.: Luis Pino Yerovi; Gen. Mgr.: Joseph Magen.

### TAPE CUSTOM DUPLICATORS

Centenario Recs., Apdo. Aereo 4730, Quito 4012, Guayaquil. Tel: 3-46069. Pres.: Armando Silva Enderica; Gen. Mgr.: Medardo A. Silva Enderica.  
**I F E S A** (Industria Fonografica Ecuatoriana SA), Apdo. 3885, Guayaquil. Tel: 51402. Pres.: Luis Pino Yerovi; Gen. Mgr.: Joseph Magen.

## EIRE

### RECORDS:

**Imports from USA** (records, blanks, pre-recorded tape): 1969—\$28,115; 1968—\$41,466.  
**Records exported to USA:** 1969—1,349 units, \$1,729; 1968—3,892 units, \$4,141.  
**Average retail price per record:** LPs—\$1.86-\$4.56; EPs—\$1.50; singles—\$0.99.

**Stereo sales:** 90% of total.  
**Discounting:** Rare.  
**Type of distribution:** Manufacturer-to-wholesaler-to-retailer.

**Type of promotion:** Radio and Telefi Eireann, Radio Luxembourg and UK stations are received clearly and are very popular. There are several fan magazines.

**Jukeboxes:** 650.

### TAPE:

**Market:** Cassettes are leading and gaining gradually, but still account for a very small fraction of the record market.

**Average retail price per tape:** Cartridge 8-track—\$5.76; Cartridge 4-track—(pop) \$4.98, (Classical) \$5.64; cassette—\$5.76; open reel—(3 1/4 ips) \$9.60, (7 1/2 ips) \$11.45.

**Type of distribution:** Wholesaler-to-retailer is standard.

**Type of promotion:** Occasional special promotions in conjunction with specialist retailers. Promotion is through magazines rather than newspapers. The motor trade has a strong interest in installation of cassettes and cartridge 8-track stereos in cars.

**IMPORT/EXPORT REGULATIONS:** Records imported from the United Kingdom are subject to 15% wholesale tax, 5% turnover tax and an import duty of 5.6% or 6.7 pence each, whichever is greater. Import duties are gradually being dismantled under the Anglo-Irish free trade agreement. Tax on Canadian imports—8%; on United States and other nations—12%.

Ken Stewart

## ● record manufacturers importers/distributors

Allegro, see Demesne.  
Archiv Produktion, see Polydor.  
Capitol, see EMI.  
Claddah, see EMI.  
Columbia, see EMI.

Demesne Recs. Ltd., 22 Ellis Quay, Dublin 7. Tel: 77-2315. Owner & Mng. Dir.: Jack Walsh; Rec. Dept. Mgr.: Tony McEvoy; Sales Mgr.: Dermot Breen; Rep.: George Bennett.  
Labels: Allegro, Hallmark, RCA Camden (from Pickwick Int'l).

Deutsche Grammophon, see Polydor.  
Dolphin Recs., 3 Burgh Quay, Dublin 2. Tel: 77-7788. Owner Joseph P. O'Reilly; Gen. Mgr.: Brian J. Barker.

Label: Dolphin.  
Branch: Dolphin Whse. Disc Suppliers, 22 Marlborough St., Dublin 1. Tel: 46525. Sales Mgr.: Anthony McNulty. (Distributor).

**E M I** (Ireland) Ltd. (Electric & Musical Inds.), 23 Lower Dominick St., Dublin 1. Tel: 46108. Cable: JABBERMENT. Gen. Mgr.: J. Minden Plumley; Sales Mgr.: J. McCabe; Promo.: A. Hanna.

Labels: (Owned) EMI group, Capitol, Columbia, Encore, HMV, Harvest, Parlophone, Regal-Starline, Regal Zonophone, Stateside, Talisman, Waverley; (distributed) Claddah, Dolphin, Glenside, Honey, Ruby, Shamrock, Spin, Tribune.  
Cassette: EMI group.

**Int'l labels represented:** Apple, Bell, Command, Dot, Dunhill, Ember, Immediate, Impulse, MGM, Paramount, Penny Farthing, Probe, Rak, Stax, Tamla Motown, United Artists, Verve.  
**Int'l rep.:** Worldwide (EMI).

Emerald, see Irish Rec. Factors.  
Encore, see EMI.  
Eros, see Kent.

Gael-Linn, 54 Sraid Gratton, Dublin.  
Label: Gael-Linn.  
Glenside, see EMI & Walton's Musical Instrument Galleries.

H M V, see EMI.  
Hallmark, see Demesne.  
Harvest, see EMI.  
Heliodor, see Polydor.  
Honey, Arcadia Ballroom, Lower Glanmire Rd., Cork City. Tel: Cork 51144.

Label: Honey (distributed by EMI).  
Irish Rec. Factors Ltd., 9/10 Hanover St. E., Dublin 2. Tel: 77-9631. Gen. Mgr.: M. H. Geoghegan; Ass't Mgr.: Phyl Mitton.

Labels: (Owned) Rex; (distributed) Dolphin, Emerald, Outlet, Phoenix, Release, Shamrock, Song.  
**Int'l labels represented:** Ace of Hearts, Argo, Avoca, Chapter One, Daily Express, Denver, Deram, Island, Leader, Liberty, Lyrita, MCA, Mercury, Monument, Odhams, Page One, Philips group, RCA, Spoken Arts, Topic, Transatlantic, Turnabout, Uni, Univox, Vanguard, Viva, Vocalion, Vox.

Kent & Co. Ltd., 39 Golden Ln., Dublin 8. Tel: 75-2193. Mng. Dir.: Ernest K. Kent.  
Labels: (Distributed) Eros, Saga.

Music for Pleasure, see Symphola.  
Musique Royale, see Polydor.  
Outlet, see Irish Rec. Factors.  
Parlophone, see EMI.

Phoenix, see Irish Rec. Factors.  
Polydor Ltd., 149 Lower Baggot St., Dublin 2. Tel: 49975. Telex: 4129. Gen. Mgr.: Derek Hannan.

Labels: (Owned) Archiv Produktion, Deutsche Grammophon, Heliodor Historical, Heliodor Wergo, Musique Royale, Polydor.  
**Int'l labels represented:** Atco, Atlantic, Buddha, Clan, Elektra, Kama Sutra, Nonesuch, Reaction, Riverside, Storyville, Track.

Pye Res. (Sales) Ltd., 24 Mountjoy Sq., Dublin 1. Tel: 46441. Mktg. & Admin.: John Woods.  
Labels: (Owned) Pye; (distributed) Quality, Rose, Target.

**Cassette & open reel:** Pye.  
**Int'l labels represented:** A&M, Buena Vista, CBS, Disneyland, Marble Arch, Reprise, Vogue, Warner Bros.

Quality, see Pye.  
R C A Camden, see Demesne.  
Regal-Starline, see EMI.  
Regal Zonophone, see EMI.

Release, 64 Parnell St., Dublin 2. Tel: Dublin 41646.  
Label: Release (distributed by Irish Rec. Factors).

Rex, see Irish Rec. Factors.  
Rose, see Pye.  
Ruby, see EMI.  
Saga, see Kent.

Shamrock, see Souvenir.  
Solomon & Peres, 2 Dame Ln., Trinity St., Dublin. Mgr.: L. Solomon.

**This company represents:** BBC Ent's., Decca group, Dolphin, Ember, Emerald, Honey, Island,

King, Major Minor, President, Release, Tribune. (Distributor).

Song, 39 Nutley Ave., Dublin 4.  
Label: Song (distributed by Irish Rec. Factors).  
Souvenir Recs., 48 Dublin St., Monaghan. Tel: Monaghan 334. Mng. Dir.: Gerry Devine.

Label: Shamrock (distributed by Irish Rec. Factors & EMI).  
Spin, see Symphola & EMI.

Stateside, see EMI.  
Symphola, 56 Harcourt St., Dublin 2. Tel: 75-8253.  
Labels: Music for Pleasure, Spin (distributed by EMI).

Talisman, see EMI.  
Target, see Pye.  
Tribune Recs. Ltd., Tribune House, Harcourt St., Dublin 2. Tel: Dublin 58641. Contacts: Robert McGraffan, Mike Quinn (distributed by EMI).  
Label: Tribune.

Walton's Musical Instrument Galleries Ltd., 2-5 N. Frederick St., Dublin 1. Tel: 47805. Pres.: Martin A. Walton; Dir.: Patrick A. Walton.  
Label: Glenside (distributed by EMI).  
**Int'l rep.:** Worldwide (EMI).

Waverley, see EMI.  
Wergo, see Polydor.

## ● independent record producer

Dolphin Recs., 3 Burgh Quay, Dublin 2. Tel: 77-7788. Dir.s: Jim Aiken, Brian J. Barker, Oliver Barry, Jim Hand, Vincent K. Nolan, Joseph P. O'Reilly, Peter Walsh.

## ● music publishers

Dolphin Music Ltd., 3 Burgh Quay, Dublin 2. Tel: 77-7788.

**Int'l branch:** England.  
Midway Music, Grange, Mullingar, County Westmeath. Tel: Mullinger 8671. Dir.: Seamus Casey.  
Segway Music, 65 Lower Leeson St., Dublin 2. Tel: 63862. Dir.s: Tom Costello, Mrs. K. Murphy.

## ● services

### PRESSING PLANTS

Carlton Prod'ns, Drimnagh Ind'l Estate, Long Mile Rd., Dublin 12. Tel: 505773. Mgr.: Robert McGrattan.

**E M I** (Ireland) Ltd. (Electric & Musical Inds.), Ferry Bank, Waterford. Tel: 4196. Gen. Mgr.: B. Kennedy.

### RECORDING STUDIOS

Menlo Rec'g Studios, Ballinacurra, Limerick. Tel: 47375. Owner & Chief Eng.: Michael J. Collins; Studio Mgr.: Margaret Collins.

Trend Studios Ltd., 10 Hagan Ct., Lad Ln., Lower Baggot St., Dublin 4. Tel: 60928. Owners: J.F. Dardis, John D'Ardis, J. Walsh; Studio Mgr. & Chief Eng.: John D'Ardis.

## EL SALVADOR

### RECORDS:

**Imports from USA** (records, blanks, pre-recorded tape): 1969—\$44,548; 1968—\$52,775.  
**Records exported to USA:** 1969—2,750 units, \$4,125.

## ● record manufacturers

**D I C E S A** (Discos Centroamericanos SA), Blvd. Ejercito Nacional Km. 5, San Salvador. Tel: 27-08-55, 27-05-37. Pres.: Jose Antonio Hutt; Admin. Mgr.: Carlos Dreyfus Rodriguez; Sales Mgr.: Jorge J. Velado.  
Label: DCA.

**Int'l labels represented:** A&M, Disneyland, Falcon, Fuentes, Hispavox, Motown, Musidisc, RCA.

**I N D I C A** (Industria de Discos Centroamericana), Eighth Ave. S., No. 126, San Salvador. Tel: 21-56-84. Rep.: Luis A. Robles.  
**Home office:** Costa Rica.  
Lesser, Apdo. 104, San Salvador.

## FINLAND

### RECORDS:

**Records manufactured for domestic & export sale:** 1968—621,865 units, \$183,330.

**Records sold domestically:** LPs 1969—623,780 units; 1968—474,000 units. EPs 1969—57,000 units; 1968—46,669 units. Singles 1969—412,000 units; 1968—425,416 units.

**Records imported from USA** (factory value): 1969—\$60,000; 1968—\$41,190.

**Records imported from countries other than USA** (factory value): 1969—\$774,000; 1968—\$641,810.

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continued

Records exported to USA (factory value): 1969—\$4,880; 1968—\$3,570.  
 Records exported to countries other than USA (factory value): 1969—\$46,310; 1968—\$47,330.  
 Average retail price per record: LPs—\$5.70; EPs—\$2.50; Singles—\$1.65.  
 Stereo sales: 90% of total.  
 Record club sales: 25% of total.  
 Discounting: Frequent.  
 Type of distribution: Manufacturer-to-wholesaler-to-retailer (via Finnlevy) predominates; also manufacturer-to-retailer in the case of Scandia Musiikki and some other companies. The two record clubs, Fazerin Musiikkikerho and Concert Hall have a comfortable share of the market. There are no rack jobbers and one stop are virtually unknown.  
 Type of promotion: Promotion is via government controlled Oy Yleisradio Ab, where the trend is more and more toward domestic programming. Advertising in pop consumer magazines and newspapers is rather insignificant. Consumer buying habits are controlled by a bi-monthly radio program, "Lista," which only features domestic product.  
 Juke Boxes: 2,700.  
 TAPE:  
 Market: First Finnish-produced cassettes were marketed in late 1969. All duplication is done abroad. Tape comprises about 5-10% of the combined tape/record market. Eight-track play-back units are almost all imported from Japan, while Philips dominates the cassette market.  
 Pre-recorded tape imported from USA: 1969—\$39,280; 1968—\$19,760.  
 Pre-recorded tape imported from countries other than USA: 1969—\$111,820; 1968—\$66,640.  
 Pre-recorded tape exported to USA: 1968—\$732.  
 Pre-recorded tape exported to countries other than USA: 1968—\$2,930.  
 Average retail price per tape: Cartridge 8-track—\$8.30-\$10; cassette—\$6.10-\$6.60; open reel—\$8.30.  
 Type of distribution: Manufacturer-to-distributor-to-retailer predominates in the record dealer market, but all companies with tape product may also distribute to electrical shops, gas stations, etc., themselves.  
 Type of promotion: Wholesaler-dealer tie-ins and some newspaper advertising.  
 IMPORT/EXPORT REGULATIONS: No licenses needed, except for Iron Curtain countries. No custom duties if imported from EFTA areas.

Kari Helopaltio

## ● record manufacturers/distributors/importers/exporters

Blue Master, see PSO.  
 Columbia, see EMI.  
 Concert Hall Society, Hameentie 157, Helsinki 56. Tel: 790 022. Mng. Dir.: Harry Soderholm. Label: Concert Hall.  
 Discophon, Hoylaamotie 14, Helsinki 37. Tel: 450 136. Mng. Dir.: Johan Vikstedt; Sales Mgr.: Risto Kaijanen. (Distributed by Finnlevy). Cartridge 8-track: (Owned) RCA; (represented) RCA, MCA. (Duplicated by RCA in Italy). Int'l labels represented: Celesta (Sweden); Disc'AZ (France); Camden, Coral, Decca, International, Kapp, MCA, RCA, Victrola (all USA).  
 E M I, Suomen Osasto, Hoylaamotie 18, Helsinki 37. Tel: 453 112. Cable: GRAMMOFON. Mng. Dir.: Reino Backman; Sales, Adv. & Pub.: Risto Backman. (Distributed by Finnlevy). Labels: Columbia, Parlophone. Cartridge 8-track & cassette: (Owned) Columbia; (represented) ABC, Capitol, Command, Dot, Dunhill, Liberty, Pickwick, Regal, Tamla Motown, (Duplicated by EMI in UK). Int'l labels represented: ABC (USA), Angel (UK), Apple (UK), Bell (USA), Blue Note (USA), Capitol (USA), Columbia (UK), Command (USA), Disneyland (USA), Dot (USA), Dunhill (USA), Electrola (Germany), Ember (UK), HB Artist (Sweden), HMV (UK), Hoer Zu (Germany), Immediate (UK), Imperial (USA), Impulse (UK), Jubilee (USA), Liberty (USA), Minit (USA), Odeon (Scandinavia, Spain), Parlophone (UK), Pathe (France), Pickwick (USA), Plantation (USA), President (UK), Regal (USA), Stateside (USA), Stax (USA), Sunset (USA), Svensk-American (Sweden), Tamla Motown (USA), United Artists (USA), Vista (USA), Die Volksplatte (Germany), Waverley (UK), World Pacific (USA). Int'l rep: Worldwide (EMI).  
 F U G A, Frederikinkatu 34, Helsinki 13. Tel: 631240. Dir.: Ella Nuotio. Int'l labels represented: Cantate (Germany), Da Camera (Germany), Harmonia Mundi (Germany), Musica Sacra (Germany), Pelca (France), Studio SM (France), Turnabout (USA), Vox (USA), Wergo (Germany).  
 Fennica, see Suomen Saveltajat.  
 Finlandia, see PSO.  
 Finndisc, Mannerheimintie 16, Helsinki 10. Tel: 644 877. (Distributed by Finnlevy). Labels: Finndisc, Safir.  
 Finnlevy, Hoylaamotie 14, Helsinki 38. Tel: 458 797. Telex: 12-1738. Pres.: Roger Lindberg; Mng. Dir.: John Eric Westo; A&R: Toivo Karki, Jaakko Borg; Sales Dir.: Osmo Ruuskanen; Pub. & PR: Erkki Pali. Labels: (Owned) Finnlevy, Rytmi, Savel, Shokki; (distributed) Discophon, EMI group, Finndisc, Sakkoliikkeiden. Cartridge 8-track: (Represented) Barclay, CBS, DGG, Decca, Philips, Pye. Cassette: (Owned) Finnlevy; (represented) Amadeo, Barclay, CBS, DGG, Decca, Mercury, Philips, Polydor, Pye. (Duplicated by DGG in West Germany & Philips in Netherlands). Int'l labels represented: Amadeo (Austria), Argo (USA), Barclay (France), Buddah (USA), CBS (USA), Coral (USA), Cupol (Sweden), DGG (Germany), Decca (UK), Dux (Sweden), Fontana (Netherlands), Hallmark (UK), Heliodor (Germany), Hispavox (Spain), Kama Sutra (USA), Karusell (Sweden), London (UK), MCA (UK), MGM (USA), Marmalade (UK), Mercury (USA), Monument (USA), Olga (Sweden), Page One (UK), Philips (Netherlands), Polydor (Germany), Pye (UK), Reaction (USA), Riverside (USA), Scepter (USA), Sonora (Sweden), Svenska Ljud (Sweden), Sveriges Radio (Sweden), Swedisc (Sweden), Tractogrammaton (USA), Tip (Germany), Tetrax (UK), 20th Century-Fox (USA), Verve (USA).  
 Veli Tapio Haajanen's, Leivonkatu 2, Uus-Lavola. Tel: 12733. Owner: Veli Tapio Haajanen. Imports: CBS, Garlin.  
 J K C Music (Jukka Kuoppamäki & Co.), Mellsteninranta A 3, Haukilahti, Helsinki Tel: 425 234. Pres. & Gen. Mgr.: Jukka Kuoppamäki; Sales Mgr.: Mikko Kuoppamäki. Labels: JKC Music, Satsanga.  
 Kansankulttuuri, Simonkatu 8, Helsinki 10. Tel: 632861. Rec. Dept. Mgr.: Eeva Karanko. Labels imported: Kniga (USSR), Melodia (USSR), Musa (Poland), Qualiton (Hungary).  
 Kansan Raamattuseuran Saatio, Mikonkatu 8 A, Helsinki 10. Tel: 650 655. Pres.: Rev. Mauri Tiilikainen; Music Mgr.: Rev. Matti Kolehmainen.  
 Kaukomarkkinat, Fabianinkatu 9, Helsinki 13. Tel: 13215. Imports: TDK tape (Japan).  
 Love Recs., Arinatie 8, Helsinki 37. Tel: 454 441. Pres.: Chris Schwindt; Gen. Mgr.: Otto Donner; Sales Mgr.: Atte Blom. Label: Love. Int'l labels represented: Green Light (UK), Spectator (Denmark). Int'l reps.: Denmark (Spectator), Sweden (Green Light).  
 Mikrolevy, Vesijärvenkatu 36, Lahti. Tel: (918) 23708. Dir.: Pekka Nurimkaltio.

Otava Uudenmaankatu 8-12, Helsinki 12. Tel: 10471. Dept. Dir.: Paavo Haavikko.  
 P S O (Pohjoismainen Sähköosakeyhtiö), Vuorikatu 14, Helsinki 10. Tel: 12651. Cable: NEA. Dirs.: O. W. & Lauri Rokkanen; Music Dept. Mgr.: Martti Pihä. Labels: Blue Master, Finlandia, Top Voice. Cassette: (Owned) Blue Master, Finlandia, Top Voice; (represented) Riviera, Vogue. Imports: Sierra tape (Netherlands). Int'l labels represented: Accordia (USA), Audio Fidelity (USA), Elite Special (Switzerland), Erato (France), MPS (Germany), Music Minus One (USA), Riviera (France), Saga (UK), Vogue (France).  
 Parlophone, see EMI.  
 Pelastusarmeijan Kauppaosasto, Castreninkatu 24/26, Helsinki 53. Tel: 768355. Music Mgr.: Jarn Wahlstrom. Label: Pelastussointuja. Int'l labels represented: Festival (Sweden), Regal (UK).  
 Prisma, see Ristin Voitto.  
 Reader's Digest, Yrönkatu 4, Helsinki 12. Tel: 649011. Imports: Records.  
 Ristin Voitto, Kaunokkitie 28B, Tikkurila. Tel: 822 971. Pres.: Unto O. Kunnas; Sales Mgr.: Eino O. Vanhala. Label: (Owned) Prisma; (distributed) IBRA product. Tape: Prisma, represented by Firma E. Mattsson, Stockholm, Sweden.  
 Rytmi, see Finnlevy.  
 Safir, see Finndisc.  
 Sakkoliikkeiden, Takomontie 18, Helsinki 37. Tel: 453007. Cable: SLOY. Mng. Dir.: Erkki Korvenranta; Rec. Dept. Dir.: Johan Vikstedt; Pub.: Raimo Javanainen. (Distributed by Finnlevy). Cartridge 8-track: (Represented) Monument, Reprise, Telefunken, Warner Bros. Int'l labels represented: Monument (USA), Reprise (USA), Telefunken (Germany), Warner Bros. (USA).  
 Satsanga, see JKC.  
 Savel, see Finnlevy.  
 Scandia, see Scandia Musiikki.  
 Scandia Musiikki, Arinatie 8, Helsinki 37. Tel: 458 401. Gen. Mgr.: Harry Orvomaa; Sales: Eric Forsman. Labels: Scandia, Sonet. Cartridge 8-track & cassette: (Owned) Scandia, Sonet (8-track available on RCA logo, cassette on Finnlevy); (represented) Atco, Atlantic, Elektra, Europa. (8-track product duplicated by RCA in Italy, cassette by DGG in Germany & Philips in Netherlands). Int'l labels represented: Ariola-Eurodisc (Germany), Atco (USA), Atlantic (USA), Baccarola (Germany), Chess/Checker/Cadet (USA), Durium (Italy), Elektra (USA), Epic (USA), Europa (Germany), Folkways (USA), Gazell, Grand Prix, Hansa (Germany), Knappupp (Sweden), Megaphone (Sweden), Metronome (Sweden), Polar (Sweden), Roulette (USA), Scan-Disc (Sweden), Snurrskivan (Sweden), Somersett (Germany), Storyville (Denmark), Supraphon (Czechoslovakia), Vanguard (USA). Int'l rep.: Scandinavia & UK (Sonet).  
 Shokki, see Finnlevy.  
 Sonet, see Scandia Musiikki.  
 Suomen Saveltajat, Hietaniemenkatu 2, Helsinki 10. Tel: (90) 441 101. Pres.: Joonas Kokkonen; Gen. Mgr.: Mirja Aro. Label: Fennica.  
 Taborforlaget, Albertinkatu 31, Helsinki 18. Tel: 605 193. Gen. Mgr.: Bengt Lagerstam. Int'l labels represented: Hemmets Harold (Sweden), Supreme (USA), Word (USA).  
 Tammi, Hameentie 15, Helsinki 50. Tel: 716522. Mng. Dir.: Jari Hellemann.  
 Top Voice, see PSO.  
 W S O Y, Bulewardi 12, Helsinki 12. Tel: 643521. Gen. Dir.: Hannu Tarmio.  
 Westerlund Musiikkitalo, Mikonkatu 8, Helsinki 10. Tel: 10399. (Distributor).

## ● independent record producers

Finnssund Prod'n's, Pohjantie 3 A, Tapiola. Tel: 463 669.  
 J K C Music, Mellsteninranta A 3, Haukilahti, Helsinki. Tel: 425 234. Pres. & Gen. Mgr. Jukka Kuoppamäki; Sales Mgr.: Mikko Kuoppamäki. Label credits: Blue Master, Columbia, Finlandia, Parlophone, Top Voice.  
 Mikrolevy, Vesijärvenkatu 36, Lahti. Tel: 918-23708. Dir.: Pekka Nurimkaltio.

## ● record club

Fazerin Musiikkikerho, Hoylaamotie 14, Helsinki 38. Tel: 458 533. Telex: 12-1738.

## ● music publishers

Coda (Edition), Hoylaamotie 14, Helsinki 37. Tel: 450 136. Mng. Dir.: Johan Vikstedt.

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Imudico, see Nuottikustannus.

J K C Music, Mellsteninranta A 3, Haukilahti, Helsinki Tel: 425 234. Pres. & Gen. Mgr.: Jukka Kuoppamaki; Sales Mgr.: Mikko Kuoppamaki.

Levysavel, Vuorikatu 14, Helsinki 10. Tel: 12651. Mgr.: Lauri Rokkanen.

Libito, Frederikinkatu 32 A, Helsinki 12. Tel: 14520. Mgr.: Harry Bergstrom.

Int'l firms represented: Michael Jary (Germany), Ed. Luden (Sweden).

Love Recs., Arinatie 8, Helsinki, Tel: 454 441. Pres.: Chris Schwindt; Gen. Mgr.: Otto Donner; Sales Mgr.: Atte Blom.

Nuottikustannus (Imudico), Hoylaamotie 18, Helsinki 37. Tel: 453 112. Mgr.: Reino Backman.

Odeon, Suomen Osasto, Hoylaamotie 18, Helsinki 37. Tel: 453 112. Cable: GRAMMOFON. Mgr.: Reino Backman.

Ristin Voitto, Kaunokkitie 28 B, Tikkurila. Tel: 822 971. Pres.: Unto O. Kunnas; Publ'g Sec'y: Miss Tytti Vanhala.

Scandia Musiikki, Arinatie 8, Helsinki 37. Tel: 458 401. Gen. Mgr.: Paavo Einio; Sales Mgr.: Eric Forsman.

● **sheet music jobber**

Veli Tapio Haajanen's, Leivonkatu 2, Uus-Lavola. Tel: 12733. Owner: Veli Tapio Haajanen.

● **services**

**ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS**

Automaattivuokraaj ry, Ilmarinkatu 12B, Helsinki 10. Tel: 499 616.

The Finnish Automatic Ass'n, It. Puistotie 6 B, Helsinki 14. Tel: 601 266. Pres. & Gen. Mgr.: Tuomas Tapala.

Finnish Music Information Centre, Kampinkatu 8 C 30, Helsinki 10. Tel: (90) 646 563. Pres.: Joonas Kokkonen; Gen. Mgr.: Mirja Aro.

Finnish Rock Festivals Ass'n, Sibelius Museum, Piispankatu 15, Turku 2. Tel: (921) 13789. Pres.: J. Kari Purssila; Gen. Mgr.: Antero Laiho; Special Projects Dir.: Kari A. Elo.

Gramax, Mikonkatu 13, Helsinki 10. Tel: 666 726. Helsinki Festival, Unioninkatu 28, Helsinki 10. Tel: 653 690. Cable: FINNFEST. Contact: Maila Puumies.

J K C Music, Mellsteninranta A 3, Haukilahti, Helsinki Tel: 425 234. Gen. Mgr.: Jukka Kuoppamaki.

Pop-Musicians (Popmuusikot), Uudenmaankatu 35, Helsinki 12. Tel: 669 160. Chm.: Ilpo Saastamoinen; Sec'y: Jussi Raittinen.

Raha-Automaattiyhdistys, Mariankatu 9, Helsinki 17. Tel: 658 700.

Savonlinna Music Summer & Opera Festival, Satamankatu 3, Savonlinna. Tel: 23492. Pres.: Tauno Pulkki; Gen. Mgr.: Pertti Mutka.

Sulasol, Kluuvikatu 8A, Helsinki 10. Tel: 637 010. Suomen Jazz-litto, Box 10034, Helsinki 10.

Suomen Musiikkikauppiasliitto (for record retailers), Kauppakatu 22, Kuopio.

Suomen Muusikkojen Liitto (Musicians' Union), Uudenmaankatu 36, Helsinki 12. Tel: 657 337. Pres.: Jorma Katrama; Gen. Sec'y: Antero Aarre.

Suomen Soitintalain Tuottajaliitto, Mikonkatu 13A, Helsinki 10. Tel: 666 726. Contact: Klaus Lagus.

Suomen Soitinteollisuusyhdistys (for musical instrument manufacturers), Mariankatu 26B, Helsinki 17. Tel: 639386.

**CATALOG SERVICES**

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T E O S T O, Hietaniemenkatu 2, Helsinki 10. Tel: 441 101. Mng. Dir.: Pekka Kallio.

**PLATING & PROCESSING PLANT PRESSING PLANT**

Lejos (Finnvox Dept.), Arinatie 8, Helsinki 37. Tel: 454 521. Pres.: Kurt Juuranto; Gen. Mgr.: Erkki Ertesuo.

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J K C Music, Mellsteninranta A 3, Haukilahti, Helsinki Tel: 425 234. Pres. & Gen. Mgr.: Jukka Kuoppamaki; Sales Mgr.: Mikko Kuoppamaki.

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Aanitoisto, Mechelininkatu 19B, Helsinki 10. Tel: 494 111. Owner, Studio Mgr. & Chief Eng.: Harry Jokilehto.

Filmiaani, Annankatu 16E, Helsinki 12. Tel: 626 142. Mgr.: E. Englund.

Lejos (Finnvox Dept.), Arinatie 8, Helsinki 37. Tel: 454 521. Studio Mgr.: Erkki Ertesuo; Eng.: Erkki Hyvonen.

Mikrolevy, Vesijarvenkatu 36, Lahti. Tel: (918) 23708. Dir.: Pekka Nurmikallio.

Microvox Studio, Vesijarvenkatu 36 A, Lahti. Tel: (918) 21508. Owner & Studio Mgr.: Pekka Nurmikallio.

Novovox, Makitorpanti 28, Helsinki 64. Tel: 725 725.

P S O, Vuorikatu 14, Helsinki 10. Tel: 12651. Mgr.: M. Piha.

Scandia-Studio, Sturenkatu 4, Helsinki 51. Tel: (90) 763 868. Studio Mgr.: Jaakko Salo; Chief Eng.: Jouko Ahera.

● **supplies**

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Lito-Print, Pikkalantie 5, Laajalahti. Tel: 515 297.

Nova, Tehtaankatu 29, Helsinki 15. Tel: 658 968. Offset Tehtaankatu 27/29, Helsinki 15. Tel: 659 608.

Painoporrass, Castreninkatu 3, Helsinki 53. Tel: 768 437.

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**TAPE:**

Market: Philips dominates the market, producing for most of the major companies. After a trial period, 4-track cartridge has almost completely disappeared from the market and sales for pre-recorded open reel tapes are very slow.

Average retail price per tape: Cartridge 8-track—\$9-\$13.80; cassette—\$7; open reel—\$11 (mono), \$12.80 (stereo).

● **record manufacturers**

A F A (Artistes Francais Associees), 23 Rue Pierre Semard, Paris 9. Tel: 526.52.47. Pres.: Freddy Carrara.

A S, see CED.

A Z, see Disc'AZ.

Actuel, see CED.

Ades Recs., 54 Rue Saint-Lazare, Paris 9. Tel: 874.56.23, 874.65.69, 874.85.30. Pres.: Lucien Ades; Gen. Mgr.: Jacques Pradere. (Distributed by Polydor.)

Labels: (Owned) Ades, Anthologie Sonore, Domaine Musicale, Florilege, Petit Menestrel, Poetes d'Aujourd'hui, Les Enfants Sages; (distributed) Disneyland, Vista.

Cassette: Ades.

Int'l label represented: Everest (USA).

Int'l reps.: Belgium (Polydor), Canada (Polydor), Japan (Philips), Switzerland (Disques Office), USA (Everest).

Akue, see Disques Akue.

Albatros, c/o Eds. Musicales Bretagne, 43 Rue Fessart, Boulogne-sur-Seine. Zone: 92. Tel: 605.02.06. Pres.: Alain Barriere; Gen. Mgr.: Henry Hoffmann. (Distributed by CED).

America, see Musidisc-Europe.

Anthologie Sonore, see Ades.

Apostrophe, see CED.

Archiv, see Polydor.

Arion, see CBS.

Artistes Francais Associees, see AFA.

Ascol, see Liberty/UA.

B A M, see Disc'AZ.

B Y G Recs., see Promodisc & CED (SEE ADVERTISEMENT)

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- Bagatelle, 10 Rue Washington, Paris 8. Tel: 256.17.99, 359.42.56. Pres.: Denis Bourgeois; Gen. & Int'l Mgr.: Brigitte Bertholier; Admin. Mgr.: Daniel Cisselbrecht.  
Labels: Bagatelle, Sava.  
Int'l label represented: Avco Embassy (USA).  
Int'l rep.: Canada (London).
- Barclay, 143 Av. de Neuilly, Neuilly-sur-Seine. Zone: 92. Tel: 722.60.30. Telex: 62693. Pres.: Eddie Barclay; Gen. Mgr.: Hubert Ballay; A&R Mgr.: Gerard Cote; Mktg.: Jean Fernandez; Comm'l Mgr.: Jacques Duchaussoy; Tape Mgr.: Gerard Dubos; Adv. Mgr.: Alain Marouani; Int'l Group Div.: Cyril Brillant; A&R Int'l Mgr.: Bernard de Bosson; Admin. Mgr.: Henri Rossi.  
Int'l branches: Belgium, Canada, Italy, Japan, Netherlands, Spain, Switzerland.  
Labels: (Owned) Barclay, Classic; (distributed) Black & Blue, CDS, Meys, Monestier.  
Cartridge 8-track & cassette.  
Int'l labels represented: Areito (Cuba), Atlantic (USA), BT Puppy (USA), Bang (USA), Buddah (USA), Compass (USA), Douglas (USA), Elenco (Brazil), Forma (Brazil), Gamma (Canada), HiFi (USA), Jubilee (USA), Monument (USA), Musidisc (Brazil), Ri-Fi (Italy), Supraphon (Czechoslovakia), Transatlantic (UK), Twentieth Century-Fox (USA), Vanguard (USA), Yameta Prod'ns.  
Int'l reps.: Algeria (Diffusion), Argentina (Disc-Jockey), Austria (Amadeo), Brazil (Ebras), Czechoslovakia (Supraphon), Denmark (EMI), Finland (Finlevy), Germany (Metronome), Greece (Heliadisc), Israel (Hed Arzi), Italy (SIF), Japan (King), Lebanon (SLD), Mexico (Orfeon), Morocco (Somidex), Norway (EMI), Spain (Movieplay), South Africa (Trutone), Sweden (EMI), Turkey (Grunberg), Venezuela (Discomoda). (SEE ADVERTISEMENT)
- Bel-Air, see Musidisc-Europe.  
Belier, see CED.  
Black & Blue, see Barclay.  
Black & White, see RCA.  
Blue, see Disques Bleu.  
Blue Note, see Liberty/UA.  
Boite a Musique, see Disc'AZ.
- C B S Disques, 3 Rue Freycinet, Paris 16. Tel: 727.26.45. Pres. & Gen. Mgr.: Jacques Souplet; Ass't Mgr.: Jean Queinnee; A&R Mgr.: Jacques Plait; Int'l A&R: Henri Renaud; Classical A&R: Georges Boyer; Sales Mgr.: Francois Dacla; Promo. & Pub. Mgr.: Christian Deffe; Export: Yves Masson.  
Labels: (Owned) CBS, Epic, Top 12, Versailles; (distributed) Arion, Discjockey, Harmonia Mundi, JMT, Maxi, Temporel.  
Cartridge 8-track: (Owned) CBS, Top 12; (distributed) Arion; (represented) CBS, Epic, Blue Horizon.  
Cassette: (Owned) CBS, Top 12; (distributed) Arion.  
Int'l labels represented: Abbott (USA), Barnaby (USA), Blue Horizon (UK), CGD (Italy), Columbia (USA), DJM (UK), Dandelion (UK), Date (USA), Epic (USA), Fillmore (USA), Harmony (USA), JAD (UK), Melromedia (USA), Milestone (USA), NEMS (UK), Ode (USA), Odyssey (USA), Okeh (USA), Page One (UK), Scout (Germany), Supraphon (Czechoslovakia), Transatlantic (UK), Vee Jay (USA), Wergo (Germany).
- C D S, see Barclay.  
C E D (Compagnie Europeenne du Disque), 17/19 Rue Soyer, Neuilly-sur-Seine. Zone: 92. Tel: 637.25.80. Pres.: Eddie Barclay; Gen. Mgr.: Hubert Ballay, Sales Mgr.: Gerard Deserbais.  
Labels: (Owned) Jag; (distributed) AS, Actuel, Albatros, Apostrophe, BYG, Belier, CMF, Canetti, La Compagnie, Decibel, Erato, Graal, HeM, Jackman, Francis Lemarque, Macheprot, Magellan, Marignan, Moshe Naim, Neuilly, Ocora, Palmares, Presse & Publique, Riviera, Savoir Sonore, Selection, Tuba.  
Int'l labels represented: Amadeo (Austria), Atco (USA), Baccarola (Germany), CNR (Netherlands), Cadet (USA), Cadet/Concept (USA), Carnaby (UK), Chess (USA), Checker (USA), Coral (USA), Evasion (Switzerland), Exello (USA), GRT (USA), Gamma (Canada), MCA (USA), Metronome (Germany), Savoy (USA), Stax (USA), Vanguard (USA), Volt (USA), Vortex (USA).
- C M F, see CED.  
Camden, see RCA.  
Jacques Canetti, 252 Rue du Faubourg Saint-Honore, Paris 8. Tel: 227.60.24.  
Label: Canetti (distributed by CED).
- Capitol, see Pathe-Marconi.  
Claude Carrere (Prod'ns), 14 Rue Lincoln, Paris 8. Tel: 256.05.22. Dir.: Claude Carrere. (Distributed by Philips.)  
Label: Disques Carrere.  
Int'l reps.: Belgium, (Polygram), Brazil (Fermata), Canada (Denis-Pantis), Switzerland (Philips).
- Centre d'Enregistrement des Champs-Elysees (Laboratoires Charlin), 15 Av. Montaigne, Paris 8. Tel: 225.01.37, 359.62.35. Gen. Mgr.: Andre Charlin; Gen. Sec'y: Mme. Martzel; Pub.: Charles Gurnaud.  
Label: Charlin.  
Chanson d'Orpheus, see Vogue.  
Le Chant du Monde, 32 Rue Beaujon, Paris. Tel: 924.67.73. Pres.: Jean Roire; Gen. Mgr.: Jean Mihalhe; Sales Mgr.: Andre Mercier.  
Labels: (Owned) Le Chant du Monde; (distributed) Valois.  
Cartridge 4-track, 8-track & cassette: Le Chant du Monde self-mfd.
- Int'l labels represented: Baerenreiter-Muscaphon (Germany), Cantate (Germany), Folkways (USA), Melodia (USSR).  
Int'l reps.: Belgium (Barclay), Italy (CEI), Japan (Nippon Columbia), Spain (Hispavox).
- Charlin, see Centre d'Enregistrement des Champs-Elysees.  
Clartes, see Office Catholique du Disque.  
Classic, see Barclay.  
CoBurt, see MGM.  
Cochon d'Inde, see Vogue.  
Colgems, see RCA.  
La Colombe, see Festival.  
Colossus, see MGM.  
Columbia, see Pathe-Marconi.  
La Compagnie, 11 Rue de Magdebourg, Paris 16. Tel: PAS.80.20. Pres. & Gen. Mgr.: Norbert Saada; Sales Mgr.: Pune Chatenier. (Distributed by CED)  
Labels: (Owned) La Compagnie, Mousquetaire.  
Int'l labels represented: Carnaby (UK), Crewe (USA), MCA (USA).  
Int'l reps.: Benelux (Barclay), Canada (London), Italy (Sugar), Spain (Movieplay), Switzerland (Barclay). (SEE ADVERTISEMENT)
- Concert Hall, see Guilde Int'le du Disque.  
Contact, 5 Rue Clement Marot, Paris 8. Tel: 359.37.09/53.05/61.69. Pres.: Jean Pierard; Gen. Mgr.: Max Amphoux; Int'l Mgr.: Maurice Bouchoix.  
Contrepont, see Vogue.  
Critere, 3 Rue de Faubourg St. Honore, Paris 8. Tel: 265.11.37. Pres.: Roland Douatte.  
Cycnus, see Societe Francaise du Son.  
D M O, 12 Av. Soeur Rosalie, Paris 13. Tel: 402.29.07. Pres.: M. Cartayrade; A&R: M. Pinchard; Sales Dir.: M. Charrier.  
Decca, see Societe Francaise du Son.  
Decibel, see C G D.  
Deese, see Festival.  
Deller Rec'gs, 04/Saint-Michel de Provence. Tel: St. Michel 33. Execs.: Alfred Deller, Bernard Coutaz; Classical A&R: Alfred Deller; Sales & Mktg.: Bernard Coutaz; Int'l: Jacques Meunier. (Distributed by Harmonia Mundi.)  
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Int'l reps.: Australia (World Rec. Club), Austria (Harmonia Mundi), Belgium (Harmonia Mundi), Germany (Harmonia Mundi), Italy (Ricordi), New Zealand (World Rec. Club), Portugal (Belter), Spain (Belter), USA (RCA).
- Deutsche Grammophon, see Polydor.  
Disc'AZ, 32 Rue Francois 1, Paris 8. Tel: 359.90.06. Pres.: Roger Creange; Gen. Mgr.: Lucien Morisse; Pop A&R: Jean-Yves Guihal; Classical A&R: Jean Hamon; Comm'l Mgr.: Jo Milgram; Int'l Dir.: Barbara Baker; Promo. Dir.: Claude Martinez.  
Labels: (Owned) AZ, BAM (Boite a Musique); (distributed) Fine Fleur, Motors.  
Int'l labels represented: Angelicum, Herman Brauer, Consul, Double Shot, Hungaroton, Map City, Qualiton, Sire, Super K, T-Neck (all labels distributed in France by Discodis).  
Int'l reps.: Algeria (Discodis), Austria (Centrodor), Belgium (Vogue), Canada (Transworld), Denmark (Hede Nielsen), Finland (Discophon), French Africa (Discodis), Greece (Columbia), Mexico (Gamma), Lebanon & Arab nations (EMI Lebanon), Morocco (Somidex), Norway (Nera), Portugal (Trindade), South America (Fermata), Spain (Hispanovox), Sweden (Electra), Switzerland (Finsterwald & Cantacuzene), Tunisia (Discodis), Turkey (Gramophon). (SEE ADVERTISEMENT)
- Discjockey, see CBS.  
Discophiles Francais, see Pathe-Marconi.  
Disneyland, see Walt Disney & Ades.  
Walt Disney Prod'ns (France), 44 Av. des Champs-Elysees, Paris 8. Tel: ELY.17.80. Pres.: Jimmy Johnson; Gen. Mgr.: Armand Bigle; Sales Mgr.: Joseph Geoffray.  
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Int'l branches: Canada, Germany, Italy, UK.  
Labels: Disneyland, Vista (distributed by Ades).  
Int'l reps.: Argentina (Phonogram), Australia (EMI), Brazil (RCA), Canada (Capitol), Chile (Corp. de Radio de Chile), Colombia (Philips), Denmark (EMI), El Salvador (DICESA), Finland (EMI-Suomen), Germany (Electrola), Greece (Alkaios Angelopoulos), Israel (Hataklit), Italy (Carosello), Japan (Nippon Columbia), Mexico (CBS/Columbia), Netherlands (Bovema), New Zealand (EMI), Norway (Carl M. Iversen), Peru (El Virrey), Philippines (Dyna Prods.), Puerto Rico (Kelvinator Sales), South Africa (Gallo), Spain (Hispanovox), Sweden (EMI), UK (Pye), Venezuela (Venevox), Yugoslavia (Radio-Television Belgrade).
- Disques Akue, 64 Rue Richelieu, Paris 2. Tel: 742.32.84.  
Label: Akue (African rec'gs).  
Disques Bleu, 12 Blvd. Poissoniere, Paris 9. Tel: 523.29.81. Pres.: Andre Petitjean; A&R Dir.: Bob Allan; Comm'l Dir. & A&R: Georges Petitjean.  
Labels: (Owned) Blue, Blue Recs.; (distributed) Donali.
- Disques Culturels Francais, see Realisations Sonores Hugues Desalle.  
Disques du Cavalier, Viens. Zone: 84. Tel: Viens 13. Mng. Dir.: Helene Martin; Prod'n Mgr.: Jean-Francois Gael; Press Dir.: Solange Lembergeon. (Distributed by Harmonia Mundi).  
Int'l reps.: Belgium (Schott), Switzerland (Freibourg, Vivali).  
Dolton, see Liberty/UA.  
Domaine Musicale, see Ades.  
Domino Recs., 10 Passage du Petit Parc, 06/Nice.  
Contact: Henri Ferrero.  
Home office: USA.
- Donali, see Disques Bleu.  
Ducretet-Thomson, see Pathe-Marconi.  
E D I M (Editions, Disques, Musique), 3 Cite Magenta, Paris 10. Tel: 202.68.96. Gen. Mgr.: Michel Hérault; Int'l: Luc Tabare.  
Labels: Googa-Mooga, HeM, Homere.  
Int'l labels represented: Ashford, C&H, Hooks, Sepia, Styletone, Triple-B (all USA).  
Elan, see Gamma Int'l.  
Les Enfants Sages, see Ades.  
Epic, see CBS.  
Erato (Disques), 60 Rue de la Chaussee d'Antin, Paris 8. Tel: 874.78.71. (Distributed by CED).  
Int'l rep.: Greece (General Pub'g Co. Ltd.).  
L'Escargot, see Festival.  
Escor SarL, 24 Av. de Breteuil, Paris. Tel: 566.45.93. Pres.: Mme. Cecile Guerin; Gen. Mgr.: Luis Pena; Sales Mgr.: Francois Levantini.  
Fashion, see Vogue.  
Festival (Disques de France), 3 Rue de Gramont, Paris 2. Tel: 742.96.10. Pres.: P.G. Duprat; Gen. Mgr.: Andre Chagneau; A&R: Claude Dejaccques, Arnaud Defroberville; Sales Mgr.: J.L. Dasque; Press Officer: Jacqueline Polloni; Adv.: A. Tisserand.  
Labels: (Owned) Festival, La Colombe, L'Escargot, Garzon, Leko, Tonus, ToTem; (distributed) Deese, Mouloudji, Perides.  
Cassette: Festival.  
Int'l labels represented: Archambault (Canada), Artone (Netherlands), Carosello-Cemed (Italy), Cassio Munitz-Chantecler (Brazil), Cornet (Germany), Cupol (Sweden), Gamma (Mexico), Hansa (Germany), Jamie/Guyden Dist'g Corp. (USA), Kent-Modern (USA), Metronome (Germany, Denmark), Marks-Triola (Denmark), Radio Triunfo-Alvorada (Portugal), Saar-Joker (Italy), Sicomericana-Music Hall (Argentina), Symphone Tone (Austria), TRX (USA), Turicaphon-Elite Special (Switzerland), Vergara (Spain), Viking (New Zealand), W&G-Woomera (Australia).  
Int'l reps.: Argentina (Sicomericana), Australia (W&G), Belgium (Artone), Brazil (Cassio Munitz), Canada (Archambault), Denmark (Marks), Germany (Polyglotte), Israel (Gal Ron), Italy (Carosello-Cemed), Japan (Nippon Columbia), Lebanon (Societe Libanaise du Disque), Mexico (Gamma), Netherlands (Artone), Portugal (Radio Triunfo), South Africa (Coronet), Spain (Vergara), Switzerland (Musikvertrieb), Turkey (Yasef Alguadis), UK (Disc-Union), USA (Playette).
- Fine Fleur, see Disc'AZ.  
Fleche, 122 Blvd. Exelmans, Paris 16. Tel: 525.20.73. Pres.: Claude Francois; Mng. Dir.: E. Eschenlohr; A&R: Jean Rene Bourtaury; Press & Promo.: Annik Royer. (Distributed by Philips).  
Florilege, see Ades.  
Folklore de France, see Vogue.  
Folklore du Monde, see Vogue.  
Fontana, see Philips.  
Francais de Notre Temps, see Realisations Sonores Hugues Desalle.  
Francis Lemarque, see CED.  
Futura Recs., 61 Rue Meslay, Paris 3. Tel: 887.39.29. Pres. & Gen. Mgr.: Gerard Terrones.  
Labels: Futura, Jazz Specialist.  
Gala des Varietes, see Guilde Int'le du Disque.  
Gamma Int'l, L'Emitage de l'Hautil par Triel-sur-Seine. Zone: 78. Gen. Dir.: Jean Pierre Orfino.  
Home office: Canada.  
Labels: Gamma, Elan.  
Cartridge 8-track: Gamma.  
Garzon, see Festival.  
Goody, see Promodisc.  
Googa-Mooga, see EDIM.  
Grael, see CED.  
Guilde du Jazz, see Guilde Int'le du Disque.  
Guilde Int'le du Disque, 97 Rue Jean Jaures, Levallois-Perret. Tel: PER.01.16, PER.29.86. Cable: GUILDISQUE. Comm'l Dir.: Daniel Benedit; Admin. Dir.: Francois Ronin.  
Branch: Paris 8, 1 Rue du General Fay. A&R: Marie-Claude Lagarde, Rose-Marie Sanzen; Rec. Servs. Mgr.: Claude Chuteau.  
Labels: Guilde Int'le du Disque, Guilde du Jazz, Ronde des Enfants, Initiation a la Musique, Histoire Vivante, Concert Hall, Phonothèque Litteraire et Historique, Gala des Varietes.  
H e M, see CED.  
Harmonia Mundi SA, 04/Saint-Michel de Provence. Tel: St-Michel 33. Pres. & Mng. Dir.: Bernard Coutaz; Admin.: Josette Esposito; Classical A&R & Int'l: Jacques Meunier; Sales & Mktg.: Brutus Decup; Adv.: Jacques Jules Ledoux; Pub.: Atelier Harmonia Mundi; Promo.: Gilbert de Reynaud; Tape: Pierre Studer.  
Labels: (Owned) Harmonia Mundi, Musique de Tous les Temps, Orgues Historiques, 30-18 Opus (distributed by CBS); (distributed) Disques du Cavalier, Musique Vivante, Deller Rec'gs.  
Int'l labels represented: Arcophon (Italy), Balkanton (Bulgaria), Deller Rec'gs (UK), Edigsa (Spain).  
Int'l reps.: Australia (World Rec. Club), Belgium (Schott Freres), Canada (Yves Courville), Germany (Harmonia Mundi), Italy (Arcophon), Japan (Universal), Sweden (Waidele), Switzerland (Torre).  
Harvest, see Pathe-Marconi.  
Heliodor, see Polydor.  
Heritage, see MGM.  
Histoire Vivante, see Guilde Int'le du Disque.  
Homere, see EDIM.  
Hommes d'Aujourd'hui, see Realisations Sonores Hugues Desalle.  
Horizon, see Vogue.  
Imperial, see Liberty/UA.  
Initiation a la Musique, see Guilde Int'le du Disque.

Iramac France, 17 Rue des Tilleuls, Boulogne-sur-Seine. Zone: 92. Tel: 603.59.62. Pres.: Samama Aurele; Sales Mgr.: Hevin Gerard.  
Labels: Iramac, Relax.  
Int'l labels represented: Alshire (USA), Auditorium (USA), Candide (USA), Dover (USA) Europa (Germany), Muza (Poland), MPS (Germany), Pelca (Switzerland), Somerset (Germany, USA), Starday (USA), Turnabout (USA), Vox (USA).  
Int'l reps.: Netherlands (Bovema).

J M T, see CBS.  
Jackman, see CED.  
Jag, see CED.  
Jazz Selection, see Vogue.  
Jazz Specialist, see Futura.  
Jericho (Disques), (Centre Chretien du Disque—Les Editions du Cerf), 29 Blvd. de Latour-Maubourg, Paris 7. Tel: 468.30.53.  
Kangourou, see Vogue.  
L E M Recs., 13 Rue Washington, Paris 8. Tel: 359.34.35. Pres.: Edward Chekler; PR: Philip Chekler.  
Labels: LEM.  
Int'l labels represented: Hebra (Belgium), Hudson (USA).  
Int'l reps.: Belgium (Hebra), UK (President).  
Michel Legrand Prod'ns, 252 Rue du Faubourg Saint-Honore, Paris 8. Tel: 622.51.05. Pres.: Michel Legrand; Gen. Mgr.: Marcelle Legrand; Artistic Mgr.: Marcel Rothel.  
Label: Productions ML.  
Leko, see Festival.  
Francis Lemarque, see CED.  
Liberty/UA (France), 48 Av. Victor Hugo, Paris 16. Tel: 727.89.19. Pres.: Eddie Adamis.  
Home office: USA.  
Int'l branches: Germany, UK.  
Labels: Ascot, Blue Note, Dolton, Imperial, Liberty, Minit, Solid State, Sunset, Soul City, Talespinners, Unart, United Artists, United Artists Int'l, UA Latino, Veep, World Pacific, World Pacific Jazz (distributed by Pathe-Marconi).  
Int'l reps.: Argentina (Odeon), Australia (Festival), Austria (Ariola), Belgium (Gramophone), Brazil (Liberty—RCA, UA—Som), Canada (Liberty—London, UA—Compo), Chile (UA—Philips), Colombia (Liberty—Codiccos, UA—Discos Fuentes), Denmark (EMI), Finland (EMI), Greece (Music-Box), Guatemala (DICESA), Hong Kong (Colonial Trading), India (Gramophone), Israel (CBS), Italy (Liberty—Bellisc, UA—Cemed-Carosello), Japan (Liberty—Toshiba, UA—King), Lebanon (Liberty—EMI, UA—Les Fils de G. Haddad), Mexico (Musart), Netherlands (Bovema), New Zealand (Festival), Norway (EMI), Pakistan (Gramophone), Peru (El Virrey), Philippines (Liberty—Dyna Prods., UA—Home Inds. Development), Portugal (Radio Triunfo), Singapore (Liberty—Chiang Huat, UA—Diamond), South Africa (Liberty—Teal, UA—Trutone, Zambian), Spain (Hispanovox), Sweden (EMI), Switzerland (EMI), Thailand (Sugree), Turkey (Melodi), Venezuela (Liberty—Buena Musica, UA—Palacio de la Musica).

Line, 5 Rue du Bois de Boulogne, Paris 16. Tel: 704.53.53. Pres.: Louis Gaste.  
Int'l reps.: Belgium (Gramophone), Italy (Carrisch), Switzerland (Musikvertrieb), USA & English speaking countries (Capitol).

Loisirs, see Vogue.  
M G M, 37 Rue Condorcet, Paris 9. Tel: 285.00.37. Cable: METROFILM. (Distributed by Polydor).  
Home office: USA.  
Labels: (Owned) MGM, Verve, Verve/Forecast, Colossus, Heritage; (distributed) CoBurt, Stormy Forest.  
Cassette: Same as above.

M N, see CED.  
M P D Prod'ns Sonores, 35 Av. du Bac, La Varenne, Saint-Hilaire. Zone: 94. Tel: 883.53.29. Gen. Mgr.: Mme. Louise Pon.  
Labels: MPD, Mirliton.  
Int'l rep.: Belgium (Fonior).

M P I, see Musique Pour l'Image.  
Macheprot, see CED.  
Magellan-Technisonor, 1 Rue Magellan, Paris 8. Tel: 255.49.95. Dirs.: Jack Robinson, Georges Chate-lain & Bernard Estarty.  
Jean Gauthier. (Distributed by CED).  
Label: Magellan.

Major Electronic Mood Music, 143 Rue de Verdun, Suresnes. Zone: 92. Tel: 772.21.45. Pres.: H. Da Silva Ramos; VP: R. Spaar; Gen. Mgr.: P. Campiot; Sales Mgr.: M. Danker.

Mandy Music, 95 Rue Championnet, Paris 18. Tel: 255.49.25. Dirs.: Jack Robinson, Georges Chatelain & Bernard Estarty.

Marignan, see CED.  
Maxi, 67 Rue de Provence, Paris 9. Tel: 874.19.41. Pres.: Gerard Tournier; Mng. Ass't: J. Gallois-Montbrun. (Distributed by CBS).

Mercury, see Philips.  
Meys, see Barclay.  
Minit, see Liberty/UA.  
Mirliton, see MPD.  
Mode, see Vogue.  
Mondio Music, see Vogue.  
Monestier, see Barclay.  
Monte-Carlo, see Vogue.  
Moshe Naim, see CED.  
Montparnasse 2000, 27 Rue Brea, Paris 6. Tel: DAN.41.72, 325.02.02. Pres. & Gen. Mgr.: Andre Farry; Sales Mgr.: Louis Delacour.  
Label: Montparnasse 2000.  
Int'l rep.: UK (United Artists).

Motors, see Disc'AZ.  
Mouloudji, see Festival.  
Mousquetiere, see La Compagnie.  
Musidisc, see Musidisc-Europe.

Musidisc-Europe, 7 Rue Traversiere, Courbevoise. Zone: 92. Tel: 333.59.49. Pres.: Philippe Thomas; Int'l: Pierre Berjot.  
Labels: Musidisc, America, Bel-Air, Score, Visa-disc.  
Cartridge 8-track & cassette: Musidisc (including America, Bel-Air, Score, Visadisc) self-mfd.  
Int'l labels represented: Audio Fidelity, Cetra, Debut, Fantasy, Galaxy, MPS.  
Int'l reps.: Belgium (Sonobel), Germany (Bellaphon), Italy (Cetra), Switzerland (Disques Office), USA (Fantasy). (SEE ADVERTISEMENT)

Musique, see Office Catholique du Disque.  
Musique de Tous les Temps, see Harmonia Mundi.  
Musique Pour l'Image, 83 Rue d'Aguesseau, Boulogne. Zone: 92. Tel: 605.62.60. Pres.: Robert Viger.  
Labels: MPI, PSI.

Musique Vivante, 04/St.-Michel de Provence. Tel: St.-Michel 33. Pres., Gen. Mgr. & Classical A&R: Diego Masson; Sales & Mktg.: Bernard Coultaz; Pub.: Rudolf Ruby; Promo.: Pierre Boulez; Int'l: Jacques Meunier.  
Branch: Paris 12, 12 bis Blvd. de la Bastille. Tel: NAT.67.23.  
Label: Musique Vivante (distributed by Harmonia Mundi).  
Int'l labels represented: Arcophon (Italy), Harmonia Mundi (Belgium, Germany), RCA (USA).  
National, see President.  
Neuilly, see CED.  
New England Rec. Co., 10 Passage du Petit, 06/Nice. Mgr.: Henri Ferrer.  
Home office: USA.

O R T F, see Office de Radiodiffusion Television Francaise.  
Ocora, see Office de Radiodiffusion Television Francaise & CED.  
Odeon, see Pathe-Marconi.  
Office Catholique du Disque (Unidisc), 31 Rue de Fleurus, Paris 6. Tel: 548.49.95. Pres.: Guy Dupuy; Gen. Mgr.: Jacques Anfray; Sales Mgr.: Jean Li Sen Lie; Pub.: Genevieve Flusin.  
Labels: (Owned) Unidisc, Pastorale, Musique; (distributed) Clartes.

Office de Radiodiffusion Television Francaise, 116 Av. du President Kennedy, Paris. Tel: BAG.27.65. Pres.: Mr. De Bresson; Gen. Mgr.: Charles Duvelle.  
Labels: ORTF, Ocora (distributed by CED).

L'Oiseau-Lyre, Les Remparts, Monte Carlo, Monaco. Tel: (93) 30.09.44. Gen. Dir.: J. B. Hanson.  
Int'l rep.: UK (Decca).

L'Oiseau Musicien, 04/Aubenais-les-Alpes, Haute-Provence. Tel: la Aubenas par manoscope. Pres.: Mme. Helene Roche.  
Int'l rep.: Worldwide (CBS).

Orgues Historiques, see Harmonia Mundi.

Orpheo-Disques, 24 Rue Assalit, Nice. (Distributed by Vogue).  
Int'l label represented: Vox.

P D G, 68 Rue Edouard Nortier, Neuilly. Zone: 92. Pres.: Daniel Gerard.  
Branch: Paris 8. 134 Blvd. Haussman. Tel: 227.64.53.

P O P, see Vogue.  
P S I, see Musique Pour l'Image.  
Pacific, see Vogue.  
Palmares, see CED.  
Paris, see President.  
Parlophone, see Pathe-Marconi.  
Pastorale, see Office Catholique du Disque.  
Pathe, see Pathe-Marconi.  
Pathe-Marconi (Les Industries Musicales et Elec-triques), 19 Rue Lord Byron, Paris 8. Tel: 225.53.00. Cable: GRAMOPHONE. Telex: 28161. Pres.: Francois Minchin; Comm'l Dir.: Jacques Helard; Prod'n Dir.: Jacques Simeon; Pop A&R Dir.: Pierre Bourgois; Classical A&R Dir.: Peter V. de Jongh; Int'l: Jean-Jacques Timmel; Export: Alain Normand; Import: Michel Delorme; Legal Dept.: Michele Lazare.  
Labels: (Owned) Columbia, Discophiles Francais, Ducretet-Thomson, Pathe, Trianon. Voix de Son Maitre, Plaisir Musical, Odeon; (affiliated) Capitol, Harvest, Parlophone, Regal, Stateside; (distributed) Liberty/UA product.  
Cassette: Made by Philips.  
Int'l labels represented: ABC (USA), Acta (USA), Africambiance (Cameroon), Amy (USA), Antar (Uruguay), Baidaphon (Lebanon), Les Bantous de la Capitale (Congo), Bell (USA), Bluesway (USA), Cairophon (UAR), Cameo (USA), Capitol (USA), Caracol (Chile), Chariot (USA), Command (USA), Contemporary (USA), Dolton (USA), Dot (USA), Downey (USA), Dunhill (USA), DynoVoice (USA), Elf (USA), Fairmount (USA), Frankie Music (Belgium), Gazell (Sweden), Goldwax (USA), Good Time Jazz (USA), Good-time (USA), Gordy (USA), Honor Brigade (USA), Immediate (UK), Impulse (USA), Ivanhoe (USA), Jed (USA), Jerden (USA), Jewel (USA), Jugoton (Yugoslavia), Lucky 11 (USA), Lyra (Greece), Mala (USA), Minaret (USA), Motown (USA), Murco (USA), Musicland (USA), New Voice (USA), OK Jazz (Congo), Paramount (USA), Park-way (USA), Paula (USA), Philly Groove (USA), Plantation (USA), Prestige (USA), Regal Zono-phone (UK), Rotate (USA), Round (USA), SSS Int'l (USA), Sansu (USA), Senate (USA), Sentar (USA), Showplace (USA), Sidewalk (USA), Silver Fox (USA), Sonet (Sweden), Soul (USA), Soutel-phan (UAR), Sphere Sound (USA), Starbird (USA), Steed (USA), Stenco (Congo), Sumpter

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# STEREO JAUBERT

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**Int'l reps.:** Austria (Columbia), Bolivia (Discolandia), Canada (Capitol), Colombia (Codiscos), Czechoslovakia (Artia), Dominican Republic (Tonos), Ecuador (Ind. Fonografica Ecuatoriana), Israel (Palestine Orient), Japan (Toshiba), Mexico (Capitol), New Zealand (Reed), Nicaragua (Sonido), Peru (EMI), Philippines (Dyna Prods.), Portugal (Valentim de Carvalho, Radio Triunfo), Thailand (Kamol Sukosol), UAR (Sono Cairo), UK (Delyse), USA (Capitol), Uruguay (R&R Goscia), Yugoslavia (Jugoton); worldwide exclusive of preceding (EMI).

Pergola, see Philips.

Perides, see Festival.

Petit Menestrel, see Ades.

Philips (Societe Phonographique), 6 Rue Jenner, Paris 13. Tel: 707.75.28. Cable: PHILDISC. Pres.: Georges Meyerstein-Maigret; Gen. Dir.: Louis Hazan; Pop A&R Dir.: Gerard Davoust; Classical A&R Mgr.: Igor Maslowski; Comm'l Dir.: Jacques Caillart; Pub. Mgr.: Robert Laplace; PR Dir.: Andre Asseo; Technical Dir. & Custom Pressing: Edmond Lang; Int'l Mgr.: Roger Maruani.

**Labels:** (Owned) Philips, Fontana, Mercury, Pergola; (distributed) Disques Carrere, Fleche, Somethin' Else.

**Cassette:** (Owned) Fontana, Mercury, Pergola, Philips; (represented) Beacon (UK), Connoisseur (USA), Ember (UK), Island (UK), Mercury (USA), President (UK), Stable (UK) self-mfd. (Minimal amount imported from West Germany & Netherlands. Half of the Philips France product is exported to Europe, Canada, the Middle East & Africa, principally the franc zone).

**Open reel:** DMS.

**Int'l labels represented:** Mercury, Connoisseur, Uni, Flying Dutchman, ESP-Disk, Stereo Dimension, Skye (all USA); Island, Vertigo, Ember, Charisma, Beacon, B&C, President, RSL, Nashville (all UK); Det, Fonit-Cetra, Arcophon (all Italy).

Phonothèque Litteraire et Historique, see Guide Int'l'e du Disque.

Pingouin, see Vogue.

Plaisir Musical, see Pathe-Marconi.

Poetes d'Aujourd'hui see Ades.

Polydor SA, 2 Rue Cavallotti, Paris 18. Tel: 522.05.39. Gen. Mgr.: Jacques Kerner; Int'l Mgr.: Pierre Sberro.

**Labels:** (Owned) Deutsche Grammophon, Archiv, Polydor, Heliodor, Triumph, Trump; (distributed) Ades, MGM, Verve.

**Cassette:** (Owned) Polydor, Triumph; (distributed) Archiv, DGG; (represented) King, MGM, Verve.

**Int'l labels represented:** A&M (USA), Hispavox (Spain), Kama Sutra (USA), King (USA), Octave (USA), Palette (Belgium), Ricordi (Italy), Riverside (USA), Storyville (Denmark), Track (UK).

President, 30 Rue Pierre Semard, Paris 9. Tel: 526.49.20. Cable: PRESIDENTISC. Pres.: Jean Moura; A&R Dir.: Roger Samyn; Comm'l Mgr.: Mme. Cats; Pub. Mgr.: Jacqueline Begou.

**Labels:** Paris, President, National, Roy.

Presse et Publicite, see CED.

Productions ML, see Michel Legrand.

Prodromisc (Societe), 29 Av. de Friedland, Paris 8. Tel: 225.58.12/67. Cable: BYGCORD. Pres.: Jean Georgakarakos; Gen. Mgr. & Int'l: Jean Luc Young; Jazz A&R: Claude Delcloo; Contemporary A&R: Denys Lemery; Prod'n Mgr.: Gerard Mureau.

**Labels:** BYG, Goody. (Distributed by CED).

**Int'l labels represented:** Action (UK), B&C (UK), Bam Bam (UK), Big T (UK), Bright Orange (USA), Callig (Germany), Crown (USA), Delmark (USA), Esoteric (UK), Event (USA), Everest (USA), Hollywood (USA), Look (USA), Metronome (Germany), Modern (USA), NMC (UK, USA), Orpheum (USA), Pama (UK), Paradiso (Netherlands), Pickwick (USA), Plexium (UK), Saturn (USA), Savoy (USA), Sonet (Sweden), Stable (UK), Starday (USA), Sundi (USA), Transatlantic (UK), Vault (USA), Viva (USA), Xtra (UK).

**Int'l reps.:** Austria (Amadeo), Germany (Metronome), Italy (Ricordi), Japan (Nippon Columbia), Netherlands (Bovema), Portugal (Movieplay), Spain (Movieplay), Switzerland (Barclay). (SEE ADVERTISEMENT)

R C A (Societe AREA), 49 Av. Hoche, Paris 8. Tel: 824.63.63. Cable: AREADIS. Pres.: Andre Jeanneret; Sales Dir.: Claude Gagniere; Adv.: Mary Bulet.

**Labels:** RCA, Camden, Colgems, Victrola, Vintage, Black & White.

**Cartridge 8-track:** 90% imported from USA & Italy. 10% produced in France.

R O G, 7 Rue St. Lazare, Paris 9. Tel: 878.76.96. Pres.: Marcel d'Anella; Gen. Mgr.: Roger Airaut; A&R: Daniele Brua, Marc Degat, Benny Layne.

Realisations Sonores Hugues Desalle, 4 Villa du Pont de Grenelle, Paris 15. Tel: 842.56.76. Gen. Mgr.: P. Douezi.

**Labels:** Disques Culturels Français, Français de Notre Temps, Hommes d'Aujourd'hui.

Regal, see Pathe-Marconi.

Relax, see Iramac.

Riviera-Prod'ns, 20 Rue d'Armenonville, Neuilly-sur-Seine. Zone: 92. Tel: 722.19.50/02.06. Pres.: Eddie Barclay; Gen. Mgr.: Leo Missir; Sales Mgr.: Gerard Deserbaix.

**Label:** Riviera.

Ronde des Enfants, see Guide Int'l'e du Disque.

Roy, see President.

Sainte Parisienne de Promotion Artistique, 9 Sq. Moncey, Paris 9. Tel: 744.39.90. Pres.: Francis Dreyfus; Gen. Mgr.: L. Baitut; Comm'l & Int'l Mgr.: Simon Hosemans.

**Label:** Somethin' Else (distributed by Philips).

**Int'l reps.:** Belgium (Fonior), Italy (EMI), Netherlands (Dureco), Switzerland (Musikvertrieb).

Saravah, 29 Av. de Friedland, Paris 8. Tel: 359.66.03. Mng. Dir.: Pierre Barouh; Gen. Sec'y: Fernand Borruso. (Distributed by Disc AZ).

Sava, see Bagatelle.

Savoir Sonore, see CED.

Score, see Musidisc-Europe.

Selection, see CED.

Societe Francaise du Son, 30 Rue Beaujon, Paris 8. Tel: 924.19.01, 924.33.60. Pres.: E. W. Pelgrims de Bigard; Sales Mgr.: Claude Boutin.

**Labels:** (Owned) Vega; (distributed) Cynus.

**Cartridge, 8-track & cassette:** (Owned) Vega; (represented) Decca, Deram, London.

**Int'l labels represented:** Decca, Deram, London, Argo, Threshold (all UK); Pink Elephant (Netherlands), Select (Canada).

**Int'l reps.:** Belgium (Fonior), Brazil (Odeon), Canada (Archambault, London), Netherlands (Dureco), Spain (Columbia), Switzerland (Musikvertrieb), UK (Decca).

Solid State, see Liberty/UA.

Somethin' Else, see Sainte Parisienne de Promotion Artistique & Philips.

Soul City, see Liberty/UA.

Stateside, see Pathe-Marconi.

Stormy Forest, see MGM.

Studio SM, 3 Rue Nicolas Chuquet, Paris 17. Tel: 267.01.37/02.63. Mng. Dir. & A&R: Maurice Robreau; Sales Dir.: Louis Bricard; Adv., Pub. & Promo.: Louis Bricard, Jean Humenry.

**Labels:** SM, SM 20, Espoir, Lumen, Reflets.

**Int'l rep.:** Canada (Archambault).

Sunset, see Liberty/UA.

Super Majestic, see Vox.

Swing, see Vogue.

Talespinners, see Liberty/UA.

Temporel, see CBS.

Teppaz, 170 Blvd. de la Croix Rousse, Lyon 1. Zone: 69. Tel: 28.56.75. Pres.: Mme. Yvonne Teppaz.

**Branch:** Paris 10, 7 Rue de Dunkerque.

30-18 Opus, see Harmonia Mundi.

Tonus, see Festival.

Top 12, see CBS.

Totem, see Festival.

Trianon, see Pathe-Marconi.

Triumph, see Polydor.

Trump, see Polydor.

Tuba, see CED.

Typic (Ed. Julio Garzon), 13 Rue de l'Échiquier, Paris 10. Tel: 770.39.15. Pres.: Julio Garzon; Artistic Dir.: Luis Garzon.

**Int'l reps:** Germany (Bellaphon), Netherlands (Munnikendam), Switzerland (Finsterwald & Cantacuzene).

U A Latino, see Liberty/UA.

Unart, see Liberty/UA.

Unidisc, see Office Catholique du Disque.

United Artists, see Liberty/UA.

United Artists Int'l, see Liberty/UA.

Valois, 19 Rue de Vanves, Boulogne-Billancourt. Zone: 92. Tel: 825.99.99. Owner, Pres. & A&R: Michel Bernstein. (Distributed by Le Chant du Monde).

Veeep, see Liberty/UA.

Vega, see Societe Francaise du Son.

Versailles, see CBS.

Verve, see MGM.

Verve/Forecast, see MGM.

Victrola, see RCA.

Vintage, see RCA.

Visadis, see Musidisc-Europe.

Visages de France, see Vogue.

Visages du Monde, see Vogue.

Vista, see Walt Disney & Ades.

Vogue Productions, Int'l'es Phonographiques (PIP), 82 Rue Maurice Grandcoing, Villette. Zone: 93. Tel: 752.73.00, 243.55.00. Cable: VOGDISC. Telex: 28493. Pres.: Leon Cabat; Gen. Mgr.: Cesar Rossini; A&R Dir.: Albert Ferreri; A&R Mgrs.: Jacques Wolfsohn, Serge Goron; A&R: Gerard Hugué, Michel Berger; Classical & Special LP Prods.: Andre Clergeat; Sales & Mktg. Mgrs.: Simon Kaba, Maurice Synchronov; Sales & Mktg.: Robert Anoteaux; Pub. & Adv. Mgr.: Charles Vella; Promo. Mgrs.: Jean Peigne, Jacques Szylowicz; Int'l Mgrs.: Colette de Nattes, Andre Vidal.

**Labels:** (Owned) Vogue, Cochon d'Inde, Contrepoint, Fashion, Jazz Selection, Kanguouro, Loisirs, Mode, Mondo Music, POP, Pingouin, Swing; (distributed) Chanson d'Orphe, Folklore de France, Folklore du Monde, Horizon, Monte-Carlo, Orphe, Pacific, Visages de France, Visages du Monde.

**Cartridges 8-track & cassette:** Self-mfd.

**Int'l labels represented:** Alegre (USA), Bizarre (USA), Calla (USA), Deutsche Vogue (Germany), Clan-Celentano (Italy), Duke (USA), Elektra (USA), GNP Crescendo (USA), Golden Guinea (UK), Hataklit (Israel), Hit-ton (Germany), Laurie

(USA), Loma (USA), Marble Arch (UK), Middle Earth (UK), Orfeu (Portugal), Peacock (USA), Piccadilly (UK), Pye (UK), Reprise (USA), Roulette (USA), Taboo (UK), Tico (USA), Valiant (USA), Warner Bros. (USA), Zafiro-Novola (Spain).

**Int'l reps.:** Argentina (EMI), Australia (Festival), Austria (Centrocord), Belgium (Vogue), Brazil (Companhia Brasileira de Discos), Canada (Warner Bros.), Colombia (Codiscos), Denmark (Tono), Finland (PSO), Germany (Deutsche Vogue), Greece (Psatifas), Hong Kong (Cosdel), Israel (Hataklit), Italy (Ricordi), Japan (Cosdel), Lebanon (Chahine et Fils), Mexico (Gamma), Netherlands (Vogue), Norway (Arne Bendiksen), Philippines (Dyna Prods.), Portugal (Arnaldo Trindade), Singapore (Issac & Co.), South Africa (Teal), Spain (Zafiro), Sweden (Grammofon Elektra), Switzerland (Finsterwald & Cantacuzene), UK (Pye), Venezuela (Favedica), Yugoslavia (Jugoton).

Voix de Son Maitre, see Pathe-Marconi.

Vox Prod'ns, 15 Av. Pierre ler de Serbie, Paris 16. Tel: 704.27.07. Cable: VOXPRODUCT. Pres.: Mme. de Mendelssohn-Bartholdy; Pub.: Mme. Mousseaux; Promo. & Int'l: Mme. Blanc-Brude.

**Home office:** USA.

**Labels:** Super Majestic, Vox.

World Pacific, see Liberty/UA.

World Pacific Jazz, see Liberty/UA.

● independent record producers

Disques Bleu, 12 Blvd. Poissoniere, Paris 9. Tel: 523.29.81. Pres.: Andre Petitjean; A&R Dir.: Bob Allan; Comm'l Dir. & A&R: Georges Petitjean.

E P O C (Eds. & Prod'ns Musicales), 71 Rue de Provence, Paris 9. Tel: 874.15.68. Cable: PROMEPOC. Pres., Tape & Int'l: Francis F. O'Neill; Gen. Mgr., Sales & Mktg.: Roger Corsin; A&R, Pub., Adv. & Promo.: Claude Bibonne.

**Label credits:** CBS, EMI, Disc' AZ, RCA, Decca, Polydor, Vogue, Barclay, Philips.

France Etoile (Prod'n Musicale), 19 Rue Lord Byron, Paris 8. Tel: BAL.53.00, 359.10.78. Pres.: Françoise Boublil; Gen. Mgr.: Franck Pourcel.

Louis Gaste (Eds.), 5 Rue du Bois de Bologne, Paris 16. Tel: 704.53.53. Pres.: Jacqueline Gaste; Mgr.: Louis Gaste.

**Label credits:** Line, Number One, Jockey, MCF.

Katema, 68 Rue Boursault, Paris 17. Tel: 622.60.43. Dirs.: Marika & Katia Babl.

Mandy-Criterion Prod'ns, 27 Blvd. des Italiens, Paris 2. Tel: RIC.69.95. Pres.: Michael H. Goldsen; Gen. Mgr.: Jack Robinson.

**Label credits:** Disc' AZ, Polydor, Barclay, Musidisc, Capitol.

Paris-Inter (Eds.), 7 Rue Saint-Lazare, Paris 9. Tel: 878.76.96. Pres.: Marcel d'Anella.

Radio-Programmes SA, 252 Faubourg Saint-Honore, Paris 8. Tel: 227.60.24. Pres.: Jacques Canetti; PR & Press: Françoise Canetti.

**Label credits:** Belier, Jacques Canetti.

Robin Direction, 2 Rue Cavallotti, Paris 18. Tel: LAB.05.39. Bd. Chm.: Robin Hemingway.

**Home office:** USA.

**Label credits:** Liberty (Germany), Philips (France), Polydor (France), United Artists (Germany).

Sainte Parisienne de Promotion Artistique, 9 Sq. Moncey, Paris 9. Tel: 744.39.90.

**Label credit:** Barclay.

Saravah, 29 Av. de Friedland, Paris 8. Tel: 359.66.03. Mng. Dir.: Pierre Barouh; Gen. Sec'y: Fernand Borruso.

**Label credit:** MCA (USA).

T R O, 34 Av. des Champs-Élysées, Paris 8. Tel: 255.69.06, 359.71.40. Prod'n Mgr.: Jacques Poisson.

● music publishers

A A Music, see Eddie Barclay.

A V R, 14 Rue de Moulin-Joly, Paris 11. Tel: 023.19.18.

Acuff-Rose France SarL, 4 Rue d'Argenson, Paris 8. Tel: 266.56.05. Gen. Mgr.: Georges Roquiere.

**Home office:** USA.

Affiliate: Chappell.

Adel (Prod'ns), 40 Av. Hoche, Paris 8. Contact: Pierre Perret.

Lucien Ades (Eds.), see Allo Music.

Agence Musicale Int'l'e, see Gerard Tournier.

Alleluia, 10 Rue St. Florentin, Paris 1. Tel: 073.85.05, 742.44.34.

Allmusic Beuscher, see Paul Beuscher.

Allo Music, 5 Rue Clement Marot, Paris 8. Tel: 359.37.09/53.05/61.69. Mng. Dir.: Jean Pierard; Prof. Mgr.: Max Amphoux; Int'l Mgr.: Maurice Bouchoux.

**Affiliates:** Eds. Lucien Ades, Eds. Atalante, Eds. Sacha Ordine, Prod'ns Hypopotam, Eds. Kundalini, Eds. Paille Musique.

**Int'l firm represented:** Mews Music (UK).

Amour, 30 Rue Pierre Semard, Paris 9. Tel: 526.49.20. Pres.: Jean Moura.

Amphion, 9 Rue d'Artois, Paris 8. Tel: ELY.15.07. Mng. Dir.: Mme. Isabelle Bertou.

**Affiliate:** Eds. Ricordi France.

Andorra, 52 Rue du Faubourg St. Martin, Paris 10. Tel: 607.45.91. Pres.: Yves Baquet; Artistic Dir.: Mme. Barbara Warren.

**Affiliates:** Pierre Baetz, Universelles.

- April (Eds. Musicales), 3 Rue Freycinet, Paris 16. Tel.: 704.65.76. Gen. Mgr.: Philippe Boutet. Int'l reps.: Worldwide (April, Blackwood).
- Arlequin (Eds.), 12 Blvd. Poissoniere, Paris 9. Tel.: 770.86.03.
- Arpege, see Paul Beuscher.
- Atalante (Eds.), see Allo Music.
- Atlantic Music, see Criterion.
- Aznavour, 124 Rue La Boetie, Paris 8. Tel.: BAL. 80.30.
- B Y G, 29 Av. de Friedland, Paris 8. Tel.: 359.66.03. Pres.: Jean Georgakarakos; Mng. Dir. & Int'l: Jean Luc Young.
- Baboo, 20 bis Rue Louis-Philippe, Neuilly. Tel.: 722.05.30.
- Baerenreiter, 19 Rue de Vanves, Boulogne-sur-Seine. Zone: 92. Tel.: 825.99.99. Gen. Mgr.: Mme. Maria Bernstein.
- Pierre Baetz, see Andorra.
- Bagatelle (Eds. Musicales), 10 Rue Washington, Paris 8. Tel.: 256.17.99, 359.42.56. Cable: BAGATELMUSIC. Pres.: Denis Bourgeois; Gen. Mgr.: Brigitte Bertholier. Affiliates: Bourne-France, Serge Gainsbourg, Gimmick, Music 18, Plein Soleil. Int'l firms represented: Avco Embassy Music, Avemb Songs, Bourne Co., Modo Music, Revolution Music (all USA); Bourne Music, Bron (both UK). Int'l rep.: Canada (Bag).
- Banco (Eds.). Pres.: Johnny Stark, Robert Salvat. See Robert Salvat.
- Eddie Barclay (Les Nouvelles Eds.), 44 Rue de Miromesnil, Paris 8. Tel.: 265.87.80. Cable: EDDIMUSIC. Gen. Mgr.: Gilbert Marouani; Artistic Dirs.: Regis Talar, Charlie Ganem, Patrick Vilaret, Pierre Billon; Admin. Dir.: Georges Le Derf; Int'l: Jacques Rodrik. Affiliates: AA Music, Cirta, Curci France, Jeune Musique, Trema. Int'l firms represented: Screen Gems/Columbia, Lois, Spanka, Dwarf, Pamper, Robert Kirshner, Sparta, Kirshner, Paradox, Roosevelt, Windfall (all USA). Int'l reps.: Austria (Barclay), Belgium (Barclay), Canada (Barma), Germany (Barclay), Italy (Les Copains), Switzerland (Eds. des Rives).
- Belier, 252 Faubourg Saint Honore, Paris 8. Tel.: 227.60.64. Contact: Francoise Canetti.
- Belwin-Mills France Sarl, 67 Rue de Provence, Paris. Tel.: 874.19.41. Contact: J. Gallois-Montbrun. Home office: USA. Affiliate: Gerard Tournier.
- Bessel, 78 Rue de Monceau, Paris 8. Tel.: 522.02.13. Contact: Alexandre Bessel.
- Paul Beuscher-Arpege (Eds.), Blvd. Beaumarchais 23-29, Paris 4. Gen. Mgr.: Philippe Seiller; Artistic Mgr.: Rene Desmarly. Affiliates: Arpege, Allmusic Beuscher, SIM. (SEE ADVERTISEMENT)
- Billaudot, 14 Rue de l'Echiquier, Paris 10. Tel.: 770.14.46. Pres.: Robert Billaudot; Prof. Mgr.: Gerard Billaudot. Int'l reps.: Germany (Otto Junne), Italy (Carisch), UK (United), USA (Baron).
- Bleu Blanc Rouge (Eds.), 21 Rue Jean Mermoz, Paris. Tel.: 225.98.12. Pres.: Huguette Ferly. Int'l rep.: Belgium (Eds. Jean Kluger).
- La Boetie Music, see La Compagnie.
- Bornemann, 15 Rue de Tournon, Paris 6. Tel.: 326.05.88. Gen. Mgr.: Maurice Bornemann. Int'l reps.: Germany (Otto Junne), UK (UMP), USA (H. W. Gray).
- Bourne-France, 10 Rue Washington, Paris 8. Tel.: 256.17.99. Home office: USA. Affiliate: Bagatelle.
- Bretagne (Eds. Musicales), 43 Rue Fessart, Boulogne-sur-Seine. Zone: 92. Tel.: 605.02.06. Pres.: Alain Barriere; Gen. Mgr.: Henry Hoffmann. Int'l reps.: Canada (Sunrise Music), UK (Eds. Claude Pascal).
- Raoul Breton (Eds.), 3 Rue Rossini, Paris 9. Tel.: 824.53.64. Pres.: Mme. V. Breton. Int'l branch: Belgium. Affiliates: Edimarton, Vianelly, Victoria, Star-Music, Maillochon. Int'l rep.: USA (France Music).
- Brull & Harmonic, 8/10 Rue Rene Bazin, Paris 9. Tel.: 224.84.86, 460.24.54. Pres.: Mary Therese Fiacre. Affiliate: Saint Ambiance Musicale Illustration Sonore.
- Gerard Calvi (Eds. Musicales), 54 Rue d'Hautville, Paris 10. Tel.: 824.93.83. Pres. & Gen. Mgr.: Jacques Wolfsohn.
- Caravelle, see Jacques Plante.
- Carrara, 86 Rue du Faubourg Saint-Martin, Paris 10. Tel.: 206.43.37.
- Claude Carrere (Eds.). Pres.: Claude Carrere, Robert Salvat. See Robert Salvat.
- Carrusel, 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), Switzerland (Belmont).
- Martin Cayla (Eds. Musicales) (Le Soleil), 33 Rue du Faubourg St. Martin, Paris 10. Tel.: 208.91.66.
- Chaillot, see LEM.
- Chancelier, see Pathe-Marconi.
- Le Chant du Monde, 32 Rue Beaujon, Paris 8. Tel.: 924.57.73. Cable: CHAMODISC. Pres.: Jean Roire; Gen. Mgr.: Jean Miaihe. Int'l firms represented: Eds. Musica (USSR), Oak Pub'ns (USA), Ryerson Music Pub'rs (USA).
- Chappell-Aznavour, see Chappell.
- Chappell SA, 4 Rue d'Argenson, Paris 8. Tel.: 266.56.05. Pres.: Georges Roquiere. Int'l branches: Australia, Canada, Germany, Italy, England, Netherlands, New Zealand, South Africa, Spain, Sweden, Switzerland, USA. Affiliates: Acuff-Rose, Chappell-Aznavour, Cinq-Continents. Int'l firms represented: Famous Chappell, Irving Berlin, Edwin H. Morris, Rumbalero, Sylva, Anglo-Pic, Ipanema.
- Choudens, 38 Rue Jean Mermoz, Paris 8. Tel.: 225.17.21. Cable: CHOUENSEDITEUR. Dir.: Andre Chevrier. Int'l reps.: Austria (Verlag-Eirich), Germany (Ahn & Simrock), Italy (Sonzogno), Netherlands (Albersen), UK (United), USA (Peters).
- Cinq-Continents, see Chappell.
- Cirta, see Eddie Barclay.
- La Compagnie, 11 Rue de Magdebourg, Paris 16. Tel.: PAS.80.20. Pres. & Gen. Mgr.: Norbert Saada. Affiliates: La Boetie Music, Espiegle Music. Int'l firms represented: MRC, Dandy, Yael's Publ'g. Int'l reps.: Belgium (Peter Plum), Canada (ITT), Italy (Domingas), Spain (Sympathy). (SEE ADVERTISEMENT)
- Constallat, 60 Chaussee d'Antin, Paris 9. Tel.: TRI.78.71.
- Contemporaines, 99 Av. Simon Bolivar, Paris 19. Tel.: BOL.68.19. Pres.: Freddy Carrara.
- Continental (Eds.), see Tutti.
- Courcelles, 61 Rue de Lourmel, Paris 15. Tel.: 828.71.26. Mng. Dir.: Claude Waddington. Int'l firms represented: Brauer (Belgium), Imnus (Germany), Leonardi (Italy). Int'l reps.: Austria (Imnus), Italy (Leonardi), Luxembourg (Brauer), Netherlands (Brauer), UK (Mandeville), USA (Mandeville).
- Criterion Music Corp., 27 Blvd. des Italiens, Paris 2. Tel.: RIC.69.95. Pres.: Michael H. Goldsen; Gen. Mgr.: Jack Robinson. Home office: USA. Affiliate: Atlantic Music. Int'l rep.: UK (Lorna Music).
- Cromwell, see Essex.
- Curci-France, see Eddie Barclay.
- Dany Music, 134 Blvd. Haussmann, Paris 8. Tel.: 227.64.53.
- De Clercq, 44 Rue du Colisee, Paris 8. Tel.: 359.26.82. Affiliate: France Vedettes.
- Georges Delrieu & Cie., 45 Av. Jean-Medecin, 06/Nice. Tel.: (93) 88.61.96. Pres.: Gerard Delrieu. Int'l reps.: Japan (Buffet-Crampon), UK (Galiard), USA (Galaxy).
- Denjean (Eds. & Prod'ns), see Labrador.
- Derby, 95 Blvd. Beaumarchais, Paris 3. Tel.: 272.37.98, 508.45.58. Mng. Dir.: Robert Lotrous; Artistic Dir.: Louis Marschal.
- Walt Disney Prod'ns (France), 44 Av. des Champs-Elysees, Paris 8. Tel.: ELY.17.80. Pres.: Jimmy Johnson; Gen. Mgr.: Armand Bigle; Sales Mgr.: Joseph Geoffray. Home office: USA. Int'l branches: Australia, Canada, Denmark, France, Germany, Italy, Japan, UK. Affiliate: Wonderland. Int'l reps.: Argentina (Ed. Musical Korn), Australia (Castle), Brazil (Victor), Germany (April), Israel (Israzemer), Italy (Curci), Japan (Shinko), Mexico (Brambilla), Netherlands (Anagon), Scandinavia (Norway, Denmark, Iceland—Imudico; Sweden, Finland—Odeon), Spain (Hispanovox).
- Dreijac, 60 Rue Francois Ier, Paris 8. Tel.: 359.62.36. Contact: Jean Dreijac.
- Durand, 4 Place de la Madeleine, Paris. Tel.: 073.61.78. Cable: DURFILLS. Mng. Dir.: Rene Dommage; Prof. Mgr.: Adrien Reveau. Int'l reps.: Austria (Universal), Germany (Otto Junne), Italy (Casa Musicale Sonzogno), Latin America (M. Giacompol), UK (United), USA (Elkan-Vogel).
- E P O C (Eds. & Prod'ns Musicales) (SACEM), 71 Rue de Provence, Paris 16. Tel.: (01) 874.15.68. Pres.: Francis F. O'Neill; Gen. Mgr.: Roger Corsing; Sales Mgr.: Claude Bibonne. Int'l firm represented: Mother Mistro. Eco Music, see Pathe-Marconi.
- Edimarton, see Eds. Raoul Breton.
- Editions Associees (Les), see United Artists.
- Editions du Seuil, 27 Rue Jacob, Paris 6. Tel.: 326.84.60. Cable: EDISEUIL. Pres.: Paul Flamand; Gen. Mgr.: Jean Bardet.
- Enoch & Cie., 27 Blvd. des Italiens, Paris 2. Tel.: 742.69.95. Cable: ENOCH. Pres.: Jacques Enoch; Gen. Dir.: Janine Enoch. Int'l firm represented: Criterion (USA). Int'l rep.: USA (AMP).
- Epi, 13 Rue Sequier, Paris 6. Tel.: 633.21.37. Contact: Yvon Paya.
- Max Eschig (Eds.), 48 Rue de Rome, Paris 8. Gen. Mgr.: Jean Marietti. Int'l firm represented: AMP (USA). Int'l rep.: USA (AMP).
- Escor (SACEM), 24 Av. de Breteuil, Paris 7. Tel.: 566.45.93. Cable: FANDINE. Pres.: Mme. Cecile Guerin; Gen. Prof. Mgr.: Luis Pena. Espiegle Music, see La Compagnie.
- Essex SA (Eds., TRO—The Richmond Org.), 34 Av. des Champs-Elysees, Paris 8. Tel.: 225.69.60, 359.71.40. Cable: EDITRO. Pres. & Gen. Mgr.: Ellen C. Nathan; Prof. Mgr.: Jacques Poisson. Home office: England, The Essex Music Group. Affiliates: Cromwell, NFC. Int'l firms represented: TRO (USA), Essex Group (UK), Apple (UK), Commander Pub'ns (USA), Fabulous (USA), Fall River (USA), Harold Leventhal (USA), Mirage (UK), Zerlad. Int'l reps.: Worldwide (TRO). Euro-France, see Gerard Tournier.
- Fantasia (Les Eds. Musicales), 3 Rue de Gramont, Paris 20. Tel.: RIC.96.10. Pres.: Andre Chagneau; Gen. Mgr.: Rene Boyer.
- Fleurus, 31 Rue de Fleurus, Paris 6. Tel.: 548.49.95.
- Fox Europa, 33 Av. des Champs-Elysees, Paris 8. Home office: USA, Twentieth Century Music.
- Francaise de Musique-Technisor (Ed.), see Train Bleu Technisor.
- France Etoile (Ed.), 19 Rue Lord Byron, Paris 8. Tel.: BAL.53.00, 359.10.78. Pres.: Francoise Boubli; Gen. Mgr.: Franck Pourcel.
- France-Melodie, 5 Av. de l'Opera, Paris 1. Tel.: 073.37.37, 073.33.11. Pres.: Barthe Lambertini. Int'l firms represented: Robbins (USA, UK), Leo Feist (USA), Miller (USA), Hastings (USA).
- Francis-Day, 5 Av. de l'Opera, Paris 1. Tel.: 073.37.37, 073.33.11. Pres.: Barthe Lambertini. Int'l firms represented: Francis Day & Hunter (Germany, UK), Donna (UK), Ed. Musicali Francis-Day (Italy), Canciones del Mundo (Spain), Jay (USA).
- French Music, 124 Rue la Boetie, Paris 8. Tel.: 225.80.30. Cable: FRENCHMUSIC. Dirs.: Charles Aznavour, Georges Garvarentz; Gen. Mgr.: Jacques Carpentier; Prof. Mgr.: Yvan Heldman. (Administered by Chappelle).
- Serge Gainsbourg, see Bagatelle.
- Julio Garzon, 13 Rue de l'Echiquier, Paris 10. Tel.: 770.39.15. Pres.: Louis Garzon. Home office: Spain.
- Louis Gaste (Eds.), 5 Rue du Bois de Boulogne, Paris 16. Tel.: 704.53.53. Pres.: Jacqueline Gaste; Gen. Mgr.: Louis Gaste; Dir.: Janine Adam. Int'l rep.: USA (Convention). Gimmick, see Bagatelle.
- Sacha Gordine (Eds.), see Allo Music.
- Joseph Graff (Eds.), Theatre et Musique, Guebwiller. Zone: 68. Tel.: 76.83.37. Mgr.: Joseph Haefele.
- Grand Ave. (Eds.), 49 Av. Hoche, Paris 8. Tel.: 227.16.34. Pres.: E. W. Pelgrims de Bigard; Gen. Mgr.: Jean Pierre Recazin. Int'l firm represented: Page Full of Hits (UK). Int'l reps.: Belgium (Eds. Foniore), Netherlands (Eds. Bospel).
- Johnny Halliday (Eds.), see Robert Salvat.
- Hamelle, 24 Blvd. Malesherbes, Paris 8. Tel.: 265.36.39. Mng. Dir.: Margueritte Bruneau; Gen. Mgr.: Gerard Bruneau. Int'l reps.: Germany (Otto Junne), UK (UMP), USA (Elkan-Vogel).
- Harmonia (Campbell-Connelly Group), see Jacques Plante.
- Heugel & Cie., 2bis Rue Vivienne, Paris 2. Tel.: 231.43.53. Cable: MENESTREL. Pres.: Jacques Heugel; Artistic Dir.: Francois Heugel; Comm'l Dir.: Philippe Heugel. Int'l firms represented: Ars Viva (Germany), Bote & Bock (Germany), Donemus (Netherlands), Faber (UK), Mercury (USA), Panton (Czechoslovakia), Ricordi (Italy). Int'l reps.: Australia (Allan), Germany (Otto Junne), Italy (Ricordi), Japan (Buffet-Crampon), UK (United), USA (Presser).
- Homere (Eds. Musicales & Disques), 3 Cite Magenta, Paris 10. Tel.: 208.93.80. Pres.: Marcel Bonom; Gen. Mgr.: Michel Herault. Int'l firms represented: Berry (UK), Daedalian, Mikel Hooks (USA), New Music (Belgium).
- Hortensia, 46 Rue de Douai, Paris 9. Tel.: 874.52.64. Pres.: Robert Mezbourian; Gen. Prof. Mgr.: M. Louiguy. Int'l rep.: Italy (Sugar).
- Hypopotam (Prod'ns), see Allo Music.
- Igloo, 12 Rue Ballu, Paris 9. Tel.: 874.17.24. Mgr.: Marcel Marouani.
- Intersong, 2 Rue Cavallotti, Paris 18. Tel.: 522.05.39. Gen. Mgr.: Jacques Kerner. Affiliate: Eds. Continental.
- J-S Recs., 550 Rue H. Richans, Montesson. Zone: 78. Contact: Juliern Sledz.
- Dick James, see Gerard Tournier.
- Jenner Music, see Tutti.
- Jeune Musique, 122 Blvd. Exelmans, Paris 16. Tel.: 525.20.73. (See Eddie Barclay).
- Jobert, 44 Rue du Colisee, Paris 8. Tel.: 359.26.82. Pres.: Mme. Jean Jobert; Gen. Dir.: Mme. Denise Jobert-Georges. Int'l reps.: Germany (Ahn & Simrock), UK (United), USA (Theodore Presser).
- Joubert, 25 Rue d'Hautville, Paris 10. Tel.: 770.15.73. Cable: EDIJOUBERT.
- Katema, 68 Rue Boursault, Paris 17. Tel.: 622.60.43. Dirs.: Marika & Katia Babl.
- Kundalini (Eds.), see Allo Music.
- L E M Publ'g, 13 Rue Washington, Paris 8. Tel.: 359.34.35. Pres.: Edward Chekler. Affiliates: Chaillot, La Moisson. Int'l firm represented: New Music (Belgium).
- Labrador (Eds.) (BIEM), 9 Sq. Moncey, Paris 9. Tel.: 744.39.90. Pres.: Francis Dreyfus; Gen. Mgr.: Louis Battut; Comm'l & Int'l Mgr.: Simon Hosemans. Affiliates: Quasar Music, Eds. & Prod'ns

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Denjean.  
**Int'l firms represented:** Island Music (UK), Lupus Music (UK), Robin Jibb (UK), Rare Bird (UK), Sam Fox (USA).  
**Int'l reps.:** Benelux (Primavera), Italy (La Voce del Padrone), Switzerland (Musikvertrieb). (SEE ADVERTISEMENT)

Alphonse Leduc, 175 Rue Saint-Honore, Paris 1. Tel: 073.12.80, 073.48.61, 073.27.03. Gen. Mgrs.: Claude Alphonse & Gilbert Alphonse Leduc; Sales Mgr.: Claude Alphonse Leduc.  
**Int'l reps.:** Germany (Bote & Bock), UK (United).

Michel Legrand Prod'ns, 252 Rue du Faubourg Saint-Honore, Paris 8. Tel: 662.51.05. Cable: LEGRANDMUSIC. Gen. Dir.: Michel Legrand; Dir.: Marcelle Legrand; Prof. Mgr.: Marcel Rothel.  
**Int'l reps.:** Belgium (Comubel), USA (Justinian).  
 Francis Lemarque, 18 Av. du Mesnil, La Varenne. Zone: 94. Tel: 472.34.21. Mng. Dir.: Ginette Korb.  
**Int'l rep.:** Belgium (Dolfimusic).

Henry Lemoine (Ed.), 17 Rue Pigalle, Paris 9. Tel: 874.09.25.  
**Int'l branch:** Belgium.  
**Int'l reps.:** UK (United), USA (Elkan-Vogel).

Levain, 1 Rue de l'Abbe Gregoire, Paris 6. Tel: 222.15.84. Contact: Claude Truchot.  
 Louise (Eds. Musicales), 43 Rue Fessart, Boulogne. Zone: 92. Tel: 605.02.06.

Pepe Luiz (Eds. Musicales), 14 Rue Chaptal, Paris 9. Tel: 744.24.03. Gen. Prof. Mgr.: Louis Delacour.  
**Affiliate:** Travel Music.

M K (Eds.), 58 Av. de Wagram, Paris 17. Tel: 924.42.56. Dirs.: Nicolas Perides, Monique Knuchel.  
 Madeleine, see Jacques Plante.  
 Maillochon, see Eds. Raoul Breton.  
 Majestic, 252 Faubourg Saint-Honore, Paris 8. Tel: 227.60.24. Pres.: Lucienne Canetti; Gen. Mgr.: Jacques Canetti.

Mandy, 95 Rue Championnet, Paris 18. Tel: 255.49.95. Dirs.: Jack Robinson, Georges Chate-lain & Bernard Estardy.  
**Int'l rep.:** USA (Criterion).

Eddy Marnay, 8 Av. Rachel, Paris 18. Tel: 522.98-52. Pres.: Eddy Marnay.

Helene Martin (Eds.), Viens. Zone: 84. Tel: Viens 13. Mng. Dir.: Helene Martin; Press Dir.: Solange Lembergeon.  
**Int'l reps.:** Belgium (Schott), Switzerland (Freibourg, Vial).

Masspacher SA, 39 Passage du Grand Cerf, Paris 2. Tel: 231.02.02. Pres.: Andre Masspacher; Gen. Mgr.: Andree Masspacher; Gen. Prof. Mgr.: Jean Lecomte.

Melorhin (Les Eds. Musicales), PO Box 21, 13 Rue Maurice Ravel, Colmar. Zone: 68. Tel: (89) 41.47.74. Pres.: Fernand Erbsland.

Meridian, see SEMI

Metropolitaines (Eds.), 3 Rue Rossini, Paris 9. Tel: 770.27.78. Gen. Mgr.: Pierre Ribert.

Micro, 13 Rue Washington, Paris 8. Tel: 225.43.03. Pres.: Georges Henon; Gen. Prof. Mgr.: Philippe Audrey.  
**Branch:** Paris 9, 12 Blvd. Poissoniere.

Le Minotaure (Eds. Musicales), 128 Rue de Vaugirard, Paris 6. Tel: 222.41.45, 222.57.14. Pres.: Mme. Rolande Bismuth-Filliat.

Ivan Mogull Music Assocs., c/o SACEM, 10 Rue Chaptal, Paris 9.  
**Home office:** USA.  
 La Moisson, see LEM.

Monica (Eds.), 4 Rue Lincoln, Paris 18. Tel: 359.06.02. Mng. Dir.: Rolf Marbot.  
**Affiliate:** SEMI.  
**Int'l firms represented:** American Metropolitan Entis. (USA), Kassner Assoc'd Publ'rs (UK).

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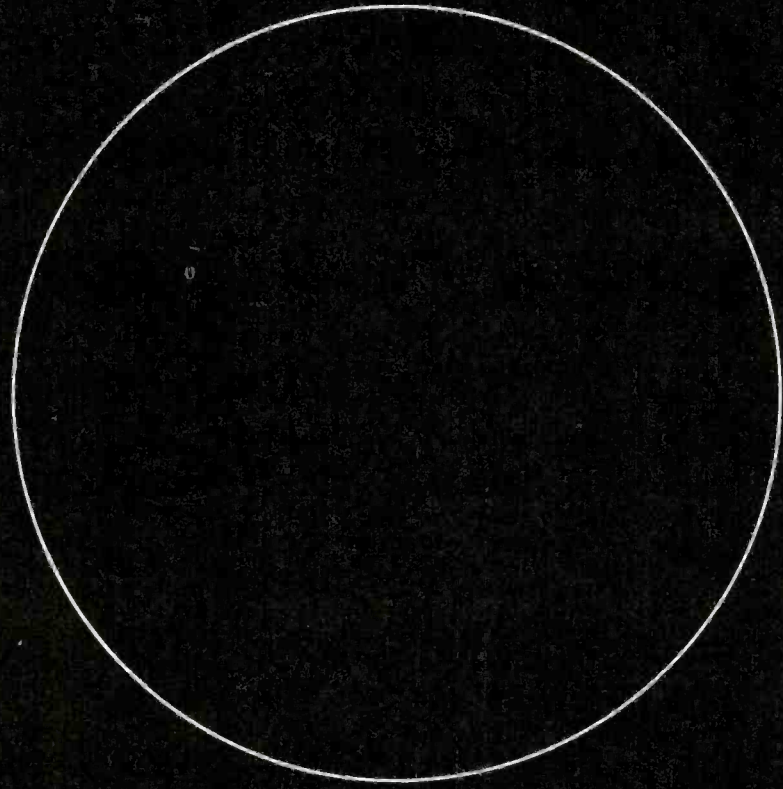
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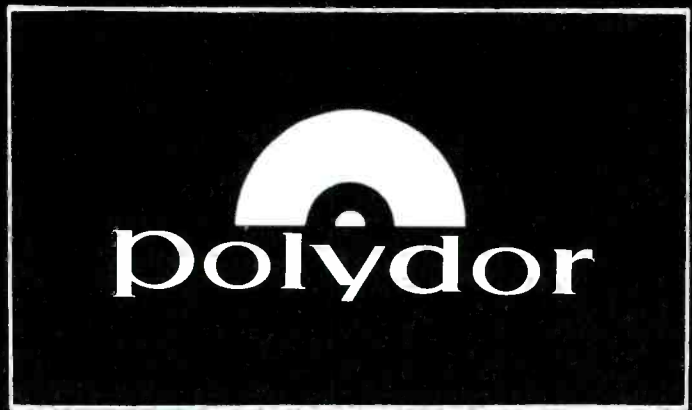
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Deutsche Schallplatten (VEB), Reichstagufer 4-5, 108 Berlin. Tel: 225071.

**music publishers**

Breitkopf & Hartel (VEB), PO Box 147, Karlstr. 10, 701 Leipzig. Tel: 7351.

Deutscher Verlag fur Musik (VEB), PO Box 147, Karlstr. 10, 701 Leipzig. Tel: 7351.

Harth Musik Verlag/Pro Musica Verlag, PO Box 467, Karl-Liebknechtstr. 12, 701 Leipzig. Pres.: Carl-Ernst Teichmann.

Friedrich Hofmeister (VEB), PO Box 147, Karlstr. 10, 701 Leipzig. Tel: 7351.

Lied der Zeit Musikverlag (VEB), Rosa-Luxemburgstr. 41, 102 Berlin. Pres.: Herbert Taeschner.

Peters (Ed.) (VEB), Talstr. 10, 701 Leipzig. Tel: 25953.

Pro Musica Verlag, see Harth.

**IMPORTERS & EXPORTERS**

Deutscher Buchexport & Import, Leninstr. 16, 701 Leipzig.

Lied der Zeit (VEB), PO Box 1515, Hankestr. 3, 102 Berlin. Tel: 425081. Pres.: Herbert Taeschner. Exports: Tape.

**ASSOCIATION & PROFESSIONAL ORGANIZATION**

Association of German Composers & Musicologists, Leipzigerstr. 26, 108 Berlin.

Neue Bachgesellschaft, Int'le Vereinigung, Karlstr. 10, Leipzig.

**GERMANY, WEST**

**RECORDS:**

Records sold domestically: LP's 1969—38,300,000 units, \$87,264,305; 1968—33,800,000 units. EP's 1969—2,600,000 units, \$5,449,591; 1968—3,200,000 units. Singles 1969—34,800,000 units, \$41,411,444; 1968—31,900,000 units.

Records manufactured for domestic & export sale: LP's 1969—51,200,000 units; 1968—45,100,000 units. EP's 1969—2,800,000 units; 1968—3,600,000 units. Singles 1969—40,800,000 units; 1968—37,100,000 units.

Records imported (excluding firms that import without being a manufacturer): 1969—2,710,000 units; 1968—2,630,000 units.

Imports from USA (records, blanks, pre-recorded tapes): 1969—\$695,274; 1968—\$757,453.

Records exported to USA: 1969—\$62,614 units, \$854,895; 1968—\$27,586 units, \$1,199,222.

Records exported to all countries: 1969—19,100,000 units; 1968—16,900,000 units.

Average retail price per record: LP's—\$1.64 to \$3.80; EP's—\$2.03; singles—\$1.26.

Stereo sales: 90% except historical recordings. Record Club sales: 9%.

Type of distribution: There is a small but not significant decline in the manufacturer-to-wholesaler-to-retailer system of distribution to the manufacturer-to-retailer system. Record clubs are in control of a good share of the market. Rack jobbing mostly in warehouses, which are growing in the low price field. Big firms like DGG, Electrola, Teldec sell directly to the retailer or via delivery stores of their own.

Type of promotion: Leading pop promoters have kept up radio and TV charts and musical magazines. Also fan magazines propel record sales.

Jukeboxes: 65,000.

**TAPE:**

Market: The rapid growth of the pre-recorded tape market was documented by 1,000,000 compact cassette recorders and players sold by the end of 1968, and 1,000,000 more in 1969. Of these about 90% were recorders and 10% players only. This brings the total of playback units of all types to about 6,500,000, covering 20% of households. The ratio of pre-recorded to blank compact cassettes is 1.5. The first step into 8-track cartridges was made by Electrola and CBS. The use of 8-track is said to be due to US-manufactured cars. While the DGG-Philips group was the sole manufacturer of musicassettes till the end of 1968 (and still produces 75% of this market), during 1969 all leading record companies began issuing almost all LP's on tape. By the end of 1969 there were about 1,200 musicassettes titles available, 10% of which are from the classical repertoire. Imports from outside the Common Market are almost nil.

Pre-recorded tape manufactured for domestic & export sale (factory value): Cassette 1968—540,000 units, \$2,957,000. Open reel 1968—\$403,200.

Pre-recorded tape imported from USA (factory value): 1968—under \$500,000.

Average retail price per tape: Cartridge 8-track—\$7.50; cassette—(pop) \$5.65, (classical) \$7.25; open reel—\$5.38.

Type of distribution: 90% of distribution is from manufacturer-to-retailer, the rest, manufacturer-to-wholesaler-to-retailer.

**record manufacturers importers/distributors**

A M S, see L. Schwann.

A M S-Studio, see L. Schwann.

Anaboni-Schallplatten, Burgstr. 21, Nuernberg. Tel: (0911) 22 77 56. Owner: Heinz Schlegel; Sec'y: Clara Troester; Sales & Mktg.: H. Lang; Pub.: Herbert Raab; Eng.: Heinz Meyer.

Int'l labels represented: Be-Ge Recs.

Int'l rep.: Switzerland (Overseas).

Acondor, Bei der Schilleroper 5-7, 2 Hamburg 50. Gen. Mgr.: Harald Goettsche; Sales: Eric Storz; Pub. & Press.: Dirk Hellweg.

Branch: 2 Hamburg, Bein Gruenen Jaeger 10a. Tel: (0411) 43 63 55.

Label: Acondor (distributed by Deutsche Oversea).

Int'l rep.: USA, Herb Wittka, 7607 W. Greentree Rd., Milwaukee, Wis.

Archiv, see Deutsche Grammophon.

Ariola, see Ariola-Eurodisc.

Ariola-Athena, see Ariola-Eurodisc.

Ariola-Eurodisc GmbH, Arabellastr. 4, 8 Munich. Tel: (0811) 91 10 71. Cable: EURODISC. Telex: 523487. Mng. Dirs.: Monti Luftner, Friedrich Schmidt; Pop A&R: Hans Georg Ehmke; Classical A&R: Dr. Kurt Hahn; Pub. & Promo.: Willi Klofing; Int'l: Nobby Varenholz; Export & Int'l Licensing: Elmar Hussing.

Int'l branches: Austria (Ariola), Netherlands.

Labels: Ariola, Ariola-Athena, Baccarola, Baccarola-Auslese, Baccarola-International, Eurodisc, Hansa, Harmonia Mundi, Maritim, Melodia-Eurodisc, TWR, TWR Club Series.

Cartridge 8-track, cassette & open reel: Ariola, Eurodisc, Melodia-Eurodisc, Hansa, TWR, Supraphon, President, Major Minor.

Int'l labels represented: Ariston (Italy), Avco Embassy (USA), Clan Celentano (Italy), Durium (Italy), Ekipo (Spain), Ember (UK), Everest (USA), Fonit-Cetra (Italy), Gemini (UK), Laurie (USA), Mabel (Switzerland), Musicor-Dynamo (USA), Melodia, Melodia-Auslese (USSR), Major Minor (UK), Musikvertrieb (Switzerland), Mepa (Switzerland), Pama (UK), Page One (UK), Plexium (UK), President (UK), Polar (Sweden), RPM (South Africa), Rediffusion (UK), Request (USA), Sonet (Sweden), Spark (UK), Supraphon, Supraphon-Auslese (Czechoslovakia), Supreme (Belgium), Torpedo (UK), Zel (UK).

Int'l reps: Argentina (Kotrona), Australia (Phonogram), Belgium (Discobel), Canada (Polydor), Czechoslovakia (Supraphon), Denmark (Metronome), Finland (Scandia), France (Sopholet), Greece (Greek Recs.), Greenland (Nuk's), Hong Kong (Polydor), Iceland (Thorlifsson), Israel (Isralectra), Italy (Fonit-Cetra, Durium), Japan (King, Nippon Columbia), New Zealand (Philips), Nigeria (Philips), Norway (Nordisk), Philippines (Mico), Portugal (Triunfo), Singapore (Phonogram), South Africa (Teal), Spain (Vergara, Belter), Sweden (Cupol), Switzerland (Musikvertrieb), UK (Pye), USA (Colossus, RCA, Fiesta). (SEE ADVERTISEMENT)

Baccarola, see Ariola-Eurodisc.

Baccarola-Auslese, see Ariola-Eurodisc.

Baccarola-International, see Ariola-Eurodisc.

Baerenreiter-Musicaphon, see Baerenreiter & Disco-Center.

Baerenreiter-Verlag, Karl Votterle KG, Heinrich-Schutz-Allee 35, Kassel. Tel: (0561) 3 00 11. Pres.: D. Dr. h. c. Votterle; Gen. Mgr.: Wolfgang Matthei; Sales Mgr.: Dr. Joachim von Hecker. (Distributed by Disco-Center).

Int'l branches: France, Switzerland, UK.

Labels: (Owned) Baerenreiter-Musicaphon, UNESCOC-Collection; (distributed) Cantate.

Int'l label represented: Valois (France).

Int'l reps.: Japan (Nippon Columbia), USA (Musicaphon — Elektra, UNESCOC-Collection — International Rec. Inds.).

Baltic, see Disco-Center.

Beka, see Electrola.

Bel Air, see Bellaphon.

Belcantophon, see Disco-Center.

Bella Musica, see Multiklang.

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 Gutersloh. (Distributed by Eurodisc).

Labels: Bertelsmann, Gong, Marcato, Parnass, SR-Int'l.

Int'l label represented: Amadeo (Austria).

Int'l reps.: Austria (C. Bertelsmann), Switzerland (Arcadia).

Biblia, see Disco-Center.

Bingola, see Rudolf Bohnen.

Blue Note, see Liberty/UA.

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Rudolf Bohnen (Musikverlag & Produktion), Klenzestr. 65, 8 Munich 5. Tel: 26 66 56. Gen. Mgr.: Rudolf Bohnen. Labels: Bingola, Peggy.

Brilliant, see Metronome.

Buena Vista, see Walt Disney & Electrola.

C B S Schallplatten GmbH, Sontraerstr. 18, 6 Frankfurt/Main. Tel: (0611) 41 71 21. Cable: COL-RECORD. Telex: 417215. Mng. Dir.: Rudolf Wolpert; Pop & Int'l A&R Dir.: Hermann R. Zentgraf; Classical A&R & Int'l: Hans Richard Stracke; Sales Mgr.: Peter Hube; Promo. & Pub.: Ingo Seiff.

Branches: 1 Berlin 15, Ludwig-Kirchstr. 11a. Tel: (0311) 881 63 98. Mgr.: Martha-Anne Glantz-2 Hamburg 13, Hagedornstr. 6. Tel: (0411) 45 74 00. Mgr.: Hedwig Schaeztler-8 Munich 12, Ligsalstr. 20. Tel: (0811) 538 03 04. Mgr.: Ursula Franz. Labels: CBS, Epic.

Cartridge 8-track & cassette: CBS.

Int'l labels represented: Arhoolie, Bell, Blue Horizon, Linda, Metromedia, Milestone, Movie-tone, Scout, 20th Century-Fox.

Int'l reps.: Worldwide, (CBS/Columbia).

Calig Verlag GmbH, Renatastr. 71, 8 Munich 19. Tel: (0811) 516 34 76. Pres.: Wolfgang Walter. (Distributed by Disco-Center).

Label: Calig.

Int'l reps: Belgium (IPA), France (BYG), Japan (Universal), Luxembourg (SEI), Netherlands (HOSAT).

Camarata, c/o Moeseler Verlag, Hoffmann-von-Fallerslebenstr. 8, 334 Wolfenbuettel. Tel: (05331) 2 26 84. Cable: MOESELERVERLAG. Dir.: Karl Heinrich Moeseler; Classical A&R; Friedrich Wilhelm Seifert; Sales & Mktg.: Heinz Gemmel; Pub.: Juergen Koehel; Int'l: Reinhard Huch. Label: Camarata (distributed by Deutsche Austrophon & Disco-Center).

Int'l branch: Switzerland.

Int'l rep.: USA (Elektra).

Cantate, Heinrich-Schuetz-Allee, 33, 35 Kassel-Wilhelmshoeh. Tel: (056) 3 00 13. Gen. Mgr.: Dietfried Mundry; Sales Mgr.: Helmut Fricke; Prod'n: Ulrich Zimmer, Wilhelm Ehmann. (See Baerenreiter & Disco-Center).

Capitol, see Electrola.

Casino, see Deutsche Oversea.

Center, see MPS.

Christiana, PO Box 406, 8000 Munich 13. (Distributed by Disco-Center).

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).

Cine-Art-International, see Jaguar.

Columbia, see Electrola.

Concert-Hall, Elbingerstr. 1-3, 6000 Frankfurt/Main. Coral, see Miller Int'l.

Credo, c/o Verlag Junge Gemeinde, Staffenbergstr. 38, 7 Stuttgart 1. Contact: E. Schwinghammer. (Distributed by Disco-Center).

Int'l reps.: Austria (Wartburg), Switzerland (Christ).

Cornet Music GmbH & Co. KG, Aachenerstr. 112, 5022 Junkersdorf bei Cologne. Tel: (02234) 7 60 76. Gen. Mgrs.: Heinz Gietz, Gunter Ilgner. (Distributed by Electrola).

D S G (Deutsche Schallplatten-Gemeinschaft) GmbH, Spreertr. 1, 61 Darmstadt. Tel: (06151) 850 81. Gen. Mgr.: Arnd R. Goecke. Labels: (Owned) Impression Meteor; (distributed) Ariola-Eurodisc, CBS, Deutsche Grammophon, Electrola, Liberty, Metronome, Philips, Teldec, Turicaphon.

Da Camera, Hollmuthstr. 48, 6903 Neckargemuend. Label: Da Camera (distributed by Disco-Center).

Dacapo, see Electrola.

Decca, see Teldec.

Deram, see Teldec.

Deutsche Austrophon Schallplatten-Vertriebs GmbH, PO Box 187, Auf den Esch 8, 284 Diepholz/Hannover. Tel: (05441) 344. Telex: 941221. Gen. Mgr.: Rolf Neumann; Sales Mgrs.: Charlotte Greif, Klaus Paulus. Branch: 6 Frankfurt/Main, Hinter d. s. Aussicht 10-14. Tel: (0611) 28 70 54, 28 19 97. Labels: (Owned) Elite Special, Mandolino, Swiss Jazz, Triola; (distributed) Camerata, Christophorus, Intercord, MPS, Mabel, Pelca, Popular, Studio 33, Tempo.

Int'l reps.: Austria (Centrocord), Switzerland (Turicaphon).

Cassette: Elite Special.

Deutsche Grammophon Gesellschaft mbH (DGG), Harvesterhuder Weg. 1-4, 2 Hamburg 13. Tel: 44 14 21. Cable: GRAMMAPHON. Telex: 021 2434. Mng. Dir.: Coen Solleveld, Hans-Werner Steinhausen, Johannes van der Velden, Kurt Kinkelde (headquarters); Rothenbaumchaussee 5, 2 Hamburg 13. Tel: 44 17 91. Telex: 02 15669. Mng. Dir.: Richard Busch; Admin. Mgr.: Reinhard Stehn; A&R Mgr.: Oskar Drechsler; Sales Mgr.: Hans Juergen Rusche; Classical Mktg.: Michael von Garczynski; Budget Labels Mktg.: Friitz Warncke; Int'l Labels Mktg.: Peter Uecker; Nat'l Labels Mktg.: Werner Klose; Adv. Mgr.: Klaus Egelmeyer; Pop Promo. (Antenna PR): Juergen Otterstein; Tape Mgr.: Heinz Brand. Labels: (Owned) Deutsche Grammophon Gesellschaft (DGG), Archiv, DG/Musikalisches Rendez-

vous, DG-Privilege, Heliodor, Karussell, Karussell Gold, Literarisches Archiv, Musique Royale, Polydor; (distributed) Kuckuck, Langenscheidt, Tip.

Int'l labels represented: Buddah (USA), Chess (USA), Kama Sutra (USA), MGM (USA), Palette (Belgium), Ricordi (Italy), Riverside (USA), Storyville (Sweden), Verve (USA), Verve/Forecast (USA). (SEE ADVERTISEMENT)

Deutsche Oversea Recs. GmbH, PO Box 31, Muntprattstr. 18, 775 Konstanz. Gen. Mgr.: Michel Liber; Ass't: Alice Libart.

Sales office: 7 Stuttgart, Schwabstr. 56. Mgr.: H. J. Bayer.

Labels: (Owned) Oversea; (distributed) Acondor, Casino, Hill Ton, Royal, Topas, WAM.

Int'l labels represented: Amico (Italy), Athenee (Greece), CADI (Italy), Campi (Italy), DET (Italy), Italmusica (Italy), Maietti (Italy), Mama (Italy), Marfer (Spain), Melody (Greece), MPMC (Italy), Primary (Italy), Ribalta (Italy), Ri-Fi (Italy), Roman Rec. (Italy), Said (Italy), Silver (Italy), Sonor (Italy), Sunstar (Italy), Select (Greece), Saint Martin (Italy), Tank (Italy), Tiffany (Italy), Togo (UK), Variety (Italy), Vedette (Italy), Vis Radio (Italy), Zephyr (Italy).

Deutsche Tanzmusik, Ohmstr. 9, 8 Munich 23. Prod'r: Hans Lang.

Label: Royal Splendid.

Int'l branches: Austria, Canada, Italy, Switzerland, UK (all Royal).

Deutsche Vogue Schallplatten GmbH, zur Muhle 2, 5021 Grossknigsdorf bei Cologne. Tel: (02234) 39 61, 20 25. Telex: 8882308. Gen. Mgr.: Guy Khavessian; Ass't & Int'l: Philippe Sautot; Pub. & Promo.: P. M. Deburba.

Branch: 1 Berlin-Lichterfelde, Holbeinstr. 42. Tel: 73 64 42, 773 52 42. Mgr.: Al Rehn.

Labels: (Owned) Vogue, Mode; (distributed) Hilton, Fugaton.

Cassette: Vogue.

Int'l labels represented: Alegre, Cellograph-Simp, Crescendo, Golden Guinea, Hebra, Jewel, Joker II, Jolly, Le Rotonde, Lucky, Marble Arch, Middle Earth, Novola, Orpheo, Paula, Pye, Roulette, Sidel, Tico, Young Blood, Zafiro.

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Disco-Center (Vereinigte Schallplatten-Vertriebs-GmbH), Baerenreiter-Weg, 35 Kassel-Wilhelmshoeh. Tel: (0561) 3 20 21. Gen. Mgr.: Mr. Matthei; Sales Mgr.: E. A. Schoepner.

Labels: (Owned) Disco-Center; (distributed) Baerenreiter-Musicaphon, Baltic, Belcantophon, Biblia, Calig, Camerata, Cantate, Credo, Christiana, Da Camera, Fidulafon, Koegler, Liebenzeller Mission, Sastraphon, Schulte Wetzlar, Tudor, Visaphon.

Int'l labels represented: Hungaroton (Hungary), Muza (Poland), Polski Nagrania (Poland), Qualiton (Hungary), Valois (France).

Discomon, see P. P. Kelen.

Disneyland, see Walt Disney & Electrola.

Walt Disney Musikverlag GmbH, Taunusstr. 52-60, Frankfurt/Main. Tel: 25 32 63. Pres.: Jimmy Johnson; Gen. Mgr.: Horst Koblicsek; Sales Mgr.: Rudolf Ludwig.

Home office: USA.

Labels: Disneyland, Buena Vista (distributed by Electrola).

Ela, see Monopol.

Electrola Gesellschaft mbH, Maarweg 149, 5 Cologne 41. Tel: (0221) 49 31 31. Gen. Mgrs.: Dr. G. Hundertmark, Wilfried Jung; Sales Mgr.: Dr. B. Krajewski.

Labels: (Owned) Capitol, Columbia, Dacapo, Electrola, Emidisc, Gloria, Imperial, Kristall, Odeon, Parlophone, Die Volksplatte, (distributed) Beka, Buena Vista, Cornet, Disneyland, Hoer Zu, Isartan, Orange.

Cassette: Electrola, Capitol, Columbia, Odeon, Parlophone.

Int'l labels represented: ABC (USA), Acta (USA), Angel (USA), Apple (UK), Apollon (Greece), Archive of Folk & Jazz Music (USA), Archive of Gospel Music (USA), Archive of Piano Music (USA), Armonia (Greece), Asch (USA), Athenee (Greece), Avalon (Greece), BAM (France), Bach Guild (USA), Baidaphon (France), Bluesway (USA), Blue Thumb (USA), Broadside (USA), Buluu (USA), Cairophon (Egypt), Capitol (Mexico), Cardinal (USA), Carisch (Italy), Carnaby (UK), Catfish (Netherlands), Chips (USA), Chrissio Mikrophon (Greece), Classic Editions (USA), Command (USA), Concert-Disc (USA), Cortina (Greece), Counterpoint/Esoteric (USA), Court Opera (Austria), Crazy Horse (USA), Delyse (UK), Design (USA), Desto (USA), Discophon (Greece), Dore (Greece), Dot (USA), Dunhill (USA), Dyno-voice (USA), EMI (UK), Encore (UK), Enterprise (USA), Envoy (UK), Equinox (USA), Erato (France), Esengo (UK), Everest (USA), Everyman (USA), Express (Japan), Fame (USA), Favorit

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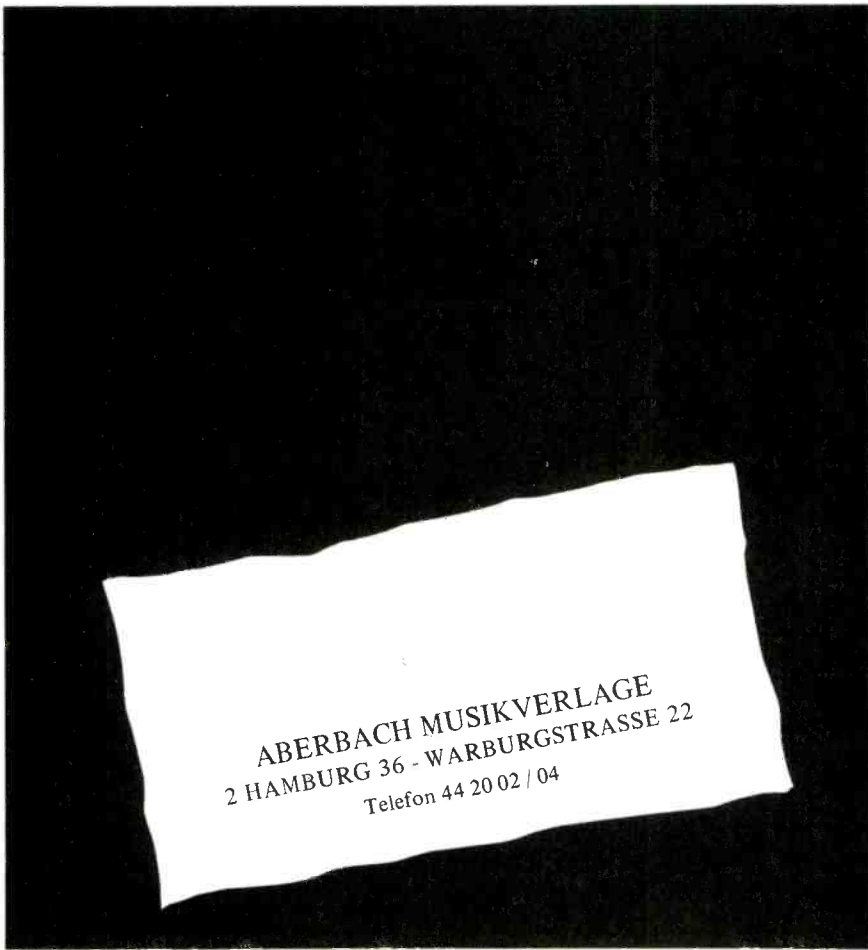
(Austria), Folkways/Scholastic (USA), Gordy (USA), Grand Award (USA), Greek Voice (Greece), HMV (UK), Hamilton (USA), Hana-Ho Recs. (USA), Harvest (UK), Hilltop (USA), Hobbit (USA), Hot Biscuit (USA), Immediate (UK), Impulse (USA), Instant (UK), Invictus (USA), Iramac (Netherlands), Jugoton (Yugoslavia), Kabarett aus Wien (Austria), Keravnophone (Greece), Koko (USA), Kef (USA), Legendiges Wort (Austria), Lilly (Greece), Lyra (Greece), Ma. Miranda M. (Greece), Melody (Greece), Monitor (USA), Motown (USA), Musart (Mexico), Music (Austria), Music-Box (Greece), Music for Pleasure (UK), Music Guild (USA), Ocora (France), Olympus (UK), Olutone (UK), 1-2-3 (USA), Oskar (Greece), PDU (Italy), Pan-Vox (Greece), Paramount (USA), Pathe-Marconi (France), Period (USA), Phoenix (Greece), Pickwick (USA), Polyphone (Greece), Popular (Greece), Preiser (Austria), Probe (USA), RBF (USA), Rare Earth (USA), Regal (UK), Respect (USA), Rhythmophone (Greece), Sahibinin Sesi (Turkey), Salonica (Greece), Scala (USA), Senate (USA), Seraphim (USA), 77 (UK), Show Town (USA), Sidel (Italy), Sidewalk (USA), Simonetta (Greece), Soul (USA), Soutelphan (Egypt), Stateside (UK), Stax (USA), Steed (USA), Stella (Greece), Straight (USA), Sun-Sing (Hong Kong), Talisman (UK), Tamla (USA), Tangerine (USA), Tina (Greece), Topic (UK), Toshiba (Japan), Tower (USA), Tradition (USA), Trianon (France), Trump (USA), Unicorn (UK), Unikum (Austria), Uptown (USA), VIP (USA), Vanguard (USA), Viva (USA), Voce del Padrone (Italy), Voix de l'Islam (France), Voix de l'Orient (France), Voix de son Maître (France), Voix de Liban (Lebanon), Volt (USA), Voz de su Amo (Spain), Voz do Dono (Portugal), Waverley (UK), Weis (USA), We Make Rock'n Roll (USA), Westminster (USA), White Hall (USA), Workshop (USA), Zapple (UK).

**Int'l reps.:** Worldwide (EMI).

Elite Special, see Deutsche Austrophon.  
 Emidisc, see Electrola.  
 Epic, see CBS.  
 Eurodisc, see Ariola-Eurodisc.  
 Europa, see Miller Int'l.  
 Fass, see Phonogram.  
 Faun, see Miller Int'l.  
 Fidula, Ahornweg 19/21, 5407 Boppard-Buchenau. Contact: Johannes Holzmeister. (Distributed by Disco-Center).  
**Label:** Fidulafon.  
 Fidulafon, see Fidula.

Fono-Schallplatten GmbH, 5 Josefskirchplatz, D 44 Muenster. Tel: 4 02 17. Mng. Dir.: Heinrich Brockhoff.  
**Labels:** (distributed) Harmonia Mundi, Vox, Turnabout, Candide, Super Majestic, Fono (Switzerland), Musica Bavarica, Ecclesia, Fonorecord, Fonodisc, Lebendige Heimat, KoK, United Artists.  
 Fontana, see Phonogram.  
 Fugaton, see Deutsche Vogue.  
 Global Moerikestr. 32, 7 Stuttgart 1. Tel: 64 16 26, 46 16 27.  
 Gloria, see Electrola.  
 Golden 12, see Metronome.  
 Gong, see Bertelsmann.  
 Graefe und Unzer, Isabellastr. 32, 8 Munich 13.  
 Hansa, Wittelsbacherstr. 18, Berlin 31. Tel: 88 40 57. Gen. Mgr.: Peter Meisel; Int'l: Irmtrud Sennert; Radio & TV Promo.: Jack Martin; Sales, Adv. & Promo.: Hans-Eberhard Blume; Prod'n: Christian Bruhn, Peter Meisel.  
**Label:** Hansa (Distributed by Ariola-Eurodisc).  
 Harmonica Mundi Schallplatten GmbH & Co., PO Box 662, Karlstr. 60, 78 Freiburg. Tel: (0761) 2 54 71. Gen. & Sales Mgr.: Rudolf Ruby; Prod. Mgr.: Dr. Alfred Krings. (Distributed by Ariola-Eurodisc).  
**Label:** Harmonia Mundi.  
 Heliodor, see Deutsche Grammophon.  
 Hilt Ton, see Deutsche Oversea.  
 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).  
 Historia, see Metronome.  
 Hitton, see Deutsche Vogue.  
 Hoer Zu, PO Box 827, 5 Cologne 1.  
**Branch:** 2 Hamburg 36, Kaiser-Wilhelmstr. 6.  
**Label:** Hoer Zu (distributed by Electrola).  
 Imperial, see Electrola.  
 Impression, see DSG.  
 Intercord Tongesellschaft, Libanonstr. 6, 7 Stuttgart 13. (Distributed by Deutsche Austrophon).  
**Label:** Intercord.  
 Into Now Unlimited, 1821 Hansen, Hamburg. VP: Hank Ambos.  
**Home office:** USA.  
 Isarton, see Electrola.  
 Jaguar-Musikproduktion, Nutzhorner Landstr. 228b, 2071 Heide 1. Tel: 26.24. Pres.: Heinrich Schweitzer.  
**Labels:** Jaguar, Cine-Art-International, Papersun.  
**Int'l reps.:** Austria (Amadeo), Benelux (Cero), Switzerland (Intercool).  
 Jalap Recs., Fochsberg 14, 675 Kaiserlautern. Tel: 5 83 36.  
**Home office:** USA.

Jupiter Rec., Biederstein 7, D 8 Munich 23. Tel: (0811) 34 70 11. Pres.: Ralph Maria Siegel.  
**Labels:** Jupiter, Stellina.  
 K, see Walter Koegler.  
 P. P. Kelen (Ring der Musikfreunde), Eickhoffstr. 14-16, 438 Gutersloh. (Distributed by Eurodisc).  
**Labels:** Discoton, Orbis.  
 Walter Koegler Verlag, Fleischhauerstr. 5, D 7 Stuttgart 81. Tel: (0711) 71 05 39. Pres. & Gen. Mgr.: Walter Koegler. (Distributed by Disco-Center).  
**Labels:** K, Koegler, Tanz.  
**Int'l labels represented:** Folkraft, Green, Top (all USA).  
**Int'l reps:** Austria (Faehrmann), Canada (Bouthillier, Canadian FDS), France (Eds. du Scarabee), USA (Folkraft).  
 Kristall, see Electrola.  
 Kuckuck Schallplatten, Leopoldstr. 28a/IV, 8 Munich 23. Tel: (0811) 33 84 21. Pres.: Eckart Rahn; Gen. Mgr.: Jerry Toger.  
**Label:** Kuckuck.  
**Int'l reps.:** Italy (Clan Celentano), worldwide excluding Italy (Deutsche Grammophon/Polydor).  
 Liberty/UA GmbH, Herzog Rudolphstr. 3, 8 Munich 22. Tel: (008) 22 13 61. Mng. Dir.: Siegfried E. Loch; Ass't Mng. Dir.: Dr. Gerhard Weber; Label Mgr.: Juergen Broecker; Sales Mgr.: Volker Bell; Pub., Adv. & Promo.: Heinz Lukasz; Int'l: Dieter Junker.  
**Labels:** Liberty, United Artists, Blue Note.  
 Liebenzeller Mission, see Disco-Center.  
 Maris, Lietzenburgerstr. 90, 1 Berlin 15. Tel: (0311) 883 52 55. Telex: 0184813. Gen. Mgr.: Herbert Maris; Prod'r: Uli Roever; PR: Henno Lohmeyer.  
 London, see Teldec.  
 Lumen, see Christophorus.  
 Luxor, see Richter.  
 MCA, see Miller Int'l.  
 MPS Recs. GmbH, PO Box 1750, D773 Villingen. Tel: (07721) 5 20 07. Pres.: H. G. Brunner-Schwer; Gen. Mgr.: H. Wollschlager; Sales Mgr.: Mike Pfeiffer; Prod'n Dir.: Willi Fruth. (Distributed by Deutsche Austrophon).  
**Labels:** MPS, Center, TopFive, Session.  
**Int'l labels represented:** Octave, Prestige (both USA).  
**Int'l reps.:** Australia (Quality), Austria (Columbia), Belgium (Barclay), Canada (Harrys Import & Export), Denmark (AEG Dansk), Finland (Pohjoismainen Sähkö Osakeyhtiö), France (Musidisc-Europe), Japan (Hara), Luxembourg (SEI), Netherlands (Barclay), South Africa (Ster), Sweden (Cupol), Switzerland (Phonag), UK (Polydor), USA (Prestige, Saba, Western Audio Imports).  
 Mabel, see Deutsche Austrophon.  
 Mandolino, see Deutsche Austrophon.  
 Marcato, see Bertelsmann.  
 Maritim, see Ariola-Eurodisc.  
 Melodia-Eurodisc, see Ariola-Eurodisc.  
 Meteor, see DSG.  
 Metronome Recs. GmbH, Heidenkampsweg 76 B, 2 Hamburg 1. Tel: (411) 24 12 61. Gen. Mgr.: Leif E. Kraul; Ass't to Gen. Mgr.: Edwin O. Boegh; Sales Mgr.: Klaus H. Lehfeldt.  
**Labels:** (Owned) Metronome, Brilliant. (distributed) Golden 12, Historia, Musica, OHR, Perl, Pop Music, Standard, Starlet, Top Classic.  
**Cartridge 8-track:** Atco, Atlantic, Barclay, Elektra, Riviera, Transatlantic.  
**Cassette:** Atco, Atlantic, Barclay, Elektra, Golden 12, Metronome, Mondial, Musica, Perl, Riviera, Transatlantic.  
**Int'l labels represented:** Atco (USA), Atlantic (USA), BYG (France), Barclay (France), Belter (Spain), Cotillion (USA), Crewe (USA), Elektra (USA), Metronome (Denmark, Sweden), Maxwell (USA), Riviera (France), Transatlantic (UK), Trend (UK), Xtra (UK).  
**Int'l reps.:** Austria (Amadeo/Centrocord), Belgium (Polydor), Denmark (Metronome), Finland (Nor-Disc), France (CED), Luxembourg (Polydor), Japan (Teichiku), Malaysia (Philips), Netherlands (Dureco), Norway (Nor-Disc), Singapore (Philips), South Africa (Meteor), Sweden (Metronome), Spain (Belter), Switzerland (EMI).  
 Miller Int'l Schallplatten GmbH (div. of MCA Recs. Int'l), Justus-von-Liebig-Ring 2-4, 2085 Quickborn. Tel: (04106) 28 85. Gen. Mgr.: Harald A. Kirsten; Pop A&R: Dr. Wilhelm Wille; Classical A&R: Dr. Erich Beurmann; MCA A&R: Norman Douglas; Sales & Mktg.: Hans M. Neumann; Pub., Adv. & Promo.: Michael Andries.  
**Int'l branch:** Netherlands.  
**Labels:** (Owned) Europa, Somerset, Pioneer, Sonic, Faun; (distributed) MCA, Coral.  
**Cassette:** Europa, Somerset.  
**Int'l labels represented:** Alshire, Alshire Int'l (Budget Sound Inc.).  
**Int'l reps.:** Austria (Moser), Belgium (Discobell), Denmark (Dansk), France (Iramac), Finland (Skandia-Musiikki), Italy (Discoteca, Frattina), Luxembourg (Societe Electro Industrielle), Norway (Arne Bendiksen), Spain (Sociedad Espanola de Divulgacion Musical), Sweden (Sonet), Switzerland (S&S Rec Serv.).  
 Mode, see Deutsche Vogue.  
 Mondial, see Rhenus.  
 Monopol Wittelsbacherstr. 18, 1 Berlin 31. Tel: (0311) 881 06 81. Gen. Mgrs.: Peter & Thomas Meisel; Prod'n Dir.: Rudolf Schroder.  
**Labels:** Monopol, Ela.



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He's got Ariola

Working with Ariola means success.

Because . . .

Ariola promotion uses new ideas.

Because . . .

Ariola distribution is spelled S. A. L. E. S.

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Our treatment.

Then . . .

Watch your artists dominate our charts.

Like Ariola artists do.

Peter Alexander, Mireille Mathieu, Udo Jürgens,  
Rex Gildo, Heintje, Michael Holm, Ricky Shayne,  
The Hollies, The Equals, The Troggs, Apocalypse,  
Tee-Set, Vanity Fare,  
George Baker Selection, Desmond Dekker



continued

Multiklang, 6 Frankfurt/Main.  
**Labels:** Bella Musica, Welt-Melodie. (Distributed by Supertone).  
 Musica, see Rhenus & Metronome.  
 Musica Mundi, see L. Schwann.  
 Musica Sacra, see L. Schwann.  
 Musidisc, see Bellaphon.  
 Musique Royale, see Deutsche Grammophon.  
 O.H.R., see Metronome.  
 Odeon, see Electrola.  
 Orange Recs., Franz-Josefstr. 2, 8 Munich 13. Tel: (0811) 34 63 08, 39 36 88.  
**Label:** Orange (distributed by Electrola).  
 Orbis, see P. P. Kelen.  
 Orpheus, see Phonogram.  
 Osca, see Special-Record.  
 Oversea, Deutsche Oversea.  
 Pallas GmbH (Schallplattenfabrik), Auf dem Asch 8, 284 Diepholz/Hannover. Tel: (05441) 22 93, 28 12. Telex: 941221. Pres.: Karl Neumann; Sales Mgr.: Rolf Neumann Jr.  
 Paperson, see Jaguar.  
 Parlophone, see Electrola.  
 Parnass, see Bertelsmann.  
 Patmos, see L. Schwann.  
 Peggy, see Rudolf Bohnen.  
 Pelca, see Deutsche Austrophon.  
 Pergola, see Phonogram.  
 Perli, see Metronome.  
 Philips, see Phonogram.  
 Phonogram Tongesellschaft mbH (formerly Philips), Moenckebergstr. 7, 2 Hamburg. Tel: (0411) 33 92 21. Cable: PHIHAG. Mng. Dir.: Dr. Werner Vogelsang; Admin. Mgr.: Heinz Kamowski; Prod'n Dir.: Wolfgang Kretschmar; Pop A&R: Dr. Gerhard Lichtthorn; Classical A&R: Carl Wilhelm Cuerten; Sales & Mktg.: Hans Georg Baum; Pub.: Dieter Broerer; Adv.: Wilfried Mannes; Promo.: Fritz Koehler; Tape: Werner Hay; Int'l: Bruno Wendel.  
**Branches:** 1 Berlin, Martin-Luther-Str. 1-7. Tel: (0311) 24 02 21. Mgr.: Heinz Dembeck—5 Cologne-Ehrenfeld, Auessere Kanalstr. 12. Tel: (0221) 55 80 21. Mgr.: Werner Landerbarthold—6 Frankfurt/Main, Taunusstr. 40-42. Tel: (0611) 23 00 21. Mgr.: Wolfgang Gundermann—2 Hamburg, Wendenstr. 25. Tel: (0411) 24 80 51. Mgr.: Heinz Dembeck—8 Munich, Brienerstr. 41. Tel: (0811) 59 85 85. Mgr.: Geord Augustin.  
**Labels:** Philips, Fass, Fontana, Orpheus, Pergola, Star-Club.  
**Cassette:** Philips, Fontana, Star-Club, Durium, Mercury, Island, Amadeo, UNO, DRK.  
**Open reel:** Philips.

**Int'l labels represented:** Contemporary (USA), Good Time Jazz (USA), FSM (USA), Island (UK), Mercury (USA), Penny Farthing (UK).  
**Int'l reps.:** Argentina (Phonogram), Australia (Phonogram), Austria (Phonogram), Belgium (Polygram), Bolivia (Philips), Brazil (CBD), Canada (London), Central America (Dideca), Chile (Philips), Columbia (Philips), Congo (Philips), Denmark (Nordisk Polyphon), Ecuador (Fedisco), Finland (Finnlevy), France (Philips), Ghana (Philips), Greece (Helladisc), Hong Kong (Philips), Iceland (Stal), India (Polydor), Israel (Israelectra), Italy (Phonogram), Japan (Philips), Kenya (Philips), Lebanon (Phonogram), Mexico (DUSA), Morocco (Phonogram), Netherlands (Phonogram), New Zealand (Philips), Nigeria (Philips), Norway (Norsk Phonogram), Paraguay (Philips), Peru (El Virrey), Portugal (Philips), Panama (Phonogram), Philippines (Home Inds.), Singapore (Phonogram), South Africa (Trutone), South Rhodesia (Philips), Spain (Fonogram), Sweden (Philips Sonora), Switzerland (Phonogram), Thailand (Sugree), Turkey (Philips), UK (Philips), USA (Philips), Uruguay (Philips), Venezuela (Phonogram), Viet Nam (Tan Viet-Nam Thuong-XA).  
 Pionier, see Miller Int'l.  
 Polydor, see Deutsche Grammophon.  
 Pop Music, see Metronome.  
 Popular, see Richter & Deutsche Austrophon.  
 Records & Tapes Int'l (div. of Karl L. Schneider), PO Box 64, 61 Darmstadt-Arheilgen. Tel: (06151) 3 11 25. Contact: Gongolf K. Zimmermann.  
**Importer/Exporter.**  
 Rhenus Music GmbH & Co. KG, Casarstr. 6-10, 5 Cologne 51. Tel: (0221) 38 01 47. Pres. & Gen. Mgr.: K. H. Munchow. (Distributed by Metronome).  
**Labels:** Mondial, Musica.  
**Int'l reps:** Austria (Amadeo), Canada (Germandisc-Kuhlmann), Denmark (Metronome), Norway (Metronome), Sweden (Metronome), Switzerland (Schaidt), USA (Germandisc-Kuhlmann in Canada).  
 Richter, PO Box 682, Sittardsberger Allee 99, 41 Duisburg-Sud. Tel: (02131) 77 16 34. Gen. Mgr.: Hans-Georg Michael; Sales Mgr.: Wolfgang Rothhaupt.  
**Labels:** Luxor, Popular.  
**Int'l reps:** Austria (Centrocord), Belgium (Barclay), Netherlands (Barclay), Switzerland (Phonag).  
 Royal, see Deutsche Oversea.  
 Royal Splendid, see Deutsche Tanzmusik.  
 S R-Int'l, see Bertelsmann.  
 Sastruphon, see Disco-Center.  
 Schulte Wetzlar, see Disco-Center.

L. Schwann, Charlottenstr. 80/86, 4 Dusseldorf. Tel: (0211) 355 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), UK (Disc Imports).  
 Session, see MPS.  
 777 Musik-Produktion-Verlag, Kirchstr. 8, 414 Rheinhausen. Tel: 7 37 77. Pres. & Gen. Mgr.: Lambertus B. de Jonge; Sales Mgr.: Lambertus B. de Jonge Jr.  
**Label:** 777.  
 Somerset, see Miller Int'l.  
 Sonic, see Miller Int'l.  
 Special-Record GmbH (Schallplattenfabrik), Rotwandstr. 16, 8023 Pullach bei Munich. Tel: 79 42 86/66. Pres.: Kurt Meissner; Sales Mgr.: Gerhard Draenkow; Adv.: Philip Stocklein.  
**Labels:** Special-Record, Osca, Tempo.  
**Cassette:** Tempo.  
**Int'l reps.:** Austria (Centrocord-Amadeo), Benelux (Eurotrading), Canada (Musimart), France (Sopholest), Italy (Piliago), Switzerland (Electromusic).  
 Standard, see Metronome.  
 Star-Club, see Phonogram.  
 Starlet, see Metronome & Supertone.  
 Stellina, see Jupiter.  
 Stern Musik, Hochallee 80, 2 Hamburg 13.  
**Int'l branch:** Austria.  
 Studio 5M, see Christophorus.  
 Studio 33, see Deutsche Austrophon.  
 Super-Majestic, see Bellaphon.  
 Supertone Schallplattendienst, Nymphenburgerstr. 38, 8 Munich 2. Tel: 52 86 85. Pres. & Gen. Mgr.: Dr. Heinz Stein.  
**Branch:** 8 Munich 19, Klugstr. 136. Tel: 15 69 30. (Distributed by Teldec).  
**Labels:** Starlet, Supertone, Welt Melodie.  
**Int'l reps.:** AEG Dansk, Nordisc, Carinia, Polyphon, Metronome.  
 Supraphon, Schildeschestr. 2, 48 Bielefeld.  
**Home office:** Czechoslovakia.  
 Swiss Jazz, see Deutsche Austrophon.  
 T W R, see Ariola-Eurodisc.  
 T W R Club Series, see Ariola-Eurodisc.  
 Tanz, see Walter Koegler.  
 Teldec, Heussweg 25, 2 Hamburg 19. Tel: (0411) 4 01 91. 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 Braenulich.  
**Branches:** 8 Munich, Tel: (0811) 516 10 21—Nortorf/Schleswig, 2353 Holstein. Tel: (043252) 911.  
**Labels:** (Owned) Decca, Deram, London, Telefunken; (distributed) Supertone.  
**Int'l labels represented:** Monument, RCA, Reprise, Scepter, Wand, Warner Bros.  
**Cartridge 8-track:** Decca, RCA, London, Reprise, Warner Bros., Deram, Monument.  
**Cassette:** Telefunken Decca, RCA, London, Reprise, Warner Bros., Deram, Monument.  
 Telefunken, see Teldec.  
 Tempo, see Deutsche Austrophon & Special-Record.  
 Tip Schallplatten-Produktion GmbH, An der Alster 26, 2 Hamburg 1. Tel: 280 26 62. Pres.: Hans Jurgen Fruchtnicht; Gen. Mgr.: Konrad Grewe; Sales Mgr.: Helga Grapow.  
**Label:** Tip.  
**Int'l rep.:** Worldwide (Deutsche Grammophon-Gesellschaft).  
 Topas, see Deutsche Oversea.  
 Top Classic, see Metronome.  
 TopFive, see MPS.  
 Top Hit, Sonnenstr. 20, Munich 15. Tel: 55 80 51. Pres.: Dr. Karl Heinz Busse.  
 Triola, see Deutsche Austrophon.  
 Tudor, see Disco-Center.  
 Typic, see Bellaphon.  
 U N E S C O-Collection, see Baerenreiter.  
 United Artists, see Liberty/UA.  
 V M S, see L. Schwann.  
 Visadisc, see Bellaphon.  
 Visaphon, see Disco-Center.  
 Vogue, Deutsche Vogue.  
 Die Volksplatte, see Electrola.  
 W A M, see Deutsche Oversea.  
 Welt Melodie, see Supertone & Multiklang.  
 Wergo Schallplatten GmbH, PO Box 1103, Stefanienstr. 1, 757 Baden-Baden. Tel: 2 56 82, 2 32 64. Pres.: Dr. Werner Goldschmidt.  
**Label:** Wergo.  
**Int'l reps.:** Australia (Phonogram), Belgium (EMI), Canada (Polydor), Denmark (Nordisk Polyphon), France (CBS), Italy (Phonogram), Japan (Trio Electronics), Netherlands (Bovema), Norway (Nor-Disc), Spain (Hispafox), South Africa (Trutone), Sweden (Karussell), UK (Polydor), USA (Polydor).

• independent record producers

Altus Musikverlag & Produktion, Nagelstr. 4, 7 Stuttgart 1. Tel: (0711) 24 49 05. Cable: GLOBALMUSIC. Pres. & Gen. Mgr.: Peter Kirsten.  
**Label credits:** Ariola (Germany), Barclay (France), Decca (France), Electrola (Germany),  
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## THE MEISEL GROUP OF COMPANIES AND HANSA RECORDS

Wittelsbacher Str. 18, 1 Berlin 31, West Germany

New telephone number: 881 06 81 Telex: 18 30 08

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Fermata (Brazil), Fonior (Belgium), GTA (Italy), Karusell (Sweden), Mercury (USA), Metronome (Germany), Negram (Netherlands), Nor-Disc (Norway), Nordisk Polyphon (Denmark), Page One (UK), Philips (Germany), Polydor (Germany), Rozenblit (Brazil), Saar (Italy), Teldec (Germany), Universales (Mexico), Vogue (Germany).

Arona, Oberseelerstr. 27a, 6375 Oberstedten. Tel: (06172) 28130. Pres.: Guenther Mueller.

Eriksound Prod'n Int'l, Am Schiefelberg 43, 4005 Meerbusch 2. Tel: (02159) 4935. Pres. & Gen. Mgr.: Erik Schoenland; Sales Mgr.: Alfred Kienzler.

**Label credits:** Ariola-Eurodisc, MPS-Saba.

Hansa, Wittelsbacherstr. 18, Berlin 31. Tel: 881 40 57. Gen. Mgr.: Peter Meisel; Prod'rs: Christian Bruhn, Peter Meisel.

Hippo Records, Hotel Stadt Altona, Apt. 606, Hamburg-Altona. Tel: 38 44 08. Mng. Dir.: Frank Valdor; Dist'n Dir.: Joe Moser.

Hoer Zu Langspielplatte, 6 Kaiser Wilhelmstr., Hamburg 36. Tel: 34 91 93. Pres.: Axel Springer; Gen. Mgr.: Jorg Ritter.

Minor Musik Produktion, Nagelstr. 4, 7 Stuttgart 1. Tel: (0711) 24 49 05/8. Telex: 7-21573. Cable: GLOBALMUSIC. Pres.: Peter Kirsten.

**Label credits:** Mercury (USA), Page One (UK), Philips (Germany), Polydor (Germany), EMI (Germany), Teldec (Germany), Ariola (Germany), Metronome (Germany), Vogue (Germany), Saar (Italy), Negram (Netherlands), Fonior (Belgium), Decca (France), Barclay (France), GTA (Italy).

Prom-Musik, Hiltenspergerstr. 32, Munich 13. Owner: Abi Ofarim.

Rhenus Musik GmbH & Co. KG, Caesarstr. 6-10, 5 Cologne 51. Tel: (0221) 38 01 47. Pres. & Gen. Mgr.: K. H. Munchow.

**Label credits:** Ariola, CBS, Electrola, Metronome.

Supertone Schallplatten-Service, Nymphenburgerstr. 38, 8 Munich 2. Tel: 52 86 85. Pres. & Gen. Mgr.: Dr. Heinz Stein.

**Label credits:** Decca, Polyphon, Telefunken.

Stereo Tape Inc., Eppendorfer Landstr. 44, 2 Hamburg 20. Tel: 48 10 74. Pres. & Gen. Mgr.: Jan Farnira.

**Label credit:** Perl.

Viktoria, Dachauerstr. 16, 8 Munich 2. Tel: 59 21 93. Mgr.: Hanns Huber; Contact: Werner Schaffenberger.

Hans Wewerka, INMUS (Internationaler Musik-Service), Franz-Josef-Str. 2, 8 Munich 13. Tel: 34 63 08, 39 36 88.

● record clubs

Bertelsmann Schallplattenring, Eickhoffstr. 14, 4830 Guetersloh.

British American (div. of Karl L. Schneider), PO Box 64, 61 Darmstadt-Arheilgen. Tel: (06151) 311 25. Gen. Mgr.: Gangolf K. Zimmerman.

Deutsche Schallplatten-Gemeinschaft, Spreestr. 1, 6100 Darmstadt.

Deutscher Schallplatten-Club, Libanonstr. 3, 7 Stuttgart 13.

Europaischer Phonoklub, Lindenspuehrstr. 32, 7 Stuttgart. Contact: Richard Mohr.

● music publishers

A M E-Musikverlag Edward Kassner, 3 Hanover-Kleeefeld. Tel: (0511) 55 52 62, 55 62 32. Pres.: Edward Kassner; Gen. Mgr.: Barbara Kist; Promo. Mgr.: Hans Nolting.

**Int'l affiliates:** Canada (American Metropolitan Entls.), France (Ed. Monica), Italy (Ed. Musicali Ariston), Netherlands (Ed. Kassner-Altona), Spain (Kassner Music Espanola), Sweden (Kassner Music), Switzerland (Ed. A.M.E. Kassner), UK (Kassner Assoc'd Publ'rs Ltd.), USA (American Metropolitan Entls.).

A-Tempo, see Hans Wewerka.

Aberbach (Hamburg) GmbH, Warburgstr. 22, 2 Hamburg 36. Tel: 44 20 02. Mgrs.: Dr. Wolfgang Hix, Heinz Voigt; Promo.: Elke Prinz.

**Affiliates:** Barton, Benday, Colby, Eldorado Musikverlag, Hanseatic, Happy Music Verlag, Harmonie Verlags, Kalmann Music, Lark, Progressive, Rondo Verlags, Ronny Musikverlag, Shadows Music, TM.

**Int'l firms represented:** (for Germany, Austria & Switzerland) Borscht, Carlin Music group, Hill & Range Music group, Fling, Jobete, Kas-kat, Lois, Tridon, Wemar; (for Germany only) Bob Cor, Buddah, Colledge, Harry Da Luggage, Duane, Grass Roots, Hinky-Dink, Kama Sutra, Kama Rippa, Legacy, Norrie Paramor, Pantheon, Pickwick, Pocket Full of Tunes, Quartet, Ryan, Sam Songs, Scheffrin-Zager, Steve Rowland, Tetragrammaton, Trio, US Songs. (SEE ADVERTISEMENT)

Accord (Ed), Lindenstr. 19, 5 Cologne/Rhein. Tel: 23 80 67. Cable: ACCORDMUSIC. Mgr.: Rudi Petry.

Acquis Ed., see ERP.

Ahn & Simrock Buehnen & Musikverlag, Mommsenstr. 71, 1 Berlin 15. Tel: 881 47 66. Gen. Mgr.: Charlotte Eitelt.

Alba Musikverlag, see Peer.

Alexis Musikverlag, see Hans Sikorski.

Alkor-Ed. Kassel, Heinrich-Schutz-Allee 29, 35 Kassel-Wilhelmshoehe. Tel: 300 14. Gen. Mgr.: Dr. Fritz Oeser.

Allegro, see Alfred Schacht.

Altus Musikerverlag & Produktion, Nagelstr. 4, 7 Stuttgart 1. Tel: (0711) 24 49 05. Cable: GLOBELMUSIC. Pres.: Peter Kirsten.

**Affiliates:** Fanfare Musikverlag, Fund of Music, Global Musik.

**Int'l branches:** England (Altus Music), Netherlands (Altus Int'l), Switzerland (Go Music Establishment), USA (Evilot).

**Int'l firms represented:** Canopy (USA), Doors (USA), Freyda (USA), Intune (UK), Ja-Ma (USA), Little & Big Heather (USA), MC (UK), MRC (USA), Mervyn (UK), Modo (USA), Nina (USA), Nipper (USA), Page Full of Hits (UK), Paradox (USA), Revolution (USA).

Apollo-Verlag Paul Lincke, Ostpreussendamm 26, 1 Berlin 45. Tel: 73 18 25. Gen. Mgr.: Werner Seifert.

April Musik-Verlag GmbH, Sontraerstr. 18, 6 Frankfurt/Main 14. Tel: 41 71 21.

Arabella, Arabellastr. 4, 8 Munich. Tel: 91 10 71. Pres.: E. Lueftner; Gen. Mgr.: F. Schmidt.

Arcadia-Verlag, see Hans Sikorski.

Arcona Verlag, see Hans Sikorski.

Paul C. R. Andrews Verlag, Hoehenweg 22, 8211 Rimsting/Chiemsee. Tel: (08051) 634. Pres.: Mrs. Gerda Arends.

**Int'l firms represented:** Noshen, Yonah (both USA), Ed. Hazyville (Switzerland).

**Int'l reps.:** Austria (Weltmusik), Sweden (Lapp-land), Switzerland (Ed. Hazyville).

Ralf Arnie, Wrangelstr. 5, 2 Hamburg 20. Tel: 46 40 41. Pres.: Ralf Arnie.

Ars Viva, see B. Schott's Soehne.

Arteg Music, see Mento.

Astoria, Brandenburgischestr. 22, 1 Berlin 31. Tel: 881 98 98.

Atrium-Musikverlag, Rothenbaumchaussee 191, D-2 Hamburg 13. Tel: (411) 44 78 10. Pres.: F. Stahl.

Austria Sonanda Buehnevertrieb, Tengstr. 32, 8 Munich 13. Tel: 36 52 24. Gen. Mgr.: Sigrid Urchs.

Barton, see Aberbach.

Beboton Verlag, see Hans Sikorski.

Beco, see Alfred Schacht.

Belmont Musikverlag, zur Muhle 2, 5021 Grosskonigsdorf bei Cologne. Tel: (02234) 39 61, 20 25. Pres. & Gen. Mgr.: Guy Khavessian.

Belwin-Mills Musikverlag, see Rolf Budde.

Benday, see Aberbach.

Anton J. Benjamin, Werderstr. 44, 2 Hamburg 13. Tel: 45 12 25. Pres.: Rosel Schauer, Irene Retford; Gen. Mgr.: Paul H. Suelwald.

Bibiena, see Alfred Schacht.

Richard Birnbach Musikverlag, Duererstr. 28 a, 1 Berlin 45. Tel: 73 13 71.

Joh. Aug. Bohme, see Hans Sikorski.

Rudolf Bohnen (Musikverlag & Produktion), Klenzestr. 65, 8 Munich 5. Tel: 26 66 56. Gen. Mgr.: Rudolf Bohnen.

Gustav Bosse Verlag, Von-der-Tannstr. 38, Regensburg. Tel: (0941) 554 55. Pres.: Bernhard Bosse.

Bosworth & Co. Ltd., Richardstr. 10, 5 Cologne 1. Tel: (0221) 21 14 79. Pres.: Margeret Sinclair; Gen. Mgr.: Reimar Segebrecht.

**Int'l branches:** Austria, England.

Bote & Bock, Hardenbergstr. 9a, Berlin-Charlottenburg 2.

**Int'l rep.:** USA (AMP).

George Bratfisch, Kressenstein 12, 865 Kulmbach. Tel: (0922) 48 00. Pres.: Editha Bratfisch.

**Branch:** Trendelstr. 5.

**Int'l firms represented:** Joh. de Heer (Netherlands), Richard Schauer (UK, USA).

Brauns Musikproduktion, Hardstr. 39, 851 Fuerth. Tel: (0911) 73 39 03. Gen. & Sales Mgr.: H. Brauns.

Breitkopf & Hartel, Walkmuhlstr. 52, 6200 Wiesbaden. Tel: (06121) 52 00 57. Pres.: Dr. Volkmann.

**Int'l reps.:** France (Eds. Costallat), UK (British & Continental Music Agencies), USA (AMP).

Brilliant, see Hans Gerig.

Rolf Budde Musikverlage, Hohenzollerndamm 54 A, 1 Berlin 33. Tel: (0311) 886 50 51, 823 40 15. Pres.: Rolf Budde.

**Affiliates:** Belwin-Mills Musikverlag GmbH, Drei Ringe Musikverlag, Spanka Musikverlag.

Buehnen & Musikverlage, see Hans Sikorski.

Burlington Musikverlag GmbH, Hoehenweg 22, 8211 Rimsting. Tel: (08051) 634. Gen. Mgr.: Mrs. Gerda Arends.

**Int'l firms represented:** Burlington-Palace (UK); Jondora, Blue Crest, Four Star, Jec Publ'g, Glad, Tuckahoe (all USA).

**Int'l rep.:** Austria (Weltmusik).

Buschkoetter Music Publ'g, Mommsenstr. 61, 5 Cologne 41. Tel: (0221) 43 10 35.

**Int'l branch:** Switzerland.

C C C-Ton, see Alfred Schacht.

Canzonetta (ed.), Pertzowestr. 13, Berlin 39. Tel: 809 17 40. Pres. & Sales Mgr.: Frances Bochmann.

Capella, see Hans Gerig.

Capri (Musik-Ed.), Sonnenstr. 33, 8 Munich 15. Tel: 55 14 21. Gen. Mgr.: Gerda Leuchert.

Capriccio Musikverlag GmbH, Warburgstr. 22, 2 Hamburg 36. Tel: 410 36 62. Gen. Mgr.: Peter Lach.

Carlton, see Hans Gerig.

Centersong Musikverlag. Mgr.: Liselotte Bornemann. See Francis, Day & Hunter.

Centfox Musikverlag, Mgrs.: Edwin C. Day, Liselotte Bornemann. See Francis, Day & Hunter.

Chappell & Co. GmbH, 1 Marienterasse, 2 Hamburg. Tel: 22 25 15. Gen. Mgr.: Dr. Muller-Blattau; Promo.: Gibson Kemp.

**Branch:** 8 Munich 2, Petersplatz 11. Tel: (0811) 26 74 14. Mgr.: Miss D. Wagner.

Christian-Anders-Musikverlag, Hoerwartstr. 26, 8 Munich. Tel: 34 13 66.

Cineton Verlag, see Hans Sikorski.

Colby, see Aberbach.

Colorit, see Hans Gerig.

Connelly Musikverlag, see Hans Sikorski.

Cosmoton, see Hans Wewerka.

Walt Disney Musikverlag GmbH, Tausnstr. 52-60, Frankfurt/Main. Tel: 25 32 63. Pres.: Jimmy Johnson; Gen. Mgr.: Horst Koblicsek; Sales Mgr.: Rudolf Ludwig.

**Home office:** USA.

Dreiklang-Dreimasken, Sonnenstr. 19, 8 Munich. Tel: 55 79 57. Gen. Mgr.: Rudolf Foerster.

Drei Ringe Musikverlag, see Rolf Budde.

E R P Musikverlag, Leopoldstr. 28a/IV, 8 Munich 23. Tel: (0811) 33 84 21. Pres.: Eckart Rahm; Gen. Mgr.: Jerry Toger.

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**Int'l firms represented:** Leonardi Gruppo (Italy).

Gerhard Ebeler, see Hans Gerig.

Ebony Musikverlag, see C. Ogerman.

Edition 63, see Hans Gerig.

Ela Musikverlag, see Will Meisel.

Eldorado Musikverlag, see Aberbach.

Erster Bayrischer Musikverlag Johann Dennerlein KG, Dachauerstr. 32, 8 Munich 2. Tel: 59 43 81. Gen. Mgr.: Lotte Tuerk.

Esplanade, Rathenaust. 25, 2000 Hamburg 39. Tel: 51 51 87, 51 82 11. Pres.: Lotar Ollias; Gen. Mgr.: Harald Frahm.

Essex Musikvertrieb GmbH, Drususgasse 7-11, Cologne 1.

**Home office:** England.

**Affiliate:** Hans Gerig.

**Int'l firm represented:** TRO.

Ernst Eulenburg Ltd., see B. Schott's Soehne.

Eurocord, Aichelestr. 7, 7 Stuttgart/Pleningen. Tel: 25 46 77. Contact: Dr. Udo Unger.

Excelsior, see Hans Gerig.

Fanfare Musikverlag, Nagelstr. 4, 7 Stuttgart 1. Tel: (0711) 24 49 05. Cable: GLOBALMUSIC. Telex: 0721573. Pres. & Gen. Mgrs.: Peter Kirsten, Fred Jackson.

**Affiliates:** Altus Musikverlag & Produktion, Fund of Music, Global Musik.

**Int'l firms represented:** Bron (UK), Express (UK), Fanfare (UK), Le Bill (USA), Pama-Beverly (UK).

Francis, Day & Hunter GmbH, Mittelweg 149, 2 Hamburg 13. Tel: (0411) 410 30 84. Mgrs.: Edwin C. Day, Liselotte Bornemann.

**Home office:** England.

**Affiliates:** Centersong Musikverlag, Centfox Musikverlag, Panorama Song Musikverlag.

Frankfurt Tree, Grosse Friedbergerstr. 23-27, 6 Frankfurt 1. Mgr.: Johann Michel.

**Home office:** USA, Tree.

**Affiliate:** Melodie der Welt.

Friedrich Wilhelm Froehlich, Ansbacherstr. 52, 1 Berlin 30. Tel: (0311) 24 13 77. Owner: Hilda Froehlich.

Fund of Music, Nagelstr. 4, 7 Stuttgart 1. Tel: (0711) 24 49 05. Cable: GLOBALMUSIC. Telex: 0721573. Pres. & Gen. Mgrs.: Egon Pfrenger, Peter Kirsten.

**Affiliates:** Altus Musikverlag & Produktion, Fanfare Musikverlag, Global Musik.

**Int'l firms represented:** KPM (UK), Lemmel (UK), Rim (UK), Synchrofox (USA).

Gabriel Musikverlag oHG (Ed.), Hahnenkampstr. 88, 4975 Bad Oeynhausen-E. Tel: (05731) 512 00. Pres.: Paul H. Sulwald.

Gerig, see Hans Gerig.

Hans Gerig (Musikverlag) Drususgasse 7-11, 5 Cologne. Tel: 23 48 33. Pres.: Dr. Hans Gerig; Gen. Mgr.: Erwin Boche; Gen. Prof. Mgr.: Heinz Korn.

**Affiliates:** Brillant, Capella, Carlton, Colorit, Gerhard Ebeler, Ed. 63, Essex, Excelsior, Gerig, Goodman, Leeds, MCA, Melodia, Mondial, Willi Ostermann, Polyphon, Presto, Rialto, Riccardoton, Paul Schmidt, Jupp Schmitz, August Schnorrenberg, Shaftesbury, Sidemton, Supra, Titania.

**Int'l firms represented:** Arbos, Feist, Miller, Robbins, Screen Gems/Columbia, TRO.

**Int'l rep.:** USA (MCA). (SEE ADVERTISEMENT)

Global Musik GmbH, Nagelstr. 4, 7 Stuttgart 1. Tel: (0711) 24 49 05. Telex: 0721573. Pres. & Gen. Mgr.: Peter Kirsten.

**Affiliates:** Altus Musikverlag & Produktion, Fanfare Musikverlag, Fund of Music. (SEE ADVERTISEMENT)

Goodman, see Hans Gerig.

Hanseatic, see Aberbach.

Happy Music Verlag, see Aberbach.

Harmonie Verlags, see Aberbach.

Harrison Musikverlag, see Will Meisel.

G. Henle Verlag, Schongauer Str. 24, 8 Munich 55. Tel: 74 25 55. Gen. Mgr.: Dr. h.c. Guenter Henle.

I N M U S, see Hans Wewerka.

Immediate Musikverlag, see ERP.

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Kalmann Music, see Aberbach.

Kassner (Ed.), Sonnenstr. 33, 8 Munich 15. Tel: 55 14 21. Gen. Mgr.: Peter Schaeffers.

Otto Kuhl Musikverlage, Am Hof 34/36, 5 Cologne. Tel: 21 22 76.

Lark, see Aberbach.

Leeds, see Hans Gerig.

F. E. C. Leuckart, Nibelungenstr. 48, Munich 19. Tel: (0811) 57 39 28. Pres.: Erich Sander; Gen. Mgr.: Dr. Sasse; Sales Mgr.: Marco Sander.

**Affiliate:** Tischer & Jagenberg.

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**M C A Music GmbH,** Drususgasse 7-11, Cologne.  
**Home office:** USA  
**Affiliate:** Hans Gerig.

**M O P Musikverlag,** see Hans Sikorski.

**Majestic (Ed.),** Helmstedterstr. 27, 1 Berlin 31. Tel: (0311) 213 31 44. Pres.: Erwin Paesike.

**Marbot GmbH (Ed.),** Bornstr. 12, 2 Hamburg 13. Tel: 44 66 06, 45 14 57. Gen. Mgr.: Mrs. Erni Bilkenroth.

**Int'l firms represented:** Nouvelles Eds. Meridian, SEMI (both France).  
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**Meisel & Co. (Ed.),** see Will Meisel.

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**Melodia,** see Hans Gerig.

**Melodie der Welt Musikverlag,** Grosse Friedbergerstr. 23-27, 6 Frankfurt 1. Tel: 28 78 47. Gen. Mgr.: Johann Michel.  
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**Mento Music Publ'g & Prod'n Group,** Wagnerstr. 2, Hamburg 22. Tel: (0411) 299 18 32. Pres. & Gen. Mgr.: Arno H. Van Vught Jr.  
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**Willi Ostermann,** see Hans Gerig.

**Panorama Song Musikverlag,** Mars.: Waltraud Last, Liselotte Bornemann. See Francis, Day & Hunter.

**Papageno Verlag,** see Hans Sikorski.

**Peer Musikverlag GmbH,** Muehlenkamp 43, 2 Hamburg 39. Tel: 279 10 44. Gen. Mgrs.: G. Seeger, K. M. Karnstedt.  
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**Planetary,** Trogerstr. 48/111, 8 Munich 27. Contact: Alfred Meier.

**Polyphon,** see Hans Gerig.

**Joset Preisser,** PO Box 521, Breuhausrstr., 8 Munich 2. Tel: (10811) 22 40 51. Pres.: Josef Preissler; Commercial: W. Renk.  
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**Int'l firm represented:** Berben (Italy).

**Presto,** see Hans Gerig.

**Progressive,** see Aberbach.

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**Rialto,** see Hans Gerig.

**Riccardo-Ton,** see Hans Gerig.

**Riva (Ed.),** see August Seith.

**Rondor Music (Germany),** GmbH, Hohenzollerndamm 54A, 1 Berlin 33.  
**Home office:** USA.

**Rondo Verlags,** see Aberbach.

**Ronny Musikverlag,** see Aberbach.

**Alfred Schacht,** Adolfsir. 45, Hamburg. Tel: (0411) 220 37 04. Pres.: Alfred K. Schacht; Gen. Mgr.: Kurt Henkels.  
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**Int'l rep.:** Action.

**Paul Schmidt,** see Hans Gerig.

**Jupp Schmidt,** see Hans Gerig.

**August Schnorrenberg,** see Hans Gerig.

**B. Schott's Soehne,** PO Box 3640, Weihergarten, 65 Mainz. Tel: Mainz 243 41. Owners: Dr. Ludwig Strecker, Dr. Heinz Schneider-Schott; Gen. Mgr.: Heinz Schneider-Schott; Mgrs.: Dr. A. Volk, G. Kamleiter.  
**Affiliates:** Ars Vivi, Ernst Eulenbug Ltd.  
**Int'l firms represented:** Broude Bros. (USA), Max Eschig (France), Ernst Eulenbug (UK), Faber (UK), Furstner (UK), Edward B. Marks (USA), Musica (Hungary), Schott (UK), Schott Freres (Belgium), Sugar Music (USA), Universal (Australia), Suvini Zerbini (Italy).  
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**Home office:** USA.

**August Seith Musik-Verlage,** Sendlinger-Tor-Platz 10, 8 Munich 2. Tel: 59 68 43, 59 68 28. Pres.: August Seith.  
**Affiliate:** Ed Riva.

**Shadows Music,** see Aberbach.

**Shaftesbury,** see Hans Gerig.

**Shirley (Ed.),** Hoehenweg 22, 8211 Rimsting. Tel: (08051) 2385. Pres.: Michael Arends.  
**Int'l reps.:** Austria (Weltmusik), Sweden (Lapp-land), Switzerland (Hazyville).

**Sidemton,** see Hans Gerig.

**Ralph Maria Siegel Musikverlag,** Biederstein 7, 8 Munich 23. Tel: (0811) 34 70 11. Pres.: Ralph Maria Siegel.

**Hans Sikorski (Musikverlage),** Johnsallee 23, 2 Hamburg 13. Tel: 44 62 45. Pres.: Drs. Hans & Hans Wilfried Sikorski; Gen. Mgrs.: Guenter Gayer, Juergen Koehel; Sales Mgr.: Juergen Schroeder.

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**Affiliates:** Alexis, Arcadia, Arcona, Beboton, Joh. Aug. Bohme, Buhnen & Musikverlage, Cine-ton, Connelly, MOP, Papageno, Tempoton, G. A. Zumsteeg.  
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**Int'l reps.:** Japan (Seven Seas), Netherlands (Altona), Scandinavia (Reuter & Reuter in Sweden).

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**Int'l rep.:** UK (Hinrichsen).

**63 (Ed.),** see Hans Gerig.

**Rudolf Slezak Musikverlag GmbH,** Frauentahl 11, Hamburg 13. Tel: 45 88 53. Gen. Mgr.: Rudolf Slezak; Gen. Prof. Mgr.: Inge Mews.  
**Int'l firms represented:** Abigail, P. E. Baker, Bitrap, Bruce, Chrysalis, Draifleaf, Groovesville, Heathside, Montgrove, Investments, Mother Mistro, 125th Street, Penjane, Planetary, RSO, St. George, Sunshine, Throat, Venice, White Plains; Winsak.

**Spanka Musikverlag,** see Rolf Budde.

**Supra,** see Hans Gerig.

**Swington (Ed.),** PO Box 1750, 773 Villingen. Tel: (07721) 520 07. Pres.: H. G. Brunner-Schwer; Gen. Mgr.: H. Wollschlaeger.

**T M,** see Aberbach.

**Team Musikverlag,** see Peer.

**Tempoton Verlag,** see Hans Sikorski.

**Tico Musikverlag,** see Peer.

**Tischer & Jagenberg,** see F. E. C. Leuckart.

**Titania,** see Hans Gerig.

**Tonika,** see Alfred Schacht.

**Trumpf GmbH (Ed.),** Hoehenweg 22, 8211 Rimsting. Tel: (08051) 634. Pres.: Mrs. Gerda Arends; Gen. Mgr.: Michael Arends.  
**Int'l firms represented:** Compton (USA), Good Music (UK), Zodiac Music (USA).  
**Int'l reps.:** Austria (Weltmusik), Sweden (Lapp-land), Switzerland (Hazyville).

**Tutti Musikverlage,** Eschersheimer Landstr. 12, 6 Frankfurt/Main 8. Tel: 59 29 96.

**Ufaton-Verlags GmbH,** Sonnenstr. 19, 8 Munich 15. Tel: 55 79 57.

**United Artists Musik (Germany) GmbH,** 3 Herzog Rudolfstr., 8 Munich 22. Tel: 22 51 75. Gen. Mgr.: Johann Michel.  
**Home office:** USA.  
**Affiliate:** Melodie der Welt.

**Chr. Friedrich Vieweg,** Limonenstr. 10, 1 Berlin 45. Tel: 76 65 51. Pres.: Horst Koppe.

**Viktoria,** Dachauerstr. 16, 8 Munich 2. Tel: 59 21 93. Mgr.: Hanns Huber; Contact: Werner Scharfenberger.

**Hans Wewerka,** Franz-Josef-Str. 2, 8 Munich 13. Tel: 34 63 08, 39 36 88.  
**Affiliates:** A-Tempo, Cosmoton, INMUS, Ed. Modern.

**Enno Winkler Musikedition,** Herbartstr. 28, Berlin 19. Tel: Hamburg 727 92 87. Pres. & Gen. Mgr.: Enno Winkler; Promo. Mgr.: Ilse Winkler.  
**Branch:** Reinbek/Hamburg, Hebbelstr. 14.  
**Int'l firm represented:** Quincy (USA).

**G. A. Zumsteeg,** see Hans Sikorski.

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Matth. Hohner AG, Musik-Gross-Sortiment, D-7217 Trossingen.  
**Int'l firm represented:** Ed. Melodie (Switzerland).

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Arbeitsgemeinschaft für Musikerziehung und Musikpflege, Feldbrunnenstr. 56, 2 Hamburg 13. Tel: 41 80 49. Pres.: Dr. Siegfried Borris; Gen. Mgr.: Herbert Sass.

**Automaten-Verband des Saarlandes,** Bliesmühle, Neunkirchen.

**Automaten-Verband Niedersachsen eV** Konigsstr. 27, 3 Hannover. Tel: (0511) 240 00.

**Automaten-Verband Rheinland-Pfalz,** 153 Kaiserstr., Karlsruhe.

**Bayerischer Automaten-Verband,** Neuhauserstr. 34, Munich 2.

**Berliner Automatenverband (BAV),** Emserstr. 45, 1 Berlin 45. Tel: 883 49 35.

**Bundesverband der Phonographischen Wirtschaft eV,** Katharinenstr. 11, 2 Hamburg 11. Tel: (0411) 36 75 13. Pres.: Dr. L. Veder; Gen. Mgr.: Joachim Viedebant.

**D S G (Deutsche Schallplatten-Gemeinschaft),** Spreestr. 1, 61 Darmstadt. Tel: (06151) 850 81. Gen. Mgr.: Arnd R. Goecke.

**Deutsche Mozart-Gesellschaft eV,** Maximilianstr. 89, 89 Augsburg. Tel: 25588.

**Deutsche Orchestervereinigung eV** im DGB, Charlotte-Niese-Str. 8, 2 Hamburg 52. (Orchestra Union).

**Deutscher Automaten-Grosshandels-Verband eV,** Grosse Baeckerstr. 3, 2 Hamburg 1. Tel: 36 57 45. Pres.: Heinz Kaestner; Mng. Dir.: W. Meyer-Christian.

**Deutscher Automaten-Verband eV. (DAV),** Kaiser-Wilhelm-Ring 6-8, Cologne. Tel: 23 63 44. Pres.: Hasso Loffler; Gen. Mgr.: Hans Oden-thal.

**Deutscher Komponisten-Verband,** Lagardestr. 28, 1 Berlin 38. Tel: 84 74 75. (Composers' Ass'n).

**Deutscher Musikalien-Wirtschaftsverband,** Dahlmannstr. 24, 53 Bonn.

**Deutscher Musikrat,** Feldbrunnenstr. 56, 2 Hamburg 13. Tell: 41 80 49. Pres.: Prof. Werner Egk; Exec. Sec'y: Herbert Sass.

**Deutscher Musikverleger-Verband,** Dahlmannstr. 24, 53 Bonn. (Publ'r Ass'n).

**Deutscher Saengerbund,** Burgmuerstr. 68, 5 Cologne. (Choral Federation).

**Deutsche Stiftung Musikleben,** Esplanade 36, B.A.T.-Haus, 2000 Hamburg 36. Tel: 34 10 21.

**Gemeinschaft Deutscher Musikverbände,** Dahlmannstr. 24, 53 Bonn. Tel: 22 03 04.

**Genossenschaft Deutscher Buehnen-Angehoerigen,** Feldbrunnenstr. 74, 2 Hamburg 13. Pres.: Heinrich Wuellner. (Theater Union).

**Gesellschaft zur Verwertung von Leistungsschutz-rechten mbH (GVL),** Charlotte-Niese-Str. 8, Ham-burg 52. Tel: 82 43 41.

**Institut fuer Neue Musik und Musikerziehung,** Graf-enstr. 26, 61 Darmstadt. Tel: (06151) 230 62. Pres.: Dr. Rudolf Stephan; Gen. Mgr.: W. E. Pust.

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**Internationales Musikinstitut,** Nieder-Ramstaedterstr. 190, 61 Darmstadt. Tel: 134 16. Sec'y: Helmut Engl.

**International Film Union (IFU),** Schloss Calmuth, Remagen. Tel: 8251. Mgr.: Gerhard Rader-macher.

**Jeunesse Musicales,** see Musikalische Jugend Deutschlands.

**Landesverband Baden-Wuerttemberg des Automaten-Aufstell-Gewerbes eV,** Knoedelstr. 6, 7000 Stutt-gart-Ost. Tel: (0711) 48 31 41. Dir.: Ernst Bohm.

**Musikalische Jugend Deutschlands eV—Jeunesses Mu-sicales,** Hirschgartenallee 19, Munich 19. Tel: 57 45 81. Pres.: Dr. Eckart Rohlf.

**Neue Bachgesellschaft,** internationale Vereinigung, Rumannstr. 10, 3 Hannover. Tel: 284 88.  
**Branch:** East Germany.

**Nordwestdeutscher Automaten-Verband,** 76 Sogestr., Ecke Wall, Bremen.

**Verband der Deutschen Automaten Industrie (VDAl),** 199 Aachenerstr., Cologne-Lindenthal.

**Verband der Deutschen Konzertdirektionen eV,** Ad-miral Scheer Str. 13, 44 Munster. Pres.: Erwin Russ; Gen. Mgr.: Josef Schoneberg.

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**Verband des Norddeutschen Automaten-Gewerbes eV,** Ahrensburgerstr. 58/bei der Hopfenkarre 28, Hamburg-Wandsbek. Tel: 689885.

**Verband Deutscher Musikerzieher & Konzertierender Kunstler (VDMK),** Haehnelstr. 9/11, 1 Berlin 41. Tel: (0311) 851 B3 24. Pres.: Fritz Weisse. (Association of German Musicians & Music Teachers).

**Verband Hessischer Automaten-Aufsteller,** Gluckstr. 7, Frankfurt/Main.

**Z O A (Zentralverband der Organisationen den Auto-maten-Aufstell-Gewerbes),** Emserstr. 45, 1 Ber-lin 15. Tel: (0311) 881 19 75. Pres.: Werner Schmidt. (Operators Ass'n).

**Zentralverband der Elektrotechnischen Industries,** 19 Stressemanallee, Frankfurt/Main.

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Jaguar-Musikproduktion, Nuthorner Landstr. 228b, 2871 Heide 1. Tel: 2624. Pres.: Heinrich Schweitzer.

Rhenus Music GmbH & Co. KG, Caesarstr. 6-10, 5 Cologne 51. Tel: (0221) 38 01 47. Pres. & Gen. Mgr.: K. H. Munchow.

Special-Record GmbH (Schallplattenfabrik), Rotwandstr. 16, 8023 Pullach bei Munich. Tel: 79 42 86/66. Pres.: Kurt Meissner.

Stereo Tape Inc. Music Serv., Eppendorfer Landstr. 44, 2 Hamburg 20. Tel: 48 10 74, 34 31 37. Pres.: Jan Famira.

Supertone Schallplattendienst, Nymphenburgerstr. 38, 8 Munich 2. Tel: 52 86 85. Pres. & Gen. Mgr.: Dr. Heinz Stein.

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Electrola, Maarweg 149, Cologne-Braunsfeld. Contact: Carl Lindstrom.

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Special-Record GmbH (Schallplattenfabrik), Rotwandstr. 16, 8023 Pullach bei Munich. Tel: 79 42 86/66. Pres.: Kurt Meissner.

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Supertone Schallplattendienst, Nymphenburgerstr. 38, 8 Munich 2. Tel: 52 86 85. Pres. & Gen. Mgr.: Dr. Heinz Stein.

Teldec, Niedernstr., Norlof. Tel: 911.

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Mento Music Publ'g & Prod'n Group, Wagnerstr. 2, Hamburg 22. Tel: (0411) 299 18 32. Pres. & Gen. Mgr.: Arno H. Van Vught Jr.

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Jaguar-Musikproduktion, Nuthorner Landstr. 228b, 2871 Heide 1. Tel: 2624. Pres.: Heinrich Schweitzer.

Lindstrom GmbH (div. of EMI Ltd.), Maarweg 149, Cologne. Tel: 49 31 31. Studio Mgr.: E. Rohde. M P S-Recs. GmbH, PO Box 1750, 773 Villingen. Tel: (07721) 520 07. Pres.: H. G. Brunner-Schwer; Chief Eng.: Rolf Donner.

Polydor Studio (div. of Deutsche Grammophon Gesellschaft), Rahlau 128, 2 Hamburg 70. Tel: 66 88 426. Studio Mgr. & Chief Eng.: Alfred Schmidt.

Rhenus Music GmbH & Co. KG, Caesarstr. 6-10, 5 Cologne 51. Tel: (0221) 38 01 47. Pres.: K. H. Munchow.

Alfred Schacht, Adolfsstr. 45, Hamburg. Tel: (0411) 220 37 04. Pres.: Alfred K. Schacht; Gen. Mgr.: Kurt Henkels.

Special-Record GmbH (Schallplattenfabrik), Rotwandstr. 16, 8023 Pullach bei Munich. Tel: 79 42 86/66. Pres.: Kurt Meissner.

Studio Hamburg (div. of Nordd. Werbefernsehen GmbH), Tonndorfer Hauptstr. 90, Hamburg. Tel: 66 881. Telex: 0-214218. Owner: Gyula Trebitsch; Studio Mgrs.: Gyula Trebitsch, Claus Kuhn; Chief Eng.: Robert Fehrmann.

Supertone Schallplattendienst, Nymphenburgerstr. 38, 8 Munich 2. Tel: 52 86 85. Pres.: Dr. Heinz Stein.

Teldec GmbH, Finckensteinallee 36, Berlin 45. Tel: (0311) 73 60 38. Chief Eng.: Martin Fouque. Branch: Hamburg 19, Osterstr. 128. Tel: (0411) 401 91.

Tonstudio Bauer, Markgroningerstr. 46, Ludwigsburg-Eglosheim. Tel: (07141) 310 98. Telex: 7-264806. Owner: Rolf Bauer.

Tonstudio Famira, Feldstr. Hochhaus 1/III, 2 Hamburg 4. Tel: 34 31 37. Gen. Mgr.: Jan Famira; Rec'g Eng.: Hans Joachim Gorny. Branch: Karl Muck Platz, Musikhalle. Tel: 34 31 37. Gen. Mgr.: Jan Famira.

**TAPE CUSTOM DUPLICATION**

Autoplay Musik-Cassetten GmbH, Hardstr. 39, 851 Fuerth. Tel: (0911) 73 39 03. Gen. & Sales Mgr.: H. Brauns.

Deutsche Grammophon GmbH, Podbielskistr. 164, 3 Hannover.

Electric & Musical Inds. Europa GmbH (EMI), 149 Maarweg, Braunsfeld-Cologne. Tel: 49 31 31. Pres.: M. O. Hamilton.

I T P Tonbandproduktions KG, Kurfuerstendamm 236, 1 Berlin 15. Tel: 88 33 122. Admin. Dir.: Christopher von Meister; Sales & Mktg. Dir.: Gottlieb Bauer-Schlichtegroll. Configuration: Cartridge 8-tr., cassette & open reel. (SEE ADVERTISEMENT)

M P S-Recs. GmbH, PO Box 1750, 773 Villingen. Tel: (07721) 520 07. Pres.: H. G. Brunner-Schwer; Chief Eng.: Rolf Donner.

Metronome Recs GmbH, Heidenkampsweg 76B, 2 Hamburg 1. Tel: (0411) 24 12 61. Pres. & Gen. Mgr.: Leif E. Kroll; Sales Mgr.: Claus H. Lehfeldt.

Musik 2000, Alsterchaussee 25, 2 Hamburg 13. Tel: 44 13 36. Telex: 02 12032. Mgr.: Heinz Brand.

Schallplattenfabrik Pallas GmbH, Auf dem Esch 8, 284 Diepholz, Hannover. Tel: (05441) 2812, 2293. Pres.: Karl Neumann, Hans Oestreicher; Gen. & Sales Mgr.: Rolf Neumann.

Polyband, Sonnenstr. 20, 8 Munich 15. Tel: 55 41 98. Contact: W. G. Winkel.

Rhenus Music GmbH & Co. KG, Caesarstr. 6-10, 5 Cologne 51. Tel: (0221) 38 01 47. Pres. & Gen. Mgr.: K. H. Munchow.

Sonopress, Friedrichsdorferstr. 75, 483 Guetersloh. Tel: 7522.

Studio Hamburg, Tonndorfer Hauptstr. 90, Hamburg 70. Tel: 66 88 1. Gen. Mgr.: Gyula Trebitsch; Mgr.: Joachim Frels, Claus Kuehn.

Supertone Schallplattendienst, Klugstr. 136 & Nymphenburgerstr. 38, Munich. Tel: (0811) 52 86 85, 15 69 30. Pres. & Gen. Mgr.: Dr. Heinz Stein.

Teldec Telefunken-Decca Schallplatten GmbH, Heussweg 25, 2 Hamburg. Tel: (0411) 401 91. Pres.: Hans Lieber.

**supplies**

**JACKET MANUFACTURERS**

Ariola-Eurodisc GmbH, Arabellastr. 4, 8 Munich. Tel: 91 10 71. Pres.: E. Lueftner; Gen. Mgr.: F. Schmidt.

Jaguar-Musikproduktion, Nuthorner Landstr. 228b, 2871 Heide 1. Tel: 2624. Pres.: Heinrich Schweitzer.

**LABEL MANUFACTURERS  
POLYETHYLENE BAGS**

Jaguar-Musikproduktion, Nuthorner Landstr. 228b, 2871 Heide 1. Tel: 2624. Pres.: Heinrich Schweitzer.

Supertone Schallplattendienst, Nymphenburgerstr. 38, 8 Munich 2. Tel: 52 86 85. Pres. & Gen. Mgr.: Dr. Heinz Stein.

**manufacturers of  
dealer accessories &  
supplies**

Automaten-Service Kretz, 179 Sofienstr., 75 Karlsruhe 1. Tel: (0721) 556 60. Pres.: Diethelm Kretz; Sales Mgr.: Mrs. G. Drost.

Products: Carrying cases, cleaners, cloths & brushes, needles, title strips.

Walt Disney Musikverlag GmbH, Taunusstr. 52-60, Frankfurt/Main. Tel: 25 32 63. Pres.: Jimmy Johnson; Gen. Mgr.: Horst Koblischek; Sales Mgr.: Rudolf Ludwig.

Product: Brower boxes, racks.

Jaguar-Musikproduktion, Nuthorner Landstr. 228b, 2871 Heide 1. Tel: 2624. Pres.: Heinrich Schweitzer.

Products: Carrying cases, catalog services, title strips.

B. Schott's Soehne, PO Box 3640, Weihergarten, 65 Mainz. Tel: Mainz 243 41. Owners: Dr. Ludwig Strecker, Dr. Heinz Schneider-Schott.

Product: Catalog services.

**GREECE**

**RECORDS:**

Records manufactured for domestic & export sale: 1969—4,600,000 units.

Records sold domestically: 1969—4,300,000 units. Imports from USA (records, blanks, pre-recorded tape): 1969—\$59,484; 1968—\$49,405

Records exported to USA: 1969—217,376 units, \$159,244; 1968—296,958 units, \$167,092.

Average retail price per record: LPs—(domestic) \$3.33-\$5, (imported) \$3.33-\$7.33; EPs—(domestic) \$1.50-\$2, (imported) \$2.16-\$2.66; singles—\$1.

Stereo sales: 70% of total.

Discounting: Frequent.

Type of distribution: Manufacturer-to-distributor-to-retailer.

Type of promotion: Mainly through radio stations and live and video-taped in-person performances. Radio time is bought by distributors for promotion. Discotheques are becoming increasingly important to expose and sell pop products. Leading magazines help record sales through the coverage of music events, reviews, biographies of artists, photographs, etc.

IMPORT/EXPORT REGULATIONS: 60-70% import duty on foreign LPs.

Lefty Kongalides

**record manufacturers  
importers/distributors**

Angel, see EMIal.

Apollo, see International Recs.

Astron, 11 Voulgari, Athens. Tel: 528.609. Mng. Dir.: Michalis Aleksakis.

Athenee, see Anthony Plomaritis.

Capitol, see EMIal.

Columbia, see EMIal.

Coronel, 61 Stadiou, Athens 3. Tel: 528.160. Mng. Dir.: N. Mourkakos.

Dionysos, see General Publ'g Co.

EMIal (EMI & Lambropoulos Bros. Ltd.), 26 Praxitelous St., Athens 124. Tel: 231.402. Cable: EMI LAMBRO. Mng. Dir.: P. B. Lambropoulos; Gen. Mgr.: E. J. Jones.

Labels: Angel, Capitol, Columbia, HMV, Harvest, Pathe, Regal, Stateside.

Cartridge 8-track, cassette & EMITAPE blank open reel.

Int'l labels represented: AZ (France), Apple (UK), Bell (USA), Ducretet-Thomson (France), Dunhill (USA), Penny Farthing (UK), President (UK).

Int'l rep.: Worldwide (EMI).

Fidelity, see Helladic.

Galaxy, see General Publ'g Co.

General Publ'g Co., Ltd., 11 Kriezotou St., Athens 134. Tel: 616.716, 633.603, 615.5129. Cable: LYRAHELLAS. Gen. Mgr.: Alexander Patsifas;

A&R: Popi Gaetanos; Sales & Mktg. Mgr.: Kyriakos Maravelias; Pub. & Int'l: Caterina Georgis; Adv. & Promo.: John Goumas.

Branch: Thessaloniki, 12 Koninion St. Tel: (031) 77-306. Mgr.: Arsenis Stergiou.

Labels: (Owned) Dionysos, Lyra, Zodiac; (distributed) Galaxy, Mykonos.

Int'l labels represented: Bell (USA), Erato (France), Reprise (USA), Scepter (USA), Vanguard (USA), Vedette (Italy), Vogue (France), Warner Bros. (USA).

Int'l reps.: Australia (Politis), Benelux-France (CEDDI), Canada (Fiesta in USA), Cyprus (Garabet Indirjidian), Italy (Vedette), Japan (Victor), South Africa (Gallo), USA (Fiesta).

Greco, see International Recs.

Greek Phonograph Rec. House & Musical Eds., 3 Colocotroni Pl., Syngrou Arcade, Athens 125. Tel: 225.289, 231.533, 225.130. Gen. Mgr.: Georgios Orphanidis.

Branch: Athens 132, 2 Corai St. Tel: 233.069.

Int'l labels represented: ABC (USA), Acta (USA), Cadet (USA), Carisch (Italy), Checker (USA), Chess (USA), Command (USA), Dot (USA), Everest (USA), Maietta, Major Minor (UK), Melophone-Olympic, Paramount (USA), Qualiton (Hungary), RCA (USA), Stax (USA), Telefunken (Germany).

Cartridge 8-track, cassette & open reel.

H M V, see EMIal.

Harvest, see EMIal.

Helladic Gramophon Rec. Co. SA, 7 Mavrokoddattou St., Athens 142. Tel: 617.911. Mng. Dir.: Nicolas Antipapas; Sales Mgr.: K. Nikitas; PR Mgr.: J. Menahem.

Labels: Fidelity, Philips, Polydor.

Int'l labels represented: A&M (USA), Amadeo (Austria), Archiv-Produktion (Germany), Ariston (Italy), Atco (USA), Atlantic (USA), Barclay (France), Battle, Buntyn (USA), Buddah (USA), Cameo-Parkway (USA), Carrere (France), Car-Juke Box (Italy), Colossus (USA), DET (Italy), Deutsche Grammophon (Germany), Fontana (Netherlands), Heliodor (Germany), Island (UK), Jazzland (USA), Jolly (UK), Kama Sutra (USA), King (USA), Leo the Lion (USA), MGM (USA), Mercury (USA), Metro (USA), Nonesuch (USA), Pave One (UK), Philips (Netherlands), Polydor (Germany), Pyramid, Ricordi (Italy), Ri-Fi (Italy), Riverside (USA), Riviera (France), Roulette (USA), Saar (Italy), Tetragrammaton (USA), Trojan (UK), Uni (USA), Upsetter, VSP (USA),

Vertigo (UK), Verve (USA), Verve/Forecast (USA).  
**Int'l reps.:** Worldwide (Deutsche Grammophon in Germany, Philips in Netherlands).  
 International Recs. Corp., 13 Epanissou Kypseli, Athens. Tel: 813.918. Pres.: Anthony Plomaritis; Gen. Mgr.: George Plomaritis; Sales Mgr.: Roula Koutseli.  
**Labels:** (Distributed) Apollon, Greco, Ninophone, Poly-Phone.  
**Int'l label represented:** Caras (Australia).  
**Int'l reps.:** Australia (Sapho), Canada (Christofer Papas), USA (Dino Joannidis).  
 Lucky, see Anthony Plomaritis.  
 Lyra, see General Publ'g Co.  
 Margophone, see Minos Matsas.  
 Minos, see Minos Matsas.  
 Minos Matsas & Son Co. Ltd., 48 Stadium, Athens. Tel: 318.091. Pres.: Minos Matsas; Gen. Mgr.: Makis Matsas; Sales Mgr.: B. Michaelides.  
**Labels:** Margophone, Minos, Standard.  
**Int'l labels represented:** Odeon, Parlophone, Tamla Motown.  
 Melody, see Anthony Plomaritis.  
 Music-Box, 2 Nikis, Athens 126. Tel: 221.574, 235.391. Gen. Mgrs.: Martin Th. Gesar, Mrs. Marika Gesar.  
**Labels:** Music-Box, Pan-Vox.  
**Int'l labels represented:** CBS (USA), Carosello (Italy), Cetra (Italy), Decca (UK), Durium (Italy), Epic (USA), Fonit (Italy), Hispavox (Spain), Liberty/UA (USA), London (USA), Palette (Belgium), Pye (UK), Vega (France).  
 Mykonos, see General Publ'g Co.  
 Neodisc, 25 Panepistimiou, Athens 132. Tel: 232.349. Mng. Dir.: B. Rekouniotis, B. Bravos.  
**Int'l firms represented:** Supraphon (Czechoslovakia), Vox (USA).  
 Nina Hellas, 4 Voulgari, Athens 107. Tel: 531.658. VP & Mgr.: Peter Nicolaou.  
**Labels:** Nina, Olympic.  
 Ninophone, see International Recs.  
 Olympic, see Nina Hellas.  
 Pan-Vox, see Music-Box.  
 Pathe, see Emial.  
 Philips, see Helladisc.  
 Phonotechnique, 2 Rue Kaningos, Athens. Tel: 613.276. Pres.: Jean Karakalos.  
 Anthony Plomaritis, 13 Third September St., Athens. Tel: 527.472, 813.918. Pres.: Anthony Plomaritis; Gen. Mgr.: George Plomaritis; Sales Mgr.: Roula Koutseli.  
**Int'l branches:** Italy, USA.  
**Labels:** Athenee, Lucky, Melody, Popular, Top Tunes.  
**Int'l labels represented:** Ariola-Eurodisc (Germany), Argo (UAR), Caras (Australia), Combo (Italy), Festival (France), Fiesta (Spain), Hi Fi (USA), Insas (UAR), King (Japan), Miura (Italy), Paladion (Canada), Style (Italy), El Virrey (Peru).  
**Int'l reps.:** Australia (Caras), Canada (Christofer Papas), UAR (Yalos), USA (Fiesta, Dino Joannidis).  
 Polydor, see Helladisc.  
 Polyphon, 13 Third September St., Athens. Tel: 533.867. Mng. Dir.: Dimitris Politis.  
 Poly-Phone, see International Recs.  
 Popular, see Anthony Plomaritis.  
 Psiktemboriki Athinon SA, 49 Third September St., Athens 103. Tel: 822.833. Cable: COMPLETEA (Tape Distributor).  
**Cartridge 8-track.**  
 Regal, see Emial.  
 Sonata, 13 Third September St., Athens. Tel: 531.515. Mng. Dir.: Panos Yavalas.  
 Standard, see Minos Matsas.  
 Stateside, see Emial.  
 Top Tunes, see Anthony Plomaritis.  
 Dimitrios Tsaperis, Platia Ag. Theodoron 1, Athens. Yannis & Navrogordato, Rongoti 5, Thessaloniki.  
 Zodiac, see General Publ'g Co.

## ● independent record producer

Anthony Plomaritis Sons, 13 Third September St., Athens. Tel: 527.472, 813.918. Cable: MELODY-RECORDS. Pres.: Anthony Plomaritis.  
**Label credits:** Apollon, Greka, Ronnex.

## ● music publishers

Arion, PO Box 287, Central-Athens. Tel: 256.456/429. Cable: COLGRAPH. Mgr.: Clive R. Kelly.  
**Int'l firms represented:** Ardmore & Beechwood, Beechwood Music, Accord, Anagon, Belriver, Castle, Genius, Imudico, Odeon, Pathe, Saturday Music, Toshiba, Vdp.  
 Elpa, 4 Sophocleous, Athens. Tel: 347.160. Mgr.: Lefteris K. Papadopoulos.  
**Int'l firms represented:** Chappell group, Cinq-Continents, Edwin H. Morris group, Famous, Warner Bros. group.  
 General Publ'g Co. Ltd., 11 Kriezotou St., Athens 134. Tel: 616.716, 633.603, 615.529. Gen. Mgr.: Alexander Patsifas; Sales Mgr.: Kyriakos Maravelias; Pub. & Int'l: Caterina Georgis.  
**Affiliate:** Icaros Publ'g Co.  
**Int'l rep.:** France (Eds. Salabert).  
 Grecophon (Eds. Musicales), 3 Karagiorgi Servias, Athens 126. Tel: 225.921. Gen. Mgr.: Mrs. Marika Gesar.

Helladisc SA, 7 Mavrokordatou St., Athens 142. Tel: 617.911. Mng. Dir.: Nicolas Antipapas; Sales Mgr.: K. Nikitas; PR Mgr.: J. Menahem.  
**Int'l firms represented:** Abigail (UK), Buddha (USA), Collage (USA), Harry da Luggage (USA), Dreatleaf (UK), Ganja (USA), Grass Roots (USA), Intersong (Netherlands), Kama Rippa (USA), Kama Sutra (USA), Kaskat (USA), Legacy (USA), Manger (USA), Marmalade (UK), Norrie Paramor (USA), Pantheon (USA), Peyotl (USA), Pocket Full of Tunes (USA), Quartet (USA), Royham (USA), Ryan (UK), Schefrin-Zager (USA), Trio (USA), United States Songs (USA), Very Important Publ'ns (USA), Wemar (USA).  
**Int'l rep.:** Worldwide (Intersong in Netherlands).

Icaros Publ'g Co., 4 Voulis St., Athens 125. Tel: 225.152. Gen. Mgr.: Nikos Karydis.  
**Affiliate:** General Publ'g Co. Ltd.

Plomaritis Prod'ns, 13 Third September St., Athens. Tel: 527.472. Mng. Dir.: Lucky Plomaritis.  
**Int'l firms represented:** Cora, Curci, FP4, Leonardi, Phonogram (all Italy).  
**Int'l reps.:** Germany (Oversea), Italy (Cora), Lebanon (Misrophon).

## ● services

### LICENSING ORGANIZATIONS, MUSIC

A E P I (Societe Anon. Hellenique pour la Protection de la Propriete Intellectuelle), 14 Delliviani St., Athens 148. Tel: 813.917, 828.006. Pres.: Demetre Yiannoukakis; Dir.: Constantin Maris.

Helladisc Gramophon Rec. Co. SA, 7 Mavrokordatou St., Athens 142. Tel: 617.911. Mng. Dir.: Nicolas Antipapas; Sales Mgr.: K. Nikitas.

### LICENSOR, TAPE & RECORD

Music-Box, 2 Nikis, Athens 126. Tel: 221.574, 235.391. Gen. Mgrs.: Martin Th. Gesar, Mrs. Marika Gesar.

### PLATING & PROCESSING PLANT

Helladisc Gramophon Rec. Co. SA, 7 Mavrokordatou St., Athens 142. Tel: 617.911. Mng. Dir.: Nicolas Antipapas; Sales Mgr.: K. Nikitas.

### PRESSING PLANTS

Columbia Graphophone, PO Box 287, Athens. Tel: 256.429. Cable: COLGRAPH. Mng. Dir.: Clive Kelly; Admin. Mgr.: B. Toumbakaris; Tech. Mgr.: E. Aretaios.

Helladisc Gramophon Rec. Co. SA, 7 Mavrokordatou St., Athens 142. Tel: 617.911. Mng. Dir.: Nicolas Antipapas; Sales Mgr.: N. Nikitas.

Spiros Piperakis, 5 Iptiti, Athens. Tel: 234.686. Pres.: Spiros Piperakis.

### PROMOTION & PUBLICITY

Helladisc Gramophon Rec. Co. SA, 7 Mavrokordatou St., Athens 142. Tel: 617.911. Mng. Dir.: Nicolas Antipapas; Sales Mgr.: K. Nikitas.

### RECORDING STUDIOS

Columbia Graphophone, PO Box 287, Athens. Tel: 256.429. Cable: COLGRAPH. Mng. Dir.: Clive Kelly; Admin. Mgr.: B. Toumbakaris; Tech. Mgr.: E. Aretaios.

Spiros Piperakis, 5 Iptiti, Athens. Tel: 234.686. Pres.: Spiros Piperakis.

## GUATEMALA

Imports from USA (records, blanks, pre-recorded tape): 1969-\$41,978; 1968-\$43,974.

Records exported to USA: 1969-1,735 units, \$3,094; 1968-240 units, \$486.

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.

**IMPORT/EXPORT REGULATIONS:** Import duties on jukeboxes: \$4 per gross kilo (2.2 lbs.), and 50% ad valorem. Import duties on amusement machines: \$5 per gross kilo and 20% ad valorem. There is a surcharge of 30% on all custom duties.

## ● record manufacturers distributors/importers exporters

Casa Avelar, 28 Calle 6-61, Zone 1, Guatemala. Tel: 80243, 28545. Gen. & Sales Mgr.: Salvador Avelar.

Label: Tikal.  
**Int'l labels represented:** Columbia, Disneyland, Falcon, Fuentes, Hispavox, Liberty/UA, Orfeon Peerless, RCA Victor, Roulette, United Artists.  
**Int'l reps.:** Mexico (Cisne, Musart), USA (RCA).  
 D I D E C A, see Discos de Centroamerica.

Discos de Centroamerica, 12 Calle 3-27, Zone 1, Guatemala. Tel: 29602, 20442. Gen. Mgr.: Augusto Diaz-Duran; Sales Mgr.: Otto Schwarz.  
 Label: DIDECA.

**Int'l labels represented:** Capitol (USA), Liberty (USA), Musart (Mexico), Rex (Mexico), UA Latino (USA), United Artists (USA), Zeida (Colombia).

**Int'l rep.:** Mexico (Rex).

I N D I C A (Industria de Discos Centroamericana), 6a Av. 12-41, Zone 1, Guatemala. Tel: 85-120. Rep.: Arnoldo Calvo.  
**Home office:** Costa Rica.

Musical, Ing. M. G. Wunderlich, 13 Calle 9-62, Zone 1, Guatemala (Importer).  
 Label: Vox (USA).

Tikal, see Casa Avelar.

## ● music publishers

Hits Musicales, 4a Av, 16-02, Zone 1, Guatemala. Musical, Ing. M. G. Wunderlich, 13 Calle 9-62, Zone 1, Guatemala.

## ● services

### TRADE ORGANIZATIONS

A G A Y C (Asociacion Guatemalteca de Autores y Compositores), 14 Calle 11-42, Zone 1, Guatemala.

Sociedad Filarmonica de Guatemala, Conservatorio Nacional de Musica y Artes Escenicas, 3a y 5a Calle, Zone 1, Guatemala.

## HONG KONG

**RECORDS:** (figures represent U.S. currency.)  
 Records imported from USA (c.i.f. value): 1969-191,075 units, \$244,538; 1968-218,215 units, \$265,221.

Records imported from countries other than USA (c.i.f. value): 1969-1,394,546 units, \$771,582; 1968-1,471,082 units, \$823,519.

Records exported to USA (f.o.b. value): 7,448 units, \$13,577; 1968-20,151 units, \$33,170.

Records exported to countries other than USA (f.o.b. value): 1969-32,300 units, \$40,100; 1968-125,468 units, \$132,197.

Average retail price per record: LPs-\$3.00; EPs-\$1.00; singles-\$0.67.

Type of Distribution: Manufacturer-to-wholesaler-to-retailer.

Discounting: Rare.

Type of promotion: TV and live shows promote pop music, especially by local groups. Other promotional media are commercial radio, newspapers, record magazines and the annual talent quest.

**TAPE:** (figures represent U.S. currency.)

Pre-recorded tape imported from USA (c.i.f. value): 1968-\$526,243.

Pre-recorded tape imported from countries other than USA (c.i.f. value): 1968-\$765,784.

Pre-recorded tape exported to countries other than USA (f.o.b. value): 1968-\$987.

Average retail price per tape: 8-track cartridge-\$7; cassette-\$5; open reel-\$9.

Type of Distribution: Manufacturers-to-wholesalers-to-retailer.

Type of promotion: Manufacturers and wholesalers advertise line or label; retailers advertise contents.

**IMPORT/EXPORT REGULATIONS:** Hong Kong is a free port.

## ● record manufacturers importers/distributors

Amo Rec. Corp., PO Box 5170, Kowloon. Gen. Mgr.: Paul Leung.

Ampex World Opns. S.A., 102 Kayamally Bldg., 22 Queen's Rd., Central Hong Kong. Tel: H-227059.  
**Cartridge 4-track, 8-track, cassette & open reel:** Ampex Stereo Tapes imported from USA.

Cosdel Ltd., 13330-32 Prince's Bldg., Hong Kong. Tel: H-247047. Mng. Dir.: Kenneth L. Cole, T. K. Whang.

**Int'l branches:** Japan, Singapore.

**Far East Div.:** Sales Mgr.: Wax E. Bissey.

Label: Cosdel.

**Int'l labels represented:** RCA, Camden, Colgems, Chart, Kirshner (all USA).

**Cartridge 8-track, cassette & open reel:** All the above labels.

**Hong Kong Div.:** Sales Mgr.: Robert Wong.

**Int'l labels represented:** Acta (USA), Atco (USA), Atlantic (USA), Cadet (USA), Checker (USA), Chess (USA), Dot (USA), Durium (Italy), Ember (UK), Elektra (USA), Everest (USA), Gordy (USA), Hickory (USA), Motown (USA), Nonesuch (USA), Paramount (USA), Prestige (USA), Pye (UK), Rannwood (USA), Reprise (USA), Soul (USA), Steed (USA), Tamla (USA), Time (USA), Turnabout (USA), Viva (USA), Vogue (France), Vox (USA), Warner Bros. (USA).

**Cartridge 8-track, cassette & open reel:** All the above labels.

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continued

Diamond, see Polydor.

E M I (Electric & Musical Inds. (Hong Kong) Ltd.), 1517 Star House, Kowloon. Tel: K-677041. Mng. Dir.: K. F. Bruce; Comm'l Mgr.: R. H. C. Ascott. Int'l labels represented: Angel, Columbia, Pathe, Regal. Int'l reps.: Worldwide (EMI).

Empire Int'l, 314 Des Voeux Rd., C., 1st fl., Hong Kong. Tel: H-440776, 452935. Home Office: Philippines.

Jardine Matheson & Co. Ltd., 22 Pedder St., Hong Kong. Tel: H-228011. Cable: JARDIMPO. Import Dept. Mgr.: R. D. Johnstone; Sales Mgr.: J. H. Lawson. Int'l labels represented: ABC (USA), EMI (Australia, Singapore, UK), Capitol (USA), Gramophone (India), Audio Fidelity (USA), Monument (USA), Parlophone (UK), Pickwick Int'l (USA).

Jebson & Co. (Appliances Dept.), Prince's Bldg., Hong Kong. Tel: H-225111. Mgr.: Eddie Hui; Sales Mgr.: Mickey Leung.

The Life Recs. Ltd., 202 A. Princess Theatre Bldg., Kowloon. Tel: K-65986. Mng. Dir.: Ng Lian Chin. Label: Life. Int'l label represented: Decca.

Lisonda Ltd., Alexandra House, ground fl., Hong Kong.

Moutrie & Co. (Hong Kong) Ltd., Alexandra House, Des Voeux Rd., C., Hong Kong. Tel: H-243098. Pres.: H. R. O. Hubble; Gen. Mgr.: Napoleon Ng; Sales Mgr.: C. T. Fung. Int'l labels represented: Decca (UK), Linguaphone (UK), London (USA), Musidisc (France), Philips (Netherlands).

Cartridge 8-track, cassette & open reel: Ampex, Decca, London, Philips.

Polydor Ltd., Luk Hoi Tung Bldg., 1st fl., Hong Kong. Tel: H-221109. Gen. Mgr.: Leo M. da Silva. Label: Diamond.

Int'l labels represented: A&M (USA), Buddah/Kama Sutra (USA), DGG (Germany), Liberty/USA (USA), MGM. Verve (USA), Polydor (Germany).

Tatt Sing Sanyo Electric Co., Ltd., 34-37 Connaught Rd. C., Wang Kee Bldg., 4th fl., Hong Kong.

T. K. Whang & Co., 1330-32 Prince's Bldg., Hong Kong. Tel: H-247047. Dirs.: Kenneth L. Cole, T. K. Whang; Sales Mgr.: Robert Wong. Int'l labels represented: Audio-Spectrum (USA), Barclay (France), Somerset (USA), Stereo Fidelity (USA).

Cartridge 8-track, cassette & open reel: All the above labels.

## ● music publishers

Burlington-Palace Music Orient Ltd., 1112 Star House, 3 Salisbury Rd., Kowloon. Home office: England.

Pathe Publ'ns (Far East) Ltd., 1517 Star House, Kowloon. Tel: K-677041. Mng. Dir.: K. F. Bruce; Dir.: R. H. C. Ascott; Admin. Mgr.: Mrs. J. Holdroyd.

Int'l firms represented: J. Albert & Son, Ardmore & Beechwood, Campbell-Connelly, Carlin Music Group (including Chad & Jeremy, Enquiry, Hill & Range Songs, Joaneline, Jobete-Carlin, Alan Price, Rondor, Semprini, Shadows, TM), Cookaway, Charing Cross, Francis Day & Hunter Group (including Donna, Herman Darewski, Dupree, Leo Feist, B. Feldman, Hermusic, Robbins, Yardbirds), The Dreamers, Dwarf, Gralto, HEC, Dick James, Kennedy Street, Maribus, Nice Songs & Lovely Music Group (including Immediate), Northern Songs, Cyril Shane, Shaw Bros., United Artists Music Int'l.

Int'l reps: Argentina (Odeon), Australia (Castle), Belgium (Ardmore & Beechwood), Brazil (Sociedade Brasileira de Edicoes Publicidade & Servicos Artisticos), Canada (Beechwood), Denmark (Imudico), France (Pathe-Marconi), Germany (Accord), Greece (Arion), Italy (La Voce del Padrone), Japan (Toshiba), Mexico (Beechwood), Netherlands (Anagon), New Zealand (Belcas), South Africa (Ardmore & Beechwood), Spain (Ego), Sweden (Odeon), UK (Ardmore & Beechwood), USA (Beechwood).

## ● services

### ASSOCIATION & PROFESSIONAL ORGANIZATION

Hong Kong Schools Music Ass'n, Kowloon Center Post Office Bldg., 6th fl., Nahtan Rd., Kowloon. Chm.: J. Dunn.

### PRESSING PLANT

Polydor Ltd., Luk Hoi Tung Bldg., 1st fl., Hong Kong. Tel: H-221109. Gen. Mgr.: Leo M. da Silva.

### RECORDING STUDIOS

E M I (Electric & Musical Inds. (Hong Kong) Ltd.), 1517 Star House, Kowloon. Tel: K-677041. Mng. Dir.: K. F. Bruce; Comm'l Mgr.: R. H. C. Ascott.

Polydor Ltd., Luk Hoi Tung Bldg., 1st fl., Hong Kong. Tel: H-221109. Gen. Mgr.: Leo M. da Silva.

## ● supplies

### SLEEVE MANUFACTURER

Amo Corp., PO Box 5170, Kowloon. Gen. Mgr.: Paul Leung.

## HUNGARY

### RECORDS:

Records sold domestically: LPs 1969-578,179 units, \$1,009,670; 1968-446,187 units, \$727,467. EPs 1969-79,396 units, \$73,500; 1968-130,066 units, \$94,200. Singles 1969-1,668,087 units, \$1,030,033; 1968-1,987,857 units, \$1,133,300.

Records manufactured for domestic & export sale: LPs 1969-617,633 units, \$510,233; 1968-419,257 units, \$339,900. EPs 1969-71,809 units, \$23,467; 1968-124,077 units, \$40,533. Singles 1969-2,369,523 units, \$592,370; 1968-2,090,148 units, \$522,530.

Records exported to USA: 1969-29,838 units, \$17,898; 1968-13,336 units, \$9,983.

Records imported from countries other than USA (factory value): 1969-228,476 units; 1968-177,425 units.

Records exported to countries other than USA (factory value): 1969-537,547 units; 1968-548,930 units.

Average retail price per record: LPs-(classical) \$2, (pop) \$2.20; EPs-(classical) \$0.87, (pop) \$0.93; singles-(classical) \$0.67, (pop) \$0.73. (Western countries) LPs-\$6.67; EPs-\$1.67; singles-\$1.

Stereo sales: 1.2% of total.

Discounting: Rare.

Type of distribution: The manufacturer-to-wholesaler-to-retailer system has been replaced since 1968 with the manufacturer-to-retailer system. Rack-jobbers and one stops are unknown in the country. Department stores, in general, have records for sale, incorporated in their departments for electrical appliances.

Type of promotion: The government controls all airways. Disc jockeys (editors of programs) are promoting pop music. Leading magazines, especially those for teenagers, cover musical talent.

IMPORT/EXPORT REGULATIONS: Hungarian and foreign tourists can import ten LP's and ten EP's or singles free of customs or tax. Beware of sending unsolicited record gifts by mail as the receiver must pay a tax of 60% of the in-land value. Records imported by Kultura from the USA pay 20% customs after invoice value; from other countries 10%. Records purchased by tourists have no export restrictions. Hungarian tourists can export ten different records. Contact with manufacturers and publishers should be made only through the Kultura Foreign Trading Co. Paul G. Yongy

## ● record manufacturer/distributor/importer & exporter

Hungaroton, see Kultura Foreign Trading. Kultura Foreign Trading Co., PO Box 149, I. Foe u. 32, Budapest 62. Tel: 159-450. Cable: KULTUR-PRESS. Telex: 494. Gen. Mgr.: Marton Vertes; Rec. Dept. Mgr.: Josef Meszaros.

Labels: Hungaroton, Qualiton.

Int'l reps.: Australia (Reed & Co., Vanguard, Ranwick), Austria (Polyphon), Belgium (Disc'AZ), Brazil (Landy), Bulgaria (Hemus), Canada (Alexander Trading Co.), Czechoslovakia (Jazz, Denmark (Musik Thomson), Finland (Finndisc), France (Disc'AZ), East Germany (Deutscher Buchexport), West Germany (Discoenter), Greece (Orphanidis), Haiti (Continental Trading), Hong Kong (Esser & Co.), Iceland (Thorleifsson), Israel (Hed-Arzi), Italy (Carisch), Japan (Phoenix Trading Co.), Universal Corp., Jordan (Ceena Int'l), Lebanon (Jean Fattal), Mexico (Coro), Netherlands (CNR), New Zealand (Action), Norway (Arne Gimnes), Poland (Ars Polona), Rumania (Cartimex), Singapore (Quek Shin & Sons), Spain (Araya), Sweden (Nordiska Musikforlaget), Switzerland (Disques Office), Turkey (Faruk Erengul), UK (Selecta), USA (Qualiton), USSR (Mezhdunarodnaia Kniga).

Qualiton, See Kultura Foreign Trading.

## ● music publisher

Editio Musica/Zenemukiado Vallaleit, Semmelweiss-utca 1-3, Budapest 5. Tel: 184-682. Mng. Dir.: Laszlo Sarlos; Artistic Dir.: Laszlo Eosze. Int'l reps.: Through Kultura Foreign Trading Co.

## ● services

### ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Budapesti Zenei Versenyek es Festivalok Irodaja (Budapest Office of Music Competitions & Festivals & Office of Bartok Seminar), Liszt Ferenc

ter 8, Budapest 6. Cable: FESTIVALBURO. Dir.: Imre Kun. Hungarian Academy of Sciences, Institute of Musicology, Bartok Archives, Orszaghas u. 9, Budapest 1. Dir.: Prof. B. Szabolcsi. Magyar Nepoztarsasag Muvészeti Alajaja (Artistic Foundation of the Hungarian Peoples Republic), Bathori u. 10, Budapest 5. Vice-Dir.: Paul Gyongy.

Magyar Zenemuvészek Szovetsege (Association of Hungarian Musicians), Semmelweiss u. 1-3, Budapest 5. Tel: 185-282. Cable: MUSICUNION. Sec'y-Gen.: Tibor Sarai.

Szerzoei Jogvedoe Hivatal (Hungarian Bureau for the Protection of Copyright), Deak Ferenc u. 15, Budapest 5. Cable: ARTISJUS. Dir.: Istvan Timar; Music Section Dir.: Dr. I. MORA.

## PLATING & PROCESSING PLANT, PRESSING PLANT

Villamoszigitelo es Muanyaggyar, Fehervari u. 120, Budapest 11. Tel: 450-950. Gen. Mgr.: Baranyi Imre; Sales Mgr.: Istvan Szasz.

## RECORDING & TAPE DUPLICATING STUDIOS

Hanglomez Studio, Jozsefkorut 19, Budapest 8. Tel: 139-691. Dir.: Istvan Lakatos.

Hungaroton, Semmelweiss-utca 1-3, Budapest 5. Tel: 189-062. Studio Mgr.: Andrew Czapko; Chief Eng.: Francois Takacs.

## ICELAND

## ● record manufacturers

Falkinn Ltd., 8 Sudurlandsbraut, Reykjavik. Tel: 84670. Telex: 2078. Pres.: Haraldur V. Olafsson; Gen. Mgr.: Olafur Haraldsson. Int'l labels represented: Decca (UK), EMI (UK), including all their labels and subsidiaries.

Hjodfaeverzlun Sigridar Hedgaddottur, Vesturverri, Reykjavik.

Iceland Music Information Center, Laufasvegur 40, Reykjavik. Tel: 21185. Pres.: Thorkell Sigurbjornsson.

Label: Islenzk tonverkamiostoo.

S G Recs., Midstraeti 8b, Reykjavik. Tel: 20549. Mng. Dir.: Svavar Gestis.

Stal Ltd., PO Box 737, Reykjavik. Pres.: Bragi Olafsson. Int'l labels represented: CBS (UK, USA), Philips (Netherlands, UK).

## ● music publisher

Iceland Music Information Center, Laufasvegur 40, Reykjavik. Tel: 21185. Pres.: Thorkell Sigurbjornsson.

## ● services

### ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Icelandic Composers Society (Tonskaldafelag Islands), Bokhlodustig 2, Reykjavik. Tel: 24972.

Icelandic Div. of Int'l Federation of the Phonographic Industry, Laugaveg 24, Reykjavik. Tel: 18670.

Icelandic Musicians Union (Felag islenzkrá hljooferaleikara), Ooinngotu 7, Reykjavik, Tel: 19785.

Iceland Music Information Center, Laufasvegur 40, Reykjavik. Tel: 21185. Dir.: Thorkell Sigurbjornsson.

Society of Icelandic Musical Artists (Felag islenzkrá tonlistarmanna), Hjallabrekku 23, Kopavogi. Tel: 42037.

### LICENSING ORGANIZATION, MUSIC

S T E F (Samband Tonsklada og Eigenda Flutningsrettar), Bokhlodustig 2, Reykjavik.

## INDIA

### RECORDS:

Imports from USA (records, blanks, pre-recorded tape): 1969-\$16,388.

Records exported to USA: 1969-42,100 units, \$60,771; 1968-37,913 units, \$55,766.

## ● record manufacturers

The Gramophone Co. of India, PO Box 699, Calcutta 1; 33 Jessoro Rd., Dum Dum, Calcutta, 28. Tel: 57-24-31. Cable: EMITRON. Chm., Mng. Dir. & Int'l: Bhaskar Menon.

Branches: Bombay, Sir Phirozshah Mehta Rd., PO Box 1880, Fort. Tel: 252327. Cable: EMITRON. Mgr.: P. K. Rama Iyer.-Delhi, 4770 Bharat Ram Rd. 23, Darya Gunji. Tel: 274453. Cable: EMITRON. Mgr.: V. D. Gautam.



—Madras, 122 Mount Rd., Cathedral. Tel: 84513. Cable: EMITRON. Mgr.: A. Thangiah. Labels: HMV, Columbia, Angel, Parlophone, Capitol, Odeon.  
**Int'l labels represented:** ABC (USA), RCA (USA), A&M (USA), Decca (UK), Dot (USA), Tamla/Motown (USA), Liberty (USA), Monument (USA), Pye (UK), Ember (UK), United Artists (USA).  
 Philips India, Philips House, 7 Justice Chandra Madhab Rd., Calcutta 20.  
 Polydor of India Ltd., 68 Tardeo Rd., Bombay 34. Gen. Mgr.: Shashi Patel.  
**Labels:** Archiv, Deutsche Grammophon, Heliodor, Polydor.  
**Int'l labels represented:** Atlantic, King, MGM, Ricordi, Tetragrammaton, Verve, Philips, Fontana, Mercury.  
 Yoga Int'l, 54 The Mall, Simla. Pres.: Shri H. N. Khanna.  
**Int'l branch:** USA.

## ● 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.  
 Madras Musical Association, c/o Hony. Secretary, Chelliah E. Peter, Metal Box Co. of India Ltd., PO Box 152, Madras 1.  
 Triveni Kala Sangam, 205 Tansen Marg, New Delhi.

## ISRAEL

### RECORDS:

**Records sold domestically:** LPs 1968—554,212 units, \$2,248,858; EPs 1968—269,000 units, \$389,000; singles 1968—120,000 units, \$103,200.

**Records manufactured for domestic & export sale:** LPs 1968—714,129 units, \$3,027,906; EPs 1968—275,000 units, \$396,000; singles 1968—135,000 units, \$116,100.

**Imports from USA** (records, blanks, pre-recorded tape): 1969—\$15,073; 1968—\$19,562.

**Records imported from countries other than USA** (factory value): 1968—12,000 units, \$20,500.

**Records exported to USA:** 1969—31,915 units, \$53,111; 1968—42,801 units, \$70,041.

**Records exported to countries other than USA** (factory value): 1968—55,500 units, \$84,000.

**Average retail price per record:** LPs—\$4.24; EPs—\$1.43; singles—\$0.86.

**Record club sales:** 6% of total.

**Type of distribution:** Manufacturer-to-wholesaler-to-retailer. Very few rack jobbers or one stops.

**Type of promotion:** Four main sources: radio broadcasting, public performance, advertising & music columnists. The opening of the General TV channel in 1969 adds strong promotion channel.

### TAPE:

**Market:** Open reel leads the market, distributed mainly by Sonocol, Scotch and Philips. Philips, CBS and Pax have begun manufacture of cassettes and 8-track cartridges. Most tape equipment is imported from Europe and the USA, but Tadiran has now started local production.

**Average retail price per tape:** Cartridge 8-track—\$9; cassette—\$6.90.

**Type of distribution:** Manufacturer or licensee-to-distributor-to-wholesaler-to-retailer.

**IMPORT/EXPORT REGULATIONS:** No import license required subject to customs and purchase tax.  
**Avner Rosenblum**

## ● record manufacturers/ importers/distributors

Arton, see Hed-Arzi.

**C B S Recs. (Israel) Ltd.**, PO Box 681, 50 Ton St., Holon/Tel Aviv. Tel: (03) 840191. Mng. Dir.: Simon Schmidt; Sales Mgr.: Alan M. Feinberg.  
**Labels:** (Owned) CBS, Columbia (USA), Epic, Harmony, Okeh; (distributed) Pashanel, RTA.  
**Cartridge 8-track & cassette:** (Owned) CBS, Epic; (represented) Liberty, Motown, Tamla, United Artists (all USA).

**Int'l labels represented:** Abbot (USA), Apple (UK), Artone (Netherlands), Barnaby (USA), Bell (USA), Blue Horizon (UK), Blue Note (USA), CGD (Italy), Columbia (UK), Date (USA), Elektra (USA), Fantasy (USA), Galaxy (USA), Gordy (USA), HMV (UK), Imperial (USA), Liberty (USA), Metro-media (USA), Minit (USA), Nonesuch (USA), Ode (USA), Odyssey (USA), Oriole (UK), Parlophone (UK), Rare Earth (USA), Realm (UK), Reflection (UK), Regal Zonophone (UK), SNB (UK), Solid State (USA), Soul (USA), Soul City (USA), State-side (UK), Sunset (USA), Tamla Motown (USA), United Artists (USA), World Pacific Jazz (USA).  
**Int'l reps:** USA (Menorah Recs., Peters Int'l), worldwide (CBS).

Columbia, see CBS.  
 D R G, see Gal-Ron.

Dzigan, see Gal-Ron.

**Electronics Ltd.**, PO Box 21029, 75 Haifa Rd., Tel Aviv. Tel: 440466. Telex: 033638. Mng. Dir.: Dov Peleg, T. Kenny; A&R & Int'l: Dov Peleg; Sales & Mktg.: Noah Eitan.

**Int'l labels represented:** Acta (USA), BT Puppy (USA), Camden (USA), Chart (USA), Colgems (USA), Dot (USA), Movietone (USA), Poppy (USA), RCA (USA), RCA Italiana (Italy), Stax (USA), Steed (USA), 20th Century-Fox (USA), Victrola (USA).  
**Int'l reps:** Worldwide (RCA).

Epic, see CBS.

**Gal-Ron**, 94 Allenby St., Tel Aviv. Tel: 611445, 612162, 614838. Mgrs.: Abraham Zbrovsky, Issachar Levy; A&R: Henry Teicher.

**Labels:** (Owned) DRG, Galton, Ron-Phon; (distributed) Dzigan, Studio.

**Int'l labels represented:** Atlantic (USA), Beacon (UK), Festival (France), MK (USSR), Monument (USA), OSI (France), Reprise (USA), Sonoplay (Spain), Warner Bros. (USA).

Galton, see Gal-Ron.

Golden Classics, see Hataklit.

**Hagar**, 115 Even Gabirol St., Tel Aviv. Tel: 224776. Harmony, see CBS.

**Hataklit**, PO Box 4292, 11 Herzl St., Haifa. Tel: 69950. Cable: RECOMUSIC. Mng. Dir. & Variety A&R: Dov Zeira; Sales Dir.: M. May; Pub., Adv. & Promo.: Sarah Ben Zvi.

**Labels:** Hataklit, Teen, Golden Classics.  
**Int'l labels represented:** AZ (France), Chess (USA), Deutsche Vogue (Germany), Durium (Italy), Everest (USA), Hispavox (Spain), Negram (Netherlands), Piccadilly (UK), Project 3 (USA), Pye (UK), Ri-Fi (Italy), Vogue (France), Walt Disney (USA).

**Int'l reps:** France (Vogue), Netherlands (Negram), UK (Pye).

**Hed-Arzi**, 4 Hilazon St., Ramat-Gan. Tel: 722003, 723605. 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.

**Labels:** Arton, Hed-Arzi.

**Int'l labels represented:** ABC (USA), Barclay (France), Command (USA), Cetra (Italy), Decca (USA), Grand Award (USA), Vanguard (USA).

Isradisc, see Palestine Orient.

**Isralectra Ltd.**, 151 Jabotinsky St., Tel Aviv. Tel: 268805. Gen. Mgr.: Leon Sh. Levy; A&R & Sales Mgr.: David Fuchs.

**Labels:** Litratone, Phonodor.

**Cartridge 8-track & cassette:** (Owned) Phonodor; (represented) A&M, DGG, Fontana, MGM, Mercury, Philips, Polydor, Riverside, Verve.

**Int'l labels represented:** A&M (USA), Archiv (Germany), Ariola-Eurodisc (Germany), Audio Fidelity (USA), Bagatelle (France), Battle, Blue Rock (USA), Caedman (USA), Camp, Carerre (France), Charisma (UK), CoBurt (USA), Deutsche Grammophon (Germany), Fleche (France), Fontana (France, UK), Heliodor (Germany), Heritage (USA), Import Music, Intrepid (USA), Island (UK), Jazzland (USA), Karusell (Sweden), Lansdowne, Lion the Lion (USA), Limelight (USA), Little Recs. (Italy), MGM (USA), Marmalade (UK), Mercury (France, USA), L'Oiseau Lyre (France), Page One (UK), Pergola (France), Philips (France, Netherlands, USA), Phonogram (Germany), Polydor (Germany), Rama Rama (USA), Remember (USA), Ricordi (Italy), Riverside (USA), Smash (USA), Stereo Dimension—Athena, Evolution (USA), Stormy Forest (USA), Storyville (Sweden), Tetragrammaton (USA), Tip (Germany), Track (UK), Trojan (UK), Uni (USA), Upsetter (UK), VSP (USA), Verve (USA), Verve/Forecast (USA), Virtue (USA), Way Out (USA), Wing (USA).

**Int'l reps:** Worldwide (Philips).

**Israphon**, Ind'l Zone B, Azut. Tel: 86542. Mng. Dir.: Naftaly Alshech. Dir.: Jacques Alshech.

Litratone, see Isralectra.

**Makolit Grammaphone**, PO Box 8031, 15 Hamanor St., Tel Aviv. Tel: 821694. Mgrs.: Daniel Antanir, Shlomo Pe'er.

**Label:** Makolit.

Okeh, see CBS.

**Palestine Orient Co. Ltd.**, PO Box 230, 4 Herzl St., Tel Aviv. Tel: 57557, 50440. Cable: PALORIENT. Mng. Dir.: Yigal Kimchi; Dir. & Int'l: Avshalom Rubin; Pop A&R: A. Zfati; Classical A&R: Mrs. I. Drori; Adv. & Promo.: Shem Adv., Tel Aviv.

**Labels:** Isradisc.

**Int'l labels represented:** Capitol (USA), EMI group (UK), Carisch (Italy), Dunhill (USA).

**Pashanel**, 108 Dizingoff St., Tel Aviv. Tel: 226205. Gen. Mgr.: Avraham Deshe. (Distributed by CBS).

Pax, see Symphonia.

Phonodor, see Isralectra.

R T A, see CBS.

R Z A, see Ron-Ly Zakiphon.

**Ron-Ly Zakiphon**, 29 Raziel St., Jaffa-Tel Aviv. Tel: 826370. Gen. Mgr.: Raphael Azouly.

**Factory & Studio:** 6 Hassadna St., Azur Zone. Tel: 845347.

**Labels:** RZA, Ron-Ly, Zakiphon.

**Int'l labels represented:** Monitor (USA), Roulette (USA), Scepter (USA).

Ron-Phon, see Gal-Ron.

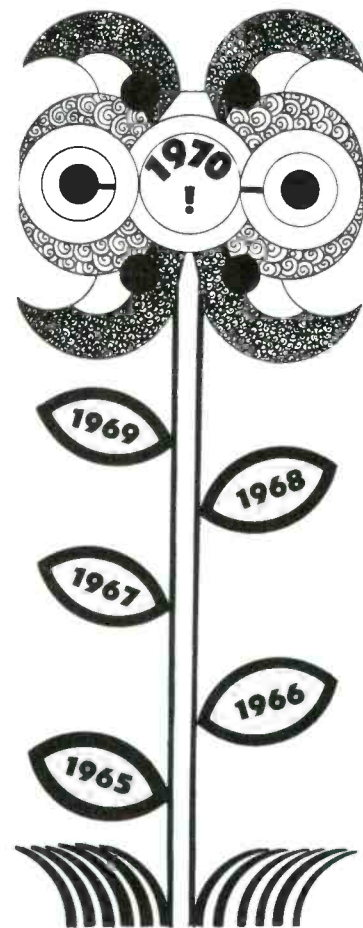
**Studio**, 33 Allenby St., Tel Aviv. Mgr. & Int'l: Herbert Russcol.

**Label:** Studio (distributed by Gal-Ron).

# ECOFINA

The trade mark of a high quality stereo-tape product.

**1970**  
 6,000 cassettes and 3,000  
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**1965** Only distributors

**1966** 30 cassettes a day

**1967** 100 cassettes a day

**1968** 800 cassettes a day

**1969** 3,000 cassettes and 1,500  
 8-track cartridges a day

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Via Leopardi 8  
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continued

Symphonia (Wholesale) Ltd., 296 Hayarkon St. Tel Aviv. Tel: 449940, 773070. Cable: SYMPHON-ICA. Mgr.: Gad Barkuz.  
 Labels: Pax, Symphonia.  
 Cassette: (Owned) Pax; (represented) Decca (France, UK).  
 Int'l firms represented: Decca (UK, France), Fonior (Belgium), London (USA), Taraniula (USA), Teldec (Germany).  
 Tarbut Wechinuch Publ'g House, 93 Arlazo Rof St., Tel Aviv. Tel: 261111. Pres.: B. Shachar; Gen. Mgr.: I. Kotonsky.  
 Int'l label represented: Montana (Germany).  
 Teen, see Hataklit.  
 Unatex, PO Box 2467, 29 Lilienblum St., Tel Aviv. Tel: 55776. Gen. Mgr.: Jerry Yanovsky.  
 Int'l labels represented: Amadeo (Germany), Buddah (USA), Telefunken (Germany).  
 Zakiphon, see Ron-Ly Zakiphon.

● music publishers

April Music Ltd., PO Box 681, 50 Ton St., Holon/Tel Aviv. Tel: (03) 840191. Pres.: Simon Schmidt; Gen. Prof. Mgr.: Ran Kedar.  
 Home office: USA.  
 Int'l firms represented: April/Blackwood & affiliates, including Melogrof & Mundo Musical (worldwide), Allied Artists (USA), Arden (USA), Bisquit (UK), Black Jack (USA), Blue Seas/Jac (USA), Boom (USA), Charlie Tunes (UK), Dino Desi & Billy (USA), Dolet (USA), Durning/Craftmasters (USA), Finito (UK), Jay Paul/Robwill (USA), Kangaroo (UK), Llee Corp. (USA), Magus (UK), Molloy (UK), Musical Frontiers (USA), Revolver (UK), Sailor (USA), Sheronda (USA), Twinbrook Nine (USA), Uncle Doris (UK), Phil Wainman (UK).  
 Int'l reps.: Worldwide (April/Blackwood & affiliates, including Melogrof & Mundo Musical).  
 Illan Melody Press (ACUM), 105 Ben-Yehuda St., Tel Aviv. Tel: 232078. Dir.: Dr. Peter Gradenwitz.  
 Int'l firms represented: Robert Stigwood Org., including Abigail, Dratleaf, RSO, Saharet, St. George (UK); 20th Century Music (USA); sub-publishers for most int'l publ'g firms.  
 Israel Composers League Publ'ns Ltd., 73 Nurdau Blvd., Tel Aviv. Tel: 440395. Gen. Mgr.: Benjamin Bar/Am.  
 Israeli Music Publ'ns Ltd. (ACUM), Rehov Ben Yehuda 105, Tel Aviv. Tel: 232078. Cable: ISMUSICA. Dir.: Dr. Peter Gradenwitz.  
 Int'l firms represented: Carisch (Italy), J&W

Chester (UK), Curci (Italy), Faber (UK), Impero-Verlag (West Germany), Oxford Univ. Press (UK), Schott (West Germany, UK).  
 Int'l reps.: Austria (Hofmeister-Figaro), France (Peters) West Germany (Impero-Heinrichshofen), Italy (Carisch), Netherlands (Broekmans & van Poppel), Switzerland (Hug), UK (J&W Chester).  
 Izrazemer, PO Box 4292, 11 Herzl St., Haifa. Tel: 69950. Cable: RECOMUSIC. Mng. Dir.: Dov Zeira.  
 Int'l firms represented: Walt Disney (USA), Harvard (USA), Ivan Mogull (USA), Wonderland (USA).  
 Musicor, PO Box 21029, 75 Haifa Rd., Tel Aviv. Cable: EASTRONIX. Telex: 033638. Mng. Dirs.: Dov Peleg, T. Kenny.  
 Int'l firms represented: Dunbar (USA), Sunbury (USA).  
 Osnath, 4 Hilazon St., Ramat Gen. Tel: 722003, 723605. Dirs.: Zeev Lewin, Benny Amdursky.  
 Pa'amoni (ACUM), see Subar.  
 Sharon (ACUM), see Subar.  
 Subar Music Publ'g Co. Ltd. (ACUM), 1 Any Ma'amin, Ramat-Hasharon. Tel: (03) 771323. Gen. Mgr.: Dr. Ophira Bar-Elan.  
 Affiliates: Pa'amoni, Sharon.  
 Int'l firms represented: Acuff-Rose (USA), Charing Cross (USA), Sam Fox (USA), Les Prod'ns Michel Legrand (France), MRC (USA), Screen Gems-Columbia (USA), Sparta (UK), Sugar (Italy), Suvini Zerboni (Italy), Three Bridges (USA), World (Belgium).  
 Tarbut Wechinuch Publ'g House, 93 Arlazo Rof St., Tel Aviv. Tel: 261111. Pres.: B. Shachar; Gen. Mgr.: I. Kotonsky.  
 Int'l rep.: USA (Sfarim Israel).

● services

DIRECT-MAIL SERVICE

C B S Recs. (Israel) Ltd., PO Box 681, 50 Ton St., Holon/Tel Aviv. Tel: (03) 840191. Mng. Dir.: Simon Schmidt; Sales Mgr.: Alan M. Feinberg.

LICENSING ORGANIZATION, MUSIC

A C U M Ltd., 118 Rothschild Blvd., Tel Aviv. Tel: 240105. Cable: ACUMEMIS. Pres.: Aharon Ashman; Gen. Mgr.: Menahem Avidom; Sec'y-Gen.: J. Ben-David. (Society of composers, authors & music publishers).

PLATING & PROCESSING PLANT

C B S Recs. (Israel) Ltd., PO Box 681, 50 Ton St., Holon/Tel Aviv. Tel: (03) 840191. Mng. Dir.: Simon Schmidt; Sales Mgr.: Alan M. Feinberg.

PRESSING PLANTS

C B S Recs. (Israel) Ltd., PO Box 681, 50 Ton St., Holon/Tel Aviv. Tel: (03) 840191. Mng. Dir.: Simon Schmidt; Sales Mgr.: Alan M. Feinberg.  
 Hed-Arzi, 4 Hilazon St., Ramat-Gan. Tel: 722003, 723605. Gen. & Int'l Mgr.: Zeev Lewin; Treas. & Sales Mgr.: Joseph Grossman; A&R Mgr. & Sales: Dan Fairaru.  
 Itraphon, Ind'l Zone B, Azur. Tel: 86542. Mng. Dir.: Nattaly Alshech; Dir.: Jacques Alshech.  
 Makolit Grammophone, PO Box 8031, 15 Hamanor St., Tel Aviv. Tel: 821694. Mgrs.: Daniel Antanir, Shlomo Pe'er.  
 Ron-Ly Zakiphon, 29 Raziel St., Jaffa-Tel Aviv. Tel: 826370. Gen. Mgr.: Raphael Zouilly.

RECORDING STUDIOS

Gol-Simotronic, 5 Pri-Megadim St., Tel Aviv. Tel: 255942. Gen. Mgr.: Uri Grossman.  
 Israel Rec'g Serv. 18 Shalom Aleichem St., Tel Aviv. Tel: 244118. Owner: Studio Mgr. & Chief Eng.: H. R. Hellingner.  
 Israkol, 25 Frug St., Tel Aviv. Tel: 238330, 234066. Studio Mgr.: S. Weisman; Chief Eng.: M. Eshel.  
 Kolinor Rec'g Studios Ltd., 28 Bar-Cochba St. Tel: 232581, 238310; 10 Glikson St., Tel Aviv. Tel: 238538, 249270. Owners & Studio Mgrs.: Emil Bar; Amnon Roberman; Chief Eng.: M. Eshel.  
 Makolit, 15 Hamanor St., Tel Aviv. Tel: 821694. Mgrs.: Daniel Antanir, Shlomo Pe'er.  
 Radio-Doctor, 18 Shalom Aleichem St., Tel Aviv. Tel: 244118. Mgr.: H. Ralf Hellingner.  
 Regie Israel, 224 Ben Yehuda St., Tel Aviv. Tel: 447273. Cable: REGIEKOL. Studio Mgr.: Dany Bein.  
 Roll Ltd. Film Prod'n, 43 Shimon Hartarsy St., Tel Aviv. Tel: 440496. Mgr.: Yair Pradelski.  
 Ron-Ly Zakiphon, 6 Hassadna St., Azur Zone, Holon. Tel: 845347. Mgr.: Raphael Azouilly.

● supplies

JACKET MANUFACTURER LABEL MANUFACTURER

Grapholit Ltd., 9 Hagra, Tel Aviv. Tel: 32983. Pres.: Alexander Mozes; Gen. Mgr.: Oded Mozes; Sales Mgr.: Julio Kaufmann.

SLEEVE MANUFACTURERS

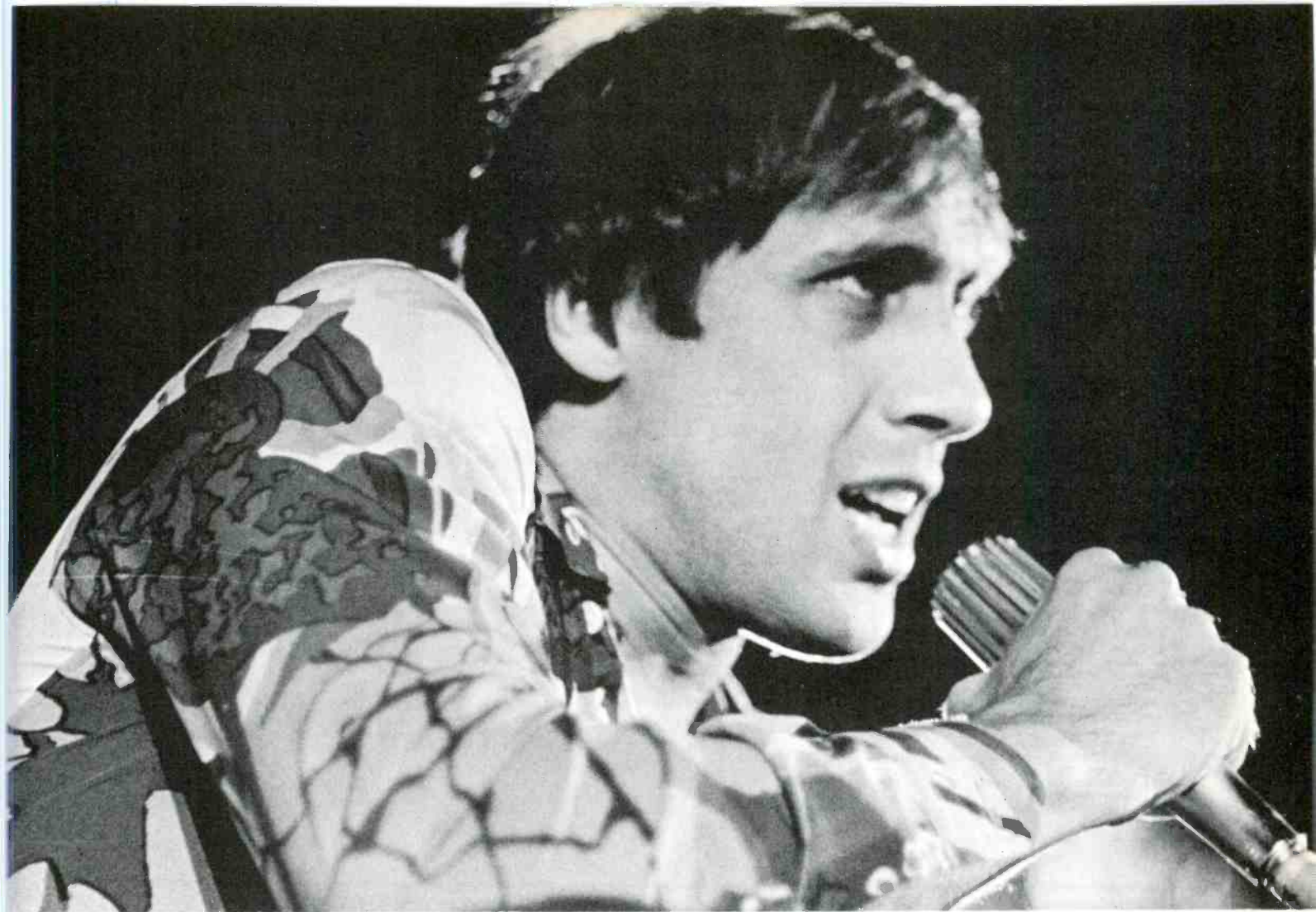
Grapholit Ltd., 9 Hagra, Tel Aviv. Tel: 32983. Pres.: Alexander Mozes; Gen. Mgr.: Oded Mozes; Sales Mgr.: Julio Kaufmann.

continued on page 326

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**A going ahead  
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with an International artist roster.**

**CLAN CELENTANO RECORD - CORSO EUROPA 7 - MILANO 20122 - ITALY**

continued

Hazincographiot Hameuchadot, PO Box 407, 12 Lilienblum St., Tel Aviv. Tel: 55131. Mng. Dir.: S. Kamin.  
 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.

● accessories

C B S Recs. (Israel) Ltd., PO Box 681, 50 Ton St., Holon/Tel Aviv. Tel: (03) 840191. Mng. Dir.: Simon Schmidt; Sales Mgr.: Alan M. Feinberg.  
 Product: Browser boxes.

ITALY

RECORDS:

Records sold domestically (wholesale value): 12" LP's 1968-3,139,246 units, \$10,045,587. 10" LP's 1968-874,610 units, \$2,116,556. 7" LP's 1968-1,088,802 units, \$1,578,763. EP's 1968-567,880 units, \$823,426. Singles 1968-34,083,824 units, \$27,267,059.

Imports from USA (records, blanks, pre-recorded tapes): 1969-\$482,067; 1968-\$397,199.

Records exported to USA: 1969-475,153 units, \$245,978; 1968-393,147 units, \$208,510.

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.

Type of distribution: Manufacturer-to-wholesaler-to-retailer & manufacturer-to-retailer.

Discounting: Frequent.

Type of promotion: Primarily via TV/radio (government control resulting in minimal promotional value). The San Remo Festival/Cantagiro (singing tour of Italy) helps support the sale of records.

TAPE:

Market: Cartridge 4-track has disappeared and cartridge 8-track has conquered a remarkable share of the market (about 33%), but cassette still commands two thirds of the market. While RCA leads the 8-track field with about 80% of 8-track cartridge sales, Phonogram (Italian Philips) leads in cassettes with some 25% of

sales, but the market is also supported by major companies such as EMI, CGD-CBS, Ri-Fi, Ricordi, Durium, and most other Italian record companies. Recently major companies have started offering their product in the 8-track configuration. RCA declared sales of 700,000 8-track cartridges during 1969 and 450,000 cassettes, of which 25% were estimated to be exports. During the period July-December 1969, RCA declared sales of 470,000 8-track cartridges and 450,000 cassettes, 25% of which were for export. A large number of manufacturers produce cassette recorder-players and cassette players, with Philips and Autovox in the lead. As yet a limited number of companies produce cartridge players, with Voxson leading with 80% of the market. 860,000 cassette recorders and 335,000 cassette players are estimated to be on the market. This represents 7.6% of families compared with 42.9% of families owning record players. It is estimated that 150,000 to 180,000 cartridge players are on the market.

Pre-recorded tape manufactured for domestic & export sale: Cartridge 8-track 1969-850,000 units, \$2,840,000; 1968-\$65,000. Cassette 1969-1,450,000 units, \$5,160,000; 1968-\$202,000.

Pre-recorded tapes manufactured for domestic sale (factory value): Cartridge 8-track 1969-675,000 units, \$2,620,000. Cassette 1969-1,340,000 units, \$5,130,000.

Average retail price per tape: Cartridge 8-track & cassette-\$6.00.

Type of distribution: Most record companies distribute their tape product through record wholesalers and retailers. RCA and Phonogram also sell through non-traditional outlets, such as chain stores, supermarkets and gas stations. Ampex, which has established a branch in Italy, is expected to emphasize the non-record outlets. Rack-jobbing, virtually unknown in Italy, is expected to boom in conjunction with tape sales.

Type of promotion: Posters and newspaper ads are used. Extra sales come from discounts to retailers.

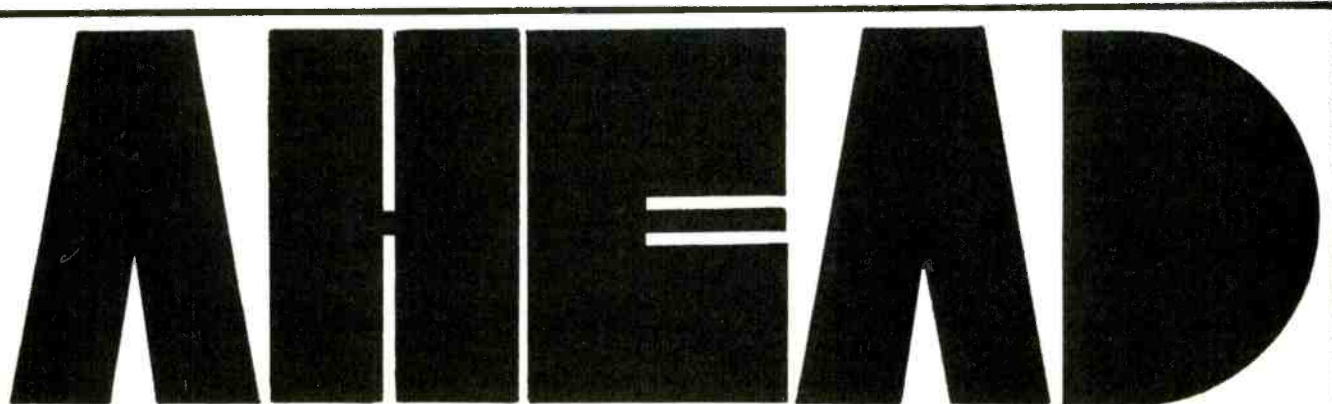
IMPORT/EXPORT REGULATIONS: There is no duty on goods from the Common Market area. Duty from other areas varies according to reciprocal agreements. All imports are subject to accessories fees, plus 10% luxury tax and 4% business tax (the last two taxes apply also to domestic product). Export is free with 4.4% return income tax in favor of exporters.

Germano Ruscitto

● record manufacturers

Ace of Clubs, see Decca Dischi.  
 Ace of Hearts, see Decca Dischi.  
 Albatros, see Vedette.  
 America, see Fonit-Cetra.  
 Amico, see DET.  
 Angel, see EMI.  
 Angelicum, see Discangelicum.  
 Antoniano, see Ri-Fi.  
 Apollo, Via G. Banti 69, 00191 Rome. Tel: 327.3468. Gen. Mgr.: Edoardo Vianello; A&R: Franco Califano; Press: Donatella Raffai. (Distributed by RCA).  
 Arcobaleno, Galleria del Corso 2, 20122 Milan. Tel: 866.732. Gen. Mgr.: Roberto Mongini; Pres.: Aurora Proserpi. (Distributed by IFI).  
 Label: Oregon.  
 Arcophon (Ed. Musicali) SaS, Corso Europa 16, 20122 Milan. Tel: 790.073. Pres.: Giovanni Pirelli; A&R: Angelo Ephrikian; Mng. Dir.: Viscardo Pontini; Sales: Carlo Maria di Lenna. Labels: Arcophon, Arcophon Int'l Miniarcophon.  
 Int'l label represented: Harmonia Mundi (France).  
 Arcophon Int'le, see Arcophon.  
 Ariete, see Carosello.  
 Ariston, see IFI.  
 Arlecchino, Galleria del Corso 2, 20122 Milan. Tel: 799.690. (Distributed by IFI).  
 Auditorium, see Carisch.  
 Belldisc Italiana SpA, Via Turati 28, 20121 Milan. Tel: 650.675. Mng. Dir. & Gen. Mgr.: Antonio Casetta; A&R: Roberto Dane; Jazz A&R: Pino Gandini; Pub. & Press: Peppo Del Conte; Adv.: Pino Tuzzi; Prod'n: Arnaldo Morosi. Labels: (Owned) Belldisc, Bluebell, Canadian-American; (distributed) Hockey, Off.  
 Cartridge 8-track & cassette: Belldisc, Bluebell, Liberty, Can-Am, Off.  
 Int'l labels represented: Alshire Int'l, Blue Note, Double Shot, ESP-Disk', Hanna-Barbara, Imperial, Liberty/UA, Minit, Pacific Jazz, Pickwick, Somerset, Sunset, World Pacific (all USA).  
 Int'l reps.: Australia (Liberty/Int'l), Canada (Liberty/UA), Germany (Miller Int'l), Greece (Helladisc), Japan (Philips), Mexico (Gamma), Portugal (Radio Triunfo), South Africa (Liberty/UA), Spain (Hisvovox), Turkey (Yasef Alguadis), UK (Philips), USA (Liberty/UA).  
 Bentler, Via Mercato 3, 20121 Milan. Tel: 898.635. Pres. & Sales Mgr.: Gualtiero Guerrini; A&R: Maria Luisa Nobile; Press: Walter Gigli. Labels: Bentler, Eldorado. (SEE ADVERTISE-MENT)

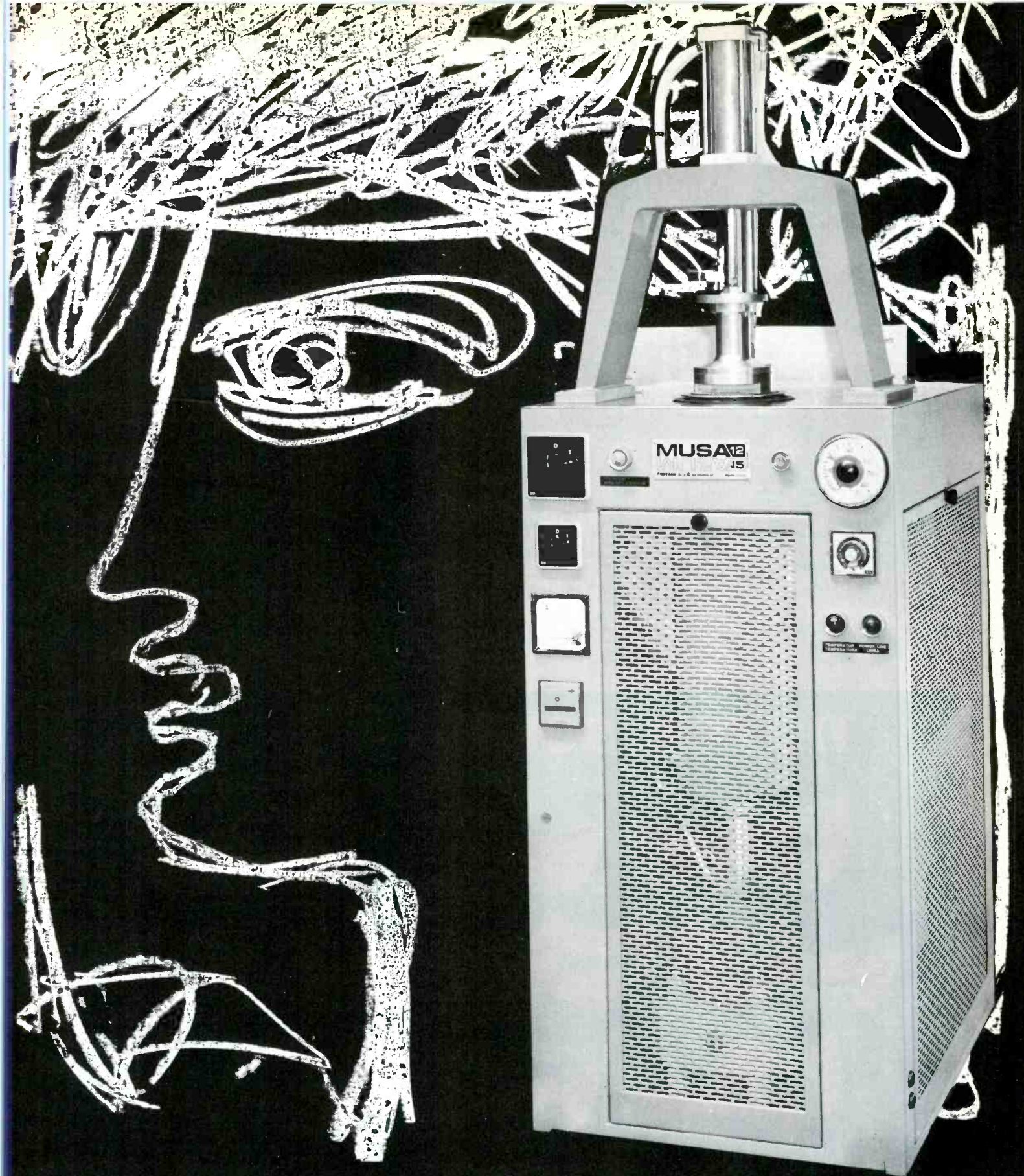
continued on page 328



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continued

Big Ben, see Cellograf-Simp.  
 Bla Bla Srl, Galleria del Corso #2, 20122 Milan. Tel: 796.149. Pres.: Pino Massara; Gen. Mgr.: Pier Tacchini. (Distributed by Phonogram).  
 Bluebell, see Belldisc.  
 Blue Horizon, see CBS.  
 Boom Recs., see Saint Martin.  
 Brio, see Miura.  
 Broadway, see Ducale.  
 Bruber SpA, Piazza Duomo 31, 20122 Milan. Tel: 897.097. Mng. Dir.: Bruno Berri; Promo., Press & Sales: Andrea Montagna; A&R: Gian Stellari. Labels: Capitan, Ifi, Interrecord, Mignon, River.  
 C A M, see DET.  
 C B S/Sugar Compagnia Generale del Disco SpA, Corso Europa 5, 20122 Milan. Tel: 702.563, 794.841. Cable: COLREC. Mng. Dirs.: Ladislao & Piero Sugar; Mgrs.: Giuseppe Giannini, Franco Crepax, Sandro Delor; Pop A&R: Franco Monaldi, Renato Angiolini, Gianni Dal Dello; Classical A&R: Silvio Cerutti; Promo. & Pub.: Gian Borasi, Johnny Porta; Press: Marina Testori; Int'l: Giuliana Quadrelli; Export: Andrea Bianchi; Prod'n & Co-ord.: Cesare Brunelli. Labels: CBS, CGD.  
 Cartridge 8-track & cassette: (Owned) CBS catalog, CGD; (represented) BT Puppy, Epic, Project 3, Reprise, Scepter, Warner Bros. Int'l labels represented: BT Puppy, Epic, Project 3, Scepter, Warner Bros. Int'l reps.: Japan (CBS-Sony, King), worldwide (CBS).  
 C D B Italiana, Via Montesanto 10/A, 00195 Rome. Tel: 356.2147. Mgr.: Carmine De Benedictis.  
 C D I, Via Balilla 36, 20136 Milan. Tel: 847.2672. Gen. Mgr. & Int'l: Pier Quinto Cariaggi. Labels: CDI, California, Discolino, Discomec, PCD.  
 C E D I, Corso Dante 114, 10126 Turin. Tel: 637.423. Mng. Dir.: Armando Dell'Utri; Gen. Mgr.: Anna Dell'Utri. Labels: CEDI, Moon. Int'l labels represented: Ocora (France), Topic (UK).  
 C E M E D, see Carosello.  
 Cadis, see Phonotype.  
 California, see CDI.  
 Campi (Editori), see DET.  
 Canadian-American, see Belldisc.  
 Capitan, see Bruber.  
 Capitol, see EMI.  
 Capri, see King Universal.

Carisch SpA, Via General Fara 39, 20124 Milan. Tel: 650.741. Pres.: Aldo Pardi; Mng. Dir.: Sandro Galli; A&R, Pub., Promo. & Adv.: Gino Mazzocchi; Classical A&R: Calisto Ravizza; Sales Dir. & Int'l: Giuseppe Cremascoli. Labels: (Owned) Carisch; (distributed) Auditorium, Musicaphon, Qualiton.  
 Int'l labels represented: Baerenreiter Musicaphon (Germany), Hugaroton (Hungary), Muza (Poland), Qualiton (Hungary), Valois (France). Int'l reps.: Australia (W&G), Benelux (Hebra), Canada (Bravo), Germany (Electrola), Greece (Orphanidis), Israel (EMI), Lebanon (Zavencherchiar), Portugal (Radio Triunfo), Spain (His-pavox), South Africa (Gallo), Switzerland (EMI), Turkey (Alguadis), USA (Regalia).  
 Car Juke Box, Via Podgora 12/B, 20122 Milan. Tel: 782.272, 781.970. Gen. Mgr.: Mr. Bertolletti; A&R: Jan Langosch. (Distributed by Phonogram).  
 Carosello CEMED SpA, Galleria del Corso 4, 20122 Milan. Tel: 794.746, 793.008. Cable: CURCI-MUSIC. Pres.: Giuseppe Gramitto Ricci; Gen. Mgr. & Int'l: Paolo Ruggeri; Pop A&R: Tony De Vita; Press & Pub.: Luisa De Toni. Labels: (Owned) Ariete, Carosello, Costanza, Curci, Italian Yank, Mustang; (distributed) Walt Disney, Ducale Italdisc group, Dischi Del Sole, EDM.  
 Cartridge 8-track & cassette: (Owned) Carosello catalog; (represented) Brunswick, Erato, Italdisc, MCA.  
 Int'l labels represented: Buena Vista, Coral, Crewe, Decca (USA), Disneyland, Erato, MCA, Page One, Palette, Topolino, 20th Century-Fox. Int'l reps.: Argentina (Disc-Jockey), Australia (W&G), Canada (Bravo), France (Festival), Greece (Music Box), Lebanon (SLD), Libya (Martinez), Mexico (Gamma), Spain (Belter), Switzerland (Musikvertrieb), Turkey (Medina), UK (Liberty/UA), USA (Carosello).  
 Cellograf-Simp SpA, Via Maffucci 18, 20158 Milan. Tel: 376.3141. Mng. Dir.: Natale Sciascia; Gen. Mgr.: Riccardo Rota; A&R: Gino Mescoli; Sales Mgr.: Giovanni Albani. Labels: Big Ben, Oscar, Phonocolor, Primavera, Style. Cassette: Phonocolor, Style licensed to Phonogram.  
 Int'l reps.: Argentina (Fermata), Austria Turicaphon in Switzerland, Benelux (Basart), Brazil (Fermata), Canada (Bravo), France (Festival), Germany (Deutsche Vogue), Greece (Plomaritis), Israel (Hed-Arzi), Lebanon (SLD), Mexico (Fermata), Peru (Dimusa), Portugal (Radio Triunfo), Scandinavia (Sonet), South Africa (Metefor), Switzerland (Turicaphon), Turkey (Gramophone), Uruguay (Sondor), Venezuela (Favedica).

Cetra, see Fonit-Cetra.  
 Ciao Ragazzi, see Clan Celentano.  
 Cinevox, Via Veneto 108, 00187 Rome. Tel: 470.764. Admin.: C. A. Bixio; Sales Mgr.: Franco Rizzi; Int'l: Carlo Bixio. Labels: Cinevox, Rang. (Distributed by RCA).  
 City, Galleria del Corso 4, 20122 Milan. Tel: 794.266. Mng. Dir. & Gen. Mgr.: Alessandro Friggieri; A&R: Paolo Gatti; Press & Promo.: Bruno Baresi. Labels: City, Metropole. (Distributed by IFI). Int'l rep.: USA (CID1).  
 Clan, see Clan Celentano.  
 Clan Celentano Srl, Corso Europa 7, 20122 Milan. Tel: 704.261. Mng. Dir. & Gen. Mgr.: Corrado Pintus; Admin.: Mario Di Maggio; A&R: Roberto Negri; Press: Giuseppe Cremonesi; Int'l: Monica Dahl. (Distributed by Clan Distribuzione). Labels: (Owned) Clan, Ciao Ragazzi, Totem; (distributed) Equipe. Cassette: Clan.  
 Int'l labels represented: Basart (Netherlands), Big-T (UK), Everest (USA), Gazell (Sweden), Alex Marco (France), Sayton (Spain), Sonet (Sweden), Transatlantic (UK), Xtra (UK). Int'l reps.: Canada (Global), Germany (Ariola), Greece (Music Box), Japan (Nippon Columbia), Libya (Ariston), Mexico (Tizoc), Netherlands (Basart), Spain (Sayton), Switzerland (Overseas), Turkey (Yasef Alquadis), USA (CID1). (SEE ADVERTISEMENT)  
 I Classici della Musica Classica, see Ricordi. (SEE ADVERTISEMENT)  
 Columbia, see EMI.  
 Combo Rec. SaS, Via S. Martino della Battaglia 5/7, 20122 Milan. Tel: 848.0454. Int'l: Mario Trevisan. Labels: Combo, Humour, RT Club. Int'l label represented: Marfer (Spain). Int'l reps.: Australia (Minstrel), Canada (Leon Vellone), South Africa (L'Edicola), Spain (Marfer), Switzerland (Rothlisberger), Turkey (Sayan-plak), USA (Carosello).  
 Comfape, see Vedette.  
 Cormorano, see RCA.  
 Corsair, see Vedette.  
 Costanza, see Carosello.  
 Cricket, see Fonit-Cetra.  
 Curci, see Carosello. (SEE ADVERTISEMENT)  
 dB, see Folklore.  
 D D F, see Folklore.  
 D E T SpA, Via Virgilio 8, 00193 Rome. Tel: 382.021. Cable: CAMUSIC. Pres.: Giuseppe Campi; Gen. Mgr.: Sergio Federici; A&R & Int'l Mgr.:

continued on page 330

**THE DUTCH SOUND INVADES ITALY!**

<b>M7041</b> VENUS SHOCKING BLUE	<b>M7056</b> TEE-SET	<b>M7052</b> MA BELL AMIE	<b>M7052</b> MARIAN THE SPINX
<b>M7050</b> SHOCKING BLUE	<b>M7055</b> MIGHTY JOE SEASONS	<b>M7049</b> EARTH and FIRE	<b>M7049</b> LITTLE GREEN BAG GEORGE BAKER
<b>M7057</b> OSAKA THE SHOES	<b>M7051</b> GOLDEN EARRING	<b>M7051</b> ANOTHER 45 MILES	<b>M7061</b> A SUNNY DAY FERRARI

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continued

Luigi Campi; Sales: Bruno Bianchi; Press & Promo.: Franca Croccolo. (Distributed by Ca-Di).

Branch: 20122 Milan, Corso Europa 5/7. Tel: 796.351.

Labels: (Owned) DET, DET Int'l, Amico, CAM, Campi Editori, Intro, Mama, TV Sorrisi & Canzoni; Tank, Telezecchino; (distributed) Omiron, Parade, Phonotype.

Cartridge 8-track: DET licensed to RCA.

LP cassette: DET, Amico, CAM licensed to Phonogram.

Int'l reps.: France (Simepp), Japan (CAM), USA (CAM).

D E T Int'l, see DET.

D K F, see Folklore.

Davoli, Via F. Lombardi 6, 43100 Parma. Tel: 408.83. (Distributed by Ca-Di).

Decca Asso Di Quadri, see Decca Dischi.

Decca Dischi Italia SpA, Via Brisa 3, 20123 Milan. Tel: 874.048, 891.848, 862.057. Cable:

DECCITAL. Gen. Mgr.: Romano Bacchini; A&R & Int'l: Paolo Tosi; Sales: Luigi Negro; Press: Livia Hendel.

Labels: Ace of Clubs, Ace of Hearts, Decca, Decca Asso Di Quadri, Deram, Dire, London, Technophon, Threshold.

Cartridge 8-track & cassette: Decca (UK), Decca, Deram, London, Telefunken, Threshold, Vega.

Int'l labels represented: Argo (UK), Cynus (France), L'Oiseau Lyre (France), Telefunken (Germany), Vega (France).

Int'l reps.: Worldwide (Decca).

Del Sole, see Carosello.

Deram, see Decca Dischi.

Dire, see Decca Dischi.

Discangelicum Srl, Piazza S. Angelo 2, 20121 Milan. Tel: 654.610. Pres.: Leopoldo Giuliani.

Label: Angelicum (distributed by Ricordi).

Dischi Del Sole, see Carosello.

Discolino, see CDI.

Discomec, see CDI.

Disneyland, see Walt Disney & Carosello.

Walt Disney, Via Agnello 20, 20121 Milan. Tel: 896.903. Cable: MICKMOUSE. Gen. Mgr.:

Antonio Bertini; Ass't: Luciano Montesion. (Distributed by Carosello).

Labels: Disneyland, Vista.

Ducale, Via Beccaria 5, 20122 Milan. Tel: 705.370. Cable: FONORECORD. Admin., Gen. Mgr. &

Int'l: Davide Matalon; Pub. & Promo.: Luisa De Toni. (Distributed by Carosello).

Labels: Broadway, Ducale, Italdisc.

Int'l labels represented: MCA, Coral, Decca (all USA).

Int'l reps.: Brazil (Fermata), Japan (Nippon Columbia), Spain (Espectra), Switzerland (Musikvertrieb), Turkey (Yasef Alguadis), USA (Carosello). (SEE ADVERTISEMENT)

Durium SpA, Via Manzoni 40/42, 20121 Milan. Tel: 701.705/008. Pres. & Mng. Dir.: Krikor

Mintangian; Admin: Franco Martinengo; A&R: Franco Cassano; Prod'r: Felice Piccarda; Press: Silvano Marzanta; Export Mgr.: Elisabel Mintangian.

Branch: Rome, Via Montanelli 11. Gen. Mgr.: Dino Caruana; Promo.: Franco de Crescenzo.

Labels: (Owned) Durium, Sprint; (distributed) PDU, Sun, Tiffany.

Cartridge 8-track: Durium, PDU, Cadet, Checker, Chess, Steady licensed to RCA.

Cassette: Durium, PDU, Cadet, Checker, Chess, Steady licensed to Phonogram.

Int'l labels represented: Cadet, Checker, Chess, Metromedia, Steady (all USA).

Int'l reps.: Argentina (Sicamericana), Australia (Minstrel), Austria (Centrocord), Canada (London), Chile (Philips), Colombia (Fuentes), France (Pathe-Marconi), Germany (Ariola, 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 (Yasef Alguadis), UK

(Pye), Yugoslavia (Jugoton).

Dynamic, see Folklore.

E D G, Corso Mazzini 38, 48018 Faenza. Tel: (0546) 222.35.

E D M, see Carosello.

E M I Italiana SpA, Piazza Cavour 1, 20121 Milan. Tel: 652.577, 668.738. Cable: EMIGRAM. Mng.

Dir.: Michel Bonnet; Admin: Vittorio Magnoli; Ass't Gen. Mgr.: Marco Bignotti; A&R Co-ord.:

Giampiero Scussel; Classical A&R: Michele Corradi, Carla Paggaglio; Sales & Int'l: Carlo

Barbareschi; Pub. & Press: Eraldo Di Vita; Int'l Repertoire Co-ord.: Sergio Bono, Lino

Teruzzi.

Branch: 21042 Caronno Pertusella (Varese); Via Bergamo 5. Tel: 910.1053.

Labels: Angel, Capitol, Columbia, Odeon, Parlophone, Pathe, Regal, Stateside, La Voce del

Padrone.

Cartridge 8-track & cassette: Self-mfd. & imported.

Int'l labels represented: ABC (USA), Apple (UK), Beacon (UK), Bluesway (USA), Blue Thumb

(USA), Command (USA), Dunhill (USA), Good Time Jazz (USA), Harvest (UK), Impulse (USA),

Penny Farthing (UK), Somethin' Else (France), Taccoun (France), Tower (USA).

E U R, see IFI.

Eco, via S. Antonio 5, 20122 Milan. Tel: 802.301, 892.686. Gen. Mgr. & Int'l: Eugenio Consonni;

Sales: Luigi Grazioli.

Labels: Eco, Gulliver, Rusty.

Eda, see Equipe.

Edibi, see Sviluppo Discografico del Mezzogiorno.

Eldorado, see Bentler.

Epic, see CBS.

Equipe Srl, Via Enrico Toti 4, 20123 Milan. Tel: 435.093. Mng. Dir. & A&R: Italo Allione;

Sales: Luigi Cazzola. (Distributed by Clan Celentano).

Labels: Equipe, Eda.

Eterfon, see Phonotype.

Excelsius, see Phonotype.

Fans, see Phonotype.

First, see IFI.

Folklore Srl, Via Ventimiglia 37, 10126 Turin. Tel: 637.543. Pres.: Ezio De Barbieri; A&R: Happy

Ruggiero; Sales: Franco Coda; Press: Renata

Fiabane.

Labels: (Owned) dB, DDF, DKF, Folklore, Music Int'l Flash; (distributed) LDC, Dynamic.

Cassette: FP4 self-mfd.

Int'l labels represented: El Virrey (Peru).

Fonit, see Fonit-Cetra.

Fonit-Cetra SpA, Via Bartola 34, 10122 Turin. Tel: 57.53. Cable: CETRA. Pres.: Enrico Carrara;

Mng. Dir.: Renato Zaccone; Gen. Sec'y: Dr. Renato Poli; A&R: Mario Zanoletti; Sales:

Luigi Arduino; Pub. & Press: Rosita Robba; Int'l: Maurizio Golla.

Labels: Fonit, Cetra, America, Cricket, Excelsius, International.

Cartridge 8-track & cassette: Fonit-Cetra catalog self-mfd.

Int'l labels represented: Ariola (Germany), Hachette (France), Harmonia Mundi (Germany),

Musidisc (France), Palette (Belgium).

Int'l reps.: Argentina (Fermata), Australia (Carinia), 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).

Fonorama C.A. Rossi, Via Barletta 11, 20141 Milan. Tel: 539.2392/251. Mng. Dir.: Carlo Alberto

Rossi.

Labels: Fonorama C.A. Rossi (distributed by IFI), Job (distributed by Miura).

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# DUCALE group

**As music publisher:** Ducale and Susy catalogs

**As record company:** MCA, Ducale and EDM labels

**As an industrial unit:** custom record pressing (albums and singles) and tape duplicating (cassette & cartridges) supplying all of Europe (our plant in Brebbia, on the Lake Maggiore, on the Northern Italian border, is located in the heart of the Common Market).

**Ducale s.r.l.** Edizioni Musicali-Head Office:  
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Manufacturing facilities & warehouse:

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**G. RICORDI & C.** *s. p. a.*  
MUSIC PUBLISHING COMPANIES  
MILANO, VIA BERCHET 2

\* LOOK AT CHARTS

continued

Fox Rec. Srl, Galleria del Corso 2, 20122 Milan. Tel: 709.491. Gen. Mgr., Pub. & Promo.: Gabriele Abbate; Variety A&R: Glauco Rosignoli; Sales: Linda Bianchi. Labels: Fox, Popular, Rex. Int'l labels represented: Ambassador, Diplomat, Mountain Dew, Peter Pan, Power, Scripture, Tifton (all USA).

G T A, see Miura.

Gulliver, see Eco.

Help Srl, Lungotevere dei Mellini 27, 00193 Rome. (Distributed by RCA).

Hockey, see Belldisc.

Humour, see Combo.

I Classici della Musica Classica, see Ricordi.

I F I SaS, Piazzetta Pattari 1/3, 20122 Milan. Tel: 897.745. Pres.: Alfredo Rossi; Gen. Mgr., Co-ord. & Promo.: Giuseppe Tarozzi; A&R: Gianni Guarnieri; Sales: Enzo De Michelis; Pres: Guido Aridizzone; Int'l: Valeria Primi. Labels: (Owned) Ariston, EUR, First, Jet; (distributed) Arcobaleno, Arlecchino, City, Fonorama, Victory. Cartridge 8-track & cassette: Ariston. Int'l labels represented: Audio Fidelity (USA), Crestview (USA), Jay Boy (UK), Joy (UK), President (UK). 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 (Nespol), Venezuela (Velvet), USA (CIDI).

I N C, Galleria del Corso 4, 20122 Milan. Tel: 790.388. Gen. Mgr.: Umberto Bindi; Press: Daria Lombardi. (Distributed by Phonogram). (SEE ADVERTISEMENT)

I T, see RCA.

Ifi, see Bruber.

International, see Fonit-Cetra & Ricordi.

Interrecord, see Bruber & Vedette.

Intro, see DET.

Italdisc, see Ducale.

Italia Canta, see Saint Martin.

Italian Yank, see Carosello.

Jet, see IFI.

Job, see Fonorama C. A. Rossi & Miura.

Joker, see Saar.

Jolly, see Saar.

Kappa-O, see Phonotype.

King Jazz, see Saar.

King Universal SpA, Via Egiziaca a Pizzo Falcone 41/A, 80132 Naples. Mng. Dir. & Int'l: Aurelio Fierro. Labels: Capri, King Universal, Star.

L D C, see Folklore.

Las Vegas, see Sidet & Saint Martin.

Leondisco, see Phonotype.

Little Record, see Phonogram.

London, see Decca Dischi.

M R C, see Miura.

Mama, see DET.

Metropole, see City.

Mignon, see Bruber.

Miniarcophon, see Arcophon.

Miure Recs. SpA, Corso Europa 5, 20122 Milan. Tel: 794.751. Pres.: Lorenzo Sampietro; Gen. Mgrs.: Carlo Sampietro, Ludovico Socci; A&R: Gilberto Zilioli; Sales: Giorgio Termignoni; Press: Florana Panetta. Labels: (Owned) Miura, Brio, GTA; (distributed) MRC, North, Job. Cartridge 8-track & cassette: Miura self-mfd. Int'l labels represented: Ariola (Germany), Copacabana (Brazil), Spark (UK).

Moon, see CEDI.

Music, see Saar.

Musicaphon, see Carisch.

Music Int'l Flash, see Folklore.

Mustang, see Carosello.

North, see Miura.

Number One, see Saint Martin.

Numero Uno, Galleria del Corso 2, 20122 Milan. Tel: 799.127. Pres.: Mariano Rapetti; Gen. Mgr.: Sandro Colombini; A&R Co-ord.: Mr. Mogol; Press: Mara Majonchi. (Distributed by RCA).

Odeon, see EMI.

Off, see Belldisc.

Omicron, see DET.

Oregon, see Arcobaleno.

Original Cast, see RCA.

Oscar, see Cellograf-Simp.

P C D, see CDI.

P D U SpA, Via Senato 12, 20121 Milan. Tel: 796.061. Pres.: Giangiorgio Spiess; Mng. Dir.: Riccardo Bonadeo; A&R: Augusto Martelli; Sales Mgr.: Renzo Gramegna; Press: Luciano Tallarini; Promo.: Giacomo Mazzini. (Distributed by Durium). Labels: PDU, Sun.

Parade Srl, Via Asiago 6, 00195 Rome. Tel: 311.131. Mng. Dir. & A&R: Carlo Rossi. (Distributed by DET).

Parlophone, see EMI.

Pathe, see EMI.

Philips, see Phonogram.

Phonocolor, see Cellograf-Simp.

Phonogram SpA, Via Borgogna 2, 20122 Milan. Tel:

796.541. Cable: COMINFON. Mng. Dir.: Alain Trossat; Ass't Gen. Mgr.: Roberto Galanti; A&R: Mansueto De Ponti; Classical A&R: Jurg Grand, Umberto Balestrini; Sales Mgr.: Franco Paradiso; Pub. & Press: Dario Pogliani; Promo.: Maso Biggiero; Artist Promo.: Adriano Frosi. Labels: Phonogram, Bia Bia, Car Juke Box, INC, Little Record, Philips, Shocking, Tay, Telerecord. Cassette: Philips, DGG, Polydor, Island, Little Record, Mercury, Fontana catalogs self mfd. & distributed. Int'l labels represented: Archiv (Germany), Battle (USA), DGG (Germany), Ember (UK), Fontana (UK), Fontana Special (UK), Heliodor (Germany), Hyland (UK), Jazzland (USA), Mercury (USA), Philips (Netherlands), Polydor (Germany), Polydor Special (Germany), Riverstone (USA), Storyville (Denmark), Teitragrammaton (USA), Uni (USA), Verigo (UK). (SEE ADVERTISEMENT)

Phonotype, Via Enrico de Marinis 4, 80134 Naples. Tel: 322.694. Mgrs.: Raffaele, Fernando, Roberto & Vincenzo Esposito. (Distributed by DET). Labels: Phonotype, Cadis, Eterfon, Fans, Kappa-O, Leondisco, Universal. Int'l reps.: Australia (Minstrel), Canada (Ital-record Dist'g), USA (Luigi Rossi), Venezuela (Radio Capri).

Play, see Vedette.

Playtime, Viale di Porta Vercellina 6, 20123 Milan. Tel: 437.162, 490.171. Gen. Mgr. & A&R: Pierangelo Codevilla; Press: Italo Gilardetti. (Distributed by RCA).

Pop, see Ri-Fi.

Poppy, see Vedette.

Popular, see Fox.

Populart, see Tiffany.

Primary, see Ri-Fi.

Primavera, see Cellograf-Simp.

Publiscio, see Ri-Fi.

Qualiton, see Carisch.

R C A SpA, Via Turbintina Km. 12, 00131 Rome. Tel: 416.041. Cable: RADIOINTER. Mng. Dir. & Gen. Mgr.: Giuseppe Ornato; Ass't Gen. Mgr.: Ennio Melis; Italian Pop Labels Mgr.: Riccardo Michellini; A&R Co-ord.: Ettore Zeppegrò; Classical A&R: Benito Vassura; Opns. Mgr.: Luciano Bernacchi; Special Projects: Giacomo Peroni; Adv. Mgr.: Nicola Onorati; Int'l (Europe) Paul ten Doesschate, (Africa), Enzo Purchetti, (Other areas) Gianni Amadio; Int'l Mktg. Mgr.: Francesco Banti. Branches: Milan, Piazzale Biancamano 2. Tel: 664.150/600-Bari, Bologna, Catania, Florence, Genoa, Naples, Padua, Pescara, Turin. Labels: (Owned) RCA-Italiana, RCA Victor, IT, Original Cast, Red Seal, Victrola; (distributed) Apollo, Cinevox, Cormorano, Help, Numero Uno, Playtime, Seven Recs. Cartridge 8-track: RCA & RCA Int'l catalog, Apollo, Cinevox, Cormorano, Durium, IT, Numero Uno, PDU, Ricordi, Seven Recs. Cassette: RCA & RCA Int'l catalog, AZ, Apollo, Cinevox, Cormorano, IT, Numero Uno, RGE, Seven Recs., Tamla/Motown. Int'l reps.: Argentina (Fermata), Austria (Centrocord), Belgium (Vogue), Brazil (Fermata), Canada (Trans-Canada), Chile (Fermata), Denmark (Hede Nielsen), Finland (Discophon), Germany (Deutsche Vogue), Greece (Columbia Gramophone), Israel (Hafaklit), Japan (Nippon Columbia), Lebanon (EMI), Mexico (Gamma), Netherlands (Dureco), Norway (Nera), Peru (Fermata), Portugal (M. Arnaldo Trindade), South Africa (Teal), Spain (Hisvavox), Sweden (Gramofon), Switzerland (Vogue), Turkey (Gramofon), Venezuela (Fermata). (SEE ADVERTISEMENT)

R C A Victor, see RCA.

R T Club, see Combo.

Radio, see Sidet & Saint Martin.

Rang, see Cinevox.

Rare, see SIF.

Red Seal, see RCA.

Regal, see EMI.

Rex, see Fox.

Ricordi SpA, Via Berchet 2, 20121 Milan. Tel: 871.313, 893.366. Cable: RICORDISC. Mng. Dir.: Guido Rignano; Domestic A&R: Gianni Sanjust; Int'l A&R: Vittorio Castelli; Sales: Renzo Benini; Promo. Mgr.: Lucio Salvini; Prod'n Mgr. & Int'l: Mimma Guastoni. Label: (Owned) Ricordi, International, I Classici della Musica Classica; (distributed) Argelicum. Cartridge 8-track & cassette: Ricordi. Int'l labels represented: Amadeo (Austria), Avco Embassy (USA), Bell (USA), Hispavox (Spain), Pye (UK), Metro (USA), Stax/Volt (USA), VSP (USA), Vanguard (USA), Verve (USA), Verve/Forecast (USA), Vogue (France). (SEE ADVERTISEMENT)

Ri-Fi SpA, Corso Buenos Aires 77, 20124 Milan. Tel: 273.641. Mng. Dir.: Giovanbattista Ansoldi; Pop A&R: Antonio Ansoldi; Classical A&R: Annamaria Biancardi; A&R Prod'rs: Gianfranco Intra, Ezio Leoni; Sales Mgr.: Piero La Falce; Pub. & Promo.: Vladimiro Albera; Int'l Mgr.: Giuseppe Velona; USA Business Agent: Richard H. Roemer, 400 Madison Ave., New York, N.Y. Branch: 00161 Rome, Via Ravenna 34. Mgr.: Gianfranco Villardi. Labels: Ri-Fi, Antoniano, Pop, Primary, Publiscio, Variety. Cartridge 8-track & cassette: Ri-Fi, Atlantic, Monument self-mfd. Int'l labels represented: Atco, Atlantic, Buddha, Jay-Gee, Kama Sutra, Laurie, Monument, Super

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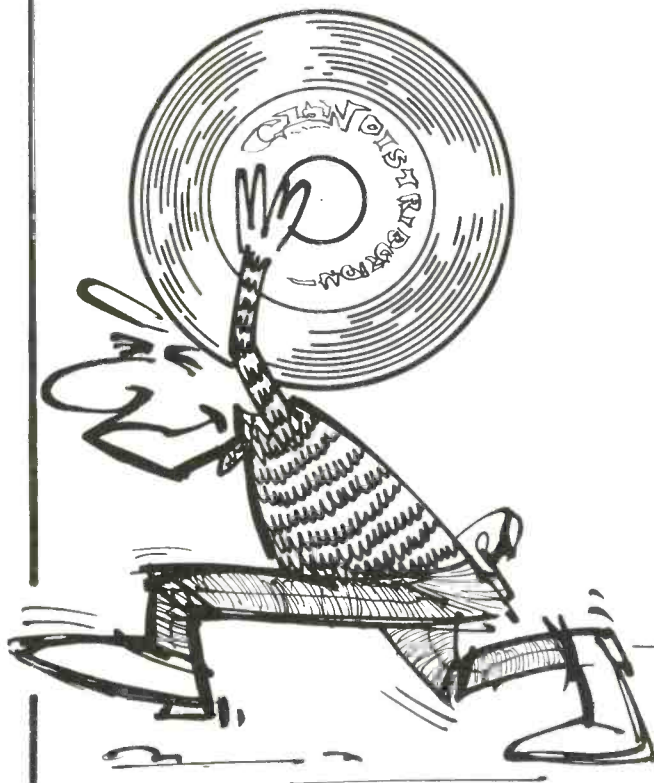
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Majestic, 20th Century-Fox, Turnabout, Vox, (all USA); Supraphon (Czechoslovakia); Redifone (UK).

**Int'l reps.:** Argentina (Phonogram), Austria (Amadeo), Brazil (Philips), Canada (Global), Chile (Philips), Colombia (Philips), France (Ri-Fi France), Germany (Oversea), Greece (Philips), Iran (Sufer), Israel (Hatakli), Japan (Philips), Libya (Salem Bedrusc), Mexico (Philips), Middle East (SLD), Peru (Philips), Portugal (Marfer), South Africa (Trutone), Spain (Marfer), Switzerland (Oversea), USA (CIDI), Venezuela (Philips), Yugoslavia (Edit).

River, see Bruber.

Rusty, see Eco.

S I F SpA (Societa Italiana Fonografica), Via Crivelli 20, 20122 Milan. Tel: 580.867/573. Mng. Dir.: Giampiero Simontacchi; Admin.: Giuseppe Caperton; A&R: Luciano Giacotto, Bruno Pallesi; Sales: Amleto Silvestri; Press: Mirka Ghidotti; Int'l Mgr.: Hara Mintangian.

**Labels:** SIF, Rare.  
**Int'l labels represented:** Barclay (France), Classic (France), Fleche (France), Major Minor (UK), Riviera (France), Young Blood (UK).



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Saar Srl, Viale di Porta Vercellina 14, 20123 Milan. Tel: 469.6251, 483.058. Mng. Dir.: Walter Gurtler; Gen. Mgr.: Italo Prandin; Sales Mgr.: Sergio Balloni; Promo. & Press: Gianna Morello. **Labels:** Joker, Jolly, King Jazz, Music, Signal, Stella, Vibration.

**Cartridge 8-track & cassette:** Self-distributed. **Int'l labels represented:** Contact (USA), Roulette (USA), Zafiro (Spain).

**Int'l reps.:** Argentina (Fermata), Australia (Minstrel), Austria (Centrocord), Belgium (Vogue), Brazil (Fermata), Canada (Colangelo), France (Festival), Germany (Rundfunk), Greece (Hella disc), Japan (King), Lebanon (SLD), Malta (Elektro), Mexico (Dusa), Netherlands (Vogue), Portugal (Radio Trifunfo), Spain (Zafiro), Sweden (Sonef), Switzerland (Finsterwald & Cantacuzene), Syria (Tartzakian), Turkey (Yusef Alguadis), Venezuela (Favedica), USA (CIDI). (SEE ADVERTISEMENT)

Saint Martin, Via Porro Lambertenghi 34, 20159 Milan. Tel: 688.4434. Pres.: Gino Caselli; Gen. Mgr. & Int'l: Primo del Comune; Press & Pub.: Antonio Marrapodi.

**Labels:** Saint Martin, Number One, Vip, Radio, Las Vegas, Italia Canta, Boom Recs., Sidet. **Int'l labels represented:** Colossus, Heritage, Prophesy (USA); Marfer (Spain). **Int'l reps.:** Germany, Benelux, Switzerland (Ariola); Mexico (Zave).

Seven Recs., Via Cagliari 13, 00198 Rome. Tel: 858.193. (Distributed by RCA).

Shocking, see Phonogram.

Sidet Srl, Piazzetta Pattari 2, 20122 Milan. Tel: 804.818. Gen. Mgr. & Int'l: Emanuele Daniele (Distributed by Saint Martin).

**Labels:** Las Vegas, Radio. **Cartridge 8-track & cassette:** Licensed to Ecofina.

Signal, see Saar.

Splash, Via Elena 17/B, 80122 Naples. Tel: 663.801/3765. Admin.: Giuseppe Faiello; A&R: Domenico Di Francia; Sales Mgr.: Antonio Palombo. (Distributed by Messaggerie Musicali).

Sprint, see Durium.

Star, see King Universal.

Stateside, see EMI.

Stella, see Saar.

Storm, see Sviluppo Discografico del Mezzogiorno.

Style, see Cellograf-Simp.

Sun, see PDU & Durium.

Sviluppo Discografico del Mezzogiorno SpA, Via Morgantini 3, 80134 Naples. Tel: 210.325, 212.184. Mng. Dir.: Luciano Villeveille Bideri. **Branch:** Rome, Via Teulada 52. Tel: 380.700. **Labels:** Edibi, Storm.

T V Sorrisi & Canzoni, see DET.

Tank, see DET.

Tay, see Phonogram.

Technophon, see Decca Dischi.

Telerecord, Via Podgora 12/B, 20122 Milan. Tel: 782.272, 781.970. Gen. Mgr.: Roberto Mongini; A&R: Jan Langosz. (Distributed by Phonogram).

Telezecchino, see DET.

Tempo, see Vedette.

Threshold, see Decca Dischi.

Tiffany, Galleria del Corso 2, 20122 Milan. Tel: 781.694, 793.896. Gen. Mgr. & Int'l: Marino Marini; Variety A&R: Carlo Marini. (Distributed by Durium).

**Labels:** Tiffany, Populart.

**Cartridge 8-track & cassette:** Licensed to Ecofina.

Totem, see Clan Celentano.

Universal, see Phonotype.

Variety, see Ri-Fi.

Vedette, Via Lumiere 2 (Cinelandia, 20093 Cologno Monzese (Milan). Tel: 912.4691. Mng. Dir. & Gen. Mgr.: Armando Sciascia; Pop A&R: Francesco Anselmo; Classical A&R & Int'l: Aiki Andris; Sales: Sergio Sciascia; Press & Pub.: Antonio Pasqui.

**Branches:** Rome, Naples, Florence, Padua.

**Labels:** Albatros, Corsair, Comptape, Interrecord, Play, Poppy, Tempo, Vedette, West Rec., West Side, Zodiaco.

**Cartridge 8-track & cassette:** (Owned) Vedette; (represented) Everest, Ember, Lyra self-mfd. **Int'l labels represented:** Da Camera (Germany), Elektra/Nonesuch (USA).

**Int'l reps.:** Australia (Carinia), Germany (Oversea), Greece (Lyra, General Publ'g), Malta (D'Amato), Mexico (Tizoc), Netherlands (Munnikendam), Portugal (Tecla), Switzerland (Phonag), Spain (Distribuidora Discografica).

Vibrator, see Saar.

Victorola, see RCA.

Victory, see IFI.

Vip, see Saint Martin.

Vista, see Disneyland & Carosello.

La Voce del Padrone, see EMI.

West Rec., see Vedette.

West Side, see Vedette.

Zodiaco, see Vedette.

Flavio Carraresi, Via Donizetti 21, Milan. Tel: 705.853.

**Label credits:** Miura, Bravo.

Cip-Cantanti, Corso Europa 5, Milan. Tel: 792.122. **Label credits:** DET, RCA-Italiana.

Giancarlo De Bellis, Via Cassia Antica, 11, Rome. F P 4 di Aldo Pagani, Galleria del Corso 2, 20122 Milan. Tel: 705.005.

**Branch:** 20149 Milan, Via Correggio 27. Tel: 482.456.

**Label credit:** Carisch.

Gigi Gallo, Galleria del Corso 4, Milan. Tel: 799.447.

**Label credit:** CBS.

Gariboldi & Cerruti, Galleria del Corso 4, Milan. Tel: 702.563.

**Label credit:** CBS.

Teddy Reno, Ariccina, Rome. Tel: 931.147.

**Label credit:** Ricordi.

Giampiero Reverberi, Via Zara 7/15, Genoa. Tel: 361.119.

**Label credits:** EMI-Italiana, Belldisc.

Nanni Ricordi, Corso de Porta Nuova 10, Milan. Tel: 653.413.

**Label credit:** RCA-Italiana.

## ● music publishers

Abbate (AIDEM), Galleria del Corso 2, 20122 Milan. Tel: 709.491. Mng. Dir. & Gen. Mgr.: Gabriele Gaspere Abbate.

Abici (SEDRIM-BIEM, UNEMI), Via Morgantini 3, 80134 Naples.

Accademia, see Ariston Gruppo Editoriale.

Acqua Azzurra, see Numero Uno.

A cuff Rose, Corso Europa 5, 20122 Milan. Tel: 794.841. Gen. Mgr.: Ladislao Sugar. **Home office:** USA.

**Affiliate:** Sugarmusic Gruppo Editoriale.

Adriatica, see Sugarmusic Gruppo Editoriale.

Alfa, see Leonardi Gruppo Editoriale.

Alfiere Eshedra, Piazza Duomo 22, 20121 Milan. Tel: 890.306. Cable: COMINFON. Mgr.: Peter L. R. Keun.

**Int'l firms represented:** DGG & Philips affiliates (worldwide), Kaskat, Little Heather, Legacy, Pantheon, Collage, Peyotl, Ganja, Manger, Royham, Bob-Cor, Hinky Dink, Pocket Full of Tunes, Early Frost (all USA).

**Int'l reps.:** DGG & Philips affiliates worldwide.

Allegro, see Bixio Cema.

Allione Abramo (SEDRIM-BIEM, AIDEM), Via Enrico Toti 4, 20123 Milan. Tel: 463.920.

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 SaS, Piazzetta Pattari 1/3, Milan. Tel: 897.745/7. Cable: ARISTON-MUSIC. Pres.: Alfredo Rossi; Gen. Mgr.: Giusta Spotti.

**Affiliates:** Accademia, First, Formidable, La Bussola, MEC, Santa Cecilia.

**Int'l firms represented:** Burlington-Palace (UK), Kassner (UK), Regent (USA).

**Int'l reps.:** Argentina (Ariston), Spain (Ariston), UK (Kassner), USA (Regent).

Mario Aromando Srl (Edizioni), Corso Europa 5, 20122 Milan. Gen. Prof. Mgr.: Sandro Pieralli. **Affiliate:** Sugarmusic Gruppo Editoriale.

**Int'l firm represented:** TRO (USA).

Asso, see Curci Gruppo Editoriale.

Astra, see Southern.

Bama, see Sugarmusic Gruppo Editoriale.

Bella Ciao, Via Sansovino 13, Milan. Tel: 228.192.

**Affiliates:** Edizioni del Gallo, Redi.

Rel River, see Voce del Padrone.

Bideri (SEDRIM-BIEM, UNEMI), Via S. Pietro a Maja 17, Naples. Tel: 210.325, 343.917. Cable: BIDERI. Gen. Mgr.: Luciano Villeveille Bideri. **Branch:** Rome, Via Teulada 52. Tel: 380.700, 385.200.

**Affiliates:** Donnarumma, E. Gennarelli, Santa Lucia, Santojanni, Scia.

Bixio Cema (SEDRIM-BIEM, UNEMI), Via Borgogna 7, Milan. Tel: 701.107/8. Gen. Mgr.: Cesare Andrea Bixio; Gen. Prof. Mgr.: Pasquale Caliman.

**Branch:** Rome, Via Veneto 108. Tel: 470.764

**Affiliates:** Allegro, Grandi Firme Della Canzone.

Bla Bla, Galleria del Corso 2, 20122 Milan. Tel: 796.149.

Blue Sky, see Sidet Gruppo Editoriale.

Bonagura, see Playtime.

Bongiovanni (SEDRIM-BIEM, UNEMI), Via Rizzoli 28, 40125 Bologna. Tel: 225.722. Pres. & Gen. Mgr.: Edoardo Bongiovanni.

**Int'l rep.:** USA (Belwin).

La Bussola, see Ariston Gruppo Editoriale.

C A M (Creazioni Artistiche Musicali SpA), Via Virgilio 8, 00193 Rome. Tel: 06-382.021. Cable: CAMUSIC. Pres.: Giuseppe Campi; Mng. Dir. & Soundtracks Mgr.: Luigi Campi; Promo. & Pub.: Franca Croccolo; A&R: Gianni Marchetti.

**Branch:** 20122 Milan, Corso Europa 5/7. Tel: 796.351. Mgr.: Theo Treppiedi.

**Int'l branches:** France (SIMEPP), Germany (Co-Music), Japan, Switzerland (Campana), UK, USA.

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## ● independent record producers

Elio Borroni, Corso Europa 12, Milan. Tel: 795.352. **Label credits:** Amico, Casa Bianca, DET.

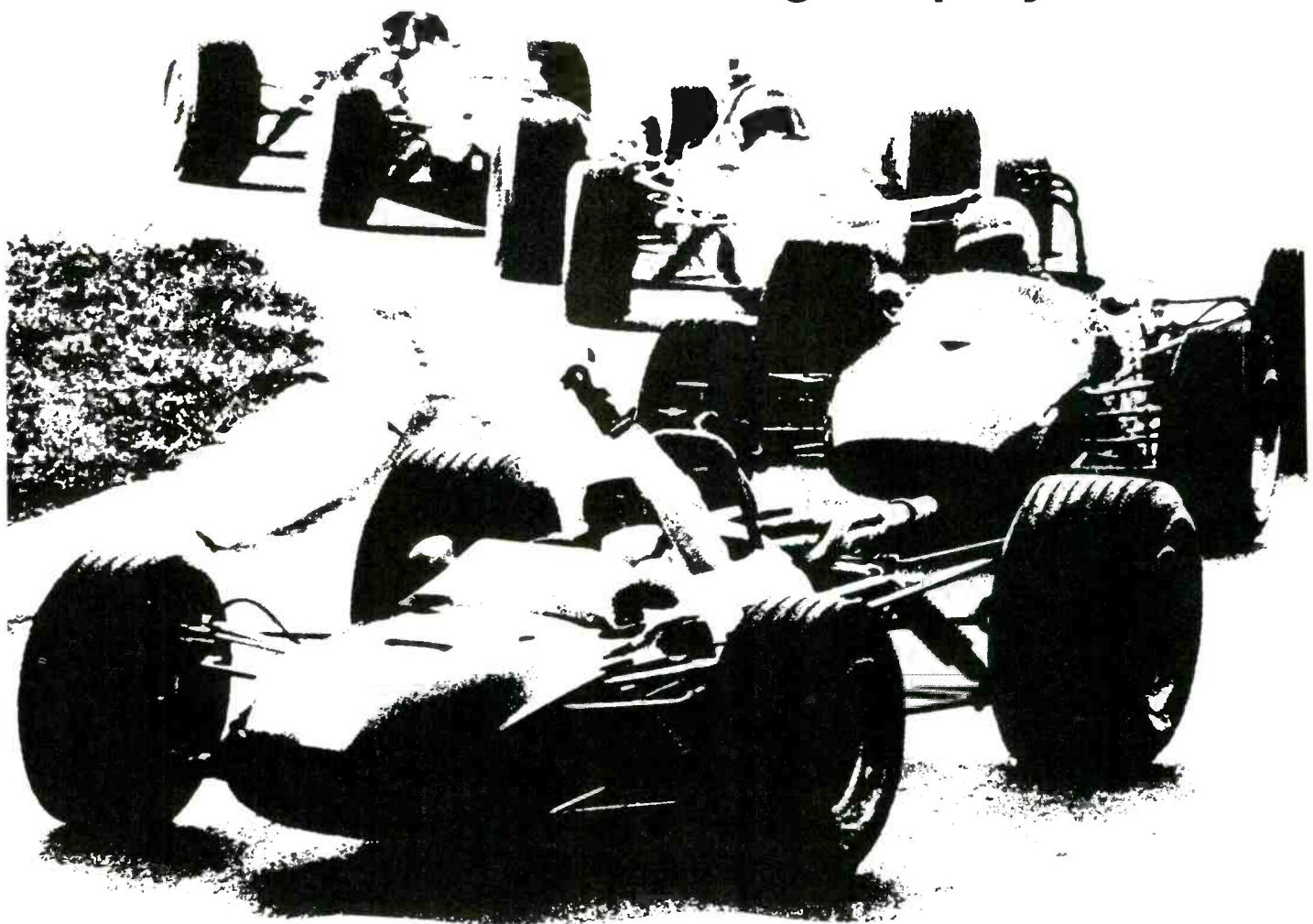
Giandomenico Buoncompagni, Via. Nemea 21, Rome. Tel: 322.654.

**Label credits:** RCA-Italiana.

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- Affiliates:** Campi, Elisabetta, Fulginea, Gong, Tank.  
**Int'l firms represented:** Campbell-Connelly (UK), Marks (USA).
- California, see C. A. Rossi.  
 Campi, see CAM.
- Canopo Edizioni Musicali Srl, Via Guido Banti 38, 00191 Rome. Tel: 327.3468. Gen. Mgr.: Romano Di Bari.
- Cantapanoli, see Leonardi Gruppo Editoriale.  
 Canzoni Moderne, see Sugarmusic Gruppo Editoriale.  
 Carisch, Via General Fara 39, Milan. Tel: 650.741. Gen. Prof. Mgr.: Gino Mazzocchi.  
**Int'l firm represented:** F.E.C. Leuckart (Germany).
- Carre d'As Srl (Edizioni Musicali), Corso Europa 22, 20122 Milan. Tel: 799.515. Cable: BOBBYMUS.  
 Casiroli, see Leonardi Gruppo Editoriale.  
 Century Music Italiana, Galleria del Corso 4, 20122 Milan. Mgr.: G. Ricci.  
**Branch:** Rome, Via Pasubio 2. Mgr.: Franco Micalizzi.  
**Home office:** USA, 20th Century Music.
- Cervino, see Curci Gruppo Editoriale.  
 Chappell, Piazza Duomo 22, 20121 Milan. Tel: 879-003. Gen. Mgr.: Dina Piaffoli.
- Chiappo, see Nazionalemusic.  
 La Cicala, see Sugarmusic Gruppo Editoriale.  
 Ciogna, Via Morozzo della Rocca 6, Milan.  
 Cielo-Viedo (BIEM-SEDRIM, UNEMI), Galleria del Corso 2, 20122 Milan. Tel: 705.231. Mgrs.: Dante & Virgilio Panzuti.  
**Int'l rep.:** Paul C. R. Arends (Germany).
- Clan, Corso Europa 5, Milan. Tel: 702.094.  
 Club (SEDRIM-BIEM, AIDEM), Via Luchino del Maino 12, 20146 Milan. Tel: 496.812. Gen. Prof. Mgr.: Claudio Gambarelli.
- Cobra, see Sugarmusic Gruppo Editoriale.  
 Colby, see Sugarmusic Gruppo Editoriale.  
 Come Il Vento, Piazzetta Pattari 2, 20122 Milan. Tel: 892.195. Gen. Mgr.: Michele Del Vecchio; **Int'l:** Peggy Romano. (SEE ADVERTISEMENT)
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- I M I (International Music of Italy), Via Lumiere 2 (Cinelandi), 20093 Cologno Monzese (Milan). Tel: 912.4691. Pres.: Armando Sciascia; **Int'l:** Aliko Andris.
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 Sidet Gruppo Editoriale Srl (SEDRIM-BIEM, AIDEM), Piazzetta Pattari 2, 20122 Milan. Tel: 804.818, 816.165. Mng. Dir.: Emilio Daniele; Gen. Mgr. & **Int'l:** Emanuele Daniele.  
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Suvini Zerboni, Galleria del Corso 4, 20122 Milan. Tel: 794.841.

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Phonogram SpA, Via Borgogna 2, Milan. Tel: 796.541. Cable: COMINFON. Mng. Dir.: Alain Trossat; Sales Mgr.: Franco Paradiso; Pub.: Dario Pogliani; Press: Paolo Frosi.  
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 Ludwig Wagner, Viale Duca D'Aosta 82, Bolzano.

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A P D I, Piazzetta Pattari 2, 20122 Milan. Tel: 804.818, 861.165. Pres.: Edgardo Trinelli. (Ass'n of Independent Record Companies).

L A C O I M, PO Box 736, Milan. (Independent Ass'n of Singers & Orchestras).

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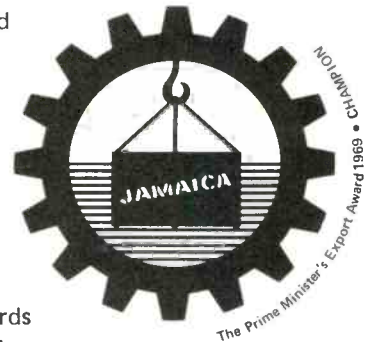
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- Sax Recs., P. Borsieri 41, 20159 Milan. Tel: 688-4423/1348. Owner & Studio Mgr.: Luigi Ambrosini; Chief Eng.: Ezio De Rosa.
- Sound Studio Vedette, Via Lumiere 2, Cologno Monzese, Milan. Tel: 912.4691. Owner: Armando Sciascia; Studio Mgr.: Francesco Anselmo; Chief Eng.: Severino Pecchenini.
- Stereostudio (div. of Folklore Srl), Via Ventimiglia 194, Turin. Tel: 518688. Studio Mgr.: Happy Ruggiero; Chief Eng.: Danilo Pennone.
- Studio Registrazione (div. of Compagnia Generale del Disco), Galleria del Corso 4, Milan. Tel: 702563, 794841. Studio Mgr. & Chief Eng.: Angiolini Renato.

**TAPE CUSTOM DUPLICATORS**

- Durema, Via Tonoli 1, Milan. Tel: 381.581. Cartridge 8-track & cassette. (SEE ADVERTISEMENT)
- Ecofina Srl, Via Leopardi 8, Milan. Tel: 869.0121, 806.125. Gen. Mgr.: Mourad Sabet. Cartridge 8-track & cassette. (SEE ADVERTISEMENT)
- Musica-7, Corso Europa 5, Milan. Tel: 792.122. Cassette.
- Phonogram SpA, Via Borgogna 2, Milan. Tel: 796-541. Cable: COMINFON. Mng. Dir.: Alain Trosat; Sales Mgr.: Franco Paradiso. EP & LP cassette. (SEE ADVERTISEMENT)
- R C A SpA, Via Tiburtina Km. 12, Rome. Tel: 416.041. Cable: RADIOINTER. Mng. Dir. & Gen. Mgr.: Giuseppe Ornato; Tape Dept. Mgr.: Benito Vassura; Ass't Gen. Mgr.: Ennio Melis; Opns. Mgr.: Luciano Bernacchi. Cartridge 8-track & cassette. (SEE ADVERTISEMENT)
- Sigi, Via Gaudenzio Ferrari 3, Turin. Tel: 871.726. Cartridge 8-track.
- Tape-Record, Via Lumiere 2, Cologno Monzese (Milan). Tel: 912.4691. Cassette.
- Telerapido, Corso Novara 102, Turin. Tel: 853.832. Cassette.
- 3M (Istituto dei ciechi), Via Villa Mirabello 6, Milan. Tel: 679.298. Cassette.

**TAPE DUPLICATOR/MARKETERS**

- C G D (Compagnia Generale del Disco), Galleria del Corso 4, 20122 Milan. Tel: 702.563. Mng. Dirs.: Ladislao & Piero Sugar; Mgrs.: Giuseppe Giannin, Franco Crepax; Prod'n Mgr.: Cesare Brunelli; Quality Control: Luciano Zemignani. Cartridge 8-track & cassette.
- Ecofina Srl, Via Leopardi 8, Milan. Tel: 869.0121, 806.125. Gen. Mgr.: Mourad Sabet. Cartridge 8-track & cassette. (SEE ADVERTISEMENT)
- Phonogram SpA, Via Borgogna 2, Milan. Tel: 796-541. Cable: COMINFON. Mng. Dir.: Alain Trosat; Sales Mgr.: Franco Paradiso; Pub.: Dario Pogliani. Cassette. (SEE ADVERTISEMENT)
- R C A SpA, Via Tiburtina Km. 12, Rome. Tel: 416.041. Cable: RADIOINTER. Mng. Dir. & Gen. Mgr.: Giuseppe Ornato; Tape Dept. Mgr.: Benito Vassura; Ass't Gen. Mgr.: Ennio Melis; Opns. Mgr.: Luciano Bernacchi; Pub. Mgr.: Giacomo Peroni. Cartridge 8-track & cassette. (SEE ADVERTISEMENT)

● **supplies**

**LABEL MANUFACTURERS**

- Casellato S., Via Spazio Farsaglia 3, Milan. Tel: 546.0207.
- Grafica Gallati, Via Friuli 8b, Milan. Tel: 54.53.321/337.

**RECORDING STUDIO EQUIPMENT MANUFACTURERS**

- Costruzioni Elettromeccaniche Bomar, Via Seneca 37, Rome. Tel: 343.549.
- Siemens Italiana, Piazza Zavattari 12, Milan. Tel: 43.88.

**SLEEVE MANUFACTURERS**

- Barbieri Stampa, Via S. Rocco 6, Milan. Tel: 585.677.
- 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.
- 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.
- M Z Grafiche, Via Bisleri 19, Milan. Tel: 407.08.83.

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La Magica, Via Marco Aurelio 42, Milan. Tel: 2894. 619.  
 Morrelli 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. Topolit. U. Pinto, Via di Tor Cervara 283, Rome. Tel: 221-609.

## JAMAICA

### RECORDS:

Imports from USA (records, blanks, pre-recorded tape): 1969-\$124,631; 1968-\$79,621.  
 Records exported to USA: 1969-759 units, \$814; 1968-1,188 units, \$3,908.  
 Average retail price per record: LPs-\$4.51; singles -\$0.91.  
 Type of distribution: Manufacturer-to-dealer.

### ● record manufacturers/distributors/importers & exporters

Beverleys, see Dynamic Sounds Rec'g.  
 Busters, see Dynamic Sounds Rec'g.  
 Crystal, see Dynamic Sounds Rec'g.  
 Dynamic, see Dynamic Sounds Rec'g.  
 Dynamic Sounds Rec'g Co. Ltd., 15 Bell Rd., Kingston 11. Tel: 39138, 39168. Pres.: Byron Lee; Gen. Mgr.: J. O. Minott; Sales Mgr.: Neville Lee.  
 Labels: (Owned) Dynamic, Soul, Tiger; (distributed) Beverleys, Busters, Crystal, Glory, Moodies, Splash, Success, Techniques.  
 Int'l labels represented: Atlantic/Atco (USA), Capitol (USA), Chess/Cadet/Checker (USA), DGG (Germany), EMI (UK), Jad (USA), Radnor (USA), Ranwood (USA), SSS Int'l (USA), Tamla-Motown (USA).  
 Int'l reps.: Canada (Trans World), Germany (DGG), Netherlands, (Dureco), UK (EMI).  
 Federal, PO Box 27, 220 Marcus Garvey Dr., Kingston 11. Tel: 38817. Cable: FEDERREC. Mng. Dir.: Kenneth Khouri.  
 Int'l labels represented: ABC, Decca (UK), London, MGM, RCA Victor, Rising Sons, Scepter, Sound Stage 7, Steady, Tetragrammaton, Verve,

Glory, see Dynamic Sounds Rec'g.  
 Jamaica, 13 Brentford Rd., Kingston 5. Tel: 65141.  
 This company represents: Coxone, Money Disc, Muzik City, Porto Jam, Studio 1, Supreme.  
 Mars, see Record Specialists.  
 Moodies, see Dynamic Sounds Rec'g.  
 Stanley Motta, 109 Harbour St. Tel: 25416.  
 Neptune, see Record Specialists.  
 Record Specialists Ltd., 1 Torrington Rd., Kingston. Tel: 24865, 26074, 26162. Cable: SOUNDTRACK. Pres.: Nat L. Solomon; Exec. Dir.: George Benson; Sales Mgr.: Alric W. Iton.  
 Labels: Mars, Neptune, Saturn, Southern Cross, Star, Venus.  
 Int'l labels represented: Columbia (USA), Dot (USA), Duke/Peacock (USA), Mercury (USA), Paramount (USA), Philips (Netherlands), Pickwick & all their subsidiaries (USA), RIM (UK), Stax/Volt (USA). (SEE ADVERTISEMENT)  
 Saturn, see Record Specialists.  
 Soul, see Dynamic Sounds Rec'g.  
 Southern Cross, see Record Specialists.  
 Splash, see Dynamic Sounds Rec'g.  
 Star, see Record Specialists.  
 Success, see Dynamic Sounds Rec'g.  
 Techniques, see Dynamic Sounds Rec'g.  
 Tiger, see Dynamic Sounds Rec'g.  
 Venus, see Record Specialists.

### ● independent record producer

Record Specialists Ltd., 1 Torrington Rd., Kingston. Tel: 24865, 26074, 26162. Pres.: Nat L. Solomon; Exec. Dir.: George Benson; Sales Mgr.: Alric W. Iton.  
 Labels credits: Amalgamated, Joe Gibbs, Harry J, JJ, Pressure Beat, Beat.

### ● services

#### PLATING & PROCESSING PLANT

Dynamic Sounds Rec'g Co. Ltd., 15 Bell Rd., Kingston 11. Tel: 39138, 39168. Pres.: Byron Lee; Gen. Mgr.: J. O. Minott.

#### PRESSING PLANTS

Dynamic Sounds Rec'g Co. Ltd., 15 Bell Rd., Kingston 11. Tel: 39138, 39168. Pres.: Byron Lee; Gen. Mgr.: J. O. Minott.  
 Federal, PO Box 27, Hagley Park; 220 Marcus Garvey Dr., Kingston 11. Tel: 38817. Cable: FEDERREC. Mng. Dir.: Kenneth Khouri.  
 Jamaica, 13 Brentford Rd., Kingston 5. Tel: 65141.

Sound Tapes & Recs., 1 Torrington Rd., Kingston. Mng. Dir.: Mrs. Jean Benson.

### PRINTERS & LITHOGRAPHERS PROMOTION & PUBLICITY

Dynamic Sounds Rec'g Co. Ltd., 15 Bell Rd., Kingston 11. Tel: 39138, 39168. Pres.: Byron Lee; Gen. Mgr.: J. O. Minott.

### RECORDING STUDIOS

Dynamic Sounds, 15 Bell Rd., Kingston 11. Tel: 39138, 39168. Pres.: Byron Lee; Gen. Mgr.: J. O. Minott; Sales Mgr.: Neville Lee.  
 Federal, PO Box 27, 220 Marcus Garvey Dr., Kingston 11. Tel: 38817. Cable: FEDERREC. Mng. Dir.: Kenneth Khouri.  
 Jamaica, 13 Brentford Rd., Kingston 5. Tel: 65141.

### SHIPPING SERVICES

Dynamic Sounds Rec'g Co. Ltd., 15 Bell Rd., Kingston 11. Tel: 39138, 39168. Pres.: Byron Lee; Gen. Mgr.: J. O. Minott.

### ● supplies

#### JACKET & LABEL MANUFACTURER

Dynamic Sounds Rec'g Co. Ltd., 15 Bell Rd., Kingston 11. Tel: 39138, 39168. Pres.: Byron Lee; Gen. Mgr.: J. O. Minott.

## JAPAN

### RECORDS:

Records manufactured for domestic & export sale (factory value): LP's 1969-36,605,129 units, \$95,624,000; 1968-27,973,575 units, \$61,646,000. EP's 1969-16,712,340 units, \$14,207,000; 1968-16,967,705 units, \$12,311,000. Singles 1969-78,473,491 units, \$57,862,000; 1968-75,488,772 units, \$47,253,000.  
 Records sold domestically (estimated on 80% of production): LP's 1969-29,284,103 units, \$76,799,000; 1968-22,378,860 units, \$49,317,000. EP's 1969-13,369,872 units, \$11,366,000; 1968-13,574,164 units, \$9,849,000. Singles 1969-62,778,793 units, \$46,296,000; 1968-60,391,018 units, \$37,803,000.

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JAPAN'S
\*
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Records imported from USA: 1969-698,164 units, \$1,613,408; 1968-440,512 units, \$848,167.  
 Records imported from countries other than USA: 1969-588,231 units, \$666,328; 1968-947,825 units, \$1,295,850.  
 Records exported to USA: 1969-142,776 units, \$150,180; 1968-171,302 units, \$163,667.  
 Records exported to countries other than USA: 1969-1,554,999 units, \$894,900; 1968-1,402,225 units, \$695,325.  
 Average retail price per record: LP's-\$5.30; EP's-\$1.65; Singles-\$1.10.  
 Discounting: Rare. Most dealers display merchandise on consignment basis with unlimited return.  
 Type of distribution: Manufacturer-to-retailer predominates. Virtually no rack jobbing operations. Independent distributors of imported merchandise are on the increase.  
 Jukeboxes: 50,000.  
 TAPE:  
 Market: 8-track cartridge tape is 90% of production. Nearly all cartridge tape is for use in automobiles; home use is slight. No competition between record and music tape at present.  
 Pre-recorded tape sales (October 1968 to September 1969): Cartridges-9,880 units; cassettes-560,819 units, EP cassettes-289,314 units; open reel-10,891,773 units.  
 Pre-recorded tapes exported to USA: 1969-657,634 kilograms, \$3,112,820.  
 Type of distribution: Records sold only at record retail shops while cartridges sell via racks in gasoline stations, supermarkets, etc.  
 IMPORT/EXPORT REGULATIONS: Free.

● record manufacturers distributors/importers

C B S-Sony, 17 Roppongi 3-Chome, Minato-ku, Tokyo. Tel: 585-0411. Pres.: A. Morita; Mng. Dir.: W. Ohga; A&R, Sales, Pub., Adv., Int'l & Tape: T. Nirazuka. Label: CBS-Sony.  
 Int'l label represented: CBS (USA).  
 Columbia, see Nippon Columbia.  
 Cosdel (Japan) Ltd., Hibiya Park Bldg., Rm. 503, 1-1 Yuraku-cho, Chiyoda-ku, Tokyo. Tel: 271-5861. Pres.: Kenneth L. Cole; Gen. Mgr.: Louis G. Barbass.  
 Int'l labels represented: Acta (USA), Aristocrat (USA), Bam-Bam (UK), CAM (Italy), Cadet (USA), Cadet/Concept (USA), Checker (USA), Chess

(USA), Circus (Italy), Counterpoint (France), DE (Italy), Deutsche Vogue (France), Dot (USA), Downey (USA), Durium (Italy), Elektra (USA), Gordy (USA), Hit-Ton (France), Loma (USA), Mode (France), Motown (USA), Nonesuch (USA), Orphee (France), PDU (Italy), Pacific (France), Paramount (USA), Prestige (USA), Ranwood (USA), Rare Earth (USA), Reprise (USA), Soul (USA), Sprint (Italy), Steed (USA), Tamla (USA), Titanus (Italy), Vogue (France).  
 Crown, see Nippon Crown.  
 Denon, see Nippon Columbia.  
 Express, see Toshiba.  
 Globe, see Victor Co. of Japan.  
 Green City, see Victor Co. of Japan.  
 Hara Music Publ'rs Ltd., 2-5 Shirokanedai 1-Chome, Minato-ku, Tokyo 108. Tel: 445-4545, 441-5547. Pres. & Gen. Mgr.: Richard N. Uehara; Ass't Mgr.: Yoichi Maeda.  
 Int'l labels represented: Ember (UK), Eurovox (Belgium), General Music (USA), Hula (USA), Immus Int'l (Germany), Interrecords (Germany), John Hill Prod'ns (UK), MPS (Germany), Polyband (Germany), Transatlantic (UK).  
 Juiya Gakki, 3-5-4 Ginza, Chuo-ku, Tokyo. Distributor.  
 Katayama Shokai, 28 Miyauchi-cho, Fukuoka-Shi. Distributor.  
 Keystone Denshi, Ishikawa Bldg., Hirakawa-cho, Chiyoda-ku, Tokyo. Distributor.  
 King Rec Co. Ltd., 12-13 Otowa 2-Chome, Bunkyo-ku, Tokyo. Tel: (03) 941-3111. Pres.: Kazumitsu Machijiri; Gen. Mgrs.: Naondo Ogawa, Minoru Suzuki; Sales Mgr.: Misao Masuo; Foreign Liaison Dept. Chief: Mamoru Suzuki. Label: King.  
 Int'l labels represented: A&M (USA), ABC group (USA), Barclay (France), CGD (Italy), Decca (UK), United Artists (USA), Vanguard (USA).  
 Int'l reps.: Australia (Festival), Mexico (Discos Son-Art), South Africa (Ster).  
 Kuniyama Gakki, Nijo 8-Chome, Asahikawa-shi. Distributor.  
 Lilac Shoji, 50 Kawaraya-machi Nibancho, Minami-ku, Osaka. Distributor.  
 Lucky Shukal, Higashimazu Bldg., 4 Suda-cho 2-Chome, Kanda, Chiyoda-ku, Tokyo. Distributor.  
 Minoruphone, Dai-ichi Taihei Bldg., 45-1 Tsunohazu 2-Chome, Shinjuku-ku, Tokyo. Tel: 434-1111. Pres.: M. Endo; A&R: R. Harada; Sales: K. Nakayama; Pub. & Adv.: M. Kimura; Tape: K. Nakayama. Label: Minoruphone.

Nippon Broadcasting System Serv., 7 Yuraku-cho 1-Chome, Chiyoda-ku, Tokyo. Tel: 281-5251. Cable: NBSSPON7. Exec. Mng. Dir.: Tatsuro Ishida. Distributor.  
 Nippon Columbia, 14-14 Akasaka 4-Chome, Minato-ku, Tokyo. Tel: 584-8111. Pres.: J. Kanazaki; A&R: H. Kaneko; Sales: K. Terajima; Pub. & Adv.: T. Sakata; Int'l: H. Saito; Tape: M. Kamata. Labels: Columbia, Denon.  
 Int'l labels represented: AZ (France), Alshire Int'l (USA), Artone (Netherlands), Audio Fidelity (USA), Buddah (USA), Cantate (Germany), Chant du Monde (France), Disneyland (USA), Erato (France), Elite-Special (Switzerland), Eurodisc (Germany), Everest (USA), Festival (France), Hickory (USA), Hispavox (Spain), MPS (Germany), Mainstream (USA), Metromedia (USA), Peerless (Mexico), Pelican (Switzerland), Pye (UK), Supraphon (Czechoslovakia), Time (USA), Vista (USA); Columbia consisting of Amadeo (Austria), BAM (France), Baerenreiter-Musica-phon (Germany), Budget Sound (USA), Crown (Italy), Italdisc (Italy), Major Minor (UK), Musica et Litera (Germany), Melodiya (USSR), Monitor (USA), Muza (Poland), Palette (Belgium), Preiser (Austria), Symphony Tone (Austria), Valois (France), Viking (New Zealand), Vista (USA).  
 Nippon Crown, 10-8 Akasaka 2-Chome, Minato-ku, Tokyo. Tel: 582-4741, 583-3876. Pres.: K. Arita; Gen. Mgr.: Masanori Ito; Sales Mgr.: Yujiro Yoshida; Dir.: T. Kamei. Label: Crown.  
 Int'l labels represented: DIM, Sociedad Espanola de Divulgacion Musical (Spain).  
 Nippon Gakki, Pearl Bldg., 7-9-14, Chuo-ku, Tokyo. Tel: 572-3111. Importer.  
 Nippon Grammophon Co. Ltd., 8-4 Ohashi 1-Chome, Meguro-ku, Tokyo. Tel: 462-5131. Pres.: S. Izawa; Gen. Mgr.: K. Morita; Sales Mgr.: M. Kasahara; Int'l Dept. Mgr.: W. Kimura.  
 Int'l labels represented: Archiv (Germany), Atlantic (USA), Deutsche Grammophon (Germany), Heliodor (Germany), Karusell (Sweden), MGM (USA), Polydor (Germany), Riverside (USA), Stax (USA), Verve (USA).  
 Int'l rep: Germany (Deutsche Grammophon).  
 Overseas, see Teichiku.  
 Phenix Trading, Central PO Box 631, Osaka 53091. Tel: 363-7106. Distributor/importer.

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Seikodo Co. Ltd., 65-8 Tabashi 2-Chome, Itabashi-ku, Tokyo. Tel: 961-4651. Pres.: Masanobu Tihara; Gen. & Sales Mgr.: Hiroshi Tihara. Distributors: All Japanese manufactured labels and labels represented by Japanese manufacturers.

Shinko Tsusho, 33 Aoyama-Minami-cho 5 Chome, Akasaka, Minato-ku, Tokyo. Distributor.

Shinsei Serv. Co. Ltd., 51 Andojibashidori 3-Chome, Minami-ku, Osaka. Tel: 251-1119. Pres.: T. Sakata; Gen. Mgr.: K. Masui. Distributor/importer.

Shinsekai, Saiwai Bldg., 3 Uchisaiwai-cho 2-Chome, Chiyoda-ku Tokyo. Tel: 591-0968. Pres.: K. Hoashi; Int'l: Y. Tanabe. Label: Shiseikai; (distributed by Victor Co. of Japan). Int'l label represented: MK (USSR).

Sunkyo Music Co. Ltd., Chidori Bekkan Bldg., 1-20-4 Nishi-Shimbashi, Minato-ku, Tokyo. Tel: 501-2667. Pres.: Ichiro Takeuchi. Int'l labels represented: Music Minus One (USA), World Recs. (Belgium).

Teichiku Recs Co. Ltd., 1 Nishi-Shinbasi 2-Chome, Minato-ku, Tokyo. Tel: 502-6651. Pres.: Toyoji Nankoh; Gen. Sales Mgr.: Tadashi Nagamine; Int'l Div. Mgr.: Ichiro Kinoue. Labels: Teichiku, Overseas, Union. Int'l labels represented: GRT (USA), Metronome (Denmark, Germany, Sweden, USA), Monument (USA), Scepter (USA), Sonet (Denmark, Sweden, UK). Int'l rep.: USA (Monument).

Tokyo Denka Co. Ltd., 577 Hamasaki, Asaka-Shi, Saitama-Ken. Tel: (0484) 71-2456. Pres.: Osamu Kinoshita; Mng. Dir.: Akihiko Ogawa.

Toshiba Recs., Mitoko Bldg., 4-2-6 Akasaka, Minato-ku, Tokyo. Tel: 584-5511. Cable: TOSHIBA-MUSICAL. Pres.: Y. Suga; Exec. Mng. Dir.: N. Ishizaka; A&R: K. Uyeno; Sales: T. Sakai; Pub. & Adv.: H. Yoda; Tape: H. Nozaki; Int'l: M. Kato. Labels: Toshiba, Express. Int'l labels represented: Capitol group (USA), EMI group (UK). Int'l reps.: France (Pathe-Marconi), Germany (Electrola), Netherlands (Bovema), UK (EMI), USA (Capitol), (SEE ADVERTISEMENT)

Trio Electronics Inc., 6-5 Shibuya 1-Chome, Shibuya-ku, Tokyo. Tel: 400-7171. Int'l label represented: Wergo (Germany).

Union, see Teichiku.

Universal Corp. of Japan Ltd., 1-17-9 Uchikanda, Chiyoda-ku, Tokyo. Tel: 291-0326. Mng. Dir.: Kiyoshi Narita. Int'l labels represented: Baerenreiter Musica-phon (Germany), Cantate (Germany), Christophorus (Germany), Electrocord (Romania), Erato (France), Qualiton (Hungary), Schwann (Germany), Supraphon (Czechoslovakia), Valois (Germany).

Victor Co. of Japan, Akasaka Tokyu Bldg., 14-3 Nagata-cho 2-Chome, Chiyoda-ku, Tokyo. Tel: 581-3211. Pres.: H. Momose; Gen. Mgr.: K. Kasajima; Sales Mgr.: Kunio Iwashita; Mgr. World Group: Atsutaka Torio; Ass't Mgr. World Group: Yoshihisa Honda. Labels: (Owned) Victor, Globe, Victor World Group; (distributed) Green City, Shinsekai. Int'l labels represented: RCA group including RCA, Camden, Victrola, Colgems (USA); Areito (Cuba), Avco Embassy (USA), CAM (Italy), Chess group including Chess, Checker, Cadef, Cadef/Concept (USA); Crown (USA), Dot (USA), Durium (Italy), ESP-Disk' (USA), Elektra (USA), MCA group including Decca, Brunswick, Coral, Kapp, Four Corners of the World, Shamley, Revue, Uni, Vocalion. Congress (USA); MK (USSR), Milestone (USA), Miura (Italy), Motown group including Motown, Tamla, Gordy, Soul (USA); Music of Polynesia; Musicor (USA), Paramount (USA). Philips group including Philips, Fontana, Mercury (USA); Prestige (USA), Ranwood (USA), Reprise (USA), Ri-Fi (Italy).

Roulette (USA), Sidet (Italy), Sounds of Hawaii (USA), Stereo Dimension (USA), Transatlantic (UK), Twentieth Century-Fox (USA), Vee Jay (USA), Vogue (France). (SEE ADVERTISEMENT)

Yamano Gakki, 3-10-20 Ginza Higashi, Chuo-ku, Tokyo. Distributor.

### ● record clubs

Concert Hall Society, Nippon Mailorder, 4-8-13 Kita-Shinohawa, Shinohawa-ku, Tokyo. Tel: 443-9131. Pres.: Reiji Ishii.

Nippon Reader's Digest of Japan, Palace Side Bldg., 1-1-1 Hitotsu-Bashi, Chiyoda-ku, Tokyo. Tel: 213-8181. Pres.: W.H. Candlish.

Time-Life Int'l, Asahi Bldg., 6-6-7 Ginza, Chuo-ku, Tokyo. Tel: 572-8511. Representative: Yasuo Kitaoka.

World Rec. Club, Kaneko Bldg., 4-29-8 Shimbashi, Minato-ku, Tokyo. Tel: 436-5511. Representative: Shinji Takekawa.

### ● independent record producers

All Staff Prod'n Co. Ltd., Fountain Bldg., 1-3-6 Nishiazabu, Minato-ku, Tokyo. Tel: 402-8281. Pres.: Takao Imaizumi.

B E R B Music Publ'g Co. Ltd., Shin-Akasaka Mansion 7-14, Akasaka 6-Chome, Minato-ku, Tokyo. Tel: 585-3471. Pres.: Utaka Satake.

Eastern Music Co. Ltd., Kowa Bldg., 34 Kotohiracho, Shiba, Minato-ku, Tokyo. Tel: 501-0344. Pres.: Masami Isomura.

Friendship Music Co. Ltd., Dai-ichi Phenix Mansions, 7-20 Minami-Aoyama 7-Chome, Minato-ku, Tokyo. Tel: 400-9656. Pres.: H. Sugiura.

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 Teichiku Recs. Co. Ltd., 1 Nishi-Shinbashi 2-Chome, Minato-ku, Tokyo. Tel: 502-6651. Pres.: Toyoji Nankoh; Gen. Sales Mgr.: Tadashi Nagamine.

**RECORDING STUDIOS**

Aoi, 1-1 Jubancho, Azabum, Minato-ku, Tokyo.  
 Avaco Studio (div. of Christian Audiovisual Center), 4-4 Shibuya, Shibuya-ku, Tokyo. Tel: 400-4121. Studio Mgr.: Mathew S. Ogawa; Chief Eng.: Motoyoshi Nakanishi.  
 Bancho Rec'g Studio Co. Ltd., 3 Minami-Moto-Machi, Shinjuku-ku, Tokyo. Tel: 357-2024/7918. Pres.: S. Hirao; Gen. Mgr.: R. Higuchi.  
 C B S-Sony Studio, 3-17 Roppongi, Minato-ku, Tokyo 106. Tel: (03) 585-0411. Studio Mgr.: Jiro Oda; Chief Eng.: Kenichi Handa.  
 Chuo Rokuon, Sone Bldg., 5 Ginza Nishi 5-Chome, Chuo-ku, Tokyo. Tel: 571-0851.  
 Electronic Research & Development, Shiozaki Bldg., 6th fl., 7 Hirakawa-cho 2-Chome, Chiyoda-ku, Tokyo. Tel: 263-4841. Cable: TAPEVIEW. Pres.: Robert Schreiber.  
 Hikokan, 1-18 Shimbashi, Minato-ku, Tokyo.  
 King Rec'g Studio, 12-13 Otowa 2-Chome, Bunkyo-ku, Tokyo 112. Tel: (03) 941-3115. Owner: Kazumitsu Machijiri; Studio Mgr.: Masaaki Hara; Chief Eng.: Toshio Kikuta.  
 Kokusai Radio Center, 13 Akasaka, Shinsaka-cho, Minato-ku, Tokyo.  
 Nihon Ongaku Shuppan Kabushiki Kaisha (Nichion Inc.), TBS TV, 2nd Bldg., 3-50 Akasaka 5-Chome, Minato-ku, Tokyo. Tel: 584-4711. Pres.: Shigeru Akimoto; Gen. Mgr.: Takayuki Ochiai.  
 Teichiku Recs. Co. Ltd., 1 Nishi-Shinbashi 2-Chome, Minato-ku, Tokyo. Tel: 502-6651. Pres.: Toyoji Nankoh; Gen. Sales Mgr.: Tadashi Nagamine.  
 Nippon Grammophon Studio, 8-4 Ohashi 1-Chome, Meguro-ku, Tokyo. Tel: 462-5131. Studio Mgr.: Dr. T. Yanagimoto; Chief Eng.: Kuniyoshi Suzuki.  
 Victor Rec'g Studios, 2-21-1 Jingumae, Shibuya-ku, Tokyo. Tel: (03) 403-0111. Pres.: H. Momose; Studio Mgr.: M. Shimatani; Chief Eng.: K. Okumura.

**TAPE CUSTOM DUPLICATORS**

Chuo Rokuon, Sone Bldg., Ginza Nishi 5-Chome, Chuo-ku, Tokyo. Tel: 571-0851.  
 Kosoku Rokuon, Dai 4, Hidewa Bldg., Ginza, Chuo-ku, Tokyo. Tel: 571-1985.  
 Teichiku Recs. Co. Ltd., 1 Nishi-Shinbashi 2-Chome, Minato-ku, Tokyo. Tel: 502-6651. Pres.: Toyoji Nankoh; Gen. Sales Mgr.: Tadashi Nagamine.  
 Tokyo Denka Co. Ltd., 577 Hamasaki, Asaka-Shi Saitama-Ken. Tel: (0484) 71-2456. Pres.: Osamu Kinoshita; Mng. Dir.: Akihiko Ogawa.

Victor Co. of Japan, Akasaka Tokyu Bldg., 14-3 Nagata-cho 2-Chome, Chiyoda-ku, Tokyo. Tel: 581-3211. Pres.: H. Momose. (SEE ADVERTISEMENT)  
 Video Serv., Asahi Bldg., Ginza Nish, Chuo-ku, Tokyo. Tel: 572-0404.

● **supplies**

**JACKET, LABEL & SLEEVE MANUFACTURER**

Teichiku Recs. Co. Ltd., 1 Nishi-Shinbashi 2-Chome, Minato-ku, Tokyo. Tel: 502-6651. Pres.: Toyoji Nankoh; Gen. Sales Mgr.: Tadashi Nagamine.

**RECORDING STUDIO EQUIPMENT MANUFACTURERS**

Aiwa, 2-3 Soto-Kanda 5-Chome, Chiyoda-ku, Tokyo. (Microphones).  
 Electronic Research & Development, Shiozaki Bldg., 6th fl., 7 Hirakawa-cho 2-Chome, Chiyoda-ku, Tokyo. Tel: 263-4841. Cable: TAPEVIEW. Pres.: Robert Schreiber. (Amplifiers & Microphones).  
 Matsushita Electric, 1006 Kadoma, Kadoma-shi, Osaka. (Amplifiers & Microphones).  
 Modern Import Co. Inc., 711 Fukoku Bldg., 2-2-2 Uchisaiwai-cho, Chiyoda-ku, Tokyo 100. Tel: (03) 591-5521. Pres.: Wesley K. Oyama; Gen. Mgr.: Henry A. Nakayama; Sales Mgr.: Akira Kishida.  
 Imports: Original, master & slave recorders (Ampex, 3M).  
 Onkyo Coral, 1971 Shi Kawaguch-shi, Saitama-Ken. (Amplifiers).  
 Otari Electric Co. Ltd., Nishiazabu Bldg., Rm. 24, 10-16 Nishiazabu 1-Chome, Minato-ku, Tokyo 106.  
 Home office: USA.  
 Chief product: High speed endless loop tape duplicating master & slave systems; professional tape recorders; quality control monitors (reel-to-reel, cartridge & cassette); automatic tape winders & loaders; B-track cartridge & cassette indexers; B-track cartridge & cassette life-testers; professional tape transports; recording, playback, erase & duplicating heads; monolithic crystal ferrite & mumetal heads & head assemblies; bulk tape degaussers.  
 Pioneer, 1-5-5 Omori Nishi 4-Chome, Ota-ku, Tokyo. (Amplifiers).  
 Rion, 20-41 Higashi-Motomachi 3-Chome, Kokubunji-shi, Kanagawa-Ken. (Amplifiers & Microphones).

continued on page 348

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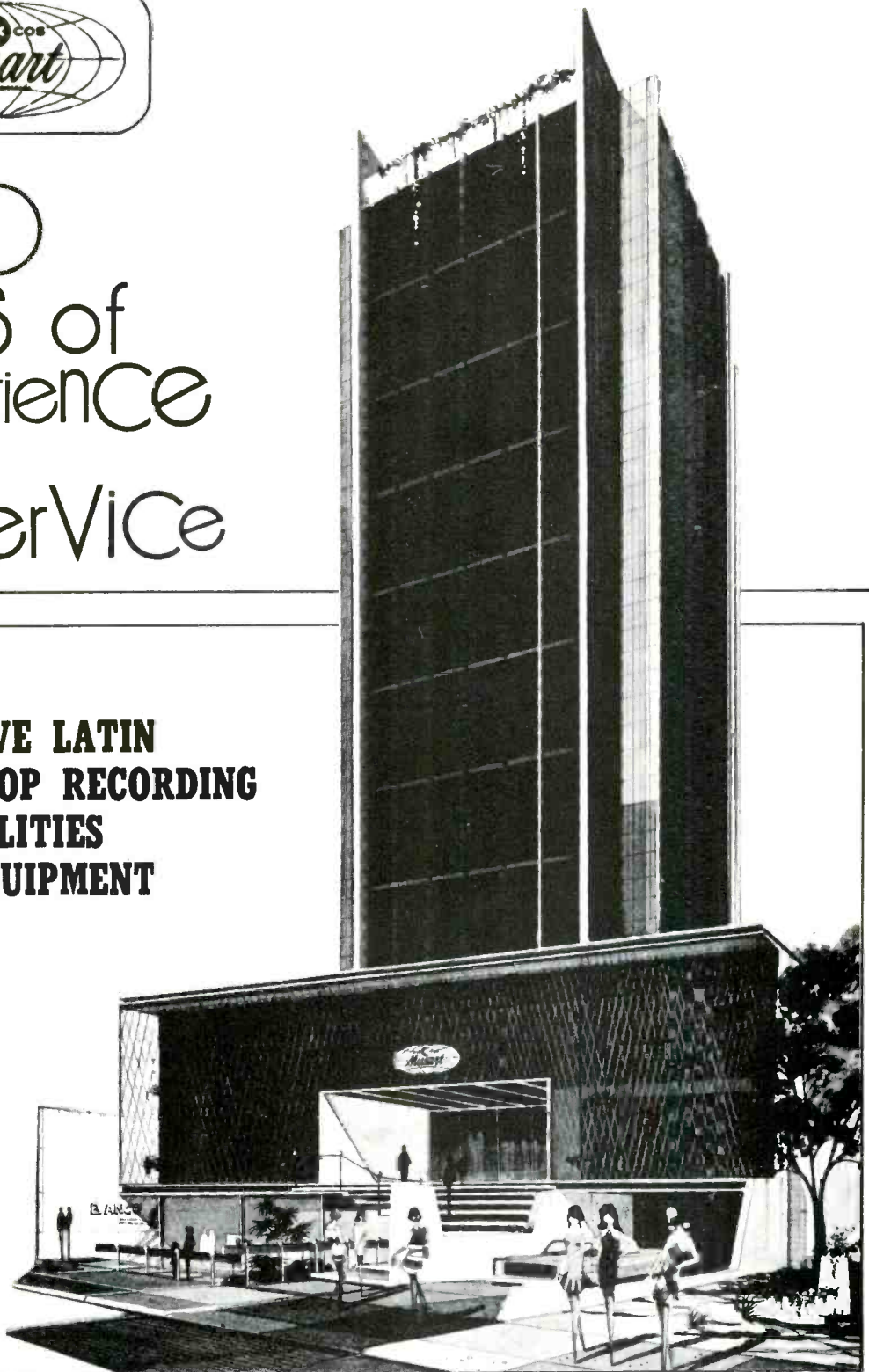
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continued

Sansui Electric, 2-14-1 Izumi-cho, Suginami-ku, Tokyo. (Amplifiers & Microphones). (SEE ADVERTISEMENT)

Sony, 6-5-6 Kita-Shinagawa, Shinagawa-ku, Tokyo. (Amplifiers & Microphones).

Tokyo Shibaura Electric, 72 Horikawa-cho, Kawasaki-shi, Kangawa-Ken. (Amplifiers & Microphones).

Trio, 6-5 Shibuya 1-Chome, Shibuya-ku, Tokyo. (Amplifiers).

Victor Co. of Japan, 4-1 Nihonbashi-Honcho, Chuo-ku, Tokyo. (Amplifiers & Microphones). (SEE ADVERTISEMENT)

● accessories

Modern Import Co. Inc., 711 Fukoku Bldg., 2-2-2 Uchisaiwai-cho, Chiyoda-ku, Tokyo 100. Tel: (03) 591-5521. Pres.: Wesley K. Oyama; Gen. Mgr.: Henry A. Nakayama; Sales Mgr.: Akira Kishida. (Cleaners, clothes & brushes; tape splicing blocks).

Nagaoka Seiki, 3-16-3 Kita-Otsuka, Toshima-ku, Tokyo. (Needles).

Nippon Chikushin, 935 Tozuka-cho 3-Chome, Shinjuku-ku, Tokyo. (Needles).

Ogura Hoseki, 7-12 Omori Kita 5-Chome, Ota-ku, Tokyo. (Needles).

**LEBANON**

**RECORDS:**  
Imports from USA (records, blanks, pre-recorded tape): 1969-\$20,370; 1968-\$19,886.  
Records exported to USA: 1969-1,478 units, \$1,804; 1968-942 units, \$871.

● record manufacturers/importers/distributors

Angel, see EMI.  
Archiv, see Phonogram.  
Capitol, see EMI.  
A. Chahine & Sons, Picot St., PO Box 1729, Beirut.  
Columbia, see EMI.  
Deutsche Grammophon, see Phonogram.

E M I (Lebanon) SaL, PO Box 6062, Imm. Cesar Eliane, Beirut. Tel: 280013. Mng. Dir.: John G. Deacon.  
Labels: Angel, Capitol, Columbia, HMV, Odeon, Parlophone, Pathe, Stateside, Voix de l'Orient. Int'l labels represented: Disc'AZ (France), Vogue (France).

Empire, see Societe Libanaise du Disque.  
Les Fils de Georges Haddad & Co., Cinema Empire Bldg., Beirut. Tel: 252222. Pres. & Gen. Mgr.: Mario G. Haddad; Sales Mgr.: Suzanne Charelian; Promo. Mgr.: Selim Ramia.  
Int'l labels represented: Reprise, United Artists, Warner Bros. (all USA).

Fontana, see Phonogram.  
H M V, see EMI.  
Kattan Bros., PO Box 2594, Bechara Khoury Ave., Beirut. Tel: 239073. Gen. Mgr.: Robert S. Kattan; Sales Mgr.: William S. Kattan.  
Labels: Ruby, Select.  
Int'l labels represented: Fonior (Belgium), Sono-Cairo (Egypt), Telefunken-Decca (Germany).  
Melodisc, see Societe Libanaise du Disque.  
Mercury, see Phonogram.  
The Metrophon Rec. Co. (Mitri Murr & Fils), PO Box 1211, Beirut. Tel: 223808, 246620. Cable: MURR. Dir., Pub. & Int'l: George M. Murr; Eng'g Dir. & Tape Mgr.: Elie M. Murr; A&R, Sales & Mktg. Dir.: Nicolas M. Murr.  
Label: Metrophon.  
Int'l labels represented: Ace of Clubs, Ace of Diamonds, Decca, Deram, London.  
Mitri Murr & Fils, see Metrophon.

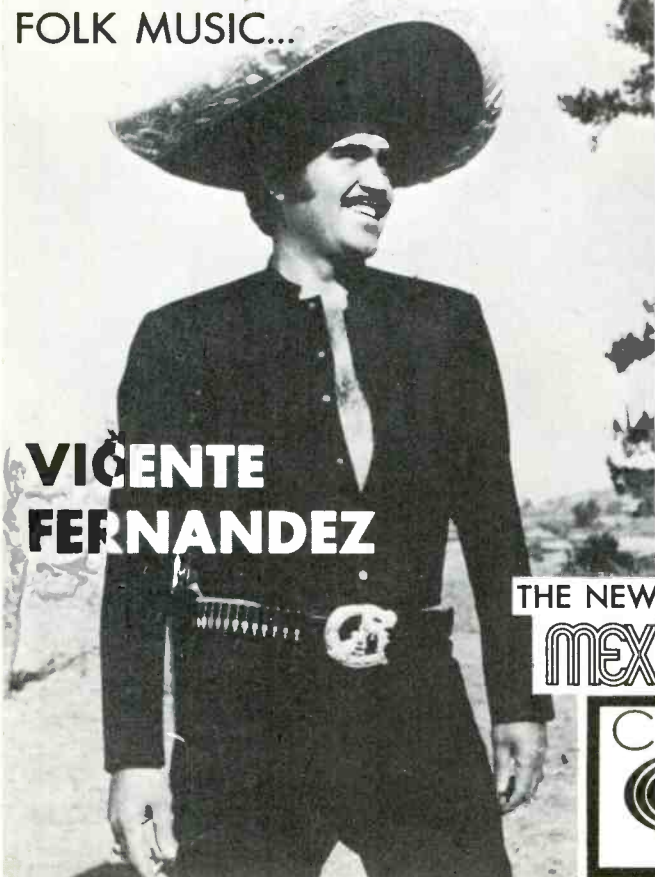
Odeon, see EMI.  
Parlophone, see EMI.  
Pathe, see EMI.  
Philips, see Phonogram.  
Phonogram Middle East SaL, Sami Solh Ave., Beirut. Tel: 287990. Gen. Mgr.: Andre Lebbink.  
Labels: Archiv, Deutsche Grammophon, Fontana, Mercury, Philips, Polydor.  
Int'l labels represented: Ariola (Germany), Atco (USA), Atlantic (USA), Buddah (USA), Colossus (USA), Heritage (USA), Island (UK), Kama Sutra (USA), MGM (USA), Marmalade (UK), Page One (UK), Palette (Belgium), Ricordi (Italy), Riverside (USA), Roulette (USA), Tetragrammaton (USA), Track (UK), Trojan (UK), Vanguard (USA), Verve (USA).  
Int'l reps: Worldwide (Philips, Polydor).  
Polydor, see Phonogram.  
Ruby, see Kattan Bros.  
S L D, see Societe Libanaise du Disque.  
Select, see Kattan Bros.

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Societe Libanaise du Disque, PO Box 4758, Cinema Empire Bldg., Beirut, Tel: 252222, 247209. Pres. & Gen. Mgr.: Mario G. Haddad; Promo. Mgr.: Selim Ramia.  
Labels: SLD, Empire, Melodisc.  
Int'l labels represented: ABC (USA), Barclay (France), CGD (Italy), La Compagnie (France), Det (Italy), Durium (Italy), Festival (France), Major Minor (UK), Monument (USA), Motown (USA), Palette (Belgium), Pama (UK), Ri-Fi (Italy), Riviera (France), Saar (Italy), Style (Italy).  
Societe Rimaphone (Mohamed Salman & Cie.), Rue de la Mere Gellias, PO Box 4902, Beirut, Stateside, see EMI.  
Voix de l'Orient, see EMI.

● **music publishers**

Libanaises (Eds. Musicales), PO Box 4758, Cinema Empire Bldg., Beirut, Tel: 252222. Cable: CINEMPIRE. Dir.: Mario G. Haddad.  
Kattan Bros., PO Box 2594, Bechara Khoury Ave., Beirut, Tel: 239073. Gen. Mgr.: Robert S. Kattan; Sales Mgr.: William S. Kattan.

● **services**

**PRESSING PLANTS**

E M I (Lebanon) SaL, PO Box 6062, Imm. Cesar Eliane, Beirut, Tel: 280013. Mng. Dir.: John G. Deacon.  
Kattan Bros., PO Box 2594, Bechara Khoury Ave., Beirut, Tel: 239073. Gen. Mgr.: Robert S. Kattan; Sales Mgr.: William S. Kattan.  
Societe Libanaise du Disque, Bldg. Halabi, Sod El Bouchrieh, Beirut, Tel: 262066.

**RECORDING STUDIOS**

Baalbeck Studios SaL, PO Box 4655, Sin El Fil, Beirut, Tel: 260150, 160151, 260152. Cable: STUBAAL.  
Metrophon Rec. (Mitri Murr & Fils), PO Box 1211, Beirut.  
Near East Sound Studios, 46 Rue Jbeil, PO Box 4627, Beirut, Tel: 222758. Cable: SOUNDLAB. Owner & Mng. Dir.: Raymond Aouad.

**TAPE CUSTOM DUPLICATOR**

Kattan Bros., PO Box 2594, Bechara Khoury Ave., Beirut, Tel: 239073. Gen. Mgr.: Robert S. Kattan; Sales Mgr.: William S. Kattan.

**MALAYSIA**

**RECORDS:**

Imports from USA (records, blanks & pre-recorded tapes): 1969—\$93,103; 1968—\$88,110.  
Records exported to USA: 1969—375 units, \$314.  
Average retail price per record: LP's—\$4.25; EP's—\$1.50; singles—\$0.80.  
Stereo sales: 80% of total.  
Record club sales: 10% of total.  
Discounting: Frequent.  
Type of distribution: Manufacturer-to-wholesaler-to-retailer & manufacturer-to-retailer.  
Type of promotion: Radio is the only promotional medium.

**IMPORT/EXPORT REGULATIONS:** There is a 20% duty on all goods direct from the manufacturer plus 2% surtax. Imports via Singapore are charged a total of 27% duty and surtax. This is to encourage direct importation into the Malaysian States. Goods in transit from Malaysia or Singapore are taxed 27% on arrival in Sabah and Sawarak.

Sally Chan

● **record manufacturers/importers/distributors**

Angel, see EMI.  
Borneo Co., PO Box 151, Kuala Lumpur, Selangor, West Malaysia.  
Int'l labels represented: Angel (India), Capitol (USA), Columbia (UK, USA), LMI (UK), Parlophone (UK), Pathe (France, Hong Kong).  
Capitol, see EMI.  
Columbia, see EMI.  
Cosdel (Malaysia) Ltd., China Insurance Bldg., 8th fl., Jalan Tuanku Abdul Rahman, Kuala Lumpur, Selangor, West Malaysia. Tel: 82234.  
Label: Cosdel.  
Int'l labels represented: Atlantic/Acto (Australia, UK, USA), Chess/Checker/Cadet (USA), Dot (Australia, USA), Durium (Australia, Italy), Elektra/Nonesuch (USA), Festival group—including Carnaby, Project 3, Scepter, Spark, Spin, Stereo Dimension, The Total Sound, Wandy, White Whale (all Australia), Monument (Australia, USA), Paramount/Steed (USA), Pye (UK), RCA (Australia, Germany, Italy, UK, USA), Ranwood (Australia, USA), Stax/Volt (Australia, USA), Warner Bros./Reprise (Australia, UK, USA).

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Cycle & Carriage, 362 Jalan Tuanku Abdul Rahman, Kuala Lumpur, Selangor, West Malaysia. Tel: 23381.

**Int'l label represented:** Polydor (worldwide).

Decca Ltd., 241-A Victoria St., Penang, West Malaysia. Tel: 60671.

**Branch:** 141 Jalan Banda, Kuala Lumpur, Selangor, West Malaysia.

**Label:** Decca.

**Int'l labels represented:** Ace of Clubs, Ace of Diamonds, Argo, Chapter One, Contemporary, Decca, Deram, Emerald, London, London Globe (all UK).

E M I (Malaysia) Sdn. Bhd., 116 Jalan Tuanku Abdul Rahman, Kuala Lumpur, Selangor, West Malaysia.

**Labels:** Angel, Capitol, Columbia, HMV, Parlophone, Pathe, Regal.

**Int'l labels represented:** ABC, Bell, Capitol, Command, Dunhill, (all USA); Major Minor (UK).

Far East Rec. Co. Ltd., 6006 Jalan Tong Seng, Kuala Lumpur, Selangor, West Malaysia. Tel: 25893.

**Int'l label represented:** EMI (UK).

Fontana, see Phonogram.

H M V, see EMI.

Hup Hup Sdn. Bhd., Lot 5, Jalan 13/2, Petaling Jaya, Selangor, West Malaysia. Tel: 52119.

**Mng. Dir.:** Ng Lian Chin; **Mgr.:** Ronnie Foo.

**Branches:** 62 Beach St., 2nd fl., Penang, West Malaysia. Tel: 24296-154-B Jalan Bunga Raya, Malacca, West Malaysia. Tel: 5056.

**Int'l branch:** Singapore.

**Labels:** (Owned) Life; (distributed) Cosdel.

**Int'l labels represented:** CBS, Harmony, Kapp, Vocalion (all USA).

E. S. Issac Sdn. Bhd., 205 Jalan Tuanku Abdul Rahman, Kuala Lumpur, Selangor, West Malaysia. Tel: 80630.

**Int'l labels represented:** Accent (USA), Columbia (India), Crescendo (USA), Everest (USA), HMV (India), Hi Fi (USA), Parlophone (India), Telefunken (Germany), Vogue (France).

Williams Jacks Sdn. Bhd., Chartered Bank Bldg., Jalan Ampang, Kuala Lumpur, Selangor, West Malaysia. Tel: 25431.

**Labels:** (Distributed), Fontana, Mercury, Philips, Pop Sound, Vertien.

Malaysia Recs. Sdn. Bhd., PO Box 1013, Jalan Semangat, Selangor, West Malaysia. Tel: 54585.

**Int'l labels represented:** DGG, Polydor, Mercury.

Mercury, see Phonogram.

Parlophone, see EMI.

Pathe, see EMI.

Philips, see Phonogram.

Phonogram (Far East) Ltd., 8 Jalan Mountbatten, Kuala Lumpur, Selangor, West Malaysia. Tel: 21611.

**Labels:** Philips, Fontana, Mercury, Vertien, Pop Sound.

**Int'l labels represented:** A&M (USA), Archiv (Germany), Buddah (USA), DGG (Germany), Island (UK), Kama Sutra (USA), Karusell (Sweden), Heliodor (Germany), Limelight (USA), MGM (USA), Page One (UK), Polydor (Germany), Riverside (USA), Roulette (USA), Tip, Trojan (UK), Vanguard (USA), Verve (USA).

Pop Sound, see Phonogram.

Regal, see EMI.

Vertien, see Phonogram.

## MEXICO

### RECORDS:

**Records sold domestically:** LPs 1969-6,968,130 units, \$22,868,259; 1968-6,699,383 units, \$20,535,907. EPs 1969-7,146,468 units, \$10,262,328; 1968-5,364,553 units, \$6,587,671. Singles 1969-7,769,280 units, \$6,184,347; 1968-5,124,325 units, \$3,873,990.

**Records manufactured for domestic & export sale:** LPs 1969-7,849,512 units, \$25,572,361; 1968-7,504,804 units, \$23,462,711. EPs 1969-7,972,035 units, \$11,447,842; 1968-5,780,037 units, \$7,097,885. Singles 1969-8,811,616 units, \$7,014,046; 1968-6,697,789 units, \$5,063,528.

**Imports from USA** (records, blanks, pre-recorded tape): 1969-\$528,245; 1968-\$473,964.

**Records exported to USA:** 1969-385,355 units; \$385,917; 1968-553,820 units, \$165,438.

**Average retail price per record:** LPs-(standard) \$4.14, (budget) \$1.84; EPs-\$1.44; singles-\$0.80.

**Stereo sales:** 40% of total.

**Type of distribution:** Manufacturer-to-retailer.

**Type of promotion:** Normal promotion through radio stations, TV, press and magazines. Direct with dealers by means of posters, pictures and sales.

**Jukeboxes:** 45,000.

Enrique Ortiz

### ● record manufacturers

Advanced, see Tizoc.

Angel, see Capitol.

Ariel, see Orfeon Videovox.

Aristos, see Tizoc.

Belart, see Universales.

C B S/Columbia Int'l SA, Av. 16 de Septiembre 51, Naucalpan. Tel: 5-76-03-33. Pres.: Juan Manuel Villarreal; Gen. Mgr.: Armando de Llano; Sales Mgr.: Raul Bejarano.

**Labels:** CBS, Epic.

**Cartridge 4-track, 8-track & cassette:** CBS, Epic, Harmony licensed to Stereo Jet.

**Int'l labels represented:** Elektra, Metromedia, Stax/Volt, Viva, Walt Disney Prod'ns (all USA); Montilla (Spain). (SEE ADVERTISEMENT)

Capitol de Mexico SA de CV (Discos), Ayuntamiento 54, Mexico 1, D.F. Tel: 5-18-13-20. Pres.: John Bush; Admin. Mgr.: Fernando Hernandez; A&R Mgr.: Alfredo M. Gil; Int'l A&R: Armando Martinez; Sales Mgr.: Luis Gomez Ocariz.

**Labels:** (Owned) Capitol, Odeon, Angel, Melodiya, Cap-Latino, Seraphim; (distributed) Torre.

**Cartridge 4-track & 8-track:** (Owned) Capitol, Odeon; (represented) Motown, Tamla.

**Cassette:** (Owned) Capitol, Angel, Cap-Latino; (represented) Apple.

**Open reel:** Capitol, Angel.

**Int'l labels represented:** Apple (UK), Bell (USA), Dunhill (USA), EMI (UK), Pickwick (USA), Tamla-Motown (USA), Velvet (Venezuela).

**Int'l reps.:** UK (EMI), USA (Capitol). (SEE ADVERTISEMENT)

Cap-Latino, see Capitol.

Ciro, see Coro.

Ciro SA (Discos), Calle Carracci 64, Mexico 19, D.F. Tel: 5-63-13-70. Pres.: Rafael Ficachi Gonzalez; Admin. Mgr.: Raul J. Castro; Gen. Mgr.: Raul Ficachi Gonzalez; Sales Mgr.: Ignacio Requena, Manuel Vital.

**Labels:** Cisne, Raff, Riviera.

**Cartridge 4-track & cassette:** Cisne, Raff.

**Int'l reps.:** Brazil (Gravacoes Eletricas), Italy (Ducale), Spain (Marfer), Venezuela (Robegomer).

Corito, see Coro.

Coro SA, Bahia de Perula 80, Mexico 17, D.F. Tel: 5-31-29-00. Pres. & Gen. Mgr.: Federico Riojas; Sales Mgr.: Rafael Gutierrez Rubio.

**Labels:** Coro, Coro, Corito, In.

**Labels:** (Owned) Coro, Corito; (represented) Seeco (USA).

Delta, see Tizoc.

Deutsche Grammophon, see Universales.

Dimsa, see Orfeon Videovox.

Eco, see Peerless.

Epic, see CBS/Columbia.

Fermata SA (Discos), Av. Division del Norte 31, Mexico 11, D.F. Tel: 5-43-72-40. VP: Mario Freidberg A.; Gen. Mgr.: Lic. Carlos Cardenas; Sales Mgr.: Miguel Angel Sarraalde.

*continued on page 352*

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Home office: Brazil.  
**Int'l labels represented:** B&C (UK), DJM (UK), Fermata (Argentina, Brazil), Minerva (Germany), Page One (UK), Premiere (Brazil), RGE (Brazil), Som/Maior (Brazil), Style (Brazil).  
 Fontana, see Universales.  
 Gamma SA, Ejercito Nacional 167-1, Mexico 5, D.F. Tel: 5-45-73-60. Pres.: Jose M. Vidal Zapater; Gen. Mgr.: Carlos J. Camacho; Int'l Mgr.: Luis M. Moyano.  
**Label:** Gamma.  
**Cartridge 4-track & 8-track:** (Owned) Gamma self-mfd.; (represented) Amaret, Artia, Bluebell, Carosello, Chess, Cynsus, Discomoda, Double Shot, Durium, Erato, Hispavox, Jewel, Laurie, Original Sound, Paula, Project 3, Pye, Reprise, Supraphon, Symphony Tone, 20th Century-Fox, Vanguard, Warner Bros.  
**Cassette:** (Represented) Amaret, Artia, Bluebell, Carosello, Chess, Cynsus, Discomoda, Double Shot, Durium, Erato, Hispavox, Jewel, Laurie, Original Sound, Paula, Project 3, Pye, Reprise, Supraphon, Symphony Tone, 20th Century-Fox, Vanguard, Warner Bros.  
**Int'l labels represented:** ABC (USA), AZ (France), Amaret (USA), BWD Prod'ns (UK), Bluebell (Italy), Carosello (Italy), Chess/Checker/Cadet (USA), Command (USA), Cynsus (France), Discomoda (Venezuela), Double Shot (USA), Ducretet-Thomson (France), Durium (Italy), Erato (France), Everest (USA), Festival (France), Hallmark (UK), Hispavox (Spain), Prod'ns Hypopotam (France), Janus (USA), Jewel-Paula (USA), Laurie (USA), Project 3 (USA), Pye (UK), Reprise (USA), Stereo Dimension (USA), Supraphon (Czechoslovakia), Symphony Tone (Austria), 20th Century-Fox (USA), Vanguard (USA), Vogue (France), Warner Bros. (USA), White Whale (USA). (SEE ADVERTISEMENT)  
 Golden (Discos), Tonalá 194-G, Mexico 7, D.F. Tel: 5-74-12-78. Gen. Mgr.: Rosamaria Gonzalez y Romero.  
**Label:** Golden.  
 Heliodor, see Universales.  
 In, see Coro.  
 Maya, see Orfeon Videovox.  
 Melodiya, see Capitol.  
 Musart SA (Discos), Cuiclahuac 2335, Mexico 16, D.F. Tel: 5-27-01-00. Bd. Chm.: Eduardo C. Bapista; Pres. & Gen. Mgr.: Eduardo L. Bapista; A&R Mgr.: Guillermo Acosta; Int'l A&R: Jaime Sanchez; Mktg. Dir.: Jose Luengo; Sales Mgr.: Francisco Llopis; Adv. & Promo. Mgr.: Jesus Acosta.  
**Labels:** Musart, Musart Norteno, Trebol.

**Tape:** Fantasy.  
**Int'l labels represented:** Codiscos (Guatemala), Costeno (Colombia), Discuba; Fantasy (USA), Liberty/UA & affiliated labels (USA), Musidisc (Brazil), Music Hall (Argentina), Nilser (Brazil), Novola (Spain), Vault (USA), Zafiro (Spain), Zeida (Venezuela).  
**Int'l reps:** Argentina (Sicamericana), Bolivia (Discolandia Dueri), Chile (Odeon), Colombia (Codiscos), Dominican Republic (Distribuidora Dominicana de Discos), Ecuador (Industria Fonografica Ecuatoriana), Guatemala (DICESA), Panama (Discos de Panama), Peru (EMI), Puerto Rico (Musical Recs.), Spain (Zafiro), USA (Musical Recs. Records Dists. of America), Venezuela (La Discoteca). (SEE ADVERTISEMENT)  
 Musart Norteno, see Musart.  
 Odeon, see Capitol.  
 Omega, see Son\*Art.  
 Orbi-Vox SA, Veracruz 60, Mexico 7, D.F. Tel: 11-15-09. Pres. & Gen. Mgr.: Arturo Valdes; A&R: Eduardo Salamonovitz; Sales Mgr.: Manuel Vital.  
**Labels:** Fresa, Jade, VC.  
**Int'l labels represented:** Ansonia, Major Minor, Monmouth-Evergreen, Monument, Ranwood, Toast.  
 Orfeon, see Orfeon Videovox.  
 Orfeon Videovox SA, Av. Universidad 1273, Mexico 12, D.F. Tel: 5-24-25-00. Pres.: Rogerio Azcaraga; Gen. Mgr.: Alejandro Siegrist; Sales Mgr.: Teodulo Baston.  
**Int'l branch:** USA.  
**Labels:** Orfeon, Ariel, Dimsa, Maya.  
**Tape:** (Owned) Orfeon, Dimsa; (represented) Audio-Spectrum (USA), Barclay (France), Decca (USA), Kapp (USA), Scepter (USA).  
**Int'l labels represented:** Alegre (USA), Alshire Int'l (USA), Barclay (France), Brunswick (USA), Coral (USA), Decca (USA), Josie (USA), Jubilee (USA), Kapp (USA), Roulette (USA), Scepter (USA), Tico (USA), Uni (USA), Vocalion (USA).  
**Int'l reps.:** Canada (Orfeon), Central America (INDICA), Colombia (Sonolux), France (Barclay), Japan (King), USA (Orfeon). (SEE ADVERTISEMENT)  
 Panamusic SA, Calle Dos 13B, Naucalpan. Tel: 5-76-06-38. Pres.: Jose Ades Tawil; Gen. Mgr.: Casimiro P. Flores Ochoa; Sales Mgr.: Ramiro Gamboa Segui.  
**Labels:** Panamusic, Sol, Tico.  
 Parnaso Recs., Cumbres de Maltrata 375A, Mexico, D. F.  
**Home office:** USA.  
 Peerless de Mexico SA, Mariano Escobedo, Mexico 17, D.F. Tel: 5-45-72-15. Pres.: Heinz Klinckwort; Gen. Mgrs.: Leo Porias, Fritz Ulrich;

Sales Mgr.: Roberto Salinas; Int'l Mgr.: Rene Vera Sanchez.  
**Labels:** Peerless, Eco.  
**Cartridge 4-track & 8-track:** (Owned) Peerless, Eco self-mfd.; (represented) London.  
**Cassette:** (Represented) London.  
**Int'l labels represented:** Chantecler (Brazil), Deca (UK), Del Valle (USA), Fuentes (Colombia), INDICA (Costa Rica), London (USA), Onix (Ecuador), Palacio (Venezuela), Seeco (USA), Sonoradio (Peru), Starbright (USA), Telefunken (Germany), Turnabout (USA), Virrey (Peru), Vox (USA).  
**Int'l reps.:** Argentina (Trova), Bolivia (Imperio), Chile (Philips), Colombia (Fuentes), Costa Rica (INDICA), Dominican Republic (La Guarachita), Ecuador (Fabrica de Discos), Japan (Nippon Columbia), Peru (El Virrey), Portugal (Radio Triunfo), South Africa (Coronet), Spain (Hispavox), USA (Sunshine Recs. Dists.), Venezuela (La Buena Musica). (SEE ADVERTISEMENT)  
 Philips, see Universales.  
 Polydor, see Universales.  
 R C A SA de CV, Rec. Div., Cuiclahuac 2519, Mexico 16, D.F. Tel: 5-27-60-20. Gen. Mgr.: J. M. Vias Jr.  
**Labels:** RCA Victor, RCA Camden.  
**Cartridge 8-track & cassette:** (Owned) RCA, Camden self-mfd.; (represented) A&M (USA), Paramount (USA).  
**Int'l labels represented:** A&M, Audio Fidelity, Crewe, Dot, Kirschner, Paramount (all USA); Hit Parade (Puerto Rico).  
**Int'l rep.:** Worldwide (RCA). (SEE ADVERTISEMENT)  
 R C A Camden, see RCA.  
 R C A Victor, see RCA.  
 Raff, see Cisne. (SEE ADVERTISEMENT)  
 Regis, see Son\*Art.  
 Riviera, see Cisne.  
 Seraphim, see Capitol.  
 Sol, see Panamusic.  
 Son\*Art SA (Discos), Hamburgo 49, 4th fl., Mexico 6, D.F. Tel: 5-35-81-19. Pres.: J. Manuel Mantecon Olavarrieta; Gen. Mgr.: Teodoro Mantecon Olavarrieta; Admin. Mgr.: Bernardo Gonzalez Bernaldez.  
**Labels:** Son\*Art, Omega, Regis.  
**Cartridge 4-track, 8-track & cassette:** Son\*Art licensed to Stereo Jet.  
**Int'l labels represented:** King (Japan), Kubaney (USA), Microfon (Argentina), Tropical (Colombia), Vergara (Spain).  
**Int'l reps.:** Argentina (Microfon), Colombia (Tropical), Guatemala (Fono), Peru (Dinsa), Spain (Vergara), USA (Kubaney), Venezuela (La Buena Musica).

# MEXICO

# 70

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DISCOS TIZOC. S.A.

PUBLISHING COMPANY  
EDITORIAL TEOCALI. S.A.

Tico, see Panamusic.

Tizoc SA (Discos), Av. Division del Norte 31, Mexico 12, D.F. Tel: 5-43-72-40. VP: Mario Freidberg A.; Gen. Mgr.: Lic. Carlos Cardenas; Sales Mgr.: Miguel Angel Sarraalde.

Labels: Tizoc, Advanced, Aristos, Delta. Int'l labels represented: AD Rhythm (UK), Ariston (Italy), Avco Embassy (USA), Belter (Spain), Challenge (USA), Clan Celetano (Italy), La Compagnie (France), Disc Jockey (Argentina), Ember (UK), Everest (USA), GNP Crescendo (USA), Hi Fi (USA), Jad (USA), Mira (USA), Palette (Belgium), Penny Farthing (UK), Ricordi (Italy), Riviera (France), SSS Int'l (USA), Sun (USA), Surrey (USA), Tolima (Argentina), Vedette (Italy), Viking (New Zealand), W&G (Australia). Int'l reps.: Argentina (Disc Jockey), Portugal (Belter), Spain (Belter). (SEE ADVERTISEMENT)

Torre, see Capitol.  
Trebol, see Musart.

Universales SA (Discos), Insurgentes 1877, Mexico 20, D.F. Tel: 5-48-41-68. Gen. Mgr.: Luis Baston; Sales Mgr.: Enrique de Noriega. Labels: Belart, Deutsche Grammophon, Fontana, Heliodor, Philips, Polydor.

Cartridge 8-track (Represented) Atlantic, Buddah, Kama Sutra, MGM, Mercury, Verve (all USA).

Cassette: (Owned) Belart, Philips, Polydor self-mfd.; (represented) Atlantic, Buddah, Kama Sutra, MGM, Mercury, Verve (all USA).

Int'l labels represented: Atlantic group, B&C group, Buddah/Kama Sutra, Colossus, DGG, Heritage, Island, King, MGM/Verve, Mercury, Philips, Polydor group, Riverside, Skye, Tetragrammaton, Vertigo.

Int'l reps.: Argentina (Fonogram), Brazil (Companhia Brasileira de Discos), Central America (DIDCA, INDICA), Chile (Philips), Colombia (Philips), Peru (El Virrey), USA (Mercury), Venezuela (Polydor).

### music publishers

Alba (Ed. de Musica), Procuraduria Gral. de Justicia 376, Col. Federal, Mexico 9, D.F. Cable: EDI-MUSA. Mgr.: Jose Albarran.

April/Blackwood Music, see Mundo Musical.

Brambila Musical Mexico SA, 2305 Av. Cuicahuac, Mexico 16, D.F. Tel: 5-27-83-83. Pres. & Gen. Mgr.: Ing. Rojelio Brambila Pelayo.

Affiliates: Songs of Mexico Inc., United Mexican Music Publ'rs Inc.

Int'l firms represented: Ardmore & Beechwood (UK), Campbell-Connelly (UK), Walt Disney (USA), Kama Fox (USA), Edwin H. Morris (USA).

Int'l reps.: Argentina (Ed. Alfredo Perrotti), Brazil (Iraos Vitale), San Salvador (Ed. Centroamericana), USA (Songs of Mexico).

E M M I, see Orfeon.

Fermata Mexicana SA, Av. Division del Norte 31, Mexico 12, D.F. Tel: 5-43-72-40. VP: Mario Freidberg A.; Gen. Mgr.: Lic. Carlos Cardenas; Sales Mgr.: Lic. Rafael Farias de la T.

Home office: Brazil.

Int'l affiliates: Arapua, Arlequin, Fermata do Brasil, Musica Brasileira Moderna, Santos Dumont (all Brazil).

Int'l firms represented: Ariston (Italy), Bending (USA), Bleu Blanc Rouge (France), Charles Bruil (UK), Canciones del Mundo (Spain), Commander (USA), Dior (Italy), Fermata (Argentina, USA, Venezuela), Leonardi (Italy), Peter Maurice (UK), Mundiamusic (Switzerland), Keith Prowse (UK), Ricordi (Italy), Shaftesbury (UK), Cyril Shane (UK), Talisman (USA), Universal (Spain), Usignolo (Italy).

Grever Int'l SA, Insurgentes Sur 473-7, Mexico 12, D.F. Tel: 5-64-67-48. Pres.: Charles E. Grever; Gen. Mgr.: Fernando Arizmendi S.; Sales Mgr.: Angel Hernandez Chavez.

Int'l branch: USA.

Intersong, Insurgentes Sur 1877, 12th fl., Mexico 20, D.F. Tel: 48-35-29. Mgr.: Jose Armando Moreno.

Affiliate: Ed. Polyphon de Mexico.

Juventa (Ed. Musical) (SACM), Tonala 194-G, Mexico 7, D.F. Tel: 5-74-12-78. Gen. Mgr.: Rosamaria Gonzalez y Romero.

Int'l rep.: USA (Songs of Mexico).

Hnos. Marquez, Av. Chapultepec 43, Mexico 1, D.F. Tel: 5-12-02-28. Pres.: Ramon Marquez; Gen. Mgr.: Jose Marquez; Sales Mgr.: Ana Maria Mendoza.

Meximusic SA, Av. Division del Norte 31, Mexico 12, D.F. Tel: 5-43-72-40. VP: Mario Freidberg A.; Gen. Mgr.: Lic. Carlos Cardenas; Sales Mgr.: Lic. Rafael Farias de la T.

Int'l firms represented: Alpane (USA), Arvee (USA), Copyright Serv. Bureau (USA), Nemperor (USA), Sweden Music (Sweden).

Mundo Musical SA, Av. 16 de Septiembre 51, Naucalpan, Tel: 5-76-03-33. Pres.: Juan Manuel Villarreal; Gen. Mgr.: Armando de Llano; Sales Mgr.: Raul Bejarano.

Affiliate: April/Blackwood Music.

Int'l firms represented: Elektra, Jarc, Lowery, Melograf, Seablues, Tree, Valando.

Musart (Ed. Musical), Cuicahuac 2335, Mexico 16, D.F. Tel: 5-27-01-00. Pres. & Gen. Mgr.: Eduardo L. Baptista; Sales Mgr.: Jose Luengo.

Musica de Mexico (ASCAP), Esteva 26A, Mexico 18,

D.F. Tel: 5-15-35-90, 5-15-64-84. Gen. Mgr.: Dario A. Zorzano.

Int'l rep.: USA (Songs of Mexico).

Orfeon SA (Ed.), Av. Universidad 1273, Mexico 12, D.F. Tel: 5-24-25-00. Pres.: Rogerio Azcarraga; Gen. Mgr.: Alejandro Siegrist; Sales Mgr.: Teodilo Baston.

Affiliates: EMMI, PHAM.

P H A M, see Orfeon.

P R E D I S A (Promociones & Ediciones Int'les SA), Calz. Mariano Escobedo 201 Altos, Mexico 17, D.F. Tel: 4-45-72-15. Pres.: Ing. Heinz Klinckwort; Gen. Mgr.: J. Luis Vela Gomez Lamadrid; Sales Mgr.: Alfonso Fuentes Huerta.

Affiliates: Songs of Mexico Inc., United Mexican Music Publ'rs Inc.

Planetary Nom de Mexico SA, Calle Dos 13B, Naucalpan. Tel: 5-76-06-38. Pres.: Jose Ades Tawil; Gen. Mgr.: Casimiro P. Flores Ochoa; Sales Mgr.: Ramiro Gamboa Segui.

Polyphon de Mexico (Ed.), see Intersong.

R C A Victor SA de CV (Ed.), Av. Cuicahuac 2519, Mexico 16, D.F. Tel: 5-27-60-20. Gen. Mgr.: Pedro Vargas Jr.

Int'l firms represented: RCA (Brazil, Italy, Spain), Relay (Argentina), Sunbury (Canada, UK, USA).

Songs of Mexico Inc., see Brambila & PREDIS A.

Teocali SA (Ed.), Av. Division del Norte 31, Mexico 12, D.F. Tel: 5-43-72-40. VP: Mario Freidberg A.; Gen. Mgr.: Lic. Carlos Cardenas; Sales Mgr.: Lic. Rafael Farias de la T.

Int'l firms represented: Amev (USA), Amvco (USA), Belter (Spain), La Compagnie (France), Jackson (USA), Michel Legrand (France), Mother Mistro (UK), Neil (USA), Page Full of Hits (UK), Rideau Rouge (France), Skyview (USA), Tolima (Argentina), Universali (Italy), World (Belgium).

Int'l reps.: Argentina (Tolima), Spain (Belter). United Mexican Music Publ'rs Inc., see Brambila & PREDIS A.

### services

#### ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

A M P E M (Asociacion Mexicana de Promotores & Editores de Musica), Av. Chapultepec 43, Mexico 1, D.F. Tel: 12-02-28. Pres.: Ramon Marquez.

A M P R O D I S (Asociacion Mexicana de Productores de Discos Fonograficos AC).

continued on page 354

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C B S/Columbia SA, Av. 16 de Septiembre 51, Naucalpan. Tel: 5-76-03-33. Pres.: Juan Manuel Villarreal; Gen. Mgr.: Armando de Llano. Capitol de Mexico SA, Ayuntamiento 54, Mexico 1, D.F. Tel: 5-18-13-20. Gen. Mgr.: John Bush. Cisne SA, Calle Carracci 64, Mexico 19, D.F. Tel: 5-63-13-70. Pres.: Rafael Ficachi Gonzalez; Gen. Mgr.: Raul Ficachi Gonzalez. Coro SA, Bahia de Perula 80, Mexico 17, D.F. Tel: 5-31-29-00. Pres. & Gen. Mgr.: Federico Riojas. Musart SA, Cuiclahuac 2335, Mexico 16, D.F. Tel: 5-27-01-00. Pres. & Gen. Mgr.: Eduardo L. Baptista.

**DIRECT MAIL SERVICE**

C B S/Columbia SA, Av. 16 de Septiembre 51, Naucalpan. Tel: 5-76-03-33. Pres.: Juan Manuel Villarreal; Gen. Mgr.: Armando de Llano. Capitol de Mexico SA, Ayuntamiento 54, Mexico 1, D.F. Tel: 5-18-13-20. Gen. Mgr.: John Bush; Sales Mgr.: Luis Gomez Ocariz.

**LICENSING ORGANIZATION, MUSIC**

S A C M (Sociedad de Autores y Compositores de Music SA), Calzada Mayorazco 96-A, Xoco, Coyoacan, Mexico 29, D.F. Tel: 24-55-95. Cable: COMPAS.

**LICENSORS, TAPE & RECORD**

Capitol de Mexico SA, Ayuntamiento 54, Mexico 1, D.F. Tel: 5-18-13-20. Gen. Mgr.: John Bush. Cisne SA, Calle Carracci 64, Mexico 19, D.F. Tel: 5-63-13-70. Pres.: Rafael Ficachi Gonzalez; Gen. Mgr.: Raul Ficachi Gonzalez. Coro SA, Bahia de Perula 80, Mexico 17, D.F. Tel: 5-31-29-00. Pres. & Gen. Mgr.: Federico Riojas. Musart SA, Cuiclahuac 2335, Mexico 16, D.F. Tel: 5-27-01-00. Pres. & Gen. Mgr.: Eduardo L. Baptista.

**PLATING & PROCESSING PLANTS PRESSING PLANTS**

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**PRINTERS & LITHOGRAPHERS**

C B S/Columbia SA, Av. 16 de Septiembre 51, Naucalpan. Tel: 5-76-03-33. Pres.: Juan Manuel Villarreal; Gen. Mgr.: Armando de Llano. Capitol de Mexico SA, Ayuntamiento 54, Mexico 1, D.F. Tel: 5-18-13-20. Gen. Mgr.: John Bush. Cisne SA, Calle Carracci 64, Mexico 19, D.F. Tel: 5-63-13-70. Pres.: Rafael Ficachi Gonzalez; Gen. Mgr.: Raul Ficachi Gonzalez; Sales Mgrs.: Ignacio Requena, Manuel Vital. Coro SA, Bahia de Perula 80, Mexico 17, D.F. Tel: 5-31-29-00. Pres. & Gen. Mgr.: Federico Riojas; Sales Mgr.: Rafael Gutierrez Rubio. Musart SA, Cuiclahuac 2335, Mexico 16, D.F. Tel: 5-27-01-00. Pres. & Gen. Mgr.: Eduardo L. Baptista. Orfeon Videovox SA, Av. Universidad 1273, Mexico 12, D.F. Tel: 5-24-25-00. Pres.: Rogerio Azcaraga; Gen. Mgr.: Alejandro Siegrist. R C A SA, Rec. Div., Cuiclahuac 2519, Mexico 16, D.F. Tel: 5-27-60-20. Gen. Mgr.: J. M. Vias Jr.

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Musart SA, Cuiclahuac 2335, Mexico 16, D.F. Tel: 5-27-01-00. Pres. & Gen. Mgr.: Eduardo L. Baptista; Sales Mgr.: Jose Luengo. Orfeon Videovox SA, Av. Universidad 1273, Mexico 12, D.F. Tel: 5-24-25-00. Pres.: Rogerio Azcaraga; Gen. Mgr.: Alejandro Siegrist; Sales Mgr.: Teodulo Baston.

**RECORDING STUDIOS**

C B S/Columbia SA, Av. 16 de Septiembre 51, Naucalpan. Tel: 5-76-03-33. Studio Mgr.: A. Garcia Escobedo; Chief Eng.: Rodolfo Zamudio. Capitol de Mexico SA, Ayuntamiento 54, Mexico 1, D.F. Tel: 5-18-13-20. Gen. Mgr.: John Bush. Cisne SA, Calle Carracci 64, Mexico 19, D.F. Tel: 5-63-13-70. Pres.: Rafael Ficachi Gonzalez; Gen. Mgr.: Raul Ficachi Gonzalez. Coro SA, Bahia de Perula 80, Mexico 17, D.F. Tel: 5-31-29-00. Pres. & Gen. Mgr.: Federico Riojas. Musart SA (Discos), Cuiclahuac 2335, Mexico 16, D.F. Tel: 5-27-01-00. Pres.: Eduardo L. Baptista; Studio Mgr.: Antonio Maza; Chief Eng.: Jorge Mendoza. Orfeon Videovox SA, Av. Universidad 1273, Mexico 12, D.F. Tel: 5-24-25-00. Pres.: Rogerio Azcaraga; Gen. Mgr.: Alejandro Siegrist. Peerless de Mexico SA, Mariano Escobedo, Mexico 17, D.F. Tel: 5-45-72-15. Pres.: Heinz Klinckwort; Studio Mgr.: Fritz Ulrich; Chief Eng.: Peter Ulrich. R C A SA, Rec. Div., Av. Cuiclahuac 2519, Mexico 16, D.F. Tel: 5-27-60-20. Studio Mgr.: Francisco D. Cardenas; Chief Eng.: Fernando Montes de Oca.

**SHIPPING SERVICES**

C B S/Columbia SA, Av. 16 de Septiembre 51, Naucalpan. Tel: 5-76-03-33. Pres.: Juan Manuel Villarreal; Gen. Mgr.: Armando de Llano. Capitol de Mexico SA, Ayuntamiento 54, Mexico 1, D.F. Tel: 5-18-13-20. Gen. Mgr.: John Bush. Coro SA, Bahia de Perula 80, Mexico 17, D.F. Tel: 5-31-29-00. Pres. & Gen. Mgr.: Federico Riojas. Musart SA, Cuiclahuac 2335, Mexico 16, D.F. Tel: 5-27-01-00. Pres. & Gen. Mgr.: Eduardo L. Baptista. Orfeon Videovox SA, Av. Universidad 1273, Mexico 12, D.F. Tel: 5-24-25-00. Pres.: Rogerio Azcaraga; Gen. Mgr.: Alejandro Siegrist.

**TAPE CUSTOM DUPLICATORS**

Cisne SA, Calle Carracci 64, Mexico 19, D.F. Tel: 5-63-13-70. Pres.: Rafael Ficachi Gonzalez; Gen. Mgr.: Raul Ficachi Gonzalez; Sales Mgrs.: Ignacio Requena, Manuel Vital. Cora SA, Bahia de Perula 80, Mexico 17, D.F. Tel: 5-31-29-00. Pres. & Gen. Mgr.: Federico Riojas; Sales Mgr.: Rafael Gutierrez Rubio. Musart SA, Cuiclahuac 2335, Mexico 16, D.F. Tel: 5-27-01-00. Pres.: Eduardo L. Baptista; Sales Mgr.: Jose Luengo. Configurations: Cartridge 4-track, 8-track & cassette.

**TAPE DUPLICATOR/MARKETERS**

Ampex de Mexico SA de CV, Av. Division del Norte 1832, Mexico 13, D.F. Tel: 5-39-68-70. Gen. Mgr.: Ing. Miguel A. Hernandez. Stereo Jet de Mexico SA, Calle Dos 13-B, Naucalpan. Tel: 5-76-06-38. Gen. Mgr.: Casimiro P. Flores Ochoa; Sales Mgr.: Ramiro Gamboa Segui; Prod'n Dir.: Andrea Cordova Senoner. Int'l branch: USA, Caytronics. Cartridge 4-track, 8-track & cassette: ABC, Alegre, CBS, Command, Command Classics, Epic, Grand Award, Harmony, Impulse, Mode, Music Guild, Panamusic, Roulette, Son Art, Tangerine, Tico, Vogue, Westminster, Whitehall.

● **supplies**

**JACKET MANUFACTURERS LABEL MANUFACTURERS**

C B S/Columbia SA, Av. 16 de Septiembre 51, Naucalpan. Tel: 5-76-03-33. Pres.: Juan Manuel Villarreal; Gen. Mgr.: Armando de Llano; Sales Mgr.: Raul Bejarano. Musart SA, Cuiclahuac 2335, Mexico 16, D.F. Tel: 5-27-01-00. Pres. & Gen. Mgr.: Eduardo L. Baptista; Sales Mgr.: Jose Luengo. Orfeon Videovox SA, Av. Universidad 1273, Mexico 12, D.F. Tel: 5-24-25-00. Pres.: Rogerio Azcaraga; Gen. Mgr.: Alejandro Siegrist; Sales Mgr.: Teodulo Baston.

**POLYETHYLENE BAGS**

C B S/Columbia SA, Av. 16 de Septiembre 51, Naucalpan. Tel: 5-76-03-33. Pres.: Juan Manuel Villarreal; Gen. Mgr.: Armando de Llano; Sales Mgr.: Raul Bejarano. Musart SA, Cuiclahuac 2335, Mexico 16, D.F. Tel: 5-27-01-00. Pres. & Gen. Mgr.: Eduardo L. Baptista; Sales Mgr.: Jose Luengo.

**RECORDING STUDIO EQUIPMENT MANUFACTURER**

Ampex de Mexico SA, Av. Division del Norte 1832, Mexico 13, D.F. Tel: 5-39-68-70. Gen. Mgr.: Ing. Miguel A. Hernandez. Chief product: Audio & videotape recorders.

**RECORD PROCESSING MACHINERY MANUFACTURER**

Musart SA, Cuiclahuac 2335, Mexico 16, D.F. Tel: 5-27-01-00. Pres. & Gen. Mgr.: Eduardo L. Baptista; Sales Mgr.: Jose Luengo. Chief product: Record presses.

**SLEEVE MANUFACTURER**

Musart SA, Cuiclahuac 2335, Mexico 16, D.F. Tel: 5-27-01-00. Pres. & Gen. Mgr.: Eduardo L. Baptista; Sales Mgr.: Jose Luengo.

● **accessories & supplies**

Coro SA, Bahia de Perula 80, Mexico 17, D.F. Tel: 5-31-29-00. Pres. & Gen. Mgr.: Federico Riojas; Sales Mgr.: Rafael Gutierrez Rubio. Product: Racks. Jensen de Mexico SA, Blvd. Toluca 14, Naucalpan de Juarez. Tel: 5-76-42-65. Pres. & Gen. Mgr.: L. Soler. Product: Needles. Musart SA, Cuiclahuac 2335, Mexico 16, D.F. Tel: 5-27-01-00. Pres. & Gen. Mgr.: Eduardo L. Baptista; Sales Mgr.: Jose Luengo. Product: Catalog services.

**NETHERLANDS**

**RECORDS:** sold domestically: 1969—\$41,000,000; 1968—\$33,000,000. Imports from USA (records, blanks, pre-recorded tape): 1969—\$460,220; 1968—\$354,754. Records imported from countries other than USA (factory value): 1969—6,403,670 units; 1968—5,314,587 units. Records exported to USA: 1969—15,203 units, \$27,161; 1968—23,051 units, \$17,829. Records exported to countries other than USA (factory value): 1969—10,670,780 units; 1968—9,890,768 units. Average retail price per record: LPs—\$1.50-\$6.60; EPs—\$1.25-\$1.85; Singles—\$1.15-\$1.95. Stereo sales: 90% of total. Record club sales: 15% of total. Discounting: Rare.

**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. **Type of promotion:** Music magazines (Muziek Express, Pop Magazine, Muziek Parade); TV programs, radio programs (legal stations Hilversum 1, 2 and 3 and by pirate station Radio Veronica). **Juke Boxes:** 18,000.

**TAPE:** Market: The use of 8-track players has improved since the latest Fira-to-fair, especially in cars, but cassettes still dominate the market. In 1969 approximately 6,000 titles were available on cassette.

**Pre-recorded tape imported from USA (factory value):** 1968—\$105,000; 1967—\$95,000.

**Pre-recorded tape imported from countries other than USA (factory value):** 1968—\$1,013,000; 1967—\$765,000.

**Pre-recorded tape exported:** 1968—\$1,330,800; 1967—\$1,100,000.

**Average retail price per tape:** Cartridge 8-track—\$6.90; cassette—\$2-\$6.40; open reel—\$8.

**Type of distribution:** Manufacturer-or importer-to-retailer. Some retailers specialize in pre-recorded tapes.

**Type of promotion:** Strong promotion through radio, TV, newspapers and magazines by Philips. Cassettes offered at low prices to buyers of new players.

**IMPORT/EXPORT REGULATIONS:** No import duty on records or tapes from Common Market countries. 12% of net amount for Additional Value Tax from Jan. 1, 1969, also on home-market sales of domestic product. **Bas Hageman**

● **record manufacturers/importers/distributors**

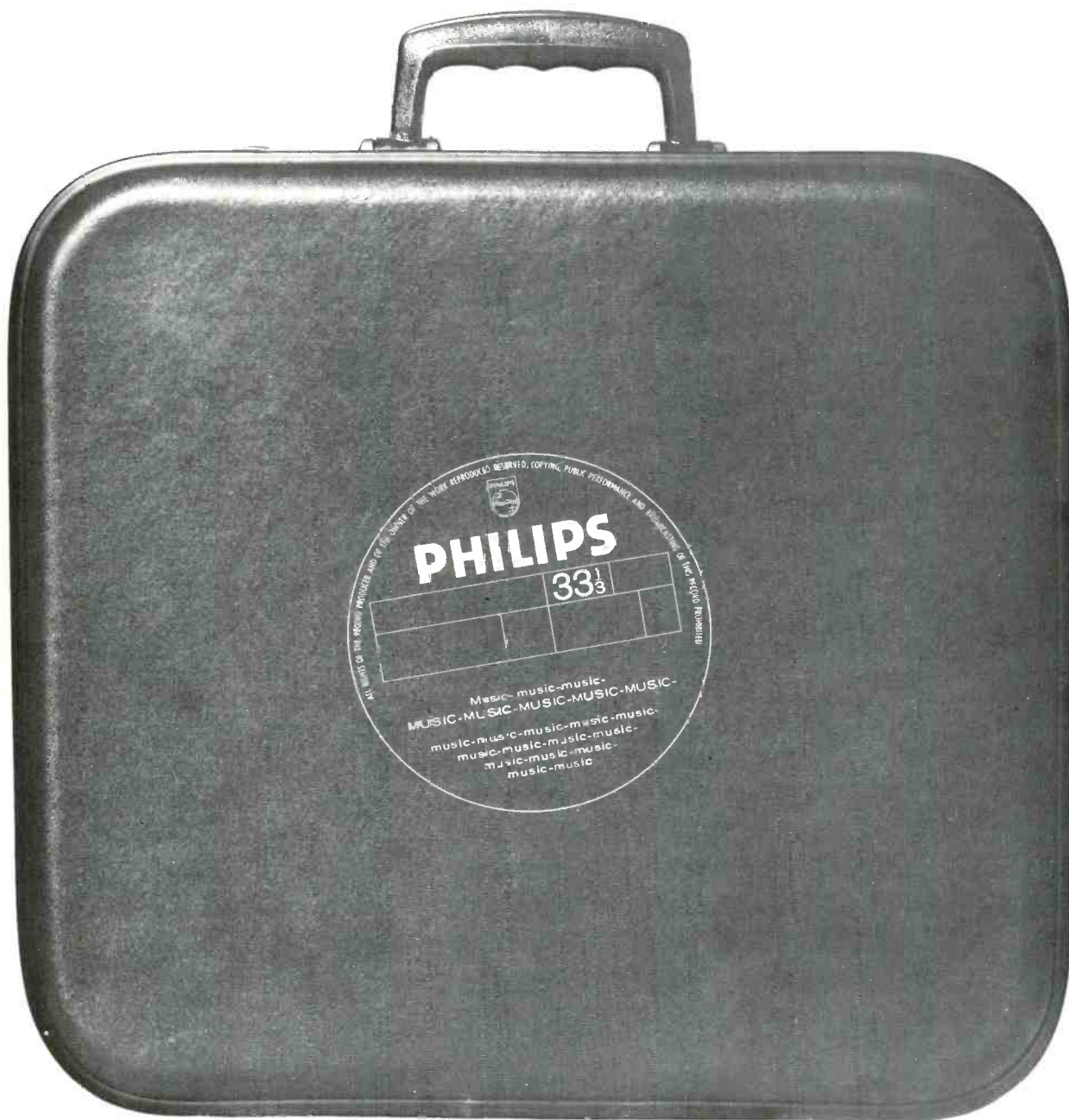
Action Recs. NV, Herengracht 4, Amsterdam-C. Tel: (020) 231390. Pres.: Cees van Zijveld. (Distributed by Polydor). Archiv, see Polydor. Ariola, see Ariola-Eurodisc. Ariola-Athena, see Ariola-Eurodisc. Ariola-Eurodisc-Benelux NV, Baan 15, Haarlem. Tel: (023) 322640. Mng. Dir.: Jan van Schalkwijk. Home office: Germany. Labels: Ariola, Ariola-Athena, Athena, Baccarola, Eurodisc, Maritim. Int'l labels represented: Ariston (Italy), Avco Embassy (USA), Cetra (Italy), Gemini (UK), Requet (USA), TWR (Germany). Armada Recs. (div. of Bospel Music NV), Warmoesstr. 86, Amsterdam. Tel: 226394. Pres.: Eddy Palmans, Janine Bosmans; Gen. Mgr.: Joop Gerrits. (Distributed by CNR).

continued on page 356



# How to send a label all over the world (and have it marketed in 130 countries)

## put it in the philips bag



N.V.PHILIPS' PHONOGRAPHISCHE INDUSTRIE-CENTRAL OFFICES: BAARN, THE NETHERLANDS

continued

Artone, see CBS-Artone.  
 Athena, see Ariola-Eurodisc.  
 Audio Visual Prod'ns, Nagtglaslaan 18, Naarden. Tel: (02159) 30760, (020) 243781. Pres.: E. Durlagher.  
 Labels: (Owned) Duplephon, Obelisk, Pop Sound, Veronica. (Distributed by Dureco).  
 Baccarola, see Ariola-Eurodisc.  
 Barclay Nederland NV, Singel 104, Amsterdam. Tel: (020) 234361. Pres.: Rein Maassen. Distributed by CNR.  
 Home office: France.  
 Labels: Barclay, Riviera, Classic, La Compagnie, Erato, Princess.  
 Int'l labels represented: Buddha, Team, Curtom, Josie, Jubilee, 20th Century-Fox (all USA); MPS (Germany).  
 Basart Recs. Int'l, Houtmankade 20, Amsterdam. Tel: (020) 222192, 63209, 241260. Pres. & Gen. Mgr.: F. Basart; Sales Mgr.: Mrs. W. Zwart; Int'l Mgr.: F. Wienneke.  
 Int'l branch: Belgium.  
 Labels: (Owned) Basart, Europhon, Folkways, Musiphon, Park, Stibbe, Whamm; (distributed) Studio 33.  
 Int'l labels represented: Apollo, Asch, Broadside, Camera, Candide, Cantate, Christophorus, Da Camera, Donald Duck, Durium, Europhon, Folkways, Hosanna, IDR, Main, Mandolino, Musiphon, Park, Rim, Sastruphon, Super Majestic, Trianon, Turnabout, Turnette, Varagram, Vox.  
 Int'l reps.: Australia (Vanguard), Italy (Clan Celentano), Spain (Espectra).  
 Bosheck Grammofoonplaten, PO Box 53, Zandvoortweg 57a, Aerdenhout. Tel: (023) 240850, 280031, 285003. Pres. & Gen. Mgr.: Wim Bosheck; Admin. Mgr.: J. V. Boeschoten; Sales Mgr.: Peter J. Van Epen; Ass't Mgr.: R. Sinaasappel.  
 Labels: (Owned) Kritos, Nevofoon, Onyx; (distributed) CPR, Grand Gala.  
 Int'l labels represented: Alpha, Alvorada, Caricoca, Clartes, Copacabana, Discophon Spain, Eurocord, Fass, Intercord, Orfeu, Papaver, Pastorale & Musique, Rapsodia, Saphir, Tell, Unidisc.  
 Int'l reps.: Belgium (Papaver), Switzerland (Electromusic).  
 Bovema (NV Verkoopmaatschappij), Bronsteeweg 49, Heemstede. Tel: (023) 280750. Mng. Dir.: G. M. Oord; Finance & Admin. Mgr.: N. L. A. Hutter; A&R Mgr.: R. Kruijze; Rec. Mgr.: B. J. van den Berg; Pub. Mgr.: C. J. Sprangers; Promo. Mgr.: K. H. Hille, O. Klijn; Electronics Mgr.: M. Naar.  
 Labels: Imperial, Gramac, Relax.  
 Cassette: EMI group, Tamla, Motown, United Artists.  
 Int'l labels represented: ABS (USA), Ades (France), Angel (UK), Apple (UK), Ascot (UK), BBC (UK), Bell (USA), Blue Note (USA), Bluesway (USA), Buena Vista (USA), Capitol (USA), Catfish (USA), Columbia (USA), Command (USA), Contemporary (USA), Delyse (France), Die Volksplatte, Ducretet-Thomson (France), Dunhill (USA), Electrola (Germany), Ember (UK), Eyemark (USA), Fantasy (USA), Gloria, HMV (UK), Harmonia Mundi (France), Harvest (UK), Hilltop (USA), Immediate (UK), Imperial (USA), Impulse (USA), Liberty (USA), Minit (USA), Monument (USA), Motown (USA), Movietone (USA), Odeon, Olympus, Pacific Jazz (USA), Parlophone (France), Pathe (France), Pickwick (USA), Playboy, Pret, Regal (UK), Regal Zonophone (UK), Rising Sons (USA), Ryemuse (USA), 77 Recs. (UK), Soul City (USA), Sound Stage 7 (USA), Stateside (UK), Straight, Studio SM, Sunset (USA), Sydney Thomson, Tangerine (USA), Topic (USA), Tower (USA), Transatlantic (UK), United Artists (USA), Walt Disney (USA), Wergo (Germany), Westminster (USA), Whitehall (USA), World Pacific (USA), World Prod'n, Waverley (UK), Xtra (UK).  
 Fa. van den Brink en De Ruiters, Vreeswijkstr. 61, The Hague. Tel: (070) 361781. Pres.: A. H. van den Brink.  
 Labels: Decor, Nigram, Glorieklanken.  
 Note: Producers of premium rec's & rack jobbing rec's.  
 C B S-Artone NV, 8-10 Kruisstr., Haarlem. Tel: (023) 319250. Telex: 41051. Pres. & Gen. Dir.: Bill C. Slinger.  
 Labels: CBS, Artone, Epic, Okeh.  
 Int'l labels represented: Arion (France), Ascot (UK), Baerenreiter (Germany), Blue Horizon (UK), Dandelion (UK), Disques Mondiales (France), Disques Mouloudji (France), Disques Temporel (France), Festival (France), Hickory (USA), Milestone (USA), Palette (Belgium), Scout (Germany), Specialty (USA).  
 C N R NV Grammofoonplaten maatschappij, Rembrandtstr. 17, Leiden. Tel: (01710) 44244. Pres. & Gen. Mgr.: Hans van Zeeland; Sales Mgr.: Jan Bax; Promo. Mgr.: Gert van der Meent.  
 Labels: (Owned) CNR, Injection, Lowland; (distributed) Armada, Flower.  
 Cassette: (Owned) CNR; (distributed) Barclay; (represented) Ariola (Germany), Buddha (USA), Eurodisc (Germany), Melodia (USSR), Telefunken (Germany).  
 Int'l labels represented: Ariola (Germany), Barclay (France), Buddha (USA), Erato (France), Melodia (USSR), Qualiton (Hungary), Riviera (France), Telefunken (Germany).  
 Int'l reps.: Australia (Carinia), Belgium (Barclay). (SEE ADVERTISEMENT)

C P R, see Bosheck.  
 Candy, see Telgram.  
 Capi (NV), Basisweg 38, Amsterdam. Tel: (020) 111555. Mng. Dir.: W. Lans.  
 Int'l label represented: Musica Sacra.  
 Cinerec Supraphon-Holland (NV), Frans Halslaan 2, Hilversum. Tel: (02150) 15353, 49438. Pres.: Peter M. Bronkhorst; Gen. Mgr.: Frances Holdert; Sales Mgr.: Hans Beijersbergen van Henegouwen.  
 Int'l label represented: Supraphon (Czechoslovakia).  
 Classic, see Barclay.  
 La Compagnie, see Barclay.  
 Copperfield, see Telgram.  
 Davoli, see IFO.  
 Decca Distributie NV (Hollandsche), Drentestr. 11, Amsterdam-Buitenveldert. Tel: 440888. Mng. Dir.: Reinhard H. Klaassen; Label Mgr.: J. H. Hoitingh.  
 Int'l labels represented: Ace of Clubs, Ace of Hearts, Argo, Chapter One, Decca, Deram, Eclipse, London, L'Oiseau Lyre, Rex, Scepter, Threshold, Wand.  
 Decor, see Fa. van den Brink en De Ruiters.  
 Delta, see Negram-Delta.  
 Deutsche Grammophon, see Polydor.  
 Dureco NV, Beursstr. 21, Amsterdam-C. Tel: 242288. Pres.: E. W. Pelgrims de Bigard; Gen. Mgr.: A. E. Palmans; Sales Mgr.: R. Aardse.  
 Labels: Dureco, Elf Provincien, Olala, Omega, Pink Elephant, Te Deum.  
 Cassette: Dureco, Metronome.  
 Int'l labels represented: Disc 'AZ (France), Hebra (Belgium), Major Minor (UK), Metronome (Germany), Perli (Germany), Vega (France), Week End (Belgium).  
 Int'l reps.: Belgium (Fonior), France (Sofrason).  
 Duplephon, see Audio Visual Prod'ns.  
 Eagle, see Negram-Delta.  
 Elf Provincien, see Dureco.  
 Epic, see CBS-Artone.  
 Erato, see Barclay.  
 Eurodisc, see Ariola-Eurodisc.  
 Europese Fono Club, 262 Singel, Amsterdam. Tel: (020) 238728.  
 Europhon, see Basart.  
 Flower, see CNR.  
 Folkways, see Basart.  
 Fontana, see Phonogram.  
 Glorieklanken, see Fa. van den Brink en De Ruiters.  
 Grand Gala, see Intermedia & Bosheck.  
 Green Light, see Negram-Delta.  
 Havoc, see Negram-Delta.  
 Havo Int'l, Box 9702, The Hague.  
 Home office: USA.  
 Exports: Records & tape.  
 Heliodor, see Polydor.  
 Hosaf (NV), Ruycroeklaan 88, The Hague. Tel: (070) 247402. Pres.: A. H. da Silva.  
 Int'l labels represented: Arhoolie (USA), BAM—Boite a Musique (France), Belter (Spain), Casa Silva, Chant du Monde (France), Ocora (France) Oryx, Silva Recs., Valois (France).  
 I F O—Int'l Rec. Prod'ns, PO Box 3524, Amsterdam. Tel: (020) 63562, 59625. Pres.: Peter Rensen.  
 Labels: (Owned) IFO; (distributed) Davoli.  
 Imperial, see Bovema.  
 Inelco Holland NV, A. J. Ernststr. 801, Amsterdam. Tel: 421722. Mng. Dir.: W. Brandsteder; Sales Mgr.: J. Beutler.  
 Cartridge 8-track & cassette: MCA, RCA.  
 Int'l labels represented: Amadeo (Austria), Elite Special (Switzerland), MCA (USA), RCA (USA), Vanguard (USA).  
 Injection, see CNR.  
 Intermedia NV, Nassaulaan 46a, Baarn. Tel: (02154) 3712. Pres.: E. D. S. Sinnighe Damste; Sales Mgr.: Ch. P. Noordendorp.  
 Labels: Grand Gala, Studio 33.  
 Int'l label represented: Fass (Germany).  
 Int'l reps.: Belgium (Discobel), Germany (Austrophon), Sweden (ContiTrade).  
 Iramac, see Bovema.  
 De Koekkoek (NV), Schermerweg 29 B, Alkmaar. Tel: (02200) 14841.  
 Int'l label represented: Music Minus One—MMO.  
 Killroy, see Telgram.  
 Kritos, see Bosheck.  
 Laudate, see Telgram.  
 Lowland, see CNR.  
 Maritim, see Ariola-Eurodisc.  
 Miller Int'l Grammofoon platen NV, PO Box 85, Pampuslaan 221, Weesp. Tel: (02940) 4557. Pres.: H. C. Major.  
 Home office: Germany.  
 Cassette: Europa, Somerset.  
 Int'l labels represented: Europa, Somerset (Germany).  
 Munnikendam, Fa. B., Kromme Waal 18, Amsterdam. Tel: 248994. Pres.: B. Munnikendam.  
 Int'l labels represented: America, Ansonia, Arc, Archive of Folk Music, Asco, Baronet, Bel Air, Bronjo, Collector, Commodore, Contrepoint USA, Counterpoint, Esoteric, Excito, Fidelity, Jazz Collector, Joc, Mace, Mainstream, Monitor, Movietone, Musidisc, Opus, Orpheum, Period, Premier, Presto, Request, Saga-Xid, Savoy, Scala, Selection-Jazz, Society, Surrey, Tap, Tifton, Topas, Tradition, Tropical, Typic, VSP, Vedette, Vista Disc.  
 Musiphon, see Basart.  
 Musique Royale, see Polydor.  
 Muzikale Meisterwerken Serie NV (MMS), Paulus Potterstr. 12, Amsterdam-Z. Tel: (020) 734911. Mng. Dir.: J. A. Koolbergen.  
 Importer, Distributor.

Nederlandse Boekenclub, Prinsevinckpark 2, The Hague. Tel: (070) 512081. Pres.: P. Schreuder; Gen. & Sales Mgr.: J. Kasander.  
 Importers/Distributors.  
 Negram, see Negram-Delta.  
 Negram-Delta NV, P O Box 345, Zijlweg 154, Haarlem. Tel: (023) 319247. Mng. Dir.: Hans I. Kellerman; Sales Mgr.: Ben L. Bunt; Label Mgr.: Hans Officier; Ass't Label Mgr.: Dick Hilarius; Pub. Mgr.: Cor Aaftink; Promo. Mgr.: Evert Wilbrink.  
 Labels: (Owned) Delta, Havoc, Negram; (distributed) Eagle, Green Light, Sanctus, Tee Set.  
 Int'l labels represented: Acta (USA), Clave (Spain), Cornet (Germany), Design (USA), Dot (USA), Elektra (USA), Enterprise (USA), Golden Guinea (UK), Hip (USA), Hispavox (Spain), Hot Wax (USA), Janus (USA), Marble Arch (UK), Marfer (Spain), Metromedia (USA), Nonesuch (USA), Paramount (USA), Peerless (Spain), Pye (UK), Reprise (USA), Saga (UK), Stax (USA), Steed (USA), Trend (UK), Valiant (USA), Virtuoso (UK), Volt (USA), Warner Bros. (USA).  
 Nevofoon, see Bosheck.  
 Nigram, see Fa. van den Brink en De Ruiters.  
 Obelisk, see Audio Visual Prod'ns.  
 Ojee, see Telgram.  
 Okeh, see CBS-Artone.  
 Olala, see Dureco.  
 Omega, see Dureco.  
 Onyx, see Bosheck.  
 P P I, see Philips' Phonographische Industrie.  
 P R P—Int'l Rec. Prod'ns, PO Box 3524, Damrak 19-22, Amsterdam. Tel: (020) 63562. Mng. Dir.: Peter Rensen; A&R: Peter King; Press, Pub. & Promo.: Emanuel Damsteeg.  
 Labels: (Distributed) Davoli, IFO.  
 Park, see Basart.  
 Philips, see Phonogram.  
 Philips' Phonographische Industrie (PPI) NV, Gerrit van der Veenlaan 4, Baarn. Tel: (02154) 3551. Cable: PHILREC. Pres.: C. Solleveld; Mng. Dirs.: Dr. H. W. Steinhilber, Dr. J. van der Velden; Ass't Mng. Dirs.: J. H. Buinink, J. C. van Houten, W. L. Zalsman; PR Mgr.: A. L. Bouma; Adv. Mgr.: H. J. van Ramshorst (SEE ADVERTISEMENT).  
 Phonogram NV, Drentestr. 11, Amsterdam-Buitenveldert. Tel: (020) 440888. Telex: 12038. Pres.: Jack Haslinghuis, Reinhard H. Klaassen; A&R: Gerrit den Braber; Gen. Label Mgr.: Leo Boudewijns; Pub. Mgr.: Rolf ten Kate; Adv. Mgr.: Henk Scippers; Promo. Mgr.: Jaap Stamer; Radio & TV Promo.: Jan Corduwer.  
 Labels: Fontana, Philips, Spectrum.  
 Cassette: Decca, Mercury, Philips.  
 Int'l labels represented: Ace of Clubs, Ace of Diamonds, Ace of Hearts, Action, Alona, Amalgamated, Amos, Amsterdam, Argo, Athena, Attack, B&C, Beacon, Beltone, Big Shot, Blue Cat, Blues-Time, Brite Leaf, Bronco, Busy-B, Caedmon, Caroussel, Challenge, Channel One, Chapter One, Clandisc, Coliseum, Coxson, Crab, Crystal, DJM, Decca, DeLuxe, Deram, Downtown, Drew, Duke, Eclipse, Evolution, Excello, Falcon, Flying Dutchman, Fraternity, Galaxy, Gas, Harmonia Mundi, Harry J, Hi, High Note, Hollywood, Instant, Intrepid, Island, Island-Sue, J-Dan, Jackpot, Jamie/Guyden, Jayboy, Jerhart, Joe, Joy, Jump Up, LHI, Lanor, Laurie, London, Look, MOC, Mainstream, Maravilla, Marlin, Mar-V-Lus, Mercury, Mustang, Nashboro, Nu-Beat, L'Oiseau Lyre, One-Deerful, Page One, Pama, Parrot, Passe Partout, Peachtree, Penny Farthing, Philips, Phoenix, Pompeii, President, Presta, Providence, Revue, Rex, Rust, Scepter, Seven-B, Seville, Shamley, Sims, Sire, Smash, Songbird, Spectrum, Stable, Starday, Steady, Stereo Dimension, Stereo-Fi, Studio 1, Threshold, Time, Tomorrow, Tribe, Trojan, Tune-Kel, Uni, Unity, Upsetter, Vertigo, Wand, Yew.  
 Pink Elephant, see Dureco.  
 Polydor Nederland NV, Piet Heinplein 6, The Hague. Tel: 658833. Telex: 31481. Pres.: Evert Garretsen; Mktg. & Sales Dir.: Robert Oeges; Ass't Sales Mgr.: Jan Gaasterland; Classical Mgr.: Jan van Bart; Pop. Mgr.: Nico van Biemen; Adv. Mgr.: Wiebe Andringa; Admin.: Adri Twigt; A&R Mgr.: Peter Nieuwerf.  
 Labels: (Owned) Archiv, Deutsche Grammophon, Heliodor, Musique Royale, Polydor; (distributed) Action Recs.  
 Cassette: A&M, Atlantic, DGG, Polydor.  
 Int'l labels represented: A&M, Atco, Atlantic, CCA, Chess, Dial, Diskanto, Folkways, Kama Sutra, Karusell, MGM, Marmalade, Riverside, SGC, Storyville, Supraphon, Tetragrammaton, Tip, Track, Verve.  
 Pop Sound, see Audio Visual Prod'ns.  
 Princess, see Barclay.  
 Relax, see Bovema.  
 Riviera, see Barclay.  
 Sanctus, see Negram-Delta.  
 Spectrum, see Phonogram.  
 Stibbe, see Basart.  
 Studio 33, see Intermedia & Basart.  
 Te Deum, see Dureco.  
 Tee Set, see Negram-Delta.  
 Telgram (NV), St. Maartenslaan 1, Weert. Tel: (04950) 5640. Pres.: Johnny Hoos.  
 Labels: (Owned) Killroy, Laudate, Ojee, Telstar, Uniek, Weltstar; (distributed) Candy, Copperfield.  
 Cassette: Ojee, Telstar.  
 Int'l label represented: Gospelstar (USA).  
 Int'l rep.: Belgium (Discobel).  
 Telstar, see Telgram.  
 Trail Recs., Trembleystr. 32, The Hague. Pres. & Gen. Mgr.: Robert F. Loers.  
 Importer.

Uniek, see Telgram.  
 Veronica, see Audio Visual Prod'ns.  
 Vogue Nederland NV, Spaarne 55, Haarlem. Tel: (023) 320055. Gen. Mgr.: J. Le Ruth; Sales Mgr.: H. Coops.  
**Home office:** France.  
**Int'l labels represented:** Vogue (France, Germany), Pye.  
 Weltstar, see Telgram.  
 Whamm, see Basart.

## ● independent record producers

Goldway Prod'ns, de Wittenkade 118, 1014 Amsterdam. Tel: (020) 141138. Mng. Dir.: John C. Keijser.  
 Intermusic NV, Herengracht 4, Amsterdam-C. Tel: (020) 231390. Pres.: Cees Van Z'itveld.  
**Label credits:** Action, Omega, Pink Elephant, Polydor.  
 John Mill Prod'ns, PO Box 455, Amsterdam; Klapwikseweg 99, Pijnacker. Tel: (01736) 3255. Pres.: Jan Vermeulen Jr.  
 Purple Evening Prod'ns, Damrak 19-22, Amsterdam. Tel: (020) 63562, 59625. Pres.: Peter King.  
**Label credits:** IFO, PRP Prod'ns.  
 Radio City Prod'ns, PO 312, Hilversum. Gen. Mgr.: Cees van Z'itveld.  
 Red Bullet Prod'ns Nederland NV, De Rijklaan 1, Hilversum. Tel: (02150) 16451. Gen. Mgrs.: Fred Haayen, Willem van Kooten; PR Mgr.: Jerry Voisin.  
**Label credits:** CNR, Dureco, Philips, Polydor.  
 Peter Rensen Prod'ns, PO Box 3524, Amsterdam. Tel: (020) 63562, 59625. Pres.: Peter Rensen.  
**Label credit:** IFO Recs.  
 Ring Prod'ns, NZ Voorburgwal 48-50, Amsterdam. Tel: (020) 65418.  
 Showunie, Damrak 19-22, Amsterdam. Tel: (020) 63562. Pres.: Emanuel Damsteeg; Gen. Mgr.: Peter Rensen.

## ● music publishers

Aberbach, see Belinda.  
 Actueel NV (Eds.), Zandvoortseleaan 65, Haarlem. Tel: (023) 285555. Pres.: Jan van Schalkwijk; Gen. Mgr.: Miss Loes Jansen.  
**Int'l firms represented:** Altus (Germany), Capriole (Germany), Fanfare (UK), Literaleon (Germany), Montana (Germany), Wiener Boheme (Germany).  
 Aisbach & Doyer, Raamgracht 10, Amsterdam. Tel: (020) 244009.  
 Altona (NV Eds.), Leidsegracht 11, Amsterdam 1. Tel: (020) 222626. Cable: ALTONMUSIC.  
**Affiliates:** Kassner-Altona, Palace Music Holland NV, UA Music Nederland NV, Uitgeverij Climax.  
**Affiliated firm:** Basart.  
**Int'l firm represented:** 20th Century Music (USA).  
 Altus Int'l, Frederic v. Eedenplein, Hemstede. Tel: (232) 84999.  
**Int'l rep.:** Global Music (Germany).  
 Amsterdam Tree, c/o Muziekuitgeverij J. Portengen NV, 8-10 Kruisstr., Haarlem. Mgr.: Frans van Tongeren.  
**Home office:** USA, Tree.  
 Anagon Music Publ'rs, Bronsteeweg 49, Heemstede. Tel: (023) 280750. Pres.: G.M. Oord; Gen. Mgrs.: H. Boskamp; Sales & PR Mgr.: Peter Schoonhoven.  
**Affiliates:** Blue Tulip Music, Sunshower Music, Schaltone NV.  
**Int'l firms represented:** Walt Disney, Gale, Marsaint, Sanah, Saturday, Stonebridge, Tallyrand, Walrus, Larry Weiss, Wonderland.  
 April Music Holland NV, Kruisstr. 8-10, Haarlem 1501. Tel: (023) 320525. Telex: 41051. Gen. Prof. Mgr.: Frans van Tongeren.  
**Affiliates:** Carnaby Music, Jolio Music, Lotus Publ'ns, Ed. Malando, Muziekuitgeverij J. Portengen.  
**Int'l firms represented:** April & Blackwood (USA & int'l affiliates), Blue Seas/Jac Music (USA), CBS Int'l (USA), Music Rights Society (Belgium), New Music Corp. (Belgium), Tree (USA—copyrights published before 1/1/70).  
 Ars Nova (Muziekuitgeverij), 92 Oostsingel, Goes. Tel: (01100) 5816. Pres.: A. Kousemaker.  
 Aura, Oude Gracht 305, Utrecht. Tel: (030) 12051.  
 Annie Bank, Anna Vondelstr. 13, Amsterdam. Tel: (020) 85483.  
 Basart NV (Les Ed. Int'l's), Leidsegracht 11, Amsterdam. Tel: (020) 222626. Cable: EDITORAS. Mng. Dir.: C. Ch. Gomperts; Dir.: Guus Jansen Jr.; Gen. Mgr.: Ferry Wienneke.  
**Affiliated firms:** NV Eds. Altona, Belinda.  
 Belinda, Leidsegracht 11, Amsterdam 1. Tel: 222626. Cable: BELINDAMUSIC.  
**Affiliates:** Aberbach, Hill & Range, Mix, Molen, Progressive, Sunrise, Victoria.  
**Affiliated firm:** Basart.  
 Benelux Music, St. Maartenslaan 1, Weert. Tel: (04950) 5640. Pres.: Johnny Hoës.  
 Benelux-Music Band Music, see Tierloff.  
 Blue Tulip Music, see Anagon.  
 Bospel Music NV, Warmoesstr. 86, Amsterdam. Tel: 226394. Pres.: Eddy Palmans, Janine Bosmans; Gen. Mgr.: Joop Gerrits.  
**Int'l branches:** Belgium, Bospel; France, Grand Avenue & Bospel.  
**Int'l firms represented:** Bens (Belgium), Blanche Lebeau (USA), Ed. Fonior (Belgium), Gerard Tournier (France), Trousdale (USA).

Broekmans & van Poppel, Van Baerlestr. 92-94, Amsterdam. Tel: (020) 728084, 796575. Pres. & Gen. Mgr.: G. Ganziotti.  
**Int'l firms represented:** Forsyth Bros. (UK), Israeli Music (Israel), J & W Chester (UK), Kultura (Hungary).  
**Int'l reps.:** UK (Peters, Universal), USA (Peters).  
 Carna by Music, see April.  
 Chappell & Co., Holland NV, Singel 170-172, Amsterdam. Tel: (020) 64790, 229539. Gen. Mgr.: Jan De Winter.  
**Home office:** USA.  
**Int'l firm represented:** Edwin H. Morris (USA).  
 Coolsma Solo, Oude Gracht 305, Utrecht. Tel: (030) 12051.  
 Creighton Musicology-Musica Antigua, 45 Lassuslaan, Bilthoven. Tel: (030) 783714. Cable: MUSICANT. Owner: A. B. Creighton.  
**Affiliate:** Nederlandse Muziekgeschiedenis.  
 Dayglow Music NV, De Rijklaan 1, Hilversum. Tel: (02150) 16451. Gen. Mgrs.: Willem van Kooten, Fred Haayen; PR Mgr.: Jerry Voisin.  
**Int'l firms represented:** Abigail (UK), B&C (UK), Blue Mountain (UK), Chrysalis (UK), Dratleaf (UK), Fat Zach (USA), Island Music (UK), Palmer (UK), RSO Publ'g (UK), St. George Music (UK).  
 De Eerste Muziekcentrale, Raamgracht 10, Amsterdam. Tel: (020) 246933, 65256.  
**Int'l firm represented:** Ed. Melodie (Switzerland).  
 De Harp-Muziefonds, Cromme Camp 2, Amsterdam-Osdoorp 18. Tel: (020) 196291. Pres.: J. M. Pijlman.  
 Dennis Music, PO Box 53, Zandvoort Weg 57-a, Aerdenhout. Tel: (023) 240850, 280031, 285003. Pres. & Gen. Mgr.: Wim Bosheck; Admin. Mgr.: J. v. Boeschoten.  
**Int'l firm represented:** Papaver (Belgium), Sforzando.  
**Int'l reps.:** Belgium (Papaver), France (Sforzando).  
 Fonorama NV, PO Box 26, Kon. Wilhelminalaan 12, Amersfoort. Tel: (03490) 18745. Pres.: H. A. C. A. Briels; Gen. Mgr.: Frits Versteeg; Sales & Adv. Mgr.: B. M. W. Vos.  
**Affiliate:** C. Misset NV.  
 Harmonia Uitgave, Roeltesweg 23, Hilversum. Tel: (02150) 14318.  
 Joh. de Heer, Jensiusstr. 54, Rotterdam. Tel: (010) 241871.  
 Hees, Choorstr. 1-3, Delft. Tel: (01730) 24183.  
 Heinrichshoten-Editio, Raamgracht 10, Amsterdam. Tel: (020) 246933.  
 Hill & Range, see Belinda.  
 Holland Music NV, (Peer-Southern Org.), Singel 500, Amsterdam. Tel: (020) 231163. Dir.: Han Dunk; Mgr.: Elbert van Zoeren; Gen. Sec'y: Pars Zegers; Classical Music Div.: Aart Swart.  
**Home office:** USA, Southern.  
 I F O Music, PO Box 3524, Amsterdam. Tel: (020) 63562, 59625. Pres.: Peter Rensen.  
**Affiliate:** PRP Music.  
 Immediate Music (Holland) NV, Herengracht 4, Amsterdam-C. Tel: (020) 231390. Pres.: Andrew L. Oldham; Gen. Mgr.: Cees van Z'itveld.  
**Affiliate:** Intermusic NV.  
**Int'l firms represented:** Lovely Music, Nice Songs.  
**Int'l reps.:** Worldwide (Lovely Music, Nice Songs).  
 Intermusic NV, Herengracht 4, Amsterdam-C. Tel: (020) 231390. Pres.: Cees van Z'itveld.  
**Int'l branches:** England, Germany, Italy, Spain, USA.  
**Affiliates:** Immediate Music (Holland) NV, Morgan Music Benelux, R&R Music.  
**Int'l firm represented:** Robbyland Music (Germany).  
 Jolio Music, see April.  
 Kassner-Altona, see Altona.  
 Peter King Music, see PRP.  
 Klavarsribo, Benedenrijweg 355, Slikkerveer. Tel: (01804) 2724. Owner: C. Pot.  
**Int'l branch:** England.  
 Konefa Muziekuitgaven, Jensiusstr. 54, Rotterdam 11. Tel: (010) 241871.  
 Krips Muziek, Thorbeckelaan 71, The Hague. Tel: (070) 330550.  
 de Kruffy, PO Box 12, Rijksstraatweg 115, Gaanderen. Tel: (08350) 4181.  
 Leeds Muziek Holland NV, Leidsegracht 11, Amsterdam.  
**Home office:** USA, MCA.  
 Van Leest NV (Muziekhandel), Hermanus Boexstr. 12-14, Eindhoven. Tel: (040) 65859.  
 W. F. Lichtenauer, Kruisplein 44, Rotterdam. Tel: (010) 118235.  
 J. J. Lispet, Chrysanenstr. 57, Hilversum. Tel: (02150) 47016.  
 Lotus Publ'ns, see April.  
 Malando (Ed.), see April.  
 Melodia, Amstel 52, Amsterdam-C. Tel: (020) 238800. Pres. & Gen. Mgr.: Cor Smit Jr.; Sales Mgr.: Wim Eweg.  
 Michael Jary-Production, see Nagel.  
 Mills, Leidsegracht 11, Amsterdam. Gen. Mgr.: F. Wienneke; Mgr.: Hans Gomperts.  
**Home office:** USA.  
 C. Misset NV, see Fonorama.  
 Mix, see Belinda.  
 Ivan Moquill, c/o Stema, Morius Bauerstr. 30, Amsterdam 17.  
 Molen, see Belinda.  
 Molenaar's Muziekcentrale NV, Zuideinde 18, Wormerveer. Tel: (02980) 82013. Pres.: P. J. Molenaar; Gen. Mgr.: J. Molenaar; Sales Mgr.: B. Molenaar.  
**Int'l firms represented:** Martin (France), Rubank (USA), Volkwein (USA).  
**Int'l reps.:** Australia (Paling), Finland (Pohjoismainen Sähkö Osakeyhtiö), France (Robert Martin), Japan (Zen-On), Luxembourg (Pierre Wag-

ner), New Zealand (Hull Brown), Norway (A. L. Tonika), Sweden (Sven Larsson), Switzerland (Emil Ruh), USA (Henry Elkan, Volkwein Bros.).  
 Morgan Music Benelux, see Intermusic.  
 Nagel, Singel 160-162, Amsterdam. Tel: 64664, 64790.  
**Affiliate:** Michael Jary-Production.  
 J. Nauta, Loomagracht 18, Sneek. Tel: (05150) 3127. Nederlandse Muziekgeschiedenis, see Creighton Musicology.  
 P R P-Int'l Music Publ'rs, Damrak 19-22, Amsterdam. Tel: (020) 63562, 59625. Mnr. Dir.: Peter Rensen.  
**Affiliates:** IFO, Peter King Music, Purple Evening Songs, Peter Rensen Music.  
 Palace Music Holland (NV Muziekuitgeverij), Vondelstr. 90, Amsterdam. Tel: 186324. Gen. Mgr.: Wim van Vught.  
**Home office:** England, Burlington-Palace group.  
**Affiliate:** Altona.  
**Int'l firms represented:** Acclaim (USA), Arrowhead (USA), Blue Crest (USA), Burlington (Canada, USA), Circo (USA), Crosskeys (USA), Delta Research (USA), Escort (USA), Felfar (USA), Felsted (Canada, USA), 4-Star Music group (USA), Wallace Fowler (USA), Glad (USA), Golden West Melodies (USA), Jack (USA), Jar (USA), Jec (USA), Kearny (USA), Liz-Lee (USA), Lucky 7 (USA), Melody Music (South Africa), Music Publ'g Co. of Africa (South Africa), Open Road (USA), Radcliffe (USA), South Coast (USA), Starrite (USA), Taj (USA), Tree (USA), Tuckahoe (USA), Western (USA).  
 J. Portengen (Muziekuitgeverij), see April.  
 Progressive, see Belinda.  
 Purple Evening Songs, see PRP.  
 R & R Music, see Intermusic.  
 Peter Rensen Music, see PRP.  
 Schalltone NV, Bronsteeweg 49, Heemstede. Tel: (023) 280750. Pres.: G. M. Oord; Gen. Mgr.: H. Boskamp; Sales & PR Mgr.: Peter Schoonhoven.  
**Affiliate:** Anagon Music Publ'rs.  
**Int'l firm represented:** Big Sky Music (Benelux).  
 A. Schroeder Holland (Basart) NV, Leidsegracht 11, Amsterdam. Tel: (020) 222626. Mgr.: Ferry Wienneke.  
**Home office:** USA.  
 Southern, see Holland.  
 S. Spiero, Kerkrst. 19, 's-Hertogenbosch.  
 Sunrise, see Belinda.  
 Sunshower Music, see Anagon.  
 Van Teeseling Muziekuitgeverij, Bredestr. 138, Nijmegen. Tel: (08800) 70450. Execs.: Rob & Daan van Teeseling.  
 Tierloff-Muziekcentrale, PO Box 18, Markt 90-92, Roosendaal. Tel: (01650) 34551. Dir.: A. W. H. Vergouwen; Mgr.: A. Hector.  
**Affiliates:** Benelux-Music Band Music, Dreissen-Basart Band Music.  
**Int'l firms represented:** Andel (Belgium), Georg Bauer (Germany), Champel (France), Musica (Belgium), Emil Ruh (Switzerland).  
**Int'l reps.:** Belgium (Gasp), France (Champel), Germany (W. F. Norbistrath), Norway (A. L. Tonika), Switzerland (Emil Ruh), USA (Elkan).  
 Trio-Music, Singel 262, Amsterdam. Tel: (020) 238728.  
 U A Music (Nederland), see Altona.  
 Uitgeverij Climax, see Altona.  
 Universal Songs (Holland) NV, Vossiusstr. 52, Amsterdam. Tel: (020) 799973. Pres.: Wim Brandsteder; Gen. Mgr.: Wim Landman.  
**Int'l branch:** Belgium.  
**Int'l firms represented:** Discovery, Dunbar, Francis Day, Mews Music, Sunbury, The Big 3, RCA Publ'g. (SEE ADVERTISEMENT)  
 Victoria, see Belinda.  
 Weekend Music, de Wittenkade 118, Amsterdam 1014. Tel: (020) 187138. Mng. Dir.: John C. Keijser. (Administered by Universal Songs).

## ● services

### ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Amsterdam Arts Council, Town Hall, Rm. 167, O. Z. Voorburgwal 199, Amsterdam.  
 C C G C (Foundation for Collective Gramophone Companies), Oosteinde 23, Amsterdam. Tel: (020) 241032. Pres.: Piet Beishuizen.  
 C O N A M U S, Marius Bauerstr. 30, Amsterdam 170. Hon. Sec'y: Cor Smit Jr. (Music business information center.)  
 Country & Western Documentatiecentrum, PO Box 407, Eindhoven. Tel: (040) 436956. Pres.: Theresa Smulders.  
 Foundation Donemus (Documentation in the Netherlands for music), Jacob Obrechstr. 51, Amsterdam. Dir.: Andre Jurrens.  
 Foundation of Netherlands Musical Interests, Marius Bauerstr. 30, Amsterdam 17. Tel: (020) 156822. Pres.: Jan Mul; Gen. Mgr.: Th. Limperg.  
 International Disc-Jockey Org., Damrak 19-22, Amsterdam. Tel: (020) 63562, 59625. Pres.: Peter Rensen.  
 International Society for Contemporary Music, Herengracht 458, Amsterdam.  
 N V G I (Nederlandse Vereniging voor Grammofoonplaten Importeurs en Fabrikanten), Dren-tester 11, Amsterdam.  
 National Music Committee, Jacob Obrechstr. 51, Amsterdam. Sec'y Gen.: Andrie Jurrens.  
 Ned. Bond van Piano-en-Orgelhandelaars en Fabrikanten, Nwe. Binnenweg 132, Rotterdam. Tel: (010) 251660, 252472.

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Nederlandse Vereniging van Grammofoonplaten Distributieshandelaren, Nieuwe Binnenweg 132, Rotterdam. Tel: (010) 251660, 252473. Pres.: J. J. Weenenk; Gen. Mgr.: Dr. L. E. Pieters. (Dutch record & retailers ass'n.)

Netherlands Music Publ'rs Ass'n, Amstel 52, Amsterdam-C. Hon. Sec'y: Cor Smit Jr.

Royal Netherlands Musicians' Society (Koninklijke Nederlandse Toonkunstenaars Vereniging), Vondelstr. 66, Amsterdam. Pres.: Johan van den Boegert.

Society for Netherlands Musical History (Vereniging voor Nederlandse Muziekgeschiedenis), Fagofstr. 23, Rijswijk Z.H.

Ver. van Muziekinstrumentenhandelaren, Nwe. Binnenweg 132, Rotterdam. Tel: (010) 251660, 252472.

**DESIGN & ARTWORK**

Bovema, Bronsteeweg 49, Heemstede. Tel: (023) 280750. Pres.: G. M. Oord; Gen. Mgr.: B. J. van den Berg.

**DIRECT MAIL**

Bovema, Bronsteeweg 49, Heemstede. Tel: (023) 280750. Pres.: G. M. Oord; Gen. Mgr.: B. J. van den Berg.

Showunie, Damrak 19-22, Amsterdam. Tel: (020) 63562. Pres.: Emanuel Damsteeg.

**LICENSING ORGANIZATIONS, MUSIC**

Bureau voor Muziek-Auteursrecht (BUMA), Marius Bauerstr. 30, Amsterdam 17. Tel: (020) 156822. Pres.: Jan Mul; Gen. Mgrs.: Th. Limperg, J. H. Verhagen, G. P. Willemssen. (Performing rights).

Foundation STEMRA, Marius Bauerstr. 30, Amsterdam 17. Tel: (020) 156822. Pres.: Jan Mul; Gen. Mgr.: Th. Limperg. (Mechanical rights).

**LICENSORS, TAPE & RECORD**

Bosheck, PO Box 53, Zandvoortweg 57-a, Aerdenhout. Tel: (023) 240850, 280031, 285003. Pres. & Gen. Mgr.: Wim Bosheck; Admin. Mgr.: J. v. Boeschoten.

Bovema (NV Verkoopmaatschappij), Bronsteeweg 49, Heemstede. Tel: (023) 280750. Pres.: G. M. Oord; Gen. Mgr.: B. J. van den Berg.

**PLATING & PROCESSING PLANT**

Bovema, Bronsteeweg 49, Heemstede. Tel: (023) 280750. Pres.: G. M. Oord; Gen. Mgr.: B. J. van den Berg.

**PRESSING PLANTS**

Bovema, Bronsteeweg 49, Heemstede. Tel: (023) 280750. Pres.: G. M. Oord; Gen. Mgr.: B. J. van den Berg.

C B S-Artone NV, 28-34 Nijverheidsweg, Haarlem.

C N R Rec. Co., Postbox 420, Leiden. Tel: (01710) 44244. (SEE ADVERTISEMENT)

Fugram Phonographic Industry, Noorderduinweg 54, Zandvoort.

Philips' Phonographic Inds. (PPI), Gerrit van der Veenlaan 4, Baarn. (SEE ADVERTISEMENT)

**PRINTER & LITHOGRAPHER**

Bovema, Bronsteeweg 49, Heemstede. Tel: (023) 280750. Pres.: G. M. Oord; Gen. Mgr.: B. J. van den Berg.

**PROMOTION & PUBLICITY**

Bovema, Bronsteeweg 49, Heemstede. Tel: (023) 280750. Pres.: G. M. Oord; Gen. Mgr.: B. J. van den Berg.

Eurofoto, see Showunie.

Fonorama NV, PO Box 26, Kon. Wilhelminalaan 12, Amersfoort. Tel: (03490) 18745. Pres.: H. A. C. A. Briels; Gen. Mgr.: Fr. Versteeg; Sales & Adv. Mgr.: B. M. W. Vos.

Kuiper's Artist Promo. Co., Dr. J. R. Thorbeckelaan 146, Heemstede. Tel: (023) 285957. Pres. & Gen. Mgr.: Wim Johan Kuiper.

Melodia, Amstel 52, Amsterdam-C. Tel: (020) 238-800. Pres. & Gen. Mgr.: Cor Smit Jr.; Sales Mgr.: Wim Eweg.

Pop-Telescoop, PO Box 2100, Amsterdam. Tel: (020) 63562. Editor: Emanuel Damsteeg; Rec'g Editor: Peter Rensen.

Radio Paramaribo (Commercial), PO Box 8524, Amsterdam. Tel: (020) 63562. Pres.: Peter King.

Red Bullit Prod'ns, De Rijklaan 1, Hilversum. Tel: (02150) 40759. Gen. Mgr.: Fred C. Haayen; Publ'g Dir.: Willem J. van Kooten; Press & Pub. Mgr.: Jerry Voisin.

Showbusiness, PO Box 2100, Amsterdam. Tel: (020) 63562.

Showunie, Damrak 19-22, Amsterdam. Tel: (020) 63562. Pres.: Emanuel Damsteeg; Gen. Mgr.: Peter Rensen.

**RECORDING STUDIOS**

Bovema Studio (div. of EMI Ltd.), Bronsteeweg 49, Heemstede. Tel: (023) 280750. Mng. Dir.: G. M. Oord; Studio Mgr. & Chief Eng.: G. Hali.

Phonogram Studio, Honigstraat 14a, Hilversum. Tel: (02150) 14956, 11596. Studio Mgr.: R. H. A. van Lieshout; Chief Eng.: A. Kos.

Studio Soundpush CMS, Huizerweg 13, Blaricum. Tel: (02153) 6050, 6638. Owner & Studio Mgr.: Frans Mijts; Chief Eng.: Jan Audier.

**SHIPPING SERVICES**

Bosheck, PO Box 53, Zandvoortweg 57-a, Aerdenhout. Tel: (023) 240850, 280031, 285003. Pres. & Gen. Mgr.: Wim Bosheck; Admin. Mgr.: J. v. Boeschoten.

Bovema, Bronsteeweg 49, Heemstede. Tel: (023) 280750. Pres.: G. M. Oord; Gen. Mgr.: B. J. van den Berg.

**TAPE CUSTOM DUPLICATORS**

Philips' Phonographic Industries (PPI), Torenlaan 17, Baarn. Tel: (02154) 3551.

Configuration: Cassette. (SEE ADVERTISEMENT)

Studio Stereo Sound, 2 Kiefhoekstr. 39, Rotterdam 25.

● **supplies**

**JACKET MANUFACTURER  
LABEL MANUFACTURER  
SLEEVE MANUFACTURER**

Bovema, Bronsteeweg 49, Heemstede. Tel: (023) 280750. Pres.: G. M. Oord; Gen. Mgr.: B. J. van den Berg.

**NETHERLANDS  
ANTILLES**

**RECORDS:**

Records sold domestically: 1969—\$280,000; 1968—\$220,000.

Imports from USA (records, blanks, pre-recorded tape): 1969—\$143,032; 1968—\$114,180.

Records imported from countries other than USA (factory value): 1969—\$149,550; 1968—\$105,820.

Average retail price per record: LPs—\$5.35; EPs—\$1.62; singles—\$1.13.

Stereo sales: 75% of total.

Record club sales: 5% of total.

Discounting: Rare.

Type of distribution: Manufacturer/importer-to-retailer. Only 1% rack jobbing.

Type of promotion: Radio stations promote mostly popular music. The relay station of Radio Nederland Wereldomroep in the Netherlands Antilles is especially promoting South American music. Only a few programs feature classical music.

Jukeboxes: 2,500.

**TAPE:**

Market: Increasing.

Pre-recorded tapes imported from USA (factory value): 1967—Curacao \$46,194; Aruba \$8,399.

Pre-recorded tapes imported from countries other than USA (factory value): 1967—Curacao \$19,948; Aruba \$3,150.

Average retail price per tape: 4- & 8-track cartridge—\$6.95; cassette: \$5.95; open reel—\$5.95-\$7.95.

● **importers**

Acme Trading Co., PO Box 146, St. Nicolas, Aruba. Tel: 5381. Pres.: Jose Trappenburg.

All Electric Sales & Servs., PO Box 210, B.v.d. Veen Zeppenfeldstr. 19, St. Nicolas, Aruba. Mgr.: George Britten.

Branch: Oranjestad, Aruba, Nassaust. 73-A.

Bang Bang Rec. Shop, Rodgerstr. 6, St. Nicolas, Aruba. Mgr.: Ronald N. Croes.

La Bonanza NV, Breedestr. 33-35, Willemstad, Curacao. Tel: 23239. Owner & Gen. Mgr.: A. R. Capello.

Labels: Caribia, Criollo.

Int'l labels represented: Decca (UK, USA), Deutsche Grammophon (Germany).

Caribia, see La Bonanza.

Criollo, see La Bonanza.

Discoteca Brion, De Rouvilleweg. Imported by R. E. Yrausquin & Co.

Edon Sales, Wolkstr. 12-14, Willemstad, Curacao. Tel: 13260. Gen. Mgr.: Edward Haseth; Sales Mgr.: Higor Kirchner.

Imports from: Netherlands, USA, Venezuela.

La Ganga, Prinsensstr. 86, Willemstad, Curacao. Mgr.: J. W. Spröckel.

La Gitana, Hendrikplein 11, Willemstad, Curacao. Tel: 13745. Pres.: G. R. E. Spröckel.

Marconiphone Radio Sales & Servs., PO Box 157, Van Slobbestr. 9, St. Nicolas, Aruba. Mgr.: Alfred Vieira.

Music Sport & Gift Shop, B.v.d. Veen Zeppenfeldstr. 71, St. Nicolas, Aruba. Mgr.: G. H. Dongen.

Branch: Oranjestad, Aruba, Klipsr. 13-A.

Nandwani's, PO Box 79, B.v.d. Veen Zeppenfeldstr. 64, St. Nicolas, Aruba. Mgr.: T. N. Nandwani.

Roger Sales, PO Box 254, Nassaust. 78, Oranjestad, Aruba. Mgr.: H. Christina.

Boekhandel Salas, Wilhelminallein, Curacao. Tel: 12303, 12201. Mgr.: Abram E. Salas.

Tik Tak, De Castro Bldg., Willemstad, Curacao. Mgr.: Angel Job.

Union Store, B.v.d. Veen Zeppenfeldstr. 81, St. Nicolas, Aruba. Tel: 5185, 5041. Pres. & Gen. Mgr.: Anita Walenzao; Sales Mgr.: Albert Walenzao.

**NEW ZEALAND**

**RECORDS:**

Records sold domestically: LPs 1969—1,847,078 units, \$5,770,512; 1968—1,578,577 units, \$4,944,103. Singles 1969—1,642,071 units, \$1,706,817; 1968—1,690,399 units, \$1,186,660.

Records manufactured for domestic & export sale: LPs 1969—1,944,293 units, \$6,084,567; 1968—1,699,809 units, \$5,323,801. Singles 1969—1,728,495 units, \$1,339,918; 1968—1,690,399 units, \$1,186,660.

Imports from USA (records, blanks, pre-recorded tape): 1969—\$22,985; 1968—\$18,839.

Records imported from countries other than USA (factory value): 1969—6,175 units, \$24,175; 1968—6,500 units, \$25,447.

Records exported to USA: 1969—1,909 units, \$2,702; 1968—2,769 units, \$2,462.

Records exported to countries other than USA (factory value): 1969—19,950 units, \$58,665; 1968—21,000 units, \$61,752.

Average retail price per record: LPs—\$3.13; singles—\$1.04.

Stereo sales: 100%.

Record club sales: 28% of total.

Discounting: Frequent.

Type of distribution: Manufacturer-to-wholesaler-to-retailer predominates although record clubs claim a stable proportion of the market. Discounting is now nation-wide. Rack jobbing has also increased during the last year and is a feature of most company operations. Budget lines have been expanded and are being offered in national chain stores.

Type of promotion: Principal promotion efforts are aimed through radio stations, some of which have been reprogrammed to broadcast only music. A number of sponsored commercial programs enjoy little interference from government-owned stations. Station leases to private companies and the establishment of private transmitters are well advanced between private promoters and the Broadcasting Licensing Authority.

Jukeboxes: 583.

**TAPE:**

Market: Two companies are to initiate activity in the tape field in 1970. Both Philips and HMV will manufacture and distribute cassettes using their own labels and those labels for which they hold the distribution rights in New Zealand. There are an estimated 150,000 open reel records in the country.

Pre-recorded tapes imported from countries other than USA: 1968—2,500 units, \$3,045.

Average retail price per tape: Cassette—\$4.78.

**IMPORT/EXPORT REGULATIONS:**

All records sold in New Zealand irrespective of country of origin bear sales tax. This is levied at 20% of wholesale (distributor) value. Records, magnetic recordings of sound or other phenomena, matrices for the 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. Master recordings and master tapes may be imported free of license on declaration that they are part of the manufacturing process. Records are included in the New Zealand-Australian Free Trade Agreement. Import duty is based on 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 30% duty.

John P. Monaghan

● **record manufacturers/  
distributors/importers  
& exporters**

Academy of Dancing, see Salem.

Action, PO Box 2144, Christchurch. Tel: 41.212. Cable: HITSOUND. Mng. & Int'l Dir.: Paul M. Marks; Import-Export: Gavin Millard; Promo.: A. Brittenden.

Labels: (Owned) Action, Fusion, Mecca; (distributed) Kiwi.

Allied Int'l, PO Box 3043, Auckland, C.I. Tel: 21.949. Cable: GROOVE. Contact: Mr. Pulham. Labels: (Distributed) Ply, RCA.

Armar, see Festival.

Audio Fidelity, PO Box 2144, Christchurch. Tel: 41.212. Cable: HITSOUND. Mng. Dir.: Paul M. Marks; Export: Gavin Millard; Promo.: A. Brittenden.

Int'l firms represented: Audio Fidelity, Happening, Truth, Karate (all USA).

Delta Trading Co., PO Box 6022, Wellington. Tel: 554.717. Cable: PICKUP. Contact: P. Gorter. Labels: (Distributed) DGG, Archive, Heliodor, Supraphon, Argo, Jupiter, Tetragrammaton.

Festival Recs. (NZ) Ltd., PO Box 1170, 246 Queen St., 4th fl., Auckland 1. Tel: 33.885. Gen. Mgr.: R. Porter.

Labels: Armar, Festival, Ode, Odessa.

**Int'l labels represented:** A&M, ATA, Abnak, Ad-Rhythm, Atlantic/Atco/Cotillion group, Avco Embassy, B&C, Barclay, Carnaby, Clarion, Commonwealth United, GNP Crescendo/Accent, Crewe, Double Shot, Durium, Emerald, Eurovox, Festival Int'l, GRT, International Artists, Island, Jad, King (Japan), LHI, Lantern, Laurie, Liberty/UA group, Metromedia, Monument, Negram-Delta, Page One, Paramount/Dot, Pauls, Penny Farthing, Project 3, Ranwood, Riviera, Royal American, Scepter, Shelby Singleton group, Spark, Spin, Steady, Stereo Dimension group, Stax, Sun, Sunsel, Tangerine, Target, Tarantula, Tonsil, 20th Century-Fox, Viva, Vogue, Wallis Original, White Whale.

Fusion, see Action.

Gem, 12-14 Kitchener St., Auckland.

**Importer/Exporter.**

Green & Hall, Taia Hall, Bay Rd., Wellington E.3. H M V, PO Box 296, 162-172 Wakefield St., Wellington C.1. Tel: 553.749. Cable: GRAMOPHONE. Mgr.: A. J. Wynnes; Sales: Graham B. Feesey; Prod. Mgr.: Nigel Wilkinson.

**Cassette:** (Owned) HMV; (distributed) Decca, EMI self-mfd.

**Int'l labels represented:** ABC, Ace of Clubs, Ace of Diamonds, Amos, Angel, Apple, Beacon, Beltona, Big Top, Bluesway, Bovema, Buena Vista, Cadet, Capitol, Chariot, Checker, Chess, Columbia (UK), Command, Decca, Delyse, Deram, Disneyland, Dunhill, Eclipse, Electrola, Elf, Ember, Emerald, Encore, Fat Fish, Flashback, Galaxy, Goldwax, Good Time Jazz, Gordy, HMV, Harvest, Horizon, Hot Line, Imperial (Netherlands), Impulse, Loma, London, Luv, Mainstream, Major Minor, Melodiya, Mona Lee, Motown, Nashville, New Voice, Odeon, Our, Pacemaker, Parlophone, Pathe-Marconi, Phoenix, Pompeii, Probe, Pyramid, Rak, Regal, Regal-Starline, Regal-Zonophone, Reprise, Rex, Sansu, Sidewalk, Sire, Soul, Sphere Sound, Sport, Starday, Stateside, Sunburst, Talisman, Tamla, Taurus, Threshold, Timmy, Tou-sea, Tower, Transatlantic, Twin Stacks, Vault, Vocalion, Warner Bros., Waverley.

Hoghton Hughes Entcs., PO Box 1728, 149A High St., Christchurch. Tel: 30.187. Gen. Mgr.: H. Hughes; Sales: P. Albrecht.

**Labels:** Maestro, Master, Robbins, Sailor-Boy, Sambo.

**Int'l labels represented:** Astor (Australia), Cambrian (UK), Dolphin (Eire), Sportsdisc (UK), Spotlight (Australia), Transatlantic (UK), W&G (Australia).

Impact, see Pye.

Kiwi Recs., PO Box 6002, Te Aro, Wellington. Tel: 588.49. Contact: A. A. Tony Vercoe. (Distributed by Action).

**Label:** Kiwi.

**Int'l labels represented:** Bach Rec'gs (UK), Folkways (USA), Hibiscus, MK (USSR), Pathe-Marconi (France).

La Gloria, PO Box 3534, 12 O'Connell St., Auckland.

**Importer/Exporter.**

Levin Rec'g Studios, 377 Oxford St., Levin. Tel: 5879. Owner: W. L. Clark. (Distributed by Record Dist'g Co. of New Zealand).

**Labels:** Mark, Minex, Tala.

**Int'l labels represented:** Singspiration (USA), Zondervan (USA).

Maestro, see Hoghton Hughes.

Manufacturers Dist., PO Box 1488, 77 Ferry Rd., Christchurch. Tel: 652.44. Cable: MANDISCO. Mgr.: Austin Hadler.

**Branches:** Auckland, PO Box 8753. Tel: 16.123-Wellington, PO Box 3517. Tel: 57250.

**Labels:** (Distributed) Joe Brown, Viking.

**Int'l firms distributed:** Blue Note, CBS, Crown, Diplomat, ERW, Ember, Fontana, Kapp, King, Kingsway, Mercury, Octagon, Peak, Peter Pan, Philips, Polydor, Riverside, Robbins, Spin-O-Rama, Word.

Mark, see Levin Rec'g Studios.

Master, see Hoghton Hughes.

Mecca, see Action.

Minex, see Levin Rec'g Studios.

Music for Leisure Ltd., PO Box 3517, Wellington C.3. Tel: 59.859. Mgr.: W. Morton; Sales Mgr.: B. McCallum; Int'l Co-ord.: J. McCreedy.

**Int'l labels represented:** Ambassador, Crown, Fontana Special, Karusell, Peter Pan, Pickwick, Wing.

Ode Rec'g Co. Ltd., PO Box 9314, Wellington. Tel: 766.485. Mng. Dir.: Terence P. O'Neill-Joyce. (Also see Festival).

Odessa, see Festival.

Peak, PO Box 1757, 76 Chester St., Christchurch. Tel: 65.982. Cable: HITDISC. Mng. Dir.: Jack Urwin; Promo. Mgr.: Jacqueline Clegg.

**Label:** Peak.

**Int'l labels represented:** Artone (Holland), Bel-laire (USA), CBS/Oriole (UK), Centaur (USA), Circa (USA), Claridge (USA), Columbia (USA), Delta (USA), Don Ray (USA), Downey (USA), Durium (Italy), Elite Special (Switzerland), Ember (UK), Epic (USA), Ford (USA), GTA (Italy), Joda (USA), Kent (USA), King (USA), Lee Magid (USA), Modern (USA), North Lake Prod'ns (USA), Okeh (USA), Prestige (USA), Prima Magna-groove (USA), Saga (USA), So Deska (USA).

Philips, PO Box 3517, Philips House, 181-195 Wakefield St., Wellington C.3. Tel: 598.59. Cable: ARGENTA. Gen. Mgr.: W. Morton; Sales Mgr.: J. McCreedy; Pop A&R: Robin Robinson; Classical A&R: Chris Thompson; Sales Promo.: Leonie Hinde.

**Cassette:** (Owned) Philips, Polydor; (represented) Philips, Polydor, Mercury.

**Int'l labels represented:** Buddah (USA), CBS (USA), Caedmon (USA), Charisma (USA), Coronet (USA), DGG (Germany), Fontana (Netherlands), Harmonia Mundi (UK), Kama Sutra (USA), Lime-light (USA), MGM (USA), Mercury (USA), L'Oiseau Lyre (France), Philips (Netherlands), Polydor (Germany), Pyramid (UK), Riverside (USA), Roulette (USA), Smash (USA), Tetragram-maton (USA), Vanguard (USA), Verve (USA), Wing (USA).

Plastics Inds. (Auckland), 72 Surrey Crescent, Auckland.

Pye, PO Box 2839, Auckland. Tel: 21.949. Gen. Mgr.: Robert Spencer; A&R: Fred Noad.

**Labels:** Impact, Pye.

**Int'l labels represented:** Goldengroove, Marble Arch, Phreadd, Pye (all UK); MCA (USA).

Radio Corp. of New Zealand, PO Box 3044, Auckland. Tel: 59.679.

**Branch:** Auckland, PO Box 23, Paeroa.

**Int'l labels represented:** RCA, RCA Camden, Victor, Victrola, Vintage (all USA).

Record Dist'g Co. of New Zealand, PO Box 86, 377 Oxford St., Levin. Dir.: W. L. Clark.

**Labels:** (Distributed) Mark, Minex, Tala, Singspiration, Zondervan.

Robbins, see Hoghton Hughes.

Sacred Recs. (NZ) Ltd., PO Box 275, 86 Oxford St., Levin. Tel: Levin 4005. Cable: SACORDS. Mng. Dir.: Peter Harris.

**Home office:** USA.

**Int'l labels represented:** Sacred, Canaan, Light, Word.

Sailor-Boy, see Hoghton Hughes.

Salem, 96 Courte, Wellington. Tel: 552.650. Cable: SALEMCO. Dir.: Peter Caithness, Dennis Bailey.

**Labels:** Academy of Dancing, Salem.

**Int'l labels represented:** Carinia (Australia), Telefonken (Germany).

Sambo, see Hoghton Hughes.

Stebbing, 7 Saratoga Ave., Herne Bay, Auckland, W.I. Tel: 12.426. Contact: E. C. Stebbing.

Supreme Prod'ns (SEA) Ltd., PO Box 18, Oxford St., Levin. Tel: Levin 4079. Pres.: Paul Mickelson.

**Int'l branch:** Australia.

**Int'l labels represented:** Supreme, Supreme/Budget, Console, Cornerstone.

Tala, see Levin Rec'g Studios.

Viking/La Gloria, PO Box 1431, Wellington. Tel: 597.59. Cable: VIKING. Mng. Dir.: Murdock Riley.

**Label:** Viking.

**Int'l labels represented:** Artone (Netherlands), Backbeat (USA), Criterion (USA), Delmark (UK), Dominion (Canada), Elektra (USA), Nonesuch (USA), Palette (Belgium), Quality (Canada), CN Rood (Holland), Tahiti (Tahiti).

**Int'l reps:** Australia (Viking), Canada (Quality), France (EMI), UK (EMI).

World, Farish St., Wellington.

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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.

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- CHESS-CHECKER-CADET — CRESCENDO
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  - REPRISE — ROULETTE — SHELBY-
  - SINGLETON INT. (SSS) — SOMERSET
  - SONET — SUN — TRANSATLANTIC
  - VANGUARD — VOGUE — WARNER
  - BROS. 7 ARTS

## independent record producers

Action, PO Box 2144, Christchurch. Tel: 41.212-Prod'r: Phil Cohen.

Levin Rec'g Studios, 377 Oxford St., Levin. Tel: 5879. Owner: W. L. Clark.

Maverick Entcs. New Zealand, Box 1837, Auckland. Exec. Prod'r: Antonio Santa Maria-Fernandez; Ass't Prod'rs: John Bridson, Eldon H. Hatfield.

Ode Rec. Co. Ltd., PO Box 934, Wellington. Tel: 766.485. Mng. Dir.: Terence P. O'Neill-Joyce.

## record clubs

Philips, PO Box 2394, Wellington.

R C A, Box 1945, Auckland.

Word, Oxford St., Levin.

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, PO Box 296, Wellington. Tel: 553.749.

Chappell & Co. Ltd., 39 Lower Cuba St., Wellington C.1.

**Home office:** USA.

Marquis, PO Box 405, Christchurch.

Melas, 7 Clifton Terr., Wellington.

Seven Seas, 57 Tory St., Wellington.

Southern Music Publ'g Co. (A/Asia) Pty. Ltd., PO Box 656, 12 Security Bldg., 198 Queen St., Auckland C.1. Tel: 23.851. Cable: SOUTHMUSIC. Mgr.: Warwick Ransom.

**Home office:** USA.

**Int'l firm represented:** Sam Fox (USA).

## services

**ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS**

N.Z. Federation of the Phonographic Ind., PO Box 2885, Wellington. Tel: 533.523. Cable: PHONOGRAPH.

N.Z. Radio & Television Mfrs.' Federation, PO Box 1605, Wellington.

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continued

**LICENSING ORGANIZATIONS, MUSIC**

Attorneys & Trustees for Composers & Authors & Publ'rs of Music.  
 Australian Performing Rights Ass'n Ltd., Conference Chambers, Corner Wakefield & Farish Sts., Wellington.  
 Phonographic Performances, PO Box 2885, Wellington.

**PRESSING PLANTS**

H M V, PO Box 296, Hutt Rd., Lower Hutt, Wellington C.1.  
 Music Carriers (NZ) Ltd., Bay Rd., Kilbirnie, Wellington.  
 Plastics Inds. (Auckland), Taia Hall, Bay Rd., Wellington E.3  
 Branch: Auckland, 72 Surrey Crescent.  
 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., PO Box 2144, Christchurch.

**RECORDING STUDIOS**

Action, PO Box 2144, Christchurch.  
 Astor, 48 Shortland St., Auckland.  
 H M V Rec'g Studios (div. of EMI Ltd.), Wakefield St., Wellington. Tel: 553.743. Studio Mgr.: Frank Douglas; Chief Eng.: P. Hitchcock.  
 Levin, 377 Oxford St., Levin. Tel: 5879. Owner: W. L. Clark.  
 Mascot Rec'g Studios, 34 Sharlot St., Auckland. Tel: 49897. Owner, Studio Mgr. & Chief Eng.: Bruce Barton.  
 Stebbing, 7 Saratoga Ave., Herne Bay, Auckland W.1.  
 Zodiac Studios, 7 Saratoga Ave., Herne Bay, Auckland. Tel: 762.426. Owner & Studio Mgr.: Eldred Stebbing; Chief Eng.: J. Hawkins.

**supplies**

**JACKET MANUFACTURERS**

Cello-Kraft (1966) Ltd., 61 Ira St., Miramar.  
 Coulls Somerville, 76 Kent Terr., Wellington C.3.  
 Litho Prod'ns, 148 Tory St., Wellington C.3.  
 Manifold Servs. Ltd., 148 Tory St., Wellington.  
 Rotowax, 98 Hanson St., Wellington S.1.

**NICARAGUA**

**RECORDS:**  
 Imports from USA (records, blanks, pre-recorded tape): 1968—\$22,761.

**record manufacturers distributors/importers**

Elias Argenal, Aptdo. 555, Managua.  
 Del Campo, see Discos SA.  
 Discolandia, Ave. Roosevelt 110, Apodo. 24 Managua. Tel: 3596, 71530. Contact: Edmund Tefel.  
 Discosa, see Discos SA.  
 Discos Nacionales, see Discos SA.  
 Discos SA, KM 5 1/2 Carretera Norte, Apdo. 2571, Managua. Tel: 2-4924. Cable: DISCOSA. Mng. Dir.: Carlos Alvarado; Promo.: Alejandro Lugo.  
 Labels: Holiday, Discosa, Del Campo, Discos Nacionales.  
 Int'l labels represented: Crescendo, Pickwick, Zafiro-Novola, Cisne, Alegria, Audio Mex, Microfon, Dorado.  
 Discos Murra, Apdo. 2503, 6a Av., No. 702, Managua. Cable: MURRADIS. Gen. Mgr., Pub. & Adv.: Juan J. Mourra; Promo.: Donal Muniz.  
 Discoteca Universal, Calle 15 de Sept. 301, Managua. Contact: Jaime Argenal.  
 Miguel G. Hernandez, 5a Calle SE 504, Managua. Tel: 2038.  
 I N D I C A (Industria de Discos Centroamericana), 4a Ave. NE, No. 401, Managua. Tel: 5973.  
 Rep.: Gabriel Munoz.  
 Istmo, see Sonido Industrial.  
 Solorzano, Villa Pereira Comercial, Apdo. 481, Managua. Tel: 3501. Mgr.: Enrique Vanegas.  
 Sonido Industrial SA (SISA), Apdo. 2751, Managua. Tel: 23046, 27694. Pres. & Gen. Mgr.: Luis H. Pallais Debayle; Sales Mgr.: Carlos Alvarado C.  
 Label: Istmo.  
 Int'l labels represented: ABC (USA), Borinquen (Puerto Rico), Capitol (Mexico), Chantecler (Brazil), Command (USA), Discodoma (Venezuela), Dunhill (USA), EMI (worldwide), Grand Award (USA), Palobal (Spain), Sonus (Venezuela).

**INDEPENDENT RECORD PRODUCERS**

Discos Murra, Apdo. 2503, 6a Av., No. 702, Managua. Cable: MURRADIS. Gen. Mgr., Pub. & Adv.: Juan J. Mourra; Promo.: Donal Muniz.

Sonido Industrial SA (SISA), Apdo. 2751, Managua. Tel: 23046, 27694. Pres. & Gen. Mgr.: Luis H. Pallais Debayle.  
 Label credits: Istmo, Odeon, Stateside.

**music publisher**

Edimourra Ed. Musical, Apdo. 2503, 6a Av. No. 702, Managua. Cable: MURRADIS. Gen. Mgr.: Juan J. Mourra.

**services**

**PLATING & PROCESSING PLANT**

**PRESSING PLANT  
 PRINTER & LITHOGRAPHER**

Sonido Industrial SA (SISA), Apdo. 2751, Managua. Tel: 23046, 27694. Pres. & Gen. Mgr.: Luis H. Pallais Debayle; Sales Mgr.: Carlos Alvarado C.

**NIGERIA**

**record manufacturers**

E M I (Nigeria) Ltd., PO Box 417, 7 Wharf Rd., Apapa. Tel: 45164. Cable: EMINIG LAGOS. Mng. Dir.: P. S. Homewood; Sales Dir.: M. S. Wells.  
 Labels: HMV, Parlophone, Columbia, Capitol, Stateside, Regal.  
 Int'l labels represented: Bell, CBS, Command, Dot, Dunhill, Happy Time, Immediate, Impulse, Melodic, Pama, Pickwick, President, Stax.  
 Philips (West African) Recs. Ltd., PO Box 2997, 6 Ijora Causeway, Lagos. Tel: 45414. Mng. Dir.: A. van Leeuwen.  
 Labels: Philips, Polydor, Badejo, Nigerphone.  
 Int'l labels represented: Philips, DGG & Pye groups.  
 Int'l reps.: Worldwide—Philips (PPI), Polydor (DGG).

**services**

**PLATING & PROCESSING**

**PRESSING PLANT,  
 RECORDING STUDIO**

Philips (West African) Recs. Ltd., PO Box 2997, 6 Ijora Causeway, Lagos. Tel: 45414. Mng. Dir.: A. van Leeuwen.

**NORWAY**

**RECORDS:**  
 Records sold domestically: LPs 1969—1,149,000 units, \$5,300,000; 1968—906,000 units, \$4,055,000. EPs 1969—71,000 units, \$160,000; 1968—87,000 units, \$182,000. Singles 1969—1,250,000 units, \$1,660,000; 1968—1,818,000 units, \$2,160,000.

Average retail price per record: LPs—\$4.62; EPs—\$2.24; Singles—\$1.33.

Stereo sales: 80% of total.

Discounting: None.

Type of distribution: Manufacturer-to-retailer. Rack jobbing will start in mid-1970. No one stopping.

Type of promotion: The Norwegian market is dominated by Anglo-American and Swedish chart records, which are often played through Radio Luxembourg, the Swedish Melody Radio, and partly also through Norwegian TV and radio.

Jukeboxes: 1,500.

**TAPE:**

Market: The boom in tape sales noticed in the beginning of 1969 has continued. Seventy percent of tapes are sold in gasoline stations and car accessories shops, 15% by radio dealers, and the rest by record retailers. The first local tape duplicating plant was set up in 1970 by Roger Arnhoff Lydstudio.

Average retail price per tape: Cartridge 8-track—\$8; cassette—\$6.25.

IMPORT/EXPORT REGULATIONS: 7¢ per pound from non-EFTA countries.

Espen Eriksen

**record manufacturers & distributors**

Ansgar, Mollergaten 26, Oslo 1. Tel: 42 07 47. Dir.: T. Torgussen.  
 Artimpex, PO Box 5308 Maj, Vibesgate 10, Oslo 3. Tel: 46 85 07. Dir.: N. E. Larsgaard.  
 Int'l labels represented: Da Camera (Germany), Supraphon (Czechoslovakia).  
 Barneplaten, see Norsk Grammofonkompani.  
 Arne Bendiksen A/S, Osterdalsgaten 1, Oslo 6. Tel: 67 67 90. Cable: BENDIKMUSIC. Dir.: Arne Bendiksen; Gen. Mgr.: Birger Brynjulfsen; K&L: Tone Sandlie; Sales & Promo.: Hallvard Avale; Pub.: Aase Mathisen; Tape Div.: Ole A. Sorli.

Labels: (Owned) Country, Flora, Flower, Forum, Sonet, Triola; (distributed) Manu, Nor-Artist.  
 Labels available on tape: CBS, Epic, Reprise, Scepter, Triola, Warner Bros.  
 Int'l labels represented: Chess-Checker-Cadet, (USA), Crescendo (USA), Crystals (UK), Epic (USA), Europa (Germany), Hickory (USA), MPS (Germany), Metromedia (USA), Reprise (USA), Roulette (USA), SSS Int'l (USA), Somerset (Germany), Sonet (Denmark, Sweden & UK), Sun (USA), Transatlantic (UK), Vanguard (USA), Vogue (France, Germany), Warner Bros. (USA). (SEE ADVERTISEMENT)

Camp, see Nor-Disc.

Continental Recs. A/S, Youngsgaten 1, Oslo 1. Tel: 20 13 16, 20 18 24, 20 92 75. Pres. & Gen. Mgr.: Barry Matheson; Sales Mgr.: Leif Hemmingsen.

Labels: Continental (distributed by Nor-Disc); Play, Studio 11.

Cartridge 8-track & cassette: Continental, Play, Studio 11.

Int'l labels represented: Avenue (UK), Gold Award (USA).

Int'l reps.: Denmark (Oktav), Sweden (Toniton). Country, see Arne Bendiksen.

E M I Norsk A/S, PO Box 42, Frysjaveien 33, Korsvoll, Oslo 8. Tel: 23 14 88. Cable: EMIGRAM. Mng. Dir.: Hans Ro; A&R Mgr.: Rolf Syversen; Sales Mgr.: Rolf Ruud.

Labels available on tape: Columbia, Dot, Electrola, HMV, Liberty, Odeon, Parlophone, Tamla Motown.

Int'l firms represented: ABC group (USA), Allen/Asher & Assocs. (USA), Apache (USA), Apple (UK), Arlin (USA), Artists Films, Bell group (USA), Canusa (USA), Capitol group (USA), Caracol, Celtic Rec'g Prod'ns (USA), Codiscos (Colombia), Courtney (USA), Dellwood (USA), Disney Prod'ns (USA), Downey (USA), Dunhill group (USA), Dyna Prods. (USA), EMI group (UK), Ember (UK), G-Clef (USA), Golden (USA), Immediate (USA), Jay-Gee group (USA), Jugoton (Yugoslavia), Kanwic (USA), Liberty/UA group (USA), Lucky 11 (USA), MCA group (USA), Melic (USA), Motown group (USA), Musa Ents. (USA), Music Note group (USA), Nashboro group (USA), Palestine Orient, Panther (USA), Paramount (USA), Pickwick Int'l (USA), Platina, President (UK), Rendezvous (USA), SSS Int'l group (USA), Sage & Sand (USA), Stax group (USA), Sun Pacific, Svensk-American (Sweden), Toshiba (Japan), Transatlantic (USA), Tuba (USA), Ultimate Sound (USA), United Rec. Co. (USA), Virtue Rec'g Studios (USA), Voix de l'Islam, Wedge (USA), Westminster (USA).

Jorg-Fr. Ellertsen, Jernbanetorget 4, Oslo. Tel: 33 69 95. Cable: TROLLMUSIC. Dir.: Jorg-Fr. Ellertsen.

Labels: Troll (distributed by Nera), Kristne Toner.

Eventyrplaten, see Norsk Grammofonkompani.

Fass, see Norsk Phonogram.

Filadelfia, St. Olavsgate 24, Oslo 1. Tel: 20 32 27. Top Exec.: L. Ruud.

Flora, see Arne Bendiksen.

Flower, see Arne Bendiksen.

Fontana, see Norsk Phonogram.

Forum, see Arne Bendiksen.

Globe, see Strike.

Harmoni, see Norsk Grammofonkompani.

Carl M. Iversen A/S, Youngsgaten 1, Oslo 1. Tel: 20 92 75. Cable: CEMIYOUNG. Gen. Mgr.: A. J. Poole.

Kristne Toner, see Jorg-Fr. Ellertsen.

Manu, see Arne Bendiksen.

Mercury, see Norsk Phonogram.

Musica, see Nera.

Musikk-Distribisjon, Rosenborggaten 19, Oslo 3. Tel: 69 59 02, 46 39 52. Gen. Mgr.: Peder Finland. (Distributor).

Nera, Pilestradet 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. Sigvaldson; Promo.: I. Thorstensen.

Branch: Birger Gjestland, PO Box 219, Bergen. Contact: Ingv. Borhaug.

Labels: (Owned) Musica; (distributed) Troll.

Labels available on tape: RCA, Telefunken.

This company represents: Camden (USA), Cupol (Sweden), HB Artistproduktion (Sweden), Monument (USA), Olga (Sweden), RCA (USA), Telefunken (Germany).

Int'l reps.: Worldwide (all RCA licensees).

Nor-Artist, Risalleen 6, Oslo 3. Tel: 69 63 26. Mng. Dir.: Edgar Schoenhals. (Distributed by Arne Bendiksen).

Nor-Disc A/S, Rosenborggaten 19, Oslo 3. Tel: 46 39 52. Gen. Mgr.: Totto Johannessen; Sales Mgr.: Sverre Dahl.

Labels: (Owned) Nor-Disc; (distributed) Camp, Continental.

Labels available on tape: A&M, Atco, Atlantic, DGG, Decca, Metronome, Polydor.

Int'l labels represented: A&M (USA), Ace of Clubs (UK), Ace of Diamonds (UK), Ace of Hearts (UK), Archiv (Germany), Argo (UK), Ariola/Eurodisc (Germany), Atco (USA), Atlantic (USA), Baccarola (Germany), Bang (Denmark), Barclay (France), Beltona (Germany), Bill (Sweden), Brilliant (Denmark), Buddha (USA), Cameo (USA), DGG (Germany), Decca (UK), Deram (UK), Elektra (USA), Eurodisc/Melodia (Germany), Heliodor (Germany), Joker (Germany), Kama Sutra (USA), Karusel (Germany, Sweden), Lon-

don (UK), MGM (USA), Marmalade (UK), Metro-  
nome (Denmark, Sweden), Nonesuch (USA),  
L'Oiseau Lyre (France), Polydor (France, Ger-  
many, UK), Scan-Disc (Sweden), Swedisc (Swe-  
den), Tetragrammaton (USA), Tip (Germany),  
Verve (USA).

Norsk Grammofonkompani A/S, Wergelandsveien 1,  
Oslo 1. Tel: 20 86 53. Pres. & Gen. Mgr.: O.  
Knudsen; Sales Mgr.: Arnt Hellum.  
**Labels:** Barneplaten, Eventyrplaten, Harmoni.  
**Label available on tape:** Pye.  
**Int'l labels represented:** Design, Music Minus  
One (both USA).

Norsk Phonogram A/S, Rosenborggaten 19, Oslo 3.  
Tel: 69 59 02. Cable: PHONOGRAM. Mng. Dir.:  
Haakon Tveten; Admin.: A. G. Doornbos; A&R  
& Int'l Singles: Michael Aas; Philips Label  
Mgr.: Lars Lysell; CBS Label Mgr.: Einar Hoel;  
Sales: Tor Gravlil; Pub. & Press: Bjorg Larsen;  
Tape Sales: Rolf Usler.  
**Labels:** Fass, Fontana, Mercury, Philips, Vertigo.  
**Labels available on tape:** Fontana, Mercury,  
Philips.  
**Int'l labels represented:** Abbott (USA), Amadeo  
(Austria), Blue Horizon (USA), CBS (USA), DJM  
(UK), Dux (Sweden), Ireland Recs. (UK), Marble  
Arch (UK), Mercury (USA), Middle Earth (USA),  
Page One (UK), Penny Farthing (UK), Pye (UK),  
Revue (USA), Shamley (USA), Sonora (Sweden),  
Svenska Ljud (Sweden), Uni (USA).

**Int'l reps.:** Worldwide (Philips).

Philips, see Norsk Phonogram.

Play, see Continental.

Olaf T. Ranum A/S, Kjøpmannsgaten 16, 7000 Trond-  
heim. Tel: 22 902. Gen. Mgr.: Olaf T. Ranum;  
Sales Mgr.: Ingeborg Ranum Vinje. (Distributor).  
**Label:** RCA.

Snake, see Strike.

Sonet, see Arne Bendiksen.

Strike Grammofon A/B, Jernbanetorget 4, Oslo.

**Home office:** Sweden.

**Labels:** Globe, Snake, Strike.

Studio 11, see Continental.

Triola, see Arne Bendiksen.

Troll, see Jorg-Fr. Ellertsen & Nera.

Vertigo, see Norsk Phonogram.

## INDEPENDENT RECORD PRODUCER

Continental Music Prod'n, Youngsgaten 1, Oslo 1.  
Tel: 20 13 16, 20 18 24, 20 92 75. Gen. Mgr.:  
Barry Matheson.

## music publishers

Arne Bendiksen, Osterdalsgaten 1, Oslo 6. Tel: 67  
67 90. Cable: BENDIKMUSIC. Dir. & Prod'r:  
Arne Bendiksen.

**Affiliates:** Harmoni House, Manu, Skandia  
Musikkproduksjon.

**Int'l firms represented:** Acuff-Rose, April Music,  
Blackwood, Bron, Essex, Robbins, Southern,  
Warner Bros. (SEE ADVERTISEMENT)

Oluf By's Forlag, see Norsk Musikforlag.

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.

**Int'l firm represented:** Sunbury (USA).

**Int'l rep.:** All RCA licensees.

Jorg-Fr. Ellertsen, Jernbanetorget 4, Oslo. Tel: 33  
69 95. Cable: TROLLMUSIC. Dir.: Jorg-Fr. Ellert-  
sen.

Brodr. Hals Forlag, see Norsk Musikforlag.

Harmoni House, see Arne Bendiksen.

Carl M. Iversen A/S, Youngsgaten 1, Oslo 1. Tel:  
20 92 75. Cable: CEMIYOUNG. Gen. Mgr.: A.  
J. Poole.

Harold Lyche, Kongensgate 2, Oslo. Tel: 41 44 85.  
Contact: P. Kroemer.

Manu, see Arne Bendiksen.

Musikk-Huset A/S, Karl Johansgate 45, Oslo 1. Tel:  
33 48 97. Pres. & Gen. Mgr.: Sigurd Kielland;  
Sales Mgr.: Arne Damsgaard.

**Int'l firms represented:** Anderssons Musik  
(Sweden), Carl Gehrman (Sweden), G. Henle  
Verlag (Germany), Abr. Lundqvist Musikforlag  
(Sweden), Peter Maurice (UK), Keith Prowse  
(UK).

**Int'l reps.:** Sweden (Carl Gehrman), USA (C.  
F. Peters).

Norsk Musikforlag A/S, PO Box 1499, Vika, Oslo 1.  
Tel: 42 42 00. Cable: MUSIKFORLAGET. Mng.  
Dir.: F. J. Backer-Groendahl Jr.

**Affiliates:** Oluf By's Forlag, Brodr. Hals Forlag,  
Carl Warmuth.

**Int'l firms represented:** Wilhelm Hansen (Den-  
mark), Nordiska (Sweden).

Norway Music, Risalleen 6, Oslo 3. Tel: 69 63 26.  
Gen. Mgr.: Edgar Schoenhals.

Skandia Musikkproduksjon, see Arne Bendiksen.  
Sonora, Rosenborggaten 19, Oslo 3. Tel: 46 39 52.  
Gen. Mgr.: Totto Johannessen.

**Branch:** Sweden.

Carl Warmuth, see Norsk Musikforlag.

## services

### ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

G G F (Grammofonplategrossistenes Forening) (record  
wholesalers' organization), Rosenborggaten 19,  
Oslo 3. Tel: 46 39 52. Contact: Sverre Dahl.

Musikkindustri A/S, Sandakerveien 16, Oslo 4. Tel:  
37 99 44. Pres.: Haakon Tveten; Gen. Mgr.:  
Leon Vogels.

Norges Musikkhandlerforbund (record dealers' or-  
ganization), Meltzergate 4, Oslo. Tel: 56 22 95.  
Dir.: Per Oldeman Isaksen.

Norsk Musikerforbund (Musicians Union), Stortings-  
gaten 28, Oslo 1. Tel: 42 55 21. Dir.: Sigurd  
Lonseth.

## DESIGN & ARTWORK

Arne Bendiksen, Osterdalsgaten 1, Oslo 6. Tel: 67  
67 90. Cable: BENDIKMUSIC. Dir. & Prod'r:  
Arne Bendiksen. (SEE ADVERTISEMENT)

## LICENSING ORGANIZATIONS, MUSIC

Norwegian Composers Society, Klingenberg G 5, Oslo.  
Pres.: Klaus Egge.

T O N O (Norsk Kompositorsforenings Internasjonale  
Musikkbyrå) Klingenberggaten 5, Oslo 1. Tel:  
42 18 08. Dir.: Knut Tvedt.

## LICENSOR, TAPE & RECORD

Arne Bendiksen, Osterdalsgaten 1, Oslo 6. Tel: 67  
67 90. Cable: BENDIKMUSIC. Dir. & Prod'r:  
Arne Bendiksen.

## PLATING & PROCESSING PLANTS

Heger Plastics A/S, Kjelsaas, Oslo 4. Tel: 21 72 17.  
Telex: 11764. Pres. & Gen. Mgr.: R. Heger;  
Sales Mgr.: N. B. Nicolaysen.

**Int'l branch:** Sweden.

Musikkindustri A/S, Sandakerveien 16, Oslo 4. Tel:  
37 99 44. Pres.: Haakon Tveten; Gen. Mgr.:  
Leon Vogels.

Norsk Phonogram A/S, Rosenborggaten 19, Oslo 3.  
Tel: 69 59 02. Gen. Mgr.: Haakon Tveten;  
Sales: Tor Gravlil.

## PRESSING PLANTS

Ulf Corneliussen, 3464 Steinsfjeringen, Honefoss.  
Tel: (067) 39 208.

Heger Plastics A/S, Kjelsaas, Oslo 4. Tel: 21 72 17.  
Telex: 11764. Pres. & Gen. Mgr.: R. Heger;  
Sales Mgr.: N. B. Nicolaysen.

Musikkindustri A/S, Sandakerveien 16, Oslo 4. Tel:  
37 99 44. Pres.: Haakon Tveten; Gen. Mgr.:  
Leon Vogels.

Norsk Grammofonkompani A/S, Wergelandsveien 1,  
Oslo 1. Tel: 20 86 53. Pres. & Gen. Mgr.: O.  
Knudsen; Sales Mgr.: Arnt Hellum.

Norsk Phonogram A/S, Rosenborggaten 19, Oslo 3.  
Tel: 69 59 02. Gen. Mgr.: Haakon Tveten;  
Sales: Tor Gravlil.

## PRINTERS & LITHOGRAPHERS

Arne Bendiksen, Osterdalsgaten 1, Oslo 6. Tel: 67  
67 90. Cable: BENDIKMUSIC. Dir. & Prod'r:  
Arne Bendiksen. (SEE ADVERTISEMENT)  
Musikkindustri A/S, Sandakerveien 16, Oslo 4.  
Tel: 37 99 44. Pres.: Haakon Tveten; Gen.  
Mgr.: Leon Vogels.

## PROMOTION & PUBLICITY

Arne Bendiksen, Osterdalsgaten 1, Oslo 6. Tel: 67  
67 90. Cable: BENDIKMUSIC. Dir. & Prod'r:  
Arne Bendiksen. (SEE ADVERTISEMENT)

Barry Matheson Music Prod'n, Youngsgaten 1, Oslo  
1. Tel: 20 13 16, 20 18 24, 20 92 75. Pres.:  
Barry Matheson.

## RECORDING STUDIOS

Roger Arnhoff Sound Studio, St. Olavsgate 26, Oslo.  
Tel: 20 09 23. Owner, Studio Mgr. & Chief  
Eng.: Roger Arnhoff.

Arne Bendiksen A/S, Rec'g Studio, Osterdalsgaten 1,  
Oslo 6. Tel: 67 67 90. Studio Mgr.: & Chief  
Eng.: Jan Erik Kongshaug. (SEE ADVERTISE-  
MENT)

Musikkindustri A/S, Sandakerveien 16, Oslo 4. Tel:  
37 99 44. Pres.: Haakon Tveten; Gen. Mgr.:  
Leon Vogels.

Nor-Disc, Rosenborggaten 19, Oslo 3. Tel: 46 39 52.  
Gen. Mgr.: Svein Sundby.

Norsk Grammofonkompani A/S, Wergelandsveien 1,  
Oslo 1. Tel: 20 86 53. Owner: O. Knudsen;  
Chief Eng.: Nils Johnsen.

Norsk Phonogram A/S, Rosenborggaten 19, Oslo 3.  
Tel: 69 59 02. Gen. Mgr.: Haakon Tveten;  
Sales: Tor Gravlil.

## TAPE CUSTOM DUPLICATOR

Roger Arnhoff Lydstudio, St. Olavsgate 26, Oslo 1.  
Tel: 20 09 23.

## accessories

Carl M. Iversen A/S, Youngsgaten 1, Oslo 1. Tel:  
20 92 75. Cable: CEMIYOUNG. Gen. Mgr.: A.  
J. Poole.

**Product:** Carrying cases, cleaners cloths &  
brushes, 45-rpm adaptors, needles.

## supplies

### LABEL MANUFACTURER

Norsk Grammofonkompani A/S, Wergelandsveien 1,  
Oslo 1. Tel: 20 86 53. Pres. & Gen. Mgr.: O.  
Knudsen; Sales Mgr.: Arnt Hellum.

*continued on page 362*

# ATTENTION PHONOGRAPH MANUFACTURERS



## THE SINGLE INDEPENDIENT RECORD COMPANY IN PERU

THE ORIGINAL SMASHEST HITS IN "ANDINO SOUND":  
MANZANITA-PALO SANTO-LOS BELTONS-LOS HUAYNEROS  
MARIO ALLISON-ACOSTA Y SU GUITARRA-ZARATE!

THE BEST AND MOST EFFICIENT  
DISTRIBUTION AND PROMOTION  
OF YOUR PRODUCT IN PERU.

## DISCO INDUSTRIA NACIONAL S.A. DINSA

Domingo Ponte 539-Madg. del Mar-Lima- Tel: 614825  
Cables: DINSADISC.

continued

## PAKISTAN

### RECORDS:

Records sold domestically: LPs 1968-675 units, \$5,472; 1967-958 units, \$8,051. EPs 1968-86,663 units, \$109,040; 1967-77,663 units \$107,626. Singles 1968-242,342 units, \$186,763; 1967-174,074 units, \$140,023.

Records manufactured for domestic & export sale: EPs 1968-107,244 units, \$29,045; 1967-88,034 units, \$23,842. Singles 1968-313,689 units, \$84,957; 1967-211,554 units, \$57,296.

Imports from USA (records, blanks, pre-recorded tape): 1969-\$12,619.

Records imported from countries other than USA (factory value): 1968-664 units, \$4,600; 1967-935 units, \$6,708.

Records exported to countries other than USA: 1968-42,863 units, \$13,797; 1967-33,666 units, \$10,789.

Average retail price per record: LPs-\$13.50; EPs-\$2.50; Singles-\$1.70.

Discounting: Never.

Type of distribution: Manufacturer-to-retailer.

### ● record manufacturers

Gramophone Co. of Pakistan, PO Box 451, Mauripur, Karachi 13. Tel: 29149, 79566. Cable: JABBERMENT. Mng. Dir.: W. J. Richmond; Comm. Dir.: Mujib-Ur-Rahman.

This company represents: Capitol (USA), Columbia (UK), Decca (UK), HMV (UK), Liberty (USA), Mercury (USA), MGM (USA), Parlophone (UK). Int'l reps.: Africa (EMI), Middle East (EMI), United Kingdom (EMI).

Siemens Pakistan Eng'g Co. Ltd., Ilaco House, Victoria Rd., PO Box 7158, Karachi. Tel: 55861. Cable: SIEMENS.

Int'l labels represented: Deutsche Grammophon (Germany), Tetragrammaton (USA).

## PANAMA

### RECORDS:

Records imported from USA: 1969-265,073 units, \$244,969; 1968-264,047 units, \$260,070.

Records imported from countries other than USA: 1969-185,716 units, \$142,273; 1968-184,192 units, \$128,120.

### TAPE:

Pre-recorded tapes imported from USA (including blanks & educational tapes): 1968-\$88,388.

Pre-recorded tapes imported from countries other than USA (including blanks & educational tapes): 1968-\$57,604.

Carlos Quintero A.

### ● record manufacturers

Discos de Panama SA (PADISCO), PO Box 427, Panama 9A. Tel: 61-0201/67. Pres.: Jose A. Huit; VP & Gen. Mgr.: Ramon Navarro; Promo. Mgr.: Luis A. Caraso; Int'l Mgr.: Domingo Romano.

Label: Padisco.

Int'l labels represented: A&M, Bronco, Discuba, Disneyland, Falcon, Fuentes, Hispavox, MAG, Modiner, Motown, Musart, Musicdisc, RCA, RCA Camden, Tito, United Artists, Velvet, Virrey, Vista.

Discos Istmenos SA, Condor Bldg., No. 46, Calle 45, Panama. Tel: 23-8665. Pres.: Donald Halman; Gen. Mgr.: Rodrigo de Diego.

Labels: Latino, Taboga.  
Int'l labels represented: Ansonia, Canal 625, Capitol, Continental, Cotique, Fania, Gema, Kubaney, Monument, Panart, Roulette, Sono Radio. Int'l rep.: Peru (Sono Radio).

Grecha, Av. Central 143, Panama 5. Tel: 62-0537/0573. Pres.: Isaac Missrie.  
Label: Grecha.

### ● importers/distributors

Almacen Artelec, PO Box 1620, Panama 1.  
Almacen Discolar, PO Box 5565, Panama 3.  
Almacen Grecha, PO Box 6770, Panama 5.

Casa Estereo, PO Box 4484, Panama 5.  
Disco Centro, PO Box 765, Colon.

Discolandia (1968) SA, PO Box 6759, Panama 5.  
Discos & Libros SA, PO Box 8812, Panama 5.

Discoteca Angui, Amelio Bldg., No. 2000, Via Espana & Calle 16, Parque Lefevre, Panama.

Discoteca El Hit, PO Box 8577, Panama 5.  
Discoteca Nora, Calle 11, No. 10,114, Colon.

Discoteca & Novedades Siboney, Via Espana, Commercial Center No. 12, Bldg. 1003, Panama.

Discoteca Selecta, PO Box 4559, Panama 5.  
Discoteca Soul, PO Box 8424, Panama 7.

Distribuidora de Discos SA, PO Box 4928, Panama 5.  
Electra SA, PO Box 617, Panama 1.

Guardia & Cia SA (Sucursal), PO Box 481, Panama 1.  
L N D I C A, PO Box 1721, Panama 1.  
Libreria Rubyl, PO Box 18, David.

Novedades Finita, PO Box 573, Colon.  
Palacio Musical, Av. Central 7a, No. 25-02, Panama.

Panama Radio SA, PO Box 617, Panama 1.  
Panama Sonido SA, PO Box 6916, Panama 5.

Teledisco, Av. de las Americas 41-06, La Chorrera, Panama.

Tropelco, PO Box 8465, Panama 7.

### ● services

#### PRESSING PLANTS RECORDING STUDIOS

Discos Istmenos SA, Condor Bldg., No. 46, Calle 45, Panama. Tel: 23-8665. Pres.: Donald Halman; Gen. Mgr.: Rodrigo de Diego.

Grabaciones Loyola, PO Box 11712, Panama 9A.  
Grabaciones Luna SA, PO Box 1620, Panama 1.

## PERU

### RECORDS:

Imports from USA (records, blanks, pre-recorded tape): 1969-\$73,233; 1968-\$109,149.

### ● record manufacturers

C B S, see Industrial Sono-Radio.

Caliente, see INFOPESA.

Corona, see DIMUSA.

D I M U S A (Distribuidora Musical SA), Los Topacios 141, Lima. Tel: 321854. Mng. Dir.: Alejandro Parodi.

Label: Corona.

Int'l labels represented: Epic (USA), Remo (USA).

D I N S A (Disco Industrial Nacional SA), Domingo Ponte 539, Magdalena del Mar, Lima. Tel: 614825. Gen. Mgr., A&R & Int'l: Alberto Maravi; Mgr.: Julio Lantzenan; Sales: Jorge Botter.

Labels: Dinsa, Impala, Nusta, Ollanta, Suceso. Int'l labels represented: Fenix (Ecuador), Gema (USA), Onix (Ecuador), Son Art (Mexico), Tropical (Colombia). (SEE ADVERTISEMENT)

Decibel, Prolongacion Av. Guillermo Dansey 259, Lima. Mgr.: Mauricio Santamaria.

Labels: Decibel, Musart.

Int'l label represented: Musart (Mexico).

Disco Industria Nacional SA, see Dinsa.

Doremi, see Perudiscos.

EMI, see IEMPSA.

El Virrey, see listing under "V."

F T A (Fabricantes Tecnicos Asociados SA), PO Box 3663, Panamericana, Km. 6, Lima. Tel: 231320. Gen. Mgr.: Nilo Marchand; Mgr.: Jorge de los Heroes; Int'l: Susy Monge.

Labels: FTA, Gaviota, Var-Bo.

Int'l labels represented: Belter (Spain), Microfon (Argentina), Quinto (Argentina), RCA Victor (Worldwide).

Gaviota, see FTA.

I E M P S A (Industrias Electricas & Musicales Peruanas SA), Prolongacion Av. Guillermo Dansey 1247, Lima. Tel: 236494, 239139. Pres.: Enrique Pardo Heeren; Gen. Mgr.: Augusto Sarria Salas; Mgr.: Rudolfo Canseco; A&R: J. Cuevas; Sales Mgr.: Ricardo Rivera Schreiber Kroll; Pub.: Jose Carrasco; Int'l: Nora Catanzaro.

Label: Lider.

Int'l labels represented: A&M (USA), ABC (USA), Apple (UK), Bell (USA), Capitol (Mexico), Dunhill (USA), EMI group (UK), Imperial (Brazil), Istmo (Nicaragua), London (USA), Musart (Mexico), Reprise (USA), Riviera (France), Tamlam Motown (USA), Warner Bros. (USA), Zeida (Colombia).

Int'l reps.: Argentina (Odeon), Brazil (Odeon), Chile (Odeon), Colombia (Victoria), Ecuador (Emporio Musical), Mexico (Capitol), Nicaragua (Sonido Industrial), Venezuela (Favedica Venus).

I N F O P E S A (Industria Fonografica Peruana SA), Horacio Urteaga 1144, Jesus Maria, Lima. Tel: 236398. Gen. Mgr.: Alberto Maravi.

Labels: Caliente, Impacto, Juvenil, Sonolux.

Impacto, see INFOPESA.

Impala, see Dinsa.

Industrial Sono-Radio SA, Av. Republica de Panama 1427, Lima 13. Tel: 231854. Telex: 3452526. Mng. Dir.: Luis A. Aubry; A&R: Enrique Lynch; Sales: Mario Cavagnaro.

Labels: Sono-Radio, CBS, Tico.  
Int'l labels represented: IFESA (Ecuador), Roulette (USA).

Industrias Electricas & Musicales Peruanas SA, see IEMPSA.

Juvenil, see INFOPESA.  
Lider, see IEMPSA.

M A G, see Sica Peruana.  
Musart, see Decibel.

Nusta, see Dinsa.  
Ollanta, see Dinsa.

Perudiscos SA, Av. Panamericana 3551, San Isidro, Lima. Tel: 404600. Cable: DOREMI. Pres.: Polidoro Garcia; Mng. Dir.: Enrique Brenner.

Label: Doremi.  
Int'l labels represented: Falcon (USA), Fania (USA), Marfer (Spain).

Sica Peruana, PO Box 3102, Oroya 224, Lima. Tel: 36371, 47559. Gen. Mgr.: Manuel Guerrero; Sales: Alfonso Bueno.

Label: MAG.  
Int'l labels represented: Modiner (USA), Panart (USA).

Int'l reps.: Colombia (Fuentes), Panama (Discos Panama), USA (Discuba, Modiner), Venezuela (Panart).

Smith (Discos), Parque Chicama 1425, Balconcillo, Lima. Tel: 32851. Mgr.: Manville Smith.

Sonolux, see INFOPESA.  
Sono-Radio, see Industrial Sono-Radio  
Suceso, see Dinsa.

Tico, see Industrial Sono-Radio.  
Var-Bo, see FTA.

El Virrey Industrias Musicales SA, Av. Panamericana 3551, San Isidro, Lima. Tel: 404600. Telex: 3540276. Pres.: Henri M. Meijer; Mng. Dir.: Polidoro Garcia; Mgr.: Enrique Brenner; A&R: Raul del Mar.

Label: Virrey.  
Int'l labels represented: Atlantic (USA), Barclay (France), Chantecler (Brazil), DGG (Germany), Disneyland (USA), Dorado (USA), Durium (Italy), Fuentes (Colombia), Hispavox (Spain), Liberty (USA), MGM (USA), Mercury (USA), Palacio (Venezuela), Peerless (Mexico), Philips, Polydor, Ricordi (Italy), United Artists (USA), Verve (USA).

Int'l reps.: Bolivia (Hermen), Brazil (IMAGEM Discos), Chile (Philips), Colombia (Fuentes), Ecuador (Fadisa), Greece (Melody), Honduras (Sikaffy), Italy (Folklore), Mexico (Peerless), Spain (Marfer), Venezuela (Robegomer).

Int'l reps.: Argentina, Chile, Uruguay (Ed. Musical Korn).

Continental (Ed.), Guillermo Dansey 1225, Lima. Tel: 36494.

E D M U D I S A (Ed. Musigraficas Dinsa SA), Horacio Urteaga 1144, Jesus Maria, Lima. Tel: 236398. Gen. Mgr.: Alberto Maravi.

E U S A (Ed. Universal SA), Km. 6, PO Box 3662, Panamericana Norte, Lima. Tel: 242050, 247018. Pres.: Nilo Marchand Oneto; Admin. Mgr.: Amadeo Ormeno Aparicio.

Int'l firms represented: ECOMUS (Colombia), Orbemusa (Venezuela), PMC (Colombia), RCA Victor (Mexico), Relay (Argentina), SADRAM (Ecuador), Sono Inter (Colombia).

Int'l reps.: Argentina (Relay), Chile (Relay), Colombia (ECOMUS), Ecuador (SADRAM), Mexico (RCA Victor), Paraguay (Relay), Uruguay (Relay), Venezuela (Orbemusa).

Edimusa-Ed. Musicales (Sono Radio), Av. Republica de Panama 1427, Lima. Tel: 231854.

Ed. Musicales, see Edimusa.  
La Rosa Hnos., Cailloma 125, Lima.

M A G (Ed.), PO Box 3102, Oroya 224, Lima. Tel: 36371. Cable: SICAPERU.

Perumusica SA (Ed. Internacionales), Jr. Arequipa 271, Rm. 138-140, Lima. Tel: 77995. Gen. Mgr.: Ruben Alberto Salaberry.

● services

LICENSING ORGANIZATION, MUSIC

A P D A Y C (Asociacion Peruana de Autores y Compositores), Jr. Washington 1206, Lima. Tel: 230954. Pres.: Augusto Polo Campos; Mgr.: Hector Sapelli.

PLATING & PROCESSING PLANT

I E M P S A (Industrias Electricas & Musicales Peruanas SA), Prolongacion Av. Guillermo Dansey 1247, Lima. Tel: 236494, 239139. Pres.: Enrique Pardo Heeren; Gen. Mgr.: Augusto Sarria Salas; Sales Mgr.: Ricardo Rivera Schreiber Kroll.

PRESSING PLANTS

D I N S A (Disco Industrial Nacional SA), Domingo Ponte 539, Magdalena del Mar, Lima. Tel: 614825.

F T A (Fabricantes Tecnicos Asociados SA), Auto pista Ancon, Km. 6, Lima. Tel: 47018.

I E M P S A (Industrias Electricas & Musicales Peruanas SA), Prolongacion Av. Guillermo Dansey 1247, Lima. Tel: 236494, 239139.

Industrial Sono-Radio SA, Av. Republica de Panama 1427, Lima 13. Tel: 231854.

Smith, Discos, Parque Chicama 1427, Balconcillo, Lima. Tel: 32851.

El Virrey Industrias Musicales SA, Av. Panamericana 3551, San Isidro, Lima. Tel: 404600.

PRINTERS & LITHOGRAPHERS

Discos, Pasaje Velarde 106-112, Lima. Tel: 78962.

I E M P S A (Industrias Electricas & Musicales Peruanas SA), Prolongacion Av. Guillermo Dansey 1247, Lima. Tel: 236494, 239139.

Impresora & Editorial Luz SA (div. of El Virrey), Av. Panamericana 3551, San Isidro, Lima.



**PROMOTION & PUBLICITY**

I E M P S A (Industrias Electricas & Musicales Peruanas SA), Prolongacion Av. Guillermo Dansey 1247, Lima. Tel: 236494, 239139. Pres.: Enrique Pardo Heeren; Gen. Mgr.: Augusto Sarria Salas; Sales Mgr.: Ricardo Rivera Schreiber Kroll.

**RECORDING STUDIOS**

Aliro Zuniga, Arenales 1080, Rm. 404, Lima. Elias Ponce, Arenales 393, Rm. 303, Lima.  
I E M P S A (Industrias Electricas & Musicales Peruanas SA), Prolongacion Av. Guillermo Dansey 1247, Lima. Tel: 236494, 239139. Industrial Sono-Radio, Av. Republica de Panama 1427, Lima. Tel: 31854.  
M A G (Sica Peruana), PO Box 3102, Oroya 224, Lima. Tel: 36371, 47559.  
El Virrey Industrias Musicales SA, Av. Panamericana 3551, San Isidro, Lima. Tel: 404600.

**SHIPPING SERVICE**

I E M P S A (Industrias Electricas & Musicales Peruanas SA), Prolongacion Av. Guillermo Dansey 1247, Lima. Tel: 236494, 239139. Pres.: Enrique Pardo Heeren; Gen. Mgr.: Augusto Sarria Salas; Sales Mgr.: Ricardo Rivera Schreiber Kroll.

**supplies**

**JACKET MANUFACTURER  
LABEL MANUFACTURER  
POLYETHYLENE BAGS  
SLEEVE MANUFACTURER**

I E M P S A (Industrias Electricas & Musicales Peruanas SA), Prolongacion Av. Guillermo Dansey 1247, Lima. Tel: 236494, 239139. Pres.: Enrique Pardo Heeren; Gen. Mgr.: Augusto Sarria Salas; Sales Mgr.: Ricardo Rivera Schreiber Kroll.

**PHILIPPINES**

**RECORDS:**

Records sold domestically: LPs 1969-227,390 units, \$937,983; 1968-182,580 units, \$707,497. Singles 1969-3,202,500 units, \$1,601,250; 1968-2,826,400 units, \$1,413,200.  
Records manufactured for domestic & export sale: LPs 1969-245,500 units, \$1,012,687; 1968-208,750 units, \$861,093. Singles 1969-3,827,000 units, \$1,913,500; 1968-3,328,000 units, \$1,664,000.

Imports from USA (records, blanks, pre-recorded tape): 1969-\$40,951; 1968-\$39,556.

Records exported to USA (factory value): 1969-4,125 units, \$10,283; 1968-1,920 units, \$4,690.

Average retail price per record: LPs-\$3.00; singles -\$0.33.

Stereo sales: 50% of total.

Discounting: Rare.

Type of distribution: Both manufacturer-to-agent-to-retailer and manufacturer-to-retailer systems exist. In the absence of rack jobbers there are direct consignments placed in Supermarkets directly supervised by manufacturers. Manufacturers are synonymous to producers and in only two cases are producers not distributors of their products.

Type of promotion: Privately owned pop stations (English, bilingual and vernacular) are the most important means of exposure. Since 1969, dailies, weeklies and entertainment publications (English, bilingual and vernacular) have also become important tools. Tie-ups with radio, television, fan magazine and other contests, and movie openings are now also resorted to by giving records as prizes.

Jukeboxes: 10,000.

**TAPE**

Market: Distributors are looking to a brighter last quarter of 1970 despite the fact that the lack of technical knowledge and expenses involved in obtaining precision equipment from abroad have thus far thwarted large scale plans for the manufacturing of tape cartridges and cassettes of their licensed products, both domestic and foreign. Retail outlets and supermarkets selling foreign record labels are now marketing US imported cartridges and cassettes which are distributed by the local licensees of the particular labels. Much to the detriment of pre-recorded tape distributors, there are rampant sales and dubbing of most LPs in the market. Average retail price per tape: Cartridge & cassette-\$15.52.

IMPORT/EXPORT REGULATIONS: The presence of licensees of practically all major labels in the United States and Europe has discouraged the importation of records. Moreover, dollar restriction and the subsequent floating rate of the US dollar make importation completely negligible. There is a 50% mark-up plus 30% advance sales tax. Duties are 80% ad valorem plus specific duty of one peso per record.

Oskar Salazar

**record manufacturers/  
distributors**

A N S, see Verbest.  
Accident, see Sound.  
Action, see Mareco.  
Allied Artists, see Sound.  
Alpha Rec'g System, National Business Center Bldg., Rm. 304, 567 Raon St., Santa Cruz, Manila. Tel: 3-12-47.  
Labels: Alpha, Mayon, VIP.  
Asco, see House of Recs.  
Au, see Sound.  
Badjao, see Pioneer.  
Big Sound, see Sound.  
Boss, see Sound.  
Cannon, see Empire.  
Clique, see House of Recs.  
Dimension, see House of Recs.  
D'Swan Sound System Co., PO Box 2209, 509 Rosario St., Manila. Tel: 47-65-28.  
Labels: (Distributed), D'Swan, D'Swan Int'l, BT Puppy, Josie, Jubilee, Lapulapu, London singles (licensed to Super), Playtex.  
Dyna Prods. Inc., PO Box 4591, Manila; 135 Second Ave. at D. Aquino St., Grace Park, Caloocan City. Tel: 4-64-23, 2-29-74. Cable: DYPRO.  
Label: Dyna.  
Int'l labels represented: A&M, Apple, Cadence, Capitol, Chancellor, Disneyland, Dolton, Liberty, Parlophone, Stateside, Polydor, Pye, Sue, Vanguard, Vista.  
Empire Int'l, 381 Dasmariñas St., Manila. Tel: 3-42-58, 49-56-04. Cable: EMPINT. Mng. Dir.: Hubert S. Co.  
Int'l branch: Hong Kong.  
Labels: Cannon, Masterpiece, Movietone, Soundtracks, Truth.  
Fil-Home, see House of Recs.  
Filipinas Rec. Corp., 131 Del Monte Ave., Quezon City. Tel: 60-19-52. Pres.: Manuel P. Villar; Promo. & Pub.: Precie Tolentino.  
Int'l labels represented: Colgems (USA), RCA Victor (USA).  
Golden, see House of Recs.  
Grand, see House of Recs.  
Guestar, see House of Recs.  
H R, see House of Recs.  
Hit Sound, see Sound.  
Home Inds. Development Corp., Republic Supermarket Bldg., Rizal Ave., Santa Cruz, Manila. Tel: 3-52-07. Cable: HIDCOR. Pres.: Alfredo M. Lustre.  
Label: Lustre.  
Int'l labels represented: Decca, Fontana, Mercury, Palette, Philips, United Artists, Vee Jay.  
House of Recs., Leyba Bldg., 381 Dasmariñas St., Manila. Tel: 49-56-81. Gen. Mgr.: Lorenzo y. Co. Labels: (Owned) Asco, Dimension, Golden, HR, MG Mitten, Saturday; (distributed) Clique, Fil-Home, Grand, Guestar, Number 1, Pophits, Pop Tunes, Swallow, Target, Virgo, Winston.  
J P L Int'l, Burke House, Rm. 7, 261 San Vicente St., Binondo, Manila. Tel: 3-51-01, 3-88-76. Cable: LOZAMCO. Mng. Dir.: J. P. Lozano.  
Label: Pear.  
Jade, see Sound.  
Jonal Rec'g System, National Business Center Bldg., 567 Raon St., Santa Cruz, Manila. Tel: 4-15-98. Label: Jonal.  
Kath Recs., William Li Yao Bldg., Rm. 266, Rizal Ave., Santa Cruz, Manila. Tel: 3-20-16.  
Label: Kath.  
Lapulapu, see Playtex.  
Lotus, see Sound.  
Love, see Sound.  
Lustre, see Home.  
M G Mitten, see House of Recs.  
Mabuhay, see Mareco.  
Mareco Inc., 131 Del Monte Ave., Quezon City. Tel: 60-19-52. Cable: VILMARECO. Pres.: Luis P. Villar; A&R: Ronnie Villar; Promo. & Pub.: Precie Tolentino.  
Labels: Mabuhay, Villar, Action, Honey.  
Int'l labels represented: ABC, Abnak, Atco, Atlantic, Avco Embassy, Bang, Buddah, CBS, Command, Epic, Evolution, GNP Crescendo, GRT, Gordy, Hickory, Kama Sutra, Kirshner, MGM, Metromedia, Monitor, Monument, Motown, Musicor, Nems, Project 3, Ranwood, Reprise, Roulette, Scepter, Soul, Tama, Twentieth Century-Fox, Verve, Wand, Warner Bros. (all USA); Hispavox (Spain).  
Masterpiece, see Empire.  
Mayon, see Alpha.  
Mico Inds. Inc., PO Box 2364, 667 Sales St., Quiapo, Manila. Tel: 3-82-48, 3-29-68, 3-69-30. Cable: MICOINDUST.  
Label: Mico.  
Int'l labels represented: Acta, Backbeat, Born-and Music Box, Coca, Concert Disc, Counterpoint, Dot, Durium, Elektra, Ember, Everest, Fleetwood, Fraternity, Mustang, Pickwick Int'l, Prestige, Quality, Seeco, Steed, Vox.  
Mongo, see Sound.  
Movietone, see Empire.  
Musicdisc, see Sound.  
National, see Sound.  
Number 1, see House of Recs.  
P O P, see Sound.  
Pear, see JPL.  
Pioneer Rec. Sales, National Business Center Bldg., Rm. 306, 567 Raon St., Santa Cruz, Manila. Tel: 40-08-42.  
Labels: Badjao, Top Tunes, Vicor.

Playtex Rec. Co., 377 Buencamino St., San Miguel, Manila. Tel: 47-41-46. Gen. Mgr.: Miguel Lee; Ass't Gen. Mgr. & Int'l: Luis Lee. (Distributed by D'Swan).  
Labels: Playtex, D'Swan, D'Swan Int'l, Lapulapu, Sampaguita.  
Int'l labels represented: ARV (USA), Apollo Prod'n (Eire), BT Puppy (USA), Falcon (USA), Jay-Gee (USA), Josie (USA), Jubilee (USA).  
Pophits, see House of Recs.  
Pop Tunes, see House of Recs.  
Quad, see Sound.  
Sampaguita, see Playtex.  
Saturday, see House of Recs.  
Sonic Inds. Co., Republic Super Market Bldg., Suite 205-206, Rizal Ave., Manila. Tel: 48-38-57. Gen. Mgr.: Perfecto Tan; Prod'n & Sales Mgr.: Ignacio A. Jose.  
Label: Sonic.  
Int'l label represented: Hallmark (USA).  
Sound Inc. (div. of Empire Int'l), Leyba Bldg., 381 Dasmariñas St., Manila. Tel: 47-42-58. Pres. & Int'l: Hubert S. Co.  
Labels: (Owned) Allied Artists, Big Sound, Hit Sound, Lotus, Quad; (distributed) Accident, Au, Boss, Jade, Love, Mongo, Musicdisc, National, POP, Venus, Young America.  
Int'l labels represented: Alshire Int'l, Chi-Line, Cherry, Evolution, Olga, Patelfi, Zel.  
Soundtracks, see Empire.  
Suarez Rec., Republic Supermarket Bldg., Rm. 243, Rizal Ave., Santa Cruz, Manila. Tel: 3-20-16.  
Label: Suarez.  
Super, ABC Bldg., 252 Escolta St., Manila. Tel: 3-73-22, 3-85-83. Mgr.: Sian Yok Cheng.  
Int'l labels represented: Ace of Clubs, Ace of Diamonds, Deram, Hi, Impact, London, London singles, (distributed by D'Swan), Parrot, Tribe, White Whale.  
Swallow, see House of Recs.  
Target, see House of Recs.  
Top Tunes, see Pioneer.  
Truth, see Empire.  
V I P, see Alpha.  
Venus, see Sound.  
Verbest Rec. Sales, National Business Center Bldg., 567 Raon St., Santa Cruz, Manila.  
Label: ANS.  
Vicor, see Pioneer.  
Villar, see Mareco.  
Virgo, see House of Recs.  
Wilear's Rec., c/o Philippine Recs. Mktg., William Li Yao Bldg., Rm. 266, Rizal Ave., Santa Cruz, Manila. Tel: 3-20-16. Contact: William Cleary.  
Label: Wilear's.  
Winston, see House of Recs.  
Young America, see Sound.

**music publishers**

Mareco Publ'g, 131 Del Monte Ave., Quezon City. Tel: 60-19-52. Pres.: Luis P. Villar.  
Saharet Music Ltd., see USA Music Publisher Section: Copyright Service Bureau Ltd.  
St. George Music Ltd., see USA Music Publisher Section: Copyright Service Bureau Ltd.  
Sound Inc. (div. of Empire Int'l), Leyba Bldg., 381 Dasmariñas St., Manila. Tel: 47-42-58. Pres.: Hubert S. Co.; Mng. Dir.: Louis Gonzalez.

**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, Rm. 502, Ermita, Manila. Cable: CUFOPHIL. Exec. Dir.: Antonio Quintos.  
Fiestamakers, PO Box 270, Manila. Pres.: Luis Ma. Trinidad.  
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.

**LICENSING ORGANIZATIONS, MUSIC**

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., Tugotog, Malabon, Rizal. Mgr.: Simplicio U. Suarez.  
Collection Agent for: Robbins, The Big Three, Copyright Service Bureau, Northern Songs, Dick James, Abigail, Nemperor, Dratleaf, MacLen.

continued on page 364

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### LICENSORS, TAPE & RECORD PLATING & PROCESSING PLANTS

Mareco Inc., 131 Del Monte Ave., Quezon City. Tel: 60-19-52. Pres.: Luis P. Villar.  
Sonic Inds. Co., Republic Super Market Bldg., Suite 205-206, Rizal Ave., Manila. Tel: 48-38-57. Gen. Mgr.: Perfecto Tan; Sales Mgr.: Ignacio A. Jose.

### 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 Inc., 131 Del Monte Ave., Quezon City. Tel: 60-19-52. Pres.: Luis P. Villar.  
Mico Inds., 667 Sales St., Manila. Tel: 3-82-48.  
Sonic Inds. Co., Republic Super Market Bldg., Suite 205-206, Rizal Ave., Manila. Tel: 48-38-57. Gen. Mgr.: Perfecto Tan; Sales Mgr.: Ignacio A. Jose.  
Sound Inc. (div. of Empire Int'l), Leyba Bldg., 381 Dasmariñas St., Manila. Tel: 47-42-58. Pres.: Hubert S. Co.  
Super, 5J Basa St., Quezon City. Tel: 98-33-06. Mgr.: Sian Yok Cheng.

### PRINTERS & LITHOGRAPHERS PROMOTION & PUBLICITY

Mareco Inc., 131 Del Monte Ave., Quezon City. Tel: 60-19-52. Pres.: Luis P. Villar.

### RECORDING STUDIOS

Cinema-Audio Rec'g Studios, PO Box 1381, Manila; 814 Torres St., Mandaluyong, Rizal. Tel: 7-47-14. Pres. & Gen. Mgr.: Jose Mari C. Gonzalez.  
Mareco Inc., 131 Del Monte Ave., Quezon City. Tel: 60-19-52. Pres.: Luis P. Villar.  
Sonic Inds. Co., Republic Super Market Bldg., Suite 205-206, Rizal Ave., Manila. Tel: 48-38-57. Gen. Mgr.: Perfecto Tan; Prod'n Mgr.: Ignacio A. Jose.

### SHIPPING SERVICES

Mareco Inc., 131 Del Monte Ave., Quezon City. Tel: 60-19-52. Pres.: Luis P. Villar.

### TAPE CUSTOM DUPLICATORS

Mareco Inc., 131 Del Monte Ave., Quezon City. Tel: 60-19-52. Pres.: Luis P. Villar.  
Sonic Inds. Co., Republic Super Market Bldg., Suite 205-206, Rizal Ave., Manila. Tel: 48-38-57. Gen. Mgr.: Perfecto Tan; Prod'n & Sales Mgr.: Ignacio A. Jose.

### supplies

#### JACKET MANUFACTURER LABEL MANUFACTURER SLEEVE MANUFACTURER

Mareco Inc., 131 Del Monte Ave., Quezon City. Tel: 60-19-52. Pres.: Luis P. Villar.

## POLAND

#### RECORDS:

Records sold domestically: LPs 1969—2,671,000 units, \$8,093,130; 1968—2,178,000 units, \$6,670,040. EPs 1969—840,000 units, \$1,050,000; 1968—1,528,300 units, \$1,910,375. Singles 1969—1,105,000 units, \$685,000; 1968—530,000 units, \$328,000.

Records manufactured for domestic & export sale: LPs 1969—3,893,000 units, \$11,795,790; 1968—3,100,000 units, \$9,393,000. EPs 1969—973,000 units, \$1,216,250; 1968—1,370,000 units, \$1,712,500. Singles 1969—1,355,000 units, \$840,100; 1968—530,000 units, \$328,000.

Records imported from countries other than USA (factory value): 1969—314,000 units, \$377,000; 1968—313,000 units, \$376,000.

Records exported to USA: 1969—33,892 units, \$30,645; 1968—39,587 units, \$36,248.

Records exported to countries other than USA (factory value): 1969—\$973,000; 1968—\$729,000.

Average retail price per record: LPs—\$3.03; EPs—\$1.25; singles—\$0.62.

Stereo sales: 1% of total.

Type of distribution: Manufacturer-to-wholesaler-to-retailer.

Type of promotion: Radio & TV promotion and musical postcards issued by small private manufacturers. Fan corners in many leading magazines and newspapers stimulate record sales.

IMPORT/EXPORT REGULATIONS: Import duty; contact with manufacturers and publishers through Ars Polona.

### record manufacturer

Muza, see Polskie Nagrania.  
P P Polskie Nagrania, Długa 5, Warsaw. Tel: 31-32-31. Gen. Mgr.: Paweł Kruk; Sales Mgr.: Franciszek Pukacki.  
Labels: Muza, Pronit, Veriton.  
Int'l rep.: Through Ars Polona, see Importer/Exporter section.  
Pronit, see Polskie Nagrania.  
Veriton, see Polskie Nagrania.

### music publishers

Polskie Wydawnictwo Muzyczne (PWM-Ed.), Al. Krasynskiego 11a, Cracow. Tel: 252-10. Dir. & Gen. Mgr.: Mieczyslaw Tomaszewski.  
Int'l rep.: Through Ars Polona, see Importer/Exporter section.  
Synkopa WAiF (Wydawnictwa Artystyczne i Filmowe), Puławska 61, Warsaw. Tel: 44-40-31. Gen. Mgr.: Jerzy Wittlin; Editor: Jerzy Jasienski.

### importer/exporter

Ars Polona, Krakowskie Przedmieście 7, Warsaw. Tel: 26-12-01. Dir.: Benedykt Polak; Rec. Dept. Mgrs.: Edmund Ronowicz, Bohdan Gierlicki.

### services & supplies

#### ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Agencja Autorska Spzoo (Author's Agency), Hipoteczna 2, Warsaw. Tel: 27-83-96. Gen. Mgr.: Michał Rusinek; Music Dept. Mgr.: Michał Ochrowicz.  
Conseil Polonais de la Musique (Polish section of the Conseil Int'l de la Musique), Krucza 24/26, Warsaw.  
Jeunesses Musicales of Poland, Chief Council, Castle of Ostrogski, Okólnik 1, Warsaw. VP: Anna Kociecka.  
Polish Jazz Association, c/o the Concert Agency of PJF, 49 Nowogrodzka St., Warsaw 81. Tel: 21-94-51, 21-77-58. Cable: POLJAZZ. Pres.: Jan Byrczek.  
Stowarzyszenie Polskich Artystow Lutników (Association of Polish Violin Makers), Krakowskie Przedmieście 16/18, Warsaw 1. Tel: 26-71-52. Pres.: Dr. Włodzimierz Kaminski; Gen. Sec'y: Antoni Karolkowski.  
Membership: Manufacturers of violins, violas, cellos, double-basses, ancient stringed instruments.  
Stowarzyszenie Polskich Artystow Muzykow (SPAM) (Association of Polish Musicians), Krucza 24/26, Warsaw.  
Towarzystwo im. Fryderyka Chopina (TIFC—Chopin Society), Okólnik 1, Warsaw. Pres.: Prof. Kazimierz Sikorski; Gen. Dir.: Wiktor Weinbaum.  
Warszawskie Towarzystwo Muzyczne (Warsaw Music Society) Podwale 23, Warsaw.  
Henryk Wieniawski Society, ul. Wodna 27, Poznan. Tel: 526-42. Gen. Mgr.: Edmund Grabkowski.  
Zaiks (Society of Authors), Hipoteczna 2, Warsaw. Tel: 27-60-61. Pres.: T. W. Maklakiewicz; Gen. Mgr.: Witold Kolodziejski.  
Zakr (Authors & Pop Music Composers), Hipoteczna 2, Warsaw. Tel: 27-60-01. Pres.: Marek Sart.  
Związek Kompozytorow Polskich (Union of Polish Composers), Rynek Starego Miasta 27, Warsaw.

#### DESIGN & ARTWORK LABEL MANUFACTURER PLATING, PROCESSING & PRESSING PLANT, PROMOTION & PUBLICITY RECORDING STUDIO

P P Polskie Nagrania, Długa 5, Warsaw. Tel: 31-32-31. Gen. Mgr.: Paweł Kruk; Sales Mgr.: Franciszek Pukacki.

## PORTUGAL

#### RECORDS:

Records sold domestically: LPs 1969—279,000 units, \$1,455,000; 1968—121,000 units, \$860,000. EPs 1969—1,250,000 units, \$2,700,000; 1968—1,200,000 units, \$2,580,000. Singles 1969—908,000 units, \$1,240,000; 1968—610,000 units, \$860,000.

Records manufactured for domestic & export sale: LPs 1969—148,000 units, \$770,000; 1968—72,500 units, \$520,000. EPs 1969—666,000 units, \$1,428,000; 1968—726,300 units, \$1,560,000. Singles 1969—484,000 units, \$657,000; 1968—364,200 units, \$520,000.

Records imported from USA (factory value): 1969—9,330 units, \$15,000; 1968—8,630 units, \$11,100.

Records imported from countries other than USA (factory value): 1969—932,000 units, \$1,496,000; 1968—713,450 units, \$1,014,000.

Records exported to USA (factory value): 1969—4,660 units, \$7,500; 1968—3,980 units, \$5,340.

Records exported to countries other than USA (factory value): 1969—6,810 units, \$8,580; 1968—4,660 units, \$7,500.

Average retail price per record: LPs—\$4.50-\$9.10; EPs—\$2.15; singles—\$1.25-\$1.40.

Stereo sales: 15% of total sales.

Record club sales: 2% of total sales.

Discounting: None.

Type of distribution: Importer- or manufacturer-to-retailer.

Type of promotion: Eighty per cent via radio; 15% via TV; 5% via trade magazines.

Jukeboxes: 2,000.

IMPORT/EXPORT REGULATIONS: Free port.

TAPE:

Market: The Philips musicassette accounts for approximately 75 per cent of the industry; the remaining 25 per cent is 8-track cartridges which are imported. There is no market for cartridge 4-track or open reel. About 20,000 cassette and 10,000 cartridge 8-track playback units are in use. These are all imported.

Pre-recorded tape manufactured for domestic & export sale: Cassette 1968—25,000 units, \$192,000.

Pre-recorded tape imported from USA: 1968—8,500 units, \$79,000.

Pre-recorded tape imported from countries other than USA: 1968—13,500 units, \$108,000.

Pre-recorded tape exported to USA: 1968—2,500 units, \$19,200.

Pre-recorded tape exported to countries other than USA: 1968—1,500 units, \$11,510.

Average retail price per tape: Cartridge 8-track—\$10.71; cassette—\$7.70.

Rafael Revert

## ● record manufacturers/importers/exporters

Alvorada, see Radio Triunfo.

Alvorada Int'l, see Radio Triunfo.

Aquila, see Radio Triunfo.

Arlequin, see Belter.

Banda, see Procopé.

Belter Lda. (Discos), Rua Alegria 140, Porto. Tel: 25859. Pres.: A. Guedes de Figueiredo; Sales Mgr.: F. Gomes.

Branch: Lisbon, Av. Defensores Chaves 3. Tel: 59062.

Home office: Spain.

Labels: Belter, Arlequin, Saef.

Cassette: Belter.

Valentim de Carvalho Ci. SarL, Rua Nova do Almada 95-99, Lisbon 2. Tel: 367051. Pres.: Dr. Maria da Graca B. de Carvalho, Rui Valentim de Carvalho; Gen. Mgr.: Dr. Antonio dos Santos; Sales Mgr.: Victor Cunha.

Int'l branch: Angola, Caixa Postal 1199, Luanda. Tel: 81552. Cable: VATIM. Gen. Mgr.: Jose Nobre.

Int'l labels represented: Ace of Clubs, Ace of Diamonds, Ace of Hearts, Angel, Argo, Capitol, Columbia, Decca, Deram, HMV, Immediate, London, London Globe, Odeon, L'Oiseau Lyre, Parlophone, Pathe, Regal, Stateside, Tamla Motown. Int'l reps.: UK (Decca, EMI).

Castro, Paz & Ca. Lda., Rua Julio Dinis 945, Porto. Tel: 65932. Gen. Mgr.: Jose Augusto Ramos Paz; A&R Mgr.: Eduardo Nunes; Sales & Mktg.: Jose Humberto Braga.

Label: Clave.

Int'l labels represented: Ades (France), Archiv (Germany), Buddah (USA), DGG (Germany), Heliodor (Germany), Kama Sutra (USA), MGM (USA), Polydor (France, Germany, UK), Verve (Germany).

Clave, see Castro, Paz & Ca.

Discos Estudio, Rua Castiño 61, Lisbon. Tel: 533570. Dir.: Emilio Mateus; Artistic Dir.: Ruy Castelar. Int'l label represented: Monitor (USA).

F F, see RR.

Mafra, see Radio Triunfo.

Melodia, see Radio Triunfo.

Movieplay, see Procopé.

Oreves, Rua da Madalena 237, Lisbon 2. Tel: 30149. (Importer).

Labels: Everest, Vox.

Orfeu, see Arnaldo Trindade.

P S S T, see Procopé.

Philips Portuguesa SarL, Philips Bldg., Av. Eng. Duarte Pacheco 6, Lisbon. Tel: 683121. Gen. Mgr.: J. J. van de Panne; Music Dept. Mgr.: Antonio M. Coelho Ribeiro.

Tape: Cassette.

Int'l labels represented: Ades, Archiv, Buddah, Colossus, Curtom, Deutsche Grammophon, ESP-Disk, Elenco, Fantasia, Festa, Fontana, Forma, Heliodor, Héritage, Intrepid, Island, Kama Sutra, Karussel, King, MGM, Lansdowne, Mercury, Norrie Paramor, Pavilion, Pergola, Philips, Polydor, Ricordi, Riverside, Skye, Tetragrammaton, Tip, Triumph, Trojan, Upsetter, Verve, Verve/Forecast.

Procopé SarL, Rua Andrade Corvo 27, Lisbon. Tel: 562251. Pres.: Thomaz Ferreira Pinto Basto; Gen. Mgr.: Carlos Perez Alvaro; A&R Dir.: Rui Ressurreicao; Pub. & Promo. Dir.: Antonio Rolo Duarte.

Branch: Porto, Rua Sa. da Bandeira 651. Tel: (02) 36639, 33915. Mgr.: Carlos Maia Pinto. Labels: (Owned) Banda, PSST; (distributed) Movieplay.

Cartridge 8-track & cassette: (Represented) Barclay (France), Decca (USA), Movieplay (Spain), Riviera (France).

Int'l labels represented: Accion (Spain), Alshire (USA), BT Puppy (USA), BYG (France), Barclay (France), Beacon (UK), Brunswick (USA), Budget Sound (USA), Calla (USA), La Compagnie (France), Coral (USA), Decca (USA), Folkways (USA), Four Corners of the World (USA), Jubilee (USA), Kapp (USA), MCA (UK, USA), MN (France), Monument (USA), Movieplay (Spain), Page One

(UK), Rising Sons (USA), Riviera (France), Somerset (USA), Sound Stage 7 (USA), Stax (USA), Toast (USA), Transatlantic (UK), Vocalion (USA), Volt (USA).

R C A, see Telectra.

R R, Calzada de Quintinha 2, Lisbon. Dir.: Francisco Nicholson; Exec.: Armando Cortes.

Labels: RR (distributed by Arnaldo Trindade), FF.

Radio Triunfo Lda., Praca do Municipio 309, Porto. Tel: 21445, 33624. Pres.: Rogerio de Seixas Costa Leal; Int'l A&R: Daniel Sousa; Sales & Mktg.: Alberto Eiras; Pub. & Promo.: Carlos Lacerda.

Branch: Lisbon, Rua do Carmo 23. Tel: 34708. Mgr.: Carlos Parga.

Labels: (Owned) Alvorada, Alvorada Int'l, Aquila, Melodia; (distributed) Mafra.

Tape: Cassette.

Int'l labels represented: A&M (USA), Abbott (USA), Amadeo (Austria), Ambassador (USA), Artone (Netherlands), Arco (USA), Atlantic (USA), Blue Horizon (UK), Buena Vista (USA), CBS (USA), CGD (Italy), Carisch (Italy), Caytronics (USA), Chantecler (Brazil), Command (USA), Continental (Brazil), Copacabana (Brazil), Crestview (USA), Date (USA), Disneyland (USA), Epic (USA), Erato (France), Elektra (USA), Fantasy (USA), Festival (France), Fillmore (USA), Gamma (Mexico), Gazette (USA), Hispavox (Spain), Jolly (Italy), Kinetic (USA), Liberty (USA), Metromedia (USA), Milestone (USA), Musicor (USA), Ode (USA), Peerless (Mexico), Penny Farthing (UK), Plexium (UK), Project 3 (USA), Stella (Italy), Style (Italy), 20th Century-Fox (USA), United Artists (USA), Vanguard (USA), Venevox (Venezuela).

Int'l reps.: Brazil (Continental), France (Festival), Mexico (Gamma), South Africa (Gallo, Teal), Spain (Hispavox), Venezuela (Venevox).

Rapsodia (Discos), Morais Soares 41A, Lisbon. Tel: 838594. Mgr.: Mr. Ataide.

Saef, see Belter.

Tagus, see Tecla.

Tecla Sociedade Comercial de Discos Lda., Rua Eca de Queiros 20, Lisbon. Tel: 560405. Pres.: Jorge Costa Pinto; Gen. Mgr.: Domingos Costa Pinto; Sales Mgr.: Maria de Fatima.

Labels: Tecla, Tagus.

Cartridge 8-track & cassette: (Owned) Tecla; (represented) Ariston, Pickwick, Vedette.

Int'l labels represented: Alfa (Brazil), Ariston (Italy), Bentler (Italy), Carson (France), Ember (UK), GNP Crescendo (USA), Gemini (UK), Janus (USA), Kent (USA), Mag (Peru), Sintonia (Spain), Tizoc (Mexico), Vedette (Italy), W&G (Australia). Int'l reps.: Australia (W&G); Belgium, Denmark, France, Germany, Italy, Luxembourg, Netherlands, Norway, Sweden, Switzerland (all Barclay); Spain (Sintonia), Venezuela (El Palacio de la Musica).

Telectra Empresa Tecnica de Equipamentos Electronicos SarL, Rua Rodrigo da Fonseca 103, Lisbon 1. Tel: 686072. Pres.: A. Vaz Pinto; VP & Gen. Mgr.: F. Vaz Pinto; Ass't Dir.: F. Serrano; Sales Mgr.: J. Varatojo da Silva. Int'l branch: Angola, Rua Barbosa Rodrigues 42, Luanda. Tel: 22891. Mgr.: F. Paixao.

Labels: Telectra, RCA.

Cartridge 8-track & cassette: (Represented) RCA, Flair 30.

Int'l labels represented: All RCA labels. Int'l rep.: USA (Sam Fox).

Arnaldo Trindade & Ca. Lda., PO Box 139, Rua de Santa Catarina 117, Porto. Tel: 21232. Pres.: Arnaldo Trindade, Manuel Albuquerque; Gen. Mgr.: Fernando Pereira; Sales Mgr.: Adalberto Pinheiro.

Labels: (Owned) Orfeu; (distributed) RR.

Int'l labels represented: Disc'AZ (France), Major Minor (UK), Negram (Netherlands), Pye (UK), Reprise (USA), Vogue (France), Warner Bros. (USA).

Int'l reps.: France (Vogue, PIP), Netherlands (Bosheck), South Africa (Gallo), USA (Penco), Venezuela (Palacio de la Musica).

Zip, see Zip-Zip.

Zip-Zip Organizacoes-Publicidade Lda., Av. Fontes Pereira de Melo 30, Lisbon. Tel: 539753, 533692, 54418. Pres. & Gen. Mgr.: Carlos Cruz; A&R Mgr.: Thilo Krasmann; Sales Mgr.: Galvao Sequeira; Promo.: Joao Gois; PR Mgr.: Nuno Santos.

Int'l branches: Angola, England.

Label: Zip.

Int'l labels represented: Clan (Italy); Crewe, Generation, Maxwell (all USA).

Int'l reps.: Brazil (Companhia Brasileira de Discos), France (Bagatelle), Italy (PDU), Switzerland (PDU).

## ● music publishers

Belter (Ed.), Rua Alegria 140, Porto. Tel: 25859. Pres.: A. Guedes de Figueiredo.

Branch: Lisbon, Av. Defensores Chaves 3. Tel: 59062.

Home office: Spain.

Valentim de Carvalho Ci. SarL, Rua Nova do Almada 95-99, Lisbon. Tel: 367051. Pres.: Dr. Maria da Graca B. de Carvalho, Rui Valentim de Carvalho; Gen. Mgr.: Dr. Antonio dos Santos.

Int'l branch: Angola, Caixa Postal 1199, Luanda. Tel: 81552. Cable: VATIM. Gen. Mgr.: Jose Nobre.

Costa Pinto (Ed. Musicais) (SECTP), Rua Eca de Queiros 20, Lisbon. Tel: 560405. Pres.: Jorge Costa Pinto; Gen. Mgr.: Rocha Oliveira.

Triunfo (Ed. Musicais), Praca do Municipio 309, Porto. Tel: 21445, 33624. Pres.: Rogerio de Seixas Costa Leal.

Zip-Musica (SECTP), Av. Fontes Pereira de Melo 30, Lisbon. Tel: 539753, 533692, 54418. Pres. & Gen. Mgr.: Carlos Cruz; Publ'g Mgr.: Dr. Magalhaes Pereira.

## ● services

### DESIGN & ARTWORK

Valentim de Carvalho Ci. SarL, Rua Nova do Almada 95-99, Lisbon. Tel: 367051. Pres.: Dr. Maria da Graca B. de Carvalho, Rui Valentim de Carvalho; Gen. Mgr.: Dr. Antonio dos Santos; Sales Mgr.: Victor Cunha.

### LICENSING ORGANIZATION, MUSIC

S E C T P (Sociedade de Escritores e Compositores Teatrais Portugueses), Av. Duque de Loule 111, Lisbon.

### LICENSORS, TAPE & RECORD

Telectra, Rua Rodrigo da Fonseca 103, Lisbon 1. Tel: 686072. Ass't Dir.: F. Serrano.

Zip-Zip Organizacoes-Publicidade Lda., Av. Fontes Pereira de Melo 30, Lisbon. Tel: 539753, 533692, 54418. Pres. & Gen. Mgr.: Carlos Cruz; Sales Mgr.: Galvao Sequeira.

### PLATING & PROCESSING PLANT

Valentim de Carvalho Ci. SarL, Rua Nova do Almada 95-99, Lisbon. Tel: 367051. Pres.: Dr. Maria da Graca B. de Carvalho, Rui Valentim de Carvalho; Gen. Mgr.: Dr. Antonio dos Santos; Sales Mgr.: Victor Cunha.

### PRESSING PLANTS

Valentim de Carvalho Ci. SarL, Rua Nova do Almada 95-99, Lisbon. Tel: 367051. Pres.: Dr. Maria da Graca B. de Carvalho, Rui Valentim de Carvalho; Gen. Mgr.: Dr. Antonio dos Santos; Sales Mgr.: Victor Cunha.

Fabrica Portuguesa de Discos, 23/5 Carmo, Lisbon. Tel: 327683, 34708.

### PRINTER & LITHOGRAPHER

Valentim de Carvalho Ci. SarL, Rua Nova do Almada 95-99, Lisbon. Tel: 367051. Pres.: Dr. Maria da Graca B. de Carvalho, Rui Valentim de Carvalho; Gen. Mgr.: Dr. Antonio dos Santos; Sales Mgr.: Victor Cunha.

### PROMOTION & PUBLICITY

Valentim de Carvalho Ci. SarL, Rua Nova do Almada 95-99, Lisbon. Tel: 367051. Pres.: Dr. Maria da Graca B. de Carvalho, Rui Valentim de Carvalho; Gen. Mgr.: Dr. Antonio dos Santos; Sales Mgr.: Victor Cunha.

Zip-Zip Organizacoes-Publicidade Lda., Av. Fontes Pereira de Melo 30, Lisbon. Tel: 539753, 533692, 54418. Pres. & Gen. Mgr.: Carlos Cruz; Sales Mgr.: Galvao Sequeira.

### RECORDING STUDIOS

Estudios Valentim de Carvalho Ci. SarL, Estrada Porto Salvo, Paco d'Arcos. Tel: 2432195/3398. Studio Mgr.: J. Belchoir Viegas; Chief Eng.: Hugo Ribiero.

Nacional Filmes Lda., Calçada de Sant'Ana 195, Lisbon.

Alberto Nunes, Rua Nova da Trindade 3, Lisbon.

Polysom SarL, Rua de Campolide 103, Lisbon. Tel: 681866.

### SHIPPING SERVICE

Valentim de Carvalho Ci. SarL, Rua Nova do Almada 95-99, Lisbon. Tel: 367051. Pres.: Dr. Maria da Graca B. de Carvalho, Rui Valentim de Carvalho; Gen. Mgr.: Dr. Antonio dos Santos; Sales Mgr.: Victor Cunha.

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Compliments of

Kelvinator Sales  
of Puerto Rico, Inc.

RIO PIEDRAS SANTURCE PONCE MAYAGUEZ

**RCA**

Records Distributors

Kelvinator Sales of P. R., Inc.  
P. O. Box BG, Rio Piedras,  
Puerto Rico 00928

# PUERTO RICO

### RECORDS:

Records sold domestically: LPs 1969—\$2,187,500; 1968—\$2,983,750.

Records imported from USA (factory value): 1969—\$1,331,619; 1968—\$2,104,707.

Records imported from countries other than USA (factory value): 1969—\$68,004; 1968—\$56,844.

Records exported to Virgin Islands (factory value): 1969—\$89,102; 1968—\$161,502.

Records exported to countries other than USA (factory value): 1969—\$22,496; 1968—\$42,171.

Average retail price per record: LPs—\$2.98; singles—\$0.85-\$1.

Stereo sales: 50% of total.

Discounting: Frequent and on the increase.

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. A notable change has taken place in the past year with the concentration of six of the leading wholesalers/distributors of records and allied products on Cerra Street in Santurce (Puerto Rico's Record Row). Many out-of-town dealers that used to rely on the mobile-jobbers for their needs now come to Cerra Street and in one day can visit and choose from six different suppliers.

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. There has also been a notable increase in the number of discotheques.

Jukeboxes: 12,000.

### TAPE:

Market: There is no manufacturing of tape products in Puerto Rico, most product is imported from New York and Hialeah, Fla. As statistical figures on these importations are furnished by the US Department of Commerce and are consolidated under the same classification as phonograph records, no exact figures are available. The demand is for about 85% Latin music and artists and 15% for all other.

Average retail price per tape: Cartridge 8-track—\$6.95-\$7.95; cassette—\$5.95-\$6.95; open reel—\$7.95 & up.

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 rate that applies 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.

Antonio Contreras.

## ● record manufacturers

### LOCAL PRODUCERS

Note: These producers press their records locally or in New York or Miami.

A & C, Allied Wholesale Co., PO Box 512, Catano 00632. Tel: 788-1912.

Branch: San Juan, 610 Cerra St., Santurce 00907. Tel: 722-3866, 725-9255.

Aquarius, see Hit Parade.

Batey, see Kubaney-Batey.

Belter, see Kubaney-Batey.

Borinquen, Producciones Discos Borinquen, PO Box 4785, San Juan 00936. Tel: 764-3960. Pres.: Dario Gonzalez. (SEE ADVERTISEMENT)

Branches: Dominican Republic, USA.

Colorama of Puerto Rico, see Alfred D. Herger.

Cotique Dists., 234 Eleanor Roosevelt Ave., Hato Rey 00918. Tel: 766-4120. Mgr.: Franklin Hernandez.

D N D, 606 Cerra St., Santurce 00907. Tel: 724-4964.

Fragoso, PO Box 2774, San Juan. Tel: 723-0505. Pres.: Lino Fragoso.

Label: Fragoso.

Cartridge 8-track.

Guarani, see Island.

Alfred D. Herger Prod'ns, 502 Perseo St., Urb. Altamira, Rio Piedras 00920. Tel: 783-7037. Labels: Colorama of Puerto Rico, Musicolor.

Hit Parade, Cordero Ent's., PO Box 1282, Hato Rey 00918. Tel: 765-2545. Prod'r & Mgr.: Manny Pagan.

Labels: Hit Parade, Aquarius.

Inca, Sound Echo Corp., 4 Ochoa St., Hato Rey 00918.

Island Recs., PO Box 8607, Santurce 00908. Tel: 782-7772.

Labels: Guarani, Island, Rico Vox. Cartridge 8-track, cassette & open reel: Same as above.

Int'l labels represented: Atlantic (USA), Hispavox (Spain), Palacio (Venezuela).

Jenny Dists., 210 Parque St., Rio Piedras 00925. Tel: 764-4155. Mgr.: A. L. Pizarro.

Label: Jenny.

Kubaney-Batey Dists., 403 San Jorge St., Santurce 00912. Tel: 725-0018. Mgr.: A. Olarriaga.

Home office: USA, South Eastern Rec. Co.

Branch: USA, Universal Rec'g Corp.

Labels: Kubaney, Batey, Belter. Cartridge 8-track & cassette: Kubaney, Belter, Vergara.

Mariel, 604 Cerra St., Santurce 00907. Tel: 725-7845.

Marvela, PO Box 2027, San Juan 00901. Tel: 722-5171. Pres.: Carlos Julia.

Musicolor, see Alfred D. Herger.

Neliz Rec. Dist., 624 Cerra St., Santurce 00907. Tel: 722-4407. Mgr.: Nelson Velazquez.

Label: Neliz. (SEE ADVERTISEMENT)

Otoao Recs. Co. Int'l Inc., B 3, No. 5, Urb. Miraflores, Bayamon. Tel: 769-1677. Pres.: L. Raul Bernard.

Home office: USA, New York, N.Y.

Patty, 610 Cerra St., Santurce 00907. Tel: 725-9255. (SEE ADVERTISEMENT)

Petty, PO Box 73, Bayamon 00619. Tel: 785-1557.

R C A, PO Box BG, Rio Piedras 00928. Tel: 765-1360. Pres.: Carlos Rom; Rec. Mgr.: Ignacio Mena.

Rico Vox, see Island.

## NEW YORK MANUFACTURERS FOR PUERTO RICAN SALE

Albany, 748 Flushing Ave., Brooklyn.

America, 151 E. 116 St.

Anasco, 175 E. 116 St.

Ansonia, 992 Columbus Ave.

Armada & Rodriguez, 446 W. 50 St.

Azeta, 109 Moore St., Brooklyn.

B M C, 12-08 37 Ave., Long Island City.

Beta, 599 Tenth Ave.

Borinquen, 446 W. 50 St.

Broadway Fonseca, 760 10 Ave.

Bronx, 1219 South Blvd., Bronx.

Caban, 172 Delancey St.

Canovar, 1467 Amsterdam Ave.

Casa Latina, 107 E. 110 St.

Casa Orta, 870 Jennings St., Bronx.

Casino, 135 W. 23 St.

Century, 2785 Broadway.

Cesta, 1139 Anderson Ave., Bronx.

Coamex, 216 Willis Ave., Bronx.

Colon, 614 E. 138 St., Bronx.

Coral, 1226 South Blvd., Bronx.

Darionex, 154 Smith St., Bronx.

Dial, 750 10 Ave.

Discos Tudor, 213 E. 117 St.

Discoteca Suaritos, 155 E. 116 St.

Distribuidora Nacional, 204 W. 96 St.

Distribuidora Ponce, 562 South Blvd., Bronx.

Dome Dist. Corp., 43-42 10 St., Long Island City.

Dorado, 250 W. 57 St.

Fania, 850 Seventh Ave.

Fonseca, 760 10 Ave.

Gema, 693 10 Ave.

Hopes, 429 W. 46 St.

Iglesias Dists., 689 10 Ave.

J A B, 535 E. 137 St., Bronx.

Jamaris, 534 Sutter Ave., Brooklyn.

Joba, 535 E. 137 St., Bronx.

Jose Chao, 643 10 Ave.

King Karol, 444 W. 42 St.

La Cumbre, 39 Clinton St.

La Flor, 700 10 Ave.

La Sultana, 147 E. 116 St.

Liberty Dist., B-15 37 Ave., Long Island City.

M R J, 636 10 Ave.

Magda, 950 E. 163 St., Bronx.

Marvela, 175 E. 116 St.

Mary Lou, 900 Prospect Ave., Bronx.

Maseda, 442 E. 149 St., Bronx.

Mayra, 1060 Sheridan Ave., Bronx.

Mercado de Discos, 660 10 Ave.

Met Richmond, 1637 Utica Ave., Brooklyn.

Miramar, 174 Orchard St.

Waldo Moretti, 643 10 Ave.

Musart Musical Recs., 502 W. 51 St.

Musical Recs., 642 10 Ave.

Musicolor 240 W. 55 St.

Myko, 237 Columbia St., Brooklyn.

Oasis, 275 Second St., Brooklyn.

Otoao Recs. Co. Int'l Inc., 214 W. 96 St.

Palma, 439 W. 48 St.

Pancho Cristal, 643 10 Ave.

Parnaso, 275 S. Second St., Brooklyn.

Patty, 738 10 Ave.

Premier, 515 Sutter Ave., Brooklyn.

Record Shack, 2132 Second Ave.

Remo, 664 10 Ave.

Rico, 595 E. Tremont Ave., Bronx.

Rival, 151 E. 116 St.

Rivington, 106 Rivington St.

Roper Recs. Inc., 48-16 43 Ave., Long Island City.

Sol de Borinquen, 65 Graham Ave., Brooklyn.

Solfeo, 429 W. 46 St.

Soto, 972 E. 165 St., Bronx.

Spanish Music Center Recs., 39 W. 48 St.

Spanish World, 151 W. 14 St.

Spanoramix, 106 Rivington St.

Starbright, 39 Prospect Pl., Brooklyn.

Tangolandia, 136 Rivington St.  
Trinity Rec. Dist. Corp., 524 W. 43 St.  
Universal, 274 Wilson St., Brooklyn.  
Venus Audio Corp., 94 Nagle, Bronx.  
Vic Mar, 429 W. 48 St.

## FLORIDA MANUFACTURERS FOR PUERTO RICAN SALE

Antillas, PO Box 4072, Miami.

Continental, 1046 N. Miami Ave., Miami.

Gozalo, 273 NW 29 St., Miami.

La Flor, 530 W. 27 St., Hialeah.

Miami, 2819 NW 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.

Borimex, 2711 W. Division St., Chicago, Ill.

Borinquen, 121 76 St., North Bergen, N.J.

Chicago-Spanish, 2610 N. California Ave., Chicago, Ill.

Discorama, 1428 W. Chicago Ave., Chicago, Ill.

Fernandez, 4312 Taney Ave., Alexandria, Va.

Hispanorama, 2511 W. North Ave., Chicago, Ill.

M A M Recs., 2938 N. Fifth St., Philadelphia, Pa.

Vic Mar, 442 State St., Perth Amboy, N.J.

Pan American, 3751 W. 26 St., Chicago, Ill.

Spanish, 734 W. Lehigh Ave., Philadelphia, Pa.

Trinity Dist., 477 Park Ave., East Hartford, Conn.

Villanueva, 401 W. Girard Ave., Philadelphia, Pa.

## INDEPENDENT RECORD PRODUCER

Alfred D. Herger, 502 Perseo St., Urb. Altamira, Rio Piedras 00920. Tel: 783-7037.

Label credits: Hit Parade, Rico Vox, Dorado, Triunfo.

## ● music publisher

Peer Int'l Corp of Puerto Rico, Edif. Banco de Ponce, Ponce de Leon Ave. 1250, Of. 705, Santurce. Tel: 725-2380. Cable: SOUTHMUSIC. Mgr.: Angel I. Fonfrías.

Home office: USA, Southern.

## ● record & tape wholesalers

### DISTRIBUTORS, RACK JOBBERS, ONE-STOPS & IMPORTERS/EXPORTERS

Note: In Puerto Rico, due to accessibility to mainland suppliers, so-called wholesalers are also distributors, rack jobbers, one stops, importers, and in many cases, retailers.

Allied Whsle. Co. of Puerto Rico Inc., PO Box 512, Catano 00632. Tel: 788-1912. Cable: AWCO.

Pres.: Charles Tarrab; VP: Alberto Diricie.

Branch: San Juan, 610 Cerra St., Santurce 00907. Tel: 722-3866, 725-9255.

Labels: Fania, Parnaso and many budget lines.

Note: They are wholesalers and rack operators with one of the largest record tape stocks in Puerto Rico. They operate a fleet of trucks that cover the Island.

Bono Rack Jobbers Inc., PO Box 8R, San Juan 00936. Tel: 783-0660. Pres.: Guillermo Gonzales.

Casa Aponte, 628 Cerra St., Santurce 00907. Tel: 724-7790. Pres.: Pablo Aponte.

Labels: Hit Parade (singles only) and other labels including many budget labels; also tape goods.

Casa Fragoso Inc., PO Box 2772, San Juan 00903. Tel: (809) 723-0505. Pres.: Lino Fragoso; VP: Daniel Garrido.

Labels represented: Fragoso and South American labels.

Cartridge 8-track: Fragoso.

Note: They do a large wholesale business and carry heavy stock of many labels. They also operate a retail store in San Juan.

Castillo Rack Serv. Inc., San Jose Ind'l Park, Rio Piedras.

Antonio Contreras, PO Box 6886, Loiza Sta., Santurce 00914.

Factory rep. for: Capitol, Dot, Viva.

Distribuidora Borinquena de Discos Inc., 616 Cerra St., Santurce 00907. Tel: 723-2552. Gen. Mgr.: Rodolfo Gonzalez. (SEE ADVERTISEMENT)

Note: They carry the largest stock of 45's in Puerto Rico, both Latin and Hot 100 items.

Distribuidora Electronic Dec. Inc., PO Box 3993, San Juan 00936. Tel: (809) 783-5818. Pres.: Jack Delaster; Sales Mgr.: Willey Rosell.

Home office USA, Dyn Assocs. Inc., 270 W. 22 St., Hialeah, Fla. 33010.

Tape: (Represented) Mercury.

Note: They are wholesale distributors of all kinds of pre-recorded tapes with special attention to Latin Music. They import tape playback equipment manufactured in Japan under their own label "Galaxy."

Distribuidora Nacional de Discos Inc., 606 Cerra St., Santurce 00907. Tel: (809) 724-4964. Pres.: Gilberto Gonzalez; VP: Pedro Oruna.

Labels represented: Liberty, Imperial, Dolton, World Pacific, Blue Note, Sunset.

**Tape:** They carry a large stock of 8-track cartridges, cassettes and open reel tapes of many labels.

**G M A Dist.** Inc., 71 Rodrigues Serra St., Santurce 00907. Tel: 725-4408. Pres.: Angel L. Mont. Home office: USA, 693 10 Ave., New York, N.Y. 10036. Tel: (212) JU 2-4943. Pres.: Guillermo Alvarez Guedes.

**Label:** Gema.  
**Cartridge 8-track & cassette:** Gema.  
**Galas Rec. Dist. Inc.,** PO Box 1272, San Juan 00936. Pres.: Ernesto Herger. Note: They operate record-tape concessions in local discount chain.

**Island Recs.,** 504 Sirio St., Urb. Altamira, Rio Piedras 00920. Pres.: Bernardo Herger. Labels: Caribe, Hispavox, Palacio, Rico Vox, Atlantic-Atco.

Note: They carry a large stock of all pre-recorded tapes and operate record-tape concessions in two of the leading department stores in the San Juan area.

**Kelvinator Sales of Puerto Rico Inc.,** PO Box BG, Rio Piedras 00928. Tel: (809) 765-1360. Pres.: Carlos Rom; Rec. & Tape Mgr.: Ignacio Mena. Labels: RCA, Disneyland, Vista.

**Cartridge 8-track:** RCA. (SEE ADVERTISEMENT) Note: They operate several appliance stores that also carry records and tapes.

**Lozano Dist.,** PO Box 7826, Santurce 00916. Tel: 791-1868.

**Distributes:** All labels.  
**Mariel Dist.,** 604 Cerra St., Santurce 00907. Tel: 725-7845. Pres.: L. Mojena.

Labels: Mariel, Falcon, Mary Lou, all other labels.  
**Martinez Vela Inc.,** PO Box 2027, San Juan 00903. Tel: 722-5171. Cable: MARVELA. Pres.: Felix V. Rodriguez.

Labels: United Artists, Warner Bros., Reprise, Mercury-Philips, Sonus (Venezuela), Marvela. Note: They carry a large stock of all tape goods. They do little wholesaling but operate record-tape departments in local discount chains that move a lot of merchandise.

**Musical Recs. & Tapes,** PO Box 3353, San Juan 00936. Tel: 765-5301. Mgr.: Emilio Jorge. Home office: USA, Hialeah, Fla.

**Branch:** Hato Rey, Tous Soto No. 266, Urb. Baldrich. Zip: 00928. Tel: (809) 765-5301. Mgr.: Emilio Jorge. Labels: Musart, Discuba, Musidisc, Nilser, Peerless, Eco, Rex.

**Cartridge 8-track & cassette:** Musart, Discuba, Musidisc, Nilser, Peerless.

**Jesus Rabell Co.,** 1501 Mirsonia, Santurce 00911. Tel: 723-1993. Pres.: Jesus Rabell.

**Solfego Dist.,** Bonaparte St. C 10, Urb. Vila Contesa, Rio Piedras 00918. Tel: 785-7109. Mgr.: Ismael Lopez.

**Branch:** USA, New York, N.Y. Labels: Hopes, Starbright.

**Trans American Dist.,** PO Box 73, Bayamon 00619. Tel: 785-9025.

Labels: Javier, Petty, Davila, Tari.  
**Ultra Dist.,** 710 Europa St., Santurce 00909. Tel: 725-1140. Mgr.: Freddy Garcia.

Labels: Montilla, 4 Points.  
**United Dist.,** PO Box 228, Hato Rey 00919. Tel: 761-2360. Pres.: Alberci Girod.

**Distributes:** All labels & tape goods.  
**Velvet Dist.,** 558 Maximo Gomez St., Urb. Baldrich, Hato Rey 00918. Tel: 766-7137. Mgr.: Roberto Page.

Home office: USA, Hialeah, Fla. Label: Velvet.  
**Cartridge 8-track:** Velvet.

**services**  
**ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS**  
Federation of Musicians, Local 468, 255 Canal St., Santurce 00907.  
Music Assocs., 1705 Loiza St., Santurce 00911.  
Puerto Rico Artists & Technicians Ass'n (APATE), 651 Ponce de Leon Ave., Santurce 00907. Pres.: David Ortiz.

**LICENSING ASSOCIATIONS, MUSIC**  
E M E Americana Inc., PO Box 512, Catano 00632.  
Peer Int'l, PO Box 10192, Santurce.  
S P A C E M (ASCAP), 1105 Ponce de Leon Ave., Santurce.

**PRESSING PLANTS**  
**Puerto Rico Recs. Inc.,** PO Box 2027, San Juan 00903. Tel: 724-1742. Cable: MARVELA. Pres.: Felix V. Rodriguez.  
**Rio Piedras Rec. Mfg. Inc.,** PO Box 4785, San Juan 00936. Tel: 764-3960. Pres.: Dario Gonzales.

Note: This plant offers a complete record manufacturing unit including the making of stampers & jackets.  
**San Juan Recs. Inc.,** PO Box 2027, San Juan. Tel: 724-0333. Cable: MARVELA. Pres.: Felix V. Rodriguez.

**RECORDING STUDIOS**  
**Echo Sound Rec'g Studio,** 4 Ochoa St., Hato Rey 00918. Tel: 765-4616. Pres. & Chief Eng.: Jorge Luis Pagan; Studio Mgr.: Rosa Y. Cordero.

**Billboard 1970-1971 International Music-Record Directory**

**Film & Dubbing Prod'ns Inc.** (div. of El Mundo Ent.), El Mundo Bldg., F. D. Roosevelt Ave., Hato Rey 00918. Tel: 764-3000. Chief Eng.: Erno Kisizivath.

**Mayoral Rec'g Studio,** 1 Chile St., Hato Rey 00917. Tel: 764-0321. Owners: Humberto Mayoral, Dario Gonzalez; Studio Mgr. & Chief Eng.: Humberto Mayoral.

**Ochoa Rec'g Studios Inc.,** PO Box 13396, Santurce 00908; Angel Buonomo 46, Urb. Tres Monjitas, Hato Rey 00918. Tel: 764-4440. Owner & Studio Mgr.: Antonio L. Ochoa; Chief Eng.: Antonio L. Ochoa, J. M. Bush.

**Trans Rec'g Studios,** 1506 Roosevelt Ave., Caparra Heights 00922. Tel: 783-3711. Owner: Jose Luis Martinez; Studio Mgr.: Doris Martinez LaCosta; Chief Eng.: Juan G. Blanco.

## SINGAPORE

**RECORDS:**  
**Imports from USA** (records, blanks, pre-recorded tape): 1969-\$394,156; 1968-\$323,677.

**Records exported to USA:** 1969-8,027 units, \$11,198; 1968-13,759 units, \$18,537.

**Average retail price per record:** LP's-\$4; EP's-\$1.20; singles-\$0.60.  
**Stereo sales:** 90% of total.  
**Record club sales:** 10% of total.

**Type of distribution:** Manufacturer-to-distributor-to-retailer and manufacturer-to-retailer. There is some rack jobbing, but it is primarily among book, musical instrument and department stores. One stopping is non-existent.

**Type of promotion:** Aggressive promotion by importers on radio and diffusion stations. Sponsored quiz and talent shows give away records. Variety shows, both stage and TV, help sustain imports, personal appearances by artists being the greatest draw.

**IMPORT/EXPORT REGULATIONS:** There is no tax on imports or exports. Imports intended for Malaysia are taxed 17% on arrival at any center in Malaysia, whether open or unopened in Singapore. Sally Chan

## record manufacturers/ importers/distributors

Angel, see EMI.  
**Borneo Co. (Singapore) Sdn. Bhd.,** Crosby House, Singapore 1. Tel: 79415.

**Int'l labels represented:** Angel (India), Capitol (USA), Columbia (UK, USA), EMI (UK), Pathe (France, Hong Kong), Parlophone (UK).

**Capitol,** see EMI.  
**Chiang Huat Co. (Pte.) Ltd.,** 195 Outram Park, Singapore. Tel: 74144, 97721. Gen. Mgr.: T. T. Quek.

Labels: (Owned) Cogent, Echo; (distributed) Funhung, Happy, Life, Panda, Polar Bear.

**Int'l labels represented:** Ariola-Eurodisc (Germany), Atlantic (Australia, USA), CBS (USA, Australia), Capitol (Southeast Asia, UK, USA), DGG (Germany), EMI (Southeast Asia, UK), Liberty (Germany, UK, USA), Philips (Netherlands, UK), Pye (UK), Telefunken (Germany), Warner Bros. (USA, Australia).

**Cogent,** see Chiang Huat.  
**Columbia,** see EMI.  
**Cosdel (Singapore) Pte. Ltd.,** 50 E/F/K Armenian St., Singapore 6. Tel: 361684, 35047, 30480. Pres.: Kenneth L. Cole; Mng. Dir.: S. P. Sim; A&R Mgr.: Bernard Solosa.

**Home office:** Japan.  
**Int'l branches:** Hong Kong, Malaysia.

Labels: (Owned) Cosdel; (distributed) RTS Ent's. **Int'l labels represented:** Atlantic/Atco (Australia, UK, USA), Chess/Checker/Cadet (USA), Dot (Australia, USA), Durium (Australia, Italy), Elektra/Nonesuch (USA), Festival Group-including Carnaby, Island, Jad, Jewel, King, Penny Farthing, Project 3, Scepter, Spark, Spin, Stereo Dimension, The Total Sound, Wandy, White Whale (all Australia), Monument (Australia, USA), Motown/Tamla (Australia, UK, USA), Paramount/Steed (USA), Pye (UK), RCA (Australia, Germany, Italy, UK, USA), Ranwood (Australia, USA), Stax/Volt (Australia, USA), Warner Bros./Reprise (Australia, UK, USA).

**Cycle & Carriage Pte. Ltd.,** 41/3 Orchard Rd., Singapore 9. Tel: 39381.

**Int'l label represented:** Polydor (worldwide).  
**Decca Orient (Pte.) Ltd.,** E6 Macdonald House, Orchard, Singapore 9. Tel: 27071, 361197, 20437. Mng. Dir.: Dcrrick J. Coupland; Mng. Dir.: E. H. D'Netto, W. Bell; Regional Sales Mgr.: Madam Esther Lim; Sales Exec.: John Aw. Home office: UK.  
**Int'l branch:** Malaysia.

Label: Decca.  
**Int'l labels represented:** Ace of Clubs, Ace of Diamonds, Argo, Chapter One, Contemporary, Decca, Deram, Emerald, London, London Globe (all UK).

**Int'l reps.:** Ceylon (Lewis Brown), Hong Kong (Moutries), India (Gramophone), Japan (King), Korea (Eun Sung Trading), Macao (Universal Agencies), Pakistan (Gramophone), Philippines (Super), Republic of China (Linfair Eng'g & Trading), Thailand (Black & White, Ching Thai), Viet Nam (Georges Bonnet).

**E M I Recs. (SEA) Ltd.,** Macdonald House, Orchard Rd., Singapore 9. Tel: 32001. Mng. Dir.: K. F. Bruce; Sales Mgr.: H. T. Chua. Home office: UK.

**Int'l branches:** Hong Kong, Malaysia. Labels: Angel, Capitol, Columbia, HMV, Parlophone, Pathe, Regal. **Int'l labels represented:** ABC (USA), Bell (USA), Capitol (USA), Command (USA), Dunhill (USA), Major Minor (UK).

**Eagle,** see Teo Kwan.  
**Echo,** see Chiang Huat.  
**Fontana,** see Phonogram.

**Funhung,** see Chiang Huat.  
**H M V,** see EMI.  
**Happy,** see Chiang Huat.

**Hup Hup Ltd. (Music City),** 13-A Upper Circular Rd., Singapore 1. Tel: 30129.  
**Branch:** 232 Serangoon Rd., Singapore 8. Tel: 31873.

**Int'l branch:** Malaysia. Labels: (Owned) Life; (distributed) Cosdel. **Int'l labels represented:** CBS, Harmony, Kapp, Vocalion (all USA).

**E. S. Issac & Co. (Pte.) Ltd.,** 168-A Cecil St., Singapore 1. Tel: 78460, 78466.

**Int'l labels represented:** Accent, Angel, Columbia, Crescendo, Everest, HMV, Hi Fi, Parlophone, Telefunken, Vogue.

**Williams Jacks & Co. (Singapore) Sdn. Bhd.,** International Bldg., ground fl., Singapore 9. Tel: 371470.

Labels: (Distributed) Fontana, Mercury, Philips, Pop Sound, Vertien.

**Kwang Sia Rec. Co.,** 104 Hill St., Singapore 6. Tel: 32154, 34501. Owner: Ang Mia Yang; Gen. Mgr.: Ang Keng Mui; Sales Mgr.: Ang Keng How.

**Branches:** International Bldg., ground fl., Orchard Rd., Singapore 9-MG 17, 5th fl., Ming Court Hotel Shopping Arcade, Orchard Rd., Singapore 9.

Labels: (Owned) Star, Swan; (distributed) Fontana, Mercury, Philips, Pop Sound, Vertien. **Int'l labels represented:** A&M (USA), Apple (UK), Audio Fidelity (USA), Bell (USA), CBS (USA), Capitol (USA), Columbia (USA), DGG (Germany), Decca (USA), Dot (USA), Festival (Australia), London (USA), MGM (USA), Motown (USA), Philips (Netherlands), Polydor (worldwide), RCA (USA), Reprise (USA), Verve (USA), Vogue (France), Warner Bros. (USA).

**Life,** see Hup Hup & Chiang Huat.  
**Mercury,** see Phonogram.

**Panda,** see Chiang Huat.  
**Parlophone,** see EMI.

**Pathe,** see EMI.  
**Philips,** see Phonogram.

**Phonogram Far East (Pte.) Ltd.,** International Bldg., 8th fl., 360 Orchard Rd., Singapore 9. Tel: 372576, 372787, 372998. Mng. Dir.: Tony van Holten; Sales Mgr.: Reinier Garretsen.

Labels: Philips, Fontana, Mercury, Vertien, Pop Sound.

**Int'l labels represented:** A&M (USA), Archiv (Germany), Buddha (USA), DGG (Germany), Island (UK), Kama Suflra (USA), Karussell (Sweden), Heliodor (Germany), Limelight (USA), MGM (USA), Page One (UK), Polydor (Germany), Riverside (USA), Roulette (USA), Tip, Trojan (UK), Vanguard (USA), Verve (USA).

**Polar Bear,** see Chiang Huat.  
**Pop Sound,** see Phonogram.

**R T S Ent's. (Pte.) Ltd.,** PO Box 3002, Singapore. Tel: 50401. (Distributed by Cosdel). Label: RTS Ent's.

Note: This is a government owned company which is incorporated with the radio & tv stations of Singapore.

**Regal,** see EMI.  
**Star,** see Kwang Sia.

**Swan,** see Kwang Sia.  
**Teo Kwan Electric (Recs.) Co.,** 17 Dhoby Ghaut, Singapore 9. Tel: 360402, 28265. Mng. Dir.: Chan Teo Kwan.

Labels: (Owned) Eagle; (distributed) Cosdel, EMI.  
**Tribunal (Far East) Corp.,** 171-B Thomson Rd., Goldhill Shopping Centre, Singapore 11. Tel: 532154. Gen. Mgr.: C. K. Liew; Sales Mgr.: Philip M. Ariken.

Label: Tribune.  
**Tribune,** see Tribunal.  
**Vertien,** see Phonogram.

**Victory Recs.,** 487 N. Bridge Rd., Singapore 7. Tel: 23932. Label: (Distributed) Cosdel.

## independent record producers

**E M I Recs. (SEA) Ltd.,** Macdonald House, Orchard Rd., Singapore 9. Tel: 32001. Mng. Dir.: K. F. Bruce; Sales Mgr.: H. T. Chua. Label credit: Liberty.

**Kinetex Studios (Pte.) Ltd.,** 9 Wan Tho Ave., Singapore 13. Tel: 882321. Label credits: Cosdel, Decca.

**Phonographic Inds. Pte.,** Flatted Factories, 1st fl., 701 E. Commonwealth Dr., Singapore 3. Tel: 649457, 645012. Mng. Dir.: Tony van Holten. **Int'l branch:** Malaysia.

Label credits: Philips, Fontana, Mercury, Vertien, Pop Sound, RTS, Playboy, Liberty, Decca, White Crane.

*continued on page 368*

continued

● music publishers

Pathe Publ'n (Far East) Ltd., Macdonald House, Orchard Rd., Singapore 9. Tel: 32001. Mng. Dir.: K. F. Bruce; Sales Mgr.: H. T. Chua.  
 Int'l firms represented: Ardmore & Beechwood, Campbell-Connelly, Carlin, Donna, Feldman, Francis Day & Hunter, Noel Gay, Keith Prowse, Robbins (all UK).  
 Int'l rep: UK (Ardmore & Beechwood).

● services

DESIGN & ARTWORK

Cosdel (Singapore) Pte. Ltd., 50 E/F/K Atmenian St., Singapore 6. Tel: 361684, 35047, 30480. Pres.: Kenneth L. Cole; Mng. Dir.: S. P. Sim.  
 E M I Recs. (SEA) Ltd., Macdonald House, Orchard Rd., Singapore 9. Tel: 32001. Mng. Dir.: K. F. Bruce; Sales Mgr.: H. T. Chua.

DIRECT MAIL

Tribunal (Far East) Corp., 171-8 Thomson Rd., Goldhill Shopping Centre, Singapore 11. Tel: 532154. Gen. Mgr.: C. K. Liew; Sales Mgr.: Philip M. Ariken.

LICENSING ORGANIZATION, MUSIC

Cosdel (Singapore) Pte. Ltd., 50 E/F/K Atmenian St., Singapore 6. Tel: 361684, 35047, 30480. Pres.: Kenneth L. Cole; Mng. Dir.: S. P. Sim. (Mechanical & Performing Rights).

LICENSORS, TAPE & RECORD

Cosdel (Singapore) Pte. Ltd., 50 E/F/K Atmenian St., Singapore 6. Tel: 361684, 35047, 30480. Pres.: Kenneth L. Cole; Mng. Dir.: S. P. Sim.  
 E M I Recs. (SEA) Ltd., Macdonald House, Orchard Rd., Singapore 9. Tel: 32001. Mng. Dir.: K. F. Bruce.

PLATING, PROCESSING & PRESSING PLANTS

E M I Recs. (SEA) Ltd., Macdonald House, Orchard Rd., Singapore 9. Tel: 32001. Mng. Dir.: K. F. Bruce; Sales Mgr.: H. T. Chua.

PROMOTION & PUBLICITY

Cosdel (Singapore) Pte. Ltd., 50 E/F/K Atmenian St., Singapore 6. Tel: 361684, 35047, 30480. Pres.: Kenneth L. Cole; Mng. Dir.: S. P. Sim.  
 E M I Recs. (SEA) Ltd., Macdonald House, Orchard Rd., Singapore 9. Tel: 32001. Mng. Dir.: K. F. Bruce; Sales Mgr.: H. T. Chua.

RECORDING STUDIOS

E M I Recs. (SEA) Ltd., Macdonald House, Orchard Rd., Singapore 9. Tel: 32001. Mng. Dir.: K. F. Bruce; Sales Mgr.: H. T. Chua.  
 Kinetex, 9 Wan Tho Ave., Singapore 13. Tel: 882321, 882322.

TAPE CUSTOM DUPLICATOR

E M I Recs. (SEA) Ltd., Macdonald House, Orchard Rd., Singapore 9. Tel: 32001. Mng. Dir.: K. F. Bruce; Sales Mgr.: H. T. Chua.

● accessories & supplies

CATALOG SERVICES

Cosdel (Singapore) Pte. Ltd., 50 E/F/K Atmenian St., Singapore 6. Tel: 361684, 35047, 30480. Pres.: Kenneth L. Cole; Mng. Dir.: S. P. Sim.

CLEANERS, CLOTHS & BRUSHES

Phonogram Far East (Pte.) Ltd., International Bldg., 8th fl., 360 Orchard Rd., Singapore 9. Tel: 372576, 372787, 372998. Mng. Dir.: Tony van Holtzen; Sales Mgr.: Reinier Garretsen.

SOUTH AFRICA, REPUBLIC OF

RECORDS:

Records sold domestically: LPs 1969-2,768,838 units, \$16,474,585; 1968-2,471,892 units, \$14,363,829. EPs 1969-68,988 units, \$145,839; 1968-143,249 units, \$300,822. Singles 1969-(int'l) 2,788,696 units, \$3,513,756, (indigenous) 1,843,844 units, \$1,832,283; 1968-(int'l) 2,426,049 units, \$2,971,810, (indigenous) 1,661,048 units, \$1,569,690.

Records imported from USA (factory value): 1969-172,557 units, \$160,238; 1968-197,373 units, \$146,637.

Records imported from countries other than USA (factory value): 1969-344,846 units, \$330,491; 1968-128,005 units, \$135,821.

Average retail price per record: LPs-\$5.95; EPs-2.11; singles-(int'l) \$1.26, (indigenous) \$0.99. Stereo sales: 80% of total.

Record club sales: 11% of total.

Discounting: Frequent.

Type of distribution: Manufacturer-to-retailer system predominates. There is one major record club which handles most established labels. Reader's Digest and Time-Life continue to operate on a mail-order basis. Rack jobbing shows a further increase over last year. Resale price maintenance was abolished on July 1, 1969. The 1969 budget introduced a system of sales tax on virtually all products; the basic percentage rates varied through 5%-10%-20%, calculated on an Excise Department formula. In the case of records this sales tax was an increase on the previous Excise tax and necessitated a record price increase throughout the trade.

Type of promotion: Personal appearances by South African artists continue to increase, which has encouraged greater coverage of local artists' recording activities by newspapers and magazines. Extensive programming of pop records on radio.

Jukeboxes: 1,500.

TAPE:

Market: The 8-track cartridge and musicassette business has continued to increase by importation, thus attracting customs and sales duty which necessitate a retail price disproportionate to the corresponding disc price. Local manufacture of 8-track cartridges and musicassettes is now moving from the development stage to commercial production.

IMPORT/EXPORT REGULATIONS: Import permits are required for the import of records, cartridges, cassettes and most products. W. F. Fraser

● record manufacturers importers/distributors

Arm, see Teal.

B B, see Brigadiers.

Berg, see Teal.

Big Beat, see Meteor.

Blue Horizon, see Gramophone.

Bonus, see Teal.

Boom, see Meteor.

Brigadiers Music Co. (Pty.) Ltd., PO Box 8480, 102 Paarlshoop Rd., Homestead Park, Johannesburg. Tel: 35-1124. Cable: BRIGADIERS. Chm.: Albie Venter; Dirs.: Boet Pretorius, Henk Oosthuysen; Gen. Mgr.: Thys Botha; A&R: Andre Viljoen. (Distributed by Gallo).

Labels: BB, Brigadiers, Jabulani, Kayalami, Klank, Luistergenot, Molelo, Soubeat, Treffer.

Int'l labels represented: AD-Rhythm (UK), Melodia (USSR), Redifussion (UK).

Int'l reps.: UK (Decca), USA (London).

CTC Star, see Gallo.

Capitol, see EMI.

City Late, see Teal.

City Special, see Teal.

Columbia, see EMI.

Continental, see Gallo.

Cool Beat, see Teal.

Coronet Recs. & Publ'g Co. Pty. Ltd., PO Box 749, Johannesburg. Tel: 22-5084. Mng. Dir.: Hilary Saidel.

Label: Coronet.

Int'l labels represented: Festival (France), Ofir (Portugal), Peerless (Mexico), Zafiro (Spain).

Date, see Gramophone.

Drum, see Teal.

E M I (South Africa) (Pty.) Ltd., PO Box 11254, 32 Steele St., Steeledale, Johannesburg. Tel: 869-2661. Cable: SOUNDBOX. Pres.: W. J. Richmond; Mng. Dir.: G. Collins; Gen. Mgr.: H. Christmas; A&R Mgr.: J. Nofal; Sales Mgr.: B. Saunders.

Labels: (Owned) Little Giant, N'Kanyezi, Uitspan, Umsakazo; (distributed) Capitol, Columbia, HMV, Harvest, Parlophone, Regal, Regal-Starline, Stateside.

Cartridge 4- & 8-track & cassette: HMV, Pathe-Marconi.

Int'l labels represented: Atco (USA), Avenue (UK), Beacon (UK), Beatt int'l (UK), Bell (USA), Cornet (Germany), Delyse (UK), Die Volksplatte (Germany), Doctor Bird (UK), Dunhill (USA), Electrola (Germany), Ember (UK), Hoer Zu (Germany), Immediate (UK), Odeon (South America), Pathe (France), Pyramid (UK), Rak (UK), Waverley (UK).

Envee, see Trutone.

Galaxie, see Meteor.

Gallo (Africa) Ltd., Gallo Centre, Kerk & Goud Sts., Johannesburg. Tel: 28-2400. Cable: GALLOTONE. Telex: 43-0153. Chm.: Eric Gallo; Mng. Dir.: Alec Delmont; Gen. Mgr.: Peter Gallo; A&R: Peter Lotis; Custom Pressing & Label Mgr.: Phil Goldblatt; Sales Mgr.: Fred Bugnatto.

Branches: Cape Town, 43 Somersat Rd.—Durban, 593 Smith St.—Port Elizabeth, 40 Green St., North End—Windhoek, PO Box 5630.

Labels: (Owned) Gallo, Continental, CTC Star, Gumba Gumba, Inkonkoni, Jazzville, Motella, New Sound, Smanje Manje, Troubadour, USA, Welkom; (distributed) Brigadiers, Highveld, Souttown, Storm.

Int'l labels represented: Alshire (USA), Amadeo (Austria), Amaret (USA), Apple (UK), Audio Fidelity (USA), Bravo/Viva (USA), Buddha (USA), Buena Vista (USA), Cetra (Italy), Crewe (USA), Decca (UK), Disneyland (USA), Fonior (Belgium), Hispavox (Spain), Jad (USA), Jubilee (USA), London (USA), MCA (UK,USA), Major Minor (UK), President (UK), Riviera (France), Scepter (USA), Steady (USA), Super K (USA), Tarantula (UK).

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Telefunken (Germany), 20th Century-Fox (USA).  
**Int'l reps.:** Worldwide (Decca in UK).  
 Go Go, see Teal.  
 Gramophone Rec. Co. Ltd. (GRC), PO Box 2445, 132 Kerk St., Johannesburg. Tel: 23-0546. Cable: AFRICORD. Mng. Dir.: Arnold Golembo; A&R: Ivor Golembo, Alan McInnes; Sales: Vic Kulling; Pub.: Muriel Pienaar.  
**Branches:** Cape Town, Durban, Port Elizabeth, Bulawayo.  
**Labels:** Blue Horizon, Date, Unika.  
**Int'l labels represented:** Alvorado (Portugal), CBS Int'l (USA), Project 3 (USA).  
 Gumba Gumba, see Gallo.  
 H M V, see EMI.  
 Harvest, see EMI.  
 Highveld, see Gallo.  
 Inkonkoni, see Gallo.  
 Jabulani, see Brigadiers.  
 Jazzyville, see Gallo.  
 Juweel, see Trutone.  
 Kalahari, see Teal.  
 Kayalami, see Brigadiers.  
 Klank, see Brigadiers.  
 Kristal, see Meteor.  
 Little Giant, see EMI.  
 Luistergenot, see Brigadiers.  
 M V N, see Teal.  
 Meritone, see Meteor.  
 Meteor Recs. Pty. Ltd., 20 Juta St., Braamfontein, Johannesburg. Tel: 724-8591. Gen. Mgr.: P. J. Lombard; Sales Mgr.: R. R. Moskovitz.  
**Labels:** Meteor, Big Beat, Bonus, Galaxie, Kristal, Meritone, Minaret, Panorama, Saffier, Thema.  
**Cassette:** Bonus, Kristal, Metronome, Panorama, Pickwick, Saffier, Special.  
**Int'l labels represented:** Design (USA), Metro-nome (Germany), Pickwick (USA), Special (Germany).  
 Minaret, see Meteor.  
 Molelo, see Brigadiers.  
 Motella, see Gallo.  
 New Sound, see Gallo.  
 N'Kanyezi, see EMI.  
 Panorama, see Meteor.  
 Parlophone, see EMI.  
 Perel, see Trutone.  
 Plastik, see Teal.  
 President, see Teal.  
 Quality, see Trutone.  
 R P M (Pty.) Ltd. (Record Prod'rs & Mfrs.), Craftsman Centre 3rd fl., 288 Commissioner St., Jeppestown. Tel: 24-6327. Mng. Dir.: Matt Mann; A&R: Dan Hill; Sales Mgr.: Michael Traub.  
**Labels:** RPM, Wawiel.

**Int'l labels represented:** Ariston (Italy), Athena (USA), Avco Embassy (USA), Barclay (France), Erato (France), Evolution (USA), Hurrah (Belgium), St. Martine (Italy), Stereo Dimension (USA).  
 Rave, see Trutone.  
 Regal, see EMI.  
 Regal-Starline, see EMI.  
 Renown, see Trutone.  
 Saffier, see Meteor.  
 Smanje Manje, see Gallo.  
 Soulbeat, see Brigadiers.  
 Souttown, see Gallo.  
 Star Black, see Teal.  
 Stateside, see EMI.  
 Ster Rec. Inds., President House, 102 President St., Johannesburg. Tel: 22-9114.  
**Int'l label represented:** Vox (USA).  
 Stokvel, see Trutone.  
 Storm, see Gallo.  
 T J, see Trutone.  
 Teal Rec. Co. Ltd., 124 President St., Johannesburg. Tel: 28-2950. Pres.: A. G. J. McGrath; Gen. Mgr.: J. A. Bailes; Repertoire & Prod'n: H. Friedman; Recs. Sales Mgr.: I. Nathan; Tape Sales Mgr.: R. Taylor; Promo. & Pub.: A. Marshall.  
**Int'l branches:** England, Rhodesia, Zambia.  
**Labels:** Arm, Berg, Boom, City Lake, City Special, Cool Beat, Drum, Go Go, Kalahari, MVN, Plastik, President, Star Black, World.  
**Int'l labels represented:** A&M (USA), ABC (USA), Ariola (Germany), Atlantic (USA), Blue Note (USA), Cadet (USA), Canary (USA), Checker (USA), Chess (USA), Command (USA), Crescendo (USA), Deutsche Vogue (Germany), Durco (Netherlands), Durium (Italy), Eurodisc (Germany), Hickory (USA), Imperial (USA), Impulse (USA), Liberty (USA), Metromedia (USA), Monument (USA), Palette (Belgium), Pye (UK), RCA (USA), Reprise (USA), Tamla Motown (USA), Transatlantic (UK), Vault (USA), Vogue (France), Warner Bros. (USA), Westminster (USA), World Pacific (USA).  
 Tee Vee, see Trutone.  
 Thema, see Meteor.  
 Treffer, see Brigadiers.  
 Troubadour, see Gallo.  
 Trutone (Pty.) Ltd., 132 Kerk St., Johannesburg. Tel: 23-0791. Pres.: D. G. Fine; Gen. Mgr.: T. Rosengarten; Musical Dir.: Art Heatlie; Prod'rs: Billy Forrest; Sales Mgr.: J. H. Otto; Mktg. Mgrs.: I. Wehr, G. Weikel; PR: Anita Friedman.  
**Labels:** Trutone, Envee, Juweel, Perel, Quality, Rave, Renown, Stokvel, T J, Tee Vee, Winner.  
**Cassette.**

**Int'l labels represented:** AGS (Kenya), Acta (USA), Archiv (Germany), CMS (Kenya), Caedmon (USA), Clef (UK), Colosseum (USA), Deutsche Grammophon (Germany), Dot (USA), Elektra (USA), Fass (Germany), Fontana (Netherlands), Heliodor (Germany), Island (UK), Kama Sutra (USA), Karusell (Germany), King (USA), Leo the Lion (USA), Mercury (USA), MGM (USA), Musique Royale (Germany), Nonesuch (USA), Paramount (USA), Page One (UK), Penny Farthing (UK), Pergola (Germany), Phillips (Netherlands), Polydor (Germany), Ranwood (USA), Dischi Ricordi (Italy), Riverside (USA), Roulette (USA), Ri-Fi (Italy), Solid State (USA), Spoken Arts (USA), Stax (USA), Steed (USA), Storyville (UK), Tetragrammaton (USA), Trojan (UK), United Artists (USA), Vanguard (USA), Vertigo (UK), Verve (USA), Wing (UK).  
 U S A, see Gallo.  
 Uitspan, see EMI.  
 Umsakazo, see EMI.  
 Unika, see Gramophone.  
 Wawiel, see RPM.  
 Welkom, see Gallo.  
 Winner, see Trutone.  
 World, see Teal.

## ● music publishers

Acuff-Rose, PO Box 4105, 124 President St., Johannesburg. Tel: 28-2950. Pres.: A. G. J. McGrath; Contact: Grahame Beggs.  
**Affiliate:** Laetrec Music.  
**Home office:** USA.  
 April Music Co. (Pty.) Ltd., see Music Publ'g Co. of Africa.  
 Ardmore & Beechwood SA (Pty.) Ltd. (SAMRO), PO Box 11254, Music Centre, 124 President St., Johannesburg. Tel: 23-1874. Cable: ABEEEMUSIC. Dir.: W. F. Fraser.  
**Int'l firms represented:** Bluebook, Central Songs (USA), Century Songs (USA), Freeway (USA), Genius (USA), Prophet (USA), Sanah, Sansu Ents. including affiliates & subsidiaries (USA), Saturday (USA), Snyder (USA), Stonebridge (USA), Tomorrows Tunes (USA), Larry Weiss (USA).  
**Int'l reps.:** Argentina (Odeon), Australia (Belinda, Castle), Belgium (Ardmore & Beechwood), Denmark (Imudico), France (Pathe-Marconi), Germany (Accord), Greece (Arion), Hong Kong (Pathe), Italy (Belriver, La Voce del Padrone), Mexico (Beechwood), Netherlands (Anagon), Spain (Odeon), Sweden (Odeon), UK (Ardmore

continued on page 370

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& Beechwood, Black Swan, Coppa, Hunter, Manhattan, West-Side), USA (Beechwood, Airefield).  
Bandstand, PO Box 10217, Johannesburg. Tel: 24-7311.

Belinda (Pty.) Ltd., PO Box 10678, Newkirk, 5th fl., 132 Kerk St., Johannesburg. Tel: 23-0791. Cable: BELINDSONG. Telex: J 0153. Mng. Dir.: D. G. Fine; Dirs.: H. Voight, T. Rosengarten; Musical Dir.: Art Heatlie.  
Affiliate: Intersong Int'l.

Int'l firms represented: Abacus (UK), Abigail (Australia), Carlin (UK), Gladys (USA), Hill & Range Songs (USA), Kaskat (Netherlands, USA), Little Heather/Big Heather (USA), MRC (USA), Page Full of Hits (UK), Pocket Full of Tunes (Netherlands, USA), Elvis Presley (USA), Shadows (UK), Lawrence Wright (UK).  
Int'l reps.: Argentina (Korn), Australia (World Artists), Austria (Aberbach, Arena), Belgium (Bellindmusic, Primavera), Brazil (Fontana), Canada (Belinda, Intersong), Denmark (Decapo), France (Continental, Pigalle, Tuffi), Germany (Aberbach, Capriccio), Greece (Intersong), Italy (Esedra/Alfiere), Japan (Aberbach, Grammophon Publ'g, Tokyo Music), Mexico (Polyphon), Netherlands (Altona, Belinda, Arena, Artemis, Day-glow), Norway (Sonora), Spain (Aberbach, Canciones del Mundo, Fontana), Sweden (Sonora/Belinda), Switzerland (Aberbach/Alpena, Arena), UK (Flamingo), USA (Bellindmusic, Intersong).

Brigadiers Music Co. (Pty.) Ltd., PO Box 8480, 102 Pearlshoop Rd., Homestead Park, Johannesburg. Tel: 35-1124. Chm.: Albie Venter; Dirs.: Boet Pretorius, Henk Oosthuysen; Gen. Mgr.: Thys Botha; Publ'g: Andre Viljoen.  
Affiliate: Music & Entertainments of Africa (Pty.) Ltd.

Brownhut, PO Box 6216, 132 Kerk St., Newkirk, Johannesburg.  
Carstens/de Waal, PO Box 9973, Johannesburg. Tel: 22-8146. Mng. Dir.: Anton de Waal.  
Affiliate: Impala

Chappell Music (Africa) Pty. Ltd., see Music Publ'g Co. of Africa.

Clan Music Publ'g Co. (Pty.) Ltd., PO Box 33223, Craftsman Centre, 3rd fl., 288 Commissioner St., Jeppestown. Tel: 24-6327. Mng. Dir.: Matt Mann.

Int'l firms represented: Avco Embassy (USA), Avem (USA), B-N-B (USA), Earl Barton (USA), Blendingwell (USA), Al Gallico (USA), Morgan (UK), Peanut Butter (USA).

Dee-Jay, PO Box 7186, Johannesburg. Tel: 48-3038. Pres.: Louis Combrinck.

Essex, PO Box 6857, 603 Franwell House, President & Eloff Sts., Johannesburg.  
Francis Day, 901 Silvern House, 139 Commissioner St., Johannesburg.

Impala, see Carstens/de Waal.  
Intersong Int'l, see Belinda.  
Edward Kassner Music Co. SA (Pty.) Ltd., see Music Publ'g Co. of Africa.

Laetrec Music (SAMRO), PO Box 4105, 124 President St., Johannesburg. Tel: 28-2950. Pres.: A. G. J. McGrath; Contact: Grahame Beggs.  
Affiliate: Acuff-Rose.

Int'l firms represented: Jobete (USA), Screen Gems/Columbia (USA), Sunbury (USA), Warner Bros. (USA).

Melody, see Music Publ'g Co. of Africa.  
Meritone Music, 20 Juta St., Braamfontein, Johannesburg. Tel: 724-8591. Gen. Mgr.: P. J. Lombard.

Edwin H. Morris (Africa) Pty. Ltd., see Music Publ'g Co. of Africa.  
Music & Entertainments of Africa Pty. Ltd., see Brigadiers.

Music Publ'g Co. of Africa (Pty.) Ltd., Gallo Centre, Kerk & Goud Sts., Johannesburg. Tel: 28-2400. Chm.: Eric Gallo; Mng. Dir.: Alec Delmont; Gen. Mgr.: Peter Gallo.

Affiliates: April Music Co (Pty.) Ltd., Chappell Music (Africa) Pty. Ltd., Edward Kassner Music Co. SA (Pty.) Ltd., Melody Music (Pty.) Ltd., Edwin H. Morris (Africa) Pty. Ltd., Planetary-Nom (Africa) Pty. Ltd.

Int'l reps.: UK (Burlington & Palace).  
Planetary-Nom (Africa) Pty. Ltd., see Music Publ'g Co. of Africa.

Plymouth, PO Box 6639, Johannesburg.  
Protea, Newkirk, No. 803, 132 Kerk St., Johannesburg.

Southern, 132 Kerk St., Newkirk, 6th fl., Johannesburg. Tel: 22-6222. Cable: SOUTHMUSIC. Dir.: Glyn Taylor.

Sun Pacific, PO Box 17004, Hillbrow, Johannesburg. Tel: 724-8278. Cable: REKLAMA. Dir.: Gilbert Gibson.

## ● services

### ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Association of the Southern African Phonographic Ind., PO Box 5411, Johannesburg. Tel: 23-1874. Chm.: J. A. Bailes; Sec'y-Treas.: W. F. Fraser.

Southern African Rec. Mfrs. & Dist. Ass'n, PO Box 8213, Johannesburg. Tel: 23-1874. Chm.: A. Golemo; Sec'y-Treas.: W. F. Fraser.

## LICENSING ORGANIZATIONS, MUSIC

O R M S A (Organisation for Reproduction Rights in Music in South Africa), Silvern House, 6th fl., 139 Commissioner St., Johannesburg. Chm.: J. W. van Dyk. (Music Publ'rs' Ass'n).

S A M R O (South African Music Rights Org. Ltd.), PO Box 9292, Johannesburg. Tel: 23-4025. (Performing Rights Society).

S A R R A L (South African Rec'g Rights Ass'n Ltd.), PO Box 4378, Johannesburg. Tel: 23-8757. Exec. Dir.: J. W. van Dyk. (Mechanical Royalty Collecting Society).

## LICENSORS, TAPE & RECORD

Gallo (Africa) Ltd., PO Box 6216, Gallo Centre, Kerk & Goud Sts., Johannesburg. Tel: 28-2400. Cable: GALLOTONE. Telex: 430153. Mng. Dir.: Alec Delmont; Gen. Mgr.: Peter Gallo; Sales Mgr.: Fred Bugnatto.

Meteor Recs. (Pty.) Ltd., 20 Juta St., Braamfontein, Johannesburg. Tel: 724-8591. Gen. Mgr.: P. J. Lombard; Sales Mgr.: R. R. Moskovitz.

## PLATING & PROCESSING PLANT

Meteor Recs. (Pty.) Ltd., 20 Juta St., Braamfontein, Johannesburg. Tel: 724-8591. Gen. Mgr.: P. J. Lombard; Sales Mgr.: R. R. Moskovitz.

## PRESSING PLANTS

E M I, PO Box 11254, Johannesburg. Tel: 869-2661.

Gallo (Africa) Ltd., PO Box 6216, Gallo Centre, Kerk & Goud Sts., Johannesburg. Tel: 28-2400. Mng. Dir.: Alec Delmont; Gen. Mgr.: Peter Gallo; Sales Mgr.: Fred Bugnatto; Custom Pressing Mgr.: Phil Goldblatt.

Meteor Recs. (Pty.) Ltd., 20 Juta St., Braamfontein, Johannesburg. Tel: 724-8591. Gen. Mgr.: P. J. Lombard; Sales Mgr.: R. R. Moskovitz.

## PROMOTION & PUBLICITY

Gallo (Africa) Ltd., PO Box 6216, Gallo Centre, Kerk & Goud Sts., Johannesburg. Tel: 28-2400. Mng. Dir.: Alec Delmont; Gen. Mgr.: Peter Gallo; Sales Mgr.: Fred Bugnatto.

## RECORDING STUDIOS

E M I Studio, Troye & President Sts., Johannesburg. Tel: 23-4638. Studio Mgr. & Chief Eng.: Kenneth J. Talbot.

Gallo (Africa) Ltd., PO Box 6216, Gallo Centre, Kerk & Goud Sts., Johannesburg. Tel: 28-2400. Mng. Dir.: A. Delmont; Studio Mgr.: C. Parkes; Chief Eng.: R. Innes.

Meteor Recs. (Pty.) Ltd., 20 Juta St., Braamfontein, Johannesburg. Tel: 724-8591. Gen. Mgr.: P. J. Lombard.

R P M (Pty.) (Record Prod'rs & Mfrs.), Craftsman Centre, 288 Commissioner St., Johannesburg. Tel: 24-6327. Mng. Dir.: Matt Mann; Studio Mgr.: Dan Hill; Chief Eng.: Geoff Tucker.

## TAPE CUSTOM DUPLICATORS

Gallo (Africa) Ltd., PO Box 6216, Gallo Centre, Kerk & Goud Sts., Johannesburg. Tel: 28-2400. Mng. Dir.: Alec Delmont; Gen. Mgr.: Peter Gallo; Sales Mgr.: Fred Bugnatto.

Meteor Recs. (Pty.) Ltd., 20 Juta St., Braamfontein, Johannesburg. Tel: 724-8591. Gen. Mgr.: P. J. Lombard; Sales Mgr.: R. R. Moskovitz.

R P M (Pty.) Ltd. (Record Prod'rs & Mfrs.), Craftsman Centre, 3rd fl., 288 Commissioner St., Jeppestown. Tel: 24-6327. Mng. Dir.: Matt Mann; Sales Mgr.: Michael Traub.

## ● supplies

### RECORDING STUDIO EQUIPMENT MANUFACTURERS

R P M (Pty.) Ltd. (Record Prod'rs & Mfrs.), Craftsman Centre, 3rd fl., 288 Commissioner St., Jeppestown. Tel: 24-6327. Mng. Dir.: Matt Mann; Sales Mgr.: Michael Traub.  
Chief product: Mixing desks.

## SPAIN

### RECORDS:

Records sold domestically: LPs 1969-2,553,000 units, \$1,214,000; 1968-1,940,000 units, \$7,200,000; EPs 1969-772,000 units, \$1,214,000; 1968-3,272,000 units, \$5,143,000. Singles 1969-7,720,000 units, \$12,140,000; 1968-7,680,000 units, \$8,230,000.

Records manufactured for domestic & export sale: LPs 1969-2,681,000 units, \$10,725,000; 1968-1,945,000 units, \$7,225,000; EPs 1969-850,000 units, \$1,335,000; 1968-3,284,000 units, \$5,160,000. Singles 1969-8,500,000 units, \$13,350,000; 1968-7,770,000 units, \$8,250,000.

Records imported from USA (factory value): 1969-16,000 units, \$28,000; 1968-18,600 units, \$24,000.

Records imported from countries other than USA (factory value): 1969-7,600 units, \$12,000; 1968-8,000 units, \$10,200.



Records exported to USA (factory value): 1969-6,600 units; \$10,200; 1968-6,000 units, \$7,800.

Records exported to countries other than USA (factory value): 1969-57,000 units, \$88,000; 1968-54,000 units, \$69,420.

Average retail price per record: LPs-\$1.92-\$5.00; EPs-\$1.50-\$1.71; singles-\$1.14-\$1.21.

Stereo sales: 35% of total sales.

Record club sales: 7% of total sales.

Discounting: Rare.

Type of distribution: Manufacturer-to-retailer.

Type of promotion: 55% via radio; 30% via TV; 7% via press; 5% via discotheques; 3% others.

Jukeboxes: 10,000.

TAPE:

Market: The Philips musicassette system dominates the market with over 200,000 units sold, manufactured and imported by ten different labels. This market is expected to develop with a new language studies series and expanding distribution methods through gas stations, supermarkets and rack jobbers. In the last three months of 1969 Ingra began manufacturing portable players and DeVal, Skreibson and Autovox have started players for cars. The cartridge 8-track market has just been started in Spain with Ekipo the first to enter. RCA is expected to join this year but high costs and lack of playback equipment will hinder development of this market. The 4-track cartridge is seen as having no future in Spain and open reel is very limited and not expected to develop. All tapes are self-manufactured by the record companies.

Pre-recorded tape manufactured for domestic & export sale (factory value): Cassette 1969-500,000 units, \$2,678,500. Open reel 1969-5,000 units, \$40,000.

Pre-recorded tape imported from USA (factory value): 1969-5,000 units, \$28,570.

Pre-recorded tape imported from countries other than USA (factory value): 1969-50,000 units, \$214,300.

Pre-recorded tape exported to countries other than USA (factory value): 1969-15,000 units, \$42,850.

Average retail price per tape: Cartridge 4-track-\$7; cartridge 8-track-\$7.85; cassette-\$4, \$5.35, \$5.55; open reel-\$8.

Type of distribution: Manufacturer to retailer.

Type of promotion: Limited to general product. There are a few catalogs and display racks.

IMPORT/EXPORT REGULATIONS: Free exportation. Importation requires special import licenses involving high custom taxes.

Rafael Revert

## ● record manufacturers

Accion Discos, Av. Jose Antonio 32, Madrid 13. Tel: 221.87.97. Gen. Mgr.: Jesus Domingo; Sales Mgr.: Jose Ramon Martinez. (Distributed by Zafiro). (SEE ADVERTISEMENT)

Acropolis (Industria Fonografica), Av. de Jose Antonio 68, Madrid 13. Tel: 248.31.80, 247.61.15. Gen. Mgr.: Noubar Hamatjis; Sales Mgr.: Francisca Ortega.

Int'l label represented: Electrocord (Rumania).

Alhambra, see Columbia.

Alondra, see Ekipo.

Als 4 Vents (Discos), Trafalgar 78, Barcelona 10. Tel: 222.75.21. Pres. & Gen. Mgr.: Angel Fabregues Morla; A&R Mgr.: Jaume Arnella Paris.

Labels: Als 4 Vents, Barlovento, Diabolo (distributed by Movieplay); Dido, Ette.

Cassette: Als 4 Vents, Barlovento (duplicated by Espectra & distributed by Movieplay).

Int'l labels represented: Unidisc (France).

Archiv, see Fonogram.

Arlequin, see Belter.

Audiens, Vallehermoso 15, Madrid 15. Tel: 223.94.56. Contact: Jose Antonio Tenorio. (Distributed by Discophon).

Barclay SA (Discos-Compania Fonografica Espanola), Calle Augusto Figueroa 39, Madrid 4. Tel: 222.74.74. Gen. & A&R Mgr.: Alain Milhaud; Admin. Mgr.: Feliciano Martin; PR & Promo.: Paco Delafuente.

Label: Poplandia (distributed by RCA).

Int'l labels represented: Barclay, Classic, Riviera (all France).

Int'l reps.: Argentina (RCA), Belgium (Barclay), France (Barclay), Germany (Ariola), Italy (SIF), UK (Major Minor), Venezuela (Orbe).

Barlovento, see Als 4 Vents & Movieplay.

Belter SA (Discos), Calle Gomis 1, Barcelona 6. Tel: 211.55.00. Pres.: Jose Ramon Batalla; Gen. Mgr.: Joaquin Alfonso; Sales Mgr.: Juan Fernandez; Pub. & Promo.: Gabriel Orfila; Int'l: Francisco Figueras.

Branch: Madrid, Augusto Figueroa 39. Tel: 232.27.04. Cable: BELDISC. Rep.: Jorge Turull.

Labels: Belter, Arlequin, Saef.

Cassette: (Owned) Belter; (represented) Eurodisc (Germany), Eurovox (Belgium), Hansa (Germany), Hebra (Belgium), Minerva (Germany), Palette (Belgium). (Duplicated by Fonogram & Kolster Iberica).

Int'l labels represented: Herman Brauer (Belgium), Deller (France), Equipe (Brazil), Eurovox (Belgium), Hansa (Germany), Jugoton (Yugo-

continued on page 372

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slavia, Metronome (Denmark, Germany, Sweden), Montana (Germany), Minerva (Germany), Palette (Belgium), Saba (Germany), Serfaty (Venezuela), Tizoc (Mexico).

**Int'l reps:** Australia (Carinia), Belgium (Vogue), Brazil (Equipe), Canada (Archambault), Colombia (Tropical), France (Disc'AZ, Discodis), Germany (Ibero Int'l, Discoteca Espanola), Mexico (Tizoc), Netherlands (HOSA), Peru (FTA), Puerto Rico (Universal), South Africa (Ster), Switzerland (Finsterwald & Cantacuzene), UK (Disc Imports), USA (Penco), Venezuela (Discos Exito), West Indies (South Eastern).

**C B S SA (Discos),** Princesa 1, Madrid 13. Tel: 248.89.15. Gen. Mgr.: Tomas Munoz Romero; Sales Mgr.: Alfredo Fernandez.  
**Int'l labels represented:** CGD (Italy), Elektra (USA).

**Int'l reps:** Worldwide (CBS Int'l).

**C P I Compania Fonografica,** Av. del Generalisimo 4, Madrid. Tel: 262.41.66. Contact: Paul Murphy. (Distributed by Movieplay).

Cancella, see Zafiro.

Canigo, see Sayton.

Capitol, see Odeon.

Carillon, see Marfer.

**Circulo de Lectores SA,** Valencia 344, Pta. 7, Barcelona. Tel: 258.96.66. Gen. Mgr.: Juan Maymo Villemur; Rec. Sec'y: E. Llobet.

**This company represents:** Ariola, Eurodisc, Orador, Parnass, Pergola.

**Columbia SA (Discos),** Libertad 24, Madrid 4. Tel: 221.10.95. Cable: DISCOLUMBIA. Mng. Dir.: Enrique Inurrieta; A&R & Int'l Dir.: Enrique M. Garea; Pub. & Promo. Mgr.: Gerhard Haltermann.  
**Branch:** Barcelona 9, Gerona 176. Tel: 257.45.72. Dir.: Rafael Olive.

**Labels:** Columbia, Alhambra, Iberia. **Cassette:** (Owned) Columbia, Alhambra, Iberia; (represented) Decca (UK), Deram, London, Roulette. (Duplicated by Phonogram).

**Int'l labels represented:** Avco Embassy (USA), Bellaphon (Germany), Chapter One (UK), Decca (UK), Decca Dischi (Italy), De-Lite (USA), Deram (UK), Emerald (Eire), Fonior (Belgium), Jad (USA), London (USA), Major Minor (UK), Metro-media (USA), Rex (Eire), Roulette (USA), Societe Francaise du Son (France), Teldec (Germany), Threshold (UK).

**Int'l reps:** Belgium (Fonior), Eire (Decca), France (Decca), Germany (Teldec), Italy (Decca), Japan (King), Netherlands (Decca), Portugal (Vadeca), South Africa (Gallo), Switzerland (Decca), UK (Decca), USA (London).

**Concentric (Discos),** Apdo. 717, Muntaner 45, Barcelona 11. Tel: 253.73.82, 253.69.80. Pres.: Josep M. Espinas Masip; Gen. Mgr.: Roser Domingo; Sales Mgr.: Josep Tordera.  
**Labels:** (Owned) Concentric (distributed by Espectra); (distributed) Productora Tic.  
**Cassette:** Concentric (duplicated by Espectra).

**Deutsche Grammophon,** see Fonogram.

**Diabolo,** see Als 4 Vents & Movieplay.

**Dido,** see Als 4 Vents.

**Dimension,** see Ekipo.

**Discophon,** Calle Valencia 288, Barcelona. Tel: 215.38.56. Gen. & Sales Dir.: Manuel Alevendra Invers; Gen. & A&R Dir.: Francisco S. Ortega.  
**Branch:** Madrid, Calle Concepcion Arenal 3. Tel: 231.08.49. Contact: Miguel Mezcuiriz.  
**Labels:** Discophon, DDC, Top Hit.  
**Tap:** Cassette.

**Int'l labels represented:** Scepter (USA), Sonet (Sweden), Supraphon (Czechoslovakia), Vee-Jay (USA).

**Distribuidora Discografica SA,** Caunedo 40, Madrid. Tel: 204.56.79. Gen. Dir.: P. L. Balada.  
**Branch:** Barcelona 4, Paseo de la Zona Franca 202.

**Label:** Palobal.  
**Cassette:** (Owned) Palobal; (represented) Vedette (Italy).  
**Int'l labels represented:** Crescendo (USA), Everest (USA), Vedette (Italy).

**Drums,** Provenza 506, Barcelona 13. Tel: 236.66.91. Contact: Ramon Farran. (Distributed by Movieplay).

**Dutch Recs.,** see Talar.

**E D I G S A (Editora General SA),** Av. Jose Antonio 654, Barcelona. Tel: 232.35.01. Pres.: Josep M. Macip; Gen. Mgr.: Claudi Marti; Pop A&R: Salvador Gratacos; Classical A&R: Oriol Martorell.

**Labels:** EDIGSA, Edigsa-Galaxia, Edigsa-Xistral. **Cassette:** EDIGSA (duplicated by Iberofon).  
**Int'l labels represented:** Arcaphon (Italy), Harmonia Mundi (France).

**Int'l reps:** France (Harmonia Mundi), Arcaphon (Italy), Vox (USA).

**Edumsa,** see Fidiás.

**Ekipo SA,** Rosellon 79, Barcelona 15. Tel: 321.02.50, 230.30.37. Gen. Mgr.: Arturo Mas Aguado; Pop A&R: Miguel Casas; Sales & Mktg. Dir.: Francisco L. Soler; Pub.: Mateo Fortuny; Promo.: Juan R. Amorós; Int'l: M. Dolores Gratovil.

**Branches:** Alicante, Artilleros 4. Contact: Jesus M. Durán-Bilbao, Ledesma 6. Tel: 21.78.93. Contact: Alejandro Loustaunau-Las Palmas de Gran Canaria, Benartemi 35. Tel: 26.45.43, 26.08.95. Contact: Antonio Sanchez Bravo-Madrid, Paseo de la Habana 64. Tel: 250.21.89,

250.41.09. Contact: Sergio Pardueles-Seville, Residencia Conde Bustillo 11. Tel: 63.01.88, 63.41.09. Contact: Gregorio Bruna-Tenefire, V. Perera 18. Tel: 22.17.58. Contact: Jacinto Modino-Valencia, Garrigues 1. Tel: 22.81.68. Contact: Miguel Molins.

**Labels:** (Owned) Ekipo, Alondra, Elite, Exit, Subur; (distributed) Dimension, Ensayo, Trebol, Unic.

**Cartridge 8-track & cassette:** (Owned) Ekipo, Alondra, Exit, Subur, Unic; (represented) Crewe (USA), SSS (Int'l USA), Kent-Modern (USA), Turicaphon (Switzerland).  
**Open reel:** (Owned) Ekipo, Alondra, Exit, Subur, Unic.

**Int'l labels represented:** Amaret (USA), Audio Fidelity (USA), Carnaby (UK), Commonwealth United (USA), Crewe (USA), Emerald (Eire), Event (USA), Gemini (UK), Jay Boy (UK), Kent-Modern (USA), Olga (Sweden), SSS Int'l (USA), Star (Switzerland), Tonsil (USA), Turicaphon (Switzerland).

**Int'l reps:** Austria, Germany, Switzerland (Turicaphon).

**Elite,** see Ekipo.

**Ensayo,** see Ekipo.

**Espectra SA,** Joaquin Garcia Morato 17, Madrid. Tel: 223.98.81, 224.10.58, 224.78.61. Pres.: Fidel Lopez Del Moral; Gen. Mgr.: Bartolome Espadale; A&R Mgr.: Benito Gil; Sales Mgr.: Fidel Perez Hernandez; Promo. Mgr.: Jose Manuel G. Cuevas; Int'l: Tony Gujarrá.

**Labels:** (Owned) Espectra, Triangulo; (distributed) Concentric, Sintonia.

**Cassette:** (Owned) Espectra; (distributed) Sintonia; (represented) Alcazar (Puerto Rico), Basart (Netherlands), Beatt (UK), Ducale (Italy), MM (UK), Marco (France), President (UK), RIM (UK).

**Open reel:** (Owned) Espectra; (distributed) Sintonia.

**Int'l labels represented:** Beatt (UK), Marco (France), President (UK), RIM (UK), Tecla (Portugal).

**Int'l reps:** Portugal (Tecla).

**Esteban SA,** Jazmin 70, Madrid 20. Tel: 202.43.50. Gen. Mgr.: Jose Miguel Esteban.

**Labels:** Arpeggios, Clavel, Pussy.

**Cartridge 8-track:** Espiral.

**Cassette:** Sagitario.

**Int'l label represented:** Beatt (UK).

**Ette,** see Als 4 Vents.

**Eurofonia,** see Talar.

**Exit,** see Ekipo.

**Fidiás SA,** Claudio Coello 76, Madrid 1. Tel: 276.42.09. Pres.: Benito Montuenga Garcia; Gen. Mgr.: Jose Maria Esteban Bermudez; Gen. Dir.: Erich Ruiz Albrecht; Ass't Dir. & Sales Mgr.: Jose Miguel Esteban; Sales Dir.: Andres Herrero Blanco; A&R Dir.: Jose Luis Navarro.

**Branches:** Barcelona, Enrique Granados 61-Bilbao, Colon de Larreategui 31. Contact: Felix Aguerro Zabala.

**Labels:** (Owned) Fidiás; (distributed) Edumsa, Pussy.

**Int'l labels represented:** Baerenreiter (Germany), Musicaphon (Germany).

**Int'l reps:** Chile (Odeon), USA (Regent Publ'g).

**Fonal,** see RCA.

**Fonogram SA,** Av. de America s/n, Madrid. Tel: 267.42.00. Gen. Mgr.: Mariano de Zuniga;

**Philips Pop A&R:** Rafael Niederleytner; **Polydor Pop A&R:** Christian Lohse; **Classical A&R:** Ricardo Fernandez de Latorre; **Sales Mgr.:** Saul Tagarro; **Pub. & Adv.:** Jesus Campos; **Promo.:** Victor Villegas; **Tap:** Manuel Bejar; **Int'l:** Rafael Niederleytner, Ricardo Fernandez de Latorre, Christian Lohse.

**Branch:** Barcelona, Plaza Narciso Oller 9. Tel: 228.10.13. Mgr.: Ruperto Castro.

**Labels:** Archiv, Deutsche Grammophon, Fontana, Heliodor, Mercury, Philips, Polydor.

**Cassette:** (Owned) Philips, Polydor; (represented) Fontana, Mercury, DGG, Verve, MGM, Island, Buddah, Archiv.

**Int'l labels represented:** BCD, Buddah (USA), CAM (Italy), Connoisseur (USA), DET (Italy), Island (UK), Kama Sutra (USA), King (USA), Lansdowne (UK), MGM (USA), Marmalade (UK), Ricordi (Italy), Riverside (USA), Tetragrammaton (USA), Tip (Germany), Vertigo (UK), Verve (USA).

**Fontana,** see Fonogram.

**Guitarra,** Apolonio Morales 4, Madrid. Tel: 250.42.12. Dir.: Alfonso Sainz. (Distributed by Movieplay).

**Cassette:** Guitarra (distributed by Movieplay).

**Happy Band,** see Sayton.

**Heliodor,** see Fonogram.

**His Master's Voice,** see Odeon.

**Hispavox SA,** Torrelaguna 102, Madrid. Tel: 415.23.04. Cable: VOX. Mng. Dir.: J. M. Vidal Zapater; Ass't Gen. Mgr.: Tomas Munoz; A&R Dir.: Rafael Travuchelli; Classical: Roberto Pla; Sales Mgr.: Luis Vidal Zapater; Pub., Adv. & Promo.: Fernando Salaverri; Int'l: Luis Calvo.

**Labels:** (Owned) Hispavox, Clave; (distributed) Niguna.

**Branch:** Barcelona, Corcega 516. Tel: 236.68.19. Mgr.: Eusebio Sceanell.

**Cassette:** (Owned) Hispavox; (represented) ABC (USA), A&M (USA), Amadeo (Austria), Atlantic (USA), Command (USA), Erato (France), Project 3 (USA), United Artists (USA), Warner Bros. (USA). (Duplicated by Phonogram).

**Int'l labels represented:** A&M (USA), ABC (USA), Abnak (USA), Alvorada (Portugal), Amadeo (Aus-

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tria, Apple (UK), Athena (USA), Atlantic (USA), Bluebell (Italy), Carisch (Italy), Carrere (France), Le Chant du Monde (France), Chess (USA), Command (USA), Cynus (France), Disc'AZ (France), Disneyland (USA), Dot (USA), Double Shot (USA), Erato (France), Evolution (USA), Gamma (Mexico), Impulse (USA), Laurie (USA), Liberty/UA (USA), Music Hall (Argentina), Peerless (Mexico), Project 3 (USA), Pye (UK), Reprise (USA), Stereo Dimension (USA), 20th Century-Fox (USA), United Artists (USA), Vanguard (USA), Viva (USA), Warner Bros. (USA), Wergo (Germany).

**Int'l reps.:** Argentina (Sicamericana), Bolivia (Hermen), Brazil (Gravacoes Eletricas), Central America (DICESA, El Salvador), Chess (Asfona), Colombia (Fuentes), Ecuador (IFESA), Eire (Pye), France (Erato), Greece (Columbia), Israel (Hataklit), Japan (Nippon Columbia), Mexico (Gamma), Netherlands (Negram), Peru (El Virrey), Philippines (Mareco), Portugal (Radio Triunfo), Puerto Rico (Islane-Gema), Scandinavia (Pye), Switzerland (Finsterwald & Cantacuzene), UK (Pye), USA (ABC, Columbia, Command, Decca, Epic, MGM, Musical Heritage, United Artists, Westminster), Uruguay (Palacio de la Musica), Venezuela (Fabrica Venezolana de Discos). (SEE ADVERTISEMENT)

Iberia, see Columbia.

Lola Recs., Av. de America 22, Madrid. Tel: 245.46.00, 246.02.05. Pres.: Juan Celada; Mgr.: Jose Luis Izaguirre. (Distributed by Columbia).

M. P., see RCA.

Marfer SA, Paseo Alto de la Virgen del Puerto 7, Madrid 5. Tel: 265.78.00. Gen. Mgr.: Emilio Fernandez; A&R: Antonio Martinez; Musical Dir.: Mario Selles; Sales Mgr.: Jose Luis Navarro; PR: Fernando Galvan; Promo. & Int'l Mgr.: Jose Coma.

**Branches:** Barcelona, Via Julia 14. Tel: 234.34.03. Contacts: Antonio Closas, Eduardo Fines-tres—Canary Islands, General Mola 25, Santa Cruz de Tenerife. Tel: 220.291. Contact: Manuel Trujillo—Zaragoza, Pasaje Palafox 16. Tel: 214.799. Contact: Mr. Guateque.

**Labels:** (Owned) Marfer, Succes, Trama, Valor; (distributed) Carillon.

**Cassette:** Marfer (duplicated by Iberofon).

**Int'l labels represented:** ARV (USA), Arston (Italy), Artone (Netherlands), Bellaphon (Germany), Cisne (Mexico), Le Club Francaise du Disque (France), Combo (Italy), Delta (Netherlands), Emporio Musical (Ecuador), Falcon (USA), Mocambo (Brazil), Monitor (USA), Musidisc-Europe (France), Negram (Netherlands), Palacio de la Musica (Venezuela), Qualiton (Hungary), Quinto (Argentina), Ri-Fi (Italy), Rozenblit (Brazil), Turicaphon (Switzerland), Vox (USA).

**Int'l reps.:** Argentina (Quinto), Australia (Phono Vox), Colombia (Tropical), Ecuador (Emporio Musical), France (Musidisc-Europe), Germany (Oversea), Italy (Combo), Japan (Nippon Gramophone), Mexico (Cisne), Netherlands (Negram-Delta), Peru (Perudiscos), Syria (Zaven Cherman), South Africa (Meteor), UK (Pye), USA (Monitor, Tone Dists.), Venezuela (Palacio de la Musica).

Mayfair, see Talar.

Mercury, see Fonogram.

Montilla, see Zafiro.

Movieplay Recs. SA, Serrano 190, Madrid 17. Tel: 457.08.50. Gen. Mgr.: Manuel Sancho; A&R & Int'l Mgr.: Carlos Guitart; Sales Mgr.: Laurentino Ramos.

**Labels:** (Owned) Movieplay, Yupy; (distributed) Als 4 Vents, Barlovento, CPI, Diabolo, Drums, Guitarra, Pleno, Presa, Showman.

**Cassette:** (Owned) Movieplay; (distributed) Als 4 Vents, Guitarra, Penelope; (represented) Alshire (USA), Barclay (France), Beacon (UK), Coral (USA), MCA (UK & USA), M-N (France), Major Minor (UK), Monument (USA), Page One (UK), Riviera (France), Stax-Volt (USA), Transatlantic (UK). (Duplicated by Iberofon).

**Int'l labels represented:** Alshire Int'l (USA), BYG (France), Barclay (France), La Compagnie (France), MCA (UK, USA), Monument (USA), Page One (UK), Riviera (France), Stax (USA), Transatlantic (UK), Volt (USA).

**Int'l rep.:** Argentina (RCA).

Musical-Pax, see Pax.

Musica Para (MP), see RCA.

Novola, see Zafiro.

Odeon SAE Compania del Gramofono, Calle Tuset 23-25, Barcelona 6. Tel: 227.31.81. Pres.: Rene Maget; Gen. Mgr.: Pierre Maget; Ass't Gen. Mgr.: P. Jamieson; Sales Mgr.: E. Gasco.

**Branch:** Madrid 13, Plaza Ramales 2.

**Labels:** Odeon, Capitol, Harvest, His Master's Voice, Pathe, Regal, Stateside.

**Cassette:** (Owned & represented) all EMI labels. (Duplicated by Fonogram).

**Int'l labels represented:** Bell, Blue Thumb, Dunhill (all USA); Dick James, Penny Farthing Rak (all UK).

**Int'l reps.:** Argentina (Industrias Electricas & Musicales Odeon), France (Pathe-Marconi), Germany (Electrola), Japan (Toshiba), Mexico (Capitol), Switzerland (Emig Verkaufs), UK (EMI), USA (Capitol), Worldwide (EMI).

Palobal (Distribuidora Discografica), Av. Mistral 55, Barcelona. Tel: 223.00.64. Contact: Pablo Lopez Balada. (SEE ADVERTISEMENT)

Pathe, see Odeon.

Paulinas (Ed.), Mayor 11, Madrid. Tel: 266.4.46. Contact: Miguel Fernandez de Prada.

Pax (Discoteca), Calle Acebo 54, Madrid 16. Tel: 250.53.10. Gen. Mgr.: Jose R. Boeta; Sales Mgr.: Catalina Jaume.

**Labels:** Pax, Musical-Pax.

Philips, see Fonogram.

Pleno, Eduardo Dato 21, Madrid 10. Tel: 410.08.36. Pres.: Ana Maria Alvarez; Mgr.: Felipe Alcover. (Distributed by Movieplay).

Polydor, see Fonogram.

Poplandia, see Barclay & RCA.

Presa, Av. del Generalissimo Franco 463bis, Barcelona 11. Tel: 321.72.41. Contact: Salvador Mayolas. (Distributed by Movieplay).

Productora Tic, see Concentric.

Pussy, see Estebaranz & Fidiás.

R C A SA, Calle Dr. Fleming 43, Madrid. Tel: 457.46.00. Gen. Mgr.: Gil A. Beltran; A&R Dir.: Joaquin De Mingo; Classical Dir. & Pub.: Luis Alberto Moreno; Sales Dir.: Alberto Gaites; Int'l: Ernesto Duarte.

**Branches:** Barcelona, Bilbao, Seville, Valencia.

**Labels:** (Owned) RCA, Camden, Red Seal, Victrola, Vik, Musica Para (MP); (distributed) Fonal, Poplandia.

**Cassette:** (Owned) RCA; (represented) RCA, Tamla Motown. (Duplicated by Fonogram).

**Int'l labels represented:** Ember (UK), Tamla Motown (USA).

**Int'l rep.:** Worldwide (RCA).

Regal, see Odeon.

Saef, see Belter.

Sayfon SA, Gran Via de Carlos III 17-19, Barcelona. Tel: 230.31.04, 239.93.03. Mng. Dir.: Luis Ferrer; A&R: Jose Valero; Pub. & Promo.: Cecilia Calvet; Sales Mgr.: Carlos Capaces.

**Branches:** Alicante, Bilbao, Gerona, Las Palmas de Gran Canaria, Lerida, Madrid, Pamia (Mallorca), Valencia, Zaragoza.

**Labels:** Sayfon, Canigo, Happy Band.

**Cassette:** (Owned) Sayfon, Canigo, Happy Band; (represented) Clan (Italy). (Duplicated by Iberofon).

**Int'l label represented:** Clan (Italy).

**Int'l rep.:** Italy (Clan).

Showman, see Movieplay. (SEE ADVERTISEMENT)

Sintonia SA, Vallehermoso 32, Madrid 15. Tel: 224.49.99, 223.98.81. Pres.: Francisco Perez Martin; Gen. Mgr.: Bartolome Espadale (Distributed by Spectra).

**Cassette & open reel:** Sintonia (distributed by Spectra).

6 Pistas, see Zafiro.

Stateside, see Odeon.

Subur, see Ekipo.

Succes, see Marfer.

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Talar SA (Discografica), Bori & Fontesta 19, Barcelona. Tel: 239.24.39. Pres.: A. Talarewitz; VPs: E. Talarewitz, J.L. Gomariz; Mktg. Mgr.: A. M. Martinez Soveria; Adv. & Promo.: Fernando Morer Alcantara.  
Labels: Dutch Reccs., Eurofonia, Mayfair, Three Lyons.  
Int'l labels represented: Bovema (Netherlands), CTI (USA), Damaskinos (Greece), King (Japan), National General (USA), Zel (UK). (SEE ADVERTISEMENT)

Three Lyons, see Talar.  
Trama, see Marfer.  
Trebol, see Ekipo.  
Unic, see Ekipo.  
Valor, see Marfer.  
Vergara (Discos), General Mola 9, Barcelona 9. Tel: 257.94.05. Cable: VERGARASA. Pres.: Nicolas Suris; Dir.: Alberto Serra; Pop A&R: Ramon Segura; Classical A&R: Juan Casals; Sales Mgr.: Antonio Ibanez; Pub.: Carlos Sanmartin; Adv.: Fernando Vila; Int'l: Rosa Mula M.  
Branches: Bilbao, Ercilla 24. Rep.: Jose Luis Cartes—Madrid, Acipreste de Hita 14. Tel: 244.12.57. Rep.: Jose Batille—Seville, Pajaritos 11. Rep.: Pedro Arainz.  
Labels: Vergara, Alma.  
Cassette: (Owned) Vergara; (represented) Durium (Italy), Melodia (USSR). (Duplicated by Iberofon).  
Int'l labels represented: Angelicum (Italy), Ariola (Germany), Charlin (France), Cantate (Germany), Durium (Italy), Everest (USA), Fonit-Cetra (Italy), Festival (France), Instituto Internacional del Disco (Italy), Melodia (USSR), RGE (Colombia), Schwann (Germany), Studio SM (France), Style (Italy), Vox (France, USA).  
Int'l reps.: Argentina (Disc-Jockey), Chile (Gobuloff Inds.), France (Festival), Italy (Durium), Mexico (Discos Exclusivos de Mexico), USA (Everest), Venezuela (Venedisco). (SEE ADVERTISEMENT)

Yupy, see Movieplay.  
Zafiro SA, Campomanes 10, Madrid. Tel: 241.50.04. Pres.: Patricio Gutierrez; Gen. Mgr.: Esteban Garcia Morencos; A&R: Carmen Grau Torres; Sales Mgr.: Jose Sagi-Vela; Promo. & PR Mgr.: Antonio Ortega.  
Branches: Alicante, Reyes Magos 20-22. Mgr.: Primitivo Sanchez Mayoral—Barcelona, Fernando Agullo 24. Tel: 211.15.20. Mgr.: Fernando Castano; Sales Mgr.: Manuel Castell—Bilbao, Tercio Ortiz de Zarate 7. Mgr.: Juan Jose Bernabeu—Oviedo, Sacramento 2. Mgr.: Alfredo Fernandez—Santa Cruz de Tenerife, Villalba Hervas 1. Mgr.: Manuel Trujillo—Valencia, Jose Antonio 25. Mgr.: Fernando Bernabeu—Zaragoza, Dr. Cerrada 23. Mgr.: Fermin Bernabeu—Valladolid, Zorrilla 6. Mgr.: Balbino Garcia Arranz.  
Labels: (Owned) Zafiro, Cancellia, Montilla, Novola, 6 Pistas; (Distributed) Accion.  
Cassette: (Owned) Zafiro, Montilla, Novola; (represented) Vogue, Musart. (Duplicated by Fonogram).  
Int'l labels represented: Fonit-Cetra (Italy), Musart (Mexico), Saar (Italy), Telefunken (Germany), Vogue (France).  
Int'l reps.: Argentina (Fonogram), Austria (Vogue), Belgium (Disc'AZ), Chile (Fonogram), Colombia (Orbe), France (Disc'AZ), Societe Francaise du Son, Germany (Vogue), Italy (Fonit-Cetra, Saar), Japan (King), Luxembourg (Disc'AZ), Mexico (Musart), Peru (Fonogram), UK (Decca), USA (Decca), Venezuela (Hnos. Antor).

● independent record producer

Juan Pardo, General Pardinas 114, Madrid 6. Tel: 262.25.12.

● music publishers

Aberbach (Madrid) SA, see Canciones del Mundo. Accion (Ed.), Av. Jose Antonio 32, Madrid 13. Tel: 221.87.97. Gen. Mgr.: Jesus Domingo; Sales Mgr.: Jose Ramon Martinez. (SEE ADVERTISEMENT)

Acropol (Industria Fonografica), Av. de Jose Antonio 68, Madrid 13. Tel: 248.31.80, 247.61.15. Gen. Mgr.: Noumbar Hamatjis; Sales Mgr.: Francisca Ortega.

Luis Araque (Eds. Musicales) (SGAE), Av. del Aster 17, Madrid 16. Tel: 250.14.55. Dir.: Luis Araque Sancho.  
Affiliate: Ed. Musica Latinamericana.  
Arbex Music, Chinchilla 2, Madrid. Tel: 222.88.99, 222.72.49. Contact: Antonia Perez Solis.  
Affiliates: Kara Music, Ed. Musicales Universal. Armonico (Grupo Editorial), Ramba Cataluna 10, Barcelona 7. Tel: 222.18.47, 221.69.12. Pres.: Nicolas Suris Palome; Gen. Mgr.: Julio Guiu Clara; Gen. Prof. Mgr.: Francisco Vinuesa Gimenez; PR: Julio Guiu Arbeloa.  
Branch: Madrid 1, Av. Jose Antonio 31. Tel: 248.61.13, 221.55.60. Gen. Prof. Mgr.: Luis Caceres Garcia.  
Affiliate: Clipper's.  
Int'l firms represented: Arc (USA), Ariston (Italy), Campbell-Connelly (UK), Lowery group (USA), Regent (USA), Ricordi (Italy), Su-Ma (USA) (SEE ADVERTISEMENT)

Astarte Europa, Serrano 190, Madrid 17. Tel: 457.08.50. Contact: Luis Aguile.

Balmes, Duran & Bas 9, Barcelona 2. Gen. Mgr.: Rdo. Edwardo Serra.

Barna, Via Layetana 158, Bajos, Barcelona 9. Tel: 228.69.67. Gen. Mgr.: Manuel Riera Cleville.

Belter SA (Discos), Calle Gomis 1, Barcelona 6. Tel: 211.55.00. Gen. Mgr.: Joaquin Alfonso.  
Branch: Madrid, Augusto Figueroa 39. Tel: 232.27.04.  
Int'l firm represented: Intro (Germany).

Bricos (Ed. Musicales), see Erika.  
Calypso (Ed. Musicales), see Quiroga.

Canciones del Mundo SA, Magallanes 21, Madrid 15. Tel: 223.49.87. Pres. & Gen. Mgr.: Augusto Alguero Alguero; Admin.: Manuel Rey Alvarez; Promo.: Juan Canal Gomez.  
Branch: Barcelona, Bruch 136. Tel: 258.18.07. Gen. Mgr.: Rosa Alguero Dasca.  
Affiliates: Aberbach (Madrid) SA, Fontana SA (Ed. Musicales), Francis Day & Hunter (Canciones), Robert Mellin Iberica SA, Sympathy SA (Ed. Musicales).  
Int'l firms represented: Big Seven (USA), Feldman (UK), Francis Day & Hunter (France), Robbins (USA), Saturday Music (USA), Tree (USA), 20th Century-Fox (USA).  
Chappell Iberica SA, Tetuan 22-24, Madrid 13. Tel: 222.25.55. Pres. & Gen. Mgr.: Augusto Alguero Alguero; Admin.: Manuel Rey Alvarez; Promo. & PR: Chevi Semprini.  
Home office: USA, Chappell.  
Int'l firms represented: Chappell & Co. Ltd. (UK), Edwin H. Morris (UK).  
Clave (Ed. Musicales), see Quiroga.  
Clipper's, see Armonico.

Coculsa, Torregalindo 5, Madrid 16. Tel: 250.23.30. Gen. Dir.: Evaristo Riol Madruga; Prof. Dir.: Tomas de Manzarraza.

Daimon, Provensa 284, Barcelona 8. Tel: 288.99.28. Cable: EDIDAIMON. Gen. Mgr.: Manuel Tamayo Benito.

Ducal, Valencia 288, Barcelona 7. Tel: 215.13.70. Contacts: Francisco S. Ortega, Manuel Alavedra.  
Int'l firms represented: April (Australia, Canada, France, Germany, Israel, Italy, UK), Blackwood (Canada), Elam (Brazil), Mundo (Brazil, Central America in Costa Rica, Mexico), Melograf (Argentina), J. Portengen (Netherlands).

E G O Musical SA, Calle Tuset 23-25, Barcelona 6. Tel: 227.31.81. Pres.: Rene Maget; Gen. Mgr.: Pierre Maget; Ass't Gen. Mgr.: P. Jamieson.  
Branch: Madrid 13, Plaza Rameses 2.  
Int'l firms represented: Ardmore & Beechwood (Worldwide), Beechwood Music (USA), Dick James Music (UK), KPM Music group (USA), Northern Songs (UK), & all EMI publi'g firms.  
Int'l reps.: Worldwide (EMI).

Erika Musical, Campomanes 10, Madrid. Tel: 241.83.65, 241.82.62. Contact: Ernesto Garcia Soto.  
Affiliate: Ed. Musicales Bricos.  
Essex Espanola SA (Eds.) (SGAE), Diputacion 337, Barcelona 9. Tel: 225.84.89. Cable: SEXMUS. Gen. Mgr.: Manuel G. Salinger.  
Home office: UK.  
Int'l firm represented: TRO (USA).

Fiesta en Triana, Apdo. de Correos 493, Niebla 33, Seville. Tel: 27.43.59. Gen. Mgr.: Juan Valenzuela Mostazo.

Fontana SA (Ed. Musicales). Gen. Mgr.: Luis Regatero. See Canciones del Mundo.

Francis Day & Hunter (Canciones), see Canciones del Mundo.

Garzon, Calle Tuset 15, Barcelona 6. Tel: 217.47.51. Prop.: Jesus Garzon.  
Int'l branch: France.

Hispania (Ed.), Av. de Jose Antonio 31, Madrid 13. Tel: 231.26.33. Pres. & Gen. Mgr.: Julian-Mario Suarez; Gen. Prof. Mgr.: Julian Suarez Ruiz; Musical Dir.: Mario S. Ruiz.  
Affiliate: Kassner Music Espanola.  
Int'l firms represented: American Metropolitan Ent's. (USA), Kassner (UK), SESAC (USA).

Hispavox SA (Ed. Musicales), Campomanes 8, Madrid 13. Tel: 248.60.57. Cable: EDIVOX. Gen. Mgr.: Amado Regueiro.  
Branch: Barcelona, Balmes 2. Tel: 231.51.35.  
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Int'l reps.: Mexico (Gamma), USA (Barnegat). (SEE ADVERTISEMENT)

I F I, Marques del Duero 106, Barcelona 15.  
Joya, Apdo. Correos 14-435, Concepcion Arenal 5, Madrid 13. Gen. Mgr.: Emilio Martinez Lluna.  
Kama Music, see Arbex.  
Kassner Music Espanola, see Hispania.  
Latinamericana (Ed. Musica), see Luis Araque.  
Marfer SA (Ed. Musicales), Paseo Alto de la Virgen del Puerto 7, Madrid 5. Tel: 265.78.00. Dir.: Mario Selles.  
Robert Mellin Iberica SA. Pres.: Robert Mellin. See Canciones del Mundo.  
Ivan Mogull Music Assocs., c/o SGAE, Fernando VI 4, Madrid.  
Home office: USA.  
Mundo de Ritmos (Ed.), see Quiroga.

Musica de Espana (Ed.), Av. Jose Antonio 62, Madrid. Tel: 241.37.94, 241.41.02. Pres.: Manuel Gordillo Ladrón de Guebara; Gen. Mgr.: Alfredo Garcia Segura; Sales Mgr.: Trinidad Torregrasa.  
Branch: Barcelona, Conde del Asalto 73. Tel: 241.04.88. Dir.: Jose Aixala.  
Int'l firm represented: Bourne (USA).  
Int'l reps.: Belgium (Ardmore & Beechwood), Germany (Accord), Netherlands (Anagon), Puerto Rico (EME Americana).

Musica de Hoy, Cuesta de Santo Domingo 11, Madrid. Tel: 247.07.25, 247.07.11. Dir.: Antonio Areta, Maximo Baratas.

Musica Latinamericana (Ed.), see Luis Araque.

Musical Emporium, Ramba Canaletas 129, Barcelona 2. Gen. Mgr.: I. Llobet.

Musica Moderna (Ed.), Marques de Cubas 6, Madrid 14. Tel: 221.55.93. Gen. Mgr.: Antonio Carmona.

Notas Magicas, Desengano 4, Madrid 13. Tel: 232.58.18. Contact: Enrique Martin Garea.

Penta-Music SA, Serrano 190, Madrid 17. Tel: 457.08.50. Gen. Mgr.: Manuel Sancho.  
Int'l firm represented: Heathside Music (UK).

Puerta del Sol (Ed.), see Quiroga.

Quiroga (Eds.) (SGAE), Alcalá 70, Madrid 9. Tel: 276.39.50, 276.39.66. Cable: QUIROGAMUSIC. Pres.: Manuel Lopez-Quiroga; Gen. Mgr.: Carlos Perez Cancio; Gen. Prof. Mgr.: Manuel Lopez-Quiroga Jr.  
Branch: Barcelona 2, Canuda 45. Tel: 231.08.86. Gen. Prof. Mgr.: Jose Cruells Solbes.  
Affiliates: Ed. Musicales Calypso (SGAE), Ed. Musicales Clave (SGAE), Ed. Mundo de Ritmos (SGAE), Ed. Puerta del Sol (SGAE).  
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Int'l reps.: UK (Mills), USA (Belwin-Mills).

Ritmo & Melodia, Villarreal 18, Barcelona 11. Gen. Mgr.: D.F. Sanchez.

R C A Espanola SA (Ed. Musicales), Calle Dr. Fleming 43, Madrid. Tel: 457.78.18. Pres.: Gil A. Beltran; Gen. Mgr.: Antonio Martinez.  
Int'l firms represented: Dunbar (USA), Florida (UK), Lee Hazlewood (USA), Ishmael (USA), Jobete (USA), PMI (France), Sunbury (USA), Trousdale (USA).  
Int'l rep: Worldwide (RCA).

Sirius, Av. Jose Antonio 578, Barcelona 11. Tel: 254.61.12. Gen. Mgr.: Mariano Farre Pujol.  
Int'l firm represented: Euterpe de Genova (Italy).

Southern Music Espanola SA (SGAE), Diputacion 337, Barcelona 9. Tel: 225.61.97. Cable: SOUTH-MUSIC. Mgr.: Manuel G. Salinger.  
Branches: Madrid 4, Hortaleza 18. Tel: 231.06.61. Prof. Mgr.: Antonio Barta Sanchez—Valencia 5, Arzobispo Melo 3. Tel: 33.19.35. Prof. Mgr.: Enrique Piedra Albis.  
Home office: USA.  
Int'l firms represented: All firms of Southern-Peer organization, Leeds (USA, UK), MCA (USA), Sympathy SA (Ed. Musicales). Pres.: Antonio Plascencia Montleon. See Canciones del Mundo.

Total Music, Av. de America 22, Madrid. Tel: 245.46.00, 246.02.05. Pres.: Juan Celada; Mgr.: Jose Luis Izaguirre.

Union Musical Espanola (SGAE), Carrera de San Jeronimo 26, Madrid 14. Tel: 221.46.12. Cable: MUSICA. Gen. Mgr.: Antonio Chapa Bermejillo; Gen. Prof. Mgr.: Jose de Juan del Aguila.  
Branches: Madrid, Arenal 18. Tel: 222.62.60—Valencia, Paz 15.  
Int'l firm represented: AMP (USA).  
Int'l reps.: Argentina (Ricordi), Australia (Allan), France (Salabert), Germany (Otto Gunne), Italy (Ricordi), UK (United), USA (AMP).

Universal (Ed. Musicales), see Arbex.

World Music Espanola (SGAE), Diputacion 337, Barcelona 9. Tel: 225.61.97. Gen. Mgr.: Manuel G. Salinger.  
Branch: Madrid 4, Hortaleza 18. Tel: 231.06.61. Prof. Mgr.: Antonio Barta.  
Int'l firm represented: Worldwide (World Music & affiliates).

Zafiro SA (Ed. Musicales), Campomanes 10, Madrid. Tel: 241.83.65, 241.82.62. Gen. Mgr.: Ernesto Garcia Soto; Gen. Prof. Mgr.: Pablo Herrero.  
Branch: Barcelona, Fernando Agullo 24.

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Sindicato Nacional del Espectaculo, Cuesta de Santo Domingo 7, Madrid.

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Barnafon, Av. de la Fama 16, Barcelona. Office: Zafiro SA, Fernando Agullo 24, Barcelona 6. Tel: 211.15.54, 211.15.50.  
D A F, Pallars 57, Barcelona.  
Iberofon, Av. de Valladolid 63, Madrid. Tel: 247.94.03. Mgr.: Carbo Figueras.  
Odeon SAE (Campania del Gramofono), Carretera del Aeropuerto a Barcelona, Prat de Llobregat, Barcelona.

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Odeon SAE (Compania del Gramofono), Calle Tuset 23-25, Barcelona 6. Tel: 227.31.81. Pres.: Rene Maget; Gen. Mgr.: Pierre Maget; Sales Mgr.: E. Gasco.

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Melodix, Pedro Muguruza 8, Madrid. Tel: 250.37.11.

## RECORDING STUDIOS

Acropol (Industria Fonografica), Av. de Jose Antonio 68, Madrid 13. Gen. Mgr.: Nourbar Hamatjis; Sales Mgr.: Francisca Ortega.  
Audiofilm (1967), C/Alonso Cano 68, Madrid 3. Tel: 254.47.66. Studio Mgr. & Chief Eng.: J. Batlle; Eng.: Raul Marcos.  
Belter Estudios (1955), Gomis 1, Barcelona 6. Tel: 211.55.00. Chief Eng.: Dr. Ed Benet.  
Columbia SA (Discos) (1909), Libertad 24, Madrid 4. Tel: 221.10.95. Studio Mgr.: Jose Manuel Pardo.  
Branch: Barcelona 9, Gerona 176. Tel: 257.45.72.  
Espectra SA, Joaquin Garcia Morato 17, Madrid. Tel: 223.98.81, 224.10.58, 224.78.61. Pres.: Fidel Lopez Del Moral; Gen. Mgr.: Bartolome Espadale.  
Estebanz SA, Jazmin 70, Madrid 20. Tel: 202.43.50. Gen. Mgr.: Jose Miguel Estebanz.  
Fonogram SA (1963), Av. de America & Hernandez de Tejada s/n, Madrid. Tel: 267.42.00. Studio Mgr. & Chief Eng.: Rafael Jaimez.  
Gema, Sagrado Corazon 15, Barcelona 17. Tel: 203.02.73; Cerdana 228, Barcelona 13. Tel: 245.77.30.  
Hispavox (1953), Torrelaguna 102, Madrid 17. Tel: 415.63.50. Chief Eng.: M. Llewellyn-Jones (SEE ADVERTISEMENT)  
Odeon SAE (Compania del Gramofono), Tuset 23-25, Barcelona 6. Tel: 227.31.81. Pres.: Rene Maget; Gen. Mgr.: Pierre Maget; Sales Mgr.: E. Gasco.  
Publivox, Av. de Jose Antonio 68, Madrid 13. Tel: 248.88.15; 241.30.20. Contact: Jose Luis Alvarez.  
R C A SA (1952), Dr. Fleming 43, Madrid 16. Tel: 457.46.00. Mng. Dir.: Gil Beltran; Studio Mgr.: Francisco Rivera.  
Regson, Gustavo Fernandez Balbuena 24, Madrid. Tel: 415.15.59.  
Sintonia SA, Vallehermoso 32, Madrid 15. Tel: 224.49.99, 223.98.81. Pres.: Francisco Perez Martin; Gen. Mgr.: Bartolome Espadale.

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Assimil, General Pardinias 82, Madrid. Tel: 276.16.57.  
Cassette: Assimil (language courses).  
Espectra SA, Joaquin Garcia Morato 17, Madrid 10. Tel: 239.98.81, 224.78.62. Pres.: Jose Miguel Estebanz; Gen. Dir.: Bartolome Espadale Verges.  
Cassette: Concentric, Als 4 Vents.  
Estebanz SA, Jazmin 70, Madrid 20. Tel: 202.43.50. Gen. Mgr.: Jose Miguel Estebanz.  
Fidias SA, Claudio Coello 76, Madrid. Tel: 276.42.09. Pres.: Benito Montuenga; Gen. Mgr.: Jose Maria Esteban; Sales Mgr.: Jose Miguel Estebanz.  
Fonogram SA, Av. de America, Hernandez de Tejada, Madrid 17. Tel: 267.42.00. Gen. Dir.: Mariano de Zuniga; Mktg. Mgr.: Manuel Bejar.  
Cassette: Belter, Columbia, Hispavox, Odeon, RCA, Zafiro.  
Fonopolis SL, Ibiza 50, Madrid 9. Tel: 274.26.79. Pres.: Luis Sanchez-Caballero Estevez.  
Grama, Av. Principe de Asturias 54, Barcelona. Gen. Mgr.: A. Aguado.  
Cassette & open reel.  
Gramvox, Puerta del Sol 11, Madrid. Tel: 221.21.65; Jovellanos 5, Madrid. Tel: 222.55.54.  
Iberton, Av. de Valladolid 63, Madrid. Tel: 247.94.03. Gen. Mgr.: Carbo Figueras.  
Cassette: Edigsa, Marfer, Movieplay, Sayton, Vergara.  
Kolster Iberica, Nuestra Senora de las Nieves 29, Barcelona.  
Cassette: Belter.  
Sintonia SA, Vallehermoso 32, Madrid 15. Tel: 224.49.99, 223.98.81. Pres.: Francisco Perez; Gen. Mgr.: Bartolome Espadale.

## ● supplies

### ENVELOPES & MAILERS

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### JACKET MANUFACTURERS

Acropol (Industria Fonografica), Av. de Jose Antonio 68, Madrid 13. Tel: 248.31.80, 247.61.15. Gen. Mgr.: Nourbar Hamatjis; Sales Mgr.: Francisca Ortega.  
Artigrafia, Tucan 12, Madrid 19. Tel: 228.92.09. Contact: Antonio Custodio.  
Hostench SA (Talleres Graficos), Corcega 231-233, Barcelona 11. Tel: 230.55.37. Cable: FERHOS-VILA. Pres.: Fernando Hostench Vilanova; Gen. Mgr.: F. Hostench Mora; Sales Mgr.: Jose Fabregat Alvarez.  
Pentacrom, Ferrer del Rio 6, Madrid.

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Acropol (Industria Fonografica), Av. de Jose Antonio 68, Madrid 13. Tel: 248.31.80, 247.61.15. Gen. Mgr.: Nourbar Hamatjis; Sales Mgr.: Francisca Ortega.  
Artigrafia, Tucan 12, Madrid 19. Tel: 228.92.09. Contact: Antonio Custodio.  
Hostench SA (Talleres Graficos), Corcega 231-233, Barcelona 11. Tel: 230.55.37. Cable: FERHOS-VILA. Pres.: Fernando Hostench Vilanova; Gen. Mgr.: F. Hostench Mora; Sales Mgr.: Jose Fabregat Alvarez.  
Odeon SAE (Compania del Gramofono), Calle Tuset 23-25, Barcelona 6. Tel: 227.31.81. Pres.: Rene Maget; Gen. Mgr.: Pierre Maget; Sales Mgr.: E. Gasco.

### POLYETHYLENE BAGS

Acropol (Industria Fonografica), Av. de Jose Antonio 68, Madrid 13. Tel: 248.31.80, 247.61.15. Gen. Mgr.: Nourbar Hamatjis; Sales Mgr.: Francisca Ortega.

## SWEDEN

### RECORDS:

Records sold domestically: LPs 1969-4,200,000 units; 1968-3,900,000 units. EPs 1969-500,000 units; 1968-1,000,000 units. Singles 1969-5,000,000 units; 1968-3,900,000 units.  
Imports from USA (records, blanks, pre-recorded tape): 1969-\$1,235,826; 1968-\$828,917.  
Records exported to USA: 1969-6,525 units, \$11,626; 1968-2,110 units, \$3,376.  
Average retail price per record: LPs-\$5; EPs-\$2; Singles-\$1.70.  
Stereo sales: Close to 100% of total.  
Record club sales: 3% of total.  
Discounting: Frequent.  
Type of distribution: Manufacturer-to-distributor-to-retailer. Record clubs exist but have a very small market. There is one rack jobber in Sweden, but it is only of local importance. The LP market increases rapidly; the EP market is practically non-existent and singles are on the decline.

Type of promotion: Radio & TV are important, but cannot be used by record manufacturers as the government owns all broadcasting rights. Advertising and press releases are used, and posters to retailers.

### TAPE:

Market: Sweden is the leading market in Scandinavia and the last year has seen a boom in tape sales. Cartridges lead in sales by about 8 to 10 per cent, but cassettes are gaining rapidly. Open reel has lost all importance here and 4-track cartridges were never introduced. Most cartridges are designed for car units while the cassettes are for portable equipment. The cassettes, including a large number of blank cassettes, are bought chiefly by young people. There are no official statistics on imported tapes since all recorded music (records and tapes) goes into the same statistics. The first factory for cartridges and cassettes was started in early 1970 by Ulvsunda Gummfabriks AB. Pre-recorded tape imported from USA (estimated factory value): 1968-\$450,000. Pre-recorded tape imported from countries other than USA (estimated factory value): 1968-\$75,000.

Average retail price per tape: Cartridge 8-track-\$7; cassette-\$5.70; open reel-\$8.

Type of distribution: Manufacturer-to-retailer-to-consumer is most common, but there is some distribution through oil companies, car manufacturers and rack sales in gas stations.

Type of promotion: Advertising, catalogs, posters, and mailing are used. Most tapes are promoted along with records, but 8-track cartridges are also promoted by ads in motor magazines by car manufacturers. EMI Sweden, plans to make a "tape forum" later on.

Import/export regulations: None as long as copyrights are cleared. Kjell E. Genberg

## ● record manufacturers importers/distributors

Amigo Musikproduktion AB, PO Box 6058, 102 31 Stockholm 6. Tel: (08) 31 67 10. Pres.: Per-Anders Boquist; Gen. Prof. Mgr.: Jan Boquist. (Distributed by GDC & Scason Svenska). Labels: (Owned) Amigo; (distributed) Bla-Ton. Cartridge, 8-track & cassette: Amigo. Int'l labels represented: Design (USA), Festival (France), Jay Boy (UK), Spector (Denmark).  
Angel, see EMI.  
Angelica, see Nya Bokforlags.  
Anette, see Lido-Prod'n, Scason Svenska & GDC.  
Arkens Rundradio, c/o Ljusteral, Bellmansgatan 120, 1 tr, Uppsala. Tel: (018) 10 34 57. Pres.: Ake Ljusteral, Stig Holtzberg, Gunnar Olsson. Label: Arr.  
Arr, see Arkens.  
Artist, see Nordiska.  
Avenue, see Toniton.  
Barnparaden, see Nordiska.  
Benita, Matareng, Overtornea. Tel: Overtornea 10. Pres.: Wilhelm Damber.  
Bill, see Arne Bill.  
Arne Bill Prod'n, PO Box 953, Blommensbergsvagen 140, Hagersten 9. Tel: (08) 18 18 44. Pres.: Arne Bill; A&R: Ingallill Bill (distributed by GDC). Labels: Bill, Butler.  
Bla Ton, see Amigo.  
Blueberry Recs. AB, Odengatan 81, 2 tr, Stockholm VA. Tel: (08) 32 40 51, 30 08 62. Mng. Dir.: Bengt Palmers.  
Label: Blueberry (distributed by GDC).  
Blue Horizon Recs., see Seagull.  
Bokforlaget Libris, PO Box 330, Skolgatan 11, Orebro 1. Tel: (019) 11 93 60. Cable: OREBROMISSIONEN. Mgr.: Wimar Hanson.  
Label: Jubilate.  
Butler, see Arne Bill.  
C B S, see CBS-Cupol.  
C B S-Cupol AB, Ulvsundavagen 168, S-161 30 Bromma. Tel: (08) 26 26 85. Pres.: & Gen. Mgr.: Helge Roundquist; Sales Mgr.: Eric Christofferson.  
Labels: (Owned) CBS, Cupol, Date, Lyra, Nashville, Round Up; (distributed) Cantio, Cewe, Clarita, Decibel, Dollar, Intersound, JF Recs., Klavicorn, Music Networks Corps, Olga, Rival, Strike, Studio 7, Swing-Star, Toni, Triol, Zoom.  
Int'l labels distributed: Abbott (USA), Ariola (Germany), Baccarola (Germany), Barnaby (USA), Blue Horizon (UK), Caytronics (USA), Cetra (Italy), Eurodisc (Germany), Fonit (Italy), Good Time Jazz (USA), Hallmark (USA), Hansa (Germany), Harmony (USA), Hob (USA), MPS (Germany), Melodiya (USSR/Germany), Music Minus One (USA), Odssee, Prestige (Germany), Saba (Germany), Scepter (USA), Starlet (Germany), Wand (USA).  
Int'l reps.: Denmark (AEG), Finland (Scandia Musiikki, Finnlevy), Norway (Nera).  
Cantio, see CBS-Cupol.  
Cantus, see Ernst Westerbergs.  
Capitol, see EMI.  
Cewe, see CBS-Cupol.  
Cirkus, see Sonet.  
Clarita Gramofon AB, Norrmalmstorg 18, 111 46 Stockholm. Tel: (08) 24 81 75, 21 90 19. Gen. Mgr.: Rolf Inghamm; A&R: Carina Inghamm. (Distributed by CBS-Cupol).

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continued

Clavicord, PO Box 35, Bollnas 1. Tel: (0278) 156 00. Pres.: Evald Sonefors; Sales Mgr.: Bjorn Berge; PR: Erik Gunnarsson.

Columbia, see EMI.

Cupol, see CBS-Cupol.

Date, see CBS-Cupol.

Decibel, see CBS-Cupol.

Disc-Club, Virebersvagen 16, S-172 40 Solna. Pres.: Leif Malmberg. (Distributor).

Discophon, see Discophon.

Discophon Svenska AB, Fosratrbacken 24, Skarholm. Tel: (08) 46 25 75. Label: Discophon.

Discus-Celeste, see Tommoproduktion.

Dollar, see CBS-Cupol.

Dux, see Philips-Sonora.

E M I (Electric & Musical Inds. Ltd.) Svenska AB, PO Box 27053, Sandhamngatan 39, 102 51 Stockholm. Tel: (08) 22 45 80. Telex: 10046. Cable: EMIGRAM. Dir.: Anders Holmstedt; Rec. Div. Mgr.: Ture Solnsaas; A&R: Sten Carlberg; Co-ord. Mgr.: I. Lieberg.

Labels: (Owned) Capitol, Columbia, HMV, Odeon, Parlophone, Stateside, Angel, Encore, Electrola, Regal; (distributed) Discus-Celeste, Ornis SR, SR, Tommoplattor, Toniton. Cartridge 8-track & cassette: Capitol, Columbia, Electrola, Encore, HMV, Odeon, Parlophone, Regal, Stateside.

Int'l labels represented: ABC (USA), Bell (USA), Blue Note (USA), Bluesway (USA), Buena Vista (USA), Command (USA), Diamond (USA), Disneyland (USA), Dot (USA), Ember (UK), Erato (France), Gordy (USA), Grand Award (USA), Immediate (UK), Imperial (USA), Impulse (USA), Liberty (USA), Mala (USA), Minit (UK, USA), Monitor (USA), Motown (USA), Music Guild (USA), New Voice (USA), Pacific Jazz (USA), Pickwick (USA), President (UK), Tower (USA), Westminster (USA), World Pacific (USA). Int'l rep: Worldwide (EMI).

Electra (Grammofon AB), PO Box 1178, Ankdamngatan 5, S-17123 Solna 1, Stockholm Tel: 82 04 80. Cable: ELECTRAGRAMMO STOCKHOLM. Gen. Mgr.: Sixten Eriksson; Ass't Gen. Mgr.: Hans-Ove Eriksson; Pop A&R: Sven Agren, Hans Englund, Robert Hultman; Classical A&R: Frank Hedman; PR: Gosta Linderholm. Labels: Musica, Sagoton, Swedish Society Discifol, Telefunken, Telestar. Cartridge 8-track, cassette & open reel: Musica, Sagoton, Swedish Society Discifol, Telefunken, Telestar.

Int'l labels represented: Ace of Clubs (UK), Ace of Diamonds (UK), Ace of Hearts (UK), Argo (UK), BT Puppy (USA), Beltona, Camden (USA), Challenge (USA), Chapter One (UK), Chart (USA), Colgems (USA), Colosseum (UK), La Compagnie (France), Congress (USA), Coral (USA), Davon (USA), Decca (UK, USA), Deram (UK), Disc'AZ (France), Eclipse, Emerald (UK), Four Corners of the World (USA), Hi (UK), Impact (USA), Kapp (USA), Kirshner (USA), LHI (USA), Laurie (USA), Loma (USA), London (USA), MCA (USA), Mainstream (USA), Monument (USA), Musica Nova, Mustang (USA), L'Oiseau Lyre (France), Parrot (UK), Phoenix, Pompeii (USA), RCA (USA), Reprise (USA), Rising Sons (USA), Sound Stage 7 (USA), Starday (USA), Tambourine, Threshold (UK), Tomorrow, Tribe (UK), Turnabout (USA), Valiant (USA), Vega (France), Victrola (USA), Vocalion (USA), Vogue (France), Vox (USA), Warner Bros. (USA).

Electric & Musical Inds. Ltd., see EMI.

Electrola, see EMI.

Encore, see EMI.

Epok Skivforlag, Vintergatan 10 B, Ornskoldsvik. Tel: (0660) 300 52. Pres.: Jan Sundin; Sales: Charlie Wedin.

Labels: Epok, CeWe.

Europa, see Europa-Produktion.

Europa-Produktion, Kungsgatan 54, 111 35 Stockholm. Tel: (08) 11 62 40, 20 48 71. Gen. Mgr.: Ake Gerhard-Larsson. Labels: Olga (distributed by CBS-Cupol), Europa. Int'l reps.: Denmark (Faellespeditionen), Finland (Finnlevy), Germany (Metronome), Norway (Nera), Holland (Iramac), UK (Olga).

Festival, see Fralsningsarmen.

Filadelfia-Forlaget, PO Box 6043, Stockholm 6. Tel: (08) 34 93 80. Pres.: Bror Lindberg. Label: Hemmets Harold.

Flop, see Sonet.

Fralsningsarmen, PO Box 5090, 102 42 Stockholm. Tel: (08) 63 17 00. Cable: FRALSNING. Mgr.: Gustav Streling. Label: Festival.

G D C (Grammofonbolagens Distributionscentral) AB, PO Box 5153, Stockholm 5; Kommendorsgatan 26, Stockholm. Tel: (08) 63 54 00. Pres.: Eddie Landqvist. (Distributor).

Labels: Amigo, Anette, Bill, Blueberry, Karusell (Polydor), Knappupp, Megafon, Metronome, Pan, Philips-Sonora, Polar, Scan-Disc, Sirius, Solist, Sonet.

Cartridge 8-track & cassette: Amigo, Arr, Clavicord, Jet, Karusell, Knappupp, Lido Prod'n, Megafon, Metronome, Moonlight, Pan, Philips-Sonora, Polar, Scan-Disc, Septima, Sonet, Strike, Svenska Missionforbundet.

Gavotte, see Skandinavisk Musiktjanst.

Grand Prix, see Sonet.

Green Light, Skeppargatan 48, 114 58 Stockholm. Tel: (08) 62 61 30. Mgr.: Stefan Schroeder. (Distributed by Sonet).

H M V, see EMI.

Haparanda Budget Line Recs., Selmedalsvagen 22, 166 55 Hagersten. Tel: (08) 46 15 11. Mng. Dir.: Arne Larsson.

Label: Haparanda (distributed by Pressbyran).

Hemmets Harold, see Filadelfia-Forlaget. Hendrix, Box 63, Bandhagen 1. Tel: (08) 47 27 20. Ibra, see Ibra Radio & Sonet.

Ibra Radio, PO Box 821, 101 31 Stockholm. Tel: (08) 34 97 60. Pres.: Sverre Larsson. Label: Ibra (distributed by Sonet).

Inter-Disc, see Record Materiel.

Intersound, see CBS-Cupol.

J F, see CBS-Cupol.

Joker, see Karusell.

Jubilate, see Bokforlaget Libris.

Karusell Grammofon AB, Karlavagen 81, 102 40 Stockholm 5. Tel: 63 58 20. Telex: 10 466. Mgr.: Ivan Nordstrom; Mng. Ass't & Tape: Per-Andre Lindholm; A&R: Curt Peterson, Kit Sundqvist; Sales Mgr.: Rolf Helenius; Pub., Adv. & Int'l: Bo Persson; Promo.: Kjellake Carlzon.

Labels: Karusell (distributed by GDC), Joker, Polydor, Polydor Special. Cartridge 8-track & cassette: Karusell (distributed by GDC).

Int'l labels represented: A&M (USA), Archiv (Germany), Buddah (USA), DGG (Germany), Ember (UK), Heliodor (Germany), Kama Sutra (USA), MGM (USA), Polydor (Germany, UK), Riverside (USA), Tetragrammaton (USA), Tip (Germany), Verve (USA).

Kewe Music, Vikingavagen 15, Danderyd. Tel: (08) 755 78 99. Pres.: Kewe Wickman. Label: Wide World.

Klavicoord, see CBS-Cupol.

Knappupp, Drottninggatan 81 B, 111 60 Stockholm. Tel: (08) 24 07 20. Cable: RALVOPRO. Pres.: Felix Alvo.

Labels: Knappupp (distributed by GDC), Triola. Cartridge 8-track & cassette: Knappupp (distributed by GDC).

Kountry 44, see Seagull.

Kountry Korral Prod'n, Box 8014, S-72008 Vasteras B. Tel: (021) 14 35 60. Pres.: Lillies Ohlsson. Label: Kountry Korral.

Int'l labels represented: Intelechy (USA), Seagull (USA).

Lido-Produktion, Fack 131, 531 01 Lidköping. Tel: (0510) 231 25. Pres.: Engar Svensson. Label: Anette (distributed by GDC & Scason Svenska).

Lyra, see CBS-Cupol.

Mallwax, see Metronome.

Malmö Skivimport AB, Lilla Torg 1, 211 34 Malmö. Tel: (040) 336 33. Pres.: Hans Ingvar Hansson; Sales Mgr.: Lennart Carlsson. (Importer). Imports: Labels from UK & USA.

Megafor AB, PO Box 53001, Gotabergsgatan 28, S-400 14 Göteborg. Tel: (031) 20 06 50. Pres.: Lars-Gunnar Anderson. (Distributed by GDC).

Metronome Recs. AB, Storaängsvagen 27, 115 34 Stockholm. Tel: (08) 61 06 16. Pres.: Mats Bierke; Gen. & Sales Mgr.: Borje Ekberg.

Labels: Metronome (distributed by GDC & Scason Svenska), Mallwax, Snurr. Cartridge 8-track & cassette: Metronome.

Int'l labels represented: Atlantic, Atco, Cotillion, Elektra, Vault (all USA).

Morgonstjärnan, Kungsholmsgatan 20, Stockholm K. Tel: (08) 51 63 87. Cable: AHLINMUSIK. Pres.: Martha Ahlin.

Int'l label represented: Ansgar.

Musica, see Electra.

Music Networks Corps., see CBS-Cupol.

Nashville, see CBS-Cupol.

Nordiska Musikforlaget AB, Drottninggatan 37, 111 51 Stockholm. Tel: (08) 24 94 30. Cable: MUSICALIA. Mng. Dir.: Lennart Reimers; Prod'n Mgr.: Bjorn Bjorklof.

Labels: Artist, Barnparaden.

Nya Bokforlags AB, PO Box 5020, 102 41 Stockholm. Tel: (08) 67 01 55. Pres.: Karl-Erik Hellberg. Label: Angelica.

Odeon, see EMI.

Olga, see CBS-Cupol & Europa-Produktion.

Onkesagan, see Record-Materiel.

Ornis SR, see Sveriges Radio & EMI.

Parlophone, see EMI.

Philips-Sonora AB, Banergatan 43, Fack, 100 55 Stockholm 10. Tel: (08) 67 04 40. Telex: 10750. Cable: SONORA. Mng. Dir.: Boo Kinnertorp; Admin.: Benno Nornholm; Pop A&R: Göte Wilhelmson, Birger Enstroem; Classical A&R & Tape Mgr.: Ingemar Skoglund; Sales Mgr.: Gunnar Johnson; Pub., Adv. & Promo.: Ingvar Erikson; Admin.: Benno Nornholm.

Labels: (Owned) Philips, Sonora (distributed by GDC), Dux; (distributed) Svenska Ljud. Cassette.

Int'l labels represented: Amadeo (Austria), Amarda (Austria), Athena (USA), B&C (UK), Charisma (UK), Dawn (UK), Dick James Music (UK), Discophon (Sweden), ESP-Disk (USA), Flying Dutchman (USA), Fontana (Germany, Netherlands, UK, USA), Golden Guinea (UK), Intrepid (USA), Island (UK), Landsdowne (USA), Lime-light (USA), Marble Arch (UK), Mercury (UK, USA), Mira (Czechoslovakia), Mirto (Netherlands), Page One (UK), Penny Farthing (UK), Pye (UK), Skye (USA), Smash (USA), Stereo Dimension (USA), Uni (UK, USA), Vertigo (UK), Virtue (USA), Wayside (USA), Wing (UK, USA).

Platina Recs. AB, St. Aradsgatan 29, Hisings Backa (Gothenburg). Tel: (031) 22 66 93. Pres.: Evert Jakobsson.

Polar Music, PO Box 5265, Jungfrugatan 18, 10245 Stockholm. Tel: (08) 61 75 30, 63 79 70. Cable: SWEDENMUSIC. Pres.: Bengt Bernhag, Stig Anderson. (Distributed by GDC).

Labels: Polar, Septima. Int'l labels represented: Avco Embassy (USA), Jad (USA).

Polydor, see Karusell.

Polydor Special, see Karusell.

Pop, see Popular.

Popular Melodi, Norrbackagatan 1, Stockholm Va. Tel: (08) 30 16 90. Pres.: Allan Ehwert. Label: Pop.

Record-Materiel AB, Industriv. 20, Sollentuna. Tel: (08) 96 01 95. Pres.: Kurt Westman. Labels: Inter-Disc, Onkesagan.

Int'l labels represented: Design (USA), Studio 33 (Netherlands).

Regal, see EMI.

Rival, see CBS-Cupol.

Robban, Vanadisvagen 25, Stockholm. Tel: (08) 33 34 30. Rocket, see Seagull.

Round Up, see CBS-Cupol.

S R, see Sveriges Radio & EMI.

Sagoton, see Electra.

Scan-Disc, Grev Turegatan 38, 114 38 Stockholm. Tel: (08) 67 99 14. Cable: SCANDISCO. Pres.: Lennart Hanning.

Labels: Scan-Disc (distributed by GDC), Peps, Polka, Spark.

Scason Svenska AB, Maria Skolg. 82, Stockholm. Tel: (08) 69 04 60. Cable: DALPORT. Telex: 100 77. Mgr.: Frank Dahlberg. (Distributor).

Labels: A&M, Amigo, Anette, Atco, Atlantic, Barclay, CBS, Elektra, Epic, Metronome, Pickwick, Polar, Pye, Sonet. Cartridge 8-track & cassette: A&M, Amigo, Metronome, Pye.

Seagull Recs., Styrbordsvagen 44, S-613 00 Oxelösund. Tel: (0155) 330 47. Pres.: Larry J. Stevens; Gen. Mgr.: Sven-Ake Hogberg; Promo. & Pub. Mgr.: Lillies Ohlsson.

Home office: USA. Labels: Seagull, Blue Horizon, Kountry 44, Rocket.

Int'l rep.: UK (Reddington's Rare Reels).

Septima, see Polar.

Shane Recs., Selmedalsvagen 22, 166 55 Hagersten. Tel: (08) 46 15 11. Mng. Dir.: Arne Larsson. Signatur, see Svenska Missionforbundet.

Sirius, see Svenska Missionforbundet & GDC. Skandinavisk Musiktjanst, 182 76 Stocksund. Tel: (08) 85 50 50. Pres.: Pierre Westerman; Sales Mgr.: E. Westerman. Label: Gavotte.

Snape, see Strike.

Snoopy's Music Trading, Skutskarsv. 19, S-122 43 Enskede, Stockholm. Tel: (08) 91 62 20. Dir.: A. Rors.

Snurr, see Metronome.

Solist, see Svenska Missionforbundet & GDC.

Sonet Grammofon AB, Artemisgatan 8, 100 54 Stockholm 39. Tel: (08) 67 05 40. Telex: 10037. Pres.: Gunnar Bergstrom; VP & Int'l: Dag Haeggqvist; A&R: Rune Ofwerman, Sven Lindholm; PR: Helan Information, Lars-Olof Helen.

Int'l branch: England. Labels: (Owned) Sonet (distributed by GDC), Circus, Flop, Gazell, Grand Prix, Storyville; (distributed) Green Light, Ibra.

Cartridge 8-track & cassette: Sonet (distributed by GDC).

Int'l labels represented: Cadet (USA), Checker (USA), Chess (USA), Clan (Italy), Durium (Italy), Epic (USA), Eros (UK), Europa (Germany), Folkways (USA), GNP Crescendo (USA), GRT (USA), Go Go (USA), Green Light (Netherlands), Hurray (Belgium), Janus (USA), Major Minor (UK), Metromedia (USA), Okeh (USA), Palette (Belgium, USA), Riviera (France), Roulette (USA), Saga (UK), Somerseset (Germany), Specialty (USA), Sun (USA), Super K (USA), Super Majestic (France), Supraphon (Czechoslovakia), Takoma (USA), Transatlantic (UK), Trojan (UK), Vanguard (USA), Xtra (UK).

Int'l reps.: Denmark (Dansk), Finland (Scandia), France (Pathe-Marconi, Barclay), Germany (Ariola, Metronome, Vogue), Italy (Clan), Japan (Teichiku), Netherlands (Green Light), Norway (Arne Bendiksen), Spain (Discophon), USA (Cadet, GNP Crescendo, Monument, Sire). (SEE ADVERTISEMENT)

Sonora, see Philips-Sonora.

Stateside, see EMI.

Storyville, see Sonet.

Strike Grammofon AB, Langsjohejden 41, 125 31 Alvsjo-Stockholm. Tel: (08) 47 20 55. Pres.: Leif Malmberg; Mng. Dir. & A&R: Lars Holm; Sales Mgr.: Lennart Karlsmyr; Press: Lennart Lindstrom.

Int'l branches: Denmark, Norway. Labels: Strike (distributed by CBS-Cupol), Globe, Snape.

Studio 7, see CBS-Cupol.

Svenska Ljud, see Philips-Sonora. Svenska Missionsforbunds forlag, PO Box 6302, Tegnergatan 8, 113 81 Stockholm. Tel: (08) 34 96 80. Sales Mgr.: Ingemar Eriksson.

Labels: Sirius, Solist (distributed by GDC); Signatur.

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# ALPHA record manufacturing equipment

gives you

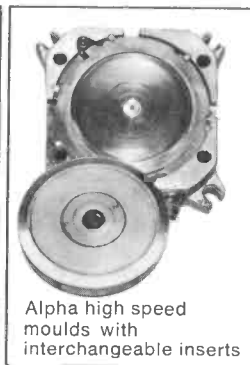
- Unmatched production
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We offer

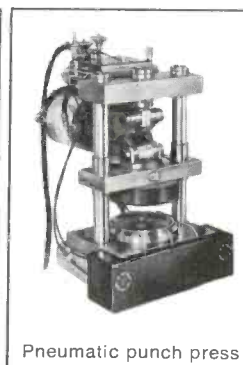
All equipment required for a complete and efficient record pressing plant.



Alpha automatic press



Alpha high speed moulds with interchangeable inserts



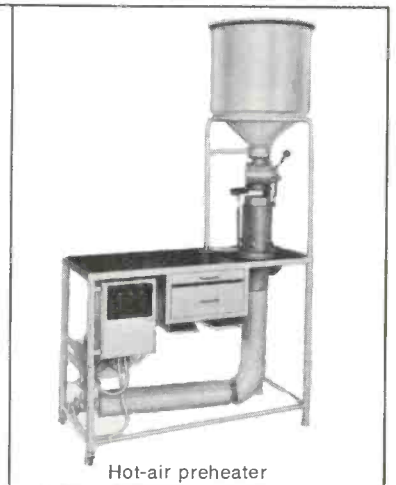
Pneumatic punch press



Hot-knife trimmer



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Hot-air preheater

Serving the world's record industry since 1942.  
Write or call for further information and catalogues.

**TOOLEX**

MANUFACTURERS OF **ALPHA** GRAMOPHONE RECORD EQUIPMENT

ADDRESS: FABRIKSVAGEN 10, 171 48 SOLNA, SWEDEN TELEPHONE: 08/83 02 80 TELEGRAMS: TOOLEXALPHA, STOCKHOLM.

Billboard 1970-1971 International Music-Record Directory

continued

Sveriges Radio, s-105 10 Stockholm. Tel: (08) 63 10 40. Cable: BROADCAST. Editor & Gen. Mgr.: Allan B. Janzon; Sales Mgr.: Torsten Berva. Labels: SR, Ornis SR (distributed by EMI). Int'l reps.: Denmark, Finland, Norway, UK (EMI). Swedish Rec. Co., Sodergardevagen 3, 132 00 Saltsjö-Boo. Stockholm Tel: 715 48 86. Pres.: Roland Ferneberg.

Swedish Society Discofil, see Electra.

Swereco AB, Fack 121, 06 Johanneshov 6. Tel: (08) 39 32 00. 59 18 00. Pres.: A. Setterwall; Sales Mgr.: H. Kolmark. (Importer). Labels imported: Ambassador (USA), America (France), Archive (USA), Arhoolie (USA), Bel Air (France), Everest (USA), Mountain Dew (USA), Musidisc (France), Saga (UK), Tradition (USA).

Swing-Star, see CBS-Cupol.

Telefunken, see Electra.

Telestar, see Electra.

Tommoplatfor, see Tommoproduktion.

Tommoproduktion AB, Ostra Farmv 21 A, 214 41 Malmo. Tel: (040) 19 16 19/50. Dir.: Bo F. Martensson; Mng. Dir.: Ulf Andersson. (Distributed by EMI). Labels: Tommoplatfor, Discus-Celeste.

Toni, see CBS-Cupol.

Toniton AB, PO Box 1122, Storangsvagen 22, 141 23 Huddinge. Tel: (08) 774 02 90. Pres.: Leif Bigert; Gen. & A&R Mgr.: Lennart Carlstrom; Sales Mgr. & Press: Jan Peter Sande. Labels: Toniton (distributed by EMI), Avenue.

Triol, see CBS-Cupol.

Triola, see Knappupp.

Ernst Westerbergs, Norrtullsgatan 10, Stockholm. Tel: (08) 24 16 50. Cable: BAPTIST. Pres.: Zeth Abrahamsson. Label: Cantus.

Wide World, see Kewe Music.

Young Music of Scandinavia, Box 1189, 141 24 Huddinge, Stockholm. Tel: (08) 777 70 07. Pres.: Goran Hellsten; Gen. Mgr.: Gunnar Sjoberg. Label: Young Recs. Int'l label represented: OPP (Germany).

Zoom, see CBS-Cupol.

● record club

Disc Club, Virebergsvagen 16, S-172 40 Solna. Tel: (08) 730 02 90. Telex: 17712. Pres.: Leif Malmberg.

● independent record producers

Sveriges Radio, 105 10 Stockholm. Tel: (08) 63 10 40. Cable: BROADCAST. Editor: Allan B. Janzon; Sales & Mktg.: Torsten Berva. Label credits: HMV, Swedish Society Discofil, Decca, Megafon, Nonesuch.

Swedisc, Sodergardevagen 3, 132 00 Saltsjö-Boo, Stockholm Tel: 715 48 86. Pres.: Roland Ferneberg.

Visor och lafar, PO Box 194, Arla. Tel: (016) 700 16. Gen. Mgr.: Gunnar Olsson. Label credits: Decca, Philips.

● music publishers

A I R London Ltd., see AIR Music.

A I R Music Scandinavia AB, Oxenstiernsgatan 37, 115 27 Stockholm. Tel: (08) 67 20 26, 67 20 63. Pres.: Sture Borgedahl. Affiliate: AIR London Ltd. Int'l firms represented: Alton Music, B&C Music, Blue Seas Music, Chrysalis Music, Cook-away Music, Spencer Davis Music, Grallo Music, Jac Music, Jaep Music, Dick James Music, Josid Music, Lords Music, Maribus, Metro Music, Montgrove Investments, Northern Songs, Pacer Music, Quartet Music, Quatermass Music, Shair Music, Stratsong, Sunshine Music, Tree Publ'g.

Action Music AB, Box 6058, 102 31 Stockholm 6. Tel: (08) 31 67 10. Pres.: P. A. Boquist; Gen. Mgr.: Jan Boquist. Affiliate: Amigo.

Ahlins, Kungsholmsgatan 20, Stockholm K. Tel: (08) 51 63 86. Cable: AHLINMUSIC. Pres.: Ernfrid Ahlin. Affiliate: Morgonstjarnan.

American Songs, see Stockholms Musikproduktion.

Amigo, Atlagsgatan 14, 113 20 Stockholm. Tel: (08) 31 67 10. Pres.: Per-Anders Boquist. Affiliate: Action Music.

Anderssons Musik, PO Box 17018, S-200 10 Malmo. Tel: (040) 75210. Pres.: Ake Andersson.

April Forlags AB, see Sonet.

Barton (Scandinavia) AB, see Ehrlingforlagen.

Belinda (Scandinavia) AB, see Sonora.

Bens Music, see Sweden Music.

Bill, PO Box 953, Hagersten 9. Tel: (08) 18 18 44. Pres.: Arne Bill.

Broadway Music AB, see Kassner.

Hans Busch Musikforlag AB, Stubbstigen 3, S-181 46 Lidingo. Tel: (08) 765 12 30. Pres.: Hans Busch. Affiliate: Der Musikus J. F. Busch's Musikverlag.

Cedarwood (Scandinavia) AB, see Sonora.

Chappell Nordiska AB, see Ehrlingforlagen.

City (Ed.), Kungsgatan 54, 111 35 Stockholm. Tel: (08) 11 62 40. Pres.: Ake Gerhard-Larsson.

Der Musikus J. F. Busch's Musikverlag, see Hans Busch.

Ehrlingforlagen AB, PO Box 5268, Linnegatan 9/11, S-102 45 Stockholm 5. Tel: (08) 62 10 23. Cable: EHRLINGMUSIK. Gen. Mgr.: Thore Ehrling; Exploitation Mgr.: Bo-Goran Edling; Educational Dept.: Sven-Erik Hafgren. Affiliates: Barton (Scandinavia) AB, Chappell Nordiska AB, Thore Ehrling Musik AB, Edwin H. Morris Nordiska AB, Nils-Georgs Musikforlags AB, Ed. Sylvain AB.

Ehrling & Lofvenholm, Drottninggatan 37, 111 51 Stockholm. Tel: (08) 24 94 30. Cable: KAY-TONE. Pres.: Lennart Reimers.

Thore Ehrling Musik AB, see Ehrlingforlagen.

Essex AB (Musikforlaget), Brahegatan 20, Stockholm. Tel: (08) 23 49 85. Pres.: Lennart Reuterskjold; Gen. Mgr.: Christian Sylvan. Affiliate: Reuter & Reuter Forlags AB. Home office: U.K. Int'l firm represented: TRO (USA).

Europa-Produktion, Kungsgatan 54, 111 35 Stockholm. Tel: (08) 11 62 20, 20 48 71. Cable: EUROPASONG. Gen. Mgr.: Ake Gerhard-Larsson.

Flamingo Musikforlag, Sodergardevagen 3, 132 00 Saltsjö-Boo. Stockholm Tel: 715 48 86. Pres.: Roland Ferneberg.

Gavotte Music AB (div. of Skandinavisk Musiktjanst), 182 76 Stocksund. Tel: (08) 85 50 50. Pres.: Pierre Westerman; Sales Mgr.: E. Westerman.

Carl Gehrman, PO Box 505, 101 26 Stockholm. Tel: (08) 10 09 52. Cable: MUSIKGEHRMAN. Pres.: Lennart Bagger-Sjoberg.

Globe Music, see Strike.

Gronstedts, Borgargatan 4, Stockholm Sv. Tel: (08) 69 22 07. Pres.: Karl Gronstedt.

H. B. Artistproduktion AB, see Young Music.

Imudico AB (Ed. Odeon), Sandhamnsgatan 39, 115 28 Stockholm. Tel: (08) 22 45 80. Cable: TURNTABLE. Mgr.: Bengt Sundstroem. Int'l firms represented: Ardmore & Beechwood, Beechwood Music, Black Swan Music, Castle Music, Flam Music, Hunter Music, Ja-Ma Music, Platina Musikforlag, Keith Prowse Music (KPM), Sanah Music, Saturday Music, Seven Bros. Music, Stonebridge Music, Walt Disney Music, Larry Weiss Music, Wonderland Music.

In Strike Music AB, see Strike.

Intreco AB, see Sonet.

John's Music, see Sonet.

Karin, see Sweden Music.

Kassner Music AB, Drottninggatan 55, S-111 21 Stockholm. Tel: (08) 21 69 97, 21 99 97. Pres.: Felix Stahl; Gen. Mgr.: Mrs. Felix Stahl; Sales Mgr.: Rosel Steen. Affiliates: Broadway Music AB, Stockholms Musikproduktion. Home office: Canada, American Metropolitan Ents.

Don Kirshner, see Sweden Music.

Lani, Hantverkargatan 54, Stockholm K. Tel: (08) 53 53 00. Pres.: Yngve Stoor.

Lappland Music, see Sonet.

Liberty AB (Ed.), PO Box 1178, Ankdammsgatan 5, S-171 23 Solna I. Stockholm Tel: (08) 82 04 80. Cable: ELECTRAGRAMMO Stockholm. Gen. Mgr.: Sixten Eriksson; Gen. Prof. Mgr.: Rolf Lonberg.

Louis (Scandinavia), Kungsgatan 54, 111 35 Stockholm. Tel: (08) 11 62 40, 20 48 71. Pres.: Ake Gerhard-Larsson.

Lunden (Ed.), Bromsvagen 25, Alvsjo. Tel: (08) 47 35 46. Pres.: Walther Cohn.

Abr. Lundquist AB, Katarina Bangata 17, S-116 25 Stockholm. Tel: (08) 43 67 67. Pres.: Helge Rundquist. Affiliate: Starton AB.

Robert Mellin (Scandinavia) AB, see Sonora.

Modern, see Stockholms Musikproduktion.

Ivan Mogull, see Sweden Music.

Morgonstjarnan, Pres.: Martha Ahlin. See Ahlins.

Edwin H. Morris Nordiska AB, see Ehrlingforlagen.

Multitone AB, Storangsvagen 27, 115 34 Stockholm. Tel: (08) 61 13 16. Mgr.: Sven-Olov Bagge. This company represents: Cotillon, Pronto, Silhouette Music, Walden (USA).

Nils-Georgs Musikforlags AB, see Ehrlingforlagen.

Nordiska Musikforlaget AB, PO Box 745, Drottninggatan 37, 101 30 Stockholm I. Tel: (08) 24 94 30. Cable: MUSICALIA. Pres.: Lennart Reimers. This company represents: Ed. Wilhelm Hansen (Denmark).

Odeon (Ed.), see Imudico.

Palace Music (Sweden) AB, see Sweden Music.

Polar Music, see Sweden Music.

Progressive (Scandinavia) AB, see Sonora.

Reuter & Reuter Forlags AB, Brahegatan 20, Stockholm O. Tel: (08) 23 49 85. Pres.: Lennart Reuterskjold; Gen. Mgr.: Christian Sylvan. Affiliate: Musikforlaget Essex AB. Int'l firms represented: Amco, Robbins, Schirmer, TRO (USA).

Schlagerforlaget, Hantverkargatan 62, Stockholm K. Tel: (08) 53 53 00. Pres.: Yngve Stoor.

A. Schroeder Musikforlags AB, see Sonora.

Screen Gems, see Sweden Music.

Seagull Int'l, Styrbordsvagen 44, S-613 00 Oxelund. Tel: (0155) 330 47. Cable: ZOOMIMP. Pres.: Larry L. Stevens; Gen. Mgr.: Sven-Ake Hogberg; Gen. Prof. Mgr.: Lillies Ohlsson. Home office: USA.

Shadows (Scandinavia) AB, see Sonora.

Sonet Music AB, Artemisgatan 8, 100 54 Stockholm 39. Tel: (08) 67 05 40. VP & Int'l: Dag Haeggqvist; Gen. Prof. Mgrs.: Ove Hansson, Rune Ofverman; Copyright: Harriet Johnsson. Int'l branches: England, Sonet Prod'ns; Netherlands, Sonet-Holland. Affiliates: April Forlags AB, Intreco AB, John's Music, Lapland Music. Int'l firms represented: April-Blackwood (world-wide), Arends (Germany), BnB (USA), Blue Mountain (UK), Bron (UK), Charing Cross (USA), Eden (USA), Robin Gibb (UK), Good (UK), Heathside (UK), Hodolog (UK), Island (UK), Joyful Wisdom (USA), Lupus (UK), Mews (UK), Neil (USA), Noslén (USA), SBA (Denmark), Skyview (USA), Winsak (UK), World (Belgium), Zodiac (USA). (SEE ADVERTISEMENT)

Sonora Musikforlags AB, PO Box 5222, Skeppargatan 48, S-102 45 Stockholm 5. Tel: (08) 63 54 90. Gen. Mgr.: Olle Bergman. Affiliates: Belinda (Scandinavia) AB, Cedarwood (Scandinavia) AB, Robert Mellin, Progressive, A. Schroeder Musikforlags AB, Shadows, Stockholm Tree. Int'l branch: Norway. Int'l firms represented: Abigail, Bow-Cor, Callee, Carlin, Celestial, Collage, Ed. Doma, Dratleaf, 6 Dwarf, Early Frost, Florida, Fox Fanfare, Gania, Gladys, Grass Roots Publ'g, Hill & Range, Hinky-Dink, Kaskat, Legacy, Lois, Harry da Luggage, MRC, Manger, Marks, Marmalade, Norrie Paramor, Pantheon, Peyotl, Planetary, Pocket Full of Tunes, Elvis Presley, RSO, Roosevelt, Steve Rowland, Royham, Ryan Music, St. George, Sam Songs, Scheffrin-Zager, Schroeder, Sparta, Time/Redwal, Tridon, Twentieth Century, Very Important Publ'ns.

Southern, Grev Turegatan 38, 114 38 Stockholm. Tel: (08) 67 99 10. Cable: SOUTHMUSIC. Pres.: Ronald Sjogren; Mgr.: Lennart Hanning. Home office: USA.

Spanka Music, see Sweden Music.

Starton AB, Ulvsundavagen 168, S-161 30 Bromma. Tel: (08) 26 26 85. Pres.: Helge Rundquist. Affiliate: Abr. Lundquist.

Stockholms Musikproduktion, Drottninggatan 55, S-111 21 Stockholm. Tel: (08) 21 69 97, 21 99 97. Pres.: Mrs. Felix Stahl; Gen. Mgr.: Felix Stahl; Sales Mgr.: Rosel Steen. Affiliates: American Songs, Kassner, Modern, Succemelodier.

Stockholm Tree, see Sonora.

Strike Music AB, Langsjojoenden 41, 125 31 Alvsjo-Stockholm. Tel: (08) 47 20 55. Mng. Dir.: Lers Holm. Affiliate: Globe Music, In Strike Music AB. Int'l branches: Denmark, Norway. Succemelodier, see Stockholms Musikproduktion.

Sweden Music, PO Box 5265, Jungfrugatan 18, 102 45 Stockholm. Tel: (08) 61 75 30, 60 22 87, 63 79 70, 60 40 13. Pres.: Stig Anderson. Affiliates: Bens Music, Karin, Don Kirshner, Ivan Mogull, Palace Music, Polar Music, Screen Gems, Spanka Music, Union Songs, United Artists, Universal Film. Int'l firms represented: Almo-Inving, Attarack, Avco Embassy, BRC, Belton, Blue Crest, Burlington, Canopy, Challenge, Cireco, Colgems, Dominion, Duchess, Felsted, Fontaine, 4 star, Al Gallico, Glad Jack, Gower, Grand Canyon, Lee Hazlewood, Neal Hefti, Hollenbeck, Hugo & Luigi, Ishmael, Jady, Jalynne, Jec. Jondora, LF, Leeds, Lowery Music, MCA, Metric, Mother Mistro, Northern, PS, Peanut Butter, Pickwick, RawLou, Johnny Rivers, Russell-Cason, Screen Gems (UK), Sea of Tunes, Selma, Cyril Shane, Shelby Singleton, Solomon, Travis, Trousdale, Tuckahoe, Ukoni, Unart, Vector, Welbeck, Wingale.

Sylvan AB (Ed.), see Ehrlingforlagen.

Toniton AB, Box 1122, Storangsvagen 22, 141 23 Huddinge. Tel: (08) 774 02 90. Pres.: Leif Bigert; Gen. Mgr.: Lennart Carlstrom; Sales Mgr.: Jan Peter Sande. Union Songs, see Sweden Music. United Artists, see Sweden Music. Universal Film, see Sweden Music. Young Music of Scandinavia, Box 1189, 141 24 Huddinge-Stockholm. Tel: (08) 777 70 07. Pres.: Goran Hellsten; Gen. Mgr.: Gunnar Sjoberg. Affiliate: HB Artistproduktion AB. Int'l firms represented: Lynn (UK), Minorva (Germany).

● services

ASSOCIATION & PROFESSIONAL ORGANIZATION

S K A P (Svenska popularaforfattare—Swedish ass'n of popular music writers), Tegnerlunden 3, Stockholm. Tel: (08) 24 29 50. Pres.: Roland Levin.

LICENSING ORGANIZATION, MUSIC

S T I M (Svenska Tonsattares Internationelle Musikbyra—Swedish Performing Rights Society), Tegnerlunden 3, Stockholm C. Tel: (08) 24 29 50. Pres.: Sven Wilson.

PLATING & PROCESSING PLANT

Heger Plastics AB, Stallarholmen. Tel: (0152) 40585. Gen. Mgr.: R. Heger. Home office: Norway.

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**PRESSING PLANTS**

Heger Plastics AB, Stallarholmen, Tel: (0152) 405 85. Gen. Mgr.: R. Heger.  
Home office: Norway.  
Record-Material AB, Industriv. 20, 191 47 Sollen-tuna. Tel: (08) 96 01 95. Cable: RECOMAT.  
Pres.: Kurt Westman.  
Svensk Grammfonindustri, Sveavagen 17, Stock-holm. Tel: (08) 10 63 67. Pres.: Tage Anders-son.

**PROMOTION & PUBLICITY**

Helan Information, Artemisgatan 8, S-100 54 Stock-holm. Tel: (08) 67 05 40. Cable: SONET. Gen. Mgr.: Lars-Olof Helen.  
Skandinavisk Musikföretag, 182 76 Stocksund. Tel: (08) 85 50 50. Pres.: Pierre Westerman; Sales Mgr.: E. Westerman.

**RECORDING STUDIOS**

A B Europa Film, Fack 172 20, Sundryberg 1. Tel: (08) 28 28 00. Owner: Mrs. Kim Scheutz; Studio Mgr.: Björn Bergqvist; Chief Eng.: Bengt Runsten.  
Decibel AB Studio, Osthammarsgatan 78, 11528 Stockholm. Tel: (08) 60 24 20. Owners: Auders Lind, B-G. Staat & Lindatergiving AB; Studio Mgr. & Chief Eng.: Auders Lind.  
E M I Studio (div. of EMI Swedish AB), Palander-gatan 33, Stockholm. Tel: (08) 49 11 39. Studio Mgr.: Sten Carlberg; Chief Eng.: Gunnar Loo.  
K M H Karlsmyr (div. of Strike Grammfon AB), Malmborg, Holm Studio AB, Langsjoehojden 41, 125 31 Alvsjo-Stockholm. Tel: (08) 47 20 55. Mng. Dir.: Lennart Karlsmyr.  
M A B Studio (div. of Moonlighters AB), Langsjoehoj-den 41, Alvsjo, 125 31 Stockholm. Tel: (08) 47 20 55. Studio Mgr. & Chief Eng.: Lennart Karlsmyr.  
Philips Studios, Lidingovagen 50, 102 50 Stock-holm. Tel: (08) 63 50 00. Studio Mgr.: Bo Loffberg; Ass't Studio Mgr.: Per Lindblom; Chief Eng.: Rolf Plahn.  
Sela Studio (div. of Svenska Elektronik-Apparater AB), Gubbangstorget 119, Fack 112 06, Enskede 6. Tel: (08) 94 02 70. Studio Mgr. & Chief Eng.: Sten Hagberg.

**TAPE CUSTOM DUPLICATOR**

Ulvunda Gummifabriks AB, Ekbacksvaegen 10-14, 161 31 Bromma. Tel: (08) 26 25 60. Cable: ULVSUNDAGUMMI. Gen. Mgr.: Bengt Lizell; Sales: Anders Key; Tape Eng. Dir.: Roland Skærlund.  
Cartridge 8-track & cassette.

**supplies**

**RECORDING STUDIO EQUIPMENT MANUFACTURER**

Toolex AB, Fabriksvagen 10, 171 48 Solna. Tel: 83 02 80. Cable: TOOLEXALPHA STOCKHOLM. Pres.: O. Nilsson; Sales Mgr.: U. Jendelid.  
Chief product: Presses, moulds, extruders. (SEE ADVERTISEMENT)

**SWITZERLAND**

**RECORDS:**

Imports from USA (records, blanks, pre-recorded tape): 1969—\$436,538; 1968—\$338,105.  
Records exported to USA: 1969—20,975 units, \$11,222; 1968—3,084 units, \$3,664.  
Average retail price per record: LPs—\$4.40; EPs—\$1.80; singles—\$0.90.  
Discounting: Rare.  
Type of distribution: Manufacturer-to-wholesaler-to-retailer. Rackjobbing is rare.  
Type of promotion: Since the government controls all broadcasting, valuable promotion is only possible through fan magazines, discotheques and personal appearances.

**TAPE:**

Market: Since tapes are sold at approximately the same price as records, Switzerland has the highest sales per capita in Europe.  
Average retail price per tape: Cartridge 8-track—\$11.30; cassette—\$4.40-\$5.50; open reel—\$7.  
Type of distribution: Manufacturer or importer-to-retailer predominates.

Type of promotion: Window displays and racks.  
IMPORT/EXPORT REGULATIONS: Imports from EFTA countries are tax free; those from EWG are taxed by weight. 5.4% tax on wholesale price and 8% for SUISA (mechanical copyright royalties) are added to retail price.

Bernie Sigg

**record manufacturers importers/distributors**

Alpina, see Electromusic.  
Archiv, see Polydor.

Asmahan, see Turicaphon.  
Baidaphon, see Turicaphon.  
Baerenreiter-Musicophon, see Baerenreiterverlag.  
Baerenreiterverlag Basel AG, Neuweilerstr. 15, 4000 Basel 15. Tel: (061) 39.58.99. Cable: BAREN-REITER. Mgr., Rec. Dept.: Dr. Von Hecker; Sales Mgr.: E. Ruckstuhl.  
Labels: Baerenreiter-Musicophon, UNESCO-Col-lection.

Barclay Rec. SA, Roveraystr. 14, 1207 Geneva. Tel: 36.56.80. Gen. Mgr.: Claude Aubert; Sales Mgr.: Francois Magnenat.  
Labels: (Owned) Barclay, Classic, Erato, Riviera; (distributed) Evasion.

Cartridge 8-track & cassette: Barclay, Riviera. Int'l labels represented: Atco, Atlantic, Cadet, Checker, Chess, Cotillion, Folkways, 20th Century-Fox (all); Bellaphon (Germany).

C B S Schallplatten AG, Unter Aistadt 10, 6301 Zug. Tel: (042) 21.62.22. Cable: COLRECORD. CBS Int'l Supervisor: Max Myngaard; Mgr.: Yves Helfenberger; Sales Mgr.: Marc Laeng; Promo.: Mrs. Doris Morret.

Int'l labels represented: Amy, Artone, Bell, Blue Horizon, CBS, CGD, Date, Derby, Direction, Epic, Fillmore, Funckler, Go, Harmony, Hickory, JNT, Linda, Loede, Mala, Maxe, Metromedia, Milestone, Musicor, Nems, Odyssey, Okeh, Old Time, Scout, Temporel, Vee Jay.  
Tape: Cartridge & cassette.

Camarata, c/o Moeseler Verlag, Schweizergrasse 21, 8021 Zurich. Tel: (051) 25.00.36. Cable: MOE-SELERVERLAG.

Home office: West Germany.  
Le Chant du Monde, see La Librairie Nouvelle.  
Classic, see Barclay.

Columbia, see EMI.  
Deutsche Grammophon Gesellschaft, see Polydor.  
Disques Office, Rte. de la Glane 35, 1700 Fribourg 5. Tel: (037) 2.62.61.

Labels: (Distributed) Foraton, Tell.  
Int'l labels represented: Ades (France), America (France), Arion (France), Bel-Air (France), Boite a Musique—BAM (France), Canetti (France), Carson (France), Chapelle (France), Deese (France), Discodis (France), Disneyland (USA), Duplessis (France), Ekipo (Spain), Electrecord (Rumania), Encyclopedie Sonore (France), Everest (USA), Florilege (France), Germinal (France), Katema (France), Lutece (France), Mouloudji (France), Musicora (France), Musidisc (France), National (France), Ocora (France), Petit Menestrel (France), Pickwick (USA), Predidac (France), President (France), Qualiton (Hungary), Rigolo (France), Savoy (France), Supradidac (Belgium), Typic (France), Visadisc (France), Vista (USA).

E M I Recs. (Switzerland) AG, Badenerstr. 569, 8048 Zurich. Tel: (051) 34.52.77. Telex: 55695. Mng. Dir.: George C. Alexander; Gen. Mgr.: Max Brunner; Sales Mgr.: Peter Mampell; A&R, Int'l Pub., Adv. & Promo.: Teddy Meier; Classical Promo.: Ingrid Wiese.  
Labels: (Distributed) Columbia, HMV, Odeon.

Cartridge 8-track & cassette: (Distributed) Columbia, HMV, Odeon; (represented) EMI group, ABC, Dot, Fantasy, Immediate, Liberty, Motown, Stax, Tamla, United Artists.  
Int'l labels represented: ABC, Angel, Apple, Blue Note, Blue Thumb, Bluesway, Capitol, Carisch, Charisma, Columbia (UK), Command, Contemporary, Cornet, Discophiles Francais, Disneyland, Dot, Double Shot, Ducretet-Thomson, Dunhill, Electrola, Elektra, Fantasy, Galaxy, Gloria, HMV, Harvest, Immediate, Imperial, Impulse, Instant, Liberty/UA, Metronome, Minit, Odeon, Paramount, Parlophone, Pathe, Probe, Rare Earth, Regal, Revolution, Solid State, Soul City, Stateside, Stax, Steed, Straight, Sunset, Tamla Motown, Tower, Trianon, Vault, Veep, Voix de Son Maitre, Volksplatte, Volt, World Pacific Jazz, Zapple.

Electromusic, Nauenstr. 71, 4002 Basel. Tel: (061) 34.92.50. Dir.: Fritz Voegelin; Ass't Dir.: Max Blattner; A&R, Pub., Sales & Mktg.: Rene Rueff.

Labels: Alpina, Tell.  
Int'l labels represented: Discophon, Kritos, Omega, Tempo.

Elite, see Turicaphon.  
Elite Special, see Turicaphon.  
Erato, see Barclay.

Eulenbug GmbH (Ed.), Gruetstr. 28, 8134 Adliswil. Tel: (051) 91.36.81.  
Int'l label represented: Music Minus One.

Eurex Int'l, see Eurex.  
Eurex Rec., Russikerstr. 2, 8330 Pfaffikon/ZH. Tel: (051) 97.42.31. Pres. & Gen. Mgr.: Hans R. Buchi.

Labels: (Owned) Eurex, Eurex Int'l, Lunarex; (distributed) Vogue (distributed by Finsterwald & Cantacuzene).

Cartridge 8-track: Carex.  
Evasion, see Barclay.  
Exklusiv, see Finsterwald & Cantacuzene.  
F & C, see Finsterwald & Cantacuzene.

Favorit, see John Lay.  
Finsterwald & Cantacuzene, Av. des Alpes 70, 1844 Montreux. Tel: (021) 62.45.55. Cable: FINS-CANTA. Telex: 24686. Admin.: J. J. Finster-wald; Dir.: I. Cantacuzene.

Labels: (Distributed) Eurex, Exklusiv, F&C, Splendid, Star.  
Int'l labels represented: AZ (France), Belldisc (Italy), Belter (Spain), Bouvier (France), Cana-dian-American (Italy), Caracol (Brazil), Char-lin (France), Christophorus (Germany), Circus (Italy), Collector (UK), Contact (Italy), Con-

trepoint (France), Dawn (UK), Deutsche Vogue (Germany), Design (USA), Disneyland (USA), Durium (Italy), Ember (UK), Gazeli (Sweden), Gerbe (France), Golden Guinea (UK), Hanna-Barbera (USA), Hebra (Belgium), Hispavox (Spain), Jericho (France), Joker (Italy), King Universal (Italy), Lucy (UK), Lumen (France), Main Recs. (Germany), Major Minor (UK), Marble Arch (UK), Mode (France), Mondo Music (France), Musica Mundi (Germany), Musica Sacra (Germany), Opp (Germany), Orpheo (France), Pacific (France), Palm (UK), Pastoral & Musique (France), Pickwick (USA), Prestige (UK), Primaphon (Germany), Pye (UK), Roulette (USA), Royal (Italy), Schwann (Germany), Signal (Italy), Sonet (Sweden), Sprint (Italy), Stella (Italy), Storyville (Denmark), Studio SM (France), Sunderland (Netherlands), Top Brass (UK), Top Hill (UK), Transatlantic (UK), Typic (France), Unidisc (France), Vergara (Spain), Victoria (Germany), Virtuoso (UK), Vogue (France), Xtra (UK), Young Blood (UK).

Fono-Gesellschaft, Seidenhofstr. 14, 6002 Lucerne. Tel: (041) 22.22.88. Cable: FONODISK. Dir.: Dr. Paul Cron.

Foraton, see Disques Office.  
H M V, see EMI.  
Hazyland, see Mabel.  
Heliodor, see Polydor.  
Helvetia, see Phonag.

Hug, Lindenhofstr. 16, 4000 Basel. Tel: (061) 35.10.77.

Int'l labels represented: Encore, Trianon, Jupiter, L'Encyclopedie Sonore (Hachette), Bartok, Star Linguaphon, Monitor, Musidisc, King.

Interdisc SA, Via del Tiglio 11, 6900 Cassarate-Lugano. Tel: (091) 51.80.71.  
Iramac, Burgerstr. 17, 6000 Lucerne. Pres.: S.S.A. Samama.

Home office: France.  
Int'l labels represented: Iramac, Relax.  
Jecklin Reamistr. 42, 8024 Zurich. Tel: (051) 24.39.41.

Karusell, see Polydor.  
John Lay, Bundesstr. 13, 6000 Lucerne. Tel: (041) 23.44.55. Dir. & Gen. Mgr.: John Lay.  
Labels: Favorit, Layola.

Cartridge 8-track: Traveltime USA.  
Layola, see John Lay.  
La Librairie Nouvelle, Rue de Carouge 18, 1200 Geneva. Tel: (022) 25.98.76.

Label: (Distributed) Le Chant du Monde.  
Literarisches Archiv, see Polydor.  
Lunarex, see Eurex.

Mabel Recs., Schifflaende 26, Zurich. Tel: (051) 47.24.28. Cable: OSTERWALDMUSIC. Telex: 54721. Pres.: Hazy Osterwald; Gen. Mgr.: G. S. Lang; Sales Mgr.: H. W. Stammier.

Labels: Mabel, Hazyland (distributed by Phonag).  
Cartridge 8-track & cassette: Hazyland, Mabel.  
Int'l reps.: Austria, Germany, Netherlands, Scandinavia (Ariola-Eurodisc).

Mandolino, see Turicaphon.  
Musikverlag zum Pelikan, Bellerivestr. 22, CH-8034 Zurich. Tel: (051) 32.57.90. Pres.: Dr. Ernst Brandenberger.

Label: Pelca.  
Int'l reps.: Germany (Karl Merseburger), Neth-erlands (Basart).

Musikvertrieb AG, Badenerstr. 555, 8040 Zurich. Tel: (051) 54.97.54. Mng. Dir.: M. A. Rosen-garten; Sales Mgr.: Ludwig Schmucki.  
Label: (Distributed) Elite Special.

Cartridge 8-track: (Distributed) Swiss Sound; (represented) Ariola, Monument, RCA, Reprise, Telefunken, Warner Bros.

Cassette: (Distributed) Elite Special; (repre-sented) Ariola, Monument, RCA, Reprise, Tele-funken, Warner Bros.

Int'l labels represented: Ace of Clubs (UK), Ace of Hearts (UK), Ariola (Germany), Arston (Italy), Argo (Europe), Baccarola (Germany), Decca (UK), Deram (UK), Eurodisc (Germany), Festival (France), Hansa (Germany), Hed Arzi (Israel), Hickory (USA), London (UK), Monu-ment (USA), Oiseau Lyre (France), RCA Italiana (Italy), RCA Victor (USA), Reprise (USA), Su-praphon (Czechoslovakia), Telefunken (Germany), Vega (France), Warner Bros. (USA). (SEE AD-VERTISEMENT)

Musique Royale, see Polydor.  
Odeon, see EMI.

Oversea Recs. AG, Zurcherstr., 8154 Oberglatt. Tel: (051) 94.71.50. Pres.: Michel Liber; Gen. Mgr.: Alice Liber.

Labels: (Owned) Oversea, WAM; (distributed) Tonic.

Cartridge 8-track & cassette: (Owned) Oversea; (represented) Ca-Di, Clan, Clariphon, Ri-Fi.

Int'l labels represented: Acondor, Ca-Di, Clan Celentano, Equipe, Luxembourg Sound, Maietti, Marfer, Primary, Ri-Fi, Roman, Said, Sonor, Varietv, West Side, Zecchino d'Oro, Zephir.

P I P S (Production Int'l de Propagande Sonore), PO Box 78, CH-8703 Erlenbach. Tel: (051) 90.85.85. Cable: TIELERLENBACH. Dir.: Eugene Tiel.

Cassette: PIPS, RenoCas, EutiCas.  
Pelca, see Musikverlag zum Pelikan.  
Philips, see Phonogram.

Phonag Schallplatten AG, Straulistr. 1, CH-8400 Winterthur. Tel: (052) 23.62.31. Gen. Mgr.: Helmut Bischof; Sales Mgr.: Benny Stutz; Rec'd Dir.: Hellmuth Kolbe.  
Labels: (Owned) Helvetia; (distributed) Mabel, Top Disc.

**Cartridge 8-track:** (Owned) Phonag; (represented) Fonit-Cetra (Italy).  
**Cassette:** (Owned) Helvetia, Phonag; (represented) Amadeo (Germany), Fonit-Cetra (Italy), Intercord (Germany), Musica (Germany).  
**Open reel:** (Represented) MPS (Germany), Saba (Germany).  
**Int'l labels represented:** Amadeo (Austria), Fonit-Cetra (Italy), Intercord (Germany), MCA (USA), MPS (Germany), Popular (Germany), Request (USA), Style (Italy), Tip (Germany), Vanguard (USA), Vedette (Italy).

Phonogram AG, Bahnhofstr. 6, CH-8952 Schlieren. Tel: (051) 98.69.45. Telex: 55530. Mng. Dir.: W. Zimmermann.  
**Labels:** Philips group.  
**Cassette:** Philips, Fontana, Mercury.

Pick Schallplatten-Vertrieb Brunnweissenstr. 26, 8049 Zurich. Tel: (051) 56.70.60, 56.44.40. Cable: MUSIKCENTER. Telex: 56636. Owner: Anton Peterer.

**Cartridge 8-track, cassette & open reel:** Pick.  
 Polydor AG, Bahnhofstr. 6, CH-8952 Schlieren. Tel: (051) 98.69.45. Telex: 55530. Gen. Mgr.: Eugen Vogler; Label Mgr.: Manfred Wipfli.  
**Labels:** Archiv, Deutsche Grammophon Gesellschaft, Heliodor, Karusel, Literarisches Archiv, Musique Royale, Polydor.  
**Int'l labels represented:** A&M (USA), Buddah (USA), Kama Sutra (USA), King (USA), Kuckuck (Germany), Marmalade (UK), MGM (USA), Palette (Belgium), Ricordi (Italy), Riverside (USA), Track (UK), Triumph (France), Verve (USA).  
**Int'l reps.:** Worldwide (Deutsche Grammophon).

R C A Overseas (European Liaison Office), Blvd. Helvetique 31, Geneva. VP & Mng. Dir.: Peter F. Baumberger.  
 Riviera, see Barclay.  
 Alfred Sacher, Oetfingersstr. 39, 4000 Basel. Tel: (061) 33.94.48. (Importer).  
**Label:** Music Minus One (USA).  
 Siemens, Lowenstr. 35, 8001 Zurich. Tel: (051) 25.36.00.  
**Int'l labels represented:** A&M, Adano, Command, Duniaphon, Fonit, Helidor, Italdisc, Riverside, Tip, Capri, E-Collection.  
 Splendid, see Finsterwald, & Cantacuzene.  
 Star, see Finsterwald & Cantacuzene.  
 Tell, see Disques Office.  
 Tonica, see Oversea.  
 Top Disc, see Phonag.  
 Triola, see Turicaphon.

Turicaphon AG, CH-8611 Riedikon/Uster, Zurich. Tel: (051) 87.43.11. Pres. & Gen. Mgr.: Hans Oestreicher Sr.; Sales Mgr.: Hans Oestreicher Jr. (Distributed by Musikvertrieb).  
**Labels** (Owned) Elite, Elite Special, Mandolino; (distributed) Asmahan, Baidaphon, Triola.  
**Cassette** (Owned) Elite Special.

U N E S C O-Collection, see Baerenreiterverlag.  
 Vogue, Av. des Alpes 70, 1820 Montreux. Tel: (021) 62.45.55.  
**Int'l labels represented:** Adventure, Arlequin, AZ, Belter, Calig, CAM-Curci, Carosello, Charlin, Christophorus, Circus, Clarte, Contrepoint, Crescendo, Diademe, Dimsa, Dixieland Jubilee, Dounia, Durium, Epsilon, Erato, Fiori Musicali, Gene Norman, Hockey, Jardin des Arts, Jazz Collector, Jericho, Mode, Number One, Orfeon, Pastorale et Musique, Piccadilly, Pop, Pye-Nixa, Golden Guinea, Red Bird, Resonances, Rigolo, Roulette, Royal, Somerses, Sonet, Storyville, Studio SM, Teddy, Tico, Titanus, Tono, Typic, Unidisc, Vogue.

W A M, see Oversea.  
 W W (Werner Weber), Friedaust. 23, CH-8040 Zurich. Tel: (051) 52.66.11. Telex 52941. Pres.: Werner Weber. (Distributor).

**● independent record producers**

Coda, PO Box 260, Brunnweissenstr. 26, 8049 Zurich. Tel: (051) 56.70.60, 56.44.40. Cable MUSIKCENTER. Telex: 56636. Pres.: Cedric Dumont. Gen. Mgrs.: Jane & Anton Peterer.

K S Prod'ns, c/o Kebo AG, Lettichstr. 5, 6340 Baar-Zug. Tel: (042) 31.35.96. Telex: 78892. Mgr.: Hans Kennel Jr.  
**Label credits:** CBS, Decca, EMI.

P I P S (Production Int'l de Propagande Sonore), PO Box 78, 8703 Erlenbach, Zurich. Tel: (051) 90.85.85. Cable: TIEL. Contact: Eugene Tiel. **Label credits:** Philips, CBS, Decca, Ex-Libris, MMS, Seeburg.  
 Sonographic Rec'g Co. AG, Kampstr. 16, CH-8952 Schlieren. Tel: (051) 98.22.29. Pres.: Dr. Rolf Egli; Gen. Mgr.: W. A. Wettler; Sales Mgr.: A. Brand.  
**Label credits:** DGG, EMI.

**● music publishers**

Aberbach (Alpina) GmbH, Brunnenstr. 9, CH-8610 Uster/Zurich. Tel: (051) 87.14.34. Pres.: Hans Oestreicher.  
**Affiliates:** Annabella Musikverlag GmbH, Arena Musikverlag GmbH, Flora Musikverlag GmbH, Musikus Musikverlags GmbH, Ed. Turicaphon AG.

Acuff-Rose Verlag AG, PO Box 377, Badenerstr. 332, 8040 Zurich. Tel: (051) 54.64.77. Mgr.: J. Felder.

Annabella Musikverlag GmbH, see Aberbach.  
 Arena Musikverlag GmbH, see Aberbach.  
 Belletulipe SA, see Sidem.

Belmont, Av. 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), Durium (Italy), Minerva (Germany), Vogue Int'l (France).

Bonanza (Ed.), see Helbling.  
 Campana, 8 Rue de Hesse, 1211 Geneva.  
**Home office:** Italy, CAM Spa.

Chappell (Eds.), Pfaffikerstr., 8604 Volketswil. Tel: (051) 86.43.83. Mgr.: M. A. Brunner.  
**Home office:** USA.  
**Affiliate:** Helbling.  
**Int'l firm represented:** Edwin H. Morris & Co. Inc. (USA).

Coda (Ed.), PO Box 260, Brunnweissenstr. 26, 8049 Zurich. Tel: (051) 56.70.60, 56.44.40. Cable MUSIKCENTER. Telex: 56636. Pres.: Cedric Dumont; Gen. Mgrs.: Anton & Jane Peterer.  
**Affiliates:** Francis-Day, Ed. Jeanne & Anton Peterer, Meisel, Ed. Melodie, Montana, Ed. Pan.

Edifo (Ed.), Badenerstr. 332, 8040 Zurich. Tel: (051) 54.64.77. Gen. Prof. Mgr.: J. Felder  
 Eulenbug GmbH (Ed.), Gruetstr. 28, 8134 Adliswil. Tel: (051) 91.36.81.  
**Home office:** USA, C. F. Peters Corp.

Flora Musikverlag GmbH, see Aberbach.  
 Francis-Day, see Coda.  
 Go Music Establishment, PO Box 24722, Vaduz. Tel: 23434.  
**Int'l rep.:** Germany (Global Music).

Hazyville (Ed.), Schiffhaendle 26, Zurich. Tel: (051) 47.24.27. Cable: OSTERWALDMUSIC. Telex: 54721. Pres.: R. Hazy Osterwald; Gen. Mgr.: G. S. Lang; Exec. Mgr.: Horst W. Stammler; Sales Mgr.: Joe H. Buerli.  
**Int'l branch:** Germany, Hazyland.  
**Int'l firms represented:** Paul C. Arends (Germany), Fonior (Belgium), Ital-Melodie (Germany), Nosten (USA), Peach Music (USA), Shirley (Germany), Trumpf (Germany), Yonah (USA).  
**Int'l reps.:** Austria (Weltmusik), Belgium (Intermission Music), Canada (Four Star Music), Germany (Paul C. Arends), USA (Four Star Music).

Heco-Recs., see Helbling.  
 Helbling, Pfaffikerstr., 8604 Volketswil. Tel: (051) 86.43.93. Gen. Mgr.: Albert Brunner.  
**Affiliates:** Ed. Bonanza, Chappell, Heco-Recs., Modern, Nova, Southern, Swiss-Disc.  
**Int'l reps.:** Belgium (World Music/Bizet), France (Robert Salvat), Germany (Peter Schaeffers), Italy (Sciascia), Ralph Maria Siegel, UK (Campbell-Connelly), USA (Edward B. Marks).

Impact SA, Via del Tiglio 11, 6900 Cassarate-Lugano. Tel: 51.80.71. Dir.: Aldo Libanione.  
 International Melodies Geneva, see Sidem.  
 Intervox, Pfauen-Ramistr. 42, Zurich 1/24. Tel: 24.16.73.  
 Meisel, see Coda.  
 Melodie (Ed.). Pres. & Owner: Anton Peterer. See Coda.

Modern, see Helbling.  
 Ivan Mogull Music Assocs., c/o Musikvertrieb AG, Radenstr. 555, Zurich. Tel: (051) 54.94.54. Gen. Mgr.: Mrs. Sarah Dimenstein.  
**Home office:** USA.  
**Affiliate:** Musikvertrieb.

Mondial, see Sidem.  
 Montana, see Coda.  
 Musikus, Musikverlag GmbH, see Aberbach.  
 Musikvertrieb AG, Badenerstr. 555, Zurich. Tel: (051) 54.94.54. Dir.: M. A. Rosengarten.  
**Affiliate:** Ivan Mogull Music Assocs.  
**Int'l firms represented:** Leonardi Gruppo (Italy), Melodie der Welt (Germany), Minerva (Germany), Ivan Mogull (USA). (SEE ADVERTISEMENT)

Nova, see Helbling.  
 Oversea Music Prod'n, Zurcherstr., 8154 Oberglatt. Tel: (051) 94.71.50. Pres.: Michel Liber; Gen. Mgr.: Alice Liber.  
**Int'l firms represented:** Belvedere, Hadrich, Maietti, Vescovi.

P I P S (Production Int'l de Propagande Sonore), PO Box 78, Erlenbach. Zurich. Tel: (051) 90.85.85. Cable: TIEL. Dir.: Eugene Tiel.  
**Affiliate:** Ed. Musicale Violinada.

Pan (Ed.), see Coda.  
 Jeanne & Anton Peterer (Ed.), see Coda.  
 Sidem SA (Eds.) (SUISA), 8 Rue de Hesse, Geneva. Tel: 25.59.55. Cable: SIDEM. Pres.: Willy Wachtl, Gen. Prof. Mgr.: Heinz Liechti.  
**Affiliates:** Mondialmusic Sarl, International Melodies Geneva, Belletulipe SA.  
**Int'l firm represented:** The Big 3 (USA).

Sonographic Rec. Co. AG, PO Box 2, 8952 Schlieren. Tel: (051) 98.22.29.  
 Southern, see Helbling.  
 Swiss-Disc, see Helbling.  
 Turicaphon AG (Ed.), see Aberbach.  
 Violinada (Ed. Musicale), see PIPS.  
 Werner Weber, Friedaust. 23, CH-8040 Zurich. Tel: (051) 52.66.11. Telex: 52941.

Walter Wild, Aehrenweg 11, 8050 Zurich. Tel: (051) 48.45.66.  
 Zurich AG (Musikverlag & Buehnenvertrieb), Utoquai 41, 8008 Zurich. Tel: (051) 34.77.88. Pres. & Gen. Mgr.: Dr. Rolf Corradi.

## ● services

### ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Association for the Promotion of Swiss Music, Av. du Grammont 11bis, 1007 Lausanne. Tel: (021) 26.63.71. Pres.: Jean Henneberger; Gen. Mgr.: Rene Cantieni; Sales Mgr.: Monique Amaudruz.

Association of Swiss Musicians, Av. du Grammont 11bis, 1007 Lausanne. Tel: (021) 26.63.71. Pres.: Jean Henneberger; Gen. Mgr.: Rene Cantieni; Sales Mgr.: Monique Amaudruz.

Eurex Rec., Russikerstr. 2, 8330 Pfaffikon ZH. Tel: (051) 97.42.31. Pres.: Hans R. Buchi.  
 European Ass'n of Music Festivals, 122 Rue de Lausanne, Geneva.

International Federation of Musicians, Kreuzstr. 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, Talstr. 11, 8001 Zurich. Gen. Sec'y: Dr. Andreas Girsberger.

**LICENSING ORGANIZATIONS, MUSIC**  
 Edifo, Badenerstr. 332, 8040 Zurich. Tel: (051) 54.64.77. Pres.: Dr. Veit Wyler; Gen. Prof. Mgr.: Joseph Felder.  
 Mechanizenz Schweizerische Gesellschaft fuer Mechanische Urheberrechte, Bellariastr. 82, 8038 Zurich. Tel: 45.77.00. (Mechanical rights.)  
 S U I S A (Schweizerische Gesellschaft der Urheber & Verleger, Societe Suisse des Auteurs et Editeurs), Bellariastr. 82, 8038 Zurich. Tel: 45.77.00. (Performing rights.)

**LICENSOR, TAPE & RECORD**  
 Turicaphon AG, CH-8611 Riedikon/Uster, Zurich. Tel: (051) 87.43.11. Pres. & Gen. Mgr.: Hans Oestreicher Sr.; Sales Mgr.: Hans Oestreicher Jr.

**PRESSING PLANT**  
 Turicaphon AG, CH-8611 Riedikon/Uster, Zurich. Tel: (051) 87.43.11. Pres. & Gen. Mgr.: Hans Oestreicher Sr.; Sales Mgr.: Hans Oestreicher Jr.

**RECORDING STUDIOS**  
 Hug, Fusslistr. 4, 8000 Zurich 1.  
 Max Lussi, Leimstr. 76, 4000 Basel.  
 Oversea Recs. AG, Zurcherstr., 8154 Oberglatt. Tel: (051) 94.71.50. Pres.: Michel Liber; Gen. Mgr.: Alice Liber.  
 P I P S (Production Internationale de Propagande Sonore), PO Box 78, 8703 Erlenbach. Tel: (051) 90.85.85. Owner & Studio Mgr.: Eugene Tiel; Chief Eng.: F. Braun.  
 S M Int'l, Guchstr. 15, 8953 Dietikon. Tel: (051) 88.83.83. Telex: 78892. Mgr.: Hans Kennel Jr.  
 Sonographic Rec'g Co. AG, Kampstr. 16, CH-8952 Schlieren. Tel: (051) 98.22.29. Studio Mgr.: A. Brand; Chief Eng.: W. A. Wettler.  
 Tonstudio Hug & Co., Fusslistr. 4, 8022 Zurich. Tel: (051) 25.69.40. Owner: Adolf Hug; Studio Mgr.: K. Angst.  
 Werner Weber, Friedaust. 23, CH-8040 Zurich. Tel: (051) 52.66.11. Telex: 52941.

**TAPE CUSTOM DUPLICATORS**  
 Atlantida, 9-11 Rue du Clos, CH-1207 Geneva. Tel: (022) 36.68.60. Cable ASAINTER.  
 Car-Stereo Music/AutoCas, PO Box 78, 8703 Erlenbach. Pres. & Gen. Mgr.: Eugene Tiel.  
**Cartridge 8-track:** Akai, Mabel, Phonag.  
**Cassette:** Phonag, Helvetia, Mabel Turicaphon.  
 Eurex Rec., Russikerstr. 2, 8330 Pfaffikon/ZH. Tel: (051) 97.42.31. Pres.: Hans R. Buch.  
 P I P S (see Car-Stereo Music/AutoCas).  
 Ruba Beerli & Co., Untere Rebgsse 18, CH-4000 Basel. Tel: (061) 33.23.94.  
 Werner Weber, Friedaust. 23, CH-8040 Zurich. Tel: (051) 52.66.11. Telex: 52941.

**THAILAND**

**RECORDS:**  
 Imports from the USA (records, blanks, pre-recorded tape): 1969-\$92,246; 1968-\$110,114.

**● record manufacturers/distributors/importers**

Black & White, 708 Mahachai Rd., Bangkok. Tel: 23002.  
**Int'l label represented:** Decca (UK).  
 Cathay, Charoenkrung Rd., Bangkok.  
 T. Ngeck Chuan, 96 Phrasumeru Rd., Bangkok. Tel: 20560.  
 Sri Krung Film Co., 129 Bangkapi, Bangkok. Tel: 57133.  
 Philips Electrical Co. of Thailand Ltd., 283 Silom Rd., Bangkok. Tel: 36985-8. Cable: PHILITHAI. Contact: E. Raben. Imports & distributes: Musicassettes.

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continued

Sugree Distribution Ltd. Partnership, PO Box 1560, 44/1 Soonvijai New Petchburi Rd., Bangkok. Tel: 913919. Cable: SUGREEDISION. Gen. Mgr. & Int'l: Sugree Chorakan; A&R Mgr.: Samrei Niyomdej; Sales & Mktg. Mgr.: Pichai Tironswad; Adv.: S. C. Advertising Co.; Tape: Teera Borrisuth.  
Labels: Sugree, SC, Star, Top of the Week, World.  
Int'l labels represented: Atco, Atlantic, Barclay, Blue Note, Buddah, CBS, Dolton, Elektra, Fontana, Golden 12, Imperial, Italia, Kama Sutra, Liberty/UA, MGM, Mercury, Metronome, Minif, Mondial, Perl, Philips, Premier, Roulette, Saga, Solid State, Soul City, Sunset, Supraphone, Top Classic, United Artists, Veep, Volt, World Pacific, World Pacific Jazz.  
Exports: PRC open reel classical music tapes.  
Kamol Sukosol, PO Box 178, Bangkok.  
Ching Thai, 669 Chakraphet Rd., Burapa Palace, Bangkok. Tel: 24471. Pres.: Maitri Boondiskulchok. (Importer).

● services

PRESSING PLANTS

Kamol Sukosol, PO Box 178, Bangkok.  
Sri Krung Film Co., 129 Bangkapi, Bangkok. Tel: 57133.  
Virulhathakich, c/o Kamol Sukosol, PO Box 178, Bangkok.

RECORDING STUDIO

Kamol Sukosol, PO Box 178, Bangkok.

TRINIDAD & TOBAGO

RECORDS:

Imports from USA (records, blanks, pre-recorded tape): 1969-\$44,274; 1968-\$49,188.  
Records imported from countries other than USA (factory value): 1969-408,655 units, \$299,705.  
Records exported to USA: 1969-1,487 units, \$1,578; 1968-231 units, \$329.  
Records exported to countries other than USA (factory value): 1969-56,577 units, \$51,785.  
Average retail price per record: LPs-\$5; EPs-\$1; Singles-\$1.  
Stereo sales: 80% of total.

Discounting: Frequent.

Type of distribution: Manufacturer-to-wholesaler-to-retailer.

Type of promotion: Recording companies and retail outlets rely almost entirely on the two current radio stations for promoting record sales through advertising and pop music programming. There are no music magazines. There are four recording companies for local performers.

IMPORT/EXPORT REGULATIONS: No restrictions. Ellis E. Greenidge

● record manufacturers & wholesalers

International Rec'g Co. Ltd., 33 Abercromby St., Port of Spain. Tel: (Office) 34583, 36277; (factory) 52337. Cable: INTERECORD. Mng. Dir.: Leslie Lucky-Samaroo; A&R & Studio Opn.: Manfred Goldfish; Sales & Prod'n Mgr.: John Yearwood; Export Sales & Promo.: George Ng Wai.  
Labels: IRC, Tropico, Guardian.

Int'l labels represented: RCA group, MCA group.  
Note: This company is a distributor, importer/exporter & rack jobber.

National Rec'g, Simeon Rd., Petit Valley, Diego Martin, Trinidad. Contact: Slinger Francisco.  
Trinidad Rec'g House (TRH), 131 Long Circular Rd., Port of Spain. Tel: 22335.

West Indies Telecommunications & Electronics Ltd., PO Box 890, Port of Spain. Tel: 638-3354. Pres.: Dr. Martin S. Sampath; Gen. Mgr.: Lennox D. Whiteman.

Label: Telco.  
Int'l labels represented: Marble Arch (UK), Pye (UK).  
Int'l rep.: UK (Pye).

● music publishers

Federal Music Co., PO Box 517, 33 Abercromby St., Port of Spain. Tel: 34583, 36277. Mng. Dir.: Leslie Lucky-Samaroo.

Witelco Music Co., PO Box 890, Port of Spain. Tel: 638-3354. Pres.: Dr. Martin S. Sampath; Gen. Mgr.: Lennox D. Whiteman.

● services

LICENSOR, TAPE & RECORD

International Rec'g Co. Ltd., PO Box 517, 33 Abercromby St., Port of Spain. Tel: 34583, 36277. Cable: INTERECORD. Mng. Dir.: Leslie Lucky-Samaroo.

PRESSING PLANT

West Indies Telecommunications & Electronics, PO Box 890, Port of Spain. Tel: 638-3354. Pres.: Dr. Martin S. Sampath; Gen. Mgr.: Lennox D. Whiteman.

RECORDING STUDIO

I R C L Sound Studios (div. of International Rec'g Co.), 94 Frederick St., Port of Spain. Tel: 34583. Studio Mgr.: Manfred Goldfish.

● supplies

JACKET MANUFACTURER LABEL MANUFACTURER

International Rec'g Co. Ltd., PO Box 517, 33 Abercromby St., Port of Spain. Tel: 34583, 36277. Cable: INTERECORD. Mng. Dir.: Leslie Lucky-Samaroo.

TURKEY

RECORDS:

Records manufactured for domestic & export sale: LPs 1969-50,000 units, \$275,000; 1968-50,000 units, \$275,000. Singles 1969-4,000,000 units, \$4,400,000; 1968-3,500,000 units, \$3,850,000.  
Records imported (factory value): 1969-60,000 units, \$80,000; 1968-42,461 units, \$43,502.  
Records exported (factory value): 1969-32,000 units, \$12,000; 1968-14,384 units, \$5,107.  
Average retail price per record: LPs-\$5.50; Singles-\$1.10.  
Stereo sales: 10% of total.  
Discounting: Rare.

Type of distribution: Manufacturer-to-wholesaler-to-retailer is prevalent. Record clubs, rack jobbers and one stops are non-existent.

Type of promotion: The radio is state-controlled, but time is allotted for the broadcast of pop music. Most daily newspapers devote a page once a week to pop music artists, orchestras, etc. This has a substantial effect in stimulating record sales.

IMPORT/EXPORT REGULATIONS: Imports of phonograph record matrices are unrestricted. An overall import quota of \$5,000 is reserved, subject to approval of the Ministry of Education, for the import of classical records. No quota is provided for other imports.

Alexander Rattray

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**CBS**

**STRAIGHT**

**BLUE HORIZON**

**PARLOPHONE**

**AURORA**

**SALENA JONES**  
**JANIS JOPLIN**  
**SANTANA**  
**RAY STEVENS**  
**THE LOVE AFFAIR**  
**JOHNNY MATHIS**  
**CHRISTIE**  
**LAURA NYRO**  
**THE PEDDLERS**  
**BLACK WIDOW**  
**O. C. SMITH**  
**TAJ MAHAL**  
**THE TREMELOES**

**SPIRIT**  
**TONY BENNETT**  
**THE BYRDS**  
**JOHNNY CASH**  
**CHICAGO**  
**RAY CONNIFF**  
**MILES DAVIS**  
**BOB DYLAN**  
**FLOCK**  
**PERCY FAITH**  
**GEORGIE FAME**  
**TOM RUSH**  
**THE GUN**  
**TIM HARDIN**  
**ALAN HAVEN**

**GARY PUCKETT AND THE UNION GAP**  
**BLOOD SWEAT AND TEARS**  
**MAYNARO FERGUSON**  
**SIMON & GARFUNKEL**  
**THE CHAMBERS BROTHERS**  
**CUPID'S INSPIRATION**  
**THE RAIDERS**  
**SLY AND THE FAMILY STONE**  
**BARBRA STREISAND**  
**CHICKEN SHACK**  
**CHRISTINE PERFECT**  
**SOFT MACHINE**  
**MANITAS DE PLATA**  
**ANDY WILLIAMS**  
**JOHNNY WINTER**  
**LEONARD CONEN**  
**AL STEWART**

**THE LION'S SHARE**

**OF THE TALENT**

CBS Records 28/30 Theobalds Road London WC1

# The **Decca Record Company Limited** of England & its U.S.A. subsidiary **London Records Inc.**

offer American record labels  
a first-class world-wide  
distribution service.

Decca House 9 Albert Embankment London SE1 England



continued

● record manufacturers/distributors/importers

Aras, Tiyatro Caddesi 134 Kat 3, Carsikapi, Istanbul.  
Balet, see Grunberg.  
Capitol, see Gramofon.  
Columbia, see Gramofon.  
Diskofon, Dogubank Is Hani No. 401/405, Sirkeci, Istanbul.

Ducretet-Thomson, see Gramofon.  
Faruk Eregul, Karakoy, Sogut Sokak 1. Tel: 49 52 17.

Imports: Vox (USA).  
Grafson, Aydin Saray Kat 3, Carsikapi, Istanbul.  
Gramofon Limitet Sirketi, Halkali Caddesi 85, Yesilkoy-Istanbul. Tel: 73 89 76. Gen. Mgr.: Michel Berson.

Labels: Capitol, Columbia, Ducretet-Thomson, HMV, Odeon, Parlophone, Pathe, Stateside, Trianon.

Int'l labels represented: Disc'AZ (France), Beacon (UK), Bell (USA), Command (USA), Dot (USA), Dunhill (USA), Ember (UK), Major Minor (UK), Markal (Belgium), Monument (USA), Negram (Netherlands), President (UK), Redifusion (UK), Sagittaire (France), Stax (USA), Tacoun (France), VDL (Lebanon), World Rec. Club (UK), Young Blood (UK).

Int'l rep: Worldwide (EMI).

Grunberg Ticaret Anonim Sirketi, Rizapasa Yokusu Milas Han, Istanbul. Tel: 26 32 60. Pres.: Hugo Grunberg; Gen. Mgr.: Moiz Filiba; Sales Mgr.: Engin Tunasar.

Label: Balet.  
Int'l labels represented: Barclay, Disc'AZ, Monument, Odeon, Regal, Riviera, Stateside.

H M V, see Gramofon.

Melodi, Istiklal Caddesi 348, Beyoalu-Istanbul. Tel: 44-26-36. Pres.: Kayihan Caglayan; Pop A&R: Miss Fusun Insel; Classical A&R: Vahe Dilacar; Sales Mgr.: Turgut Caglayan; Int'l: Faruk Goktimur.

Branch: Ankara, Mithatpasa Caddesi No. 61. Tel: 12 73 18. Mgr.: Behcet Sagnak.

Labels: (Owned) Melodi; (distributed) Ozan.

Int'l labels represented: Atlantic (USA), Decca, Pye (UK), RCA (USA), Reprise (USA), Warner Bros. (USA).

Odeon, see Gramofon.

Ozan, see Melodi.

Parlophone, see Gramofon.

Pathe, see Gramofon.

Regal, see Gramofon.

Sencalar, Tarlabasi, Turan Cadessi No. 100/102, Beyoglu, Istanbul.  
Stateside, see Gramofon.  
Trianon, see Gramofon.

● services

ASSOCIATION

Association of Phonograph Music Prod'rs (Fono Muzik Prod'ktorleri Dernegi), Halkali Caddesi 85, Yesilkoy-Istanbul.

U.S.S.R.

Imports from USA (records, blanks, pre-recorded tape): 1968—\$14,635.

Records exported to USA: 1969—29,664 units, \$29,907; 1968—25,178 units, \$25,479.

Stereo sales: 15-20% of total.

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 promotion: Arrangement of exhibitions-sales, 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.

● record manufacturer

Melodiya, 24 Tversoi Bulvar, Moscow K-9.

● importer/exporter

V/O Mezhdunarodnaja Kniga, 32-34 Smolenskaya-Sennaya Pl., Moscow. Tel: 244-10-22. Pres.: B. Makarov; Rec. Dept. Dir.: N. Gordeev.

Label: (Distributed) Melodiya.

Int'l labels represented: Ariola (Germany), CNR (Netherlands), Capitol (USA), Chant du Monde (France), EMI (UK), Nippon Columbia (Japan), Pathe-Marconi (France), Vergara (Spain), Victor Co. (Japan).

● association

Union of Composers of the USSR, U1. Nyezhdanovoi B, Moscow K-9. Tel: 229-54-44, 229-48-93.

UNITED ARAB REPUBLIC

RECORDS:

Imports from USA (records, blanks, pre-recorded tape): 1969—\$13,060.

Records exported to USA: 1969—3,660 units, \$5,548; 1968—2,656 units, \$3,576.

● record manufacturers

Sono Cairo Rec. Co., PO Box 2017, 18 Borsa St., Tewfikieh, Cairo. Tel: 40897. Bd. Chm.: Taha Nasr; Comm'l Mgr. & A&R: Nasem el Nahr; Int'l: Magdi Ghoneim.

Label: Sono Cairo.

Int'l labels represented: Pathe-Marconi, EMI group.

Note: Sono Cairo presses discs for all record companies in UAR.

Michael Yacoumopoulos, PO Box 1904, Alexandria.

Tel: 30934. Pres.: Michael Yacoumopoulos; Gen. Mgr.: George Yacoumopoulos; Sales Mgr.: Calliopi Bonis.

Int'l labels represented: EMI group (UK).

UNITED KINGDOM

RECORDS:

Records sold domestically: 1969—\$80,000,000; 1968—\$75,000,000.

Records manufactured for domestic & export sale: LP's 1969—59,565,000 units, \$297,825,000; 1968—49,184,000 units, \$245,920,000. Singles & EP's 1969—46,618,000 units, \$58,272,500; 1968—49,161,000 units, \$61,451,250.

Records imported from USA: 1969—400,000 units, \$970,000; 1968—389,000 units, \$936,000.

Records imported from countries other than USA: 1969—1,568,000 units; 1968—1,443,000 units.

Records exported to USA: 1969—4,600,000 units, \$3,170,390; 1968—3,693,598 units, \$2,171,214.

Records exported to countries other than USA: 1969—2,500,000 units; 1968—1,895,000 units.

Average retail price per record: Pop LP's—\$5; EP's—\$1.50; singles—\$1.

continued on page 386

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continued

Stereo sales: 45% of total.

Record club sales: 4% of total.

Discounting: Rare.

**Type of distribution:** Manufacturer-to-wholesaler-to-retailer. Rack jobbing exists only in the form of a company run by the EMI group (including EMI, Decca & Pye), which places high selling stock in selected retail outlets, many of them owned by the group. One stops are non-existent. Record clubs remain stabilized.

**Type of promotion:** The government controls all radio stations (4) with one station (Radio One) devoted to pop music. Radio Luxembourg broadcasts at night on a commercial basis. Several TV pop music shows exist and are under either government or commercial control. Consumer pop music papers circulate 500,000 copies per week.

Jukeboxes: 25,000.

**TAPE:**

**Market:** An estimated eight million playback units are in use in Britain, 75 percent of which are open reel. The musicassette market has expanded significantly during 1969 and continues to do so. Ninety per cent of cartridge units are installed in cars. Tapes carry a 55 per cent purchase tax. The musicassette was launched ahead of the cartridge systems and has retained its lead.

**Pre-recorded tape manufactured for domestic & export sale (factory value):** Cartridge 4-track 1969—180,000 units, \$784,000; 1968—150,000 units, \$546,000. Cartridge 8-track 1969—220,000 units, \$949,200; 1968—120,000 units, \$331,200. Cassette 1969—1,000,000 units, \$3,800,000; 1968—700,000 units, \$2,660,000. Open reel 1969—235,000 units, \$804,134; 1968—233,000 units, \$764,240.

**Average retail price per tape:** Cartridge 4-track & 8-track—\$6.54; cassette—\$5.70; open reel—\$4.85.

**Type of distribution:** Manufacturer-to-dealer is standard throughout the industry. About 30 per cent of cassettes and cartridges are sold through car dealers and electrical shops not stocking records.

**Type of promotion:** Musicassettes are promoted with records. All cartridges are promoted through car media such as motoring magazines.

**IMPORT/EXPORT REGULATIONS:** Records, tapes and cartridges carry purchase tax of 55 per cent. Tax on imported discs 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 per cent purchase tax. No import licenses are needed for discs, tapes or matrices apart from Communist bloc countries. 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 M-CPS. Some publishing houses act independently. Many continental copyrights which belong to BIEM firms are the responsibility of the British Copyright Protection Association. All tapes that have copyright clearance and are from non-Communist countries are admitted without a license after payment of 25 per cent import duty or 16½ per cent from Canada or other Commonwealth territories.

Ken Willsmer

### ● record manufacturers

A & M Recs. Ltd., 1/2 St. George St., London W.1. Tel: 493-1693. Cable: ALPERMOSS. Telex: 267844. European Dir.: Lawrence M. Yaskiel. (Distributed by Pye).  
**Cassette.**

Abbey Folk, see Abbey Rec'g.  
Abbey Rec'g, Abbey St., Eynsham, Oxford. Tel: Eynsham 388. Mng. Dir.: H. F. Mudd; A&R Dirs.: Dr. David Lumsden, P. S. F. Myers; Mktg. Dir.: H. A. J. Woolfenden.  
**Branch:** Cambridge, All Saints' Passage. Tel: Cambridge 51786.  
**Labels:** Abbey, Abbey Folk.

Acclaim Recs., 22 Buckingham St., London W.C.1.  
Ace of Clubs, see Decca.  
Ace of Diamonds, see Decca.  
Ace of Hearts, see Decca.  
Action, see B&C.  
Ad-Rhythm Recs., 14a Broadwalk, Pinner Rd., North Harrow, Middx. Tel: (01) 863-1841.  
Airborne Recs., 70/71 New Bond St., London W.1. Tel: 876-9581. Mng. Dir.: Noel Brown.  
Allegro, see Pickwick.  
Amalgamated, see Trojan.  
Amity, see Orange.  
Apple, 3 Savile Row, London W.1. Tel: 734-8232. Dirs.: John Lennon, George Harrison. (Distributed by EMI).  
Archive, see Polydor.

Argo Rec. Co. Ltd., 115 Fulham Rd., London S.W.3. Tel: 589-5293. Mng. Dir.: Harley Usill. (Distributed by Decca).  
Astron Recs., 1a Atkinson St., Shipley, Yorks. Tel: Shipley 56829.  
**Label:** NDS.  
Attack Recs., 117c Fulham Rd., London S.W.3. Tel: 584-4533. (Distributed by Trojan).  
Audio Impact Ltd., 11 St. George St., Hanover Sq., London W.1. Tel: 499-3729. Mng. Dir.: Gerald Wombwell.  
Aurora Recs., 15 Berkeley St., London W.1.X 5AE. Tel: 493-2506. Cable: SCHROMUS. Mgr.: Arthur Crisford. (Distributed by CBS).  
Avenue Rec'gs, 203 Chingford Mount Rd., Chingford, London E.4. Tel: 529-0040. Mng. Dir.: G. C. N. Melville.  
**Labels:** Avenue, Corral, Phoenix  
B A F Recs. Ltd., 40 Church St., London N.W.8. Tel: 262-7800.  
B & C Recs., 37 Soho Sq., London W.1. Tel: (01) 734-3932. Mng. Dir.: Lee Gopthal; Dirs.: Fred Parsons, Jim Flynn; A&R: Douglas Mew; Press: Max Needham; Promo.: Des McKeogh, Jenny Bernerd.  
**Labels:** B&C, Action, Charisma, Stable. (SEE ADVERTISEMENT)  
B B C Radio Ents., Villiers House, Haven Green, Ealing, London W.5. Tel: 743-8000. Gen. Mgr.: Dennis Scuse.  
**Labels:** BBC, Roundabout.  
Bach Rec'gs, see Oryx.  
Bamboo Recs. Ltd., 88 Stroud Green Rd., Finsbury Park, London N.4. Tel: 263-0411. Dirs.: J. Lincoln, C. S. Dodd (Jamaica).  
Beacon Recs. Ltd., 51 Charles St., London W.1. Tel: 499-3741. Cable: BEAREC. Mng. Dir.: Milton M. Samuel; Mktg. Dir.: Joe Cuby; Label Mgr.: Noel Moore; Press: Roger St. Pierre; Promo.: Philippa Malcomson; Int'l Dir.: Tony Ahearne. (Distributed by EMI).  
**Labels:** Beacon, Upfront, Young Blood.  
Beat & Commercial, see B&C.  
Beltona, see Decca.  
Big Ben, see West End.  
Big T, see Transatlantic.  
Blue Beat, see Melodisc.  
Blue Bird, see RCA.  
Blue Cat, see Trojan.  
Blue Horizon Recs. Ltd., 30 St. George St., Hanover Sq., London W. 1. Tel: 499-9477. Chm.: Mike Vernon; Mng. Dir.: Richard Vernon; Pub.: Liz Arnold; Promo. Mgr.: David Teare. (Distributed by CBS).  
**Cassette:** Licensed to Philips through CBS.  
Blue Note, see Liberty/UA.

continued on page 388

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 CBS, 28/30 Theobalds Rd., London W.C.1. Tel: (01) 242-9000. Cable: COLRECORD. Mng. Dir.: Kenneth D. Glancy; Dirs.: George Shestopal, Richard Robinson; A&R Mgr.: Derek Everett; Classical A&R Mgr.: Paul Myers; Mktg. Dir.: Maurice Oberstein; Sales Mgr.: Jack Florey; Pop Prod. Mgr.: Glyn Evans; Tape Prod. Mgr.: James Flemming; Exploitation Mgr.: David Margerson; Artist Relations Mgr.: Derek Witt; Classical Promo. & Artist Relations Mgr.: Bill Newman; Press: Keith Howell; Pop Album Co-ord.: David Howells; Export Mgr.: Fred Dennis; Int'l Repertoire: Helen Binazzi; Art Dir.: John Hays; Sales Promo. Mgr.: Ken Rowlands.  
 Labels: (Owned) CBS, CBS Classics, Direction, Inheritance, Realm Jazz; (distributed) Aurora, Blue Horizon, Concord, Dandelion, Hallmark, UPC, Valiant.  
 Cartridge 8-track: Distributed by Musitapes Ltd. & Ampex (GB) Ltd.  
 Cassette: Licensed to Philips.  
 Int'l rep.: Worldwide (CBS). (SEE ADVERTISEMENT)  
 CBS Classics, see CBS.  
 Camel, see Pama.  
 Capitol, see EMI.  
 Carnaby, Chandos House, 45/46 Chandos Pl., Trafalgar Sq., London W.C.2. Tel: (01) 836-7255. Owner: Mervyn Conn. (Distributed by Pye).  
 Cathedral Rec'gs Ltd., 89 High St., Eton, Windsor, Berks. Tel: Windsor 64106. Mng. Dir.: David V. Woodford.  
 Chapter One Recs. Ltd., 138/40 Charing Cross Rd., London W.C.2. Tel: 836-0524. Contact: Les Reed, Jackie Rae. (Distributed by Decca).  
 Charisma, see B&C.  
 Chrysalis, see Island.  
 Claddagh Recs. Ltd., Dame House, Dame St., Dublin 2. Tel: Dublin 778034. Chm.: Hon. Gareth Browne; Mng. Dir.: Paddy Moloney; Dirs.: John Montague, James Canley.  
 Clandisc, see Trojan.  
 Columbia, see EMI.  
 Concord Recs. Ltd., 10 Denmark St., London W.C.2. Tel: 836-1653. Contact: Roy Berry, George Seymour. (Distributed by CBS).  
 Conquest, see World Rec. Club.  
 Conversa-Phone, see Transatlantic.

Corral, see Avenue.  
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 Coxson, see Trojan.  
 Crab, see Pama.  
 Crystal, see President.  
 D G G, see Polydor.  
 D J M (Distis.) Ltd., James House, 71/75 New Oxford St., London W.C.1. Tel: 836-4864. Contact: Stephen James.  
 Label: DJM. (Distributed by Pye). (SEE ADVERTISEMENT)  
 Dandelion, see CBS.  
 Dawn, see Pye.  
 Decca, Decca House, 9 Albert Embankment, London S.E.1. Tel: 735-8111. Cable: DECCORD. Chm.: Sir Edward Lewis; Dir.: W. W. Townsley; Exec. Pop Prod'r: Dick Rowe; Classical Rec'g Mgr.: Ray Minshull; Mktg. Mgr.: Colin Borland; Ass't Mktg. Mgr.: John Parry; Sales Mgr.: Fil Towers; Pub. & Adv.: Maurice Roach; Promo.: Chris Denning; European Pop Promo.: Marcel Stellman; Export Mgr.: Hilary Watson; Press Officer: John Wilkes.  
 Branch: 18 Great Marlborough St., London W.1. Tel: 734-2103.  
 Labels: Decca, Deram, Eclipse, Ace of Diamonds, Ace of Clubs, Ace of Hearts, Argo, Beltona, Chapter One, London, London Globe, MCA (except Uni), Qualiton, Rex, Telefunken, Threshold.  
 Cassette: Decca, Deram, London.  
 Int'l labels represented: Contemporary (USA), Emerald (Eire), Good Time Jazz (USA), Monument (USA), 'Oiseau Lyre (France), Turnabout (USA), Vox (USA), Wand (USA). (SEE ADVERTISEMENT)  
 Delmark, see Talent.  
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 Labels: Delyse, Envoy.  
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 Downtown, see Trojan.  
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 E M I Recs. (The Gramophone Co. Ltd.), EMI House, 20 Manchester Sq., London W.1. Tel: 486-4488. Mng. Dir.: Philip Brodie; Asst. Mng. Dir.: R. N. White; Pop Rep. & Mktg. Mgr.: R. Featherstone; Classical Div. Gen. Mgr.: L. Smith; Mktg., Planning & Servs. Mgr.: C. A. Busby; Mdsq. Dir.: J. R. Fruin; Promo. Mgr.: C. R. Burn; Press Officer: Miss Pat Pretty; Int'l Sales Div. Gen. Mgr.: A. M. Smith.  
 Labels: (Owned) Capitol, Columbia, Encore, HMV, Harvest, Parlophone, Regal-Starline, Regal-Zonophone, Stateside, Waverley; (distributed) Apple, Beacon, Liberty, MGM, Plexium, Rak, Tangerine, Tower, United Artists, Verve.  
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 Cartridge 8-track & cassette: HMV, Capitol, Columbia, Parlophone, Regal-Zonophone, Dot, Stateside, Stax, Tamla-Motown, Waverley.  
 Open reel: HMV, Capitol, Columbia, Parlophone, Regal-Zonophone, Dot, Stateside, Tamla-Motown, Paramount. (SEE ADVERTISEMENT)  
 Eclipse, see Decca.  
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 Ember Recs., Carlton Tower Pl., Executive Suite 4, Sloane St., London S.W.1. Tel: 245-9339. Cable: KRUGENT. Mng. Dir. & Int'l: Jeffrey S. Kruger; A&R Prod'rs: Kenny Lynch, Mike Berry, Ray Fleming, Jimmy Duncan; Sales: Jeffrey Horton; Pub.: Keith Goodwin; Adv. Assoc.: Gerry Fifer; Promo.: Jimmy Henney; Copyright: Peter Cornish.  
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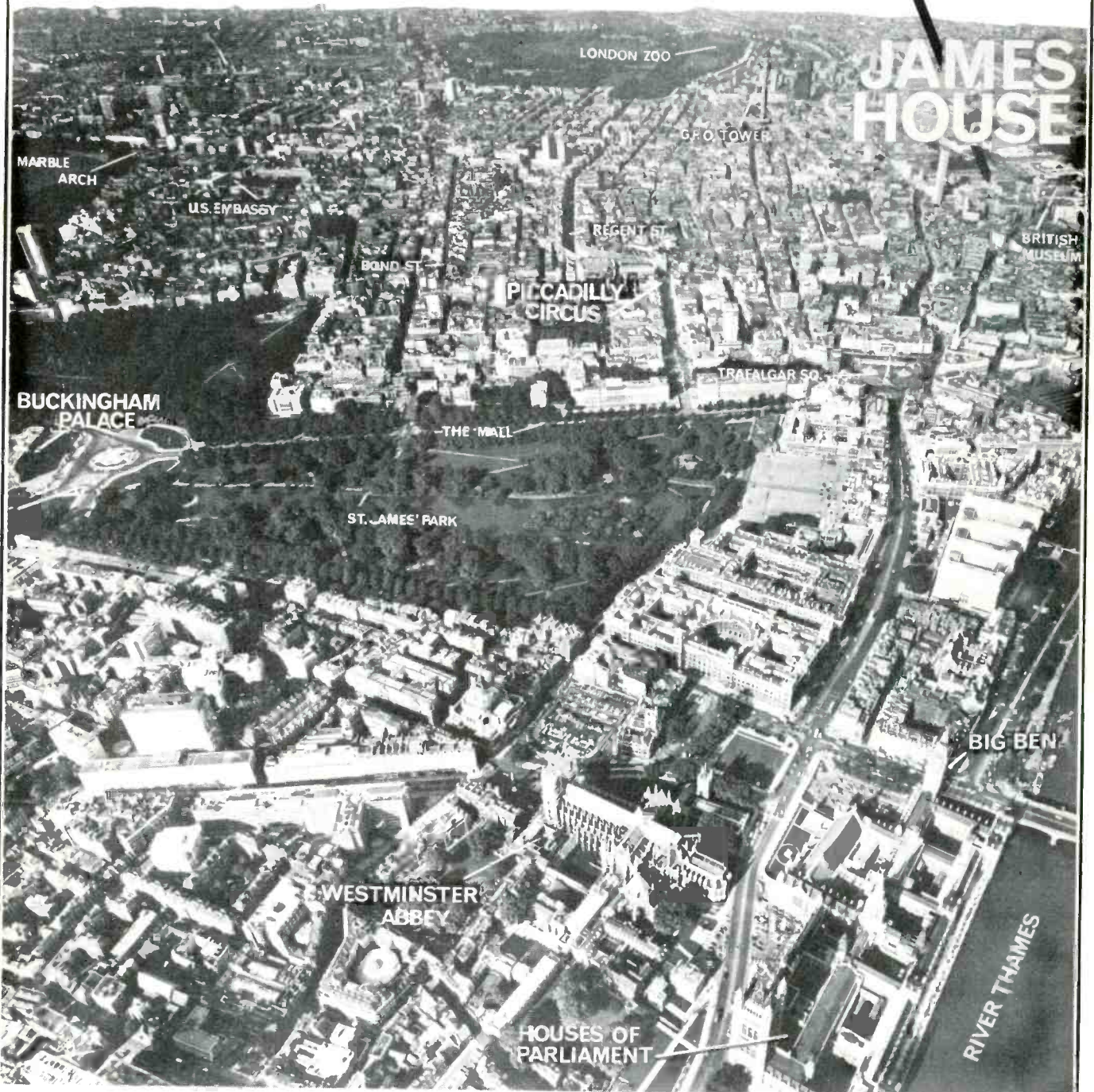
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Labels: Evolution, Zel, Inter Zel, Golden Disc. (SEE ADVERTISEMENT)

Exploring the World of Music, see Oryx.

Explosion, see Trojan.

Eyemark, 494 Harrow Rd., London W.9. Tel: 969-7495. Dir.: Mark Edwards.

Fab, see Melodisc.

Famous Artists, see Ember.

Fan Recs., 101 Wardour St., London W.1. Contact: J. F. Hitching.

Fantasy Recs., 1 Horley Close, Bexleyheath, Kent. Tel: Grayford 21179. Mng. Dir.: R. Gair; Sales: M. K. Gair.

Folklore, see 77.

Fontana, see Philips.

Footpath Recs., 13 Sandringham Gardens, Barking-side, Ilford, Essex. Tel: (01) 550-8766. Mng. Dir.: Martin Newman.

Gala, see Selcol.

Galliard Recs., Queen Anne's Rd., Great Yarmouth, Suffolk. Tel: 0493-4281. Sales Dir.: A. Bowerman.

Gas, see Pama.

Gayfeet, see Trojan.

Gemini, see President.

Golden Disc, see Evolution.

Golden Guinea, see Pye.

Grape, see Trojan.

Green Light Recs., 4 Amen Lodge, Warwick Ln., London E.C.4. Tel: 236-2439.

H M V, see EMI.

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Heliodor, see Polydor.

Herald, see Word.

High Note, see Trojan.

Impact, see Topic.

Inheritance, see CBS.

Inset, see Outlet.

Instrumental, see Pama.

International Dance Recs., 114 Gr. Portland St., London W.1. Tel: 580-4514.

Intersound Rec's Ltd., 10 Bramley Rd., London W.10. Tel: 727-5530. Mng. Dir.: John Cassidy.  
Label: Dialectics of Liberation.

Inter Zel, see Evolution.

Island Recs. Ltd., 8/11 Basing St., London W.11. Tel: 229-1229. Cable: ACKEE. Mng. Dir.: Christopher Blackwell; Sales Dir.: David Betteridge; Press: Dave Sanderson; Island Label Mgr.: Guy Stevens; Int'l Labels Mgr.: Tom Hayes.  
Sales office: Music House, 12 Neasden Ln., London N. W. 10. Tel: 459-6212.  
Labels: Island, Sue; (distributed) Chrysalis.  
Cassette: Licensed to Philips. (SEE ADVERTISEMENT)

Jackpot, see Trojan.

Janus, see Pye.

Jay-Boy, see President.

Jazzology Recs., 76 Cabrera Ave., Virginia Water, Surrey. Contact: Barry Martyn.  
Home office: USA.

Joy, see President.

Jupiter, 140 Kensington Church St., London W.8. Tel: 229-9531. Execs.: V. C. Clinton-Baddeley, T. W. Southam.

Kalypso, see Melodisc.

Key Recs., 126 Clayton Rd., Chessington, Surrey.

Leader Sound Ltd., 5 North Villas, London N.W.1.  
Labels: Leader, Trailer.

Leomark, Winchester House, 77 London Wall, London E.C.2. Tel: London Wall 1815. Prod'r: F. W. Bradshaw.

Liberty/UA, 37/41 Mortimer St., London W.1. Tel: 636-1655. Telex: 261818. Mng. Dir.: Martin Davis; Dir.: John Spalding; A&R: Noel Walker; Liberty/UA Label Mgr. & Repertoire Mgr.: Alan Warner; Special Repertoire Co-ord.: Andrew Lauder; Sales Mgr.: Denis Knowles; Blue Note Sales: Charles Collett; Promo. Mgr.: Ronnie Bell; Promo.: Tim Knight; Press: Stephanie Randall; Export Mgr.: Wim Schut.  
Labels: (Owned) Liberty, United Artists (distributed by EMI); Blue Note.  
Cartridge 4- & 8-track & cassette: Liberty, United Artists, Blue Note self-mfd.  
Int'l labels represented: Fantasy, Galaxy, Vault (all USA).

Little Stephen, see Mencap.

Llyfrau'r Dryw, see Wren.

London, see Decca.

London Globe, see Decca.

Lucky, see Pye.

Lyrity, 99 Green Ln., Burnham, Bucks. Tel: Burnham 4208.

M C A Recs. Ltd., 139 Piccadilly, London W.1. Tel: (01) 629-7211. Mng. Dir.: Brian T. Brolly.  
Home office: USA.  
Labels: MCA (distributed by Decca), Uni.

M G M, see EMI.

Major Minor Recs. Ltd., 58/59 Marlborough St., London W.1. Tel: 473-5803. Mng. Dir.: Philip R. Solomon; A&R: Tommy Scott; Sales Dir.: Ian Brown; Pub.: Frances Baars; Adv.: Steven Hill; Promo. Mgr.: Pat Campbell.

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Mammoth Recs. Ltd., 70 Old Compton St., London W.1. Tel: 437-9506. Chm.: Christopher Sebastian Lambert; Mng. Dir.: Christopher Stamp. Label: Track, (distributed by Polydor).

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Marlison Rec's, Marlison House, Halesowen, Worcs. Tel: (021) 550-3210.

Marmalade, see Polydor.

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Masquerade Recs., 3 The Arcade, South Kensington Sta., London S.W.7. Tel: 589-5711. Owner: Harry Morgan.

Matchbox, see Saydisc.

Melodisc Recs., 15 Hetley Rd., London W.12. Labels: Melodisc, Blue Beat, Fab, Kalypso.

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Labels: Mencap, Little Stephen.

Mercury, see Philips.

Middle Earth Recs., Warwick House, 38 Soho Sq., London W.1. Tel: 437-3493. Mng. Dir.: Geoffrey Heath; Dirs.: Dave Howson, Paul & Brian Waldman.

Minerva Recs., 9 Cecil Ct., London W.C.2. Tel: 836-2314. Dir.: David Leonard.

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Musica Rara, see Oryx.

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Labels: Orange, Amity.

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Labels: Oryx, Bach Rec's, Exploring the World of Music, Musica Rara.

Int'l label represented: Cantate (Germany).

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Labels: Outlet, Inset.

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Phoenix, see Avenue.

Pickwick Int'l Inc. (GB) Ltd., Victoria Works, Edgware Rd., London N.W.2. Tel: 450-7746. Cable: RAINBOREC. Mng. Dir.: Monty Lewis.

Home office: USA.

Labels: Allegro, Hallmark, Happy Time, RCA Camden.

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Labels: (Owned) Polydor, DGG, DGG Privilege, DGG Debut, Archive, Heliodor, 99; (distributed) Elektra, Marmalade, Nonesuch, Storyville, Track.

Cassette: Polydor, Deutsche Grammophon, Archive, Atco, Atlantic, Buddah, Elektra, Marmalade, Riverside, Track.

Int'l labels represented: Atco, Atlantic, Buddah, Kama Sutra, Riverside (all USA), Wergo (Germany).

Poppy, see MGM.

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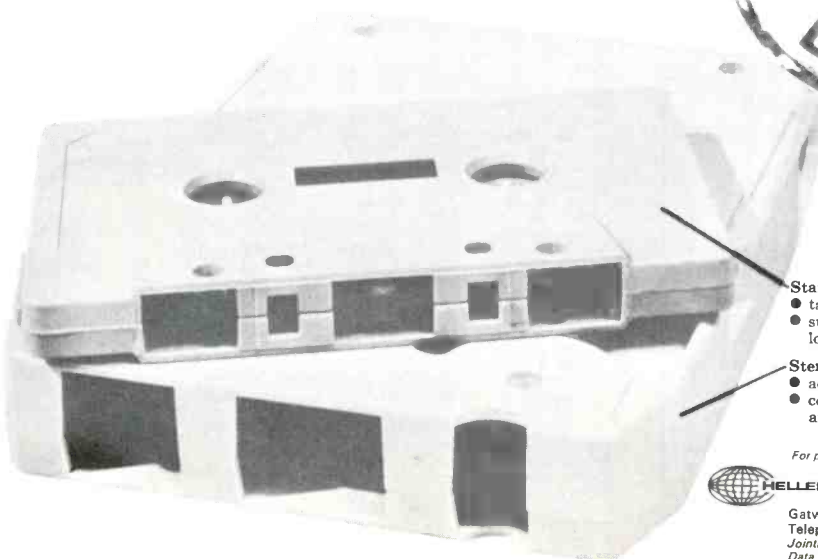
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Home office: USA.  
Labels: (Owned) Victor, Victrola, Red Seal, Blue Bird, Poppy; (distributed) Evolution, Revolution, Revolution.  
Cartridge 8-track.  
R C A Camden, see Pickwick.  
Rak, see EMI.  
Reader's Digest Ass'n Ltd., 25 Berkeley Sq., London W1X 6AB. Tel: 629-8144. Rec. Div. Mgr.: R. W. Hewett; Sales Dir.: V. Ross.  
Realm Jazz, see CBS.  
Redemption Recs., 32 Albion St., Glasgow C.1. Tel: (041) 552-5044. Chm.: C. J. Pickering; Mng. Dir.: Andrew Gray.  
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Regal-Starline, see EMI.  
Regal-Zonophone, see EMI.  
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Reprise see Warner-Reprise.  
Revolution, see RCA.  
Rex, see Decca.  
Roots, see Saydisc.  
Rose, see Pye.  
Roundabout, see BBC.  
Rutland Recs., 71 Rutland Rd., Chesterfield, Derbys. Tel: 0246-79976. Contact: Tony Hedley.  
Ryemuse, see Spot.  
Sacred Series, see Trojan.  
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Home office: Sweden.  
Labels: Sonet, Specialty  
Songbird, see Trojan.  
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Spark Recs. Ltd., B Denmark St., London W.C.2. Tel: 836-4524. Cable: SOUTHMUSIC. Dirs.: Robert C. Kingston, Freddie Poser.  
Labels: Spark, Music Man.  
Speciality, see Ember.  
Specialty, see Sonet.  
Spin Rec. Co., Dunville Bldgs., Adelaide St., Belfast 2, Northern Ireland. Tel: Belfast 21939. Mng. Dir.: Gordon Smyth; Deputy Dir.: A. E. McCormick.  
Spoken Arts, c/o McGraw Hill Publ'g Co., Shopperhanger Rd., Maidenhead, Berks. Tel: 0628-23432. Mng. Dir.: W. G. Graham.  
Sportsdisc, 2 Old Brompton Rd., London S.W.7. Tel: 584-4698. Mng. Dir.: H. J. Morgan.  
Spot Recs. Ltd., 64 S. Molton St., London W.1. Tel: 499-7173. Mng. Dir.: Gary J. Levy.  
Labels: Spot, Ryemuse.  
Stable, see B&C.  
Starlite, see Esquire.  
Stateside, see EMI.  
Storyville, see Polydor.  
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Sue, see Island.  
Sugar Rec. Prod'ns Ltd., Albany House, Suite 204, 324 Regent St., London W.1. Tel: 580-1984. Mng. Dir.: Mike Collier.  
Sunset, see Liberty/UA.  
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Swift, see 77.  
Tabernacle, see Trojan.  
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Home office: South Africa.  
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Tepee, see Tony Pike.  
Sydney Thompson, c/o Dance Recs., Eastcote Point, Cuckoo Hill, Pinner, Middx. HAS 2AL. Tel: 866-8310.  
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Toast, see Major Minor.  
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Labels: Topic, Impact.  
Torpedo, see President.  
Tower Recs., c/o Josef Weinberger Ltd., 10/16 Rathbone St., London W1P 2BJ. Tel: 580-2827. Dir.: F. C. E. Benson. (Distributed by EMI).  
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Int'l reps.: Austria (Metronome), France (Tournier), Germany (Metronome), Italy (Celen-tano), Japan (Victor), Netherlands (Bovema), Scandinavia (Sonet), Spain (Movieplay), Switzerland (Vogue). (SEE ADVERTISEMENT)  
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Trojan Recs. Ltd., Music House, 12 Neasden Ln., London N.W.10. Tel: 459-6212. Mng. Dirs.: David Betteridge, Lee Gopthal; Gen. Mgr.: Graeme Walker; Press: Max Needham.  
Labels: Trojan, Amalgamated, Attack, Blue Cat, Clandisc, Coxson, Downtown, Duke, Explosion, Gayfeet, Grape, High Note, Jackpot, Sacred Series, Songbird, Tabernacle, Technique, Treasure Isle, Upsetter.  
U P Recs., 35 Portland Pl., London W.1. Tel: 580-2000. Contacts: Liz Gardener, Eddie Tre-vent. (Distributed by CBS).  
Uni, see MCA.  
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United Artists, see Liberty/UA & EMI.  
Unity, see Pama.  
Upfront, see Beacon.  
Upsetter, see Trojan.  
Valiant, see Warner-Reprise & CBS.  
Vertigo, see Philips.  
Verve, see EMI.  
Victor, see RCA.  
Village Thing, see Saydisc.  
Virtuoso, see Pye.  
Viva Recs., 117B Fulham Rd., Chelsea, London S.W.3. Tel: 584-3875. Gen. Mgr.: Paul Ellis.  
Int'l label represented: Supraphon (Czechoslovakia).  
Vogue, see Pye.  
Warm Recs., Townsend House, Flat 3, 22 Dean St., London W.1. Tel: 437-8512/7220. Mng. Dir.: Mike Hurst; Contact: Mel Collins.  
Warner-Reprise Recs., 60 New Oxford St., London W.1. Tel: 836-9381. Cable: WARNERRECS. Mng. Dir.: Ian Ralfini; A&R: Martin Wyatt; Press: Des Brown; Promo. Mgr.: Brian Hutch.  
Labels: Warner Bros., Reprise (distributed by Pye); Valiant (distributed by CBS).  
Cartridge 8-track & cassette: Warner Bros., Reprise.  
Waverley, see EMI.  
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West End Recs Ltd., 52 Shaftesbury Ave., London W.1. Tel: 734-8862, 603-3641.  
Labels: Big Ben, Tangent.  
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Home office: USA.  
Int'l branches: Australia, New Zealand (Sacred); Canada (Word).  
Labels: Word, Herald.  
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Labels: Conquest, World Rec. Club.  
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Hit Rec. Prod'ns, 29/31 Oxford St., London W.1. Tel: 437-5063.

Hurleywood Prod'ns, 94 Richmond Rd., Kingston, Surrey. Contacts: Andy Wood, Peter Hurley.

Mike Hurst, Townsend House, Suite 3, 22/23 Dean St., London W.1. Tel: (01) 437-7220/8512. Label credits: Bell (USA), Decca (UK), Metro-media (USA).

I P S (Independent Prod'rs Servs.), 37 Soho Sq., London W.1. Tel: Gerrard 8752.

Island Recs., 8/11 Basing St., London W.11. Tel: 229-1229.

Jackson Rec'g., The Studios, Rickmansworth, Herts. Tel: 7-2351.

Dick James, 71/75 New Oxford St., London W.C.1. Tel: 836-4864.

Marquee Org., 90 Wardour St., London W.1. Tel: 437-6601.

Marquis Ent's. Ltd., 37 Soho Sq., London W.1. Tel: 437-9405.

Martin-Coulter Ent's., 122 St. George Sq. Mews, London S.W.1. Tel: (01) 826-3780. Owners: Bill Martin, Phil Coulter.

Mustard Prod'ns, 15 Berkeley St. London W.1. Prod'r: Tony Macaulay. Label credit: Bell.

New Breed, see Straight Ahead.

Page One Recs., 71/75 Oxford St., London W.1. Tel: 836-4864.

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Robert Stigwood, 67 Brook St., London W.1. Tel: 629-9121.

Straight Ahead Prod'ns (New Breed), 68 Oxford St., London W.1. Tel: 580-6266.

Witchseason Prod'ns, 83 Charlotte St., London W.1. Tel: (01) 636-9436. Contact: Joe Boyd. Label credits: A&M (USA), Elektra (USA), Island (UK), Warner Bros. (USA).

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Acuff-Rose, see Chappell.

Larry Adler, see Chappell.

Aeolian, see Bourne.

Allegro, see Essex.

Alliance, see Chappell.

Almo, see Rondor.

Ambleside, see Ardmore & Beechwood.

Amen, see Carlin.

American Metro, see Kassner.

Angel, see Florida.

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.

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Aquarius Music, 71 Berkeley House, Hay Hill, Mayfair W.1. Tel: (01) 493-4974. Dirs.: D. Arden, S. Black, D. Reed. Affiliate: Sunbury.

Arch, see A. Schroeder.

Ardmore & Beechwood, 21 Denmark St., London W.C.2. Tel: 836-3856. Cable: BEECHMORE. Admin. Mgr.: Fred J. Marks. Affiliates: Ambleside, Black Swan, Coppa, First Floor, Hunter, Initial, Manhattan, Mutual, Pepe, Varda, West-Side. Int'l firms represented: Aim, Bell, Doraflo, Mia, Sansu Ent's., Saturday, Talleyrand (all USA). Int'l reps.: Argentina (Odeon), Australia (Castle), Belgium (Ardmore & Beechwood), Brazil (ITAIUPU), Denmark (Imudico), France (Pathe-Marconi), Germany (Ed. Accord), Greece (Arion), Hong Kong (Pathe), Italy (Voce del Padrone), Japan (Toshiba), Mexico (Beechwood), Netherlands (Anagon), New Zealand (Belcas), Singapore (Pathe), South Africa (Ardmore & Beechwood), Spain (EGO), Sweden (Odeon), USA (Beechwood). (SEE ADVERTISEMENT)

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Edwin Ashdown, PO Box 4DR, 19 Hanover Sq., London W.1. Tel: 629-1184.

Atlantic, see Fanfare.

Avaris, see A. Schroeder.

Avenue, see Chappell.

Aviva, see Shapiro, Bernstein.

B V F Anglo-Continental, see Bron Assoc'd.

Barnes Music, 67 Brook St., London W.1. Tel: (01) 629-9121. Mng. Dir.: Rudi Slezak; Prof. Mgr.: Andy Heath.

Barton, see Leeds.

Baspar, see A. Schroeder.

Bayley & Ferguson, 54 Queen St., Glasgow C.1, Scotland. Tel: CEN 7240. Cable: BAYLEY. Affiliates: Ascherberg, Hopwood & Crew, Chappell.

Belafonte, see Chappell.

Belgravia, see Tee Pee.

Bella Godiva, see A. Schroeder.

Belsize, see Alan Keen.

Benco, see A. Schroeder.

Benday, see Carlin.

Bens, see Kassner.

Irving Berlin, see Chappell.

Berry, see Campbell-Connelly.

Big Sioux, see A. Schroeder.

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Blossom Dearie, see Alan Keen.

Blue Blood, see Freddie Poser.

Blue Note, see Shapiro, Bernstein.

Bocu, see Box & Cox.

Bondola, see Chappell.

Bonney, see Kassner.

Boosey & Hawkes Music Publ'rs Ltd., 295 Regent St., London W.1A 1BR. Tel: 580-2060. Mng. Dir.: David S. Adams. Affiliates: Anglo-Soviet Music Press; Cavendish; Ed. A. Cuthell; J. R. Lafleur & Son; Winthrop Rogers; Rudall, Carte; Eds. Russe de Musique. Int'l firms represented: Amsco (USA), Artia (Czechoslovakia), Bourne Music Inc. (USA), Carl

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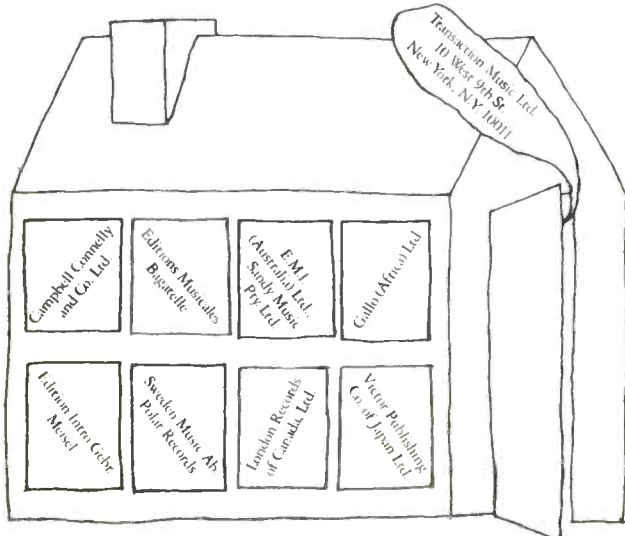
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Eric Burdon, see Carlin.  
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Cambridge, see United Artists.  
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Darren, see Freddie Poser.  
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Branches: 15 Lockwood Way, Middleton Grove Ind'l Estate, Dewsbury Rd., Leeds 11. Tel: (0532) 76098—Unit 18 Longwood Rd., Trafford Park, Manchester 17. Tel: (061) 872-2837—Unit 125, Middlemore Rd., Smethwick, Warley, Worcs. Tel: (021) 558-2606.

Record Ents., 244 Bath St., Glasgow, C.2. Tel: (041) 332-0628.

Selecta, 50 Southwark Bridge Rd., London S.E.1. Tel: 928-9040.  
Branches: Leicester Rd., Earl Shilton, Leicester. Tel: Earl Shilton 2341. Telex 34632—GPO Box 4, Selecta House, Morton St., Failsworth, Manchester M35 0BL. Tel: Failsworth 4071. Cable: DIAGRAM. Telex: 66289—137 Shawbridge St., Pollokshaws, Glasgow S.3. Tel: 649-4599. Telex: 778273.

Solomon & Peres Ltd., 67/69 Ann St., Belfast. Tel: (0BE2) 31616. Pres.: M. Solomon; Gen. Mgr.: M. A. Solomon; Sales Mgr.: R. Dickson.

Labels: Decca group, BBC Radio Ents., Dolphin, Ember, Emerald, King, Honey, Island, Major Minor, President, Release, Tribune.

Symphola, 14/18 Adelaide St., Belfast 2 BT2 8GG. Tel: Belfast 21939, 21465, 20349.

H. R. Taylor, 34 Pershore St. Birmingham 5. Tel: Midland 8454, 5250.

## IMPORTERS

Continental Rec. Dist. Ltd. (CRD), 97/99 Dean St., London W.1. Tel: (01) 437-1002. Cable: DISCRECORD.

Disc Imports, 36 John Dalton St., Manchester M2 6LD. Tel: (061) 834-7292. Cable: IMDISC.

E M I Recs., Blyth Rd., Hayes, Middx. Tel: (01) 573-3888. Cable: EMITRON. Telex: 22417.

Mascall Recs., 2 Old Brompton Rd., South Kensington, London S.W.7.

Vistula, Vistula House, 164 Old Brompton Rd., London S.W.5. Tel: Premantle 1937.

## ● services

### ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Arts Council of Great Britain, 105 Piccadilly, London W.1. Tel: 629-9495.

Association of Musical Instrument Inds., 8 Holly-wood Way, Woodford Green, Essex. Tel: Larks-wood 1171.

Association of Professional Rec'g Studios Ltd. (APRS), 47 Watendon Rd., Kenley, Surrey. Tel: Bywood 1554.

Board of Ballroom Dancing, 115 High Holborn, London W.C.1. Tel: 405-2341.

Board of Trade, 1 Victoria St., London S.W.1. Tel: 222-7877.

British Copyright Council, 29/33 Berners St., London W.1. Tel: 580-5544.

British Copyright Protection Ass'n Ltd., 22/33 Little Portland St., London W.1. Tel: 636-1491.

British Institute of Rec'd Sound, 29 Exhibition Rd., London S.W.7. Tel: 589-6603.

Composers Guild of Great Britain, 10 Stratford Pl., London W.1. Tel: 499-8567.

English Folk Dance & Song Society, 2 Regent's Park Rd., London N.W.1. Tel: 485-2206.

Gramophone Rec. Retailers Committee (GRRC), 34a Paddington St., London W.1. Tel: 935-6156. Sec'y: Christopher Foss.

International Federation of the Phonographic Ind., 123 Pall Mall, London S.W.1. Tel: 930-1752.

Linguaphone Institute Ltd., 207/209 Regent St., London W.1. Tel: 734-4347.

Musicians' Union, 29 Catherine Pl., Buckingham Gate, London S.W.1. Tel: 834-1348.

Music Publ'rs Ass'n Ltd., 73/75 Mortimer St., London W.1. Tel: 580-3399.

Music Trades Ass'n, 139 Piccadilly, London W.1. Tel: MAY 7211.

National Commercial Radio, 49 Welby House, Hazel-ville Rd., London N.19.

Phonographic Performance Ltd., 62 Evelyn House, Oxford St., London W.1. Tel: 636-1472.

Record Tokens Ltd., 78 Honor Oak Park, London S.E.23. Tel: 699-5648.

Songwriters Guild of Great Britain, 32 Shaftesbury Ave., London W.1. Tel: 437-1554/1439.

Variety Artists Benevolent Fund, 18 Charing Cross Rd., London W.C.2. Tel: 836-6310/3985.

Variety Club of Great Britain, 1-4 Argyll St., 5th Fl., London W.1. Tel: 437-9511.

### LICENSING ORGANIZATIONS, MUSIC

M C P S (Mechanical Copyright Protection Society Ltd.), Elgar House, 380 Streatham High Rd., London S.W.16. Tel: 769-3181.

P R S (Performing Right Society Ltd.), 29/33 Berners St., London W.1. Tel: 580-5544.

## PRESSING PLANTS

British Homophone Co. Ltd., Excelsior Works, Rollins St., London S.E.15. Tel: 639-2080.

C B S Recs., 28/30 Theobalds Rd., London W.C.1. Tel: 242-9000.

E M I Recs., Creative Prods. Dept., 20 Manchester Sq., London W.1A 1ES. Tel: 486-4488.

Ember Recs., Carlton Tower Pl., Suite 4, Sloane St., London S.W.1. Tel: 245-9339.

Industrial Commercial Plastics Ltd., Deacon St., Leicester. Tel: Leicester (0533) 56608. Chm.: G. Myerson; Dirs.: Paul Spriggs, C. N. Randall, H. Cooklyn; Sales Mgr.: Eric Lewis. (SEE AD-VERTISEMENTS)

Lyntone, 15 Great Portland St., London W.1. Tel: 636-2696.

Orlake Ltd., Sterling Works, Rainham Rd. S., Dagenham, Essex. Tel: 592-0242.

Philips Recs. Ltd., Stanhope House, Stanhope Pl., London W.2. Tel: 262-7788.

Polydore Recs., 17/19 Stratford Pl., London W.1. Tel: 499-8686.

R C A Recs., Rec. Div., Mfg. Plant, Armstrong Ind'l Estate, Washington, Durham. Tel: (089) 423-8521.

Record Supervision, Landsdowne House, Landsdowne Rd., London W.11. Tel: PAR 0041.

C. H. Rumble Ltd., 145 Frenches Rd., Redhill, Surrey. Tel: Redhill 65204.

Saga Recs., 326 Kensal Rd., London W.10. Tel: 969-6651.

Tranco Ltd. (Transcription Mfg. & Rec'g Co.), James Estate, Western Rd., Mitcham, Surrey. Tel: 648-7000.

PROMOTION & PUBLICITY  
Barrett Maxwell Partners, 56 Princess Gate Mews, London S.W.7. Tel: (01) 584-9226.

Tony Barrow Int'l Ltd., Abbott House, 1/2 Hanover St., London W.1. Tel: (01) 734-4742. Dirs.: T. & C. Barrow; Press Officers: Bob Houston, Marion Rainford, Frances Van Staden.

David Block Assocs., 12 Great Newport St., London W.C.2. Tel: (01) 240-1651.

Gloria Bristow (Promos.) Ltd., 43 Aylesford St., London S.W.1. Tel: (01) 828-6803. Dir.: Gloria Bristow.

Robin Britton, 1 Wyndham Mews, Upper Montague St., London W.1. Tel: (01) 723-8416.

Finita, 60 Castellain Rd., Maida Vale, London W.9. Tel: (01) 289-0534.

Flag Tidings, 21 Churton Pl., London S.W.1. Tel: (01) 828-2281.

David Forshaw Ents., 6 Daley Pl., Bootle 20, Lancs. Tel: Aintree 9654.

Gargoyle Int'l, c/o William F. Blake, 5 Selton St., Putney, London S.W.15.  
Home office: USA.

Tony Hall Ents., 19/20 Noel St., London W.1. Tel: (01) 437-1958. Dir.: Tony Hall.

Chris Hutchins Information, 24/25 New Bond St., London W.1. Tel: (01) 629-0616.

Nigel Hutchinson Assocs., 39 South St., London W.1. Tel: (01) 499-1553.

Brian Innes, 21 Great Windmill St., London W.1. Tel: (01) 437-6040.

Kaygee Pub. Consultants, 7 Denmark St., London W.C.2. Tel: (01) 836-5067. Dir.: Keith Goodwin; Ass'f: Mike Gill.

Mosk, 10 Oxford Circus Ave., London W.1. Contacts: Marie-Eve Olafsson, Sue Kingswood.

Mitch Murray Ents. Ltd., The Mill Hilton, 13 Sunnyside Mill Hill, London N.W.1. Tel: (01) 959-1411.

New Dimension, 19 Garrick St., London W.C.2. Tel: (01) 836-0077. Mng. Dir.: Chris Williams.

Kay O'Dwyer (Pub.) Ltd., 6 Denmark St., London W.C.2. Tel: (01) 240-0891.

Partnerplan Ltd., 61 Fleet St., London W.C.4. Tel: (01) 583-0961.

Leslie Perrin Assocs. Ltd., Dumbarton House, 68 Oxford St., London W.1. Tel: (01) 687-7122.

Pied Piper Pub., 5 Wardour St., London W.1. Tel: (01) 734-8501. Mgr.: Kit Wells.

Kenneth Pitt Ltd., 35 Curzon St., London W.1. Tel: (01) 486-4293.

Prestige Public Relations Ltd., 361 Oxford St., London W.1. Tel: (01) 629-6785. Dirs.: David T. Cardwell, Anita C. Gray.

Project Pub. Ltd., 47 Dean St., London W.1. Tel: (01) 734-7451. Mgr.: Allan McDougall.

Publicity & Allied Interests Ltd., 72 Brook St., London W.1. Tel: (01) 493-3045.

R C B (Consultants) Ltd., 38 Edith Grove, London S.W.10. Tel: (01) 352-7360.

Burnett Rigg, 43/51 Great Titchfield St., Flat 10, London W.1. Tel: (01) 580-8900.

Brian Sommerville, 23 Denmark St., London W.C.2. Tel: (01) 838-0535.

Sonet Prod'ns Ltd., 39 Soho Sq., London W.1. Tel: (01) 437-0806.

## RECORDING STUDIOS

Advision Ltd., 23 Gosfield St., London W1P 7HB. Tel: (01) 580-5707. Mng. Dir.: R. S. Hibbard; Studio Mgr.: Roger Cameron.

Blenheim, 10 Blenheim Rd., Chiswick, London W.4. Tel: 995-1661.

C A M, 34 Moorfields, Liverpool 2. Tel: Liverpool Central 8200. Chief Eng.: Charles Weston.

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continued

C B S, 28-30 Theobalds Rd., London W.C.1. Tel: (01) 242-9000. Opns. Dir.: M. L. Oberstein; Studio Mgr.: Reg Warbuton; Chief Eng.: George Balla.

Calder, Regent St., Hebden Bridge, Yorks. Tel: Hebden Bridge 2159. Chief Eng.: Howard Smith.

Central Sound, 6/9 Denmark St., London W.C.2. Tel: 836-6061. Chief Eng.: Freddie Winrose Jr.

Chalk Farm, 1A Belmont St., London N.W.1. Tel: 267-1542. Chief Eng.: Vic Kearey.

Chappell Rec'g Studio, 52 Maddox St., London W.1. Tel: (01) 629-4668/7600. Dir.: E. G. Holmes; Chief Eng.: John Timperley.

Cinelingual Sound Studios Ltd., 27/29 Berwick St., London W1V 3RF. Tel: (01) 437-0136. Owners: A. Ancombe, E. Quainton; Studio Mgr.: A. Ancombe; Chief Eng.: E. Quainton.

Cine Tele Sound Studios Ltd., 49/52 Kensington Gardens Sq., London W.2. Tel: (01) 229-9476. Dir.: A. Olivestone; Studio Mgr.: John Elliott; Chief Eng.: Peter Harris.

Craighall Rec'g Studio (div. of George Jeffrey Ltd.), 68 Craighall Rd., Edinburgh EH6 4RL. Tel: (031) 552-3685. Studio Mgr. & Chief Eng.: Robert Sibbald.

De Lane Lea Music Ltd. (Studio 1) 129 Kingsway, London W.C.2. Tel: 242-2743, 437-4252. Studio Mgr.: D. L. Siddle; Chief Eng.: Martin Birch. (Studio 2) 75 Dean St., London W.1. Tel: 439-1721.

Discotape Rec'g Studio, Half Acre, Church Ln., Dore, Sheffield S17 3GT. Tel: Sheffield 365059. Owner & Studio Mgr.: N. J. Walsh; Chief Eng.: R. A. Clethro.

Domino Sound Studios, 16 High St., Albrington, Wolverhampton. Tel: Albrington 2384. Studio Mgr. & Chief Eng.: Andy McLachlan.

E M I Rec'g Studios, 3 Abbey Rd., St. John's Wood, London N.W.8. Tel: (01) 286-1161. Studio Mgr.: G. W. Cook; Chief Eng.: W. H. Livy.

Eden Studios Ltd., 11 Eden St., Kingston upon Thames, Surrey. Tel: (01) 546-5577. Studio Mgr.: Philip Love; Chief Eng.: Mike Gardner.

Highbury Studios, Swan Yard, London N.1. Tel: (01) 226-3913/3746. Owner, Studio Mgr. & Chief Eng.: C. Clayton.

Hollick & Taylor Rec'g Co. Ltd., 16 Grosvenor Rd., Birmingham 20. Tel: (021) 356-4246. Owners: Charles Hollick, John Taylor; Studio Mgr. Jean Taylor; Chief Eng.: John Taylor.

I B C Sound Rec'g Studios Ltd., 35 Portland Pl., London W1N 3AG. Tel: (01) 580-2000. Studio Mgr. & Chief Eng.: Michael Clayton.

Independent Rec'g Studio, 39 Harmer St., Gravesend, Kent. Tel: Gravesend 5687. Owner, Studio Mgr. & Chief Eng.: John Oram.

Intersound (div. of Intertel), Wembley Studios, Wembley Park Dr., Wembley, Middx. Tel: (01) 902-8811. Studio Mgr.: Brian Penny.

Island Studios, Basing St., London W.11. Tel: (01) 229-1229. Studio Mgr.: Frank Owen; Chief Eng.: Joseph Yu.

The Jackson Rec'g Co. Ltd., The Studios, Rickmansworth, Herts. Tel: Rickmansworth 72351. Owners: J. C. & M. Jackson; Studio Mgr.: J. C. Jackson; Chief Eng.: M. Jackson.

Stuart Johnson Prod'ns Ltd., 1 Gledwood Dr., Hayes, Middx. Tel: (01) 573-8744. Owner, Studio Mgr. & Chief Eng.: Stuart Johnson.

R G Jones Rec'g Studios, Beulah Rd., Wembleton S.W.19. Tel: 542-4368, 540-4441. Owner: R. G. Jones; Studio Mgr. Gerry Kitchenham; Chief Eng.: Robin Jones.

Kays (West-end) Rec'g (div. of Kay Labs. Ltd.), 22 Soho Sq., London W.1. Tel: GER 437-7811. Gen. Mgr.: C. Parkhouse; Studio Mgr.: Cyril Brown.

Kingley, Kingley Ct., London W.1. Chief Eng.: Mike Berg.

Lansdowne Rec'g Studios Ltd., Lansdowne House, Lansdowne Rd., Holland Park, London W.11. Tel: 727-0041. Studio Mgr. & Chief Eng.: Adrian N. Kerridge.

Livingston Studios Ltd., 32a E. Barnet Rd., New Barnet, Herts. Tel: 440-1161. Owner: F. Livingston Hogg; Studio Mgr.: Ray Kinsey; Chief Eng.: Nic Kinsey.

Marquee Studios, 10 Richmond Mews, Dean St., London W.1. Tel: (01) 437-6321. Studio Mgr.: Gery Collins.

Maximum Sound Ltd., 488 Old Kent Rd., London S.E.1. Tel: (01) 237-1737. Studio Mgr. & Chief Eng.: Dave Hadfield.

Midland Sound Rec'gs, Meeting House Ln., Balsall Common, Coventry. Tel: Berkswell 2468. Owner: B. P. Shiers; Studio Mgr.: P. A. Shiers; Chief Eng.: R. P. Shiers.

Morgan Rec'g Studios Ltd., 169/171 High Rd., Willesden, London N.W.10. Tel: (01) 459-7244. Studio Mgr.: Roger Quested; Chief Eng.: Harry Davis.

Nottingham Sound Studios, 652 Nuthall Rd., Cinderhill, Nottingham. Tel: (0602) 77351. Owner, Studio Mgr. & Chief Eng.: Colin F. Horton.

Olympic Sound Studios (div. of Angus McKenzie Properties Ltd.), 117 Church Rd., Barnes, London S.W.13. Tel: (01) 748-7961. Studio Mgr. & Chief Eng.: Keith R. Grant.

Orange, New Compton St., London W.1. Tel: 836-7811. Chief Eng.: Brian Hatt.

Philips Studio, Stanhope House, Stanhope Pl., London W.2. Tel: (01) 262-7788. Studio Mgr.: T. W. Stephenson; Ass't Studio Mgr.: P. J. Olliff; Chief Eng.: R. L. S. Godwyn.

Tony Pike Music Ltd., 31 Dryburgh Rd., Putney, London S.W.15. Tel: (01) 788-6364/4928. Owner, Studio Mgr. & Chief Eng.: Tony Pike.

Polydor Recs. Studio (div. of Gramophone Philips Group), 17 Stratford Pl., London W.1. Tel: 499-8686. Studio Mgr. & Chief Eng.: Carlos Olms.

Pye Rec'g Studios, ATV House, Great Cumberland Pl., London W.1. Tel: (01) 262-5502. Studio Mgr.: Pat Godwin; Chief Eng.: Ray Prickett.

Radio Luxembourg (London) Ltd., 38 Hertford St., London W.1. Tel: 493-5961. Gen. Mgr.: Geoffrey L. Everitt; Studio Mgr. & Chief Eng.: R. A. J. Millard.

Recorded Prod'ns (London) Ltd., Morris House, 1 Jermyn St., London S.W.1. Tel: (01) 839-2618. Owners: John & Margery Hale; Studio Mgr.: John Hale.

Recorded Sound Studios Ltd., 27/31 Bryanston St., London W.1. Tel: 499-4634. Owners: A. Dembeniotis, Saud B. Duboff, G. Pastell.

Rediffusion Reditune Ltd., Cray Ave., Orpington, Kent. Tel: MM 3-2121. Studio Mgr. & Chief Eng.: David Sayers.

Sound Assocs. Ltd., Redan Pl., Queensway, London W.2. Tel: (01) 229-0101. Owner: Peter B. Lodge; Studio Mgr.: Stephen Holder.

Sound News Prod'ns, 18 Blenheim Rd., Woodstock Rd., London W.4. Tel: (01) 995-1661/1149. Owner: A. Tarcy; Studio Mgr.: M. Bull; Chief Eng.: P. Collins.

Sound Techniques Ltd., 46A Old Church St., Chelsea, London S.W.3. Tel: 352-2354. Studio Mgr.: John R. Woods; Chief Eng.: C. E. Jones.

Studio G, 195 Wardour St., London W.1. Tel: (01) 734-5784. Owner: John Gale; Chief Eng.: Alan Bailey.

Studio Republic, Church Farm, High St., Pinner, Middx. Tel: (01) 868-5555. Mng. Dir.: John C. Bales; Studio Mgr. & Chief Eng.: J. Carpenter.

Sutton Sound, 18 Soho Sq., London W.1. Tel: (01) 437-8464. Owner: Ivan Sutton MBE; Studio Mgr.: Ken Barnes; Chief Eng.: Michael Hall.

This (Dick James Music), James House, 71/75 New Oxford St., London W.C.1. Tel: 836-4864. Chief Eng.: Kaplan Kaye, Jeff Titmus.

Trident, Trident House, St. Anne's Court, Wardour St., London W.1. Tel: 734-9901. Chief Eng.: Malcolm Toft.

Warren Rec'g, 59 Hendale Ave., Hendon, London N.W.4. Tel: (01) 203-0306. Owner & Studio Mgr.: Stanley Warren.

Wessex Sound Studios, 106 Highbury, New Park, London N.5. Tel: (01) 359-0051. Studio Mgr.: Hal Crosson; Chief Eng.: Mike Thompson.

Zella, 32 Bristol St., Birmingham 5. Tel: (021) 622-2681. Chief Eng.: Ian Parsons.

● supplies

**LABEL MANUFACTURERS  
SLEEVE MANUFACTURERS**

Dawson Rossiter, 1/6 New Wharf Rd., Kings Cross, London N.1. Tel: 837-9826.

Ernest J. Day, 3 Olaf St., Latimer Rd., London W.11. Tel: 229-3499.

Garrod & Lofthouse Ltd., Chaldon Rd., Caterham on the Hill, Surrey. Tel: 45266.

E. Hannibal & Co. Ltd., Pinfold Rd., Thurleston, Leicester. Tel: System 3201.

Harrison & Sons Ltd., Printing House Ln., Hayes, Middx. Tel: Hayes 3828.

MacNeil Press, 175 Bermondsey St., London S.E.1. Tel: 407-5602.

Frank S. Manley (Printers) Ltd., 22 Monson Rd., London N.W.10. Tel: 965-7326.

Saga Ltd., 326 Kensal Rd., London W.10. Tel: 969-6651.

Shalford Press Ltd., 85b Bradford St., Braintree, Essex. Tel: Braintree 608.

Shorewood Packaging, Griffin Ln., Aylesbury. Tel: Aylesbury 85774. Gen. Mgr.: Dennis Rex.

Upton Printing Group, 1 Doughty St., London W.C.1. Tel: 405-1565.

West Bros. Ltd., 212 Durnsford Rd., London S.W.19. Tel: 947-2106.

● accessories & supplies

The following is a directory of manufacturers listing the product available from each firm. After this master list is a breakdown by product category.

Auriol (Guildford), Farnham Trading Estate, Farnham, Surrey. Tel: Farnham 3366.  
**Product:** Gramophone pickup controls (cueing, lowering & raising devices).

B M B (Sales), Fleming Way, Crawley, Sussex. Tel: Crawley 28765.  
**Product:** Sapphire & diamond styli, record cleaning fluid, record cleaning pads & sponges, stylus brushes, record center adaptors, replacement cartridges.

Broomhall Joinery Co. Ltd., 222 High St., Uxbridge, Middx. Tel: Uxbridge 37311.  
**Product:** Record browser boxes, listening hoods, storage racks, sheet music racks, shopfitters.

Bush & St. Clair, Diadem Prods. (Audio), 305 Holdenhurst Rd., Bournemouth BH8 8BU. Tel: Bournemouth 34796.  
**Product:** Record cleaning accessories, record storage racks, record carrying cases, cartridge heads, styli.

Clendisc (Mail Order), c/o Mrs. E. Smith, 7 Trinity Ct., Gray's Inn Rd., London W.C.1. Tel: Terminus 9088.  
**Product:** Record pads, anti-static cleaner.

Colton & Co. (Lapidaries), The Crescent, Wimbledon, London S.W.19. Tel: (01) 946-9401.  
**Product:** Phono styli & cartridges, sapphire & diamond styli, steel needles, stylus timer, precise manual pickup control, variscala tracking force indicator, Magnalift center lift off device, Antistatimat turntable mat, pocket microscope, record center adaptors, antistatic cloths, antistatic fluid, turntable level, PVC browser sleeves, polylined paper sleeves, 7- & 12-inch Plastisleeves, Coltonian record storage racks.

Cosmocord, Acos Works, Eleanor Cross Rd., Waltham Cross, Herts. Tel: Waltham Cross 27331. Telex: 24294.  
**Product:** Diamond & sapphire styli, pickup cartridges.

Deacon Recs. Ltd., 171 Shaftesbury Ave., London WC2H 8AP. Tel: (01) 240-2750/2661. Telex: 26745B. Mng. Dir.: Eric Lewis.

Decca Special Prods., Ingate Pl., Queenstown Rd., London S.W.8. Tel: Macaulay 6677.  
**Product:** Decadec deluxe, Decalift, Microlift, stylus cleaner, center locator.

E M I Recs. (The Gramophone Co. Ltd.), Blyth Rd., Hayes, Middx. Tel: 573-3888.  
**Product:** Emitex, complete shopfitting service.

Eagle Prods., 32 Coptic St., London W.C.1. Tel: Museum 9606.

Goldring Mfg., 486/488 High Rd., Leytonstone, London E.11. Tel: Leytonstone 8343.  
**Product:** Record center adaptors, stylus cleaning kits, stylus balances, disc cleaners.

Industrial Instruments Ltd., 1a Stanley Rd., Bromley, Kent. Tel: 460-9212.  
**Product:** Transiclean ultrasonic cleaners.

Lennard Developments Ltd., 497 Green Lanes, Palmers Green, London N.13. Tel: 886-3723.  
**Product:** Play-Fair record accessories (stylus timers, stylus cleaners, antistatic cleaning pads, antistatic fluid, "Discoda record indexing device), Micro diamond styli.

Metrosound Mfg., Audio Works, Cartersfield Rd., Waltham Abbey, Essex. Tel: Waltham Cross 31933.  
**Product:** Disc cleaners, pickup controls, stylus balances, stylus cleaning kits, turntable antistatic mats, record center adaptors.

Multicore Solders, Maylands Ave., Hemel Hempstead, Herts. Tel: Hemel Hempstead 3636. Telex: 82363.  
**Product:** Disc cleaners.

Philips Recs. Ltd., Stanhope House, Stanhope Pl., London W.2. Tel: 262-7788.  
**Product:** Record racks, record cases & carriers, record albums, cassette caddy, 6-cassette interlocking holders, cassette racks, record grips, discleaners, center adaptors, 12-inch polypaper inner lines.

Power Judd & Co. Ltd., 94 East Hill, London S.W.18. Tel: 870-3304.  
**Product:** "Paddock" anti-warp record holder.

Selecta (London), 50 Southwark Bridge Rd., London S.E.1. Tel: 928-9040.  
**Product:** Record racks, record cases, record albums, styli, styli brushes, spray fluid, center adaptors, ionizers, sponges, record care kits, pressure gauges, stroboscopes, polyethylene covers.

Transcriptors, 551 Holloway Rd., London N.19. Tel: 272-6419.  
**Product:** Disc cleaners, stylus balances, stylus inspection scales, turntable antistatic mats.

Cecil E. Watts, Darby House, Sunbury on Thames, Middx. Tel: Sunbury on Thames 3252.  
**Product:** Record maintenance equipment, "Dust Bug," disc preener, manual parastat, hi fi parastat, stylus cleaner, humid mop.

The following guide lists the names of manufacturers of Dealer Accessories & Supplies under each product category. For detailed information on these firms, refer to the preceding Directory of Manufacturers section.

**BROWSER BOXES**

Broomhall Joinery Co. Ltd.  
Colton & Co.  
E M I Recs.

**STORAGE & CARRYING CASES**

Bush & St. Clair.  
E M I Recs.  
Philips Recs. Ltd.  
Power Judd & Co. Ltd.  
Selecta.

**CLEANERS, CLOTHS & BRUSHES**

BMB.  
Bush & St. Clair.  
Cecil E. Watts.  
Clendisc.  
Colton & Co.  
Decca Special Prods.  
Goldring Mfg.  
Industrial Instruments Ltd.  
Lennard Developments Ltd.  
Metrosound Mfg.  
Multicore Solders.  
Philips Recs. Ltd.  
Selecta.  
Transcriptors.

## 45 RPM ADAPTORS

BMB.  
Goldring Mfg.  
Metrosound Mfg.  
Philips Recs. Ltd.  
Selecta.

## NEEDLES

BMB.  
Bush & St. Clair.  
Colton & Co.  
Cosmocond.  
Lennard Developments Ltd.  
Selecta.

## RACKS

Broomhall Joinery Co. Ltd.  
Bush & St. Clair.  
Colton & Co.  
Philips Recs. Ltd.  
Selecta.

# URUGUAY

## RECORDS:

Average price per record: LPs—\$2.70-\$3; EPs—\$0.90-\$1.10; singles—\$0.75.

Type of distribution: Manufacturer-to-retailer with a 30% mark-up.

## ● record manufacturers

America Hoy, see Anaconda.

American Prods. SA, Av. Italia 4230, Montevideo. Tel: 59-42-17. Cable: APSA.

Int'l labels represented: RCA Victor, RCA Camden, Victrola, Colgems, Vik.

Anaconda Srl, Convencion 1465, Esc. 3, Montevideo. Tel: 9-12-59.

Labels: America Hoy, Gavilan.

Antar, see Editorial Antar.

Clave (IEMSA), Maldonado 1049, Montevideo. Tel: 98-58-37. Cable: CLALIM. Mng. Dir.: Leon Jurburg; A&R: M. De Campo.

Label: Clave.

Int'l labels represented: Buddah (USA), Discotoca (Venezuela), Elenco (Brazil), London (worldwide), Trova (Argentina), Vega (France), Zafiro/Novola (Spain).

De La Planta Srl, Colonia 844, Esc. 4, Montevideo. Label: De La Planta.

Editorial Antar SA, Republica 1613, Montevideo. Tel: 40-57-95, 40-63-00. Cable: ANтар. Pres.: Carlos Vattarino; Int'l: Walter Mandacen.

Label: Antar.

Int'l labels represented: Cetra (Italy), Dot (USA), Durium (Italy), Music Hall (Argentina), Pye (UK), Reprise (USA), Telefunken (Germany), Vanguard (USA), Vox (USA), Warner Bros. (USA).

Gavilan, see Anaconda.

Ricardo y Rodolfo Gioscia SA (see Palacioda la Musica).

Orfeo, see Palacio de la Musica.

Palacio de la Musica, Av. 18 de Julio 1100, Montevideo. Tel: 8-01-13, 8-48-25. Cable: GIO-SPIANO. Pres.: Ricardo Gioscia; Mgr.: Ricardo Gioscia Jr.

Labels: Orfeo, Tonal.

Int'l labels represented: A&M (USA), Barclay (France), Capitol (USA), Hispavox (Spain), Liberty/UA (USA), MCA (USA), Odeon (Argentina, Brazil, Chile, Peru).

Philips del Uruguay SA, Av. Uruguay 1287, Montevideo. Tel: 9-56-41. Gen. Mgr.: Enrique Lazcano.

Label: Philips.

Cassette: Philips, MGM, Polydor, Verve; masters imported from Argentina, duplicated in Uruguay.

Int'l labels represented: Archiv, Atlantic, Karussell, DGG, Disneyland, Fontana, Kama Sutra, MGM, Mercury, Polydor, Riverside, Tetragrammaton, Verve.

Prodisa, Av. Millan 4109, Montevideo. Tel: 3-72-58.

Int'l labels represented: Grand Award, Monument, Opus, Project 3, Qualiton, Tonodisc, 20th Century-Fox, Westminster.

Sondor SA, Nicaragua 1478, Montevideo. Tel: 2-75-30, 2-88-01. Cable: SONDORADA. Pres.: Enrique Abal; Mgr.: Pablo Echevarria.

Labels: Sondor, Sondorito.

Int'l labels represented: CBS, Belter, Calesita, Date, Disc-Jockey, Elektra, Epic, Metromedia, Ode, Quinto.

Tonal, see Palacio de la Musica.

Tonodisc, Constituyente 1903, Montevideo. Tel: 40-11-69. Gen. Mgr.: Nestor Paez.

Label: Tonodisc.

## ● music publishers

Campo (Palacio de la Musica), Av. 18 de Julio 1100, Montevideo.

Discotoca, Maldonado 1049, Montevideo. Tel: 98-58-32.

Edami (Southern and Peer), Juan Jackson 1401, Montevideo.

## ● services

### ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Centro Cultural de la Musica, PO Box 5, Av. 18 de Julio 1006, 6th fl., Montevideo. Dir.: Jorge Calvetti.

Juventudes Musicales del Uruguay, Av. Usuguy 1592, Montevideo. Dir.: Hugo Balzo.

### LICENSING ORGANIZATION, MUSIC

Asociacion General de Autores del Uruguay (AGADU), Canelones 1130, Montevideo. Tel: 8-31-88. Gen. Mgr.: Luis Alberto Zeballos.

### PRESSING PLANTS

American Prods. SA, Av. Italia 4230, Montevideo. Tel: 59-30-15.

Editorial Antar, Republica 1613, Montevideo. Tel: 40-63-00.

Fimasa, Nueva York 1176, Montevideo. Tel: 9-60-74. Sondor SA, Nicaragua 1478, Montevideo. Tel: 2-75-30.

### RECORDING STUDIOS

Editorial Antar, Republica 1613, Montevideo. Tel: 40-63-00.

Sondor SA, Rio Branco 1536, Montevideo. Tel: 9-26-70.

Radio Ariel, Olimar, Montevideo.

# VENEZUELA

## RECORDS:

Imports from USA (records, blanks & pre-recorded tape): 1969—\$574,241; 1968—\$486,888.

Records exported to USA: 1969—48,136 units, \$58,044; 1968—67,443 units, \$57,708.

Average retail price per record: LPs—(stereo) \$3.35, (mono) \$3.11; EPs—\$1.33; Singles—\$1.11.

Discounting: Rare.

Type of distribution: Manufacturer-to-retailer predominates, but record club sales have increased.

Type of promotion: Private radio stations account for promotion of pop music. Fan magazines exert no influence on record sales.

## TAPE:

Market: All equipment is imported from the USA and Japan.

Average retail price per tape: 8-track cartridge—\$7.77; 4-track cartridge—\$6.66; cassette—\$6.66; open reel—\$7.77.

Type of distribution: Manufacturer-to-retailer and importer-to-retailer.

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 re-recording.

## ● record manufacturers/importers/distributors

Allum's Maracaibo Import, Centro Comercial, El Parque, Av. Los Palos Grandes 3a, Caracas. Tel: 327644, 331058. Pres.: Irvin K. Allum; Gen. Mgr.: Oscar Galdona; Sales Mgr.: Mary M. Allum.

Labels: (Distributed) A&M, Capitol, Columbia, Discotoca, London, Odeon, Palacio, Polydor, RCA Victor, Velvet.

Antor (Hnos.), Apdo. 40,200, Nueva Granada; Calle Baruta 60, El Valle, Caracas. Tel: 691881.

Label: CONTIDISCO. Pres. & Int'l: Antor Antor; VP: Jose Antor; Promo.: Felix Escalona.

Label: Souvenir.

Int'l labels represented: RCA (USA).

Cartridge 8-track: (Represented) RCA.

Billo, see Discotoca.

Buena Musica (La), Calle Las Nieves, El Paraiso, Las Fuentes, Caracas. Tel: 491336. Cable: MUSICA.

Pres.: Carlos Esparragosa; Sales Mgr.: Cesar Acosta; Int'l: Manuel Berra Cartaya.

Label: Verde.

Cartridge 8-track & cassette: (Owned) Sello Verde, Soul; (represented) Imperial (Brazil), Liberty (USA).

Int'l labels represented: Alshire Int'l (USA), Budget Sound (USA), Cisne (Mexico), Liberty (USA), Imperial (Brazil), Microfon (Argentina), Sonoradio (Peru).

Corporacion los Ruices SA, Calle Milan 402, Los Ruices Sur, Caracas. Tel: 344683. Pres.: Wilhelm Ricken; Sales Mgr.: Stan W. Steinhans.

Cartridge 8-track & cassette: (Owned) Odeon; (represented) Angel, Bell group, Capitol, Dunhill, EMI.

Int'l labels represented: Angel (USA), Avenue (UK), Beacon (UK), Bell group (USA), Blue Thumb (USA), Capitol (USA), Dunhill (USA), Jewel (USA), Odeon—EMI product, Paula (USA).

Cotique, see Musitron.

D C M-Pop, see Fabrica Venezolana de Discos.

Disco Circulo Musical, Este 2, Esquina Sur 23, No. 203, El Conde. Tel: 550851, 558555. Exec. Dir.: Antonio Cortez.

Discomoda, see Fabrica Venezolana de Discos.

Discotoca CA (La), Av. Milan, La Discotoca Bldg., Urb. Los Ruices Sur, Miranda, Caracas. Tel: 344681. Pres.: Wilhelm Ricken; Gen. Mgr.: Bernhard Brecht; Sales Mgr.: Carlos Vidal.

Labels: Billo, Erna, Sonus, TopHits, Ultra. Cartridge 4-track, 8-track & cassette: (Owned) Billo, Sonus (represented) CBS, Dot, Musart, Plaza.

Int'l labels represented: Dot (USA), Musart (Mexico), Paramount (USA), Scepter (USA).

Distribuidora Nacional de Discos, Apdo. 8535, Caracas. Tel: 422019, 414062. Cable: DINADISCO. Gen. & Tape Div. Mgr.: Jose Page; A&R: Roberto Barreto; Int'l: Raul Roges.

Label: Velvet.

Cartridge 4-track & 8-track: (Owned) Velvet; (represented) Riviera (France).

Int'l labels represented: 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.

Don Disco CA, Apdo. 40006, Caracas. Tel: 718056. Gen. Mgr.: Gervasio Garcia Mundet.

Label: Espiral.

Efi, Calle Capitolio, Voxafon Bldg., Boleita, Edo. Miranda. Tel: 348272. Cable: EFIDISCO. Pres.: Guillermo Pocovi.

Erna, see Discotoca.

Espiral, see Don Disco.

Fabrica Venezolana de Discos CA (Favedica), Apdo. 3402, Caracas. Tel: 497491. Cable: FAVEDICA. Pres.: Cesar Roldan; Gen. Mgr.: Eusebio Estrada D.; Ass't Mgr.: Benito Vietez A.; Int'l Mgr.: Jorge E. Ramirez F.

Int'l branch: Colombia, Discomoda de Colombia Ltda.

Labels: DCM-Pop, Discomoda, Impacto, Orbe. Cartridge 4-track & 8-track: Discomoda.

Int'l labels represented: Artists Films (Germany), Chantecler (Brazil), Decca (Portugal), Evolution (UK), GNP Crescendo (USA), Hispavox (Spain), Jolly (Italy), King (Japan), MAG Peru, Onix (Ecuador), Reprise (USA), Ri-Fi (Italy), Signal (Italy), Style (Italy), Vogue (France), Warner Bros. (USA).

Int'l reps.: Argentina (Odeon), Brazil (Chantecler), Central America (Sonido Industrial), Colombia (Discomoda), France (Vogue), Germany (Vogue), Italy (Ri-Fi), Japan (King), Mexico (Gamma), USA (Discolando), worldwide exclusive of above (EMI).

Fermata Venezolana CA, Apdo. 2644, Reducto A Miranda 69, Caracas. Tel: 426343. Mgr.: Miguel Angel Pina.

Home office: Brazil.

Fonograma, Av. Paez, Qta. Aribi, El Paraiso. Tel: 493613, 493857. Gen. Mgr.: Edgar Herrera;

Int'l: Gloria Baez.

Label: Fonograma.

Int'l reps.: Colombia (Tropical), Costa Rica (Indica), Ecuador (Centenario), Puerto Rico (Casa Frago), USA (Miami Recs.).

Hogarama CA, Apdo. 2021, Caracas. Tel: 913691. Cable: AEROSERBOL. Dir.: A. Leslie. (Distributor, importer & exporter).

Impacto, see Fabrica Venezolana de Discos.

Musitron, see Musitron.

Musitron, Apdo. del Este 5280. Tel: 339344. Pres.: Harry Ferris; VP: Russell Bowen; Sales: F. Areas; Prod'n: J. Garcia.

Labels: Musitron, Cotique.

Cartridge 4-track & 8-track: Parlophone.

Int'l labels represented: Parlophone, Regal, President, Immediate (all UK); Amy-Mala-Bell, Bang-Shout, Diamond, Paula-Jewel, Scepter-Wand (all USA).

Orbe, see Fabrica Venezolana de Discos.

Palacio de la Musica SA (El), Apdo. 3637, Guayabal a Venado 4-1, Caracas. Tel: 451046, 454848, 451939. Pres.: Ernesto Ave; Gen. Mgr.: Miguel A. Pina; Sales Mgr.: Arlindo Silva.

Label: Palacio.

Cartridge 8-track & cassette: (Owned) Palacio; (represented) A&M, ABC, Ethnic, London, Monument, Motown, Musicor, United Artists.

Int'l labels represented: A&M, ABC, Alegre, Cotique, Fania, Falcon, London, Monument, Motown, Roulette, Seeco, Tico, United Artists.

Int'l reps.: Argentina (Sicamericana), Central America (INDICA), Colombia (Fuentes), Mexico (Peerless), Peru (Virrey), Spain (Marfer), worldwide exclusive of above (Polydor).

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.

Int'l labels represented: Calesita (Argentina), MAG (Peru), Meazzi (Italy), Music Hall (Argentina), Panart (USA).

Int'l reps.: Argentina (Music Hall), Colombia (Fuentes), Peru (MAG).

Philips, see Siemens.

Polydor, see Siemens.

Productora Criolla de Discos CA, Apdo. 4720, La Discotoca Bldg., Los Ruices Sur, Caracas. Tel: 344681. Pres.: Wilhelm Ricken.

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Robogomer, Av. Intercomunal de Antimano 58, Carapa, Caracas. Tel: 498079, 494909. Pres.: Robert Gomez.  
Label: Robogomer.  
Int'l label represented: Fuentes (Colombia).  
Int'l rep.: Colombia (Fuentes).

Siemens, Apdo. 3616, Caracas. Tel: 348531. Gen. Mgr., Int'l & Tape Div. Mgr.: Harry Alex; A&R: Pepe Bello; Sales: Manuel Pulido.  
Labels: Philips, Polydor.  
Cassette: (Owned) Philips, Polydor; (represented) Atlantic (USA), Capitol (USA), Polydor (Int'l).

Int'l labels represented: Archiv (Germany), Atlantic/Atco (USA), Buddah/Kama Sutra (USA), Capitol/Angel (USA), DGG (Germany), Fontana (USA), Heliodor (Germany), MGM (USA), Mercury (USA), Ri-Fi (Italy), Tetragrammaton (USA).

Sonus, see Discoteca.

Souvenir, see Antor.

TopHits, see Discoteca.

Ultra, see Discoteca.

Velvet, see Distribuidora Nacional de Discos.

Venevox (Industria Nacional del Sonido), Apdo. 17842, Los Ruices, Edo, Miranda Caracas. Tel: 384252. Cable: ELECTRONIC. Gen. Mgr.: Charles Biederman; A&R: Alfredo Scossa; Sales: Pierre Casanova.

Labels: Diversion, Venevox.  
Int'l labels represented: Alvorada (Portugal), Buena Vista (USA), Disneyland (USA), Cetra (Italy), Montilla (USA), President (France), Remo (USA), Ricordi (Italy).

Venus (Discos), Apdo. 12799, Caracas. Tel: 415705. Cable: DISVENUS. Pres.: Antonio Segura; Mgr.: Jorge Delgado; Sales: Luis Noreiga.

Int'l label represented: Victoria (Colombia).  
Int'l rep.: Colombia (Victoria).

Verde, see Buena Musica.

Vida Recs. CA, Apdo. 1732, Caracas. Tel: 558259. Pres.: Eugenio Rosenthal; Prod'n Mgr.: Chuto Navarro.

Cartridge 8-track & cassette.

Int'l labels represented: Event (USA), Laurie (USA), Telefunken Int'l (Germany).

Zeida (Dist. de Discos), Castan 2 Palmita, Edif. San Pedro, Local B, Caracas. Tel: 425195.  
Int'l label represented: Codiscos (Colombia).

## music publishers

Altamira, see Ediciones Musicales Cynett.

Avila, see Ediciones Musicales Cynett.

Cynett (Eds. Musicales), Apdo. de Correos 19219, Av. 200 Oyon Bldg., Caracas. Tel: 427113.  
Cable: CYNETT. Contact: Juan Lucas.

Affiliates: Altamira, Avila.

Orbe Eds. Musicales SA (ORBEMUSA) (SACVEN), Radio Bldg., Rm. 11, Barceñas a Rio. Tel: 413155. Cable: ORBEMUSA. Pres.: Cesar Roldan; Gen. Mgr.: Ligia de Garcia; Ass't Mgr.: Jorge E. Ramirez F.

Affiliate: Vicari.

Int'l firms represented: EUSA-APDAYC (Peru), Musicol (Colombia).

Int'l reps.: Colombia (Musicol), Peru (EUSA-APDAYC).

Peer Int'l, ICA Bldg., 3rd fl., Sta. Teresa a Cipreces, Caracas. Tel: 423370. Cable: IDROCIR. Contact: Alfonso Sanchez Lopez.

Home office: USA, Southern.

Vicari, see Orbe.

## services

### DESIGN & ARTWORK

Favedica, Apdo 3402, Caracas. Tel: 497491. Pres.: Cesar Roldan; Gen. Mgr.: Eusebio Estrada D.; Ass't Mgr.: Benito Vieitez A.

### LICENSING ORGANIZATION, MUSIC

Sociedad de Autores & Compositores de Venezuela (SACVEN), Vam Bldg., 9th fl., Av. Andres Bello, Caracas. Tel: 546727. Pres.: Eleazar Lopez G.; Gen. Mgr.: Luis Alfonso-Larrain. (Mechanical & performing rights).

### LICENSOR, TAPE & RECORD

Favedica, Apdo. 3402, Caracas. Tel: 497491. Pres.: Cesar Roldan; Gen. Mgr.: Eusebio Estrada D.; Ass't Mgr.: Benito Vieitez A.

### PLATING & PROCESSING PLANTS

Discoteca CA (La), Av. Milan, La Discoteca Bldg., Urb. Los Ruices Sur, Miranda, Caracas. Tel: 344681. Pres.: Wilhelm Ricken; Gen. Mgr.: Bernhard Brecht; Comm'l Mgr.: Carlos Vidal.

Favedica, Apdo. 3402, Caracas. Tel: 497491. Pres.: Cesar Roldan; Gen. Mgr.: Eusebio Estrada D.; Ass't Mgr.: Benito Vieitez A.

### PRESSING PLANTS

Discoteca CA (La), Av. Milan, La Discoteca Bldg., Urb. Los Ruices Sur, Miranda, Caracas. Tel: 344681. Pres.: Wilhelm Ricken; Gen. Mgr.: Bernhard Brecht; Comm'l Mgr.: Carlos Vidal.

Favedica, Apdo. 3402, Caracas. Tel: 497491. Pres.: Cesar Roldan; Gen. Mgr.: Eusebio Estrada D.; Ass't Mgr.: Benito Vieitez A.

Grabaciones Antor, Calle Barutax 60, El Valle, Caracas. Contact: Antor Antor.

Productora Criolla de Discos CA, Apdo. de Correos 4720 E., La Discoteca Bldg., Urb. Los Ruices Sur, Miranda, Caracas. Tel: 344681. Pres.: Wilhelm Ricken.

Robogomer, Intercomunal Antimano 58, Carapa, Caracas.

Venevox Apdo. 17842, Los Ruices, Caracas. Cable: ELECTRONIC.

Venezolana de Grabaciones (VEGA), Apdo. 8569, Caracas. Cable: PLAX.

## PRINTERS & LITHOGRAPHERS

Discoteca CA (La), Av. Milan, La Discoteca Bldg., Urb. Los Ruices Sur, Miranda, Caracas. Tel: 344681. Pres.: Wilhelm Ricken; Gen. Mgr.: Bernhard Brecht; Comm'l Mgr.: Carlos Vidal.

Favedica, Apdo. 3402, Caracas. Tel: 497491. Pres.: Cesar Roldan; Gen. Mgr.: Eusebio Estrada D.; Ass't Mgr.: Benito Vieitez A.

## PROMOTION & PUBLICITY

Discoteca CA (La), Av. Milan, La Discoteca Bldg., Urb. Los Ruices Sur, Miranda, Caracas. Tel: 344681. Pres.: Wilhelm Ricken; Gen. Mgr.: Bernhard Brecht; Comm'l Mgr.: Carlos Vidal.

## RECORDING STUDIOS

Discoteca CA (La), Av. Milan, La Discoteca Bldg., Urb. Los Ruices Sur, Miranda, Caracas. Tel: 344681. Pres.: Wilhelm Ricken; Gen. Mgr.: Bernhard Brecht.

Favedica, Apdo. 3402, Caracas. Tel: 497491. Pres.: Cesar Roldan; Gen. Mgr.: Eusebio Estrada D.

Sonus Electronics CA, Apdo. 70380, Caracas. Tel: 344685. Pres.: Bernhard Brecht; Sales Mgr.: Julian Gonzalez Marlin.

## SHIPPING SERVICES

Discoteca CA, (La), Av. Milan, La Discoteca Bldg., Urb. Los Ruices Sur, Miranda, Caracas. Tel: 344681. Pres.: Wilhelm Ricken; Gen. Mgr.: Bernhard Brecht; Comm'l Mgr.: Carlos Vidal.

## TAPE CUSTOM DUPLICATORS

Allum's Maracaibo Import, Centro Comercial, Av. Los Palos Grandes 3a, El Parque, Caracas. Tel: 327644, 331058. Pres.: Irvin K. Allum; Gen. Mgr.: Oscar Galdona; Sales Mgr.: Mary M. Allum.

Discoteca CA (La), Av. Milan, La Discoteca Bldg., Urb. Los Ruices Sur, Miranda, Caracas. Tel: 344681. Pres.: Wilhelm Ricken; Gen. Mgr.: Bernhard Brecht; Comm'l Mgr.: Carlos Vidal.

Favedica, Apdo. 3402, Caracas. Tel: 497491. Pres.: Cesar Roldan; Gen. Mgr.: Eusebio Estrada D.

Hogarama CA, Apdo. 2021, Caracas. Tel: 913691. Pres.: A. Leslie Escoffery Jr.

Sonus Electronics CA, Apdo. 70380, Caracas. Tel: 344685. Pres.: Bernhard Brecht; Sales Mgr.: Julian Gonzalez Marlin.

## supplies

### JACKET & LABEL MANUFACTURERS

Discoteca CA (La), Av. Milan, La Discoteca Bldg., Urb. Los Ruices Sur, Miranda, Caracas. Tel: 344681. Pres.: Wilhelm Ricken; Gen. Mgr.: Bernhard Brecht; Comm'l Mgr.: Carlos Vidal.

Favedica, Apdo. 3402, Caracas. Tel: 497491. Pres.: Cesar Roldan; Gen. Mgr.: Eusebio Estrada D.; Ass't Mgr.: Benito Vieitez A.

## VIRGIN ISLANDS (U. S.)

(ST. THOMAS, ST. CROIX & ST. JOHN)

### RECORDS:

Records sold domestically: 1969—75,000 units (estimated); 1968—60,000 units (estimated).

Records imported from Puerto Rico: 1969—\$89,102; 1968—\$161,502.

Average retail price per record: LPs—\$3.50; singles—\$1.

Stereo sales: 50% of total.

Record club sales: Direct from USA, 25% (estimated).

Discounting: Rare.

Type of distribution: Most dealers are importers who buy direct from USA or Puerto Rico.

Type of promotion: Record exposure on radio has increased sales. Also TV from Puerto Rico with US programs via satellite and cable TV.

Jukeboxes: 4,000 (estimated).

IMPORT/EXPORT REGULATIONS: No duty (or very slight) for record imports from USA or Puerto Rico.

Antonio Contreras

## record manufacturer

Westindy, PO Box 2896, Barbel Plaza Shopping Center, Charlotte Amalie, St. Thomas 00801. Tel: 774-4488. Mgr.: W. La Motta.

## music publisher

Westindy (ASCAP), PO Box 2896, Barbel Plaza Shopping Center, Charlotte Amalie, St. Thomas 00801. Tel: 774-4488. Mgr.: W. La Motta.

## distributor/wholesaler

Conrad Ltd., 61 Kronprindsen Gade, Charlotte Amalie, St. Thomas 00801. Tel: 774-2433. Pres.: C. G. Connelly.

Branch: St. Croix, 36 Company, Christiansted. Zip: 00820. Tel: 773-1230.

Int'l branch: Puerto Rico. Distributes: Atlantic, Columbia, Dot, MGM, Philips, RCA, Verve.

## importers

Ad Lib Book Center, International Plaza, Charlotte Amalie, St. Thomas 00801. Tel: 774-2179.

Benjamin Music Shop, 31 King St., Christiansted, St. Croix 00820. Tel: 773-0110.

Bible Book Nook, 5A Commandant Gade, Charlotte Amalie, St. Thomas 00801. Tel: 774-4032.

Branch: St. Croix, 14 Queen St., Christiansted. Zip: 00820. Tel: 773-2968.

Big R. L. Soul, 39 Company St., Christiansted, St. Croix 00820. Tel: 773-2680.

Calypto Rec. Shop, PO Box 744, Fredericksted, St. Croix 00840.

Creque's Rec. Shop, 12 Norre, Charloet Amalie, St. Thomas 00801. Tel: 774-0250.

Crucian Rec. Shop, 20A Market St., Christiansted, St. Croix 00820.

Hart Rec. Shop, 7B Store Straade, Charlotte Amalie, St. Thomas 00801. Tel: 774-6895.

The Home Store, Vitraso Mall, Christiansted, St. Croix 00820. Tel: 723-1400.

Islands Handcrafts, Caravan Hotel, Charlotte Amalie, St. Thomas 00801. Tel: 774-6735.

Music Box, 2 Company St., Christiansted, St. Croix 00820. Tel: 773-1375.

Music Butik, Golden Rock Shop Center, Charlotte Amalie, St. Thomas 00801. Tel: 773-0757.

Music Hall, Caravan Hotel, Charlotte Amalie, St. Thomas 00801. Tel: 774-5654.

Music Shop, 37 Queen St., Fredericksted, St. Croix 00840. Tel: 773-1375.

Nix Nax's Shop, 14 King St., Christiansted, St. Croix 00820. Tel: 773-2880.

Paperbook Gallery, Palm Passage 10, Charlotte Amalie, St. Thomas 00801. Tel: 774-2626.

The Paper Tree, Richmond, Christiansted, St. Croix 00820. Tel: 773-1952.

St. Thomas Stationers, 36 Main St., Charlotte Amalie, St. Thomas 00801. Tel: 774-6735.

Soul Shack, 43 Kronprindsen Gade, Charlotte Amalie, St. Thomas 00801. Tel: 774-4110.

Spenceley's Recs., 3B Dronings, Charlotte Amalie, St. Thomas 00801. Tel: 774-0581.

Tonesville Rec. Shop, 7B Bred., Charlotte Amalie, St. Thomas 00801. Tel: 774-6735.

## association

Federation of Musicians (FMVI), Charlotte Amalie, St. Thomas 00801. Pres.: Aubrey Haynes.

## YUGOSLAVIA

### RECORDS:

Records sold domestically: LPs 1969—110,000 units, \$330,000. Singles & EPs 1969—6,500,000 units, \$4,000,000.

Records manufactured for domestic & export sale: LPs 1969—130,000 units, \$390,000; 1968—40,000 units, \$120,000. Singles & EPs 1969—8,000,000 units, \$5,000,000; 1968—2,500,000 units, \$1,400,000.

Records imported from USA (retail value): 1969—1,200 units, \$6,000; 1968—1,000 units, \$5,000.

Records imported from countries other than USA (retail value): 1969—21,000 units, \$105,000; 1968—20,000 units, \$100,000.

Records exported to USA: 1969—13,543 units, \$16,755; 1968—1,589 units, \$1,099.

Average retail price per record: LPs—\$3; EPs—\$0.68; singles—\$0.95.

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# Index to Advertisers

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A guide to valuable sources of music, record and related services and products around the world. This index is provided as an additional service to readers. The publisher does not assume liability for errors or omissions.

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Audio Arts Rec.	126	Discos Accion	372	Indian House Rec.	65
Audio Magnetics	229	Discos Borinquen	364	Infonics	236
Audiomatic Corp.	231	Discos Capitol	346	Int'l Rec. Co.	224
Auto Tapes Unltd.	166	Discos Musart	347	Int'l Rec. Corp., Ltd.	280
<b>B</b>					
B & C Rec. Ltd.	384	Discos Peerless	350	Irving & Almo	105
Barclay Rec.	299	Dome Dist.	148	<b>J</b>	
Basford, H.R.	129, 166	Dreyfus	298	James, Dick, Music Ltd.	389
Bell Rec.	39	Dubbings	234	Jamie Guyden Rec.	50
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Belwin-Mills Music Pub.	95	Duke-Peacock Rec.	42	<b>K</b>	
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Bestway Products	199	E.M.I. Rec. Ltd.	385	Kelvinator Sales of P.R.	365
Beta Dist.	146	Eastern Sound	282	Kena Trading	148, 177
Beuscher, Paul	300	Ecofina	323	Keystone Printed Spec.	206
Boddie Recording	212	Electra Dist.	159	King Karol	180
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Brown Paper Co.	247	Eltron Export	148	La Compagnie	301
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CBS Int'l	35	Evolution	393	Liberty/U.A.	7
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Canyon Rec.	41	Fanta Sound	210	M.C.A. Int'l	263
Capitol Rec. Canada	275	Fermata	46	M.C.A. Records Canada	285
Carina Co. Ltd.	264	Fideltone	256	Malverne Dist.	150
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Carlin Music Corp.	121	Fine Tone Audio	179	Martin & Snyder	142
<b>D</b>					
<b>F</b>					
<b>M</b>					

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continued

Stereo sales: Less than 1%.

Discounting: Rare.

Type of distribution: Manufacturer-to-wholesaler-to-retailer and manufacturer-to-retailer.

Type of promotion: There is a growing number of TV and radio stations with individual programming. Also newspapers, posters, catalogs.

Jukeboxes: 816.

IMPORT/EXPORT REGULATIONS: All industry and trade organizations are publicly owned and state-controlled.

Borjan Kostic

## ● record manufacturers/importers/distributors

Beograd Disk, Ljubicka 15, Belgrade. Tel: 440-786.  
Diskos, Aleksandrovc Zupski.

Jugoslovenska Knjiga, Obilicev Venac 24, Belgrade. Tel: 623-799.  
Importer/exporter.

Jugoton Recs., PO Box 4, Pokupska St., Dubrava, Zagreb. Tel: 644-343/729/522/338. Exec. Dir.: Slavko Kopun; Import/Export Mgr.: Stanko Mrgic.

Label: Jugoton.

Int'l labels represented: Amadeo, Angel, Apple, Bell, Capitol, Columbia, Decca (UK), Didier, Durium, Electrola, Elite, Fonit-Cetra, HMV, Immediate, London, Odeon, Parlophone, Pathe, Regal, Ricordi, Ronnex, Stateside, Triola, Vogue (France, Germany).

Int'l reps.: Australia (Yugotronic), Austria (Columbia), France (Yugofranc), Germany (Disc Centrale), Italy (Durium), Sweden (Metronome), Switzerland (Turicaphon), UK (Decca, EMI).

Prosveta, Narodnog Fronta 56, Belgrade. Tel: 643-397, 643-222. Contact: Zivko Bizic.  
Importer/exporter.

R T B, see Radio Television Belgrade.

Radio Television Belgrade (Record Prod'n), 21 Makedonska St., Belgrade. Tel: 27-528. Cable: RECORDPRODUCTION. Gen. Mgr.: Slobodan Markovic.

Label: RTB.

Int'l labels represented: Philips group including Fontana, Mercury, Phonogram (Netherlands), Deutsche Grammophon group including Polydor—Germany & UK, MGM, Buddah, A&M, Ricordi (Germany), Tamla-Motown (USA), CGD-CBS (Italy), Buena Vista (USA), President (UK), Qualiton (Hungary), Polskie Nagrania (Poland), CNR (Netherlands), Lyra (Greece).

## ● music publishers

Jem-Jugoton, PO Box 4, Pokupska St., Dubrava, Zagreb. Tel: 644-343/729/522/338. Exec. Dir.: Slavko Kopun.

Kinel Music (Eds. Musicales), Vinogradska 3, Zagreb. Tel: (041) 573-462. Pres. & Gen. Mgr.: Mario Kinel; Sales Mgr.: Vera Kinel.

Int'l firms represented: Bla Bla (Italy), RCA (Italy), Tee-Pee (UK).

Int'l reps.: Japan & South Africa (International Music Business in Milan, Italy).

Metronome (SAKOJ), Ruzveltova 19, Belgrade. Tel: 28-010. Contact: Dragomir Ristic.

Zabavne Melodije, Berislaviceva 9, Zagreb. Tel: 442-084. Pres.: Dragisa Dukic; Gen. & Sales Mgr.: Ivo Korbler.

## ● supplies & services

### ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Association of Croatian Composers, Berislaviceva 9, Zagreb. Tel: 442-084. Pres.: Dragisa Dukic; Gen. Mgr.: Ivo Korbler.

Association of Jazz & Light Music Musicians, Dusanova Str. 96, Belgrade. Tel: 333-627.

Union of Yugoslav Performing Artists, Terazije 26, Belgrade.

Zavod za zastitu autorskih malih prava (Performing & Mechanical Rights Society), Misarska 12, Belgrade.

### LICENSING ORGANIZATION, MUSIC

S A K O J (Savez Kompozitora Jugoslavije), Misarska 12-14, Belgrade. Tel: 338-761. Pres.: Prof. Miroslav Spiler; Gen. Mgr.: Vojislav Voki Kostic; PR Mgr.: Ivan Tasic.

### PRESSING PLANT

#### RECORDING STUDIO

#### RECORD PROCESSING MACHINERY MANUFACTURER

Jugoton Recs., PO Box 4, Pokupska St., Dubrava, Zagreb. Tel: 644-343/729/522/338. Exec. Dir.: Slavko Kopun.

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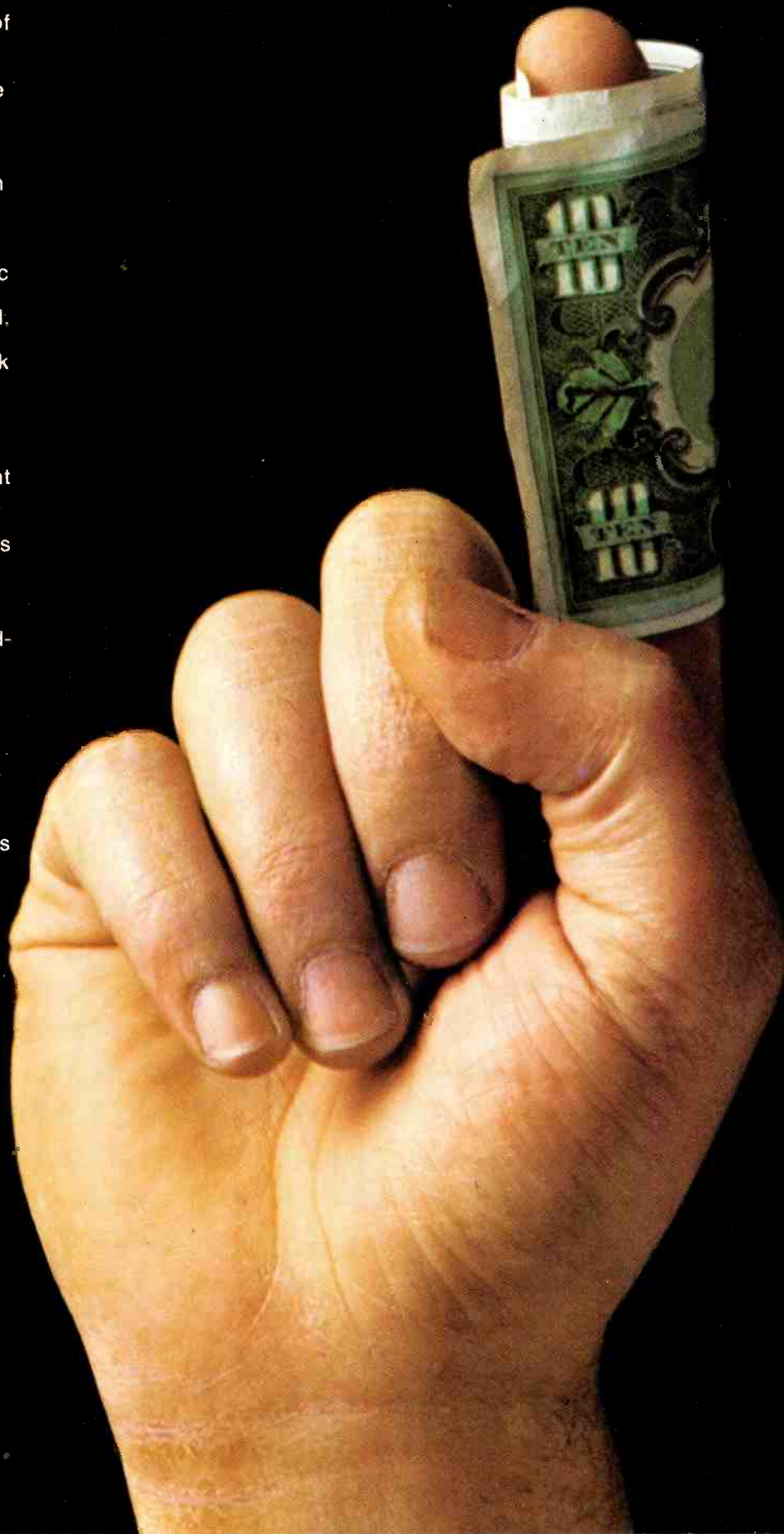
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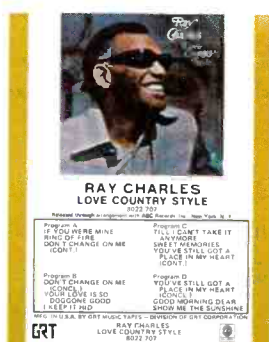
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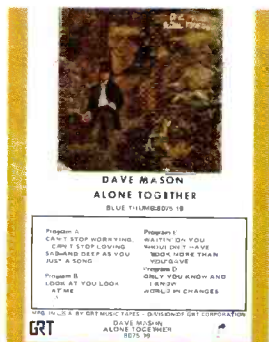
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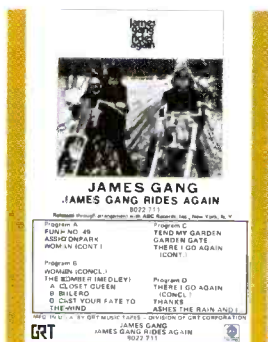
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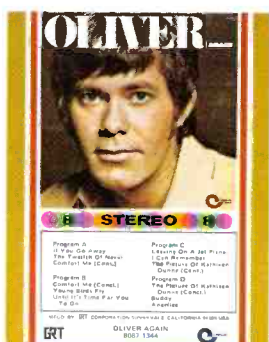
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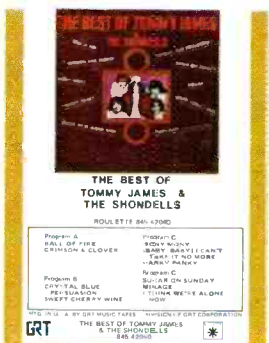
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