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HOT 100 PAGE 64
TOP LP'S PAGES 66, 68

Billboard®

Sears, WJJD Set Country Campaign

By EARL PAIGE

CHICAGO—New Sears national record-tape buyer Dave Giometti and George O'Hare also of Sears' purchasing arm here met with eight Nashville promotion men last week to plan a 26-week test merchandising program for country product in conjunction with country outlet WJJD-AM-FM here in over 30 Sears stores throughout Chicagoland.

Also in on the meeting were local distributor promotion men and independent promotion man Paul Gallis. Giometti, announcing that he is assuming Sears' top buyer post replacing Dick Mabbatt, said it is his intention to establish more rapport with local promotion

people. Giometti has been Mabbatt's assistant for some time.

Gallis, who is scheduling another of his radio programming and record retailing conferences June 1-2 at the Marriott here, told the gathering that country product is exposed through MOR outlets such as WGN-AM here and WEMP-AM, Milwaukee. "Jodi Miller and Donna Fargo were both on WGN-AM and WEMP-AM before there was any real action on WJJD-AM-FM," Gallis claimed. He also mentioned WTMJ-AM, WYLO-AM and WBCS-FM, all of Milwaukee, as exposing country product.

"Milwaukee will be 2,300 ahead of Chicago on a Tammy Wynette," Gallis said, "it's a fantastic country market."

Background on the Sears-WJJD-AM-FM promotion derives in part from Al Greenfield, who came to the station here recently as sales manager from WKDA-AM, Nashville, and knew of the promotion problem here with country product and approached Giometti and O'Hare.

Plans include establishing "Country Corners" adjacent to Sears record-tape sections with country
(Continued on page 56)

Davis: Col Stirs Musical Vitality In Concert Mart

By JIM MELANSON

NEW YORK—Columbia Records has been staking out new territory in the production of concerts. Label president Clive Davis said that the reason for the label's involvement is twofold: to fill the void created by promoters who are not interested in taking the chance on new talent; and to demonstrate to the public that today's music is in a state of vitality and is no longer limited to the musical categories of the '50's and '60's.

Davis stated that there has been "a lack of imagination in producing concerts"—mainly because promoters feel that artists are limited to certain markets. He said that Columbia, by recently staging concerts such as the Keyboard Colossus at Radio City Music Hall and a David Bromberg and Loudon Wainwright III concert at Philharmonic Hall, demonstrated that concert productions can mix musical styles successfully—and not be limited to one age group. Both concerts were sold out. "We hope that examples like this prompt
(Continued on page 56)

Nixon Seeking U.S. OK on Intl Antipiracy Act

NEW YORK—President Nixon, stating that the problem of pirated records and tapes is "urgent and growing," has asked the U.S. Senate to ratify an international agreement directed towards fighting the pirate situation. Secretary of State William Rogers cited to
(Continued on page 70)

TALENT:

Eye Rodriguez As Youth Hope

By BILL WILLIAMS and JOHN SIPPEL

UVALDE, Tex. — A five-foot eight-inch Mexican-American, Johnny Rodriguez, who bases here, may well prove to be the youth shot-in-the-arm that country music has long sorely needed, if early indications bear out.

Rodriguez's first Mercury single, "Pass Me By," is within 5,000 of the 200,000 sales mark. This sales
(Continued on page 20)

Spiraling Costs Plaguing Labels

By ROBERT SOBEL

NEW YORK—Continued spiraling costs over the past several months in such major factors as lithography, paper, studio time and jackets may pressure more labels into raising their suggested list price.

Topping the list of increasing costs to the manufacturer are lithographs. Firms involved in their production have raised their price twice since the first of the year. At present, the increase represents a 15 percent hike, or \$4 per thousand. The new price reflects a new union contract which calls for a 25 percent pay raise over the life of the contract. The union's increase resulted in a \$2.50 increase per thousand to labels beginning April 1.

Fabricating houses also have hiked their prices on jackets since the first of the year. The increase is now about 8 percent or \$3 per thousand. Chipboard is in such short supply that many fabricating houses have been forced to resort to rationing and establishing a priority list based on the customer's needs.

Color separation charges have also increased and subject to change with little or no notice. The present buying price reflects

an increase of \$50 per cover, or some 15 percent, since January. In still another example of inflation, paper mill charges to suppliers have increased four times in four months. No actual figures are available because the prices vary according to weight of paper and type, but it's known that the last increase occurred this month. Paper is also hard to purchase, despite the price increase, because supply
(Continued on page 56)

'Q' Sales Top Stereo: Kavan

By CLAUDE HALL

NEW YORK—CBS Records is racking up half a million dollars a month in quadrasonic records and tapes in the U.S. alone, according to Stanley J. Kavan, vice president of planning and diversification for the record label.

And, in many cases, the quadrasonic SQ record has created a whole new market for an album that had just about peaked in sales. An example is the "Abraxas" album by Santana, which was released September, 1970, and had
(Continued on page 12)

U.K. WEA Label, Division Firmed

By ROB PARTRIDGE
Staff Member, Music Week

LONDON — The major details of WEA's future U.K. operation were unveiled this week with the formation of RAFT, a new British label to be headed by Martin Wyatt, formerly the company's a&r controller. WEA will also handle its own tape product following the expiration of the company's licensing agreement with Precision.

Other changes include a new management division, headed by Bill Harman, and a further separation of WEA's three constituent companies with the appointment

of promotion staff for Warner Brothers, Elektra and Atlantic. Dave Dee—of Dave Dee, Dozy, Beaky, Mick and Tich fame—joins WEA this week as Atlantic a&r manager.

The new developments form the basis of WEA's blueprint for the company's future in Britain and follows last year's change of name from Kinney to WEA and the recent appointment of separate press officers for the three companies—all designed to provide individual identities for Warner Brothers, Elektra and Atlantic.

New Label

The new label, RAFT, is tentatively scheduled to be launched at the end of this month. "We've been aware for some time of the need for a small label within WEA," commented Wyatt. "I've come across a few young acts with potential during the past few years, but we feel the pressures of the three main labels might be too much for them—they need a small label operation where they won't be overshadowed, and where of course, they can be sure of receiving
(Continued on page 52)

Tape Players Ride RV Rise

CHICAGO — Tape equipment manufacturers and retailers are rushing into the burgeoning multi-billion-dollar recreational vehicle field, where sales increases are soaring over 30 percent, according to the two leading industry associations.

While much of the action represents original equipment manufacturer (OEM) business, smaller motor vehicles and boats especially, represent a rich after-market, according to Phil Costanzo, manager
(Continued on page 35)

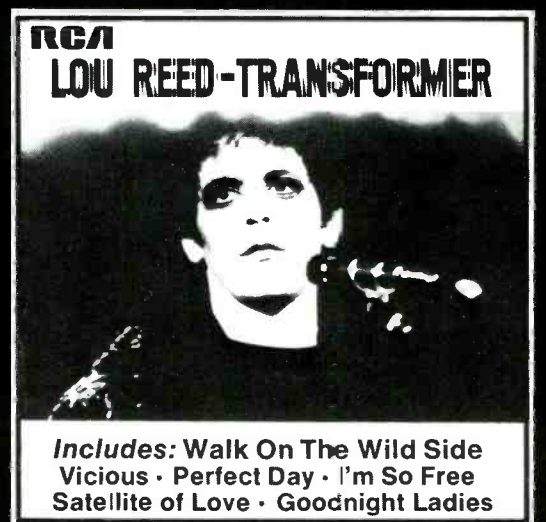
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RCA Records and Tapes

MGM Nurtures Its Griffin Satellite; Loans Out Rawls

By CLAUDE HALL

LOS ANGELES—A unique two-step, two label deal will be used to establish Leslie Uggams again as a major recording act on Griffin/MGM Records. But Murray Schwartz, president of Griffin Productions and head of Griffin/MGM Records pointed out that her first release under the new arrangement will be a duet with Lou Rawls that will be on just the MGM Records label. The first release will be to capitalize on the current sales popularity of Rawls. Miss Uggams is noted nightclub and TV entertainer, but hasn't scored with a record in a considerable spell.

Griffin/MGM Records just last

week moved into high gear as a record label. The label, like the production and management firm of Griffin Productions, is owned by Merv Griffin, TV show host. Griffin also owns several radio stations, produces a TV game show, and operates Julian music publishing. MGM Records distributes Griffin/MGM Records "and the best way to explain our agreement with MGM Records is the Leslie Uggams deal," Schwartz said. "In a sense, MGM Records president Mike Curb is feeding our company and helping us build artists."

Beside Griffin, signed to the label are Trini Lopez, Miss Uggams, Hedva & David, Cathy Carlson, Junior Lacey and Pearl Bailey. Schwartz is also looking for other new or established acts either for the record label or for the Merv Griffin TV show. "We'll audition artists any time. Last week, a group called the San Francisco Strutters auditioned. We taped them that night for the April 17 show. Where else in today's show business can an act get that kind of chance?"

TV Correlations

Another asset of the Griffin Productions operation is that some of the artists will be used in TV specials. For example, Pearl Bailey's next release will be a

(Continued on page 56)

'Flipside' Bows; Insider View

NEW YORK—"Flipside," a half-hour, weekly television program which presents a behind-the-scenes look into the record industry, premiered in various major market areas Saturday (14). The series, which featured in its first show Elektra Records' president Jac Holzman with artists Judy Collins and Mickey Newbury, is syndicated to over 145 television stations nationwide.

Upcoming shows include Steve Tyrell, president of Tyrell Productions, with Blood, Sweat & Tears and B.J. Thomas Sunday (22); Richie Havens, president of Stormy Forest Records, with artists Richie Havens and The Last Men (29); Warner Brothers Records president Joe Smith with artists Seals & Crofts and Martin Mull May 6; Irwin Steinberg, president of Phonogram/Mercury Records, with artists Tom T. Hall and Jerry Butler (12-13); Clive Davis, president of Columbia Records, with artists Bill Quateman and Dr. Hook and the Medicine Show (19-20); and Neil Bogart, president of the Budah Group, with artists Curtis Mayfield and Sha Na Na (26-27).

Among the stations which are carrying the program are: WNEW, New York; KNBC, Los Angeles; WMC, Memphis; WSIX, Nashville; WAGA, Atlanta; WFLD, Chicago; WITI, Milwaukee; KPTV, Portland; KCPX, Salt Lake City; KJEO, Fresno, Calif.; WBFF, Baltimore; KTXL, Sacramento; WTVK, Knoxville; WTNH, Hartford; and WESH, Orlando.

Mass. Solons Pass On Playback Bill

BOSTON—The House of the Massachusetts state legislature here voted to defer further action on bill (#1539) which would have required retail outlets which sell records or tape to playback purchased product.

The bill was introduced in the Senate here in December, 1972, and passed that body. RIAA and NARM campaigned against the bill. (Billboard, Apr. 7.)

RSI Exhibits At Juke Meet

CHICAGO—Record Source International (RSI) will exhibit at the Billboard Jukebox Programming Conference here May 19-20 at the Hotels Ambassador, the first such conference ever held. Andy Csida, general manager, Billboard's special product division, who oversees RSI and RSI manager Nancy Erlich will attend the event.

RSI services radio and jukebox programmers with advance releases comprised of 10 disk packages in four categories: "Hot 100" contemporary, country, soul and EL on a 52-week basis and also on a 18-week trial basis.

NARM MEET IN FLA. IN '74

NEW YORK — The 1974 National Association of Recording Merchandisers convention has been scheduled for the Diplomat Hotel in Hollywood, Fla., March 24-28. The convention will be the association's 16th annual meeting.

Retailer Cooperation Helps MOR Sales: Welk

By NAT FREDLAND

LOS ANGELES—In-store play at the right market areas is a key factor in selling surprisingly large quantities of the more unpretentious forms of easy-listening music,

according to Larry Welk, general manager of Ranwood Records.

Welk points to the success of Ranwood's Magic Organ series, which he admits came as a surprise to everyone at the company. A single J.C. Penney outlet in Latrobe, Pa. moved 1,000 albums in a town with population of only 24,000. Seven Grinnell's department stores in the Detroit area sold 5,000 units. Both merchandisers pushed in-store play of the product.

The first Magic Organ album and single, both titled "Street Fair," have sold a total of 75,000 copies apiece. Follow-up album, "Penny Arcade," has gone to 65,000. The new release, "Magic Organ," has just shipped orders for 52,000.

"Ranwood is consistently cautious about overloading our independent distributors," said Welk. "We average less than 15 percent returns. So our orders for the new Magic Organ LP are pretty solid."

The Magic Organ artist is Nashville studio keyboard player Jerry Smith, who delivers his masters to Ranwood via Papa Joe Productions. His repertoire is a mixture of originals and standards played in simple, uncluttered arrangements with the accompaniment of electronic organ's automatic percussion effects.

Ranwood's independent promotion man in Nashville, George Cooper, first brought the Magic Organ to the label's attention, informing Welk that the "Street Fair" single was gaining airplay and selling well throughout Nashville's outlying areas. "We bought the single and were soon getting dealer calls for an album," said Welk. "The LP master tape was recorded completely within 48 hours after we set the deal."

Consistent Sellers

These Magic Organ records have become Ranwood's most consistent good sellers, along with the Exotic Guitars series and releases by the Lawrence Welk Orchestra and its various soloists. Records by the Welk Orchestra or its featured soloists such as Myron Floren generally sell about 125,000.

These sales are solidly supported by TV spots on the syndicated Lawrence Welk show. Ranwood's catalog contains some 40 titles which are steadily reordered and sold. According to Welk, son of the bandleader, high-traffic periods in rock record retailing are good for Ranwood product. "When kids go back to school in the fall and start adding to their rock collection there's always a relative with a birthday, some holiday coming up where a Ranwood Record would make a suitable gift. If there's traffic in the stores, we'll move out our share of product."

The long-running Exotic Guitars series is personally produced by Ranwood principal owner Randolph C. Wood, who founded the Dot label in 1957 and served as its president till 1967, when he left to start his current label. Average sale for an Exotic Guitars LP is 55,000 and the highest seller in the series is 80,000.

Form Mazel Label

NEW YORK—Mazel Records has been formed by Lawrence Rapaport, a Westchester County businessman, in association with Kal Pagen, a talent agent who heads Tea Pot Productions.

According to Rapaport and Pagen, they are now "on the lookout for good talent to sign to the label."

Columbia-Epic & Custom Acts in Seven Day L.A. Run

LOS ANGELES—Twenty-three Columbia-Epic and custom label acts will work seven consecutive nightly concerts beginning Apr. 29 at the Ahmanson Theater here in probably the most prestigious local promotion ever.

The seven different "Nights To Remember" bring together top attractions from various levels of the firms' repertoire, except for classical. The talent lineup nightly is as follows: Sunday (29), Mahavishnu Orchestra, Loudon Wainwright III and Anthony Newman; 30, Johnny Nash, Billy Paul, the Staple Singers and the Jackson Sis-

ters: June 1, Dr. Hook and the Medicine Show, the New Riders and Bruce Springsteen; 2, Miles Davis, Ramsey Lewis and Earth, Wind & Fire; 3, Loggins and Messina, Taj Mahal and Albert Hammond; 4, Johnny Mathis, Peter Nero, and Maxine Weldon; 5, Johnny Cash, George Jones, Tammy Wynette and Charlie Rich.

House is scaled at \$5.50 to \$7.50. Landers-Roberts will produce the shows. All profits will go to the Park Century School here, a facility dedicated to aiding children with learning difficulties.

Wurlitzer New Jukebox Packs Nostalgia Punch

NEW YORK—The Wurlitzer Co. is capitalizing on the nostalgia trend in music, to reintroduce the vintage look of its early jukeboxes, in the new model 1050 Nostalgic jukebox.

The unit, unveiled at an "old timey" happening at the Hotel Plaza, April 12, is, according to A.D. Palmer, national sales manager for Wurlitzer, a re-creation of the record machine of the late 1940's. It is, said Palmer, designed for locations with "old timey" decors and is specifically aimed at swelling the nostalgia craze.

Palmer said that the model 1050 features at least four distinct vintage phonographs. It stands taller

and wider than its modern-day counterpart, and has a large rounded bubble-top dome. Also featured are large candy-colored pilasters, and a look-in window.

Despite its vintage look, the unit can play 100 stereo selections, has a sophisticated electronic bonus coin accumulator and large amplifier.

Stating that the jukebox was never a product which depended on public recognition for its sale, Palmer said that the 1050 will turn the trend around, and for the first time a jukebox will become a topic of conversation in places where coin-operated phonographs are located.

The Wurlitzer official said that his company will structure much of its merchandising plans for the unit around its public-interest feature.

He continued, "So interested is Wurlitzer in publicly promoting the new 1050 jukebox that it is considering the placement of the product in areas which will not serve the phonograph's primary purpose of accepting coins."

Palmer suggested that the non-music localities being considered by Wurlitzer include community developments implementing historical architectural styles, department store decorations and other locations with "old timey" decors.

Wurlitzer is manufacturing the model 1050 as a limited edition, and, according to Palmer, the company's hope is that it will eventually emerge as an important means of calling attention to the industry it serves.

Talmadge in Countersuit Vs. Mogull

NEW YORK—Catalogue Music, Inc. and Artal Music Corp., publishing divisions of Talmadge Productions, have filed a counterclaim against Ivan Mogull Music Corp., which in a previously filed suit alleged a breach of a subpublishing agreement between the parties (Billboard, April 7).

Catalogue claims that "Mogull has failed and neglected to account for moneys due from Mogull to Catalogue and has wrongfully and improperly withheld from Catalogue moneys now due . . . and has wrongfully taken deductions for payments made by Mogull to sub-publishers before remitting moneys it has paid to Catalogue."

Catalogue and Artal claim that "on or about June, 1972, Catalogue notified Mogull of a contract proposal tendered for the territories of France, Benelux, all SACEM territories, and Switzerland" and that "Mogull failed, neglected and refused to timely exercise the option contained in their agreement."

Catalogue and Artal further claim that Mogull has wrongfully notified third parties that Catalogue and Artal are not to be paid moneys owed or to be owed them for use of U.S.A. musical material. They also claim impediment from making new contractual agreements with third parties due to Mogull allegations. Total financial judgment sought in the counterclaim is \$345,000. The suit was filed in the Supreme Court of the State of New York by attorney Howard N. Beldock.

Polydor Has Best 1st Qtr.—Sales Up 37%

NEW YORK—Sales and earnings for Polydor Records, Inc., during the first quarter of 1973, were the "strongest ever in the company's history," according to Jerry Schoenbaum, president of the firm. He said that sales figures were 37 percent above those recorded for the same period in 1972—a year which itself topped 1971 totals by 70 percent.

Schoenbaum said that much of the firm's success is due to the "philosophy of maintaining selectivity as well as diversity of product." He stated that "quality product rather than quantity is the key-note," especially in promotional efforts. Schoenbaum said that 10 albums, two-thirds of the LP product released on the label and its affiliates during the period, made national charts. Twelve singles had chart action during the period, continued Schoenbaum. Among the artists hitting the charts are James Brown, Mandrill, Slade, Eric Clapton, Rory Gallagher, Joe Simon, Millie Jackson, Roy Buchanan, Roy Ayers, Chick Corea, and Act I.

"Working closely with managers and booking agents, Polydor has

lent full promotional and advertising support to public appearances by label artists," Schoenbaum said. The result, he continued, has been solid exposure—which has been transferred to album sales.

Other segments of the Polydor success story, according to Schoenbaum, include the "intensified" promotional activities for print media and airplay under the newly appointed national promotional director Harold Berkman and the year-old distribution agreement with UDC. He said that Berkman has done much to increase airplay for label product in the major markets and that UDC has been "highly" instrumental in penetrating new market areas for Polydor and maintaining strong sales in the major areas.

Schoenbaum feels that the strength of Polydor is in its diversity in r&b, rock, jazz, pop, and MOR and the maintenance all the while of a quality sound in each field. He said that Polydor, which celebrates its fourth anniversary as a U.S. company this month, "has every reason to expect this year to be our best ever."

RCA Sets Country Drive

NEW YORK—Tuesday (16) marks the inception of RCA Records' massive 11-week promotional campaign for all RCA country product. An array of special merchandising tools, heavy promotion, advertising and publicity will be coordinated to expose new artists, further activate catalog product by established artists and broaden the audience for country product.

At a special press conference held here April 11, Jerry Bradley, director of RCA's Nashville operation, Mort Hoffman, division vice president, commercial operations and Bernie Berman, merchandising, unveiled promotional themes and various in-store displays and browser bins. "Country Cookin'; It's Finger-Poppin' Good" was the main theme carried throughout. Wire and corrugated board dis-

play stands for product also included special racks for "Nashville's Great Instrumentalists," Floyd Cramer, Chet Atkins and Danny Davis and the Nashville Brass, as well as a special display for a two-volume "The Best of a Great Year" LP series to feature top performances by label artists.

The program will cover all Victor and Camden country product, with emphasis on March, April, May and June releases. In addition to browser bins and window display units, eased album covers, rack headers for in-store browsers and custom pre-packs of country product will be utilized. Prepared radio spots, trade ads and consumer print ads will also be used. A contest for the best window and in-store displays for field salesmen is also set.

Blue Note Moves To Coast; Levine Named Promo Chief

LOS ANGELES—Blue Note Records, the United Artists jazz label, has switched its base here from New York and set merchandising veteran Eddie Levine as the label's first exclusive national promotion director. Both moves are designed to bring Blue Note into

what label chief George Butler views as a newly expanding market for youth-oriented jazz-rock instrumentals.

"I'm going for a crossover Top 40 single with any of our jazz album cuts we feel has a shot," said Levine. "Our first campaign is for Donald Byrd's 'Black Byrd.' I just came back from a week on the road with this single and we're getting soul or Top 40 airplay in Detroit and New York," he claimed.

Butler is signing new artists such as pianist Patrice Ruchen, 19, a USC student who went over well at the 1972 Monterey Jazz Fest. He is also recruiting younger producers with jazz and rock experience, feeling that most exponents of the contemporary studio fusion are in California.

Plan NYC Sessions

However, Butler will continue with an active recording schedule in New York for his established jazz artists, particularly at the Rudy Van Gelder Studio which Butler considers the ultimate facility for recording small jazz groups.

Butler said, "The remarkable musical sophistication and openness of today's college audience is what's giving jazz a new lease on life. A whole spectrum of jazz artists is now in great demand for college workshops and performances; Charles Lloyd, Horace Silver, Lee Morgan, Lou Donaldson."

Both Butler and Levine gave lavish praise to Creed Taylor's CTI label for demonstrating the feasibility of contemporary-style jazz cuts crossing over to become Top 10 singles.

GOLF OUTING ON MAY 16, 17

NEW YORK—The Professional Music Men's Golf Tournament and outing will be held at the Tamiment Resort and Country Club, Tamiment, Pa., May 16-17. For further information contact Hy Ross at Robbins Music Co., 1360 Avenue of the Americas, New York, 10019, or call (212) 262-2934.

Disk Firms Return Favor to LA's KCET-TV

By BOB KIRSCH

LOS ANGELES—Major record firms including Capitol, Warner Bros. and A&M will be participating to a major degree for the first time this year in Channel 28's (KCET) "On the Air Auction," devoted to raising funds for the public TV outlet.

The auction, set for May 4-12, will run from 6:00 p.m. to midnight for the nine days. Items to be auctioned are donated by local merchants such as the May Co. and the Broadway department stores, as well as private individuals. Viewers call in and bid on the items. A sponsor pays \$5,000 for the full nine days, and in the case of record companies, two 30-second spots may be run a night mentioning either the company or specific product. A&M will be one of this year's sponsors.

Capitol and Warner Bros. Records have bought "Boards." These boards cost \$1,000 a night and are titled the "Capitol Record Board" or the "Warner Bros. Board." The firm's logo also appears on the board. Items are displayed on tables in front of the board, and record companies may offer some product with each item auctioned off.

The show's associate producer, Karen Harris, said she hopes more record firms will join the auction and said she is negotiating with several now.

Channel 28 has long been recognized as a pioneer in showcasing music on television. Alan Baker, the station's executive producer of cultural affairs, produced shows featuring artists such as Cat Stevens, Leon Russell, George Gerdes and John Prine. The station was also involved with simulcasting several years before the recent onslaught of network rock specials. Several classical shows have also been produced.

CHARTALK:

Bell's 3 in Top 7 Proves Firm's Promotional Savvy

By NAT FREEDLAND and SHELLY HEBER

LOS ANGELES—Most distinctive development in the Billboard charts this week is that Bell Records has the No. 1, 2 and 7 singles on the Hot 100, thus serving conclusive notice that Bell is one of the strongest labels on the scene.

Each of Bell's three entries in the top 10 was a promotional triumph. The company worked "Little Willy," (7) by Sweet for six months before it began moving. It took two months to bring first-time record artist Vicki Lawrence's "The Night the Lights Went Out in Georgia" (2) beyond its early regional breakouts in New Orleans and Atlanta.

As Vicki Lawrence came off the No. 1 slot this week, Bell had its replacement ready with "Tie A Yellow Ribbon Round the Old Oak Tree" by Dawn. The record moved to the top of the Hot 100 in ten weeks, very quickly by current standards. However, Dawn's last

two singles came nowhere close to this chart performance so once again Bell's promotion and merchandising team deserves kudos.

Strongest new album activity is by Led Zeppelin's "House of the Holy." The group's first LP in 18 months shows they haven't lost any of their potent sales machismo. Led Zeppelin is also playing overall just a bit softer than their usual full-out volume this time around. Their album makes the amazing jump from 85 to 10 in only its second week on the chart.

The two twin-disk Beatles reissues went from 94-97 to 23-24 in their second chart week. The set covering their earlier period, 1962-66, continues to slightly lead in sales the 1967-70 package which covers most of their classic material.

Another outstanding fast-mover album is "Best of Bread," already No. 6 in its fourth week on the chart.

Executive Turntable

George Schiffer is phasing out his New York law office to join Motown Records as director of planning. He has been associated with Motown since 1960. Before starting his own office in 1969, Schiffer was with Orenstein, Arrow & Schiffer. Prior to that he was with the legal department at Warner Bros. Pictures. Schiffer is a graduate of the Harvard law school. . . . In a major re-organization and expansion program at Penny Farthing Records, a division of the Larry Page Group, Keith Wilkinson will join the label as assistant to the president, starting May 12; Terry Noon, managing director of Page Full of Hits Publishing, has added to his responsibilities that of being director of Penny Farthing; Tim Yale, previously with the London office of Robbins Music, is now head of promotion for the label; and Terry Fenn, who has been heading up the label's administrative activities for the past three years, has been named financial controller.



VOLCK



DICKEY



WORAM

At RCA Records, Topper Schroeder, Steve Kahn and Jack Maher are the first three of six product managers to be named by the label. They will be reporting to Frank Mancini, division vice president, promotion. . . . Besty Volck has been named an account executive for Gibson & Stromberg Public Relations. Prior to joining the firm, Miss Volck was East Coast manager, publicity, Columbia/Epic custom labels. She will remain headquartered in New York. . . . At London Records, Godfrey Dickey has been named branch manager of London Records of California. Dickey, a 27-year veteran of the record industry, is a former vice president of both Reona and Transcontinental Music Corporations and, most recently, was branch manager of London's San Francisco offices. Stu Marlowe continues as sales manager for London in the California area. . . . New sales appointments have been made at Columbia Records. Irv Medway has been named sales manager for the Philadelphia market; Phil Balsam has been named sales manager for the Hartford market; and Red Richards has been named local promotion manager out of Philadelphia. . . . Dave Giometti is now Sears national record-tape buyer. He was an assistant to former buyer Dick Mabbatt.

* * *

Murray Sporn has been appointed vice president and general manager of MGM's music publishing division. MGM president Jim Aubrey said that the appointment is the first step in restructuring the publishing wing, which includes Robbins, Feist, Miller and Hastings Music. Sporn, starting as a counterboy for Leo Feist, Inc., was appointed general manager and vice president of American Music in 1951. Later he became a principal in American Metropolitan Enterprises Ltd., which he served as board chairman. . . . Larry Marks has replaced Joe Boyd as director of music services for Warner Bros. Films. Marks was most recently an independent producer, following four years at A&M Records. He is currently work-

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Now that everybody's hooked on Mac...




"Baby Don't Get Hooked on Me" was a gold album and a No. 1 single.

And now, Mac is back with a tremendous new single called "Your Side of the Bed."

It comes from the new Mac Davis album, simply called "Mac Davis." And quite simply, it's his best album yet.

There never was a better album and single from Mac Davis. And there never was a better time for them.

On Columbia Records  and Tapes



Billboard

The International Music-Record-Tape Newsweekly



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General News

London Meet Hits All Product Bases

NEW YORK—Over 125 key London Records executives and branch personnel met here at the Warwick Hotel during April 8-10 for a series of London sales meetings and a major product presentation.

Underscored by the beginning of London's "Second 25 Years" as an American record company, the mixed-media sales presentation, along with meetings covering sales, merchandising, promotion and other functions, highlighted major push programs for London's Phase 4 Stereo, Hi, Parrot, Deram, London and Orphic Egg lines.

Also covered were new releases and promotional programs for London's Import lines, London Classical and the U.K. Records label, distributed by London. (For full coverage of London's Import

lines and classical product, see Billboard's Classical News.)

Film, slides and stereo tape were utilized for the Tuesday (10) morning presentation hosted by London vice president Herb Goldfarb, which began with exposure of upcoming Phase 4 album product from Mantovani, Tony Randall & Jack Klugman (television's "Odd Couple") and Ronnie Aldrich.

Following Leo Hoberg's London Imports presentation, vice president in charge of a&r Walt McGuire unveiled upcoming London contemporary product by Savoy Brown, Tom Jones, Keef Hartley and Chris Youlden.

U.K. Presentation

A special presentation spotlighting U.K. Records, the label headed by Jonathan King and distributed in the U.S. and Canada by London, was given, with Don Wardell, general manager for U.K. here, and King presiding. Upcoming singles and LP's from U.K. artists Tina Harvey, Simon Turner, Rickey Wilde and King himself.

Following those presentations, Orphic Egg announced a strong promotional push for the next album in that series. "The Baroque Head." Orphic Egg producer John Davidson unveiled the first single generated from that series, comprising selections composed by Pachelbel and Vivaldi.

Concluding the presentation was a showing of the next Al Green album, along with Hi product by other artists including producer Willie Mitchell.

Following luncheon, release schedules and promotional plans and tools were presented, including the 22nd annual "May is Mantovani Month," the longest continuing artist promotion in the recording industry.

Clayton-Thomas in 3 Can. TV Specs

TORONTO — David Clayton-Thomas will star in a series of three specials for Canada's CBC network this Summer, with U.S. syndication possible at a later date.

The specials, dubbed "The David Clayton-Thomas Show," will air June 28, July 5 and July 12 and will be filmed at the end of this month. Anthem Kates will produce the shows. Segments of the special will be done in front of a live audience.

Audio Fidelity, Chiaroscuro Tie

NEW YORK—Audio Fidelity Enterprises has acquired the worldwide distribution right to Chiaroscuro Records, a jazz label based here.

Herman Gimbel, president of Audio Fidelity, said that plans call for the marketing of 12 to 15 new releases per year from Chiaroscuro, as well as the general merchandising of the jazz label's catalog. Among those artists in Chiaroscuro's catalog are: Earl Hines, Mary Lou Williams, Eddie Condon, Teddy Wilson, Ruby Braff, and Willie (The Lion) Smith.

RCA GRANTS TO 31 CHILDREN

NEW YORK — Thirty-one children of RCA Corp. employees have been awarded four year college scholarships in the firm's 1973 merit scholarship program.

H.W. Leverenz, staff vice president and chairman of the RCA educational aid committee, said that the scholarships, which carry a stipend up to \$2,000 annually, were awarded on the basis of scholastic aptitude, work habits, range of interests, good citizenship, and financial need. Recipients were selected by the National Merit Scholarship Corporation.

Stratchborneo Copyright Charge on 'Mojo' Rejected

NEW YORK—In a suit filed in U.S. District Court, Southern District of N.Y., Ruth E. Stratchborneo, d/b/a Cepha Publishing Co., was denied infringement of copyright and a profits and damages settlement on the song, "Got My Mojo Working," as published by Arc Music Corp. and McKinley Morganfield, a/k/a Muddy Waters.

Judge Charles L. Briant Jr., in presenting his conclusion, reasserted the validity of separate copyrights for words and music to "Mojo Workout," as held by plaintiff Stratchborneo and filed through Julian a/k/a Larry Bright, derived from two lead sheets, the Bright version and Triune-Bright version. Bright's filing indicated Cepha Publishing as copyright owner.

Briant cited the "Mojo Workout" copyright as the work of Stratchborneo and collaborator Paul Sapp a/k/a De Pores and Mrs. Orena Fulmer, known collectively as Triune. That song, as filed in a 1960 lead sheet, as well as additional words and music copyrighted in 1966, was held a valid copyright.

Also indicated as valid by the decision were copyrights for "Got

My Mojo Working," as composed by Preston Foster and copyrighted by Dare Music, New York, N.Y., as co-managed by Dare and Arc Music, Inc., Morganfield's publisher. That arrangement followed a dispute between Dare and Arc in which Dare was awarded the decision and settlement was made between the parties.

Also named, and validated, in the decision were various recordings of the songs by Jimmy Smith, Bill Cosby and other artists.

Mogull Touring South America

NEW YORK—Ivan Mogull, international music publisher, has left for a two-week business trip in South America. After visiting associates in Brazil, he will head for Argentina where he will establish, for the first time, his own publishing company, Ivan Mogull Ediciones Musicales, SAIC. He then visits Peru to view the publishing, as well as recording industry there. Mogull returns to the New York office April 26.

D. Rosen Inc. Reorganizing

PHILADELPHIA—David Rosen Inc., which sought a plan for reorganization under Chapter XI of the Chapman Act (Billboard, Feb. 24), has listed total assets of \$1,345,455.84 with liabilities of \$2,256,505.80, as of Dec. 31, 1972.

The disclosure, made Feb. 12, is part of testimony made before Bankruptcy Judge Emil F. Goldhaber here. Robert C. Duffy, has been appointed trustee for the continued operation of the firm, which is one of the largest independent distributing firms in the East, handling all types of amusement and vending machines along with records and tapes. Duffy was named early in April. The plan for reorganization will be presented to the judge April 26.

Gold Awards

Stax Records' "Wattstax" has been certified gold by the RIAA, representing sales in excess of one million dollars. The Columbia/Epic-distributed double album, produced by Al Bell, includes highlights from the motion picture starring Isaac Hayes, Albert King, the Staple Singers, Rufus Thomas, Carla Thomas, Eddie Floyd, the Bar-Kays and the Soul Children.

"Baby Don't Get Hooked on Me," Columbia album by Mac Davis, has been awarded an RIAA gold certification. . . . Alice Cooper's "Billion Dollar Babies" on Warner Bros., has been certified for a gold award by the RIAA. The album is the fourth consecutive gold seller for Cooper, previous awards going to "Love it to Death," "Killer" and "School's Out."

"In Concert," the double live album recorded by Derek and the Dominos at the Fillmore East and released in February on the newly formed RSO Records label, has been certified gold by the RIAA.

RIAA gold certification for Roberta Flack's Atlantic single and former Billboard Number One, "Killing Me Softly With His Song," . . . "The World is a Ghetto" has gone gold for War together with their other United Artists single, "Cisco Kid." . . . Three Dog Night has been awarded gold certification for the double live album "Around the World With Three Dog Night." . . . Gold certification by the RIAA for Helen Reddy's Capitol album, "I Am Woman."

Traffic has been awarded gold certification for the Capitol album "Shoot Out at the Fantasy Factory." . . . "Your Mama Don't Dance," Columbia single by Loggins and Messina has gone RIAA gold.

Hot on the heels of his gold award for the single "Crocodile Rock," MCA artist Elton John has received an RIAA gold album for "Don't Shoot Me I'm Only the Piano Player."

Donna Fargo becomes "The Happiest Girl in the Whole U.S.A." with an RIAA gold certification for her hit single on Dot. . . .

"Love Jones" by Brighter Side of Darkness has gone gold for 20th Century. . . . A gold award to The O'Jays for their Philadelphia International single "Love Train."

RIAA certification has been awarded to Bobby Womack & Peace for the single "Harry Hippie" on United Artists. . . . The Stylistics album "The Stylistics" on Avco has gone gold.

Freeman Prod. Set

NEW YORK—Ed Freeman Productions has been formed here. Freeman, an independent producer, has credits which include product by Don McLean, Tom Rush, Tim Hardin and Carly Simon.

NEW ARRIVALS.

"WILLE AND THE LAPDOG" GALLAGHER AND LYLE

An album of musical and lyrical craftsmanship from this vibrant Scottish duo, once part of McGuinness Flint. This, their A&M debut album, was produced by Glyn Johns. SP 4384

"WHATEVER'S FOR US" JOAN ARMATRADING

A stunning debut from 22 year old West Indian born (now residing in England) Joan Armatrading. She plays piano and guitar and sings like a magical combination of Elton John and Nina Simone but with a musical identity all her own. A unique first album produced under the brilliant direction of Gus Dudgeon ("Honky Chateau") and the "Chateau" itself. SP 4382

"ROSIE" FAIRPORT CONVENTION

A new diverse kind of English folk and roll from the group who's becoming known as one of the best word-of-mouth discoveries in music. SP 4386

NEW FROM ACROSS THE ATLANTIC. ON A&M RECORDS

Off the Ticker

WALT DISNEY PRODUCTIONS, Burbank, reported net income for the second quarter ended March 31 rose to \$10,406,000, or 36 cents a share, from \$9,056,000, or 31 cents a share, for the same period a year ago. Revenues for the quarter rose to \$86,451,000, up from \$75,421,000 in the same period a year ago. For the six months ended March 31, net income was \$15,430,000, or 54 cents a share, up from \$14,409,000, or 50 cents a share, in the same period a year ago. Revenues for the first half were \$155,367,000, compared with \$133,854,000 a year ago. **Donn B. Tatum**, chairman, said all Disney's divisions were operating profitably.

★ ★ ★ **RECOTON CORP.**, New York, reported record net income of \$167,000, or 46 cents a share, for the year ended Dec. 31, compared with \$124,000, or 34 cents a share, in 1971. Net sales in 1972 were \$4,917,000, compared with \$4,374,000 a year ago. It was the company's ninth straight year of increased sales and earnings, said **Herbert H. Borchardt**, president.

★ ★ ★ **20TH CENTURY-FOX CORP.**, Los Angeles, plans to build its

music publishing operation apart from film music, and is managing 19 publishing companies working with 30 writers, according to the firm's report to shareholders. 20th also has a joint publishing arrangement with Motown Records Corp. for the title song and musical score for "Trouble Man," a feature film.

★ ★ ★ **RCA CORP.**, New York, reported increases in sales and profits for the first quarter ended March 31. Net income rose 15 percent over the comparable period of 1972 to \$41.7 million, or 54 cents a share, up from \$36.3 million, or 47 cents a share. First-quarter sales reached a record \$1.01 billion, a 10 percent gain, compared with \$924.9 million a year earlier. It's the first time RCA's sales crossed the \$1 billion level in one quarter. **Robert W. Sarnoff**, RCA chairman, said that first-quarter results reflected "advances in a broad range of the company's diversified operations."

★ ★ ★ **MAGNAVOX** states in its annual report that "it will make some decisions this year to the direction it takes in the video tape recorder field." The company cautions, however, that direction must be

decided "carefully, recognizing our dealer and consumer obligations. Adoption of a system that would be technologically superseded in a few years would be a great disservice to our customers."

★ ★ ★ **COLUMBIA BROADCASTING SYSTEM'S** annual report stated CBS Musical Instruments, Fullerton, Calif., contributed greatly to sales of the CBS/Columbia Group. CBS Musical Instruments includes Fender (guitars and amplifiers), Electro Music (Leslie speakers), Rhodes (electric pianos), Rogers (drums), V.C. Squier (strings) and Steinway & Sons. The parent company reported sales in 1972 reached \$1.4 billion, with net income at \$82.8 million, an increase of 28 percent.

★ ★ ★ **WARNER COMMUNICATIONS INC.**, New York, states clearly in its annual report why records, tapes and music publishing are vital to the corporate structure. Revenues over the last five years were: 1968, \$64,185,000; 1969, \$87,123,000; 1970, \$115,825,000; 1971, \$170,868,000; and 1972, \$214,513,000. Income during the same span was: 1968, \$10,018,000; 1969, \$12,094,000; 1970, \$14,795,000; 1971, \$18,914,000; and 1972, \$23,838,000.

Earnings Reports

RECOTON CORP.

Year to Dec. 31:	1972	1971
Sales	\$ 4,917,000	\$ 4,374,000
Net income	167,000	124,000
Com. shares	360,000	360,000
Per share	.46	.34

WALT DISNEY PRODUCTIONS

2nd qtr. to March 31:	1973	1972
Revenues	\$ 86,451,000	\$ 75,421,000
Net income	10,406,000	9,056,000
aPer share	.36	b.31

six-months

Revenues	155,367,000	133,854,000
Net income	15,430,000	14,409,000
aAvg. shares	28,602,000	28,638,000
aPer share	.54	b.50

a—based on full dilution. b—Adjusted for a two-for-one stock split in December 1972.

RCA CORP.

1st qtr. to March 31:	1973	1972
Revenues	\$1,013,600,000	\$924,900,000
Net income	41,700,000	36,300,000
Avg. shares	74,525,000	74,403,000
Per share	.54	.47

Tenn. Antipiracy Law Is Legal

NEW YORK—A suit seeking to have the 1971 Tennessee Anti-Piracy Act declared unconstitutional was dismissed in Nashville by U.S. District Court Judge L. Clure Morton. Morton held that the suit brought by Custom Recording Co., an illegal tape duplicator of North Augusta, S.C., was invalid because the plaintiff had no standing to sue. To have standing Morton said, the South Carolina firm would have had to show that it actually suffered an injury. Custom Recording Co., had demanded not only that the State law be declared unconstitutional but that it be paid \$50 for each of the 16 pirated tapes seized, in a general store last February. The owners of the store, the Joe Whites, not only refused to join the suit but stated they were in favor of enforcing the state statute. They said that the bogus tapes were part of the inventory in the store at the time they purchased it and were not aware of the unauthorized duplications.

Pickett Pub Deal

LONDON—Wilson Pickett's Erva Publishing has set a British Isles subpublishing deal with RCA's Sunbury Music. The contract is to continue through Pickett's new artist affiliation with RCA.

Market Quotations

As of closing, Thursday, April 12, 1973


NAME	1973		Week's Vol. in 100's	Week's		Week's Close	Net Change
	High	Low		High	Low		
Admiral	27	11 1/4	648	12 7/8	11 1/4	11 3/8	- 1/2
ABC	40 3/4	23 1/4	2419	28 1/4	23 1/4	27 3/4	+ 4 1/2
AAV Corp.	15 5/8	6 7/8	64	7 3/4	6 7/8	7 1/8	- 3/8
Ampex	15 1/2	5	481	5 3/8	5	5	Unch.
Automatic Radio	8 7/8	4 3/8	70	4 5/8	4 3/8	4 3/8	- 1/4
Avco Corp.	20 7/8	12	330	13 1/8	12 1/2	13	+ 1/2
Avnet	15 1/4	8 5/8	369	9 7/8	8 3/4	9 1/2	+ 5/8
Bell & Howell	73 3/8	31 1/2	335	34 3/4	31 3/4	34	+ 2 1/2
Capitol Ind.	14 4/4	6 1/4	660	10 5/8	9 1/8	9 7/8	+ 1/8
CBS	63	36 7/8	1862	41	37 1/8	40	+ 2 3/8
Columbia Pictures	14 7/8	5 5/8	295	6 1/8	5 5/8	5 5/8	- 3/8
Craig Corp.	8 3/8	3 3/8	107	3 3/4	3 1/2	3 3/4	+ 1/4
Creative Management	15 1/2	6 3/4	47	7 7/8	6 7/8	7 1/4	- 1/8
Disney, Walt	123 1/8	88 1/2	3667	97 3/8	88 7/8	91	- 3 1/4
EMI	6	3 3/4	98	4	4	4	Unch.
General Electric	74 3/4	58 1/4	4175	64 7/8	61 3/8	64 1/4	+ 2 3/8
Gulf & Western	44 3/4	23 3/4	403	25 7/8	24	25	+ 1/2
Hammond Corp.	16 3/4	8 5/8	123	10 1/2	9 7/8	10 1/4	+ 1/4
Handleman	42 1/8	8 3/4	315	9 3/4	9	9 3/4	+ 3/4
Harvey Group	7	2 3/8	43	3 1/2	3	3 1/2	Unch.
ITT	64 1/2	40 3/4	4728	43 1/2	41 3/8	41 7/8	- 7/8
Lafayette Radio Electronic	40 1/2	10 1/2	371	12 3/8	11 1/4	12	- 1/2
Matsushita Electric Ind.	25 3/8	18 1/8	1086	28 3/8	26 3/4	28 1/4	+ 1 1/2
Mattel Inc.	34 3/4	5 1/4	1052	6 5/8	6 1/4	6 3/8	+ 1/8
MCA	35 7/8	23	988	24 1/4	23	23 3/8	+ 3/8
Memorex	38 1/2	6 1/2	1140	8	6 1/2	6 1/2	- 1
MGM	27 1/2	16 3/4	32	19 1/2	19 1/8	19 1/8	Unch.
Metromedia	39	16 1/2	919	19 1/4	16 1/2	20	+ 2 1/2
3M	88 7/8	74 1/4	1923	85 1/2	79 3/8	84 3/8	+ 3 1/8
Morse Electro Products	40 5/8	18 1/4	250	21	18 7/8	20 1/4	+ 1 3/8
Motorola	138	80	1253	106 1/4	100	104 1/2	+ 4 1/4
No. American Philips	39 3/4	26 3/8	68	27 7/8	26 7/8	27 1/2	- 1/4
Pickwick International	51 1/2	36 3/4	185	36 1/2	33 3/4	35 7/8	- 7/8
Playboy Enterprises	25 1/8	12 5/8	426	13 3/4	12 5/8	13 1/8	- 3/8
RCA	45	25 5/8	5738	29 1/2	26 1/8	28 3/8	+ 2 1/4
Sony Corp.	57 1/4	40 1/2	1060	49 7/8	46	49 1/2	+ 3 1/4
Superscope	29 1/8	11 1/8	436	21 5/8	20 3/8	20 3/8	- 3/8
Tandy Corp.	49	25	1110	30 1/2	25	30 3/8	+ 4 3/8
Telecor	23	7	121	8	7	7 1/4	- 3/4
Telex	14 7/8	3 3/4	792	4 1/4	3 3/4	4	+ 1/8
Tenna Corp.	10 7/8	3 1/8	99	3 1/2	3 1/4	3 1/2	Unch.
Transamerica	23 1/2	13 3/4	1711	14 1/2	13 7/8	14	+ 1/8
Triangle	20	13 1/4	67	14 3/4	14 1/4	14 1/4	Unch.
20th Century-Fox	17	8	123	8 5/8	8 1/8	8 1/8	Unch.
Viewlex	12 7/8	2 1/2	145	3 1/8	2 7/8	3	Unch.
Warner Communications	50 1/4	20 3/8	1201	26 1/2	20 1/2	25 1/2	+ 5 1/8
Wurlitzer	20 1/4	12 1/8	44	12 1/2	12 1/8	11 3/4	- 7/8
Zenith	56 3/8	39 3/8	535	42 1/4	40	42	+ 2 3/8

As of closing, Thursday, April 12, 1973

OVER THE COUNTER*	Week's High	Week's Low	Week's Close	OVER THE COUNTER*	Week's High	Week's Low	Week's Close
ABKCO Ind.	3 1/4	3	3	M. Josephson Assoc.	13 1/2	13 1/4	13 1/4
Bally Mfg. Corp.	44 1/2	38 3/4	40 1/4	Mills Music	9 1/2	9	9
Data Packaging	6	5 7/8	5 7/8	Omega-Alpha	4	3 3/4	3 3/4
Gates Learjet	10 1/2	9 1/4	9 3/4	Recoton	3 1/4	3 1/4	3 1/4
GRT	3 1/8	3	3	Schwartz Bros.	4 3/4	3 5/8	4 3/4
Koss Electronics	13 1/8	12 3/8	13 1/8	United Record & Tape	3 1/4	3 1/4	3 1/4

*Over-the-counter prices shown are "bid" (as opposed to "asked"). Neither the bid nor the asked prices of unlisted securities represent actual transactions. Rather, they are a guide to the range within which these securities could have been sold or bought at the time of compilation.

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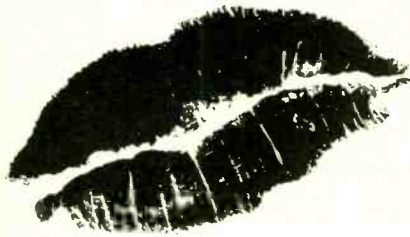
<input type="checkbox"/> 1. Retailers of Records, Tapes	<input type="checkbox"/> 6. Schools, Colleges, Libraries, Audiophiles
<input type="checkbox"/> 2. Distributors, Operators, One-Stops, Rack Jobbers	<input type="checkbox"/> 8. Music Publisher, Songwriter, Unions
<input type="checkbox"/> 3. Radio/TV Management & Broadcasters	<input type="checkbox"/> 9. Writers, Reviewers, Newspapers & Magazines
<input type="checkbox"/> 4. Mfrs./Producers of Records, Tapes, Equipment	
<input type="checkbox"/> 5. Talent-Artists, Performers, Agents, Managers	Other _____ (please specify)

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U.K. Chappell, Valando Pact

NEW YORK—Chappell & Co., Ltd. of the UK and Tommy Valando Music Publishing Corp. have signed a long-term publishing agreement for all territories excluding the U.S. The representation pact covers Valando's entire catalogue, comprising Fiddleback Music (BMI) and Revelation Music (ASCAP).

Included in the new arrangement, which was negotiated by Valando and Nick Firth, general manager of Chappell International, are the scores of the Broadway musicals "A Little Night Music" and "Don't Bother Me I Can't Cope."

Some MOR & Classics 'Q' Top Stereo

• Continued from page 1
already peaked in sales when the quadrasonic SQ album version was released in November, 1971. The LP has sold more than 60,000 copies in quadrasonic and this past January sold 1,933. Of course, the

LP is still doing quite well in stereo sales. The LP sold 11,105 in January in stereo.

In some cases, the quadrasonic version of an album is outselling the stereo version. For example, Leonard Bernstein's "Also Sprach

Zarathustra" album sold 347 copies in stereo in January while the quadrasonic version sold 641 copies. In total sales of this album through January, 15,198 stereo copies had been sold, 15,369 copies in SQ had been sold. Bernstein's "Le Sacre du Printemps" is more than double in quadrasonic sales in January over stereo sales and total quadrasonic sales are fast catching up to stereo (4,569 stereo; 3,929 quadrasonic).

Total quadrasonic sales in February in records and tapes were close to \$750,000, Kavan said. "We feel that there's an expanding market in records via quadrasonic," Kavan said. "SQ sales are especially strong in classical music and middle-of-the-road music."

Percy Faith's "Day by Day" album sold 1,135 copies in SQ in January and only 972 copies in stereo. His "Joy" album had 564 SQ sales compared to 227 sales in stereo.

Some albums, of course, continue to do much better in stereo than in quadrasonic, but even in these cases the SQ sales are all plus business, Kavan felt, and the SQ sales are growing. Ten Years After's "A Space in Time" album sold 1,591 stereo copies in January and only 1,156 copies in SQ, but January SQ sales were higher than last December's 1,076 SQ sales. In a progress report to distributors and other record companies that CBS is trying to interest in the SQ matrix quadrasonic system, the label voiced the opinion that quadrasonic "is the most important development for the recording industry, both from a creative and marketing point of view, since the introduction of stereo in the mid-'50's.

In terms of software and hardware availability, he said, "SQ is the only way to go." But he also said he had no intent of getting into a contest of systems... that, in his opinion, the discrete system had a handicap because discrete product could not be cycled into the broadcast routine, while matrix product can be played on the air without any problems.

Ben Bauer, head of the CBS Laboratories that developed the SQ system, visited Los Angeles along with a couple of his technicians and Kavan about three weeks ago to present the latest state of the art to record company executives. "The SQ quadrasonic system is the only system that retains full separation on stereo and monaural," he said. And this is vitally important still; "in Germany, 86 percent of the record players are still monaural players; in Europe overall, 75 percent of the players are monaural. This is one of the reasons why EMI Records adopted the SQ system."

Kavan felt that only slight sales of records in SQ were to people who presently owned only stereo units and were buying the SQ records in anticipation of later buying quadrasonic equipment. He pointed out that at least 60 firms are now manufacturing playback equipment with the SQ system built in. "Sony and Lafayette are probably the most active, but you also have Kenwood and Marantz as well as budget lines such as Morse, GE, Philco, and Lloyds. Korvettes has a quadrasonic amplifier and turntable and four speakers selling for about \$100, so quadrasonic is available even to the budget buyers."

Here are some other sales examples: Morton Subotnick's "Touch"—7,140 stereo, 6,855 SQ; E. Power Biggs' "Bach Organ Favorites, Vol. 5"—6,378 stereo, 5,115 SQ; Leonard Bernstein's "Verdi-Requiem" (2 LP set)—8,798 stereo, 5,230 SQ; E. Power Biggs' "Music for Organ, Brass & Percussion"—11,713 stereo, 8,240 SQ; "Stravinsky: Petrouchka"—7,136 stereo, 6,192 SQ; "Carlos Santana & Buddy Miles, Live" (January only)—2,009 stereo, 1,678 SQ; "Jeff Beck Group" (January only)—1,251 stereo, 767 SQ; Barbra Streisand's "Stoney End" (January only)—3,437 stereo, 837 SQ; and Ray Conniff's "Love Story" (January only)—2,318 stereo, 1,153 SQ.

TOP REEL TAPES FROM STEREOTAPE

POSITION	ARTIST, TITLE, LABEL, NUMBER	LIST PRICE	POSITION	ARTIST, TITLE, LABEL, NUMBER	LIST PRICE
1	ELTON JOHN/Don't Shoot Me I'm Only the Piano Player MCA 2100	7.95	28	FIDDLER ON THE ROOF/Soundtrack United Artists UAS 10900	11.95
2	DELIVERANCE/Soundtrack Warner Bros. BS 2683	7.95	29	FOGHAT Bearsville BR 2136 (Warner Bros.)	7.95
3	JOHN DENVER/Rocky Mountain High RSA LSP 4731	7.95	30	DOOBIE BROTHERS/The Captain & Me Warner Brothers BS 2694	7.95
4	WAR/The World Is a Ghetto United Artists UAS 5652	7.95	31	GRATEFUL DEAD/Europe '72 Warner Bros. 3WX 2668	15.95
5	CARLY SIMON/No Secrets Elektra EKS 75049	7.95	32	TODD RUNDGREN/A Wizard, A True Star Bearsville BR 2133 (Warner Bros.)	7.95
6	DAVID BOWIE/Space Oddity RCA LSP 4813	7.95	33	NEIL DIAMOND/Moods Uni 93136 (MCA)	7.95
7	DEEP PURPLE/Who Do We Think We Are! Warner Bros. BS 2678	7.95	34	DOOBIE BROTHERS/Toulouse Street Warner Bros. BS 2634	7.95
8	BREAD/The Best Of Elektra EKS 75056	7.95	35	DEEP PURPLE/Machine Head Warner Bros. BS 2607	6.95
9	NEIL DIAMOND/Hot August Night MCA 2-8000	11.95	36	PAUL BUTTERFIELD/Better Days Bearsville BR 2119 (Warner Bros.)	7.95
10	JUDY COLLINS/True Stories & Other Dreams Elektra EKS 75053	7.95	37	NEIL YOUNG/SOUNDTRACK/Journey Through the Past Reprise 2XS 6480	11.95
11	LOU REED/Transformer RCA LSP 4807	7.95	38	GUESS WHO/Artificial Paradise RCA LSP 4830	7.95
12	JETHRO TULL/Living in the Past Chrysalis 2CH 1035 (Warner Bros.)	11.95	39	THE MOVE/Split Ends United Artists UAS 5666	7.95
13	AMERICA/Homecoming Warner Bros. BS 2655	7.95	40	DAVID BOWIE/The Man Who Sold the World RCA LSP 4816	7.95
14	BOBBY WOMACK/SOUNDTRACK/Across 110th Street United Artists UAS 5225	7.95	41	CHARLEY PRIDE/Songs of Love RCA LSP 4837	7.95
15	BEACH BOYS/Holland Brother/Reprise MS 2118	7.95	42	JIMI HENDRIX/War Heroes Reprise MS 2103	7.95
16	BREAD/Guitar Man Elektra EKS 75047	7.95	NEW RELEASES		
17	JAMES TAYLOR/One Man Dog Warner Bros. BS 2660	7.95	1	ORIGINAL MOTION PICTURE SCORE/Last Tango In Paris United Artists UST 045-C	7.95
18	PROCOL HARUM/Grand Hotel Chrysalis CHR 1037 (Warner Bros.)	7.95	2	JUDY COLLINS/True Stories And Other Dreams Elektra EST 75053-C	7.95
19	NITTY GRITTY DIRT BAND/Will the Circle Be Unbroken United Artists UAS 9801	15.95	3	THE NEW SEEKERS/The Best Of The New Seekers Elektra EST 75051-C	7.95
20	DAVID BOWIE/The Rise & Fall of Ziggy Stardust & the Spiders From Mars RCA LSP 4702	7.95	4	ELECTRIC LIGHT ORCHESTRA/Electric Light Orchestra II United Artists UST 040-C	7.95
21	DUANE ALLMAN/An Anthology Capricorn 2 CP 0108 (Warner Bros.)	11.95	5	BOBBY GOLDSBORO/Brand New Kind Of Love United Artists UST 019-C	7.95
22	JOHN WAYNE/America, Why I Love Her RCA LSP 4828	7.95	6	JOHNNY RIVERS/Johnny Rivers Superpak United Artists UST-93-F-DP	9.95
23	DON McLEAN United Artists UAS 5651	7.95	7	BAREFOOT JERRY/Barefoot Jerry Warner Bros. WST 2641-C	7.95
24	BOBBY WOMACK/Understanding United Artists UAS 5577	7.95	8	MARY TRAVERS/All My Choices Warner Bros. WST 2677-C	7.95
25	BLACK SABBATH/Black Sabbath, Vol. 4 Warner Bros. BS 2602	7.95	9	ROD McKUEN/Rod McKuen's Greatest Hits, Volume 4 Warner Bros. WST 2688-C	7.95
26	NEW BIRTH/Birth Day RCA LSP 4797	7.95	10	CANNED HEAT/The New Age United Artists UST 049-C	7.95
27	ELTON JOHN/Honky Chateau Uni 93135 (MCA)	6.95			

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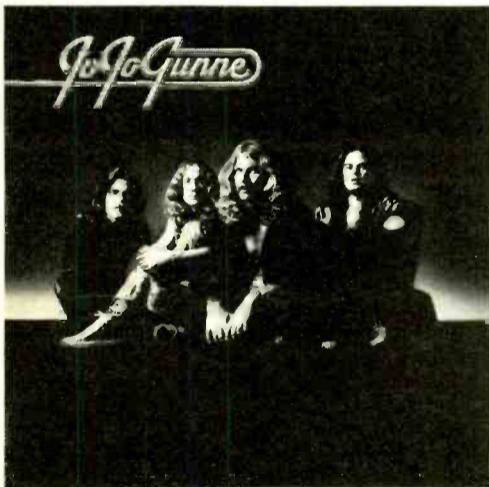
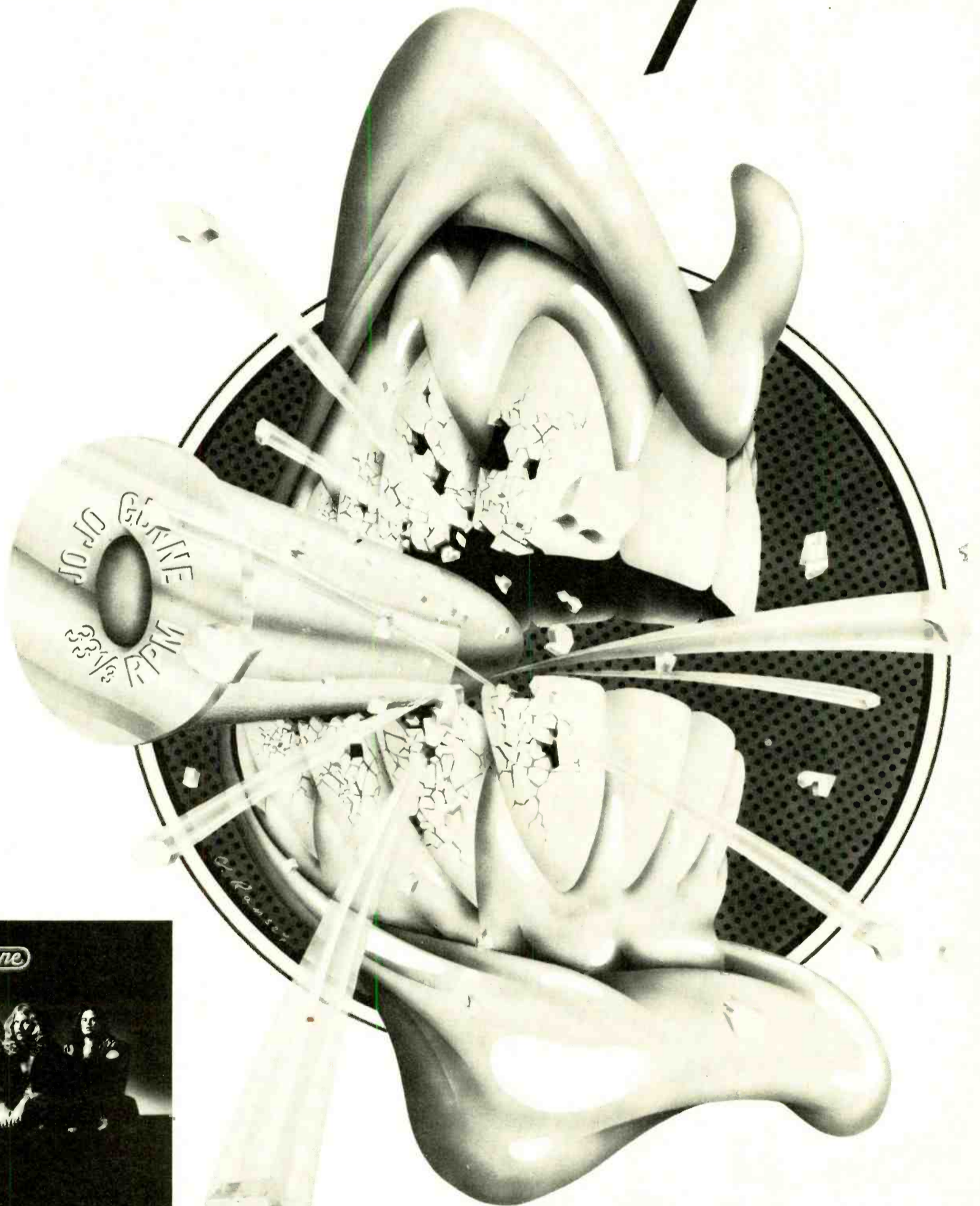
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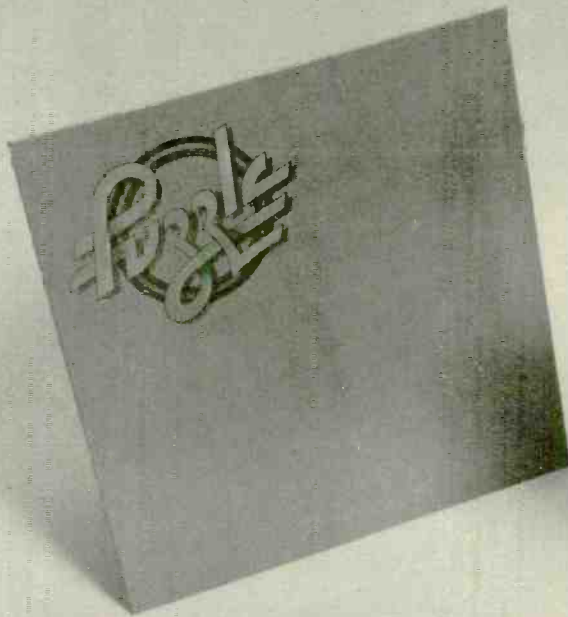


Motown's April release:

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A hit motion picture soundtrack album. New albums from the Jackson Five and Michael Jackson. New artists and new album concepts. For everything that's new in April, read on. Then listen.

Puzzle. "Puzzle" M768L. Puzzle is probably one of the most exciting new groups you'll hear this year. Listen to "The Grosso", a mindbending *tour de force*, that shows just how well Puzzle has put it together.



Elaine Brown. "Elaine Brown" BF458L. Our Black Forum label is primarily a label for the spoken word, as it relates to the black community. But Elaine Brown is a singer. And her songs relate to all of us.



Xit. "Silent Warrior" RE545L. "Take note of what we're saying, and mark down what you hear." In a word, Xit. (X-it). And what you'll hear will be the American Indian experience set to music by seven men of Indian heritage. It's an experience you won't soon forget.



The Miracles. "Renaissance" T325L. This is the new Miracles album with the new Miracle ingredient. His name is William Griffin. And he brings a new vitality to one of the most vital, most dynamic groups in music. You've never heard the Miracles sound like this.



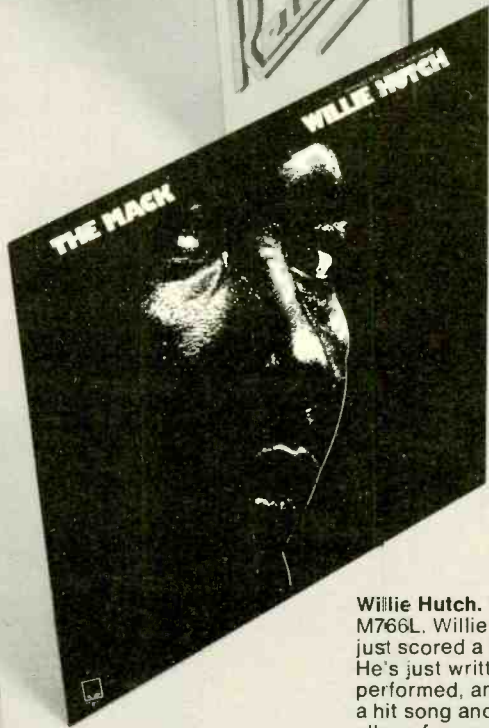
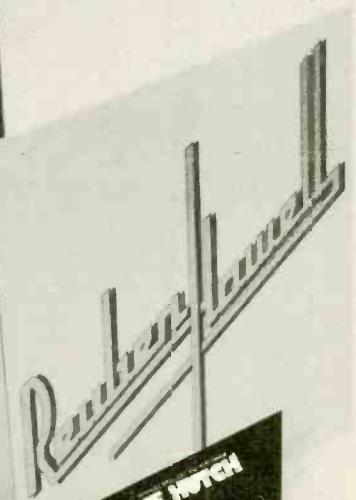
Michael Jackson. "Music And Me" M767L. Michael Jackson's latest solo album is a pure delight. Includes his newest hit single, "With a Child's Heart", a beautiful ballad and a refreshingly new version of the Oscar Hammerstein II, Jerome Kern classic, "All The Things You Are".

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The Spinners. "The Best of The Spinners" M769L. The Spinners make only one kind of music: the best. And it's all here on one smash album, including their chart-bound single, "Together We Can Make Such Sweet Music".

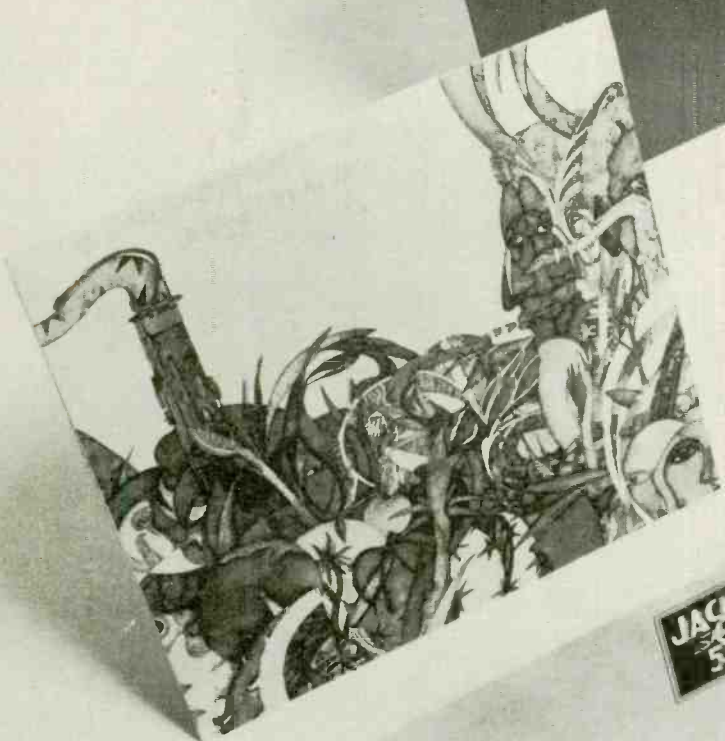
Reuben Howell. "Reuben Howell" M771L. Reuben Howell is a brand new artist, but he already has all the credentials. Soul. Muscle Shoals. And one of the sweetest, smoothest R & B sounds to come along in some time.

The Four Tops. "The Best of The Four Tops" M764D. It's pretty hard to top the Four Tops. But we think we've done it. By popular request, a specially-packaged two-record anthology of the biggest Four Tops hits on record.



Willie Hutch. "The Mack" M766L. Willie Hutch has just scored a hit for himself. He's just written, arranged, performed, and produced a hit song and soundtrack album from a hit film, "The Mack". It's playing everywhere. Don't miss it.

Jr. Walker & The All Stars. "Peace and Understanding is Hard to Find" S735L. Jr.'s "sassy sax" has never been sassier, or more contemporary. Some smashing new material and some fine renditions of classics like Carol King's "It's Too Late", Johnny Nash's "I Can See Clearly Now", not to mention the hit title single.



The Jackson Five. "Skywriter" M761L. This album was a hit before it was released, because it contains the group's two hit singles, "Corner of The Sky" and "Hallelujah Day".

Listen to what's happening at Motown. You'll hear the times change.



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Hit & Miss Policy Is Key for Hilton Lounge

By LAURA DENI

LAS VEGAS—"Our lounge is what you call hit and miss," said Nick Neff of the Hilton Hotel here in explaining their lounge policy, or lack of one, regarding entertainment. "Very truthfully, the way our lounge is booked—which is the way most of the lounges are booked—is what's available that will draw. It's that simple."

Neff noted that that room has

no increase in rock acts. "We would book anything . . . we have no trends. You never know what will draw best. Each field has its top talent, and what draws best are attractive names. In the comedy field," he stated, "it takes the Redd Foxx type of humor. Why? Because he's the only one that does it in just that way, that well, and that funny."

Neff continued, noting "In the music field, rock draws best right now because, currently, rock is the communicative element in music today. The big names, the hot names, the names that create a lot of excitement are the rock names—that is, if you want to call them rock. But, look at Bo Diddley. Would you call him rock? He isn't. Rock is just his new name. In the old days, it was stomp or boogie-woogie. Call it what you will."

Competition Between Rooms
Neff noted that, while he would like to pair lounge bookings with main room attractions, availability limits that approach. "If you look down our lists in our main room, we have two or three empty slots; look down our lounge list and you'll find several empty slots." That situation, he explained, stems from an unwillingness to book similar acts in both rooms at the same time. "You want something entirely different. For example, when Bill Cosby was in the main room, and Redd Foxx was in the lounge at the same time, it was kind of an uncomfortable situation. You didn't want the audience to leave the big room after seeing one black comedian and then stop in the lounge to see another one. It's nicer to have a little variety," Neff stressed.

Signings

Mort Sahl, veteran satirist, has been signed to Crescendo Records. First recording for the label will be a live album recorded at two California colleges. Sahl's last album was for Capitol five years ago. . . . **Ahmad Jamal**, veteran jazz pianist, has signed with 20th Century Records. . . . **Fanny** has signed with Associated Booking Corp. for agency representation. . . . **Scrubble Caine**, Canadian band managed by **Don Hunter**, signed with RCA.

Larry Young, jazz organist and keyboard man for **Miles Davis**, the **Mahavishnu Orchestra** and **Tony Williams**, has signed with Perception Records. "Lawrence of Newark," first release for the label, will be released later this month.

Tim McIntire, son of actor John, has signed with Elektra Records. McIntire co-wrote as well as sings the title song in the **Robert Redford** feature film "Jeremiah Johnson."

The Jackson Sisters, quintet aged 11-16, have signed with Landers-Roberts' Prophecy label, distributed by Columbia. First single is "More Than Just Friends."

Jay Lenno, 23-year-old comic, signed

(Continued on page 20)

Multiphase Operation Is Set Up by Leiberman

By RICHARD L. FRICKER

TULSA—Larry Leiberman has opened Tulsa's first multiphase video tape operation combining sales, production and theater viewing.

The most conspicuous phase is the Vamp Theater, located in Tulsa's "restless ribbon," so named by the City Commission because of the night-time traffic generated by high school students.

The Vamp shows concert movies featuring Leon Russell, Billy Preston, Johnny Winter and other top drawing artists. Housed in a shopping center, the theater seats about 200 patrons on church pews and straight-back folding chairs.

Leiberman has the view synchronized on two screens, one showing a video tape of the concert, the other showing slides of behind the scenes action of concert production and road work.

Once a show is put together, he can synchronize tape, slides and sound in a manner that allows the projectionist to become nothing more than a monitor.

Leiberman flatly shuns the term "underground," noting he specializes in rock music concerts, which brings up the second phase of his operation. He is also his own production company and distributorship, which is actually the gateway to his operation.

Leiberman explained his entry into the video field by recalling his production experience with West Coast companies, including Harry McKuen, Sound Service, Creative Artist, Film Factory Productions and other organizations. During that period he acquired many of the tapes now shown at the Vamp.

Mad Dogs Beginning

"I'd say my starting stone was with the Mad Dogs and Englishmen tour. I was living here in town and had a small unsophisticated type system and followed them around here in town and did things for them personally. All I did was document what the film crew was doing. That led me to thinking that video is new and rock concerts are new, so after the tour I turned on Leon (Russell) and Denny (Cordell) to video and moved to the coast and got involved with some of the production companies," he stated.

After serving his West Coast apprenticeship and selling his old video equipment to Russell, who now uses that gear in his downtown Tulsa recording studio, Leiberman returned to Tulsa where video tape was not in accelerated use. He obtained financing and several equipment dealerships, using his production portfolio to open the door for his own productions.

"People know there are films made like 'Woodstock' and 'Bangla Desh,'" said Leiberman in explaining his own operation, "but they're not on a personal level."

He uses Panasonic equipment for production and has the dealership for IMI projections which can display tape on an 11-foot by 20-foot screen.

Production Plans

With equipment installed, theater ready and a sole dealership, Leiberman has been busy with production. He has video taped a Woody Herman show for the Sheraton Inn hotel chain, Stevie Wonder for Concert Corporation of America (now making a drive into the medium market concert audience, as well as into the television live concert field) and other acts.

Leiberman also revealed that United Artists is equipping 30 theaters similar to his own, using the same equipment in the New York area with plans to handle overflow concert audiences. At present, Leiberman is negotiating with UA for a hook-up agreement

to show concerts in Tulsa as they take place in New York. He also pointed out that such an arrangement would not be confined to concerts, but could also entail sporting events and plays.

Tulsa Ideal

He is now in the process of video taping other concerts and feels Tulsa is ideal for his operation because of the Leon Russell and Jim Halsey operations now located here. "It's unique that it is here because there is a lot going on here. Tulsa is the last place to accept a new idea, but the first place to put their money into it if they know it is going to make money."

Leiberman's idea appears to be working, because he has business at the theater box office, orders for equipment and contracts for production. His only advertising consists of a small ad, regularly run in the local newspaper, announcing what concerts are currently showing.

Astrodome Jazz Fest in Houston

HOUSTON—Plans for the second annual Astrodome Jazz Festival, slated to be held here July 13-14, have been announced by George Wein, founder-producer of the Newport Jazz Festival and president of Festival Productions, Inc.

The line of scheduled performers will include Ray Charles, The Staple Singers, Billy Paul, Herbie Mann and Rahsaan Roland Kirk, appearing with the Preservation Hall Jazz Band, on July 13; and Ella Fitzgerald, Stevie Wonder, B. B. King, Freddie Hubbard and Charles Mingus with Cat Anderson on July 14.

Both shows will begin at 8 p.m. Other acts, including some local groups, may be added to this roster at a later date, Wein said.

Seating arrangements, including field seating, will be similar to last year's concerts, and the special Newport Jazz Festival sound system will again be utilized.

In addition to heading the Newport Jazz Festival, Wein is presenting festivals in other cities beside Houston, with several acts expected to appear at several of the concerts.

Cities will include New Orleans, Oakland, Los Angeles, Hampton, Va., Cincinnati, Atlanta, Pittsburgh, Denver, Boston and Chicago.

Concert Promo Co. by Owens

LOS ANGELES—Bill Owens, former president of Northwest Releasing Corp., has opened a new concert promotion firm here, Colony Concerts.

First venture was the promotion of Yes at San Diego Sports Arena and the following evening at the Inglewood Forum, that group's only Southern California appearances.

Owens has secured Black Sabbath, Warner Bros. group, for 15 dates this spring and summer in the U.S. In most projects, however, he will concentrate on the Southern California and Los Angeles area.

Owens was with NRC for 10 years. After starting that firm's college department in 1962, in the Pacific Northwest area, he departed the company briefly and then returned as president in 1968. During that period, NRC's billings rose from \$1.2 million to \$4 million when he left.

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Zeppelin Tour In U.S. May 4

NEW YORK — Led Zeppelin will begin their first tour of the U.S. in over a year on May 4, with a performance at the Atlanta Stadium. With the Atlantic recording act slated to play 33 concerts in 30 cities, estimates for the total gross on the tour have been set in excess of \$3 million.

Cities on the tour will include Jacksonville, Mobile, St. Louis, New Orleans, Houston, Dallas, Fort Worth, San Antonio, Albuquerque, Denver, Salt Lake City, San Diego, Los Angeles, San Francisco, Chicago, St. Paul, Milwaukee, Detroit, Buffalo, Boston, Providence, Baltimore and Pittsburgh.

The tour will wind up with two nights at Madison Square Garden in New York.

Luxembourg Wins Euro

LUXEMBOURG—Luxembourg has won the Eurovision Song Contest for the second year running. Attractive Anne Marie David, French but representing the host country, scored 129 points by singing "Tu Te Reconnaîtras," written by Vline Buggy and Claude Morgan. She was four points clear of her nearest rivals, Mecedades from Spain singing "Eres Tu" by Juan Carlos Calderon.

Britain's Cliff Richard, singing "Power to All Our Friends" by Guy Fletcher and Doug Flett, was hotly fancied before the contest but in fact came third. The contest is organized annually by National TV networks in Greater Europe. This year a record 17 countries entered songs including, for the first time, Israel.

Both Ilanit, the 25-year-old Israeli entrant, and Anne Marie David who comes from a Jewish family, were closely guarded preceding the contest which was watched on television in an estimated 100 million homes. The win by Luxembourg brings this country's total of past wins to three, equal with France. Holland has won twice and Switzerland, U.K., Denmark, Italy, Austria, Spain and Ireland have each won once.

Mendes to Tour Japan, Far East

NEW YORK — Bell Records group Sergio Mendes and Brasil '77 are touring Japan and the Far East during April, with their final performance to be given in Hong Kong on April 25.

Cities to be covered include Tokyo, Kurashiki, Osaka, Kanazawa, Matsuyama, Kokura, Kyoto and Shizuoka in Japan. The group's recordings are released through CBS/Sony in Japan.

Canned Heat Tour Of Australia Set

NEW YORK — Canned Heat, United Artists recording group, has been booked for an extensive tour of Australia, New Zealand and Japan.

The tour will kick off on May 15, following a series of one-night appearances in the U.S. Group's newest album has been released globally to tie in with both domestic and foreign tours.

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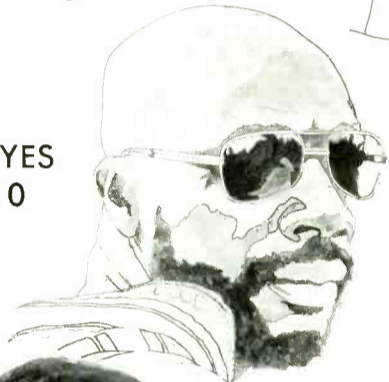
ROWAN & MARTIN
June 29-July 12



TERESA BREWER
June 29-July 12



ISAAC HAYES
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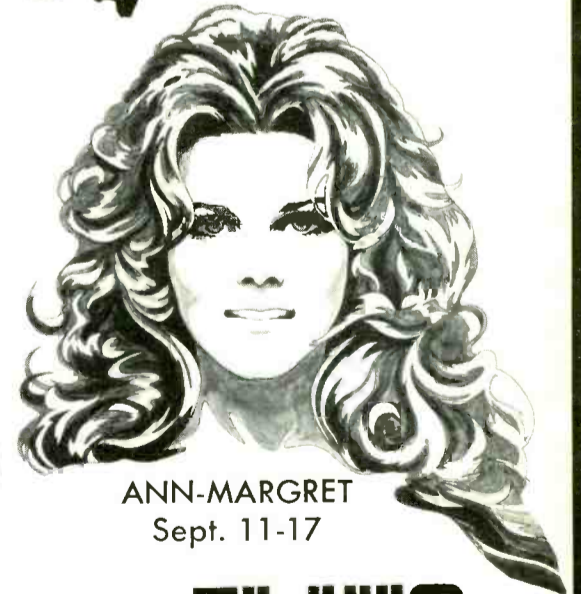
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Studio Track

By SAM SUTHERLAND

Postcard From Jamaica: Just in case anyone persists in viewing the musical activity in and around Kingston, Jamaica as a fleeting jet-set whim, **Byron Lee**, president and main man at **Dynamic Sounds Recording** there has reported two more notable sessions.

First and foremost, the return of the **Rolling Stones** has signalled **Dynamic's** continued popularity. The Stones first arrived in Kingston some months back for basic tracks which, after remixing in L.A., are now being spiced with vocal overdubs at **Dynamic**.

With a sun-tanned **Mick Jagger** now toying with **Les Paul Gibson**, Lee notes that an earlier **Billboard** (Feb. 24) story regarding remix in Los Angeles suggested that initial mixing had been done at **Dynamic**. Those tracks were never intended for mixing there, Lee continues.

Sporting an even deeper glow is **Cat Stevens** who recorded at **Dynamic** last month with engineer **John Middleton**. Those sessions, for Stevens' next A&M album, featured contributions from his friends drummer **Gerry Conway**, **Jean Rousseau** (keyboards, ARP), **Phil Upchurch** (guitar), **Paul Martinez** (bass) and **Bernard "Pretty" Purdie**, suggesting an international line-up.

Believe It Or Not: Sly and The Family Stone are reported to be taking over both studios at the **Record Plant West** in Sausalito this week. Sly is producing the new album for **Epic**, with **Tom Flye** engineering.

From **CBS Studios in San Francisco**, news arrives of the continuing sessions for **Art Garfunkel's** first solo album. The project is now being handled on 30-tracks, which long-time **Garfunkel** friend and producer **Roy Halee** suggests is the first in the West.

Halee is producing and engi-

neering, of course, with sessions culled from several L.A. rooms, notably **Gold Star** and **A&M**. Still, most of the sessions and mastering are scheduled for the San Francisco room.

As for instrumental support, one observer noted "So many people I couldn't even tell you."

In Chicago, **Curton Studios** is now busy with operator **Curtis Mayfield's** next Curton album. "Back to the World," a conceptual LP reported to be concerned with problems facing returning POW's and veterans of the Vietnam conflict.

Among the session men: the ubiquitous **Phil Upchurch**, on guitar.

In North Hollywood, **Warner Bros. Studios**, that being the old Amigo room, has been humming with new projects for the Warner/Reprise family.

Two concurrent LP projects of note are new albums for **Ry Cooder** and **Maria Muldaur**. Cooder's album, produced by **Jim Dickinson** and **Lenny Waronker**, and engineered by staff board men **Lee Herschberg** and **Donn Landee**, will include playing by some familiar Cooder cohorts: **Jim Keltner**, **Spooner Oldham**, **Tommy McClure**, and **Dickinson** himself.

Mrs. Muldaur's oeuvre will feature the same line-up, with **Waronker** producing and the **Herschberg/Landee** team again at the board.

Also in: **Lorraine Ellison**, now teaming with producer **Ted Templeman** and **Landee** as engineer for her next one. Players there include **Mark Jordon**, **Paul Humphrey**, **Arthur Adams** and **Wilton Felder**.

Among the first priorities for the Ellison sessions was a remix of "Many Rivers To Cross," now due for single release.

Talent

WHO—WHERE—WHEN

(All entries for WHO—WHERE—WHEN should be sent to Sam Sutherland, Billboard, 1 Astor Plaza, N.Y., N.Y. 10036.)

MERLE HAGGARD (Capitol): Cobo Arena, Detroit, Mich., April 29.

CHRISTOPHER KEARNEY (Capitol): Picadilly Tube, Toronto, April 23-28.

LEO KOTTKE (Capitol): Springfield Municipal Auditorium, Springfield, Mass., April 24.

BOONE FAMILY (MGM): Kansas City, Mo., May 5.

SAMMY DAVIS JR. (MGM): General Electric Special, London, May 3-12.

BROOK BENTON (MGM): Flamboyant Hotel, San Juan, Puerto Rico, May 1-6.

MIKE CURB CONGREGATION (MGM): Hamburg, Germany, May 1-2; Latin Casino, Cherry Hill, N.J., May 4-20.

LOIS JOHNSON (MGM): Hibilly Club, Boston, May 1-6.

LIBERACE (MGM): Cyc Center, Scranton, Pa., April 29; Hersheypark Arena, Hershey, Pa., May 1; Latino Casino, Cherry Hills, N.J., May 3-20.

LOU RAWLS (MGM): Beverly Hills Hotel, Toronto, Canada, April 30-May 5.

RONNIE SESSIONS (MGM): Brickette Lounge, West Chester, Pa., May 4-5.

MEL TILLIS (MGM): Carlsbad, New Mexico, May 4.

HANK WILLIAMS JR. (MGM): Airie Crown Theatre, Chicago, April 29; Manos Theatre, Ellwood City, Pa., May 5.

TEMPTATIONS (Motown): Jacksonville Coliseum, Jacksonville, Fla., April 29; Omni Coliseum, Atlanta, Ga., April 30; Convention Center, Indianapolis, Ind., May 4.

JACKSONVILLE FIVE (Motown): Memorial Coliseum, Portland, Oregon, May 5.

ARTHUR FIEDLER (Polydor): Symphony Hall, Boston, Mass., May 1-June 30.

SHIRLEY BASSEY (United Artists): Lyric Theatre, Baltimore, Md., May 4; JFK Center, Washington, D.C., May 5.

HORACE SILVER (United Artists): Jazz Showcase, Chicago, May 2-6.

DEL REEVES (United Artists): A&J Lounge, Summit, Ill., May 5.

ASLEEP AT THE WHEEL (United Artists): Armadillo Headquarters, Austin, Texas, April 27-28; Liberty Hall, Houston, Texas, May 3-6.

URIAH HEEP (Mercury): Palace Theatre, Waterbury, Conn., April 29.

JOHN MAYALL (Polydor): W.A.G.A. Cricket Ground, Perth, Australia, April 29; Hardrock, Manchester, England, May 3; Rainbow Theatre, London, May 4.

ALICE COOPER (Warner Bros.): Sam Houston Coliseum, Houston, Texas, April 29; Fairground Arena, Oklahoma City, Okla., May 1; Assembly Center, Tulsa, Okla., May 2; Will Rogers Coliseum, Ft. Worth, Texas, May 3; Community Center, Tucson, Ariz., May 5.

BECK, BOGERT & APPICE (Epic): Palladium, Los Angeles, May 5.

DEEP PURPLE (Warner Bros.): Coliseum, El Paso, Texas, April 30; Civic Center, Albuquerque, N.M., May 1; Coliseum, Denver, Colo., May 3; Pershing Auditorium, Lincoln, Neb., May 4; Levitt Arena, Wichita, Kansas, May 5.

FLEETWOOD MAC (Reprise): Coliseum, El Paso, Texas, April 30; Civic Center, Albuquerque, N.M., May 1; Coliseum, Denver, Colo., May 3; Pershing Auditorium, Lincoln, Neb., May 4; Levitt Arena, Wichita, Kansas, May 5.

SEALS & CROFTS (Warner Bros.): Municipal Auditorium, Miami Beach, April 29.

WET WILLIE (Capricorn): Auditorium, Sacramento, Calif., May 1; Palladium, Los Angeles, May 4; Community Concourse, San Diego, Calif., May 5.

BILL DEAL & THE RHODELLES (Buddah): Fayetteville, N.C., May 1; Greenville, S.C., May 4.

BILL WITHERS (Buddah): Columbia Basin, Pasco, Wash., April 26.

PETER NERO (Columbia): Auditorium, Joliet, Ill., May 3; Ahmanson Theatre, Los Angeles, May 4.

MICHAEL TILSON THOMAS (DGG): Buffalo, N.Y., April 29-May 1.

ROBBIE BASHO (Takoma): Palace of Fine Arts, San Francisco, April 13-14.

LARRY CORYELL (Vanguard): Exit Inn, Nashville, Tenn., April 18-25.

MARTIN MULL (Capricorn): SUNY Fredonia, N.Y., April 28.

JOHNNY MATHIS (Columbia): Laurie Auditorium, San Antonio, April 20; Jones Hall, Houston, April 21; Oklahoma City, Okla., April 22.

SHAWN PHILLIPS (A&M): Symphony Hall, Boston, April 15; Lisner Auditorium, Washington, D.C., April 16; Grand Theatre, Kingston, Ont., April 18; Place des Arts, Montreal, April 20; Le Grand Theatre de Quebec, Canada, April 21; Opera House, National Art Center, Ottawa, Canada, April 22; Ford Auditorium, Detroit, April 24; Granda Theatre, Chicago, Ill., April 25; Rivoli Theatre, Indianapolis, Ind., April 26; Allen Theatre, Cleveland, Ohio, April 27; Palace Theatre, Dayton, Ohio, April 28; Springfield Auditorium, Springfield, Ill., May 3; Auditorium Theatre, Rochester, N.Y., May 4; Kleinhans Music Hall, Buffalo, N.Y., May 5.

TUFANO & GIAMMARESE (A&M): Ebbetts Field, Denver, Colo., April 9-14; My Father's Place, Roslyn, N.Y., April 20-22.

SANDY DENNY (A&M): Capitol Theatre, Pasaic, N.J., April 15; Ford Theatre, Detroit, April 24; Granada Theatre, Chicago, April 25; Ebbetts Field, Denver, Colo., April 27-29; Berkeley Community Theatre, Berkeley, Calif., May 4.

HOOKFOOT (A&M): Orpheum Theatre, Boston, April 21; Fort Wayne, Ind., April 27.

RITA COOLIDGE (A&M): Santa Monica Civic Auditorium, Santa Monica, Calif., April 18; Civic Auditorium, San Diego, April 20; Flint Center, Cupertino, Calif., April 21; Municipal Auditorium, Atlanta, Ga., April 28; Place des Arts, Montreal, Canada, May 3; Portland, Maine, May 5.

FANNY (Reprise): Oriental Theatre, Indianapolis, Ind., April 29; Palace Theatre, Providence, R.I., May 4; Orpheum Theatre, Boston, May 5.

MALO (Reprise): Civic Center Auditorium, Springfield, Ill., April 13; Valley Forge Theatre, Valley Forge, Pa., April 15; Berkeley Community Theatre, Berkeley, Calif., April 28.

TRET FURE (MCA): Municipal Auditorium, San Antonio, Texas, April 31; Hofheinz Pavillion, Houston, Texas, April 14; Memorial Auditorium, Dallas, Texas, April 15.

IDES OF MARCH (RCA): Albert Lea, Minn., April 20; Winona, Minn., April 21; Oak Lawn, Ill., April 27; Arcata Theatre, St. Charles, Ill., April 28; Morehead, Minn., May 2; St. Cloud, Minn., May 4; Arnolds Park, Iowa, May 5.

LED ZEPPELIN (Atlantic): Atlanta Stadium, Atlanta, Ga., May 4; Tampa Stadium, Tampa, Fla., May 5.

FACES (Warner Bros.): Boston Gardens, Boston, May 2; Civic Center, Providence, R.I., May 3; Hampton Rhodes Coliseum, Hampton, Va., May 5.

GUESS WHO (RCA): Music Fair, Valley Forge, Pa., May 5.

CHEECH & CHONG (A&M): Main Point, Bryn Mawr, Pa., May 1-2; Miami Beach Convention Center, Miami Beach, May 3-5.

CURTIS MAYFIELD (Buddah): Grambling College, La., May 3.

MUDDY WATERS (Chess): Tour of Australia New Zealand, May 1-14.

RORY GALLAGHER (Polydor): Coliseum, El Paso, Texas, April 30; Coliseum, Denver, Colo., May 1-3; Pershing Audit., May 4.

BO DIDDLEY (Chess): Boston, May 4; Providence, R.I., May 5.

AL GREEN (Hi): European Tour, May 5-19.

DAVID BROMBERG (Columbia): Grendel's Lair, Philadelphia, April 30.

O.C. SMITH (Columbia): Sugar Shack, Boston, April 30-May 6.

BREAD (Elektra): Atlanta, Ga., May 3; Charleston, W. Va., May 4; Richmond, Va., May 5.

HUMBLE PIE (A&M): Forum, Los Angeles, May 4; Winterland, San Francisco, May 5.

MERRY CLAYTON (Ode): El Macombo, Toronto, Canada, April 30-May 5.

GEORGE HAMILTON IV (RCA): Danville, Va., May 5.

CANNED HEAT (United Artists): Billy Herbert Field, Stockton, Calif., April 29; Kinetic Playground, Chicago, May 4-5.

CHRIS DARROW (United Artists): Boarding House, San Francisco, April 24-29; Oliver's, Boston, May 3-6.

JONATHAN EDWARDS (Atco): Clarkstown, N.Y., May 4.

MAIN INGREDIENT (RCA): Richmond, Va., April 15; Oklahoma City, Okla., April 17; El Paso, Texas, April 19; Phoenix, Ariz., April 20; Los Angeles, April 21; Oakland, Calif., April 22; San Diego, Calif., April 23; Washington, D.C., April 27; Baltimore, Md., April 28; Winston-Salem, N.C., April 29; Dayton, Ohio, May 3; Hampton Roads, Va., May 4; Memphis, Tenn., May 5.

HERBIE HANCOCK (Columbia): Denver, Colo., April 30-May 5.

BLOOD, SWEAT & TEARS (Columbia): Ahmanson Theatre, Los Angeles, April 30.

GENTLE GIANT (Columbia): Swing Auditorium, San Bernardino, Calif., April 29.

CREATIVE SOURCE (Sussex): Kings Inn, Freeport, Grand Bahamas, May 4-17.

LEON RUSSELL (Shelter): Jacksonville Coliseum, Jacksonville, Fla., April 29; Civic Arena, Pittsburgh, Pa., May 5.

DANNY DAVIS & THE NASHVILLE BRASS (RCA): Ramada Inn, Louisville, Ky., May 3; Nashville, Tenn., May 4; Coliseum, Jacksonville, Fla., May 5.

VIKKI CARR (Columbia): Mississippi Art Festival, Jackson, Miss., May 5.

CURTIS MAYFIELD (Buddah): Roanoke Civic Center, Va., May 5.

SHA NA NA (Buddah): Radio City, N.Y., May 3.

TEN YEARS AFTER (Columbia): Oshkosh, Wisc., April 29; Minneapolis, Minn., April 30.

GLEN CAMPBELL (Capitol): Town Hall, Birmingham, May 2; Frankfurt, Germany, May 3-4; City Hall, Newcastle, May 5; Palladium, May 6.

ELVIS PRESLEY (RCA): Seattle Center, Seattle, Wash., April 29; Denver Coliseum, Denver, Colo., April 30; Sahara-Tahoe, Lake Tahoe, Nev., May 4-17.

STEVE MILLER BAND (Capitol): Massey Hall, Toronto, May 5; Scranton, Pa., May 5.

WOODY HERMAN: Massey Hall, Toronto, April 29; Lyric Theatre, Baltimore, Md., May 4; JFK Center, Washington, D.C., May 5.

WISHBONE ASH (MCA): Birmingham, Ala., April 29.

ANNE MURRAY (Capitol): Winter Gardens, Bournemouth, April 29; Town Hall, Birmingham, May 2; Frankfurt, Germany, May 3-4; City Hall, Newcastle, May 5.

MOTHER'S FINEST (RCA): Fayetteville, N.C., April 28; Wadesboro, N.C., May 4; La-Grange, Ga., May 5.

STONEWALL JACKSON (Columbia): Cumberland, Md., April 29.

EDMONDS & CURLEY: Buffalo, N.Y., May 4; Chicago, May 5.

DR. HOOK (Columbia): Louisville Downs, Louisville, Ky., May 4; Convention Center, Miami, Fla., May 5.

FLO & EDDIE (Reprise): Sam Houston Coliseum, Music Hall, Houston, Texas, April 29; Fairgrounds Arena, Oklahoma City, Okla., May 1; Assembly Center, Tulsa, Okla., May 2; Will Rogers Coliseum, Ft. Worth, Texas, May 3; Tucson Community Center, Tucson, Ariz., May 5.

CANDI STATON (United Artists): Regal Theatre, Kingston, Jamaica, April 21-23; City Auditorium, Columbia, S.C., April 27; Golden Horseshoe, Leesburg, Va., April 28; Moonlight Inn, Waldorf, Md., April 29.

STEELY DAN (ABC): Civic Municipal Auditorium, Atlanta, Ga., May 3; Coliseum, Charleston, W. Va., May 4; Coliseum, Richmond, Va., May 5.

BIRTHA (ABC/Dunhill): Stoneground, Manchester, England, May 2; Brighton Polytechnic, Sussex, May 3.

BILLY "CRASH" CRADDOCK (ABC/Dunhill): Cobo Arena, Detroit, Mich., April 29.

JIM CROCE (ABC/Dunhill): Alice Tully Hall, N.Y., May 5.

BUDDY ALAN (Capitol): Arie Crown Theatre, Chicago, April 29.

TONY BOOTH (Capitol): Sam Houston Coliseum, So. Bend, Ind., April 29; Arie Crown Theatre, Chicago, April 30.

PETER DUCHIN (Capitol): Pierre Hotel, N.Y., April 27.

Drive Started To Spark U.S. Fest Entries

NEW YORK—Advertising has started in 30 major cities in the U.S. covering a three-week period to attract more entrants for the American Song Festival. Radio will be utilized—both Top 40 and MOR stations, plus a selected number of progressive or FM outlets, said Mike Gershan, vice president of the festival.

The festival, open to professional and nonprofessional songwriters—\$67,000 in prize money is available to each category—will take place in four evenings over Labor Day weekend, Aug. 30-Sept. 2, at the Saratoga Performing Arts Center, Saratoga Springs, N.Y.

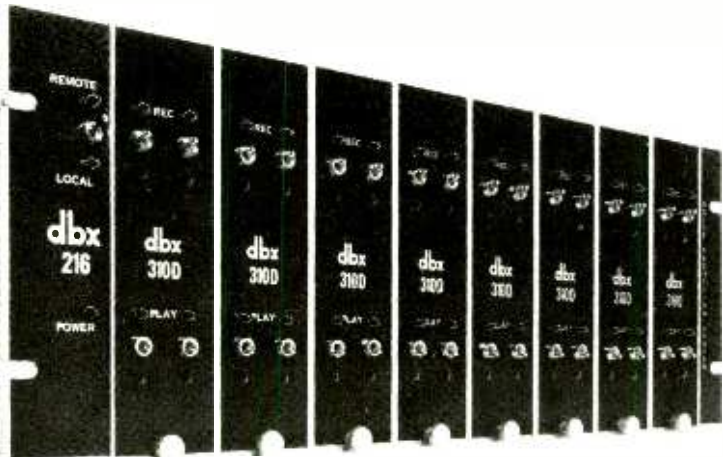
In addition, publishers as well as individual writers are being encouraged to submit material. Larry Goldblatt, festival president said: "I feel sure that by inviting publishers as well as individuals to enter the festival, the level of the competition can only be heightened. Multiple entries from each publisher will be encouraged."

The festival has mailed a brochure containing festival details to publisher members of both ASCAP and BMI. In the professional category only unrecorded songs will be considered.

APRIL 21, 1973, BILLBOARD

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That's what Dick Wingate of WBRU-FM (Providence) reported to *Walrus* in heralding Andy Pratt's new album as the top Reaction Album. That's not all. "Andy Pratt" is also reported as a top Reaction Album at WBCN-FM in Boston,

WBCN-FM in Hartford, WYBC-FM in New Haven, WMMR-FM in Philadelphia, KLOL-FM in Houston and KOL-FM in Seattle. Andy is making new friends wherever he goes, and he seems to be going nationwide.

“Avenging Annie,” the single from the album, “Andy Pratt.” Folks can't wait to get their hands on them.

ANDY PRATT

including:
Avenging Annie/Give It All To Music
Sittin' Down In The Twilight
Summer, Summer/Call Up That Old Friend



On Columbia Records and Tapes

Johnny Rodriguez Posing New Country Teen Pull

Continued from page 1
total by the 21-year-old ranks him with such country superstars as Sonny James and Jerry Lee Lewis. Rodriguez is the youngest male star to hit the country firmament, since the Fifties when youngsters like Faron Young and Elvis Presley made their first chart hits. And even Elvis' country entries, like "Blue Moon of Kentucky" didn't make No. 3 as did the first Rodriguez single.

The Rodriguez single didn't hit No. 1 because much of it was sold in Texas, while a No. 1 requires broader base. On his first Mercury LP, which has sold 105,000 units, over 30,000 has been sold by Jack Bernstein of Heilicher Bros., Dallas. The second single, "You Always Come Back (To Hurting Me)," passed the 100,000 mark last week.

Rodriguez's meteoric success is actually a carefully planned career, conceived by J.T. (Happy) Shahan. He operates an amusement park, Alamo Village, Breckinridge, Tex., which is also a part-time movie location for westerns. Part of the operation is a country music band. In May, 1970, a Texas Ranger friend here called and said they had apprehended a teenager who had stolen and barbecued a goat. The ranger said the youngster had a guitar with him and he enthralled the Uvalde bastille's inmates with his picking and singing. The ranger asked that Shahan become a kind of guardian to the errant youth, who was Rodriguez.

Shahan took Rodriguez under his wing. The boy played on the house band and did some singing at the amusement park, working often with major names whom Shahan booked in for important holidays. Rodriguez met his musical mentor, Tom T. Hall, in late summer, 1970, when the composer-singer did a gig there. Rodriguez also worked as a hand at the Shahan expansive ranch when not at the park.

On May 24, 1972, when Shahan and Hall felt he was ready, Rodriguez joined Hall's Storyteller band on the Coast. Soon after, Rodriguez was fronting the Hall sidemen. He cut his first Mercury single Sept. 11, 1972, with Jerry Kennedy producing. Hall's brother wrote the tune.

Because the Rodriguez single hit so hard in the Lone Star state, Jack Parker of Star Attractions, San Antonio, bought approximately a month of one-nighters for Rodriguez early in 1973. Rodriguez also did a 60-second spot for Pearl Beer, who sponsored the Parker gigs. He was paid \$1,000 nightly for the gigs and \$3,000 for the spot. Parker saw the potential in Rodriguez. He bought additional Pearl-sponsored one-nighters plus most of the holidays and weekends during the entire summer of '73.

Bob Neal, who is managing Rodriguez, is working him out of the territory sporadically and sees Rodriguez heading his own package by fall. Shahan envisions him headlining in Vegas in the fall of 1974. Neal is packaging Rodriguez with Tanya Tucker to emphasize the youth appeal. Neal and Shahan both volunteered Rodriguez's "turn-on" power over young distaffers. The writer saw Rodriguez accept his award as the Most Promising Singer from the Academy of Country and Western Music, Los Angeles, and noted the same reaction from an audience, predominantly young females. Neal estimates that Rodriguez will gross over \$200,000 in 1973 as a single.



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Signings

Continued from page 16

by Jerry Purcell for his GWP Associates in association with Budd Friedman. . . . **The Hillside Singers** have signed a personal management contract with **Bob Rexer** in conjunction with Al Ham Music Productions.

Pianist-composer-arranger **Lonnie Liston Smith** has signed a long-term, exclusive recording contract with Flying Dutchman Records. Smith will record his first album for the label within the month. . . . **Commander Cody & His Lost Planet** have signed for booking representation with Agency for the Performing Arts. . . . **Hub Willson**, songwriter-singer, has signed with Dale Schneck Associates for exclusive personal management. Willson was formerly drummer and writer for **The Shillings** rock group.

Heads, Hands and Feet, U.K., rock band, have signed an exclusive recording contract with Atlantic Records. Under the terms of the contract, individual members will have freedom to record solo ventures, or in any combinations they may choose. Group recently worked on the Jerry Lee Lewis London sessions. First Atlantic album release is titled "Old Soldiers Never Die." . . . **Jaime Canaves** signed to Laney Tunes for exclusive songwriting services.

Dick Monda, arranger, composer and performer, has been signed to a personal management contract with SAS, Inc. Monda has also joined the Buddah Group with a first release out this month. . . . Comic-actor **Milt Kamen** has signed with SAS, Inc. for exclusive management.

Jazz guitarist **Charlie Byrd** has signed an exclusive recording contract with Fantasy Records. Byrd will go into the studios in April with **Orrin Keepnews** producing. The album is scheduled for a late spring release. . . . The David Forest Agency Ltd. has signed the Tulsa-based rock group, **El Raacho**, for representation in all areas. El Raacho has just signed a recording contract with Columbia Records. Larry Shayne Music has signed to co-manage North American publishing rights for Belgium's Radmus Publishing, which includes copyrights for **Focus**. . . . **Doug Dillard** has signed with 20th Century Records and his first LP is "Dueling Banjos." . . . **Larry Grossman**, composer of the Broadway musical, "Minnie's Boys," has signed as a writer with Music Maximus.

Hampton Jazz Fest June 29

HAMPTON, Va.—Duke Ellington, B.B. King, Donny Hathaway, Stevie Wonder and War will top the roster of artists slated to appear at the 1973 Hampton Jazz Festival, set for the Hampton Roads Coliseum on June 29-July 1.

For the fourth consecutive year, Hampton Institute and the city of Hampton will collaborate with Festival Productions Inc., in bringing top-name jazz artists to that city.

This year's festival will feature three days of music and workshops. Opening performance on June 29 will feature Donny Hathaway, Freddie Hubbard, Rahsaan Roland Kirk and the Staple Singers. The June 30 lineup will include Duke Ellington, B.B. King, Stevie Wonder and, appearing for the first time in Hampton, Charlie Mingus. On July 1, Jimmy Witherspoon and War will appear.

Tickets will be \$7, \$6 and \$5, available by mail from the Hampton Roads Coliseum box office.

Warren for Reddy

LAS VEGAS—Michael Warren is the conductor for Helen Reddy, and not Bobby Kroll, as incorrectly listed in a talent review (Billboard, April 14).

Talent In Action

TOWER OF POWER ALICE STUART AND SNAKE

Whisky a Go Go, Los Angeles

Tower of Power, the soul-rock band from Oakland-Berkeley, has become a far smoother and showier stage act since they hit the big time with their Warner Bros. contract. An onstage army of wild-looking horn honkers, Tower of Power creates a tightly-knit, musically valid show. Raunchily riveting, Tower of Power made an animated presentation of "You're Still A Young Man," and their other record stepping stones.

Alice Stuart is not a man, she's a Mill Valley funk queen in buckskins, bare midriff and afro hairdo. Snake is her drummer and bassist. Stuart plays whumping guitar and belts out bluesy vocals in the tradition of San Francisco fem wailers. It's a pleasurable, tasty act, and one that has not attained the glory it deserves for previous Fantasy albums.

NAT FREDLAND

GENESIS SANDY DENNY

Philharmonic Hall, New York

British reviewers have been heralding Genesis as the best live act ever seen. That they are not; but they are certainly innovative and skillful enough to have a major impact on pop performing.

Lead singer and writer Peter Gabriel carries the show visually both with his dramatic movements and with an assortment of narrative disguises. The musicians, stark and motionless, are brilliantly precise, playing dazzling, convoluted rhythms with hairsbreadth accuracy. But the music is painfully difficult to get into, relying more on the band's impressive sense of dynamics than on melody. And the aspect of seriousness that surrounds the show undermines the essential humor and humanity of Gabriel's vision. The band deserved their standing ovation, but they also deserve to expand and communicate on a more direct level. Genesis record for Charisma.

Considering the fact that it was Genesis' audience, the reception that Sandy Denny got for her opening set was quite a tribute. The greatest applause came for her version of "Matty Groves," formerly a staple of one of the longer-lived Fairport Conventions. She also performed songs from her two A&M solo albums, including an unaccompanied "Quiet Joys of Brotherhood" that sent shivers down every sentient spine in the house. Miss Denny is an incomparable vocal dramatist, as intense and powerful a singer as can be found. Her performance tends to be weighted down by the gloominess of her compositions, but it is also buoyed up by her sheer control and style.

NANCY ERLICH

PAUL BUTTERFIELD/ BETTER DAYS DOUG SAHM

Philharmonic Hall, New York

Better Days is the highly touted new group formed by Bearsville Records artist Paul Butterfield, long a potent name in the white blues field. Better Days is more of the same—a tight group reworking the familiar riffs and chords of the electric black blues bands. Butterfield dominates the group on harmonica and vocals and works with much energy and enthusiasm.

It is probably the best group he's led in his lengthy career and shows the effect of much woodshedding at Woodstock. Audience response was ecstatic.

Doug Sahm, reviewed here recently, maintains his individual strength in fusing together country, rock and blues.

IAN DOVE

CURTIS MAYFIELD, TAJ MAHAL

Philharmonic Hall, New York

The success of his soundtrack and album of the "Superfly" film has driven Curtis Mayfield, Curtom artist, into ignoring his earlier success, both as a single and with the Impressions, and concentrating on songs of social significance. His songs, performed in continuous stream with scarcely a break, deal with life on the street and in the ghetto. It is sermonizing of a sort, but exceptionally well done.

Packed audience gave him a standing ovation at the end and were responsive to Mayfield's material. Mayfield worked merely with a four piece group which was more than adequate for his material, which doesn't really require fleshing out instrumentally. The lyrics are the most important part.

Also on the bill was Taj Mahal, Columbia artist, who mainly worked solo except when joined by three girl singers for three numbers. Mahal looks back at his roots for his material which mainly consists of reworking traditional blues stanzas. Also Mahal abhors a vacuum—he places grunts, cries, mutterings, whoops, hollers into every spare corner of his material.

IAN DOVE

JOHN STEWART DIANE KOLBY

Troubadour, Los Angeles

John Stewart brought his personalized version of Americana, complete with songs of the common man, down-home humor and immediate audience rapport to Los Angeles, putting together the kind of show only a seasoned and skilled performer can.

It takes a certain kind of performer to stand up in a cowboy outfit and sing of the lure of the road for a nine-year-old boy, memories of the old home town

and loves won and lost, but Stewart does it easily. The combination of his strong voice and acoustic guitar with an electric back-up band headed by Chris Darrow is a perfect mixture. Stewart's personality and easy rapport with the audience showed best during his monologue about high school in the fifties, followed by a humorous tune made up mainly of fifties song titles.

Long regarded as a fine artist who is constantly "on the brink," Stewart, who records for RCA, may finally be headed for the star category, especially if his latest performance here and audience reaction to it are any kind of barometer.

Opening the evening was Diane Kolby, Columbia Records artist, straight from the 100-person metropolis of Rooterstville, Tex. Miss Kolby's powerful voice, excellent guitar work and completely natural stage presence accentuates her excellent selection of material ranging from tunes about her family's maid to straight blues to gospel. For a newcomer, Ms. Kolby appears to have everything she needs to become a top attraction and it is unlikely she will be an opening act much longer.

BOB KIRSCH

PINK FLOYD

Radio City Music Hall, New York

No matter who tops the bill during any of the late-night rock concerts held at Radio City, the hall itself is the real star. The last, and greatest, of America's showplaces has in the past months afforded the half-dozen or so artists who have worked there the opportunity of presenting programs no other theatre could have matched.

Some artists have been dwarfed by both the experience and the hall, while others have exploited the showplace's spectacular effects and filled the hall with spectacular productions. Pink Floyd conjured wanton expectations from both its hard-core fans and those listeners who were veterans of the Music Hall rock series. Neither group was to be denied.

Rising on a center stage platform, behind torrential clouds of red steam, the band bowed the crowd with its electronic ("First in Space") virtuosity and its command of production techniques. With pre-recorded tapes and mellotron, keyboard man Richard Wright whirled sounds around the hall through speakers placed in all the corners. Massive driving melody lines gave way to layered, richly textured solos and pure electronic sound breaks.

Dangling above the group was a huge mirrored ball, lit from behind and enveloped in smoke and representing the liemotif of their new Harvest album, "Dark Side of the Moon."

And at four in the morning—the concert, scheduled to begin at 1 a.m., didn't begin until nearly 2—the SRO crowd bellowed for still more when Pink Floyd left the stage after two supercharged hours of sonorous music.

ETHEL ENNIS

Persian Room, New York

Ethel Ennis' Persian Room debut gave the veteran singer a fine opportunity to prove she can do more than belt out the national anthem, her most recent claim to fame. With Vice President Agnew in the audience and a roomful of other friends and critics, Miss Ennis (introduced by Arthur Godfrey) displayed a fine, warm voice with an exceptional range.

Her tunes spanned from Gladys Shelley's "I Believe in Love" to a well-integrated medley blending "Here Comes That Rainy" with "Rainy Days and Mondays." Miss Ennis also uses very effectively an eerie vocal device as an instrument on the bridge of several numbers. An oriental flavored song, "China Gate," completely flustered the audience, and a campy marijuana tribute, "Growing My Own," enhanced by feigned tokes, raised several eyebrows among the adult folk.

Although her act could pick up on pacing and patter, the BASF artist is an infectious and ingratiating performer. Her band provided elegant jazz-styled backup. "Star-Spangled Banner," a ringer called out. And just how many entertainers get that request thrown at them. She obliged with her expressive, soulful a capella rendition, earning herself a twofold standing ovation.

PHIL GELORMINE

THE SOUL CHILDREN

Apollo Theater, Harlem

The Soul Children, Stax Records, is a relatively new four member vocal group which, with remarkable expertise and success, applies the increasingly popular Memphis Sound to a broad spectrum of musical forms.

The group—two girls and two guys—originated as studio artists at Stax Records, and was subsequently brought together by Isaac Hayes and David Porter.

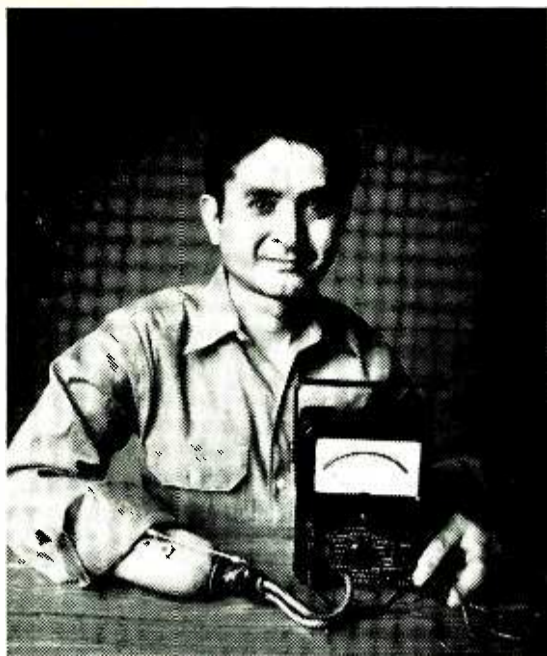
Because of their past experience in working as individual performers, the group's members are as at home performing solo numbers as they are working out as a team.

Backed by a 14 piece orchestra whose emphasis is on brass and guitars, The Soul Children release their talent with such spirited enthusiasm that their audience is automatically caught up in an electrifying sound experience.

The group has had two albums of its own released by Stax, but it was their recent scintillating performance at the Wattstax benefit in California that really turned the focus of public attention on them.

Their recent Apollo appearance also featured such artists as "Joe Simon" and "The Soul Generation."

RADCLIFFE JOE



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There's a name for a place that employs men and women with serious physical and mental handicaps. It's called a "sheltered workshop."

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Latin Music

Latin Scene

MIAMI

Sonido y Discos is undergoing a facelift in its SW 1st St. store, and manager Oscar Gutierrez says it will be the most modern record shop in "Little Havana." . . . The long awaited salsa LP by Rolando Laserie (Musart) will be released here next week. . . . Yayo el Indio (Alegre) opened Thursday (12) at Centro Espanol. His "Moja-te Los Labios" is still strong here. . . . Luis Hernandez, formerly with WBNX in New York City and WKBM in Puerto Rico has joined the staff of WCMQ as a disk jockey. . . . Los Bravos' (Alhambra) new LP, on the market only 3 months has sold over 1500 copies. . . . Sarita Montiel (Alhambra) has a new LP out. . . . Ultra Records is having their best period of business in a long time, according to Ultra Pres. M. Palmero.

The new LP by Los Violines de Pego (Teca) makes over 40 LP's recorded by this group. . . . WFAB, "La Fabulosa," presented Celia Cruz with a "key to the city" when she was in town. Popular disk jockey at WFAB Pimentel Molina has just returned to action after a prolonged stay in the hospital. He received thousands of well wishes while there. . . . Ray Barreto (Fania) played to an SRO house April 7, even though there was stiff competition. . . . The dance business is becoming cut throat as promoters are fighting each other by cutting prices, thereby cutting profits for all. A foreseeable side effect will be that out of town bands will have to cut their prices if they want to play this market. . . . Ricardo Rey (Gema) now appearing at Centro Espanol. . . . Local rock band Antiques (Funny) new LP is selling well. . . . Rudy Hernandez' (Aro) new LP is on the streets. . . . Susie Ramos (Gema) will have her new LP out soon. . . . Celia Cruz (Tico) played a concert/dance in Tampa with Javier Vasquez Orch. Friday, 14.

ART (ARTURO) KAPPER

PUERTO RICO

According to 1972 figures submitted by CACODI (DJ Association of Mexico), three Puerto Rican recording artists: Carlos Feli-

James Brown Mobbed in Rio; Cops Called

RIO DE JANEIRO—Police were called to halt people from trying to hear -oul-singer James Brown (Polydor) at Rio's big Caneao night-club. A stream of crashers tried to get in by climbing a wall. Police broke it up. On his Brazilian trip, Brown and his group of 22, made TV appearances in Sao Paulo and a one-night performance in Rio de Janeiro.

At a press conference, Brown protested that U.S. racism kept him from TV. He told the Brazilians that he sold 40 million records in his career, and told the story of his life as a rise from poverty and the reformatory to power and riches. He said that an orchestra leader had included him in four Bs—Bach, Beethoven, Brahms and Brown. "But I sold more records than all three of them together," Brown claimed.

ciano (RCA). **Carmita Jimenez** (Hit Parade) and **Chucho Avellanet** (UA) held the number 2 spot in the list of non-Mexican artists appearing in person in Mexico City clubs. Only artists whose records are pressed in Mexico were included in the list. Spain led with five names. . . . A new association comprising disk jockeys, program directors and television program conductors has been established and will hold its first official meeting soon. **Luis Vigoreaux**, veteran TV producer-owner of three one-hour weekly variety shows over Channel 4, will be its first president.

For the first time in Puerto Rico a series of concerts featuring singer **Roberta Flack** (Atlantic) will be held April 17-21 at the Flamboyant Hotel. Admission will be \$15.00 and \$10.00. Other recent recording-artists appearing here were: **Jerry Vale** (Columbia) and **Eartha Kitt** at San Jeronimo Hotel; **Mel Torme**, **Jose Feliciano** and **Ella Fitzgerald** at the Flamboyant Hotel.

ANTONIO CONTRERAS

TEXAS

Top Mexican artist **Lucha Villa** has included several Texas writers songs on her current best selling album, "Pure Norte, Vol. 2." . . . **Mike Rios** of KOPY-AM, Alice, is the dean of Spanish announcers, having been on the air for twenty years. . . . **Domingo Pema** remains a television fixture in the South Texas area having led his

time segment in ARB ratings for over six years. . . . **Tear Drop** label's **Charlie & the Jives** are one of the many Texas groups who have recorded the song written by **Juan Gabriel** entitled, "No Tenge Dinere" . . . **Johnny Zaragosa** of Key-Loc Records has joined in a cause with **Tony "The Top" Hernandez** of Buena Suerte Records in keeping the price of albums to retailers on a top dollar basis. Zaragosa feels too many Tex-Mex labels cut their prices to distributors and is leading a contingent of the top labels in holding the line and selling to only qualified rack jobbers and distribution companies. . . . The two top record manufacturing companies in the state, **Tanner 'n Texas** of San Antonio and **Houston Records Manufacturing Company**, report production of Spanish material at an all time high.

CHARLIE BRITE

Alhambra Into Own Distributor

SAN JUAN—The newly-formed Alhambra Records of Puerto Rico has taken over the distribution of Alhambra Records and allied lines here. Headquartered with sales offices and warehouse facilities in Hato Rey, Alhambra is a division of Fabrica de Discos Columbia, S.A., in Madrid. Named to supervise the new operation is Enrique M. Carea, international director of Columbia S.A.

Billboard SPECIAL SURVEY for Week Ending 4/21/73

Billboard Special Survey Hot Latin LP's

IN NEW YORK

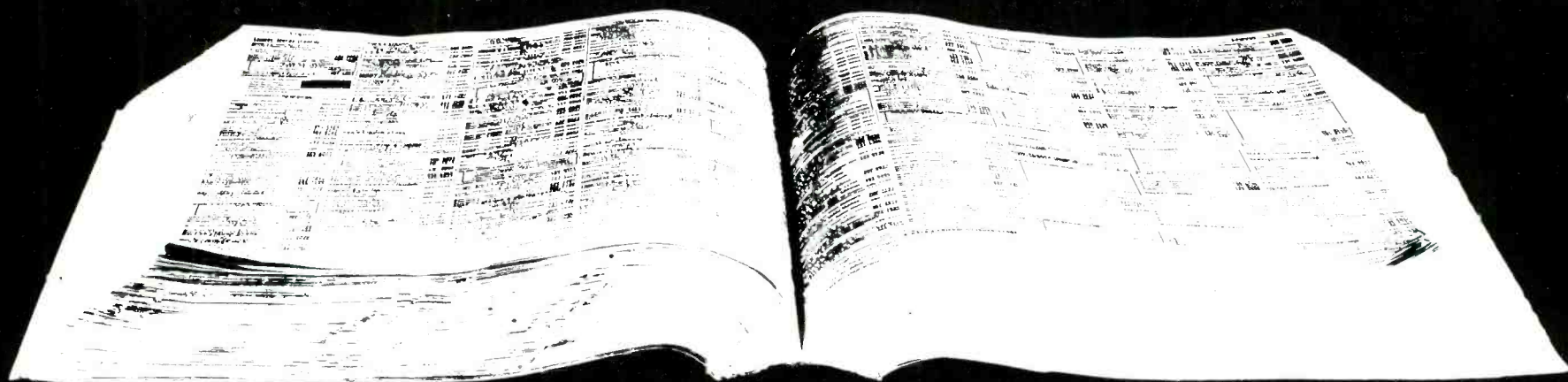
This Week	TITLE—Artist, Label & Number (Distributing Label)	This Week	
1	TEDDY TRINIDAD Yo Quiero Amarte Una Vez Mas, Fania 00421	11	LOS GALOS Album de Oro, Parnaso 1110
2	NORMAN PONCE Has Regresado Viejo Amigo, Caytronics 1372	12	LOS ANGELES NEGROS Vol. 5, Parnaso 1105
3	TITO RODRIGUEZ 25th Anniversary, T.R. Records 500	13	YACO MONTI Me Voy Y No Llores, Parnaso 1101
4	CAMILO SESTO Algo de Mi, Ponto 1002	14	EDDIE PALMIERI Eddie Palmieri at Sing Sing, Parnaso 1303
5	NELSON NED Nelson Ned Vol. III, U.A. Latino 31083	15	FANIA ALLSTARS Live At The Cheetah, Vol II, Fania 00416
6	MARCO ANTONIO MUNIZ Y Entonces, Arcano	16	RAY BARRETTO Que Viva La Musica, Fania 00427
7	JOSE MIGUEL CLASS Quien Quiere Un Corazon Neliz	17	WILLIE COLON El Juicio, Fania 00424
8	LA SELECTA Jibaro Soy, Borinquen	18	SANDRO Te Espero, Caytronics 1363
9	RAPHAEL Se Llama Jesus, Parnaso 1119	19	YAYO EL INDIO El Nuevo Yayo Alegre 2001
10	LOS ANGELES NEGROS Y Volvere, Parnaso 1070	20	VICENTE FERNANDEZ Volver Volver, Caytronics 1333

IN CHICAGO

1	VICENTE FERNANDEZ Volver Volver, Caytronics 1333	11	LOS ANGELES NEGROS Porque Te Quiero Vol. 5, Parnaso 1105
2	JUAN GABRIEL No Tengo Dinero, Arcano 3023	12	YACO MONTI Me Voy Y No Llores, Parnaso 1101
3	VICTOR ITURBI Veronica, Miami 6043	13	FREDDY MARTINEZ E Embajador, Freddy 1006
4	JULIO IGLESIAS Rio Rebelde, Alhambra 10	14	CORNELIO REYNA Cornelio, CR 5030
5	RODOLFO Sufrr, Fuentes 3143	15	LOS ANGELES NEGROS Y Volvere, Parnaso 1070
6	SONNY OZUNA El Internacional, Ky Loc 3017	16	VIRGINIA LOPEZ Volvere El Amor, Gas 4073
7	SANDRO Te Espero Caytronics 1363	17	WILLIE COLON El Juicio, Fania 00424
8	WILLIE COLON Asalto Navideno, Fania 399	18	ISMAEL RIVERA Esto Fue Lo Que Trajo El Barco, Tico 1505
9	YOLANDA DEL RIO La Hija de Nadie, Arcano 3202	19	LA LUPE Free Again, Tico 1306
10	LOS MUECAS Los Muecas, Caytronics 1351	20	COKE Sound Triangle Records 7773

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Radio-TV programming

JACOBS INTERVIEW:

Secret Research Provides 3,000 Record Playlist for Young DJ's

EDITOR'S NOTE: This is the latest installment of an in-depth interview with Ron Jacobs, program director of KGB-AM-FM, San Diego, and the man who programmed KHJ-AM in Los Angeles into one of the nation's most successful rockers. The interview was conducted at Jacobs' La Jolla home by Claude Hall, radio-TV editor of the Billboard.

JACOBS: Familiarity is a very tricky business when it comes to songs. You can't say that what's familiar is just what the audience heard on the radio. I know that this is true because when people buy an album, they're buying more that is unfamiliar material than that which is familiar. If I hear "You're So Vain" enough and go out and buy the Carly Simon album, I'm still buying more songs that I haven't heard than I've heard because those albums are shrink-wrapped in cellophane . . . I can't sit in a booth anymore at Music City record store and check the album out. There's hardly a record anymore that you can sit and listen to in a store before buying it. And after they buy the album and take it home, they hear those songs over and over on their record players. So, exposure is not anymore just what they hear on the radio—it's what they hear at home. There's been a factor of in-home listening influencing familiarity since 1966. And most program directors don't apply that factor to their programming.

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HALL: So, how do you find out what's familiar?

JACOBS: Well, what we did was go through the Miles chart display and made 27,000 decisions about whether we even wanted each given record in the studio. "Tossin' and Turning" by Bobby Lewis was easy. It was a No. 1 record and there it is in the Miles chart display and obviously we want that. And, because I've only involved myself at the station with younger people than myself, we had long brain sessions about records, going through all of the data that was available. I've also brought people in from out of the city and had them locked up for days . . . where they just tell us about songs that were played on, say, FM radio in Boston over a couple of years. Same with someone who'd been in New York, right? This gave us some wider grasp of records that were familiar. Picking the music was the most exciting part of the whole thing. Now then . . . we're not playing just 40 records over and over again, right?

HALL: How many?

JACOBS: Over 3,000. Okay, here we go to last year, right? A hit from the Chicago V album . . . side one, cut one. It's four minutes and 53 seconds long. It's got a 34-second intro. We find in our system it has that number and this number here on the list is the year that it came out. Now, I'll give you a quick example . . . these are songs alphabetically . . . and this out here is the key . . . the category that determines how often that cut gets on the air and when it gets on . . . this is the part that we wouldn't let anybody see. We have 15 categories and you could sit down for weeks writing down the songs that we play and chances are you'd never be able to figure the system out. But what I want to show you now is the artist side of the system and I'll give you a really dramatic example—we're talking about familiarity, right? Let's take a really good contemporary group such as the Band. How many songs by the Band do you think are available for play?

HALL: I haven't heard them all. I'd say at least two . . . maybe three.

JACOBS: Okay, but look at this. We start off with "Across the Great Divide" from last year, "Caledonia Mission" from the "Big Pink" album, what about "Chest Fever," you know.

HALL: I count 29 total tunes there on the list by the Band.

JACOBS: Wait a second. Let's go back first and test your memory. From the standpoint of your Billboard numbers, we know that "The Weight" was No. 63 on the chart in the year 1968. Now there's a good example of what we're talking about. Who cares about "The Weight" being No. 63 as an album and No. 3 as a single five years ago? The most important thing is that the "Music From Big Pink" was some of the most important music that year or any year. That was the album that exploded that group. This column here is all Billboard chart maximums. "Up on Cripple Creek" went to No. 25, "Time to Kill" hit No. 77. We could have sat here all day and you wouldn't have remembered the song "Time to Kill." Neither would I. Unless you're Bobby Fisher, how are you going to remember 3,000 titles? It's easy when you're doing Top 40 . . . maybe that's why they're doing it still . . . anyone with an average mentality can remember 40 songs and change five or 10 a week. But when you're dealing with more than 3,000 songs in 15 different categories, you'd better damned well know what you're doing. What I'm saying is that the Band, who has "Rock of Ages," "Music From Big Pink," "Cahoots," "Stage Fright," and an album titled "The Band," is gonna have some songs that are familiar. Then, at that point, it gets even more refined . . . were looking at it here . . . this is for you to see, but nobody else . . . you can see that we have "Across the Great Divide" in a different category from "Caledonia Mission."

HALL: Well, how do you set up your rotation pattern?

JACOBS: Basically, it goes through a few more procedures. And the air personalities have their options. Our procedure—and our philosophy—is this: And I haven't talked enough yet about the owners, because I think they're probably the most progressive owners in radio or otherwise we wouldn't have been able to do this. Willit Brown is a true pioneer in radio and his son Mike is about our age and very perceptive to the sociological changes that are going on and likes to listen to this kind of music on radio. And the people who work at the station . . . everyone from Rick Liebert here to the air personalities, okay? It ain't just me, KGB-AM-FM, you know? I mean, I always get all the ink, but this station is a combina-

(Continued on page 26)



STEVE McCLEAN, air personality with KMET-FM, Los Angeles, progressive station, receives a plaque from Warner Bros. Records for helping break the "Holland" album by the Beach Boys. From left: Dave Urso, local promotion manager of Warner Bros.; McClean; Bob Greenberg, assistant national promotion director of Warner Bros.; and Richard Kimball of KMET-FM.

50 Stations Buy 'Conti. Country'

LOS ANGELES—"Continental Country," the three-hour weekly radio show syndicated by Diamond P Enterprises here, reached 50 markets last week with the addition of KFDI-AM, Wichita, Kan., according to Harvey Palash, president. Other stations that the show is being featured on include WRCP-AM, Philadelphia; KRAK-AM, Sacramento; KLAC-AM, Los Angeles; WIRE-AM, Indianapolis; KENR-AM, Houston; WKDA-AM, Nashville; WIL-AM, St. Louis; WUBE-AM, Cincinnati; and WITL-AM, Lansing, Mich. George Savage, director of marketing for Diamond P, said it was undoubtedly the fastest growing show he'd ever heard of in the world of syndication. The show has been on the air only nine weeks.

Produced by Phillip Browning and executive producer Frank Furino, the show has been focusing in recent weeks on live interviews with artists such as Mac Davis, Eddy Arnold, Glen Campbell, Roy Clark, Tom T. Hall, Johnny Rodriguez, Faron Young, Stu Hamblen, Joe Stampley, Donna Fargo, John Davidson, Charlie McCoy, and Sheb Wooley. Host of the show is MGM Records artist Jerry Naylor. In some cases, Naylor has an artist—as he did with Eddy Arnold—sit in for a whole hour with him and serve more as a guest host than as the subject of an interview.

Many of the markets are sponsored by Rodeway Inns of America, via an arrangement with Jim Gipson, Rodeway vice president. Rodeway, headquartered in Dallas, sponsored the show in 10 markets as a test and has now extended that to a total of 66 markets. But many stations are buying the show outright; each hour has 12 commercial availabilities, plus five minutes for news. The show is shipped via three albums in stereo. Fidelitone, Los Angeles, does the pressing. Chuck Druce engineers the show in Diamond P's studios in Los Angeles. The show is written by Furino and Browning. Browning also picks most of the music.

Besides Savage, the show is also sold through Merrill Barr, general manager of Hap Day Industries, a Diamond P subsidiary located in Boston.



WOLFFMAN JACK INTERVIEWS Rick Wakeman, left, and Alan White, right, of the group Yes on Atlantic Records for his nationally-syndicated radio show. The group was in Los Angeles, home base for the radio show, performing at the Forum. Jack previewed material from the group's new "Yessongs" LP.

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International Playboy

Atlantic 2961

Wilson Pickett

Produced by The Staff for Gamble-Huff Productions Inc.
From Atlantic LP 8270

Let's Stay Together

Atlantic 2954

Margie Joseph

Arranged and Produced by Arif Mardin
From Atlantic LP 7248

Bad, Bold and Beautiful, Girl

Atco 6919

The Persuaders

Produced by Bobby Poindexter for A-Side Productions
From the hit album "The Persuaders" Atco LP 7021

Crying Man

Atlantic 2955

Clyde Brown

Produced by L. Taylor, B. Sigler & P. Hurtt

Spell

Atco 69610

Blue Magic

Produced by Norman Harris for W.M.O.T., Inc.

Where Soul Began... Atlantic Records



Secret Research Provides Playlist

• Continued from page 24

tion of people and Rick Liebert there, who's only 24 years old, is going to know more about what you and I are talking about than us. Anyway, what I'm saying is that you can apply logic and research to music like this—progressive rock. There's nothing scary about progressive rock . . . I mean that whole area when it started was called acid music; I've never known what that term was supposed to mean.

HALL: The idea, I think, was that people dropped acid when listening to it.

LIEBERT: A very reactionary label.

HALL: I put the term "progressive rock" on the music to give it a better national image, especially at the Madison Avenue national sales level.

JACOBS: Here's the philosophical aspect. If you're a disk jockey here, you're a great chef. I want to provide you with a spotless room with white tile. An immaculate area of stainless steel. A chopping block. I want to give you shelves with every spice imaginable. I want to fill the refrigerator

with every conceivable ingredient. I've got to provide you with all that in order for you to do your thing. At the point where you come in to do your job, my responsibility in this analogy backs off. A combination of all of the ingredients and your own particular talent, touch, feeling, is the recipe. A mix that is truly unique and different from day to day. Even hour to hour.

HALL: So, the disk jockeys are allowed some freedom?

JACOBS: Certainly. They wouldn't be working at the station if it wasn't for that. There isn't a guy working at KGB-AM-FM that hasn't worked in at least one bigger market. I don't hire guys here unless they've worked on both AM and FM and have worked in a larger market.

HALL: What's the air personality lineup?

JACOBS: Cap'n Billy, who is Bill Hergonson, he was on KRLL-AM in Los Angeles before he came here. His age is 24. Then there's Jess Bullet, who's probably our oldest guy. He's 29 and does 10 a.m. until 2 p.m. Ernie Gladden is 24 and does 2-6 p.m. and has been on the air in Chicago. And this staff that I hired is still here . . . one of the greatest staffs I've ever worked with . . . no ego problems. Gabriel Wisdom does 6-10 p.m., celebrated his 23rd birthday just recently. At 10 p.m., we split programming and suddenly become two radio stations. And on FM is Bob Coburn who's 24 and Richey D. Rogers is on AM. Then Earl Jive. Swing is Steve Cape. And our news department is dynamite; I've never worked on a radio station where the news department got so much fan mail. And we're doing new things in news, because I started with the same concept when I got here that I didn't know anything . . . and would base what we did on research. When I got here, the station was playing news from 7:19 a.m. to 7:28 a.m. because KCBQ-AM and KGB-AM had chased each other around the clock thinking to avoid tuneout. Well, we brought our news on very

simply—we have commuter news, which is very logically done at 6:25 a.m., 6:55 a.m., 7:25 a.m., 7:55 a.m., and 8:25 a.m. We have our mid-day news and we have three afternoon commuter news programs five minutes before the half-hour in drive time. That's no big flash, but it's what our research told us.

NEXT WEEK: Do higher ratings bring greater popularity for a program director with record company promotion men?

Yesteryear's Hits

POP SINGLES—Five Years Ago April 20, 1968

1. Honey—Bobby Goldsboro (United Artists)
2. Young Girl—Union Gap featuring Gary Puckett (Columbia)
3. Cry Like A Baby—Box Tops (Mala)
4. Lady Madonna—Beatles (Capitol)
5. (Sweet Sweet Baby) Since You've Been Gone—Aretha Franklin (Atlantic)
6. (Sittin' On) The Dock of the Bay—Otis Redding (Volt)
7. The Ballad of Bonnie and Clyde—George Fame (Epic)
8. Dance to the Music—Sly & The Family Stone (Epic)
9. I Got The Feelin'—James Brown & The Famous Flames (King)
10. The Mighty Quinn—Manfred Mann (Mercury)

POP ALBUMS—Five Years Ago April 20, 1968

1. The Graduate—Soundtrack (Columbia)
2. Blooming Hits—Paul Mauriat & His Orch. (Philips)
3. Lady Soul—Aretha Franklin (Atlantic)
4. The Dock of the Bay—Otis Redding (Volt)
5. Parsley, Sage, Rosemary & Thyme—Simon & Garfunkel (Columbia)
6. Valley of the Dolls—Dionne Warwick (Scepter)
7. The Good, the Bad & the Ugly—Soundtrack (United Artists)
8. Disraeli Gears—Cream (Atco)
9. To Russell, My Brother, Whom I Slept With—Bill Cosby (Warner Bros.)
10. Once Upon A Dream—Rascals (Atlantic)

POP SINGLES—Ten Years Ago April 20, 1963

1. He's So Fine—Chiffons (Laurie)
2. Can't Get Used to Losing You—Andy Williams (Columbia)
3. I Will Follow Him—Little Peggy March (RCA Victor)
4. Puff (The Magic Dragon)—Peter, Paul & Mary (Warner Bros.)
5. Baby Workout—Jackie Wilson (Brunswick)
6. Young Lovers—Paul & Paula (Philips)
7. South Street—Orions (Cameo)
8. Don't Say Nothing Bad About My Baby—Cookies (Dimension)
9. Pipeline—Chantays (Dot)
10. Do the Bird—Dee Dee Sharp (Cameo)

POP ALBUMS—Ten Years Ago April 20, 1963

1. West Side Story—Soundtrack (Columbia)
2. Songs I Sing on the Jackie Gleason Show—Frank Fontaine (ABC-Paramount)
3. Moving—Peter, Paul & Mary (Warner Bros.)
4. Moon River & Other Great Movie Themes—Andy Williams (Columbia)
5. Richard Chamberlain Sings (MGM)
6. Peter, Paul & Mary (Warner Bros.)
7. I Left My Heart In San Francisco—Tony Bennett (Columbia)
8. Kingston Trio #16 (Capitol)
9. Jazz Samba—Stan Getz & Charlie Byrd (Verve)
10. Paul & Paula Sing For Young Lovers (Philips)

Vox Jox

By CLAUDE HALL
Radio-TV Editor

★ ★ ★
Scott Burton is now operations manager of KSD-AM, St. Louis; he'd been doing the noon-3 p.m. show on WWDC-AM, MOR station in Washington. . . . By the way, Ed Hartley of W W D C-AM, Washington, came by the Billboard suite during the NAB convention. **Ed Robinson**, program director of WAME-AM, Charlotte, is looking for a production man and copy writer. . . . **Steve Clark** is doing the 9 p.m.-1 a.m. show on WWDJ-AM, New York. . . . Got a note from **Roosevelt (Rick Wright) Wright**, an assistant professor at North Carolina Central University in Durham, and he mentioned working at WNDR-AM in Syracuse, N.Y., and "if you could, say hello to **Happy Jack, Don Bombard, Jim O'Brien, Big George, Fran**, and the rest." Rick is doing radio research for his doctorate on the effects of selected contemporary radio formats on mood behavior and information retention of junior high school students; wants to find how well they understand what they have heard. Would like to hear from others involved in radio research. And you can reach him either at the university where he's radio-TV coordinator or through WDNC-AM, where he does weekend work.



CLARK

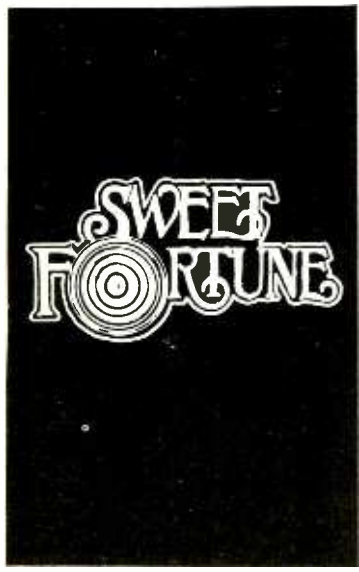
★ ★ ★
Tom Daren has been named program director at WMBR-AM, Jacksonville, Fla., following the departure of **Al Blake** to KOIN-AM, Portland, Ore. Daren adds: "Here's an idea that maybe some other program director types might want to consider the next time they have someone on the staff with a large following who decides to leave. Instead of just sneaking Al out of the back door and a new morning man in the front, we went on the air and told everybody he was leaving. We also mentioned the fact that the boss, **Elton Chick**, didn't see this as a problem because anybody can be a disk jockey! So the staff challenged the boss to go on the air the following Monday and he accepted. Unknown to the staff, however, was the fact that **Ed Ripley**, program director of our sister station in Tampa, WDAE-AM, was driving up to Jacksonville in the middle of the night to take the boss' place on the air. Ed did a

★ ★ ★
John (Captain John) Lodge has left WAYS-AM, Charlotte, to work at KHJ-AM, Los Angeles. . . . **Claude Barnett**, general manager of KIDD-AM in Monterey, Calif., reports that **Jim Fairbanks** is the new program director of the station and the lineup reads: **Jerry Teel** 6-10 a.m., **Fairbanks** until 2 p.m., **Dave Bennett** 2-7 p.m., and **Don Williams** 7-midnight. . . . **Mike Kelly** has left WFEC-AM, Harrisburg, Pa., to do weekends at CKLW-AM, Detroit. . . . **Chris Michaels** of such stations as WINX-AM and WPGC-AM in Washington is looking for a new job. You can reach him at (516) 587-0912. I suppose that many of you know by now that **Sebastian Stone**, program director of KFRC-AM in San Francisco, has departed the station. I don't know why. He'd done a great job for the RKO General chain at WOR-FM, New York, and is one of the better program directors in the nation. In San Francisco, the rockers on AM just aren't cutting the mustard, period; they have to settle for demographics rather than a commanding audience. It's a sign of the times, for various markets, rather than the fault of any particular program director, I believe.

Two openings at KOMA-AM, Oklahoma City — the afternoon drive slot and the all-night slot; both require first tickets. . . . **Dick Carr** is now general manager of WIL-AM, St. Louis country music station. He'd been general manager of a pop music station in Las Vegas and before that managed KCMO-AM, Kansas City. . . . **Steve Rivers** is leaving KOMA-AM in Oklahoma City to join WZGC-FM in Atlanta. . . . **Tony Martin** is looking for adult rock or country air personality work; 314-353-2452. . . . **Les Garland** is now program director of KYNO-AM in Fresno, Calif.; **Sean Conrad** left the Fresno station to become program director of WDAI-FM in Chicago. . . . **KNOW-AM**, Austin, Tex., is looking for an all-night man; good city. . . . **Warren Duffy** is now working at KDAY-AM, Los Angeles; he'd been producing records, but many of us recalled him from the days when he programmed WPGC-AM-FM, Washington, and later WMEX-AM, Boston.

★ ★ ★
Pat St. John from WRIF-FM, Detroit, and **Larry Miller** from KLOS-FM, Los Angeles, have joined WPLJ-FM, New York. All three stations are owned by ABC. John does 6-10 p.m., Miller does 2-6 p.m. . . . **Marc Alan** has been named music director of KOYY-AM, Chicago. . . .

(Continued on page 29)



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Programmers Show 'Power' at IBS Meet

WASHINGTON—College radio programmers attending the IBS National Convention here during the weekend of March 23-25 offered a variety of new concepts being used by campus stations to boost both commercial and creative power.

During several of the convention's seminar sessions, devoted to Modern Radio, Alternative Music and the music industry itself, many students reacted strongly to the recent BINA survey findings (reported in Billboard's Campus News) by countering that playing records was not the only activity at campus stations.

At a seminar on Modern Radio on March 23, John A. Davlin, station manager of WGSU-FM, State University College of New York, Geneseo; Jim Cameron, former music director at WLVR,

Lehigh U., and now an air personality at Hempstead, N.Y.'s WLIR-FM; and Dave Fricke, music director at WMUH-FM, Muhlenberg College, combined both music programming and public affairs concepts in their discussion of possible programming for campus outlets.

Many stations represented reported radio marathons as a programming staple, with those marathons used to raise funds for student groups and local charities.

Many stations also reported on-going involvement in live concert broadcasts, with stations present then trading ideas on legal problems and solutions regarding taping and rebroadcasting those events. Cameron noted that Syracuse University's WAER-FM had succeeded in taping many local shows, with those tapes later serving as a programming source for WLIR-FM, the commercial station where Cameron broadcasts.

Stations also revealed more eclectic concert activity. One upstate N.Y. station described their involvement in taping concerts by jazz artists imprisoned at a nearby correctional facility, noting that the station had discovered the availability of federal funding for such programs. Davlin added that his station was the only station inmates at another correctional facility were permitted to listen to, and that the station had subsequently contacted the prison and inmates to respond to listener requests.

Increased special interests programming was also noted, with stations reporting shows aimed at Black, Spanish, and even Haitian audiences, among others.

Where last year's seminars had drawn much criticism and created little enthusiasm on the part of students, this year's seminars resulted in animated discussion and further, informal gatherings, as well as extensions on specific meetings.

Trade Relations

A Saturday meeting on the music industry and trade press, chaired by Gary Cohen of College Radio Report and Record World, Sam Sutherland of Billboard and Tom Karnowski, editor of IBS' "Format" newsletter, found students and music industry representatives again debating the goals of the medium and the responsibilities shared by both groups.

Arnie Handwerker of Columbia Records, and Bob Glassenberg of Warner Bros. Records, both noted that record companies were increasingly wary of the market, in view of the inconsistency from station to station. "The bottom line is sales," concurred both men, touching off a solid discussion regarding how stations could sustain creative programming and still justify record service through effective communication.

Calif. U. Jazz For April 26-28

BERKELEY, Calif.—The Jazz Festival Committee of the University of California has set the Seventh Annual U.C. Jazz Festival for April 26-28 at the Hearst Greek Theatre on the University of California, Berkeley campus.

Headlining this year's festival will be Miles Davis, Hoo Doo and Weather Report on Thursday (26); Pharoah Sanders, Shirley Scott and McCoy Tyner on Friday (27); and Donald Byrd, Gil Scott-Heron and Hubert Laws on Saturday (28).

Tickets are \$4.50 on advance and \$5 at the door, and are available at all major Bay Area box offices.

ACU-I Is Termed Disappointment

By PAUL JAULUS

SAN FRANCISCO—As an adjunct to the recent National Entertainment Conference last month in Cincinnati, the 50th Annual Conference of the Association of College Unions-International held here at the St. Francis Hotel (March 18-21), proved a vast disappointment to many of the 200 exhibitors in attendance.

While the ACU-I claimed the largest turnout in its long history with over 900 registered delegates, many of the exhibitors contacted felt that this conference was for them a "waste of money and time." Many stated they would probably not return. Much of the adverse criticism centered on an over-heavy seminar schedule which left little if any available time for the delegates to visit the exhibition areas, the choice of this city for the conference site since San Francisco is a tourist attraction that took the delegates away from the hotel in their free time on many ACU-I planned tours, and the poor physical setup of the exhibition areas, split between two floors. Still other exhibitors recognized that the NEC is the place to write new business, while the ACU-I

Conference, attended more by the college union faculty advisor, is regarded as an important campus public relations tool that will result in future sales. They seemed to be satisfied with the results of the four-day conference.

The conference attracted a wide range of exhibitors including, among others, such companies as talent agents Associated Booking Corp. and IFA; film companies as Warner Bros, RBC, Universal and Select Film Library; production companies as Relevant Productions and Clear Light Productions; a video cassette company, the Video Cassette Network and a wide diversification of others as the National Skating Derby offering the roller games live on campus, AMF Bowling Products, the 7-Up Co., the Commercial Carpet Co., United States Student Travel Service and the Irish Tourist Board. The heaviest turnout of ACU-I conference exhibitors seemed to be concentrated among the film distribution companies and the hard good manufacturer. Even among these, opinion to the facility's value was widely split.

IBS Convention Sparking New Drives by Members

NEW YORK—This year's IBS National Convention, held March 23-25 at the Shoreham Hotel in Washington, has sparked IBS officials and member stations into renewed activity. IBS president Don Grant, contacted after the close of the sessions, noted that initial products of the convention include further revisions for next year's meeting, the instigation of an extensive IBS survey of college radio stations and a further redefinition of IBS priorities.

Also noted was a key drive to improve sales performance by stations, with several projects already underway in that area.

IBS Survey

The IBS survey, Grant noted, has already begun, largely in response to the BINA survey which recently attacked college radio for its lack of social involvement and creativity. Grant's dissatisfaction with that survey (See Billboard's Campus News, March 31) has been instrumental in IBS research head Jack Duskin's projected survey, which will combine taped comments and interviews with over 60 stations, station log books and other data sources to provide an in-depth profile of campus stations.

The survey is set for possible release next fall.

With regional development another priority, Grant cited the recent revision of the "Format" newsletter into a bi-weekly format as evidence of IBS' concern for increased communication. The IBS "Hot Line," a WATS phone number which is designed to promote greater contact between member stations and IBS, has been extended to operate until May 15, and efforts are being made to secure additional funding for resumption of that service next fall.

National Sales

The creation of a sales committee was also announced at the convention, with committee goals to be the development of station sales training programs and the selection of a sales representative to approach national advertisers. Also slated is the creation of a public relations post for college radio and the IBS.

Meanwhile, next year's convention will be held in New York, at a date yet to be set. Grant noted that this year's casual tone will be further promoted, while a

January registration is being contemplated to permit improved planning and convention coordination, as well as help students work registrations into their semester budgets.

Grant praised the improvement in attendance and the "phenomenal development in the quality of the sessions" as keys to next year's theme of unity for college radio.

Cap Campus Shift Rolls With Lundy

LOS ANGELES—Capitol Records' college distribution service will now be directed by Janice Lundy, who has replaced Art Fein, former college promotion director. The move follows the recent disbanding of the Capitol campus representatives system, and is aimed, according to Capitol promotion chief Al Coury, at maximizing service through existing regional offices.

In explaining the move, Coury noted that the death of the campus rep system had been caused by budgetary squeezes. "If I had unlimited funds," Coury noted, "I'd probably think a little differently. But I have to do the most that I can with the funds available."

Originally created by Capitol's a&r department, the campus promotion department will now operate both through Miss Lundy's office and through regional promotion personnel. Coury noted that motivating local men under such a program has always presented problems to record companies. As coordinated by the national promotion office, however, college airplay will now be emphasized, with regional personnel to service area stations and all other key stations outside those areas to be handled by Miss Lundy. Miss Lundy will oversee the entire operation, including those stations that will normally deal with local men.

Coury summarized the new campus arrangement by noting that overall campus service has been expanded.



THE JOEL WHITBURN REPORT #4

"Oldies" are now a very important part of radio programming and nearly every market has at least one station playing oldies 50 percent or more of the time. It seems that most stations go back no further than 1955 in choosing their favorites. This is unfortunate as there were many great contemporary songs in the early Fifties and even in the Forties.

I have just finished researching the Billboard "Best Selling Singles" Charts for the period from 1940-1955 and what an interesting era it was.

Remember these great songs and artists from the Forties: 1940: "Frenesi" — Artie Shaw; 1941: "Green Eyes" — Jimmy Dorsey; 1942: "A String of Pearls" — Glenn Miller; 1943: "You'll Never Know" — Dick Haymes; 1944: "Swinging on a Star" — Bing Crosby; 1945: "Till the End of Time" — Perry Como; 1946: "To Each His Own" — 3 different artists hit #1 with this song: Eddy Howard, Freddy Martin & the Ink Spots; 1947: "Heartaches" — Ted Weems; 1948: "Nature Boy" — Nat King Cole; 1949: "Riders in the Sky" — Vaughn Monroe.

How about these classics from the early Fifties: 1950: "The Third Man Theme" — Anton Karas; 1951: "Be My Love" — Mario Lanza; 1952: "Here In My Heart" — Al Martino; 1953: "Rags to Riches" — Tony Bennett; 1954: "Hey There"/"This Ole House" — Rosemary Clooney (same record—both sides hit #1); 1955: "Hearts of Stone" — Fontane Sisters.

It was an era of those immortal big bands: Tommy & Jimmy Dorsey, Glenn Miller, Benny Goodman—the female vocalists: Jo Stafford, Dinah Shore, Kay Starr—the male crooners: Bing Crosby, Perry Como, Vaughn Monroe, Eddie Fisher—the vocal groups: The Andrews Sisters, The Mills Brothers, The Ink Spots.

Here are a few other interesting happenings from that era: Rhythm & Blues records began crossing into the pop charts in the early Fifties. The Dominoes, The Orioles, The Penguins and the 3 C's: The Crows, The Chords and The Charms. Long before "Rock Around the Clock," Bill Haley hit the pop charts in 1953 with "Crazy Man, Crazy." Tex Williams, Eddy Arnold and Hank Williams were three of the major country artists to cross over to the pop charts. Five classical artists had big pop hits between 1948 and 1953. And the album "Oklahoma" was so big in 1943 that it even crossed over to the singles charts!

So programmers—operators—collectors—dig into this era—You'll find an unbelievable wealth of great listening.

TRIVIA QUESTION #4:

Name the three novelty/comedy records which hit #1 on the Billboard singles charts between 1950 and 1955? (Answer will appear in Report #5)

Answer to Question #3:

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Say You Saw It in Billboard

What's Happening

By SAM SUTHERLAND

At WPGU-FM, U. of Illinois, Champaign, live coverage was given Friday (6) to the 52-hour National Muscular Dystrophy Dance Marathon. Between 60 and 90 couples were expected to participate, with entertainers performing to include **Bonnie Koloc**, **Megan McDonough**, **Buck Ford**, **Hookfoot** and three local groups. **Sunday, Head East** and the **All Star Frogs**.

With around 30 entertainers, celebrities and politicians expected to contribute their services, and at least \$25,000 in donations anticipated, that remote broadcast sounds like one of the more spectacular.

★ ★ ★

From **ZBS Media, Inc.**, in Fort Edward, N.Y., comes news of an unusual LP now being distributed by ZBS, through direct-mail, and **Crown Publishing**. That album is built around the "formless meditation, traditional Indian bhajans and Tibetan mantric chanting" of **Bhagavan Das**. A Westerner who has immersed himself in Eastern musical and spiritual pursuits, Bhagavan Das is associated with **Baba Ram Dass**, who has written the album's introduction and is also the central figure in a special half-hour radio program (which may be logged either as Public Affairs or Religious) about Bhagavan Das. Talk is mixed with selections from the LP.

Both the radio program and promotional copies of the album are available from ZBS at R.D. #1, Fort Edward 12828.

★ ★ ★

PICKS AND PLAYS: MIDWEST—Michigan—WMUK-FM. "Crankcase." Western Michigan U., Kalamazoo. Beth Rosengard reporting: "The Six Wives of Henry VIII." (LP). **Rick Wakeman**, A&M; "In Deep." (LP). **Argent**, Epic; "Honey In The Rock." (LP). **Charlie Daniels**, Buddah. . . . **WJMD**, Kalamazoo College, Kalamazoo. John Kerr & Michelle Laporte reporting: "Under Fire." (LP). **Gato Barbieri**, Flying Dutchman; "Electric Light Orchestra II." (LP). **Electric Light Orchestra**, United Artists; "Moon Germs." (LP). **Joe Farrell**, CTI. . . . **WBKX**, Northern Michigan U., Gary Cichon reporting: "Black Byrd." (LP). **Donald Byrd**, Blue Note; "Fire Up." (LP). **Merl Saunders**, Fantasy; "The New Age." (LP). **Canned Heat**, United Artists. . . . **WKME**, Michigan State U., East Lansing. Dave Mellor reporting: "Andy Pratt." (LP). **Andy Pratt**, Columbia; "Cosmic Wheels." (LP). **Donovan**, Epic; "Intergalactic Trot." (LP). **Stardrive**, Elektra. . . . **WEAK**, Michigan State U., East Lansing. Jeff Smith & Ken Davis reporting: "Cannons In The Rain." (LP). **John Stewart**, RCA; "Ever Sense The Dawn." (LP). **Providence**, Threshold. . . . **WKMX**, Schoolcraft College, Livonia, La Mothe. Veasey et alia reporting: "Love Or Else/Ain't Love Nice." **Grin**, Spindizzy; "In Pursuit Of The 27th Man." (LP). **Horace Silver**, Blue Note; "30 Seconds Over Winterland." (LP). **Jefferson Airplane**, Grunt. . . . **WBCD**, Michigan State U., East Lansing. Gerald Jarvis reporting: "The First Cut Is The Deepest." **Keith Hampshire**, A&M; "One Woman." **Head, Hands & Feet**, Atco; "No More Mr. Nice Guy." **Alice Cooper**, Warner Bros. . . . **Illinois—WLUC**, Loyola U. of Chicago. Jim Benz reporting: "Talk To My Lady." (LP). **Gene Russell**, Black Jazz; "My Feet Are Smiling." (LP). **Leo Kottke**, Capitol; "Hogwash." (LP). **Groundhogs**, United Artists. . . . **WILN**, Illinois State U., Bloomington-Normal. Dusty De Rousse reporting: "You Can't Always Get What You Want." **Rolling Stones**, London; "Isn't It About Time." **Stephen Stills/Manassas**, Atlantic. . . . **WPGU-FM**, U. of Illinois, Champaign. John Parks reporting: "The Late. Great Townes Van Zandt." (LP). **Townes Van Zandt**, Poppy; "Giving It All Away." **Roger Daltry**, MCA; "Brothers & Sisters." (LP). **Allman Brothers Band**, Capricorn. . . . **WONC**, North Central College, Naperville. Ronald Smith reporting: "Stuck In The Middle With You." **Stealers Wheel**, A&M; "The Night The Lights Went Out In Georgia." **Vicki Lawrence**, Bell; "One Man Band." **Ronnie Dyson**, Columbia. . . . **Ohio—WRHA**, U. of Akron. Joe Hart reporting: "Blind Joe Death." (LP). **John Fahey**, Takoma; "Evil/May You Never." **John Martyn**, Island; "Garland Jeffreys." (LP). **Garland Jeffreys**, Atlantic. . . . **WBWC**, WBWC-FM, Baldwin-Wallace College, Berea. Jaimie Ottobre reporting: "Stop. Look. Listen." **Circus**, Warner Bros.; "Alladins Sane." (LP). **David Bowie**, RCA; "Michael Stanley." (LP). **Michael Stanley**, Tumbleweed. . . . **Missouri—KCCS**, U. of Missouri, Columbia. Marv Wells reporting: "The Black Riders/Flight To The Ford." **Bo Hansson**, Charisma; "Six Wives of Henry VIII." (LP). **Rick Wakeman**, A&M; "Ever Sense The Dawn." (LP). **Providence**, Threshold. . . . **Minnesota—WMMR**, U. of Minnesota, Minneapolis. Michael Wild reporting: "Bursting At The Seams." (LP). **Strawbs**, A&M; "Fool Like You." **Tim Moore**, Dunhill; "I'm Doin' Fine Now." **New York City**, Chelsea. . . . **Wisconsin—WVSS**, U. of Wisconsin, Stout, Menomonie. David Tillman reporting: "Thank Heavens I've Got You." **Marvin Welch & Farrar**, Sire; "Special Someone." **Heywoods**, Family; "Ain't It The Truth." **Catalyst**, Cobblestone.

★ ★ ★

EAST—New Jersey—WRSU-FM, Rutgers State U., New Brunswick. Fred Zimmer reporting: "Tufano & Giammarese." (LP). **Tufano & Giammarese**, Ode; "Moon Germs." (LP). **Joe Farrell**, CTI; "Houses Of The Holy." (LP). **Led Zeppelin**, Atlantic. . . . **WWRC**, Rider College, Trenton. Bruce Austin reporting: "The Right Thing To Do." **Carly Simon**, Elektra; "Electric Light Orchestra II." (LP). **Electric Light Orchestra**, United Artists; "Beginnings." (LP). **Allman Brothers Band**, Atlantic. . . . **WVSS**, William Paterson College, Wayne. John Byrne reporting: "Full Circle." (LP cut. Byrds). **Byrds**, Asylum; "Flute Thing." (LP cut. Watch). **Seatrain**, Warner Bros.; "Gilbert Street." (LP cut. Sweet Thursday). **Sweet Thursday**, Great Western Gramophone. . . . **New Hampshire—WSAC**, St. Anselm's College, Manchester. Dave Murray reporting: "Second Album." (LP). **Roy Buchanan**, Polydor; "The Good Times." (LP). **Kool & The Gang**, Delite; "Avenging Annie." (LP cut. Andy Pratt). **Andy Pratt**, Columbia. . . . **Vermont—WRUV-FM**, U. of Vermont, Burlington. Art Lavigne & Doug Jaffe reporting: "Twice Removed From Yesterday." (LP). **Robin Trower**, Chrysalis; "Space Opera." (LP). **Space Opera**, Epic; "Penguin." (LP). **Fleetwood Mac**, Warner Bros.

• Continued from page 26

AM. El Dorado, KA. He does the 6-10 a.m. show, followed by **Forest Lowry** until 2 p.m., **Jay Scott** 2-6 p.m., and **Mike Waley** 6-midnight. Format is contemporary MOR and the station has a 50-song playlist with 10 extras; after 6 p.m., uses three LP cuts an hour and could use better LP service from record companies. . . . **George Kaywood** is leaving **WABY-AM**, Albany, NY, to become morning man on **WNCG-AM**, Charleston, SC, and assistant program director for both **WNCG-AM** and **WKTM-FM**. . . . **Jeff Alan** wants me to clear up one thing: He and **Charlie Tuna** have their own recording studios for Alan/Tuna Productions in Woodland Hills area of Los Angeles where they do their radio commentaries. Has it set up just like a radio studio. . . . **Bill Robbins** is now program director of **WEEX-AM-FM**, Easton, PA; his assistant is **Mick Hagerty**. . . . **Douglas Arango** has been named associate producer of "The Mike Douglas Show," a Group W syndicated TV show; he's been music talent coordinator for NBC-TV "Tonight" show.

★ ★ ★

Fairchild-Robins of Commack, NY, donated a stereo control board to **WUSO**, a broadcast operations that broadcasts dances four times a week for members of the armed forces in the capital area at the USO, Washington. **Rick Belmont**, sales manager of Fairchild-Robins, arranged the donation. **Tim Hunt** is general manager of **WUSO**. . . . The old and great comedy team of **Bob and Ray** will do a 3:15-7 p.m. show live on **WOR-AM**, New York, a return to regular radio after eight years (not that long, really, since they did a syndicated radio show for **MGM Records** three or four years ago as I recall). Word is out that **WOR-AM** might be making perhaps another change or two and getting away from so much talk; the problem with the station has been old demographics.

★ ★ ★

Gary L. Ballard has been named program director of **WCZN-AM**, country music station in Flint, MI. He'll be doing the morning show 6-10 a.m., followed by **Buck Bradley** until 3 p.m., and **Arnie Anderson** 3-7 p.m. . . . **Jack Hansen** needs a country music or MOR air personality job. Had worked at **WQYK-AM-FM**, Tampa. First ticket. Family. Call him at 813-837-6021. . . . **Loren Owens** has joined **WGAR-AM**, Cleveland, in the 4-8 p.m. slot; he'd been with **WEBR-AM**, Buffalo. . . . **Tom McKay** is the new music director of **KNX-FM**, Los Angeles; he'd been with **KDAY-AM**, Los Angeles. Someday I'm going to give **KDAY-AM** a new award for being the biggest bus stop in the world.

★ ★ ★

John Catlett is the new general manager at **WBBM-FM**, Chicago, a radio station that he helped

Vox Jox

build into a factor in the market. From Chicago, he'd been shifted to **WCBS-FM**, New York, and did pretty well there, so now he's returning to his first love. **Tony Rufo**, who'd been manager of the Chicago station, has resigned. . . . **John Roberts** has been named operations manager of **WROB-FM**, Boston; he'd been newscaster at **WRKO-AM**, the sister station in Boston. . . . Best April Fool's Day gag? **KNBR-AM**, San Francisco, pieced together all of the Raiders' games from last season for a real game, never telling anyone it was a hoax. The broadcaster, via splicing allowed the Raiders to score every time they got the ball while the opposition either fumbled, punted or threw an incomplete or intercepted pass. The **KNBR-AM** air personalities were spotted during the broadcast in satirical commercials.

★ ★ ★

Staff of **KHAS-AM**, Hastings, Neb., features program director **Bill Allen** from sign-off until 9:30 a.m., followed by **Dan Foley** until 1:30 p.m., **Mike Biermann** afternoons, and **Jon Fleisher** until signoff. Format is oldies and some country records. Foley adds: "If any guys from **AFRTS**, Libya, 1967-68, are around, I am alive and ripping in Nebraska. P.S., mention **Rog Cox**, our production wizard, and **Mick Schneider**, our weekend man, or I'm dead."

★ ★ ★

Adrian Harrington has just taken over the programming duties at **WPHA-AM**, Honesdale, Pa. He does the 6-9 a.m. show, followed by **Scott Perkins** 9-noon, **Chuck Pyle** noon-3 p.m., **Ken Rogers Jr.** 3-6 p.m., **Mike Kiehart** swing. Format is Top 40 Easy Listening with some country thrown in. Record service is "deplorable." The station is looking for a combination salesman-announcer. . . . **Gary**

Roberts has shifted over from **WHOO-FM** to **WHOO-AM** and will do the 6-midnight show on the Tampa, Fla., country music station. . . . **Bill Conway** reports in from **KAOK-AM**, Lake Charles, La., where he's now program director; he'd been at **WFAA-AM** in Dallas at one time, but previously worked at a radio school in San Antonio. **KAOK-AM** staff includes **Kreag Kollins** 5-10 a.m., **Jay Michaels** until 8 p.m., **Conway** 3-7 p.m., **Michael Martin** 7-midnight, and **Scotty Allen** in the all-night slot. . . . **Gene Pope**, program director of **WVOJ-AM**, Jacksonville, Fla., wonders why I didn't carry anything about the country radio seminar in my section; because it was in the country section, okay?

★ ★ ★

Ruth Meyer is now program director of **WHN-AM**, New York country music station. She used to be program director of **WMCA-AM**, New York, back in the days when it was giving **WABC-AM** a run for the big numbers in the city. I heard about her getting the job while I was in Washington—from a mutual friend. Good to have you back and cracking, Ruth. . . . **Ray Sollie** is moving into sales at **WKOR-AM**, Starkville, Miss., so the daytime rocker is looking for a new program director. Talk to Sollie. The current lineup includes **Ray (Eric Malone) Sollie** 6-10 a.m., **Chris King** until 1 p.m., **Larry London** 1-3 p.m., **Johnny Franklin** 3-signoff. **Ben Yarber** is owner; **Bob Green** is station manager. Station will soon have an affiliate on the air. . . . **Mike May** reports in from **KDMS-AM**, El Dorado, Ark. He'd been at **KRUS-AM**, Ruston, La. Lineup at the 5,000-watt rock station includes **Buddy Mack**, **Randy Davis**, and weekend men **Bill Willett** and **Scott McKinney**.

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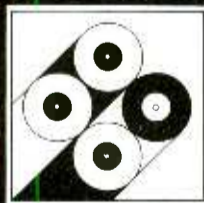
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Soul Sauce

BEST NEW SINGLE OF THE WEEK:

"ONE OF A KIND"
SPINNERS

(ATLANTIC 45-2962)

BEST NEW ALBUM OF THE WEEK:

"KEEP THE DREAM ALIVE"
VARIOUS ARTISTS

(RCA VPSX-6093)

By JULIAN COLEMAN

HOTLINE:

New from **The Chairman Of The Board** "Finder's Keepers," on Invictus now distributed by Columbia/Epic. . . . **Billy Preston's** "Will It Go Around In



GLADYS KNIGHT & The Pips with Cecil Holmes (second from left) V.P. Buddah Records during a recent visit to Billboard's Los Angeles office.

Circle," is a Kentucky breakout jumping from No. 27 to No. 4 WVLT-AM, Lexington, and currently No. 4 at WAKY-AM, Louisville. The surprising thing is according to our reports there is no play at WLOU-AM, the soul powerhouse in Louisville. That's a switch. . . . "You Can Call Me Rover," coming from **The Main Ingredient's** "Afrodisiac" album on RCA. . . . **The Persuasions**, newly-signed to MCA Records, will join rock star **Lou Reed** on his upcoming tour. . . . **Baby Washington's** soul classic "The Time," gets an exciting re-doing by **Inez Foxx** on Volt. . . . **Curtis Mayfield** and **Aretha Franklin**, both of whom were on the 'under the weather' list a couple of weeks ago, are all better now and have been given the green light by the doctor to shock more soul to us. . . . Buddah Records artist **Gladys Knight and The Pips** scored a sellout at the Scope in Norfolk, Va. recently, playing before a capacity house of 11-

763 people, an all-time record for this auditorium. . . . Motown Records hosted a "Salute to 'The Mack'" party April 14 at Pacific's Wiltern Theatre, Los Angeles. Many recording artists as well as the film's composer, **Willie Hutch**, and cast members of "The Mack," were on hand for the event. . . . "I'm Gonna Get You," by the **Gaslight** on the Grand Junction label making noise at WCHB-AM, Detroit. . . . **Spyder Turner**, born into soul in West Virginia, is now letting it out all over with his latest single "Since I Don't Have You," on The Kwanza label. . . . **The O'Jays**, who are headlining the Peace & Love Festival, appear at Constitution Hall, Washington, D.C., April 27, along with the **Chi-Lites**, **Millie Jackson**, **The Detroit Emeralds**, **The Main Ingredient** and **The Moments**.

When asked if Soul Sauce was together, **Don Kaminer**, ABC/Dunhill southwest regional sales manager, said, Can A Bird Fly?

"Have Mercy." This just proves two things, not only does he read Soul Sauce but he also listens to **The Magnificent Montague** on XPRS-AM Soul Express in Southern Calif.



PETER BROWN, president of the Stigwood Organization shown with **The Staple Singers** (l. to r.: standing, Cleo, Yvonne, P. Brown, Mavis; seated, "Pop" Staples) on the occasion of their re-signing a long-term management agreement with the Stigwood Organization.

Billboard SPECIAL SURVEY for Week Ending 4/21/73

BEST SELLING Soul Singles

★ STAR Performer—Singles registering greatest proportionate upward progress this week.

This Week	Last Week	TITLE—Artist, Label & Number (Dist. Label) (Publisher, Licensee)	Weeks on Chart	This Week	Last Week	TITLE—Artist, Label & Number (Dist. Label) (Publisher, Licensee)	Weeks on Chart
1	1	MASTERPIECE Temptations, Gordy 7126 (Motown) (Stone Diamond, BMI)	13	26	28	I'VE BEEN WATCHING YOU South Side Movement, Wand 11251 (Scepter) (Van Leer, BMI)	8
2	3	AIN'T NO WOMAN (Like the One I've Got) Four Tops, Dunhill 4 339 (Trousdale/Soldier, BMI)	11	27	32	IT'S HARD TO STOP (Doing Something When It's Good to You) Betty Wright, Alston 4617 (Atlantic) (Sherlyn, BMI)	3
3	7	PILLOW TALK Sylvia, Vibration 521 (All Platinum) (Gambi, BMI)	5	28	29	DO YOU STILL FEEL THE SAME WAY? Tommy Young, Soul Power 112 (Jewel) (Su-Ma/Rogan, BMI)	8
4	5	OH LA DE DA Staple Singers, Stax 0156 (Columbia) (Muscle Shoals, BMI)	7	29	34	ALWAYS Luther Ingram, Koko 2115 (Columbia) (Klondike, BMI)	3
5	2	NEITHER ONE OF US (Wants to Be the First to Say Goodbye) Gladys Knight & the Pips, Soul 35098 (Motown) (Keca, ASCAP)	13	30	31	SPELL Blue Magic, Atco 6910 (W.M.O.T., ASCAP)	4
6	8	STEP BY STEP Joe Simon, Spring 133 (Polydor) (Gaucho/Belinda, BMI)	8	31	36	I'M DOING FINE NOW New York City, Chelsea 78-0113 (RCA) (Mighty Three, BMI)	4
7	4	CALL ME (Come Back Home) Al Green, Hi 45-2235 (London) (Jec/Al Green, BMI)	9	32	37	SUPERFLY MEETS SHAFT John & Ernest, Rainy Wednesday 201 (Mainstream) (Rainy Wednesday, ASCAP)	2
8	11	FUNKY WORM Ohio Players, Westbound 214 (Chess/Janus) (Bridgeport, BMI)	7	33	38	NATURAL HIGH Broodstone, London 45-1046 (Chrystal Jukebox, ASCAP)	2
9	18	CISCO KID War, United Artists 163 (Far Out, ASCAP)	4	34	40	PEOPLE ARE CHANGING Timmy Thomas, Glades 1709 (Sherlyn, BMI)	3
10	14	YOU ARE THE SUNSHINE OF MY LIFE Stevie Wonder, Tamla 54232 (Motown) (Slem & Van Stock/Black Bull), (ASCAP)	5	35	35	I DON'T WANT TO LOSE YOU Classic Sullivan, Kwanza 7678 (Warner Brothers) (Angle Shell/Ruzamu, BMI)	4
11	12	IT AIN'T ALWAYS WHAT YOU DO Soul Children, Stax 0152 (Columbia) (East/Memphis, BMI)	9	36	39	WILL IT GO ROUND IN CIRCLES Billy Preston, A&M 2420 (Irving, BMI)	4
12	6	BREAK UP TO MAKE UP Stylists, Avco 4611 (Bellboy/Assorted, BMI)	10	37	46	GIVE YOUR BABY A STANDING OVATION Dells, Cadet 5696 (Chess/Janus) (Conquistador, ASCAP)	2
13	15	DOWN AND OUT IN NEW YORK CITY James Brown, Polydor 14169 (Diplo, BMI)	5	38	43	AM I BLACK ENOUGH FOR YOU Billy Paul, Philadelphia International 3526 (Columbia) (Mighty Three, BMI)	3
14	17	HALLELUJAH DAY Jackson 5, Motown 1224 (Jobete, ASCAP)	5	39	44	ARMED AND EXTREMELY DANGEROUS First Choice, Philly Groove 175 (Bell) (Nickel Shoe/Six Strip, BMI)	4
15	24	LEAVING ME The Independents Wand 11252 (Scepter) (Our Children's/Mr. T./Cheneta, BMI)	4	40	42	I'LL MAKE IT WORTH YOUR WHILE Little Johnny Taylor, Ronn 69 (Jewel) (Su-Ma/Rogan, BMI)	2
16	21	YESTERDAY I HAD THE BLUES Harold Melvin & the Blues, Philadelphia International 73525 (Columbia) (Blackwood, BMI)	4	41	—	BREAKAWAY Millie Jackson, Spring 134 (Polydor) (Gaucho/Belinda/Unichappel, BMI)	1
17	20	MR. MAGIC MAN Wilson Pickett, RCA 74-0898 (Friday's Child, BMI)	6	42	45	FENCEWALK Mandrill, Polydor 14163 (Mandrill/Intersong U.S.A./Chappell, ASCAP)	3
18	13	KILLING ME SOFTLY WITH HIS SONG Roberta Flack, Atlantic 2940 (Fox Gimbel, BMI)	12	43	—	DON'T LET IT GET YOU DOWN Crusaders, Blue Thumb 225 (Famous) (Four Knight, BMI)	1
19	9	MASTER OF EYES Aretha Franklin, Atlantic 45 2941 (Pundit/Syberia, BMI)	10	44	47	I'M GONNA PROVE IT Soft Tones, Avco 1641 (Buddah, ASCAP/Kama Sutra, BMI)	2
20	22	ACROSS 110th STREET Bobby Womack, United Artists 196 (Unart, BMI)	4	45	—	HERE IS WHERE LOVE IS Bobby Wilson, Chant 2101 (Mafundi, BMI/Gabern, ASCAP)	1
21	26	I CAN UNDERSTAND IT New Birth, RCA 74 0912 (Unart/Tracebob, BMI)	5	46	—	MAMA I GOT A BRAND NEW THING Undisputed Truth, Gordy 7124 (Motown) (Stone Diamond, BMI)	1
22	16	DANCE TO YOUR MUSIC Arche Bell and the Drells, Glades 1707 (Muscle Shoals, BMI)	8	47	—	EARLY ONE MORNING Ike & Tina Turner, United Artists 174 (Maclen, BMI)	1
23	27	WITHOUT YOU IN MY LIFE Tyronne Davis, Dakar 4519 (Brunswick) (Julio/Brian, BMI)	4	48	50	HUNG UP ON YOU Billy Butler & Infinity, Pride 1026 (MGM) (Butler/Chappell, ASCAP)	2
24	10	A LETTER TO MYSELF Chi-Lites Brunswick 55491 (Julio Brian, BMI)	11	49	—	FORGOTTEN MAN We the People, Lion 148 (MGM) (Lan-Tastic, BMI)	1
25	33	I'M GONNA LOVE YOU JUST A LITTLE MORE BABY Barry White, 20th Century 2018 (January/Sa Vette, BMI)	3	50	—	LORD DON'T MOVE THE MOUNTAINS Inez Andrews, Song Bird 1203 (ABC/Dunhill) (Manner, BMI)	1

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Billboard SPECIAL SURVEY for WEEK ENDING 4/21/73

BEST SELLING Soul LP's

★ STAR Performer—LP's registering greatest proportionate upward progress this week.

This Week	Last Week	TITLE—Artist, Label & Number (Dist. Label)	Weeks on Chart	This Week	Last Week	TITLE—Artist, Label & Number (Dist. Label)	Weeks on Chart
1	1	NEITHER ONE OF US Gladys Knight & the Pips, Soul S 737 L (Motown)	6	26	22	SUPERFLY Soundtrack/Curtis Mayfield, Curton CRS 8014 ST (Buddah)	28
2	3	MASTERPIECE Temptations, Gordy G 965 L (Motown)	6	27	24	WHY CAN'T WE LIVE TOGETHER Timmy Thomas, Glades 33 6501	14
3	2	WATTSSTAX—THE LIVING WORLD Various Artists, Stax S15 2-8010 (Columbia)	10	28	27	ALL DIRECTIONS Temptations, Gordy G 962 L (Motown)	28
4	7	BLACK CAESAR/SOUNDTRACK James Brown, Polydor PD 6014	8	29	31	BILLIE HOLIDAY STORY Decca DSX 7161 (MCA)	11
5	4	LADY SINGS THE BLUES Diana Ross/Soundtrack, Motown M 758 D	20	30	34	LIVING TOGETHER, GROWING TOGETHER Fifth Dimension, Bell 1116	3
6	6	I'M STILL IN LOVE WITH YOU Al Green, Hi XSHL 32074 (London)	26	31	32	PREACHER MAN Impressions, Curton CRS 8016 (Buddah)	5
7	8	THE WORLD IS A GHETTO War, United Artists UAS 5652	23	32	23	GIVE ME YOUR LOVE Barbara Mason, Buddah BDS 5117	12
8	9	TALKING BOOK Stevie Wonder, Tamla T 319 L (Motown)	22	33	36	BEST OF B.B. King, ABC ABCX 767	4
9	11	A LETTER TO MYSELF The Chi-Lites, Brunswick 754188	4	34	37	GOOD TIMES Kool & the Gang, De-Lite DE 2012	5
10	5	GREEN IS BLUES Al Green, Hi SAL 32055 (London)	15	35	40	MR. MAGIC MAN Wilson Pickett, RCA LSP 4858	3
11	17	PLEASURE Ohio Players, Westbound WB 2017 (Chess/Janus)	17	36	38	DAVID RUFFIN Motown M 762 L	5
12	15	BIRTH DAY New Birth, RCA LSP 4797	5	37	42	CHAPTER VII The Buddy Miles Band, Columbia KC 32048	3
13	10	ACROSS 110th STREET Bobby Womack, United Artists UAS 5525	12	38	43	I'M IN LOVE WITH YOU Detroit Emeralds, Westbound WB 2018 (Chess/Janus)	2
14	12	BACK STABBERS O'Jays, Phil. Int'l KZ 31712 (Columbia)	28	39	41	THE PERSUADERS Atco SD 7021	3
15	14	KEEPER OF THE CASTLE Four Tops, ABC/Dunhill DSX 50129	23	40	45	ONE MAN BAND Ronnie Dyson, Columbia KC 37211	2
16	13	ROUND 2 Stylists, Avco AC 11006	25	41	47	LOVE JONES Brighter Side of Darkness, 20th Century T-405	2
17	20	2ND CRUSADE Crusaders, Blue Thumb BTS 7000 (Famous)	5	42	—	LIVE AT CARNEGIE HALL Bill Withers, Sussex SXBS 7025 2 (Buddah)	1
18	18	UNDERSTANDING Bobby Womack, United Artists UAS 5225	28	43	28	STRANGE FRUIT Billie Holiday, Atlantic SC 1614	9
19	16	THE POWER OF Joe Simon, Spring SPR 5704 (Polydor)	9	44	35	MUSIC IS MY LIFE Billy Preston, A&M SP 3516	18
20	19	TROUBLE MAN Marvin Gaye, Tamla T 322 L (Motown)	18	45	48	MFSB Philadelphia Int'l KZ 32046 (Columbia)	3
21	21	360 DEGREES OF BILLY PAUL Billy Paul, Phil. Int'l KZ 31793 (Columbia)	22	46	44	I CAN SEE CLEARLY NOW Johnny Nash, Epic KE 31607 (Columbia)	28
22	26	LAST DAYS IN TIME Earth, Wind & Fire, Columbia KC 31702	16	47	—	DON'T BURN ME Paul Kelly, Warner Brothers BS 2689	1
23	29	SKY DIVE Freddie Hubbard, CTI CTI 6018	4	48	49	MARK IV Mercury SRM 1 651 (Phonogram)	2
24	25	COMPOSITE TRUTH Mandrill, Polydor PD 5043	9	49	33	1957-1972 Smokey Robinson & the Miracles, Tamla T 320 D (Motown)	15
25	30	LIVE The Isleys, T Neck TMS 3010 2 (Buddah)	5	50	—	SPINNERS Atlantic SD 7256	1

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Jukebox programming

Program Conference to Tap Ideas on Stops' Music Mix

By ANNE DUSTON

CHICAGO—The lead-off topic at the Billboard Jukebox Programming Conference here May 19-20 at the Ambassador Hotels will deal with merchandising and programming ideas with one of the aspects undoubtedly being the changing music tastes in locations. A spot check shows that there are fewer "pure" locations but that this doesn't necessarily mean buying cover records is becoming easier.

Examples of pure stops came from Al Kelly, Ross Amusement, Leesville, La., who reported only 8.5 pure country and another 8.5 pure pop locations; Rus Conyers, Mapleton, Iowa, said only 15-18 percent of his stops are pure country and about 20 percent pure pop; Garland Wilson, Kelly Music & Amusement, Milton-Freewater, Ore., put his pure country at 20 percent and said pure easy listening would run about the same figure (see separate story on Phonogram). Figures vary widely because of

markets. Dolores Davis, Boulevard Music, Kansas City, Kan., said soul stops would run 50 percent of the route, and in terms of blending, she said several requests from soul stops have come in for Tammy Wynette's current hit, "Kids Say the Darndest Things." Bette Schott, Western Automatic Music here, said soul locations represent about 20 percent of the route and also reported blends by way of requests in soul stops for "Dueling Banjos."

Yet another aspect of changing location categorization is the entirely new type of stop. Western Automatic has jukeboxes in shoe departments here and Boulevard is in the sports shop of Jones Store (see separate story on Philadelphia locations).

Whether programmers find buying covers easy or not depends largely on the route music mix. Mrs. Schott finds it easier now to buy covers. However, Mrs. Belle Stansfield, Jim Stansfield novelty,

La Crosse, Wis., said: "A cover must be easy to listen to and have words with a message and an easy tune to hum," mentioning "Hearts of Stone," "Killing Me Softly With His Song" and "The Night the Lights Went Out in Georgia" as good recent examples. Barbara Karker, S&S Amusement, Toms River, N.J., said she could not recall a good cover record for this route in the past five months.

Nevertheless, with many more locations requiring a blend of music, covers, though perhaps hard to decide upon early enough, are becoming more numerous. Ray Price's "She's Got to Be a Saint" and Dawn's "Tie a Yellow Ribbon Round the Old Oak Tree" were recent covers for Conyers.

A constant problem, though, is satisfying the need to buy early and yet buy carefully. Wilson said when he realized Clint Holmes' "Playground in My Mind" would be a possible cover, he ordered it three times before he got it.

Country Sales, Promo Group Studying Boxes

By EARL PAIGE

NASHVILLE—Phonogram, Inc. country promotion director Frank Mull here has joined others in wishing there could be more feedback from jukebox programmers for labels offering sample services. He also thinks new developments in jukebox programming such as Billboard's Jukebox Programming Conference will go toward further defining the jukebox singles market. He said the National Association of Country Sales and Promotion Executives (NACSAPE), which he heads, will be looking carefully at the jukebox picture.

In a telephone interview, Mull said his experiences have paralleled those of Ron Braswell, Columbia jukebox product coordinator (Billboard, Mar. 31), who has also been disappointed in feedback. "We have economics just like anyone else," said Mull, "and need to know the programmers with the most country stops so we can make the amount of samples we sent out count." Mull, who now services jukebox one-stops, would like to design a 5x7 card similar to what he uses with stations, so jukebox people could reply to questions about their market size, location mix, change cycle and other programming data.

Country stops outnumbered all others according to a questionnaire returned by programmers in a nationwide survey to develop topics for Billboard's Jukebox Programming Conference. The breakdown: country 24.6 percent, high school age 20.7, rock 14.6, lounges 12.5, soul 11.5, soft rock 10 and easy listening 6.1.

Conference Focus—Lengthy Singles

CHICAGO—One of the most controversial subjects in jukebox programming will be covered the second morning of the Billboard Jukebox Programming Conference here at the Ambassador Hotels May 20—lengthy singles. The following top 10 "Hot 100" records during the recent period is contrasted below with product from periods in 1971 and 1966:

1966	
2:40	"My Love," Petula Clark, Warner Bros.
2:26	"Ballad of Green Berets," S/Sgt. Barry Sadler, RCA
3:05	"Monday Monday," Mama's and Papa's, Dunhill
2:55	"When a Man Loves a Woman," Percy Sledge, Atlantic
2:35	"Strangers in the Night," Frank Sinatra, Reprise
2:26	"Wild Thing," Troggs, Atco
4:29	"Sunshine Superman," Donovan, Epic
3:07	"Cherish," Association, Valiant
2:33	"Last Train to Clarksville," Monkees, Colgems
2:33	"Winchester Cathedral," New Vaudeville Band, Fontana

Avg. 2:54

1971	
2:42	"One Bad Apple," Osmonds, MGM
3:30	"Just My Imagination," Temptations, Gordy
3:08	"Joy to the World," Three Dog Night, Dunhill
3:39	"Brown Sugar," Rolling Stones, Atco
3:42	"It's Too Late," Carole King, Ode '70
3:46	"How Can You Mend a Broken Heart?," Bee Gees, Atco
4:41	"Uncle Albert/Admiral Halsey," Paul & Linda McCartney, Apple
5:03	"Maggie May," Rod Stewart, Mercury
2:30	"Gypsies, Tramps & Thieves," Cher, Kapp
2:54	"Family Affair," Sly & the Family Stone, Epic

Avg. 3:33

1972-3	
4:02	"Killing Me Softly With His Song," Roberta Flack, Atlantic
3:56	"Crocodile Rock," Elton John, MCA
3:54	"Superstition," Stevie Wonder, Tania
4:25	"You're So Vain," Carly Simon, Elektra
4:42	"Me and Mrs. Jones," Billy Paul, Philadelphia International
2:55	"I Am Woman," Helen Reddy, Capitol
2:48	"I Can See Clearly Now," Johnny Nash, Epic
4:18	"My Ding-A-Ling," Chuck Berry, Chess
2:42	"Ben," Michael Jackson, Motown
3:02	"Baby Don't Get Hooked On Me," Mac Davis, Columbia

Avg. 3:40

New Jukebox Stops Abound

By MAURIE ORODENKER

PHILADELPHIA—The conventional taproom and restaurant location for the music machine, in this area at least, is hardly enough to sustain any music machine operation. But the operator who is quick to recognize that the jukebox industry has broadened its marketing base is sure to enjoy a location windfall, according to Elliott Rosen, of David Rosen Music.

He points out that a host of new locations in department stores, apartment houses and specialty stores are open to the enterprising operator. However, he warned that this new type of location calls for a new type of programming for the music machine.

"The way-out, far-in fashions," said Rosen, "have brought demand for jukeboxes in department and specialty stores, such as Strawbridge's and Saks-Fifth Ave. on City Line, which have installed them for teens."

The music machine, properly programmed to the music best enjoyed by the teens, has become an important part of the store's fixtures. The proper music creates the proper atmosphere for sales. While many stores have installed

(Continued on page 34)



JUKEBOX location manager Tom Kubenik (left) and Badger Novelty Co. routeman Jim Pawlowski prepare to add a few more new numbers to the Lincoln House's Artist of the Week roster in Milwaukee. At least twice a week Kubenik visits the Third Street Radio Doctors one-stop to fill his record needs. "Big Mike" Mowers, one-stop boss, looks on as Kubenik browses through the oldies section.



Wis. Operator, 1-Stop, Spot Mgr. Team to Promote Jukebox Profits

By BENN OLLMAN

MILWAUKEE—A triple play jukebox combination involving a music operator, a record one-stopper and a location manager is breathing fresh vigor into a location that not many months back was languishing and on the verge of closing its doors. What's happening at the Lincoln House, neighborhood tavern spot here, is an object lesson in how jukebox receipts can rocket when the unit is programmed for the purpose it was designed: to entertain and involve location patrons.

Veteran music operator Orville Carnitz, Badger Novelty Co., admitted he's "never seen anything like it," in his 35 years in the business—14 of them as a distributor. Involved are operator Carnitz and his routeman, Jim Pawlowski; one-stopper "Big Mike" Mowers, boss of Third Street Radio Doctors, and the location manager Tom Kubenik, who plays the key role in this tale of musical teamwork.

The story actually had its start a half-year ago when Charles Balfanz, a local tavernkeeper for 52 of his 74

years, turned over management of the Lincoln House to young, music-aware Tom Kubenik.

Kubenik promptly approached operator Carnitz with this proposition: "Stop limiting me to five or six new records every two weeks like a typical jukebox location. Let me pick out my own records, put on as many as I feel are needed to keep my customers happy, and we'll all make progress."

Somewhat reluctantly, Carnitz recalled, he okayed tavern manager Kubenik's unusual request. "Today," he said, "we're spending \$30-\$40 where it used to be \$5-\$6 a month for this location's records. It has boosted our music takes—no question about that. But I must admit that I went along at first because of the overall picture; we operate games and pool tables there, too."

One-stopper "Big Mike" Mowers claims he is strictly the "in between guy" in this novel experiment. "Our only function is to advise Kubenik on new record releases and try to make available to him the oldies that

his customers request. He comes to our place twice a week, looks through the stock and takes what he wants. Then we bill his operator, Badger Novelty Co., for the records he has taken."

Mowers concedes that "it's not a big volume deal in itself because he's only buying for a single box, even though he actually uses as many or more new records as three or four ordinary locations. But its value to us as a one-stop is that the Lincoln House demonstrates how programming right can transform a location from a loser to a big winner."

Kubenik agrees that his rejuvenation of the location is largely jukebox-oriented. He explains what he has been doing: "The big feature here is our Artist of the Week, promoted with a big sign alongside the jukebox. This promotion often runs longer than a week, when our customers demand it."

(Next, how the program is set up.)

Coin Machine World

PA. JEWISH FUND

For the Philadelphia industry's participation in the Federation Allied Jewish Appeal-Israel Emergency Fund, the Coin Machine Division held a Sunday morning brunch recently at the Green Valley Country Club. Sponsoring the brunch was the Amusement Machines Association; William Appel, of Appel Vending; Joseph Ash and Frank Ash, of Ash Amusement Co., Rockola distributors; Banner Specialty Company, Rowe distributors; David and Elliot Rosen, of David Rosen, Inc., Wurlitzer distributors; Bernard Muchnick; Blue Ribbon Vending; Macke Co.; Alan

and Ronald Bershad; Marvin Stein, of Eastern Music Systems, Seeburg distributors; and Joseph Silverman, executive secretary of the association. Frank Ash and Ronald Bershad are co-chairmen of the Coin Machines Division for this major fund-raising campaign. Speaker at the brunch was Dr. Arieh L. Plotkin, the first Israel citizen ever to be admitted to Princeton University's Woodrow Wilson School of Public and International Affairs.

MAURIE ORODENKER

Ill. Firm Profiled

ROCK ISLAND, Ill. — Orma Johnson Mohr here of Johnson Vending was profiled in the local Times Democrat's business and financial page recently. Several aspects of programming and route management were covered and will be reported on later. Mrs. Johnson, a Music Operators of America officer with MOA, was in Florida when the article appeared.

Jukebox Meetings

May 18-20—Music Operators of New York, annual meeting, Mount Airy Lodge, Mt. Pocono, Pa.
May 19-20—Billboard Jukebox Programming Conference, Hotels Ambassador, Chicago.
June 20—Eastern Pa. Amusement Machine Assn., site to be announced.
Sept. 21-23—Ill. Coin Machine Operators Assn., Playboy Club, Lake Geneva, Wis.
Sept. 21-22—W. Va. Music & Vending Assn., Heart 'O Town Motor Inn, Charleston.
Nov. 9-11—MOA, Conrad Hilton, Chicago.

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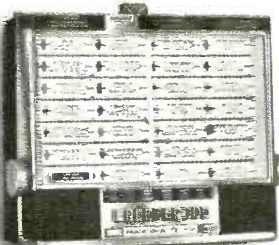
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- A chronological listing, year by year, of the Number One records
- A trivia index of interesting Top Pop facts, such as the Top 40 recording artists, artists with the most Number One records, and records of longevity

Sample pages

What's Playing?

A weekly programming profile of current and oldie selections from locations around the country.

CHICAGO: SOUL PURCHASES



Billy McClain
Eastern Music Co.
"Step by Step," Joe Simon, Spring 133
"Pillow Talk," Sylvia, Vibration 521
"I'm Gonna Love You Just a Little More Baby," Barry White, 20th Century 2018

MIAMI: CAMPUS/YOUNG ADULT PURCHASES



James Mullins
Mullins Amusement Co.
"Daniel," Elton John, MCA 40046
"Running Deer," Lobo, Big Tree, 16001
"Cheating Game," Susan Raye, Capitol 3369

GAFFNEY, S.C.: COUNTRY PURCHASES

Gene Hough
Star Amusement Co.
"Drinking Wine Spo-Dee O'Dee," Jerry Lee Lewis, Mercury 73374
"Hearts of Stone," Blue Ridge Rangers, Fantasy 700
"The Emptiest Arms in the World," More Baby, Barry White, MCA 40027
Spinner
"You Lay So Easy On My Mind"

MILTON-FREEWATER, ORE.: CAMPUS/YOUNG ADULT PURCHASES

Garland Wilson
Kelly Music Amusement
"Playground in My Mind," Clint Holmes, Epic 10891
"A Friend and a Lover," Partridge Family, Bell 336
"Hallelujah Day," Jackson Five, Motown 1224
"Cherry Cherry," Neil Diamond, MCA 40017
Spinners
"Dueling Banjos"
"Tie a Yellow Ribbon Round the Old Oak Tree"

KANSAS CITY, KAN.: EASY LISTENING PURCHASES

Dolores Davis
Boulevard Music Service
"If We Try," Don McLean, United Artists 206
"Steam Roller Blues," Elvis Presley, RCA Victor 0910
"Drift Away"
Spinners
"Good Morning Heartache," Diana Ross, Motown 1211
"Sing!"
"Tie a Yellow Ribbon Round the Old Oak Tree"

TOMS RIVER, N.J.: HIGH SCHOOL AGE PURCHASES



Anthony Storino
Barbara Karker
S & S Amusement Co.
"Stuck in the Middle with You," "I'm Doing Fine Now," New York City, Chelsea 78.0113
"Daniel," Elton John, MCA 40046

LA CROSSE, WIS.: CAMPUS/YOUNG ADULT PURCHASES

Belle Southwick
Jim Stansfield Novelty Co.
"Steam Roller Blues," Elvis Presley, RCA Victor 0910
"It Sure Took a Long Long Time," Lobo, Big Tree 16001
"Bitter Bad," Melanie, Neighborhood 4210

WAVERLY, MO.: COUNTRY PURCHASES



Dwight Hilbrenner
Hilbrenner Coin Equipment Co.
"Baby's Gone," Conway Twitty, MCA 40027
"Kids Say the Darndest Things," Tammy Wynette, Epic 5-10969
"Drinking Wine Spo-Dee O'Dee," Jerry Lee Lewis, Mercury 73374
Spinners
"Orange Blossom Special"
"Behind Closed Doors"
Oldies
"For the Good Times"
"I Wanna Be Around"

LEESVILLE, LA.: CAMPUS/YOUNG ADULT PURCHASES

Al Kelly
Ross Investments Inc.
"Who Was It," Hurricane Smith, Capitol 3455
"Hearts of Stone," Blue Ridge Rangers, Fantasy 700
"Let's Pretend," Raspberries, Capitol 3546
"The Right Thing to Do," Carly Simon, Elektra 45843

MAPLETON, IOWA: COUNTRY PURCHASES

Rus Conyers
Conyers Music
"Bring it on Home," Joe Stampley, Monument 8565
"Sweet Country Woman," Johnny Duncan, Columbia 45818
"Chick Inspector," Dick Curless, Capitol 3541
Oldies
"For the Good Times"
"I Wanna Be Around"

New Jukebox Stops Abound

Continued from page 32

piped-in music like Musak or FM-radio programming to keep store traffic pleased, the teens relate much more to the physical appearance of the jukebox in the store, said Rosen. And with so many department and specialty stores, shoe and boutique, stores, catering to the younger set, every such store is a potential jukebox location.

While such locations are free play operations, the monthly rental fees can well represent a substantial income for the operator going after this type of location. The apartment house with its social rooms for tenants also are ripe for jukebox locations. However, the social room location depends very heavily on record programming to be successful.

Rosen pointed out that the apartment house social room is used for many purposes, and for each purpose there must be appropriate programming—be it a sweet 16 party, a 50th wedding anniversary or birthday, or just an informal Saturday night social. Most apartment houses, particularly the new ones, are setting aside social rooms for the exclusive use of their tenants. While it is used for card games and meetings during the day, the room serves the function of a nightclub or ballroom for many evenings of the week. And the jukebox, says Rosen, is just the thing they are looking for.

Here again, it's usually a monthly rental, with special fees for

special programming in connection with a particular party or event. In addition, the operating expense is at a minimum for the operator as compared with servicing the pay boxes and again it can represent an excellent source of extra income, said Rosen.

Rosen also said that while the music machine operator has for many years been city-oriented, it's time to look beyond the city limits into the suburbs. In this area again, the entertaining operator can find real profit-makers.

"Many tavern owners," said Rosen, "were forced to move out of the city because of development or mass movements in changing neighborhoods. However, while they left the city, they did not leave the business. Many have moved to the suburbs. And since they already know how beneficial a jukebox can be to their operation, they are receptive to a machine if it is designed and programmed for their new operation—be it a historic tavern or a roadside motel or country club room."

Rosen pointed to such suburban locations which were most receptive to updated jukeboxes "with 100 watt amplifiers that can provide enough sound to fill a high school auditorium." He also stressed the fact that the new jukebox location can always "open the door" for the operator to bring in another type of coin machine. The new jukebox location, he said, has also opened up new locations for the snack vending, cigarette and dart game machines.

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Recreation Vehicle Boom Boost for Tape, 'Q' Units

By EARL PAIGE

CHICAGO—The multibillion-dollar recreational vehicle market represents special opportunities and challenges to the tape playback and accessory manufacturer and retailer and land vehicles particularly offer an ideal growth area for quadrasonic sound, according to Phil Costanzo, Motorola. One of the chief challenges is to identify the market, another to realize that installations may represent problems not encountered in normal car stereo setups and yet another is that many land vehicles are homes on wheels with "no end in sight" as far as playback applications (i.e., tape, phonographs, stereo radio, regular TV and cartridge TV).

Motorola, though it has just set up a sales entity in the RV field, is not the only manufacturer by any means to recognize the burgeoning growth in the area, and Motorola started identifying the market as long ago as 1956, said Costanzo, head of commercial sales, RV/marine. Medallion, the automotive products

arm of Midland, Kansas City, Mo., has brought out a TV housing for tape and FM radio, according to Roy Johnson, vice president, and has one rep, Arnold Lease, based here, who works with RV accounts. Car Tapes, Inc., Craig and many more manufacturers are stepping up their RV involvement.

Costanzo agrees that the Recreational Vehicle Institute (RVI) 1972 sales figure of 740,000 units is accurate, but points out that this is probably an 80 percent OEM market target (see separate stories). The picture is brighter for retailers in van conversion models and pickup campers, where Costanzo sees a 50 percent aftermarket potential. Boats represent at least a 60 percent aftermarket potential. Costanzo believes. However, even in the larger RV's, the 4-channel aftermarket is bright because many are already equipped with four speakers.

(Continued on page 37)

It's Superman! No, It's Audio Devices' Blank Tape Drive

By RADCLIFFE JOE

GLENBROOK, Conn. — Audio Devices, Inc. has retained the services of cartoonist Neil Adams to prepare a promotional comic strip based on the legendary Superman character, in an innovative incentive program geared towards encouraging Capitol Records salesmen to sell the Capitol 2 line of blank loaded cassettes and 8-track cartridges to record outlets which they service with Capitol disk products.

In the strip, called "The Capitol

Tapeman," the hero is a muscular invincible swashbuckler who, with incredible ease annihilates the evildoers (in this case all Capitol 2 competitors) and wins the favor of the pretty damsel (the tape-buying public).

The strip is cleverly done, and gets the Audio Devices message across without hard-selling the issue. The hope at Audio Devices Glenbrook offices is that Capitol Records salesmen who now sell only Capitol disk product, would be sufficiently impressed with the presentation and agree to sell the blank-tape line at a whopping commission.

Initially, the strip will be used as part of the Audio Devices in-house incentive program, but according to Jack Ricci, Audio Devices group product manager, its use may be expanded to point-of-purchase displays and other merchandising projects in the future.

In addition to the strip, Audio Devices is also suffering an all-expense-paid seven-day vacation in Acapulco to the Capitol Records salesman who can chalk up the largest number of Capitol 2 tape sales. There is also a number of smaller incentive bonuses for regional winners of the promotion.

The Capitol 2 tape line, representing a broader push by Audio Devices into the lucrative consumer blank-tape market, is sold by Audio

(Continued on page 37)

Belair Adds Units; All-Domestic Mfr.

By BOB KIRSCH

LOS ANGELES—Belair Enterprises here, which moved to total U.S. assembly last year, is now set to expand its product line to include four phone answering cassette units which will be aimed at the consumer as well as the business market and two 8-track playback-record units.

The firm is currently one of the few committed to total domestic assembly of product, and president Ed Mason explained why the shift was made and what he hopes for in the future. Mason also explained upcoming marketing strategy, the company's distributing system and how it has changed.

"Why did I begin assembling product here? There were several major reasons," Mason said. "For one thing, I was convinced that with proper technology we could contract out work for various parts and assemble the units here as economically as we could in Japan. Then there are the advantages of control, in quality control and output. I also felt that Japanese labor prices would go up. I didn't know at the time about the yen and dollar fluctuations, but this is something you are always faced with. I think you may find other firms doing the same thing over the next several years, also."

Mason explained how the assembling process works, a process now confined to a single unit but one which will soon be explained to three other answering machines. Mason will also launch his 8-track line at the end of this month.

"We contract out the various parts," he said. "They are cut, extruded and delivered to us as finished products. There are 14 major assemblies in the 'My Secretary' unit. We design and do the wiring here." Belair is currently turning out about 2,000 pieces of this unit a month and is hoping for an eventual run of about 12,000.

There are five major steps in Belair's assembly process: cabinetry; stage one electronics which is the outgoing message; stage two which is the incoming message; marrying the two; and final assembly. The finished product is carried in look-alike cabinets, and all future answering units will be the same height. The length will vary, but Mason is attempting to build a "Belair look" as well as "making it a bit more economical for packaging."

Talking about the phone answering unit, Mason said, "This is the market we're looking at now. Our present unit is for messages only, but one of the new ones will feature a capability for use as a dictation device and thus will move almost into home entertainment

category. The point is, our firm is relatively small and we want to stick where the demand is. Now we think it's for the phone units.

"We're distributing the product two ways now," Mason continued. "We're going through the traditional home entertainment people and we are also working with distributors of business equipment. They know the industry and they are helping us with a new experience."

What about the consumer elec-
(Continued on page 37)



TAPE EQUIPMENT installations in recreational vehicles often must be keyed to specific designs as in this Motorola application.

Tape Top Item in Recreational Vehicles

By ANNE DUSTON

CHICAGO—Tape equipment for commercial vehicles is vying with air conditioners as the most wanted feature, according to makers of motor homes and trailers around the country.

Requests for tape equipment run about 80 percent in the Winnebago 22-, 24-, 27- and 28-foot higher priced Chieftain line, with tape being standard equipment on the 28-ft. custom Chieftain II (at \$18,000, the most expensive model). In the lower price models, about 45 percent request tape units, mostly for the 20-ft. Brave, and 22-ft. and 24-ft. Indian models. Arlin Thorson, customer service manager Forest City, Ia., noted that customers of live-in models usually requested tape while models used for weekends or business were usually sold without tape configurations. "If people can afford air conditioners, they also buy tape," he noted.

Winnebago switched two years ago from a Craig combination unit of AM/FM/FM and 8-track to Motorola separate radio and tape deck, with the 8-track deck offered to buyers for \$65. Both units are installed in the dash, with radio on top and tape below. Two or four speakers are available with control for front-to-back or side-to-side

sound. The 12 volt DC unit can be switched to AC or 200 amp battery with automatic converter changeover to 110.

Cassette Too

While 8-track stereo seems to be the most popular configuration, companies are considering cassette, too. Winnebago is looking into cassette, with no time schedule yet on when it will be offered.

Open Road Industries is studying Panasonics' new Pana-cassette with AM/FM radio with the idea of including it as standard optional equipment in 1974, according to Jim Porter, purchasing manager in El Segundo, Calif. This year, Open Road offers a \$200 AM/FM/FM radio and 8-track unit by Medallion with tone control, balance, and automatic channel selector with light indicator. Extra speakers for the in-dash unit are usually installed in the dinette area. Porter noted that 10 percent of models have factory installation of tape players, although many people install equipment themselves.

Tape equipment usage has nearly tripled for Eldorado in Minneapolis, Kan., according to Sheldon Walle, who said motor homes are

(Continued on page 37)

Retention Communication, W. Union Film Unit Deal

NEW YORK—Retention Communication Systems (RCS) has entered into an agreement with Western Union, whereby RCS will supply some 60 of its audiovisual super 8 systems to Western Union for use by its GiftAmerica division.

The units will be used by Western Union for soliciting franchises for the new business venture. However, Frank Emmanuel, director of operations at Retention, said that the equipment could serve many purposes after Gift-America franchises were established.

The GiftAmerica project is slated to be bowed in September this year. It will be organized by zip codes for gift orders to be transmitted via Western Union's computers to a correspondent franchise in the delivery territory. Shoppers using the system will be able to select and send one of 12

gifts in the \$20 price range. According to Jack Hoffman, Western Union's vice president in charge of the GiftAmerica project, the RCS system was chosen because of its ease of operation, economy and contemporary styling.

An estimated 100 super 8 pre-recorded film cassettes are being provided for the project by Bill Sandy Co., a Detroit film producer.

Multiphase Operation Set in Tulsa

"See Talent Section"

Recreation Vehicle Boom Sparks Tape/Radio Sales; RV Units, Boats Up 30%+

• Continued from page 1

of commercial sales, recreational vehicle/marine. Motorola here, a newly created position.

Costanzo said the total land recreational vehicle market is around 80 percent OEM, but that the smaller units reflect at least a 50 percent aftermarket potential. As for boats, he sees this as at least a 60 percent aftermarket business (see separate story).

Paul Dupre, Recreational Vehicle Institute (RVI) here, said RV sales are up 33 percent over the past 20-year period from sales of 549,400 units in 1951 to 740,200 last year. Elsie Stanfill, Boating Industries Association (BIA), also based here, gave figures of as much as a 28 percent increase from just a year ago.

As just one example of tape-unit usage in motor homes, Sheldon Walle, Eldorado motor homes, Minneapolis, Kan., said factory installations at this firm have nearly tripled from last year (see separate story).

Dupre breaks down sales last year into travel trailers (251,000 units), Motor Homes (116,000) and truck campers (110,000) with the balance camper trailers and pickup camper shells. BIA figures break down into outboard boats (375,000 units as opposed to 270,000 a year ago), inboard (9,500), inboard/outdrive (63,000), sailboat (114,000) and houseboat (2,400). Inboard/outdrive sales alone last year amounted to \$370,800,000; outboard sales was another \$267,800,000; and inboard was \$260 million.

Blank Tape Coatings Go 'Universal'

By BOB KIRSCH

EDITOR'S NOTE: A trend in blank tape manufacturing and marketing to "universal" coatings is emerging. Even firms with chromium dioxide are talking about various high-energy formulas. The following is the second part of an article examining the posture of various companies.

BASF: "Chromium dioxide is the ultimate coating for the state of the art," says firm vice president Tom Dempsey. "There are more units with switches on the market and we think June will see additional introductions. And we don't feel a switch is necessary for chrome."

Audio Magnetics: "We just don't feel there is the justification from the consumer viewpoint to move into chrome," said vice president, research and development Hap Unfried. "The tape costs more, equipment is not available to the average consumer and cobalt can produce sound just as well as chrome in the cassette when used in a standard machine. For the state of the hardware market today, high energy is perfectly sufficient. It's a standard, universal tape."

3M Co.: "It's a matter of philosophy," said sales manager for

commercial and educational magnetic tape Jack Bondus. "Most machines do not have bias switches and the average consumer buys these machines. We feel we have improved sound quality sufficiently with cobalt so why get into chrome. Besides, with cobalt you have access to 100 percent of the market. Any machine can utilize it and get benefits. And remember, nobody has set any standards for bias switches. There are three or four formats. You've got to think of the average guy as well as the audiophile and this is why we went to cobalt."

Ampex: "We certainly feel chrome has a place in the industry," said the firm's Warren Simmons, "and we want to offer a full line. We also want to serve the customers who do have bias switch equipment. But we've also introduced the '20 20 +' high energy tape to tap the market which wants quality but does not have bias equipment, more of the average consumer. There is a definite trend toward audiophile tape that is not chrome, and we feel we're covering that market now. Chrome certainly has a place, but you need a compatible product to appeal

to the mass buyer and large outlets."

Memorex: "Chrome is a good configuration," said Michael Martin of the firm, "but the ideal would be to have bias switch standards set. I do think chrome gives the best quality when used with the proper switch, but there are other possibilities." Recently, the firm did introduce a high energy cassette line dubbed MRX2. The tape is coated with a high density iron oxide. No bias switch is needed to play or record on this tape. Memorex, now, is covering all sides of the market. The firm claims the tape has performance equivalent of chromium dioxide.

Certron: "Our sales on chrome doubled this year," said Ray Allen. "but remember that is doubling from a very small base. We do have a Super Deluxe line which is high energy and is a universal tape. We also have the new gamma powered tape. There is room for chrome and high energy in the market, but I think the mass user, both retail and consumer will go to the compatible configuration."

TDK: "Chrome and high energy both have their merits," said the firm's Ken Khoda. "We feel we should carry the variety to fit the customer. Our SD and ED are high energy audiophile tapes with no bias switch equipment needed. With chrome you need a bias switch and we have taken out ads informing the consumer and dealer of this fact. Without the switch, the tape can cause head abrasion and erasability is hard. With SD and UD, anyone can use them. The market is certainly bigger for the universal tape."

Norelco: "Chromium dioxide has not really taken off," said Ed Smulders, "but our 300 series of high energy tape has. There are too few machines with bias switches and the bias switches in existence do different things. We will certainly not drop chrome, but high energy seems to be catching on and we can tell this from the sales of the 300 line. Being able to use a tape on a standard machine is very important."

Maxell: "We feel our high energy line performs better than chrome," said marketing manager Ted Ozawa. "And the important point is it's compatible with any machine. It's meant for the audiophile as well. We also have another line of low-noise tape, but we feel Ultra Dynamic is the best. As for chrome, we market it in Japan but don't see the need for it here right now."

Audio Devices: "We have not entered the chrome market yet," said Bill Dawson, "but we are into the high energy market. The Capitol II line offers much of what chrome does and can be used on any machine. It's meant for the audiophile and the average consumer. It's universal and we feel it's equal to chrome."

General opinion, seems to be, then, that both chrome and high energy have their place in the audio cassette market, but that high energy is the going trend. The mass merchant can sell it as well as the audiophile, the consumer does not have to worry about switches and quality is always improving. Nobody, however, predicted the end of chrome, and video may open up an entirely new field for it.

SONY PLANT

NEW YORK — The Sony Corp. of America will construct its second U.S. manufacturing facility at Bernardo Industrial Park in San Diego, Calif.

Ground for the project was broken April 4, and Kazuo Iwama, chairman of the board of Sony and Harvey Schein, president, were on hand with a number of other local dignitaries for the ceremony.

Rep Rap

By EARL PAIGE and ANNE DUSTON

The "Comm-Center" information interchange will be operated at NEW in Las Vegas May 2-4 COM '73 by Electronic Representatives Association (ERA), said Raymond Hall, executive vice president, for the purposes of providing manufacturers with information consultation on marketing via reps, serving as a clearing house for manufacturers contacting reps and offering details on ERA's member benefits as well as advance information on ERA's "Interface 4" marketing conference to be held in Madrid next January. ERA is located at 233 E. Erie, Chicago, Ill. 60611.

Magma Sonic, Inc., loaders of blank cartridges and cassettes and accessory marketers, is looking for reps in Ind., Tenn., Ky. and the South, according to Bill Gogoen, vice president. The firm offers the standard ERA contract and commissions "never below 6 percent" but usually 10 percent.

Audio Magnetics Corp., Gardena, Calif., has appointed R & S Sales Inc., Canton, Mass., to cover the New England states, Steve Fisher Sales Inc., Teaneck, N.J., to cover northern N.J. and metropolitan N.Y., for its consumer tape products. . . . Robert W. Forbes has joined the St. Louis sales office of LectroReps, Inc., a Kansas City firm. Forbes was formerly with the Shell Oil Co. in Washington, D.C.

Don E. McDougald brings a masters degree in engineering and in economics to his new position as salesman for E.S. Gould Market-

ing Co. Ltd., Montreal, president Lynda Gould announced, McDougald will service British Columbia province with the following lines: David Clarke, Dynaco, Harman-Kardon, James B. Lansing Sound, Metrotec, Mura and Pickering. The company also has salesmen in Halifax, Toronto, Calgary and Vancouver.

B & L Sales Marketing, specializing in high speed audio tape duplicating and bulk cassette product has been in business about five months and already counts Audio Devices, Audio Magnetics, Pentagon and Audiotek among its clients. The firm, headed by Bill Pugliese, told West Coast tape editor Bob Kirsch he has had varied experience in the tape field with firms such as Audio Magnetics, RCA, Ampex and Superscope. Pugliese said he decided to enter this end of the business when he "found out through a survey that there was nobody in Southern California really concentrating exclusively on handling professional lines."

Two electronics executives who formed the rep firm Century Sales Ltd., Inc., in Dallas opened their second office in Houston. John Woods, Houston, was formerly BSR national sales manager. Marvin Squires of the Dallas office was vice-president of sales Empire Scientific. Lines carried include Harman-Kardon, BSR McDonald, Acoustic Research, Wollensak, Empire, Metrotec, Rabco, Superex and Gamber Johnson. Area encompasses Ark., La., Tex., and Okla.

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**The Tape Industry
A Report On
Audio,
Video,
Accessories
Companies**





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The box. Made of heat resistant, medium impact polystyrene, it's designed to protect, store and rack all cassettes. The highest quality cassette case available today at competitive prices. And backed by a complete packaging design and manufacturing facility.



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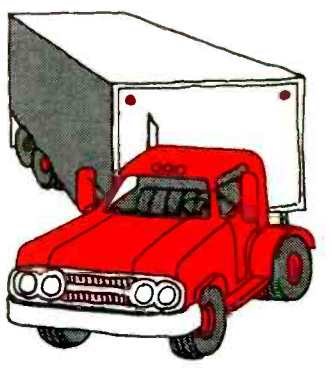
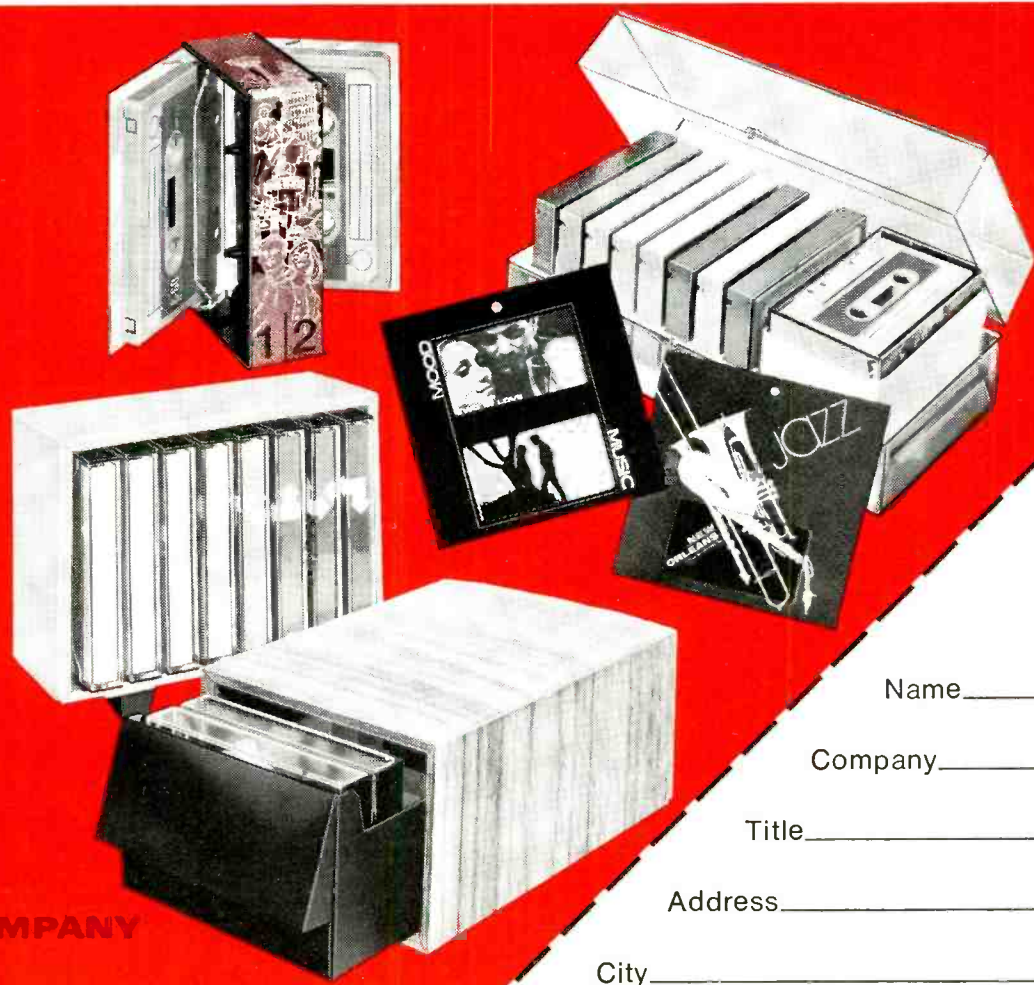


Exhibit "D"

Stock availability. Creative's new cases are ready for quick delivery on small or large orders from stock. Stock case features crystal clear cover and black base.

Summation

The conclusive facts are that there's really no limit to what Creative Packaging can do to customize, display or store your cassettes. There's the "bookbinder" with two cases joined back-to-back, a file drawer, miniature bookshelf, cassette merchandiser card, or library box. And that's just a sampling of what imagination with paperboard and plastic can do at Creative. Whatever your marketing objective, Creative Packaging's ideas for visual excitement and functional convenience can sparkle your cassette promotions and brighten profit potential.



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Electronics Sales Electrifying

By EARL PAIGE

S spurred by developments such as quadrasonic and Dolbyization, the tape playback and software market is burgeoning. Continuing developments in television cartridge, though there are several disk TV systems appearing, gives that much more impetus to tape.

Electronics Industries Association (EIA) in its latest report says magnetic tape audio equipment "is the fastest-growing major product category in consumer entertainment hardware; its dollar sales last year exceeded that of any other product except color TV."

Certainly, tape has become a large part of the playback entertainment picture and shares in the whole tremendous growth projections EIA and other organizations are charting. Hardware in all consumer categories was put at \$6.6 billion in factory plus import value in the U.S. in 1972—a new record, according to EIA.

Indications of still further fantastic growth in the coming years were projected by EIA in its recent "Electronics 1985" where it was predicted that world consumer playback hardware sales will go from \$11.4 billion at retail in 1970 to \$34.6 billion in 1985—a more than 300 percent jump.

Virtually every segment of the entertainment playback industry is sharing in the boom. One significant barometer is the rising attendance at industry shows, and moreover, the birth of an entirely new one: the Winter Consumer Electronics Show. The summer CES had been expanding steadily while more and more electronic firms were starting to show in the winter during the furniture-housewares events in Chicago and where another event, the Independent Home Entertainment (IHE) show had been steadily growing as well.

Winter CES, moving into the Conrad Hilton along with IHE, drew 24,370 and 100 exhibitors. Most significant, perhaps, is the indication that playback entertainment products are going into new outlets and are now important to housewares buyers as never before.

Another barometer is the relative new recognition being paid manufacturers reps and the growth of rep organizations, both individually and in the case of Electronics Representatives Association (ERA). Raymond Hall, ERA executive director, said the consumer products sector is growing very fast, boosted by the number of housewares reps adding playback equipment, tape and accessories. While the technical products sector had a decline in number of lines handled per rep firm and the components and materials sector showed no change, the consumer group went from 12.9 to 14.6 lines in ERA's latest report. Commissions rose too. The consumer group showed the number of manufacturers paying 10 percent or more rose from 72 percent to 83.

Still another barometer is the burgeoning of tape outlets. Musical Isle Chicago manager Anthony Dalesandro, whose firm racks Playback stores, put it quite vividly when he said recently: "A few years ago we were all trying to keep three Toad Hall hi-fi stores going. Now the number of such stores in the Chicago market is unreal." Playback alone has 35 now, after only starting with four in 1971. Headed by Shelby Young and a nucleus of Allied Radio alumni, the chain plans 100 outlets by 1975.

Stereo City, which started as a car stereo center with one outlet, is up to 11 and has branched into components. Typical of the sophistication of the new retailer is Stereo City's plan to have a 100-seat sales training classroom in its new headquarters.

Across the U.S. there are almost countless examples of expanding retail firms. Custom Music Corp., St. Louis, which recently counted 30 outlets in Missouri, Kansas, Illinois, Indiana, Iowa and Georgia, plans to be up to 52 by September according to president Berle Northup. CMC and Stereo City both started as tape stores, but the growth pattern of tape-record and playback equipment retailing encompasses all kinds of stores.

Just a few include National Record Mart, perhaps one of the oldest chains, which projects seven more stores by May. The 31-store Disc Record chain plans 10 more. Durham, N. C.-based Record Bar expects to open 20 new stores this year, some as far west as California. Meanwhile, Pacific Stereo, a West Coast based retailer and subsidiary of CBS, has moved into Chicago with several stores and plans to move further east. Budget Records, the Houston-based chain with 72 stores, plans 20 more, and so it goes.

The design and location of stores is also part of the dynamics. Schwartz Bros., for example, which has two 6,500 square foot Harmony Hut stores, plans another that will be 8,000 square feet.

Parallel to the expansion of retail outlets in terms of new markets and size is the willingness to add new products. Probably the most dramatic example is the move by dozens of firms to handle cartridge TV.

Just a few include Sears, Wards, May Co. (Los Angeles), Macy's and Gimbel's (New York), Foley's (Houston), Hudson's (Detroit), Wanamakers (Philadelphia), Macy's and the Emporium (San Francisco), Jordan Marsch (Boston), Frederick & Nelson (Seattle), Gimbel's (Pittsburgh), Higbee's (Cleveland), Berdines (Miami), Woodward & Lothrop (Washington), Hecht's (Baltimore) for a total of over 500 outlets, according to Frank Stanton, president of Cartridge Television, Inc., the manufacturer that has jumped out in front in the race.

Of course, TV playback systems are new and management in many cases was motivated to be first with it, even though the potential for TVC as a mass market item is some years away, in the opinion of many.

Quadrasonic equipment was accepted even more readily and by a broader sector of retailers, according to a survey conducted for Billboard by Feldman Research Corp. in mid-'72. Only 26 percent at that stage indicated they intended to carry TVC hardware and slightly more (32 percent) said they would carry software. But 46 percent were affirmative on 4-channel and 83 percent said they would be in quadrasonic 8-track before anything else, lending still further impetus to tape. Rackjobbers, in another survey, reported a 67 percent interest in carrying TVC hardware and software, though this was taken in December. Again, 100 percent said they now carry 4-channel equipment, with tape units garnering most of the interest.

Studies with independent retailers and with rackjobbers point up the factor of playback equipment becoming an increasingly popular-priced item. Highest percentages of independent retailers reporting on price show:

Home 8-track\$100-\$149
 Car 8-track\$ 50-\$ 99
 Cassette players.....\$ 50-\$ 99
 Open reel.....\$200 and over
 Components\$200 and over, but large percentages reported component sales in the \$100-\$150 and \$150-\$199 range too.

Rackjobbers adding hardware lines represent another dynamic marketing addition. They report handling all types of stores from record-tape and radio & TV appliance stores to departments in mass merchandising outlets, car stereo stores, auto supply and accessory stores, audio shops and armed forces exchanges.

Highest percentages for hardware items were reported thusly:

Home 8-track\$50-\$99
 Car 8-track\$35-\$49
 but with an equal percentage reporting at \$50-\$99 and a good percentage at \$100-\$149
 Cassette player.....\$35-\$49,
 and again, just as high a percentage (75 percent) at \$50-\$99
 Open reel.....\$200 and over
 Components\$200 and over
 Headphones.....\$15-\$34

Rackjobbers gave the following percentages of total gross dollar volume for the various playback and accessory items:

Records.....29.2
 Prerecorded tapes28.0
 Tape playback13.6
 Phonographs 4.1
 Radios 3.9
 Components 3.6
 Headphones..... 3.4
 Batteries 3.2
 Accessories 6.4

Of course, the growth projections of playback entertainment products are even more startling when the world market is considered. EIA's 1985 figures for the entire world consumer market is \$34.6 billion:

U.S.\$12.5
 Japan.....\$ 8.5
 Western Europe.....\$ 7.4
 Mainland China.....\$300 million
 Russia, E. Europe\$ 1.6
 South America.....\$ 2

Playback hardware's share in total electronics is moving up steadily. New EIA figures show U.S. sales comprising 21.6 percent of the \$30.5 billion total electronics business in 1972, up from 5.3 percent of \$26.4 billion in 1971. Color TV alone accounted for \$2,825,000 in factory plus import value.

Radios, the oldest item, are continuing their surge. U.S. sales, exclusive of radios in radio-TV and radio-phonograph combinations hit 822 million in 1972. The greater sophistication is represented in the 60 percent figure for FM-

equipped sets. AM auto radios remained fairly constant but car radio with FM stereo jumped from 2,614,000 to 3,119,000 units.

Phonographs continued to surge too, hitting another record of 7.2 million units for the 10th straight year of new higher sales. Much of the surge in phonographs is credited to the popularity of the compact system. However, quadrasonic is another new dynamic factor here too.

Compacts, grouped in EIA figures in the portable and table model category, though many rival consoles in terms of sophistication, helped swell this group from 3.5 million units to 4.2 million in '72; consoles however, dipped from 1.06 million to 928,000 (figures are for domestic label). The grand total of phonographs, including imports, rose from 6.03 million units or \$425 million, to 7.2 million or \$577 million.

Tape playback equipment showed the biggest increase and crosses all price point levels from \$10 to over \$500, and of course, goes far beyond the entertainment sphere into industry, business and education. Even such exotic items as Wurlitzer's tape cassette jukebox is being used by universities and chambers of commerce.

EIA figures for U.S. sales of audio tape recorders in 1972 totaled more than 10 million for the first time at a factory-level value of \$445 million. This did not include component decks or 8-track playback only equipment. Adding in estimates of decks and playback only units, in 1971, the combined total of tape equipment for that year would be 20.7 units at \$861 million.

An indication of 8-track growth is the totals available from Motorola automotive product division vice president and general manager Oscar P. Kusisto. During 1972, around 450,000 tape units were either factory or dealer installed in the U.S.; aftermarket sales were put at an additional 3 million units. He estimates Americans now own over 24 million 8-track home and car systems. Japanese imports are averaging 12 million units annually.

As for quadrasonic, Kusisto expects Detroit to be solidly behind it by 1975, with at least one of the "big three" expected to bow 4-channel in 1974 models. Sales of 4-channel/2-channel automotive units hit an estimated 40,000 units in '71 and were expected to climb to 100,000 by '72, however, lack of the kind of software for customers purchasing quadrasonic units tempered this estimate.

Two significant trends in car stereo are to mere in-dash installation and to the total car entertainment center—tape and radio. Car cassette continues to be a hopeful growth area and at least one firm, Craig, has even put out a Dolbyized car cassette unit.

Emphasis on installation continues with some manufacturers opening centers. Examples of high sophistication in installation are numerous. Stereo City installation expert Carmen Magurno describes a \$3,000 custom installation in a 1973 LTD that included two Pioneer 4G speakers in the back seat area, a Pioneer T3100 Dolbyized cassette unit in the arm rest, a JVC 8-track home unit mounted as a floor console and two independent burglar alarms.

Perhaps as optimistic as any barometer in the burgeoning tape industry is the growth of prerecorded tape. The two major independent tape duplicators have made dramatic turnarounds from a period of discouraging decline a couple of years ago.

GRT Music Tapes has been reporting record sales, earnings and shipments and now is licensed to duplicate and market tape from 56 labels.

Ampex Stereo Tapes reported a new monthly production record of close to 2.5 million prerecorded tapes shipped during last December including over 2 million cartridges, 416,000 cassettes and 20,000 open reels. AST now duplicates and markets for 117 labels. Also experiencing a surge is Columbia's custom duplicating facility, which manufactured over 35 million tapes in 1972, up from 27 million a year earlier.

Sales of prerecorded tape have been climbing steadily according to various industry sources:

sales in millions		
Disks		Tapes
\$1,051	1967	\$122
\$1,124	1968	\$234
\$1,170	1969	\$416
\$1,182	1970	\$478
\$1,251	1971	\$493

Sales by configuration show that 8-track continues its dominance, though cassettes are steadily gaining. Open reel rose in the late '60's and then declined:

Year	sales in millions		
	8-track	cassette	open reel
1967	\$ 60	\$ 6	\$20
1968	\$155	\$17	\$22
1969	\$300	\$75	\$20
1970	\$378	\$77	\$18
1971	\$385	\$96	\$12

Adding still another dimension to tape is the fact that it is, unlike disks, not affected by the confusion over various systems of 4-channel. Tape is uniformly discrete. However, quadrasonic additions to tape catalogs have been sluggish. GRT has been steadily adding and now has about 20 titles; AST has expanded its 4-channel offerings to 50. AST is also offering discrete open reel and both firms have Dolbyized cassette programs underway.

Adding still more impetus to prerecorded product are new marketing approaches centered on improved packaging, new ventures outside music into spoken word, more offering of budget merchandise, duplication deals with premium and TV promoters, mail order programs and increasingly better quality raw tape and duplicating processes.

Open reel is not forgotten. Magtex is continuing an ambitious open reel duplication program and retailers such as Rose Record in Chicago report good sales.

Of the many areas that have expanded during the surge of tape is the store display business. Traditional firms such as Freedman Artcraft have seen dozens of new firms come into the picture, some with radical approaches. For example, Genco, Inc., Des Moines, has developed a conveyor belt display unit that delivers the cartridge or cassette to the check-out counter. CESCO has developed knock-down cases that put together with a simple pin and disk and can be shipped more conveniently and allow for replacement of sections that may become damaged.

Yet another area of tremendous growth has been the tape carrying and storage case business. Over 50 firms are marketing such merchandise.

Prerecorded tape, is of course, expanding internationally, too. Examples of sales in Japan offer some indication of the popularity by configuration:

Units Jan.-Nov., 1972		
International		Japanese
1,871,000	8-track	10,512,747
2,078,904	cassette	3,965,341
169,028	open reel	54,004
total disks.....		150,000,000
total tapes.....		20,150,000

Quadrasonic has taken off very fast in Japan where over 500 titles were released during 1972, including 138 discrete disks. Total sales of home stereo sets, 80 percent of them 4-channel, along with components, were reported to be between \$400 and \$500 million in 1972, and spurred by an easy payment plan initiated by manufacturers. Despite this, retailers were disappointed in sales increases over 1971.

The surge of prerecorded tape in the U.K. and Europe has been phenomenal with many marketers admitting that they seriously underestimated the potential. In the U.K. for example, EMI's tapes sales for the second quarter were up a staggering 270 percent over a similar '71 period. In France, prerecorded tape sales have more than doubled in the past three years.

Two major factors in the U.K. have been the dramatic rise in 8-track, when some predicted its demise only a few years ago, and the sales of prerecorded product through so-called "non-music" outlets. Precision, for example, reports 65 percent of its tape business coming from garages, motor accessory stores, filling stations and so on. While cassette has been a leader in Europe, some firms are now selling 8-track equally as well.

Paralleling the growth of prerecorded tape is the rising sales of blank tape. Although estimates are hard to come by because of proprietary conditions, 3M estimates that U.S. factory level sales for 1972 hit \$195 million. This figure includes audible range (cassettes, 8-track, open reel, and tape used by duplicators: (\$100 million); all video (\$25 million); computer and instrumentation (\$70 million).

Estimates from the International Tape Association (ITA) give some expectation of blank tape volume:

Cassettes (units) 8-track		
1971	123,500,000	15,000,000
1972	173,000,000	21,000,000
1973	208,500,000	29,000,000
1974	225,900,000	31,000,000
1975	269,700,000	32,000,000

(Continued on page TR-27)

TAPE INDUSTRY REPORT

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ASSISTANT MANAGER DIRECTORY SERVICES: Robert Hudoba

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ASSOCIATE EDITORS: Holly Dorna, Danae White, James Arnold

PLAYBACK EQUIPMENT

AFCO Electronics Inc. PO Box 973, Zip 94604, 471 Roland Way, Oakland, Calif. 94621. Tel. (415) 695-7000. Pres. Erwin L. Fener. Exec. VP. Alfred Gross. Sales Mgr. Peter Knoedler. **Cartridge**: (18 auto models) 17 8-tr. 1 quadrasonic 8-tr.—matrix (8 home models) 8-tr. (6 portable models) 8-tr. Price range \$24.95—\$139.95. **Cassette**: (4 auto, 2 home, 4 portable models) Price range \$19.95—\$99.95. **Brand name**: AFCO.

A.I.T.C. see International Transistor & Major Electronics.

A.P.F. Electronics Inc. 375 Park Ave., New York, N.Y. 10022. Tel. (212) 758-7550. Pres. Albert Friedman. Exec. VP & Sales Mgr. Sy Lipper. **Cartridge**: (7 home models) 1 8-tr., 6 quadrasonic 8-tr.—2 discrete, 4 matrix. Price range \$49.95—\$199.95. **Brand name**: APF.

A.R. see Automatic Radio.

Admiral Corp. 3800 Cortland St., Chicago, Ill. 60647. Tel. (312) 292-2600. Pres. Ross D. Siragusa Jr. VP Sales & Mktg. Robert J. O'Neil. VP Adv. & PR. Thomas R. Chadwick. Mktg. Dir. of Special Mkts. Ed Botta. **Cartridge**: (2 auto or portable models) 8-tr. (3 home models) 2 8-tr., 1 quadrasonic 8-tr. Price range \$64.95—\$219.95. **Cassette**: (5 portable models) Price range \$24.95—\$169.95. **Brand name**: Admiral.

Adonis, see Commodore Import.

Aiko, see Milovac Int'l.

Akai America Ltd. 2139 E. Del Amo Blvd., Compton, Calif. 90220. Tel. (213) 774-7710. Exec. VP. Robert R. Owen. Audio Mktg. Dir. Stan Harris. Mktg. Servs. Dir. M.L. Sayles. **Cartridge**: (2 home models) 8-tr. Price range \$170—\$220. **Cassette**: (4 home models) 2 w/noise reduction systems—Dolby. Akai. Price range \$190—\$300. **Open reel**: (5 home models) 4-tr. Price range \$260—\$550. **Brand name**: Akai.

Alaron, see B&B Import-Export.

Amertape Corp. AudioSonic Corp., 807 Railroad Ave., Asbury Park, N.J. 07712. Tel. (201) 988-7771. Pres. Ike Cabasso. Sales Mgr. Oscar Goren. Adv. Mgr. Florence Kufert. **Cartridge**: (3 auto models) 2 8-tr., 1 quadrasonic 8-tr. (4 home models) 3 8-tr., 1 quadrasonic 8-tr. (5 portable models) 8-tr. Price range \$15—\$135. **Cassette**: (2 auto, 2 portable models) Price range \$14.50—\$45. **Brand name**: AudioSonic.

Arvin Inds. Inc., 1531 13 St., Columbus, Ind. 47201. Tel. (812) 372-7271. Pres. Eugene Anderson. Sales Mgr. J.P. Ellis. Adv. Mgr. Glenn Flint. **Cartridge**: (4 home models) 3 8-tr., 1 quadrasonic 8-tr. Price range \$69.95—\$349.95. **Brand name**: Arvin.

Quadrasonic adaptors.

Audiovox Corp., 150 Marcus Blvd., Hauppauge, L.I., N.Y. 11787. Tel. (516) 231-7750. Pres. John Shalam. VP Sales. Marty Novick. **Cartridge**: (10 auto models) 9 8-tr., 1 quadrasonic 8-tr.—discrete, (6 home models) 8-tr. Price range \$29.95—\$179.95. **Brand name**: Audiovox.

Quadrasonic adaptors.

Automatic Radio, 2 Main St., Meiose, Mass. 02176. Tel. (617) 321-2300. Pres. Edward L. Housman. Sales Mgr. Peter J. Morahan. VP Mktg. & Adv. Mgr. G.E. Lyall. **Cartridge**: (8 auto models) 7 8-tr., 1 quadrasonic 8-tr.—discrete, (4 home, 6 portable models) 8-tr. Price range \$29.95—\$399.95. **Cassette**: (2 auto, 2 home, 1 portable model) Price range \$34.95—\$199.95. **Brand name**: AR.

Auto Tapes Unlimited, Magnadyne Corp., PO Box 757, 9261 W. Third, Beverly Hills, Calif. 90213. Tel. (213) 278-0107. Pres. Barry Caren. Gen. Mgr. Theresa Lewis. Sales Mgr. David Gurian. **Cartridge**: (4 auto models) 8-tr. **Cassette**: (1 auto model) Price range \$29.95—\$79.95. **Brand name**: Magnadyne.

Azad Int'l Inc., 37 W. 26 St., New York, N.Y. 10001. Tel. (212) 679-6666. Pres. Victor Khubani. Gen. Mgr. Mike Aswani. **Cartridge**: (2 auto, 4 home, 1 portable models) 8-tr. Price range \$21.75—\$79. **Cassette**: (3 portable models) Price range \$15.75—\$24.75. **Brand name**: Tempest.

B.A.S.F. Systems Inc., Crosby Dr., Bedford, Mass. 01730. Tel. (617) 271-4000. Pres. Dr. Werner K. Balz. Nat'l Sales Mgr. Robert Patterson. Mktg. Mgr. Gerard Berberian. Adv. Dir. Murray E. Kremer. **Cassette**: (3 portable models). **Brand name**: BASF.

B & B Import-Export Inc., 185 Park St., Troy, Mich. 48064. Tel. (313) 585-8400. Pres. Emory I. Klein. VP. Alexander Ehrmann. Sales Mgr. Bernard Klein. **Cartridge**: (5 auto, 10 home, 2 portable models) 8-tr. Price range \$29.95—\$59.95. **Cassette**: (1 auto, 5 portable models) Price range \$20.95—\$44.95. **Brand name**: Alaron Rhapsody.

Quadrasonic adaptors.

B & B Sales Inc., PO Box 7297, 211 N. Market Shreveport, La. 71107. Tel. (318) 422-9382. Exec. VP & Sales Mgr. Al Bell. Adv. Mgr. Glenn Stallings. **Cartridge**: (3 auto models) 8-tr. Price range \$29.95—\$169.95. **Brand name**: Resonic Key Note.

B.S.R./Metrotech (USA) Ltd., Consumer Prods. Div., Rt. 303, Blauvelt, N.Y. 10913. Tel. (914) 358-6060. Telex. 137441 VP & Gen. Mgr. John H. Hollands. Nat'l Sales Mgr. P. B. Welch. **Cartridge**: (2 home models) 8-tr. Price range \$49.95—\$59.95. **Brand name**: BSR.

Belair Ent's. Rodeo Music Corp., 12923 Cerise Ave., Hawthorne, Calif. 90250. Tel. (213) 679-8266. Pres. Ed Mason. Sales Mgr. Rod Pierce. Adv. S.M. Newmark & Assocs. **Cartridge**: (4 home models) 8-tr. Price range \$89.95—\$299.95. **Brand name**: Belair.

Bell & Howell Co., 7100 McCormick Blvd., Chicago, Ill. 60645. Tel. (312) 677-2100, 262-1600. Consumer Electronics Sales Mgr. Joseph Kazimer. **Cartridge**: (2 home models) 1 8-tr., 1 quadrasonic 8-tr.—discrete, (2 portable models) 8-tr. Price range \$79.95—\$169.95. **Cassette**: (8 portable models) Price range \$29.95—\$79.95. **Brand name**: Bell & Howell.

Benjamin Electronic Sound Co., see Concord Div.

Bentley, see HCP.

Boman Astrosonix (div. of California Auto Radio), 9300 Hail Rd., Downey, Calif. 90241. Tel. (213) 865-4041. Pres. Robert Maniaci. VP Sales & Mktg. Sam Surlow. Adv. Mgr. Sylvia McKnight. **Cartridge**: (11 auto models) 7 8-tr., 4 quadrasonic 8-tr.—matrix, (1 home, 1 portable models) 8-tr. Price range \$39.95—\$230. **Brand name**: Boman Astrosonix.

Quadrasonic adaptors.

Bonsonic, see Katone Corp.

Broadmoor Inds. Ltd., 530 Santa Rosa Dr., Des Plaines, Ill. 60056. Tel. (312) 774-3047. Pres. Robert Moore. VP & Adv. Mgr. T.C. Collins. Sales Mgr. Bert Johnson. **Cartridge**: (12 home models) 11 8-tr., 1 quadrasonic 8-tr.—discrete. Price range \$79.95—\$349.95. **Cassette**: (2 home models) 1 w/noise reduction system, (5 portable models) Price range \$24.95—\$349.95. **Brand name**: Broadmoor.

Charles Brown & Co. Inc., 34 W. 27 St., New York, N.Y. 10011. Tel. (212) 683-0802. Pres. Sam Gutwein. **Cartridge**: (3 auto, 4 home, 1 portable models) 8-tr. Price range \$17—\$75. **Cassette**: (4 portable models) Price range \$15—\$35. **Brand name**: Brown.

Brown, see Charles Brown.

C.T.I., see Car Tapes Inc.

C.W. Import-Export, 2409 Arden Way, Sacramento, Calif. 95825. Tel. (916) 925-2210. Gen. Mgr. Bill Souza. **Cartridge**: (3 auto, 4 home, 1 portable models) 8-tr. Price range \$20—\$100. **Cassette**: (2 auto, 6 home, 4 portable models) Price range \$24.95—\$79. **Brand name**: Electro Brand, Encore, Encorder.

Quadrasonic adaptors.

Car Tapes Inc., 9180 Kelvin Ave., Chatsworth, Calif. 91311. Tel. (213) 882-8722. Pres. James LeVitus. Mktg. Dir. Earl Horwitz. Creative Servs. & Adv. Mgr. Larry D. Martinson. **Cartridge**: (16 auto models) 14 8-tr., 2 quadrasonic 8-tr.—1 discrete, 1 matrix. Price range \$20—\$120. **Brand name**: Car Tapes.

Cartrette Inc., 3785 Varsity Dr., Ann Arbor, Mich. 48104. Tel. (313) 973-0900. Pres. Fred J. Klum. Sales & Adv. Dir. Dale C. Koopman. **Cartridge**: (3 auto, 3 home models) 8-tr. Price range \$29.95—\$109.95. **Cartrette**: (2 auto, 2 home, 1 portable models) Price range \$20—\$75. **Brand name**: Cousino Orrtronics, Cartrette.

Channel Inds. Inc., 663 Rankin St. NE, Atlanta, Ga. 30308. Tel. (404) 688-3044. Pres. Manny Isaacs. **Cartridge**: (3 auto, 6 home, 2 portable models) 8-tr. **Cassette**: (3 home models) w/noise reduction system, (2 portable models). **Brand name**: Transonic.

Channel Master (div. of Avnet Inc.), Ellenville, N.Y. 12428. Tel. (914) 647-5000. Chief Opns. Mgr. Sylvester Herlihy. VP Sales Martin Charles. Consumer Prod. Mgr. Alan Makowsky. Adv. Mgr. Peter Swenson. **Cartridge**: (9 auto models) 8 8-tr., 1 quadrasonic 8-tr.—discrete, (8 home, 4 portable mod-

els) 8-tr. Price range \$39.95—\$349. **Cassette**: (7 portable models) Price range \$29—\$89. **Brand name**: Channel Master.

Christian Dupl'ns., 139 Candice, Altamonte Springs, Fla. 32701. Tel. (305) 831-2736. Pres. R.B. Turney. **Cartridge**: (2 auto, 4 home, 1 portable models) 8-tr. Price range \$21.75—\$79. **Cassette**: (3 portable models) Price range \$15.75—\$24.75. **Brand name**: Tempest.

Claricon, see Gladding-Claricon.

Columbia Recs., see Masterwork Audio Prods.

Commodore Import Corp., 507 Flushing Ave., Brooklyn, N.Y. 11205. Tel. (212) 522-3407. Pres. Sandy Schneider. Sales Mgr. Jack Schneider. Adv. Mgr. M. Simon. **Cartridge**: (4 auto, 6 home, 2 portable models) 8-tr. Price range \$19.95—\$249.95. **Cassette**: (2 auto, 1 home, 4 portable models) Price range \$14.95—\$99.95. **Brand name**: Commodore, Adonis.

Concord Div., Benjamin Electronic Sound Co., 40 Smith St., Farmingdale, L.I., N.Y. 11735. Tel. (516) 694-7960. Pres. Joe Benjamin. Sales Mgr. Paul Gonzalez. Adv. Mgr. Cliff Sheore. **Cartridge**: (4 home models) 3 8-tr., 1 quadrasonic 8-tr. Price range \$49.95—\$199.95. **Cassette**: (5 home models) 2 w/noise reduction system—Dolby, (6 portable models) Price range \$49.95—\$249.95. **Brand name**: Concord.

Cousino, see Cartrette.

Craig Corp., 921 Anesia Blvd., Compton, Calif. 90220. Tel. (213) 537-1233. Pres. Peter M. Behrendt. VP Sales. Lauren Davies. Mktg. Mgr. Donald MacGregor. Adv. Mgr. John Roman. **Cartridge**: (17 auto models) 14 8-tr., 3 quadrasonic 8-tr.—2 discrete, 1 matrix, (6 home, 2 portable models) 8-tr. Price range \$47.95—\$239.95. **Cassette**: (6 auto models) 1 w/noise reduction system—Dolby, (2 home models) 1 w/noise reduction system—Dolby, (12 portable models) Price range \$39.95—\$239.95. **Brand name**: Craig.

Curtis Mathes Sales Co., 2220 Young St., Dallas, Tex. 75201. Tel. (214) 748-8311. Pres. H.B. Kelton. Exec. VP. Burke Mathes Jr., Gen. Sales Mgr. Ray Harvey. **Cartridge**: (16 home models) quadrasonic 8-tr.—matrix. Price range \$199—\$1200. **Cassette**: (2 home models) w/noise reduction system. Price \$1200. **Brand name**: Curtis Mathes.

Dejay Corp., 39 Heyward St., Braintree, Mass. 02184. Tel. (617) 773-3237. Pres. Sales & Adv. Mgr. William Blotnick. **Cartridge**: (5 home models) 4 8-tr., 1 quadrasonic 8-tr.—discrete, (1 portable model) 8-tr. Price range \$39.95—\$149.95. **Brand name**: Dejay.

Dynavox Electronics Corp., 40-05 21 St., Long Island City, N.Y. 11101. Tel. (212) 786-3770. Pres. Joseph Dworkin. Sales Mgr. Irving Pincus. **Cartridge**: (4 portable models) 8-tr. Price range \$89.95—\$129.95. **Brand name**: Dynavox.

Quadrasonic adaptors.

Dyn Electronics Inc., 3095 NW 77 Ave., Miami, Fla. 33122. Tel. (305) 885-0711. Pres. Charles Dascal. Sales Mgr. Salomon Yuken.

VP Sales. Jaime Roisman. **Cartridge**: (8 auto models) 7 8-tr., 1 quadrasonic 8-tr.—matrix (15 home models) 14 8-tr., 1 quadrasonic 8-tr.—matrix; (2 portable models) 8-tr. Price range \$99.95—\$299.95. **Cassette**: (1 home, 3 portable models) Price range \$24.95—\$159.95. **Brand name**: Dyn.

Quadrasonic adaptors.

Eastern Specialties Corp., 169 Rt. 46, Mine Hill, Dover, N.J. 07801. Tel. (201) 361-7990. Pres. Robert F. Kenny. **Cartridge**: (4 auto models) 3 8-tr., 1 quadrasonic 8-tr. (3 home, 2 portable models) 8-tr. Price range \$29.95—\$179.95. **Brand name**: Soundsonic, Granada.

Cassette: (1 home, 1 portable models) Price range \$29.95—\$69.95. **Brand name**: Soundsonic.

Edu-Media, see Tokyo Sanser.

Electra Radio Corp., 75 New Hook Rd., Bayonne, N.J. 07002. Tel. (201) 436-7337. NYC Tel. (212) 675-7640. Pres. Richard Beda. Gen. Mgr. David Silverman. Sales Mgr. Jules K. Roth. Sales Admin. Paul Kuback. **Cartridge**: (4 auto models) 17 8-tr., 4 quadrasonic 8-tr.—discrete & matrix, (5 portable models) 8-tr. Price range \$30—\$170. **Cassette**: (1 home, 3 portable models) Price range \$20—\$60. **Brand name**: Electra Radio.

Electro Brand Inc., 2340 W. Nelson St., Chicago, Ill. 60618. Tel. (312) 549-5825. Pres. Sam Dry. VP. Richard Ettelson. (Also see Caltrade Mfg. & Trading Co.). **Cartridge**: (4 auto models) 8-tr. (4 home models) 8-tr. (4 portable models) 8-tr. Price range \$20—\$100. **Cassette**: (2 auto, 6 home, 4 portable models) Price range \$24.95—\$79. **Brand name**: Electro Brand.

Quadrasonic adaptors.

ElectroSonic Corp. of America, 2777 Summer St., Stamford, Conn. 06905. Tel. (203) 327-2900. Pres. Philip Morse. Adv. Dir. Howard Cuverson. **Cartridge**: (3 auto models) 8-tr., (15 home models) 36 8-tr., 9 quadrasonic 8-tr.—discrete, (2 portable models) 8-tr. **Cassette**: (1 portable model). **Brand name**: ElectroSonic.

Elgin, see JVC America.

Encorder, see Caltrade.

Encore, see Caltrade.

Federal Transistor Co. Inc., 519 S. Broadway, Los Angeles, Calif. 90013. Tel. (213) 625-1304. Pres. Ray Pinto. Sales Mgr. David Munguia. **Cartridge**: (4 auto, 4 home, 4 portable models) 8-tr. Price range \$18.95—\$89.95. **Cassette**: (2 auto models), (6 portable models) 2 w/noise reduction system—Dolby. Price range \$14.95—\$35. **Brand name**: Federal.

Fisher Radio, 11-40 45 Rd., Long Island City, N.Y. 11101. Tel. (212) 937-2100. Sales Mgr. J. Parks. Adv. Mgr. R. MacCloy. **Cartridge**: (2 home models) quadrasonic 8-tr.—discrete & matrix. Price range \$169.95—\$299.95. **Cassette**: (2 home models) w/noise reduction system—Dolby. Price \$249.95. **Brand name**: Fisher.

Arthur Fulmer Co., 260 Monroe Ave., Memphis, Tenn. 38103. Tel. (901) 525-5711. Pres. Arthur Fulmer Jr., Sales Mgr. R.T. Edmundson. Adv. Mgr. G.J. AuBuchon. **Cartridge**: (7 auto models) 6 8-tr., 1 Quadra-

sonic 8-tr.—discrete: (11 home models) 10 8-tr., 1 quadrasonic 8-tr.—discrete; (5 portable models) 8-tr. Price range: \$29.95—\$174.95.
Cassette: (1 portable model). Price: \$29.95.
Brand name: Arthur Fulmer.

G T E Sylvania Inc., 700 Elliott St., Batavia, N.Y. 14020. Tel: (716) 343-3470. Stereo Prods. Mktg. Mgr.: William C. Sullivan; Sales Mgr.: G.L. Thompson; Adv. Mgr.: W.R. Dixon; PR Mgr.: Ralph Emerson.
Cartridge: (15 home models) quadrasonic 8-tr.—matrix. Price range: \$149.95—\$469.95.
Brand name: Sylvania.

Quadrasonic adaptors.
 General Electric Co., Audio Electronics Prods. Dept., Electronics Park, Bldg. No. 5, Syracuse, N.Y. 13201. Tel: (315) 456-2189. Gen. Mgr.: R.T. Grallon; Sales Mgr.: C.A. Gustafson; Tape Prods. Mgr.: K.D. Bekemeier; Adv. Mgr.: N.R. Huey.
Cartridge: (9 home models) 7 8-tr., 2 quadrasonic 8-tr.—discrete; (3 portable models) 8-tr. Price range: \$62.95—\$499.95.
Cassette: (1 home, 8 portable models). Price range: \$27.95—\$449.95.
Brand name: General Electric.

Quadrasonic adaptors.
 Gibbs Sound Prods. (div. of California Auto Radio Inc.), 101 Rockport Rd., Janesville, Wis. 53545. Tel: (608) 756-2329. Pres.: Robert Maniaci; Sales Mgr.: Craig Capps.
Cartridge: (6 auto models) 8-tr.; (1 home model) 8-tr. Price range: \$19.95—\$54.95.
Brand names: Gibbs, Hammond.

Quadrasonic adaptors.
 Gladding-Claricon Inc., 663 Dowd Ave., Elizabeth, N.J. 07201. Tel: (201) 289-4600. Exec. VP & Gen. Mgr.: William B. Keepin; Nat'l Sales Mgr.: Donald P. Williams; Sales Admin. Mgr.: Irene Carney.
Cartridge: (10 home models) 6 8-tr., 4 quadrasonic 8-tr.—discrete & matrix. Price range: \$100—\$349.
Brand name: Claricon.

Global Mktg., 709 W. Colton Ave., Redlands, Calif. 92373. Tel: (714) 793-2444. Pres: Bill Elliott.
Cartridge: (3 auto models) 8-tr. Price range: \$13—\$100.
Cassette: (2 auto models). Price: \$30.
Brand name: Mecca.

Granada, see Eastern Specialties.

Grundig-Amerex Electronics Inc., 40 Kero Rd., Carlstadt, N.J. 07072. Tel: (201) 935-6300. Sales Mgr.: K.M. Emmer; Adv. Mgr.: W.L. Buhrmann.
Cartridge: (5 home models) 8-tr. Price range: \$259.95—\$329.95.
Cassette: (7 home, portable models). Price range: \$49.95—\$189.95.
Open reel: (1 home model) 4-tr. Price: \$299.95.
Brand name: Grundig.

H C P Inds. Ltd., 36 Utter Ave., Hawthorne, N.J. 07507. Tel: (201) 427-3114. Pres.: Charles Chapler Sr.; Sales Mgr.: Z. Preminger.
Cartridge: (15 home models) 8-tr. Price range: \$99.95—\$499.95.
Brand names: Bentley & private brands.

Hammond, see Gibbs Sound.

Harman-Kardon Inc., 55 Ames Court, Plainview, L.I., N.Y. 11803. Tel: (516) 681-4000. Pres.: Robert Greenberg; VP Prod. Development: Leon Kuby; Sales Mgr.: John Kearney; Adv. & Communications Mgr.: Stephan Phillips.
Cassette: (1 home model) w/noise reduction system—Dolby "B." Price: \$299.95.
Brand name: Harman-Kardon.

High Country, see Import Dists. Buying Serv.

Hitachi Sales Corp. of America, 48-50 34 St., Long Island City, N.Y. 11101. Tel: (212) 361-3090. Pres.: E. Matsumura; Sales Mgr.: Gene Schillinger; Adv. Mgr.: Hiro Oshima.
Cartridge: (6 auto models) 4 8-tr., 2 quadrasonic 8-tr.—discrete & matrix. (9 home models) 7 8-tr., 2 quadrasonic 8-tr.—discrete & matrix. Price range: \$79.95—\$349.95.
Cassette: (2 auto models); (9 home models) 1 w/noise reduction system; (16 portable models). Price range: \$27.95—\$349.95.
Brand name: Hitachi.

Quadrasonic adaptors.
 I D I, see Inland Dynatronics.

Import Dists. Buying Serv. Inc., 180 Shipley St., San Francisco, Calif. 94107. Tel: (415) 956-4152. Pres. & Adv. Mgr.: Edwin Samn; Sales Mgr.: Richard Kung.
Cartridge: (7 auto models) 6 8-tr., 1 quadrasonic 8-tr.—discrete; (5 home models) 4 8-tr., 1 quadrasonic 8-tr.—discrete. (1 portable model) 8-tr.
Cassette: (1 auto, 1 home models)
Brand name: High Country.

Inland Dynatronics Inc., 10 Horizon Blvd., South Hackensack, N.J. 07606. Tel: (201) 641-3600. Pres.: Samuel Levitt; Nat'l Sales Mgr.: Frank G. Fusaro.
Cartridge: (15 auto models) 11 8-tr., 4 quadrasonic 8-tr.—1 discrete, 3 matrix; (2 home models) 8-tr. Price range: \$39.95—\$129.95.
Cassette: (1 auto model). Price: \$49.95.
Brand name: IDI.

International Transistor Corp. (sub. of Major Electronics Corp.), 4140 Vanowen Pl., Burbank, Calif. 91504. Tel: (213) 849-1337. Pres.: Gene Gillis; VP Sales: Al Siegal.
Cartridge: (2 home models) 8-tr. Price range: \$119.95—\$129.95.
Brand name: AITC, Major Electronics.
Cassette: (3 portable models). Price range: \$29.95—\$59.95.
Brand name: AITC.

J V C America Inc., 50-35 56 Rd., Maspeth, N.Y. 11378. Tel: (212) 392-7100. Pres.: Takashi Masuda; VP Sales: William P. Kist; Adv. Mgr.: Don Johnston.
Cartridge: (2 auto models) 8-tr., (8 home models) 6 8-tr., 2 quadrasonic 8-tr.—discrete; (1 portable model) 8-tr. Price range: \$49.95—\$399.95.
Brand name: JVC, JVC Nivico, Elgin.
Cassette: (2 auto models); (12 home models) 3 w/ noise reduction system—ANRS; (6 portable models). Price range: \$49.95—\$269.95.
Open reel: (6 home models) 2 2-tr., 2 4-tr., 2 quadrasonic—discrete. Price range: \$159.95—\$429.95.
Brand name: JVC.

Quadrasonic adaptors.
 Juliette, see Topp Electronics.

Katone Corp., 37 W. 28 St., New York, N.Y. 10001. Tel: (212) 889-6240. Pres.: Jack Katz; Sales Mgr.: Maunce Katz.
Cartridge: (6 auto models) 5 8-tr., 1 4/8-tr. compatible; (1 home, 1 portable models) 8-tr. Price range: \$29—\$99.
Cassette: (2 portable models). Price range: \$29—\$39.
Brand name: Bonsonic.

Kenwood Electronics Inc., 15777 S. Broadway, Gardena, Calif. 90248. Tel: (213) 323-1400. Pres.: George T. Aratani; VP: Y. Nakase.
Cassette: (1 home model) w/ noise reduction system—Dolby. Price: \$259.
Open reel: (2 home models) 1 4-tr., 1 quadrasonic—discrete. Price range: \$310—\$360.
Brand name: Kenwood.

Quadrasonic adaptors.
 Key Note, see B&B Sales.

Kraco Ent's. Inc., 2411 N. Santa Fe Ave., Compton, Calif. 90224. Tel: (213) 774-2550. Pres.: Lawrence M. Kraines; Exec. VP: Fred Fohli; Adv. Mgr.: Owen Gilleran.
Cartridge: (12 auto models) 11 8-tr., 1 quadrasonic 8-tr.—discrete; (3 portable models) 8-tr. Price range: \$39.95—\$180.
Brand name: Kraco, Sears, Bigelow, Wards.

Quadrasonic adaptors.
 Lafayette Radio Electronics Corp., 111 Jericho Tpke., Syosset, N.Y. 11791. Tel: (516) 921-7700. Pres.: Leonard Pearlman; Sales Mgr.: M. Gleberman; Adv. Mgr.: C. Piotrowski.
Cartridge: (4 home models) 3 8-tr., 1 quadrasonic 8-tr.—discrete. Price range: \$99.95—\$239.95.
Cassette: (6 home, 5 portable models). Price range: \$19.95—\$62.95.
Brand name: Lafayette.

Quadrasonic adaptors.
 Lake Electronics Inc., 8504 Lyndon, Detroit, Mich. 48238. Tel: (313) 834-2660. Pres. & Sales Mgr.: Leo Kassin; Adv. Mgr.: Jack Kassin.
Cartridge: (2 auto, 2 home, 1 portable models) 8-tr. Price range: \$29.95—\$129.95.
Cassette: (2 portable models). Price: \$25.
Brand name: Lake.

Lear Jet Stereo Inc., 6868 S. Plumer, Tucson, Ariz. 85706. Tel: (602) 294-4461. Pres.: Ed G.

Campbell; Sales Mgr.: Fred Seger.
Cartridge: (10 auto models) 9 8-tr., 1 quadrasonic 8-tr.—discrete; (4 home models) 3 8-tr., 1 quadrasonic 8-tr.—discrete; (2 portable models) 8-tr. Price range: \$39.95—\$249.95.
Brand name: Lear Jet Stereo.

Lloyd's Electronics Inc., 5 Paul Kohner Pl., East Peterson, N.J. 07407. Tel: (201) 791-8100. Pres.: Abe Zagha; VP Sales: Thomas J. Pacconi; Adv. Dir.: Norman G. Robinson.
Cartridge: (2 home models) 8-tr. Price range: \$59.95—\$99.95.
Cassette: (1 home model) w/ noise reduction system—Dolby; (5 portable models). Price range: \$16.60—\$179.95.
Brand name: Lloyd's.

M G A Div., Mitsubishi Int'l Corp., 7045 N. Ridgeway Ave., Lincolnwood, Ill. 60465. Tel: (312) 973-2000. Sales Mgr.: Michael R. Govorko; Adv. & Mdsgr.: William C. Jenner.

Cartridge: (1 home model) 8-tr. Price: \$159.95.
Cassette: (2 portable models). Price range: \$39.88—\$49.95.
Brand name: MGA.

Quadrasonic adaptors.
 M P Audio Corp., Fairfield, Conn. 06430. Tel: (203) 268-2385. Pres.: M. Paneyko.
Cassette/open reel: (1 home model) available as cassette or open reel 4-tr. Price: \$430.
Brand name: MP Audio.

Magnadyne, see Auto Tapes Unlimited.

Magnavox Consumer Electronics Co., 1700 Magnavox Way, Fort Wayne, Ind. 46804. Tel: (219) 432-6511. Pres.: A. De Scipio; Sales Mgr.: James Egan; Prod. Mgr.: Stan Gray; Adv. Mgr.: Mark Bullman.
Cartridge: (4 home models) 8-tr. Price range: \$99.95—\$239.95.
Cassette: (4 home, 7 portable models). Price range: \$39.95—\$449.95.

Brand name: Magnavox.

Quadrasonic adaptors.
 Major Electronics Corp., 5802 Third Ave., Brooklyn, N.Y. 11220. Tel: (212) 680-7000. Pres.: Stephen Lane; Sales Mgr.: J.D. Mandrell. (Also see International Transistor).
Cartridge: (2 home models) 8-tr. Price range: \$119.95—\$129.95.
Brand name: AITC, Major.
Cassette: (3 portable models). Price range: \$29.95—\$59.95.
Brand name: AITC.

Mallory Dist. Prods. Co. (div. of P.R. Mallory & Co. Inc.), PO Box 1284, Indianapolis, Ind. 40206. Tel: (317) 261-1501. Pres.: Wayne Etter; Sales Mgr.: Frank Vendley; Adv. Mgr.: Andy Baker.
Cartridge: (2 home or portable models) 8-tr. Price range: \$54.70—\$99.95.
 Marlin Radio Corp., 45 W. 27 St., New York, N.Y. (Continued on page TR-6)

Who's going to settle for less now?



Motorola discrete 4-channel 8-track car tape player to sell for \$99.95. (Mfrs. suggested list price optional with dealers)

Model TM912S brings the retail price of Motorola discrete 4-channel sound below \$100 (Mfrs. suggested list price optional with dealers).

Four amplifiers power four speakers (speakers optional at extra cost) that add exciting dimensions to any kind of music.

A wide variety of music is available on 4-channel tapes today, and more keep coming. Motorola's Quadraline® tape player makes 2-channel tapes sound great, too.

Who's going to settle for less in profit potential now? We hope not you.



Model TM912S. Under dash mounting. Sliding volume control. Sliding tone control. Separate front/back, left/right balance controls. Cartridge activated on/off switch. Speakers optional extra. 24 transistors. 13 diodes.

To get in on the action: Contact your distributor or write Tom Carroll, National Sales Manager, Motorola Automotive Sound Products, Dept. BB43, 9401 West Grand Avenue, Franklin Park, Illinois 60131.



PLAYBACK EQUIPMENT

Continued from page TR-5

10001. Tel (212) 686-8630 Pres., Morris Dweck, VP & Sales Mgr., Elliot Dweck. Cartridge: (6 home models) 5 8-tr., 1 quadrasonic 8-tr.—discrete; (3 portable models) 8-tr. Price range: \$29—\$199. Cassette: (4 portable models) Price range \$19.95—\$69.95. Brand name: Marlin. Martel Electronics, 2339 S. Cotner Ave., Los Angeles, Calif. 90064. Tel (213) 479-4491 Pres.: David Krechman; Ass't to Pres. Syd Jurin. Cassette: (1 home model) Price \$510.95. Open reel: (3 home models) available as 4-tr.

or 2-tr.; (1 portable model) available as 4-tr. or 2-tr. Price range: \$500—\$576.

Brand name: Uher. Masterwork Audio Prods. (a prod. of Columbia Recs.), 51 W. 52 St., New York, N.Y. 10019. Tel (212) 765-4321 Group VP. Clive Davis; Mktg Dir & Adv Mgr. Mel Hunger. Cartridge: (13 home models) 9 8-tr., 4 quadrasonic 8-tr.—matrix & discrete. Price range: \$79.95—\$399.95. Brand name: Masterwork. Quadrasonic adaptors. Matsushita Electric Corp. of America, 200 Park Ave., New York, N.Y. 10017. Tel (212) 973-5700. Pres.: H. Yamato; Sales Mgr.: Richard Lovisolo; Adv Dir. Russ Johnson. Cartridge: (9 auto models) 8 8-tr., 1 quadrasonic 8-tr.—discrete; (4 home models) 2 8-tr., 2 quadrasonic 8-tr.—discrete. Price range \$49.99—\$119.95. Cassette: (13 portable models) 8-tr. Price

range \$39.95—\$179.99. Brand name: Panasonic. Mayfair Sound Prods. Inc., 666 W. Kinzie, Chicago, Ill. 60610 Tel (312) 243-8050. Pres. Gary Braver. Sales Mgr.: Raymond Braver. Cartridge: (15 home, 3 portable models) 8-tr. Price range: \$20—\$130. Cassette: (4 portable models). Price range: \$14—\$35. Brand name: Mayfair. Mecca, see Global Mktg. Medallion Automotive Prods. Co., 1909 Vernon, North Kansas City, Mo. 64116 Tel (816) 421-7106. VP: Roy L. Johnson; Sales Mgr.: Ross Castrianni; Adv. Mgr.: R.A. Caldwell. Cartridge: (13 auto models), 12 8-tr., 1 quadrasonic 8-tr.—discrete. Price range: \$24.95—\$89.95. Cassette: (1 auto model). Price. \$69.95. Brand name: Medallion. Mercury Electronics Corp., 315 Roslyn Rd., Mir-

eola, L.I., N.Y. 11501. Tel: (516) 742-5400. Pres.: F. Abrams; Exec. VP: H.M. Rich; Sales Mgr.: S. Abrams. Adv. Mgr.: P. Abrams. Cartridge: (8 home models) 6 8-tr., 2 quadrasonic 8-tr.—discrete; (4 portable models) 8-tr. Price range: \$69.95—\$300. Brand name: Westbury. Quadrasonic adaptors. Mercury/Pax, see Pax Ltd. Metro Sound (div. of RS Inds. Inc.), 11144 Wnd-dington St., Los Angeles, Calif. 91601. Tel (213) 877-5577 Pres.: Ralph Slotnick; Sales Mgr.: Max Benezra; Adv. Mgr.: Manny Cav-ello. Cartridge: (12 auto models) 3 4&8-tr. com-patible, 8 8-tr., 1 quadrasonic 8-tr.—discrete. (5 home, 3 portable models) 8-tr. Price range: \$19.95—\$149.95. Cassette: (3 auto, 2 portable models) Price range. \$19.95—\$99.95. Brand name: Metro Sound.

Quadrasonic adaptors. Micotron (div. of Midland Int'l), 1909 Vernon St., North Kansas City, Mo. 64116 Tel: (816) 842-0511. VP: Ernest L. Krahenbuhl; Sales Mgr.: Tom Pickett; Adv. Mgr.: R.A. Caldwell. Cartridge: (1 home, 2 portable models) 8-tr. Price range: \$29.95—\$99.95. Cassette: (9 portable models). Price range: \$19.95—\$99.95. Brand name: Midland. Midland, see Micotron. Miida Electronics, 2 Hammarskjold Plaza, New York, N.Y. 10017. Tel: (212) 371-8610. Sales Mgr.: Milton Dolnick. Cartridge: (4 home models) 8-tr. Price range: \$99.95—\$219.95. Brand name: Miida. Milovac Int'l Co. Inc., Aiko America Co. Inc., 4215 W. 45 St., Chicago, Ill. 60632 Tel. (312) 254-7900. Pres.: N. Milovac. Cartridge: (13 home models) 12 8-tr., 1 quadrasonic 8-tr.—discrete. Price range: \$129.95—\$199.95. Brand name: Milovac. Cassette: (2 auto, 12 portable models). Price range: \$29.95—\$149.95. Brand name: Aiko. Mitsubishi Int'l, see MGA. Motorola Automotive Prods. Inc., 9401 W. Grand Ave., Franklin Park, Ill. 60131. Tel: (312) 451-1000. Pres.: Oscar P. Kusisto; Sales Mgr. C.J. Gentry; Adv Mgr. George Maho-ney. Cartridge: (65 auto models) 63 8-tr., 2 quadrasonic 8-tr.—discrete; (18 home models) 15 8-tr., 3 quadrasonic 8-tr.—discrete. Price range: \$49.95—\$199.95. Brand name: Motorola (also manufactures OEM for Ford, Chrysler, American Motors, Volkswagen, and others). Muntz Stereo Corp. of America, 7715 Densmore Ave., Van Nuys, Calif. 91406. Tel: (213) 989-5000 Pres.: Barney Phillips, VP. M. Yam-azaki, Sales Mgr. Reggie Williams. Cartridge: (10 auto models) 9 8-tr., 1 quadrasonic 8-tr.—discrete; (5 home, 1 portable models). Price range: \$39.95—\$139.95. Cassette: (5 auto models). Price range: \$79.95—\$139.95. Brand name: Muntz. Mura Corp., 50 S. Service Rd., Jericho, L.I., N.Y. 11753 Tel. (516) 334-2700 Pres. Everett Gellert, VP Sales & Adv. Edwin Weisl Jr. Quadrasonic adaptors. Brand name: Mura. Nivico, see JVC America. Nordmende, see Sterling Hi-Fidelity. Norelco, see North American Philips. North American Foreign Trading Corp., 115 Broad-way, New York, N.Y. 10010 Tel: (212) 255-5400 Pres. Maurice Lowinger. Mgr. Andrew Lowinger. Cartridge: (2 auto, 6 home, 3 portable models) 8-tr. Price range: \$39—\$195. Cassette: (3 portable models). Price range. \$29.95—\$79.95. Open reel: (1 portable model) 2-tr. Price. \$19.95. Brand name: Unisonic. North American Philips Corp., 100 E. 42 St., New York, N.Y. 10017. Tel: (212) 697-3600 Con-sumer Electronics Prods. Mgr. Edward Smul-ders, Adv. Dir. George A. Garnes. Cassette: (3 home, 3 portable models). Price range \$24.95—\$219.95. Brand name: Norelco. Nuvox Electronics Corp., 150 Fifth Ave., New York, N.Y. 10011 Tel (212) 243-2110 Pres. Ed-mond Sassoon; Sales & Adv. Mgr.: Abe Li-niadi. Cartridge: (4 auto, 5 home, 3 portable models) 8-tr. Price range. \$39.95—\$299.95. Brand name: Nuvox. Olympic Int'l Ltd., 89-89 Union Tnkp., Glendale, N.Y. 11227. Tel: (212) 261-9300 Pres. Her-ber Kabat. Sales Mgr. Stanley Seltzer, Adv Mgr.: Gerald Wisset. Cartridge: (23 home models) 22 8-tr., 1 quadrasonic 8-tr.—discrete. Price range \$130—\$280. Brand name: Olympic. Ortronics, see Cartrette. Panasonic, see Matsushita Electric. Pax Ltd., 5125 Church St., Skokie, Ill. 60076 Tel (312) 966-1690 Pres. Harry Graw. VP Sales Jack Dews. Cartridge: (18 home models) 8-tr. Price range \$39.95—\$219.95. Cassette: (6 portable models). Price range \$29.95—\$119.95. Brand name: Mercury/Pax. Peerless Telerad Inc. 37-15 61 St., Woodside, N.Y. 11377. Tel. (212) 779-1515. Pres. Sam-uel Cohen, Gen. Mgr. Harvey L. Stetson. Sales Mgr. Ralph Setton. Cartridge: (6 auto models) 5 8-tr., 1 quadra-sonic 8-tr.—discrete. (9 home, 5 portable mod-els) 8-tr. Price range \$29.95—\$299.95. Cassette: (1 home, 2 portable models) Price range \$24.95—\$199.95. Brand name: Peerless. J. C. Penney Co. Inc., 1301 Ave. of the Americas, New York, N.Y. 10019. Tel (212) 957-4321. Pres. Jack B. Jackson; Home Electronics Dept. Head: K.I. Matthews. Home Stereo Equip. Buyer: Robert J. Guagnini. Cartridge: (11 home models) 8 8-tr., 3 quadrasonic 8-tr.—2 discrete, 1 matrix. Price range. \$69.95—\$399.95. Cassette: (3 home models). Price range \$219.95—\$409.95. Brand name: J.C. Penney. Philco-Ford Corp., Union Meeting Rd., Bluebell, Pa. 19422. Tel (215) 646-9100 Mktg Mgr. Charles S. Grill. Cartridge: (5 home models) 3 8-tr., 2 quadrasonic 8-tr.—1 discrete, 1 matrix. Price range \$99.95—\$379.95. Cassette: (1 home model). Brand name: Philco-Ford. Pioneer Electronics of America, 1555 E. Del Amo Blvd., Carson, Calif. 90746 Tel (213) 639-5050 Pres. John F. Doyle. Sales Mgr. Stephen E. Solot. Cartridge: (7 auto models) 5 8-tr., 2 quadra-sonic 8-tr., (10 home models) 8 8-tr., 2 quadrasonic 8-tr. Price range: \$50—\$250. Cassette: (2 auto, 3 portable models) Price range \$70—\$140. Promnent, see Tokyo Sansel. R C A Parts & Accessories, 2000 Clements Bridge Rd., Deptford, N.J. 08096 Tel (609) 963-8000 VP & Gen. Mgr. Paul Garver, Dist'n Sales Mgr. Ken Giebel, Adv. & Sales Promo Mgr. Tony Ricketti. Cartridge: (3 auto models) 2 8-tr., 1 quadra-sonic 8-tr.—discrete. Cassette: (1 auto model) w/noise reduction system. Brand name: RCA. Quadrasonic adaptors. R C A Sales Corp., 600 N. Sherman Dr., Indiana-polis, Ind. 46201 Tel (317) 635-9000. Pres. W.H. Anderson, Sales Mgr. M.E. Kra-mer, Radio/Tape Prod. Planning Admin'r: A.F. Ashworth, Adv. Mgr. R.E. Eddy, News & Info Mgr. F.V. McCann. Cartridge: (11 home models) 8 8-tr., 3 quadra-sonic 8-tr.—discrete; (2 portable models) 8-tr. Price range \$68—\$280. Cassette: (10 home models). Price range \$30—\$240. Open reel: (1 home model) 2-tr. Price \$225. Brand name: RCA. Radio Shack (a Tandy Corp. Co.), 2617 W. Seventh St., Fort Worth, Tex. 76107. Tel: (817) 335-3711. Pres. Lewis F. Kornfeld; Sales Mgr. Bernard Appel. Adv. Mgr. Lawrence E. Blo-



7TH ANNUAL

CONSUMER ELECTRONICS SHOW

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tein; Sales Promo. Co-ord.: H.L. Siegel.
Cartridge: (5 auto models) 4 8-tr., 1 quadrasonic 8-tr.—discrete; (10 home models) 8 8-tr., 2 quadrasonic 8-tr.—discrete; (2 portable models) 8-tr. Price range: \$49.95—\$199.95.
Cassette: (3 auto models), (7 home models) 1 w/noise reduction system—Dolby; (10 portable models). Price range: \$21.95—\$199.95.
Open reel: (4 home models) 4-tr., 1 quadrasonic—discrete; (1 portable model) 4-tr. Price range: \$69.95—\$299.95.
Brand name: Realistic.
Quadrasonic adaptors:
 Ramsom Trading Co. Inc., 1185 Broadway, New York, N.Y., 10001. Tel: (212) 679-9066. Pres.: K.D. Ramsey; Sales Mgr.: M.K. Ramsey.
Cartridge: (4 auto, 2 home, 2 portable models) 8-tr. Price range: \$39—\$89.
Cassette: (1 home, 4 portable models). Price range: \$29.95—\$89.95.
Brand name: Sublime.
Quadrasonic adaptors:
 Ranger, see Tenna.
 Realistic, see Radio Shack.
 Reatone, see Soundesign.
 Resonic, see B&B Sales.
 Revox Corp., 155 Michael Dr., Syosset, N.Y. 11791. Tel: (516) 364-1900. Pres.: Colin E. Hammond; Sales Mgr.: Peter Giddings.
Open reel: (2 home models) 6 2-tr., 6 4-tr., 2 w/noise reduction system—Dolby "B"; (10 portable models) 5 2-tr., 5 4-tr. Price range: \$749—\$1204.
Brand name: Revox.
 Rhapsody, see B&B Import-Export.
 Rodeo Music, see Belair.
 Ross Electronics Corp., 2834 S. Lock St., Chicago, Ill. 60608. Tel: (312) 376-9660. Pres.: Robert Barnes; Sales Mgr.: Bob Pulaski.
Cartridge: (15 home models) 14 8-tr., 1 quadrasonic 8-tr.—discrete; (4 portable models) 8-tr. Price range: \$63.50—\$244.95.
Cassette: (6 portable models). Price range: \$33.50—\$46.50.
Brand name: Ross.
 Royal Sound Co. Inc., 409 N. Main St., Freeport, L.I., N.Y. 11520. Tel: (516) 868-2880. Pres.: M.A. Dayan; VP Mktg. & Adv. Mgr.: J.E. Corbin.
Cartridge: (4 auto models) 3 8-tr., 1 quadrasonic 8-tr. Price range: \$59—\$89.
Cassette: (2 auto models). Price range: \$29—\$49.
Brand name: Royal Sound Automotive Sound Systems.
 S A B A USA William Pany Co., 724 N. Seventh St., Allentown, Pa. 18102. Tel: (215) 821-8984. Pres.: William Pany.
Open reel: (2 home models) 2/4-tr. compatible; (2 portable models) 4-tr. Price range: \$275—\$350.
Brand name: SABA.
Quadrasonic adaptors:
 Sanyo Electric Inc., 1200 W. Artesia Blvd.,

Compton, Calif. 90069. Tel: (213) 537-5830. Pres.: Kaoru Iue; Sales Mgr.: Bill Byron; Adv. Mgr.: Lee Ann Blystone.
Cartridge: (12 auto models) 8 8-tr., 4 quadrasonic 8-tr.—discrete & matrix; (13 home models) 6 8-tr., 7 quadrasonic 8-tr.—discrete & matrix; (8 portable models) 8-tr. Price range: \$49.95—\$189.95.
Cassette: (3 auto models); (6 home models) 1 w/noise reduction system—Dolby; (6 portable models). Price range: \$34.95—\$279.95.
Brand name: Sanyo.
Quadrasonic adaptors:
 Sharp Electronics Corp., 10 Keystone Pl., Paramus, N.J. 07652. Tel: (201) 265-5600. Pres.: K. Saitoh; Mktg. & Adv. Mgr.: C. Winter; Sales Mgr.: G. Gold.
Cartridge: (4 home models) 8-tr. Price range: \$59.95—\$219.95.
Cassette: (3 home models) 1 w/noise reduction system; (8 portable models). Price range: \$34.95—\$219.95.
Open reel: (1 portable model) 4-tr. Price: \$189.95.
Brand name: Sharp.
 Sheraton Electronics Co. Inc., 310 Fifth Ave., New York, N.Y. 10001. Tel: (212) 244-3718. Pres.: H. Marsen; Sales & Adv. Mgr.: Jack Marsen.
Quadrasonic adaptors. Price \$19.95.
Brand name: Sheraton.
 Sony, see Superscope.
 Soundesign Corp., 34 Exchange Pl., Jersey City, N.J. 07302. Tel: (201) 434-1050. NYC Tel: (212) 227-6040. Sr. VP: Harry Franco; Winthrop Audio Systems Div. VP: Robert Winer; Ass't VP: Ron Tawil.
Cartridge: (13 home, 4 portable models) 8-tr. Price range: \$89—\$369.
Brand name: Soundesign. Reatone, Winthrop.
 Soundsonic, see Eastern Specialties.
 Sparkomatic Corp., Milford, Pa. 18337. Tel: (717) 296-6444. Pres.: Edward Anchel; Sales Mgr.: J.D. Pedranti; Adv. Mgr.: Richard Sabel; Admin. Ass't: David Michael.
Quadrasonic adaptors.
 Sterling Hi-Fidelity Inc., 22-20 40 Ave., Long Island City, N.Y. 11101. Tel: (212) 361-8989. Pres.: Louis Silver; VP Sales & Adv.: Bob Silver.
Cartridge: (15 home models) 8-tr. Price range: \$99.95—\$169.95.
Cassette: (3 portable models). Price range: \$49.95—\$89.95.
Brand name: Nordmeide. Sterling.
 Sublime, see Ramsom Trading.
 Superscope Inc., 8150 Vineland Ave., Sun Valley, Calif. 91352. Tel: (213) 768-9750. Pres.: Joseph Tushinsky; Sales Mgr.: Paul Markoff; Adv. Mgr.: Alan Hirschfeld; PR Dir.: Florence S. Towers.
Cartridge: (1 auto model) quadrasonic 8-tr.—discrete. (1 home model) 8-tr.
Cassette: (3 auto model) 3 portable models) Price

range: \$100—\$250.
Open reel: (3 home models) 4-tr.; (3 portable models) 2 2-tr., 1 4-tr. Price range: \$180—\$500.
Brand name: Sony.
 Sylvania, see GTE Sylvania.
 T E A C Corp. of America, 7733 Telegraph Rd., Montebello, Calif. 90640. Tel: (213) 726-0303. VP: George DeRado; Mktg. Dir.: Mikio Matsubayashi; Sales Mgr.: Jim Blak; Adv. Mgr.: Van Austin.
Cassette: (2 auto model); (5 home models) 3 w/noise reduction system—Dolby "B". Price range: \$139.50—\$379.50.
Brand name: TEAC.
 T M A Co., 1020 Noel Ave., Wheeling, Ill. 60090. Tel: (312) 537-5700. Pres.: Daniel J. Domin.
Cartridge: (6 home models) 8-tr. Price range: \$299—\$899.
Brand name: TMA.
 Tandberg, 8 Third Ave., Pelham, N.Y. 10830. Tel: (212) 892-7010. Pres.: Kjell S. Hoel; Sales Mgr.: R.J. Bowman; Adv. Mgr.: M. Quinones.
Cassette: (1 home model) w/noise reduction system—Dolby. Price range: \$350—\$400.
Open reel: (5 home models) 2 w/4-tr. compatible; 3 quadrasonic—discrete; (3 portable models) 2 2-tr., 1 4-tr. Price range: \$350—\$700.
Brand name: Tandberg.
 Teledyne Packard Bell Sales Co., 12333 W. Olympic Blvd., Los Angeles, Calif. 90064. Tel: (213) 272-6141. Pres.: G. Connor; Sales Mgr.: J. Daly; Adv. Mgr.: W.T. Reedy.
Cartridge: (33 home models) quadrasonic 8-tr.—6 discrete, 27 matrix. Price range: \$99.95—\$1199.95.
Cassette: (1 home model).
Brand name: Teledyne Packard Bell.
 Teleton Co. Inc., 444 S. Ninth Ave., Mount Vernon, N.Y. 10550. Tel: (914) 699-2100. Pres.: I. Rothman; Sales Mgr.: M.C. Perimutter.
Cartridge: (1 home model) 8-tr. Price: \$39.95.
Brand name: Teleton.
 Telex Communications Div., 9600 Aldrich Ave. S., Minneapolis, Minn. 55420. Tel: (612) 884-4051. Pres.: Ansel Kleiman; VP Mktg. James S. Arrington; Adv. Mgr.: Terry Longville.
Cartridge: (1 home model) 8-tr. Price: \$249.
Brand name: Telex.
 Tempes, see Azad Intl & Christian Dupl'ns.
 Tenna Corp., 19201 Cranwood Pkwy., Cleveland, Ohio 44128. Tel: (216) 475-1400. Pres.: Harvey Ludwig; VP Sales: Stanley B. Goss; Ass't VP Sales: Ronald J. Dangelo.
Cartridge: (16 auto models) 14 8-tr., 1 quadrasonic 8-tr.—matrix. Price range: \$39.95—\$299.95.
Cassette: (1 auto model). Price: \$79.95.
Brand name: Ranger. Tenna.
 3 M Co., Mincom Div., 3M Center, St. Paul, Minn. 55101. Tel: (612) 733-1110. Pres.: R.H. Herzog; Sales Mgr.: R.J. Brown; Adv. Mgr.: C.J. Andrews; PR Co-ord.: Clyde Donaldson.
Cartridge: (6 home models) 4 8-tr., 2 quadrasonic

8-tr.—matrix. Price range: \$159.95—\$199.95.
Cassette: (4 home models) 2 w/noise reduction system—Dolby & Dynamic; (7 portable models). Price range: \$54.95—\$299.95.
Open reel: (3 home models) 1 2-tr., 2/4-tr. compatible; 1 quadrasonic—discrete. Price range: \$194.95—\$299.95.
Brand name: Wollensak.
 Tokyo Sanso (L.A.) Inc., 1513 Sixth St., Santa Monica, Calif. 90401. Tel: (213) 451-0744. Pres.: Y. Kawachi; VP Mktg.: K. Equich.
Cartridge: (4 auto, 10 home, 10 portable models).
Brand name: Prominent.
Cassette: (15 portable models).
Brand name: Edu-Media.
 Topp Electronics Inc., 4201 NW 77 Ave., Miami, Fla. 33166. Tel: (305) 887-6201. Pres.: Luis Topp; VP Sales: Charles Kates; Adv. Dir.: Selwyn Kent.
Cartridge: (12 home models) 10 8-tr., 2 quadrasonic 8-tr.—discrete; (4 portable models) 8-tr. Price range: \$45.95—\$399.95.
Cassette: (6 portable models). Price range: \$29.95—\$79.95.
Brand name: Juliette.
Quadrasonic adaptors.
 Toshiba America Inc., 41-06 Delong St., Flushing, N.Y. 11355. Tel: (212) 939-7400. Pres.: T. Yoshihara; Sales Mgr.: Terry Sexton; Adv. Dir.: Joanne Tierney.
Cartridge: (4 auto models) 8-tr.; (2 home models) quadrasonic 8-tr.—discrete. Price range: \$59.95—\$199.95.
Cassette: (1 auto model), (3 home models) w/noise reduction system—2 Dolby, 1 D&L. (7 portable models). Price range: \$39.95—\$300.
Brand name: Toshiba.
Quadrasonic adaptors.
 Toyo Radio Co. of America Inc., 1611 S. Anderson Ave., Compton, Calif. 90220. Tel: (213) 537-6820. Pres.: Fuyuki Hayasaka; Sales Mgr.: Ted Inahara.
Cartridge: (4 auto models) 2 8-tr., 2 quadrasonic 8-tr.—discrete; (11 home models) 7 8-tr., 4 quadrasonic 8-tr.—discrete; (13 portable models) 8-tr. Price range: \$79.95—\$349.95.
Cassette: (2 portable models). Price range: \$169.95—\$179.95.
Brand name: Toyo. Quadro.
Quadrasonic adaptors.
 Transonic, see Channel Inds.
 Triumph/General Time, 599 S. Wheeling Rd., Wheeling, Ill. 60090. Tel: (312) 541-3700. Pres.: Norman Symons; Sales & Adv. Mgr. Floyd Devroy; Special Accounts Sales Mgr. Anthony Bennis.
Cartridge: (2 auto, 2 home models) 8-tr. Price range: \$149.95—\$189.95.
Cassette: (1 portable model).
Brand name: Triumph/General Time
 U R L, see Universal Research.
 Uher, see Martel Electronics.

Unisonic, see North American Foreign Trading.
 Universal Research Labs. Inc., 2501 United Ln., Elk Grove Village, Ill. 60007. Tel: (312) 766-6900. Pres.: W.E. Olliges; Sales Mgr.: E.L. Palmer; Adv. Mgr.: L. Eugene.
Cartridge: (1 home model) quadrasonic 8-tr.—discrete. Price range: \$289.
Brand name: Universal Research (URL).
 V-M Corp., PO Box 1247, Benton Harbor, Mich. 49022. Tel: (616) 925-8841. Pres.: Victor A. Miller; Mktg. Mgr.: M.B. Cain; Adv. Mgr.: Robert Roth.
Cartridge: (3 home models) 8-tr. Price range: \$160—\$300.
Brand name: Voice of Music.
 Voice of Music, see V-M Corp.
 Webcor Electronics (div. of US Inds. Inc.), 59-50 Queens Midtown Expwy., Maspeth, N.Y. 13378. Tel: (212) 894-5150. Mktg. Dir.: Neil Kuyuky; Sales Admin. Mgr.: Don Reyser; Adv. Mgr.: Mike Leb.
Cartridge: (4 auto models) 3 8-tr., 1 quadrasonic 8-tr.—matrix; (14 home models) 8-tr. Price range: \$39.95—\$89.95.
Cassette: (2 portable models). Price range: \$34.95—\$39.95.
Brand name: Webcor.
 Weltron Co. Inc., 305 S. Dillard St., Durham, N.C. 27702. Tel: (919) 682-0333. Pres.: Charles A. Womack; VP & Adv. Mgr.: Pratt Winston; Sales Mgr.: Bob Eanes.
Cartridge: (2 auto, 4 home, 3 portable models) 8-tr. Price range: \$69.95—\$165.
Cassette: (1 portable model). Price: \$49.95.
Brand name: Weltron.
 Westbury, see Mercury Electronics Corp.
 Windsor Inds. Inc., 122 Dupont St., Plainville, L.I., N.Y. 11803. Tel: (516) 931-2100. Sales Mgr.: Mickey Hiller.
Cartridge: (5 auto, 2 home, 3 portable models) 8-tr. Price range: \$24.95—\$79.95.
Cassette: (3 home, 2 portable models). Price range: \$24.95—\$79.95.
Brand name: Windsor.
Quadrasonic adaptors.
 Winthrop, see Soundesign.
 Wollensak, see 3M Co.
 York Radio Corp., 15 Empire Blvd., South Hackensack, N.J. 07606. Tel: (201) 641-6800. Pres.: Morris J. Feldman; Nat'l Sales Mgr.: Robert Scholle.
Cartridge: (5 home models) 8-tr.; (2 portable models) 8-tr. Price range: \$49.99—\$159.99.
Cassette: (9 portable models). Price range: \$17.95—\$89.95.
Brand name: York.
 Zenith Radio Corp., 1900 N. Austin Ave., Chicago, Ill. 60639. Tel: (312) 745-2000. Corp. Pres.: John Nevin; Sales Corp. Pres.: Walter Fisher; Exec. VP: J.D. Dougherty; Audio Prod. Mgr.: Robert Pierce; Adv. Dir.: Gordon Hurt.
Cassette: (1 home, 5 portable models). Price range: \$19.95—\$280.
Brand name: Zenith.
Quadrasonic adaptors.

TAPE SUPPLIES

RAW TAPE MANUFACTURERS

Acton Tapes Inc., PO Box 265, Cherry Hill, N.J. 08002. Tel: (609) 667-6479. Gen. Mgr.: Arnold Kammer.
 Agfa-Gevaert Inc., 275 North St., Teterboro, N.J. 07608. Tel: (201) 288-4100. Pres. & Gen. Mgr.: Robert A.M. Coppnath; Technical Mgr.: Magnetic Tape Dept.: Maria A. Curry.
Home office: West Germany.
Branches: **Brisbane, Calif.:** 1 West Hill Dr., Crocker Ind'l Park, Zip 94005. Tel: (415) 467-2330. District Mgr.: James Heller—**Glendale, Calif.:** 1025 Grand Central Ave., Zip 91201. Tel: (213) 246-8141. District Mgr.: Art Carleton—**Atlanta, Ga.:** 1019-C Collier Rd., Zip: 30318. Tel: (404) 355-7450. District Mgr.: Forest Cole—**Chicago, Ill.:** 6901 N. Hamlin Ave., Zip: 60645. Tel: (312) 465-3600. District Mgr.: Ralph Bennett—**Waltham, Mass.:** 440 Totten Pond Rd. Zip 02154. Tel: (617) 891-5430. District Mgr.: El Newman—**New York, N.Y.:** 31 E. 28 St., Zip: 10016. Tel: (212) 685-6641. District Mgr.: Edward Manneli—**Dallas, Tex.:** 1355 Conant St., Zip: 75207. Tel: (214) 631-7290. District Mgr.: Richard Korke.
Brand name: Low Noise. Super High Dynamic.
 Amertape Corp., Audioisonic Corp., 807 Railroad Ave., Asbury Park, N.J. 07712. Tel: (201) 988-7771. Pres.: Ike Cabasso; Gen. Mgr.: Ralph Kraiem; Sales Mgr.: Oscar Goren.
Brand name: Amertone. Stereo Sound.
 Ampex Corp., Magnetic Tape Div., 401 Broadway, Redwood City, Calif. 94063. Tel: (415) 367-2011. Gen. Mgr.: J.L. Porter; Mktg. Mgr.: Paul Weber; Sales Mgr.: Bruce C. McGilway.
 Audio Devices Inc., 100 Research Dr., Glenbrook, Conn. 06906. Tel: (203) 327-6500. Pres.: Graham Powell; Sales Mgr.: William Dawson; Group Prod. Mgr.: John M. Ricci.

Brand name: Audio Devices. Capitool. Emitape. Audio Dynamic Ent's., 1281 Logan A., Costa Mesa, Calif. 92626. Tel: (714) 549-2271. Pres.: Gene Edwards; VP: Frank Andres.
Brand name: War Bonnet.
 Audiodyne Co., PO Box 825, San Jose, Calif. 95106. Tel: (408) 287-3520. Pres.: Louis R. Chiaromonte.
 Audio Magnetics Corp., 14600 S. Broadway, Gardena, Calif. 90248. Tel: (213) 532-2950. Pres.: Irving B. Katz; VP: Robert Harris; VP Sales: Scott Conover.
Branch: **New York, N.Y.:** 2 Pennsylvania Plaza, Zip 10001. Tel: (212) 594-9400. Sales Mgr.: Al Kovac.
Int'l branches: Canada, Mexico, Portugal, Switzerland.
Brand name: Audio Magnetics. Tracs.
 Audioisonic Corp., see Amertape Corp.
 Audio-Video Concepts Inc., 5408 Silver Hill Rd., Suite 501, Washington, D.C. 20028. Md. Tel: (301) 568-5837. Pres.: Edward P. Helvey Jr.; Gen. Mgr.: Troy C. Brand; Sales Mgr.: John N. Coughman.
 Burlington Audio Tapes Inc., 2903 Long Beach Rd., Oceanside, N.Y. 11572. Tel: (516) 764-3792. Pres.: Ruth Schwartz; Gen. & Sales Mgr.: Rudy Schwartz.
 Cassette Masters Corp., 2 Bashford St., Yonkers, N.Y. 10701. Tel: (914) 968-1605. Pres.: Gen. & Sales Mgr.: Leonard Ripley.
 Celanese Plastics Co. (div. of Celanese Corp.), 550 Broad St., Newark, N.J. 07102. Tel: (201) 877-2300. Pres.: Robert T. Daily; VP & Gen. Mgr.: J.J. Sweeney; Sales Mgr.: Robert Hammer.
Product: Celanar polyester film tape base.
 Certron Corp., 1701 S. State College Blvd., Anaheim, Calif. 92806. Tel: (714) 633-4280. Pres.: Edwin R. Ganson; VP Mktg.: Ray Allen; Sales Mgr.: Robert Dunn.
 Columbia Magnetics, 51 W. 52 St., New York, N.Y. 10019. Tel: (212) 765-4321. Gen. Mgr.: Ted Cohen.
Brand name: Columbia Soundcraft.
 Custom Fidelity Inc., 7925 Santa Monica Blvd., Hollywood, Calif. 90046. Tel: (213) 654-4522. Pres.: David W. Berkus; VP Mfg.: Mike Levey; VP Sales: Ellis Fertig.
 Custom Rec. Mfg Co. (div. of Cadet Recs. Inc.), 5810 S. Normandie, Los Angeles, Calif. 90044. Tel: (213) 753-5121. Pres.: Jules Bihari; Gen. Mgr.: James Takeda; Sales Mgr.: Donald Macmillan.
 D A K Inds., 10845 Vanowen St., North Hollywood, Calif. 91605. Tel: (213) 984-1559. Pres.: Drew Alan Kaplan; Gen. Mgr.: Turman Rushton; Sales Mgr.: Dewayne Filkins.
Branch: **Oklahoma City, Okla.:** PO Box 14605, 11218 Northwestern, Zip: 73114. Tel: (405) 751-7400. Sales Mgr.: Ted Oliver.
 E I du Pont de Nemours & Co. Inc., Film Dept., Recording Systems Div., 10 & Market Sts., Wilmington, Del. 19898. Tel: (302) 774-6968. Mktg. Dir.: George L. Moore; Sales Mgr.: R.D. Griste.
Product: Mylar polyester film types AB, PB & T.
 E M C Corp., 180 E. Sixth St., St. Paul, Minn. 55101. Tel: (612) 227-7366. Pres.: David E. Feinberg; Sales Mgr.: Richard Stevens.
Branch: **Los Angeles, Calif.:** EMC-Radio Rec's, 7000 Santa Monica Blvd., Hollywood 90038. Tel: (213) 463-3282. Gen. Mgr.: Jerry Greenfield.
 Elipias Inds., 2342 Sawtelle, Los Angeles, Calif. 90064. Tel: (213) 478-0811. Pres.: Eliot Peikoff; Gen. Mgr.: Gary Young.
Branch: **Brooklyn, N.Y.:** 1901 McDonald Ave., Zip: 11223. Tel: (212) 645-3003. Sales Mgr.: M. Cabasso.
Brand name: Audio Dimension.
 Finebilt Mfg. Co., 931 N. Citrus Ave., Hollywood, Calif. 90038. Tel: (213) 466-9511. Pres. & Sales Mgr.: Alwin P. Schmid; VP: Joe Bouzaglou.
 Fleetwood Mktg. Group, see Fleetwood Rec'g Co. Inc.
 Fleetwood Rec'g Co. Inc., 321 Revere St., Revere, Mass. 02151. Tel: (617) 289-6800. Pres.: Vincent P. Giarrusso; Gen. Mgr.: Raymond Samora; Sales Mgr.: Victor Mancini.
Branch: **New York, N.Y.:** Fleetwood Mktg. Group, 120 E. 56 St., Suite 830, Zip 10022.

Tel: (212) 758-8222. Sales Mgr.: Glen Wesen.
 General Cassette Corp., 1324 N. 22 Ave., Phoenix, Ariz. 85009. Tel: (602) 258-7059. Pres.: Bill L. Johnson; Gen. Mgr.: William D. Turner; Sales Mgr.: William White.
 Hi-Flex Corp., 289 Huyler St., South Hackensack, N.J. 07606. Tel: (201) 487-3027. Pres.: Robert Lovatt.
 Insh Magnetic Rec'g Tape (div. of Morhan Nat'l Sales Co. Inc.), 270-78 Newtown Rd., Plainview, N.Y. 11003. Tel: (516) 293-5582. Pres.: Sol Zigman; Gen. Mgr.: Hy Zigman; Sales Mgr.: George Krug.
 Livingston Audio Prods. Corp., 1275 Bloomfield Ave., Fairfield, N.J. 07006. Tel: (201) 575-8300. Pres.: Darrell D. Scholten; Gen. Mgr.: Carl Volpe; VP Sales: Thomas J. Holbauer.
 Magnetic Media Corp., 616 Fayette Ave., Mamaroneck, N.Y. 10543. Tel: (914) 698-8660. Pres.: Aaron Wasserman.
 Magnetic Packaging (div. of Gabriel Mfg.), 125 S. Liberty Dr., Stony Point, N.Y. 10980. Tel: (914) 942-0100. Pres. & Gen. Mgr.: E. Gabel; Sales Mgr.: William Styling.
 Magnetix Corp., 770 W. Bay St., Winter Garden, Fla. 32787. Tel: (305) 656-4494. Pres.: John C. Lory; Gen. Mgr.: William H. Raynes; Sales Mgr.: B.H. Loucks III.
 Maxell Corp. of America, PO Box 150, Little Ferry 07643; 130 W. Commercial Ave., Moonachie, N.J. 07040. Tel: (201) 933-4200. Exec. VP: Tadao Okada; Sales Mgr.: Gene LaBrie.
 Memorex Corp., Consumer Prods. Div., San Tomas at Central Expwy., Santa Clara, Calif. 95052. Tel: (408) 987-1000. Pres.: L.L. Spitters; Gen. Mgr.: Robert Jauch; Sales Mgr.: Barry Berghorn.
 Qualitape Inc., 101 Broadway, Runnemede, N.J. 08078. Tel: (609) 933-2500. Pres.: Wayne E. Willfong; Gen. Mgr.: Frank Tarsia; Sales Mgr.: Mike Flood.
 Robins Inds. Corp., 75 Austin Blvd., Commack, N.Y. 11725. Tel: (516) 543-5200. Pres. Herman D. Post; Gen. Mgr.: Warren Musebach; Sales Dir.: Lawrence Post; Sales Mgr.: Jack Friedland.
Brand name: Brand 5, Brand 7, Park, Robins, Sonoramic.
 Royal Sound Co. Inc., 409 N. Main St., Freeport, L.I., N.Y. 11520. Tel: (516) 868-2880. Pres. & Gen. Mgr.: Mervin A. Dayan; VP Mktg.: John E. Corbin.
Brand name: RSC.
 Sentry Inds. Inc., 221 N. MacQueen Pkwy., Mount Vernon, N.Y. 10551. Tel: (914) 664-2909. Pres.: Harold Rosen; Gen. Mgr.: Barry Rosen; Sales Mgr.: Barry Lane.
 T D K Electronics Corp., 23-73 48 St., Long Island City, N.Y. 11103. Tel: (212) 721-6881. Pres.: Yoshihiko Nakamura; Gen. Mgr.: Shohai Tokuda; Sales Mgr.: Kazuo Kohda.
Branch: **Irvine, Calif.:** TDK California Inc., 17072 Daimler St., Zip: 92664. Pres.: Kazuaki Yoshida.
 Tapemaker Sales Co. Inc., 2255 Broadway New York, N.Y. 10024. Tel: (212) 874-0800. Pres.: Art Brandwein.
 Tape Servs. Inc., 7015 Westfield Ave., Pennsauken, N.J. 08110. Tel: (609) 665-3323. Pres.: William F. Mulcahy; Nat'l Sales Mgr.: David R. Sykes.
 Telephone Dynamics Corp., 1333 Newbridge Rd., North Bellmore, L.I., N.Y. 11710. Tel: (516) 221-9870. Pres.: Leonard Young.
 3 M Co., 3M Center, St. Paul, Minn. 55101. Tel: (612) 733-1110. Gen. Mgr.: D.E. Denham; Mktg. Opls. Mgr.: Paul I. Anderson; Nat'l Sales Mgr.: D.T. Windahl.
Brand name: Scotch.
 Unitate Corp., 1905 McDonald Ave., Brooklyn, N.Y. 11223. Tel: (212) 645-3025. Pres.: Morris Cabasso; Sales Mgr.: Jack Cabasso.
 Universal Tape Corp., 821 E. Artesia Blvd., Carson, Calif. 90746. Tel: (213) 327-3203. Gen. Mgr.: Edward O. Praeger.
 Viewlex-A&B Dupl'rs, 635 W. 55 St., New York, N.Y. 10019. Tel: (212) 586-2780. Pres.: Al Weintraub; Gen. Mgr.: Bill Nightingale.
 Xcel Corp., 290 Ferry St., Newark, N.J. 07105. Tel: (201) 877-2300. Pres.: Tom Bryden.
Product: Acetate film base.

EMPTY CARTRIDGE, CASSETTE & REEL MANUFACTURERS

Acton Tapes Inc., PO Box 265, Cherry Hill, N.J. 08002. Tel: (609) 667-6479. Gen. Mgr.: Arnold Kammer.
Configuration: Cartridge 8-tr. & cassette.
 American Cassette Corp., 8625 Aviation, Inglewood, Calif. 90301. Tel: (213) 776-8832. Pres.: Joseph Marshall; Gen. Mgr.: Martin Middall; Sales Mgr.: Robert Spitz.
Configuration: Cartridge 8-tr., cassette & open reel.
 Amertape Corp., Audioisonic Corp., 807 Railroad Ave., Asbury Park, N.J. 07712. Tel: (201) 988-7771. Pres.: Ike Cabasso; Gen. Mgr.: Ralph Kraiem; Sales Mgr.: Oscar Goren.
Configuration: Cartridge 8-tr., cassette & open reel.
Brand name: Amertone.
 Ampex Corp., Magnetic Tape Div., 401 Broadway, Redwood City, Calif. 94063. Tel: (415) 367-2011. Gen. Mgr.: J.L. Porter; Mktg. Mgr.: Paul Weber; Sales Mgr.: Bruce C. McGilway.
Configuration: Cartridge 8-tr., cassette & open reel.
 Audio Accessories Co., Box 628, Rt. 1, Batavia, Ill. 60510. Tel: (312) 879-5998. Sales Mgr.: John S. Maloney.
 Audio Devices Inc., 100 Research Dr., Glenbrook, Conn. 06906. Tel: (203) 327-6500. Pres.: Graham Powell; Sales Mgr.: William Dawson; Group Prod. Mgr.: John M. Ricci.
Configuration: Cartridge 8-tr., cassette & broadcast cartridges.
Brand name: Audiopak. Capitool. Emitape.
 Audio Dynamic Ent's., 1281 Logan A., Costa Mesa, Calif. 92626. Tel: (714) 549-2271. Pres.: Gene Edwards; VP: Frank Andres.
 Audiodyne Co., PO Box 825, San Jose, Calif. 95106. Tel: (408) 287-3520. Pres.: Louis R. Chiaromonte.
 Audio Magnetics Corp., 14600 S. Broadway, Gardena, Calif. 90248. Tel: (213) 532-2950. Pres.: Irving B. Katz; VP: Robert Harris; VP Sales: Scott Conover.
Branch: **New York, N.Y.:** 2 Pennsylvania Plaza, Zip 10001. Tel: (212) 594-9400. Sales Mgr.: Al Kovac.
Int'l branches: Canada, Mexico, Portugal, Switzerland.
Configuration: Cartridge 8-tr., cassette & open reel.
 Audioisonic Corp., see Amertape Corp.
 B A S F Systems Inc., Crosby Dr., Bedford, Mass. 01730. Tel: (617) 271-4000. Pres.: Dr. Werner K. Balz; Nat'l Sales Mgr.: Robert Patterson; Mktg. Mgr.: Gerard Berberian; Adv. Dir.: Murray E. Kremer.
Branches: **Los Angeles, Calif.:** 2140 W. Olympic Blvd., Suite 440, Zip 90006. Tel: (213) 386-7023. Regional Mgr.: James Walker—**Palatine, Ill.:** 800 E. Northwest Hwy., Suite 821, Zip 60067. Tel: (312) 358-8000. Midwest Regional Mgr.: Edward Hebron—**Carlstadt, N.J.:** 40 Broad St., Zip: 07072. Tel: (201) 939-2550—**Dallas, Tex.:** 7701 N. Stemmons Fwy., Suite 750, Zip 75247. Tel: (214) 630-3525. Regional Mgr.: Gary Raasch.
Configuration: Cartridge 8-tr., cassette & open reel.
 Becht Electronics Corp., 3515 W. Burbank Blvd., Burbank, Calif. 91505. Tel: (213) 842-2144. Pres.: Andrew Becht; Gen. Mgr.: Sonia Kara.
Configuration: Cartridge 8-tr.
Brand name: Bechtron.
 Burlington Audio Tapes Inc., 2903 Long Beach Rd., Oceanside, N.Y. 11572. Tel: (516) 764-3792. Pres.: Ruth Schwartz; Gen. & Sales Mgr.: Rudy Schwartz.
 Cartrette Inc., 3785 Varsity Dr., Ann Arbor, Mich. 48104. Tel: (313) 973-0900. Pres.: Fred J. Klum; Sales Mgr.: Dale C. Koopman.
Configuration: Cartridge 8-tr. & cartridge.
 Cartridge Inds. Corp., PO Box 186, Excelsior Springs, Mo. 64024. Tel: (816) 637-2186.
Configuration: Cartridge 8-tr.
 Cassette Masters Corp., 2 Bashford St., Yonkers, N.Y. 10701. Tel: (914) 968-1605. Pres.

Gen. & Sales Mgr.: Leonard Ripley.
Configuration: Cassette.
 Certron Corp., 1701 S. State College Blvd., Anaheim, Calif. 92806. Tel: (714) 633-4280. Pres.: Edwin R. Ganson; VP Mktg.: Ray Allen; Sales Mgr.: Robert Dunn.
Configuration: Cartridge 8-tr. & cassette.
 Cherokee Album Corp., PO Box 175, Fairmont, Ga. 30139. Tel: (404) 382-2220. Pres.: Johnny Carter.
Configuration: Cartridge 8-tr. & cassette.
 Columbia Magnetics, 51 W. 52 St., New York, N.Y. 10019. Tel: (212) 765-4321. Gen. Mgr.: Ted Cohen.
Configuration: Cartridge 8-tr., quadrasonic 8-tr., cassette & open reel.
Brand name: Columbia. Soundcraft.
 Cramer Div., Conrac Corp., Mill Rock Rd., Old Saybrook, Conn. 06475. Tel: (203) 388-3574. Gen. Mgr.: Francis Gessler.
Configuration: Cassette (metal).
 Cue Rec'gs Inc., 1156 Ave. of the Americas, New York, N.Y. 10036. Tel: (212) 757-3641. Pres.: Mel Kaiser; Gen. Mgr.: Bernard Rubinstein; Sales Mgr.: Louis Maltese.
Configuration: Repeating cassettes.
 Custom Rec. Mfg. Co. (div. of Cadet Recs. Inc.), 5810 S. Normandie, Los Angeles, Calif. 90044. Tel: (213) 753-5121. Pres.: Jules Bihari; Gen. Mgr.: James Takeda; Sales Mgr.: Donald Macmillan.
 D A K Inds., 10845 Vanowen St., North Hollywood, Calif. 91605. Tel: (213) 984-1559. Pres.: Drew Alan Kaplan; Gen. Mgr.: Turman Rushton; Sales Mgr.: Dewayne Filkins.
Branch:

TAPE SUPPLIES

Continued from page TR-7

Data Technology Corp., 1600 Las Plumas Ave., San Jose, Calif. 95133 Tel. (408) 272-0300 Pres. James S. Rice, Gen. Mgr. Raymond Valle, Sales Mgr. Bill Patsuris
Configuration: Cassette
Brand name: Plastronics

Dee-Bee Rec'g Serv., S. Camp St., Windsor, Pa. 17366 Tel. (717) 244-5411 Pres. & Gen. Mgr. Stan Deppen Jr., Sales Mgr. Greg Utterback

Dictation Prods. Inc., 2525 Park Ln., Hallandale, Fla. 33009 Tel. (305) 981-6161 Pres. S.M. Scher
Configuration: Cartridge 8-tr. & cassette
Brand name: Rochester, Rosette

Dubbings Electronics Inc., 1305 S. Strong Ave., Copiague, L.I., N.Y. 11726 Tel. (516) 226-6000 Pres. & Gen. Mgr. Michael Thaler, Nat'l Sales Mgr. Jeff Pastolove

Duotone Co. Inc., 6875 SW 81 St., South Miami, Fla. 33143 Tel. (305) 665-1121 Pres. & Sales Mgr. Stephen Nester, Gen. Mgr. Benjamin Rosenberg

Dyna-Day Mfg. Inc., 1451 E. Nine Mile Rd., Hazel Park, Mich. 48030 Tel. (313) 399-4880 Pres. Frank S. Day, Gen. Mgr. Paul M. Hayes, Sales Mgr. Mark Day
Configuration: Cassette

El Mar Plastics Inc., 821 E. Artesia Blvd., Carson, Calif. 90746 Tel. (213) 327-3180 Pres. Harry Schor, VP Sales Allen Schor
Configuration: Cartridge 8-tr., quadrasonic 8-tr., cassette & open reel

Esmond Inds. Inc., 666 Fifth Ave., New York, N.Y. 10019 Tel. (212) 765-3442 Pres. Bennett Asquith, Gen. Mgr. Lyz Kurnitz, Sales Mgr. Martin E. Lee
Configuration: Cartridge 8-tr., cassette & open reel

Finebilt Mfg. Co., 931 N. Citrus Ave., Hollywood, Calif. 90038 Tel. (213) 466-9511 Pres. & Sales Mgr. Alvin P. Schmid, VP Joe Bouzaglou
Configuration: Cartridge 8-tr. & cassette

Finetone Rec'g Studio, 701 Seventh Ave., New York, N.Y. 10036 Tel. (212) 232-4242 Pres. & Gen. Mgr. John Dea
Configuration: Cartridge 8-tr. & cassette

General Cassette Corp., 1324 N. 22 Ave., Phoenix, Ariz. 85009 Tel. (602) 258-7059 Pres. Bill L. Johnson, Gen. Mgr. William D. Turner, Sales Mgr. William White
Configuration: Cartridge 8-tr., cassette & open reel

Information Terminals Corp., 323 Soquel Way, Sunnyvale, Calif. 94086 Tel. (408) 245-4400 Pres. J. Reid Anderson, Mktg. Dir. & Sales Mgr. Robert H. Johnston
Configuration: Cassette

Irish Magnetic Rec'g Tape (div. of Morhan Nat'l Sales Co. Inc.), 270-78 Newtown Rd., Plainview, N.Y. 11803 Tel. (516) 293-5582 Pres. Sol Zigman, Gen. Mgr. Hy Zigman, Sales Mgr. George Krug

Jechan Scientific Co. Spectrotape Co., 345 W. Valley Blvd., Colton, Calif. 92324 Tel. (714) 825-6744 Pres. & Sales Mgr. John Y.S. Chan, Gen. Mgr. Elsie Chan
Int'l branch: Malaysia, Panda Inds.
Configuration: Cassette
Brand name: Miscaset, Mitape, Onpa, Spectrotape

Ken-Dei Prod'ns Inc., 111 Valley Rd., Richardson Park, Wilmington, Del. 19804 Tel. (302)

655-7488 Pres. & Gen. Mgr. H. Edwin Kennedy, Sales Mgr. M. Leap

Kim-Pat Ent's., 301 S. Main, Fayetteville, Tenn. 37334 Tel. (615) 433-1683 Pres. Bill Trigg
Configuration: Cartridge 8-tr. & open reel
Brand name: Plastronics

Lenco Co., 3901 N. 69, Lincoln, Neb. 68507 Tel. (402) 434-7488 Pres. Don Leonhardt, Sales Mgr. Jan Young
Configuration: Cassette

Livingston Audio Prods. Corp., 1275 Bloomfield Ave., Fairfield, N.J. 07006 Tel. (201) 575-8300 Pres. Darrell D. Scholten, Gen. Mgr. Carl Volpe, VP Sales Thomas J. Hofbauer
Configuration: Cartridge 8-tr.

Magnetic Communications Inc., Randolph Ind'l Park, Rt. 10, Emery Ave., Dover, N.J. 07801 Tel. (201) 361-0055 Pres. Warren E. Dunn, Mktg. Dir. Murray Nass

Magnetic Packaging (div. of Gabriel Mfg.), 125 S. Liberty Dr., Stony Point, N.Y. 10980 Tel. (914) 942-0100 Pres. & Gen. Mgr. E. Gabriel, Sales Mgr. William Styslinger

Magnetix Corp., 770 W. Bay St., Winter Garden, Fla. 32787 Tel. (305) 656-4494 Pres. John C. Lory, Gen. Mgr. William H. Raynes, Sales Mgr. B.H. Loucks III
Configuration: Cartridge 8-tr., cassette & open reel

Mann Cassette Inds., PO Box 1121, San Francisco, Calif. 94101 Tel. (415) 221-2000 Pres. Donald Mann, Sales Mgr. Bob Wells
Configuration: Endless loop cassette

Marathon Prods. Corp., 334 W. Boylston St., West Boylston, Mass. 01583 Tel. (617) 853-0988 Pres. Richard D. Myers, Gen. Mgr. B.D. Bagdasarian, Sales Mgr. William McFadden

Mastro Inds. Inc., 3040 Webster Ave., Bronx, N.Y. 10467 Tel. (212) 547-5600 Pres. Mario Maccaferri, Gen. Mgr. Marco Maccaferri
Configuration: Cartridge 8-tr. & 8-inch cassette

Meister Mfg. Co., PO Box 633, Downey, Calif. 90241
Configuration: Open reel

Menorex Corp., Consumer Prods. Div., San Tomas at Central Expwy., Santa Clara, Calif. 95052 Tel. (408) 987-1000 Pres. L.L. Spitters, Gen. Mgr. Robert Jaunich, Sales Mgr. Barry Berghorn
Configuration: Cartridge 8-tr., cassette & open reel

Meta-Com Inc., 707 W. Broadway, Minneapolis, Minn. 55411 Tel. (612) 521-9202 Pres. James I. McCann, Gen. Mgr. Charlotte Emond, Sales Mgr. Phil Levin, James I. McCann
Configuration: Cassette & open reel

Metra Electronics Corp., 660 McDonald Ave., Brooklyn, N.Y. 11218 Tel. (212) 871-4100 Pres. Michael M. Somma, VP Tape Div. W.P. Noble
Configuration: Cartridge 8-tr.

National Trend-In Corp., 1860 Michael Faraday Dr., Reston, Va. 22070 Tel. (703) 437-7183 Pres. John L. Humphreys, Gen. Mgr. Jeff Swanson, Sales Mgr. Robert Ewald
Configuration: Cassette

Plastic Reel Corp. of America, 640 S. Commercial Ave., Carlstadt, N.J. 07072 Tel. (201) 933-9125 Pres. Allen S. Braverman, Mktg. Dir. Rita Rasnick, VP Sales Daniel A. Sherman
Configuration: Open reel

Preferred Sounds Inc., Nursery Ln., Rye, N.Y. 10580 Tel. (914) 967-7701 Pres. C.J. Bruno, Exec. VP Vinnie Dean, Gen. Mgr. John Lanni
Configuration: Cartridge 8-tr., quadrasonic 8-tr., cassette & open reel
Brand name: Longine Symphonette

Qualitape Inc., 101 Broadway, Rummelmeade, N.J. 08078 Tel. (609) 933-2500 Pres. Wayne E.

Wilfong, Gen. Mgr. Frank Tarsia, Sales Mgr. Mike Flood

RCA Electronic Components—Dist. Prods., 415 S. Fifth St., Harrison, N.J. 07029 Tel. (201) 485-3900 VP & Gen. Mgr. J.B. Farese, VP Dist. Prods. J.A. Haimes, Sales Mgr. M.S. Lewis, Adv. & Sales Promo. Mgr. H.S. Stamm
Configuration: Open reel

Raynor Sales Co. Inc., 2698 W. Pico Blvd., Los Angeles, Calif. 90006 Tel. (213) 737-3737 Pres. Ray Abrams Sr., Gen. Mgr. Nori Abrams, Sales Mgr. Fred Muse Jr.
Configuration: Cartridge 8-tr. & cassette

Recordex Corp., 3227 Cains Hill Pl. NW, Atlanta, Ga. 30305 Tel. (404) 237-7000 Pres. Mort N. Miller, VP & Gen. Mgr. Robert Nemo
Configuration: Cartridge 8-tr. & cassette

Redding Radio (div. of SJ Inds. Inc.), PO Box 344, Fairfield, Conn. 06430 Pres. Jeffrey N. Tellis, Oprs. Eng. R.F. Bourne, Sales Mgr. Sascha Deale
Configuration: 4-tr. broadcast cartridge

Redisco, 1815 Guilford Ave., Baltimore, Md. 21202 Tel. (301) 727-6420 Pres. & Gen. Mgr. O. Buchman, Sales Mgr. Joe Sadler
Configuration: Cartridge 8-tr. & cassette
Brand name: Motone

Rite Rec'g Prod'ns Inc., 9745 Lockland Rd., Cincinnati, Ohio 45215 Tel. (513) 733-5533 Pres. Carl J. Burkhardt, Gen. Mgr. Bob Bowery, Sales Mgr. Philip Burkhardt
Configuration: Cartridge 8-tr. & cassette

Robins Inds. Corp., 75 Austin Blvd., Commack, N.Y. 11725 Tel. (516) 543-5200 Pres. Herman D. Post, Gen. Mgr. Warren Muselbach, Sales Dir. Lawrence Post, Sales Mgr. Jack Friedland
Configuration: Cartridge 8-tr., cassette & open reel

Royal Sound Co. Inc., 409 N. Main St., Freeport, L.I., N.Y. 11520 Tel. (516) 868-2880 Pres. & Gen. Mgr. Mervin A. Dayan, VP Mktg. John E. Corbin
Configuration: Cartridge 8-tr. & cassette
Brand name: RSC

Sargent Sound Systems Inc., PO Box 4383, 213 S. 80 St., Birmingham, Ala. 35206 Tel. (205) 836-6274 Pres. H.A. Montgomery
Configuration: Cartridge 8-tr. & cassette

Sentry Inds. Inc., 221 N. MacQuisten Pkwy., Mount Vernon, N.Y. 10550 Tel. (914) 664-2909 Pres. Harold Rosen, Gen. Mgr. Barry Rosen, Sales Mgr. Barry Lane

G Sizemore Co., 230 Maray Dr., Atlanta, Ga. 30341 Tel. (404) 458-6561 Pres. Gary C. Sizemore, Gen. Mgr. Bob McLaughlin, Sales Mgr. Jim Twigg
Configuration: Cassette
Brand name: Coda

TDK Electronics Corp., 23-73 48 St., Long Island City, N.Y. 11103 Tel. (212) 721-6881 Pres. Yoshihiko Nakamura, Gen. Mgr. Shohei Tokuda, Sales Mgr. Kazuo Kohda
Branch: Irvine, Calif., 17072 Daimler St. Zip 92664 Pres. Kazuki Yoshida
Configuration: Cassette

Tapemaker Sales Co. Inc., 2255 Broadway, New York, N.Y. 10024 Tel. (212) 874-0800 Pres. Art Brandwein

Tape Servs. Inc., 7015 Westfield Ave., Pennsauken, N.J. 08110 Tel. (609) 665-3323 Pres. William F. Mulcahy, Nat'l Sales Mgr. David R. Sykes

Tape-Tronics Inc., 750 E. Mandoline, Madison Heights, Mich. 48071 Tel. (313) 588-8281 Pres. Burt Mahler, Gen. Mgr. Al Hart
Configuration: Cartridge 8-tr. & cassette

Telephone Dynamics Corp., 1333 Newbridge Rd., North Bellmore, L.I., N.Y. 11710 Tel. (516) 221-9870 Pres. Leonard Young

TelePro Inds. Inc., Cherry Hill Ind'l Court, Cherry Hill, N.J. 08002 Tel. (609) 424-1234 Pres.

Dennis Boardman, Sales Mgr. Roger W. Capelli

Configuration: Broadcast cartridge

Telux Communications Div., 9600 Aldrich Ave. S., Minneapolis, Minn. 55420 Tel. (612) 884-4061 Pres. Ansel Kleinman, VP Mktg. James Arrington, Nat'l Sales Mgr. Heinz Lambrecht, Adv. Mgr. Terry Longville
Configuration: Broadcast cartridge

3 M Co., 3M Center, St. Paul, Minn. 55101 Tel. (612) 733-1110 Gen. Mgr. D.E. Denham, Mktg. Opns. Mgr. Paul I. Anderson, Nat'l Sales Mgr. D.T. Windahl
Configuration: Open reel
Brand name: Scotch

Transcriber Co. Inc., Lower County St., Attleboro, Mass. 02703 Tel. (617) 222-3525 Pres. Robert B. Puleston, Sales Mgr. Bruce Butterworth

Unitape Corp., 1905 McDonald Ave., Brooklyn, N.Y. 11223 Tel. (212) 645-3025 Pres. Morris Cabasso, Sales Mgr. Jack Cabasso

Universal Tape Corp., 821 E. Artesia Blvd., Carson, Calif. 90746 Tel. (213) 327-3203 Gen. Mgr. Edward O. Praeger
Configuration: Cartridge 8-tr., quadrasonic 8-tr., cassette, open reel & video

Ave. Asbury Park, N.J. 07712 Tel. (201) 988-7771 Pres. Ike Cabasso, Gen. Mgr. Ralph Kraem, Sales Mgr. Oscar Goren
Configuration: Cartridge 8-tr., cassette & open reel
Brand name: Amertone

Ampex Corp., Magnetic Tape Div., 401 Broadway, Redwood City, Calif. 94063 Tel. (415) 367-2011 Gen. Mgr. J.L. Porter, Mktg. Mgr. Paul Weber, Sales Mgr. Bruce C. McGilway
Configuration: Cartridge 8-tr., cassette & open reel

Associated Audio Servs., 13 Irving Pl., Mount Vernon, N.Y. 10550 Tel. (914) 668-8333 Pres. Robert L. Piselli, Gen. Mgr. Allan C. Johnson
Configuration: Cassette & open reel

Audio Accessories Co., Box 628, Rt. 1, Batavia, Ill. 60510 Tel. (312) 879-5998 Sales Mgr. John S. Maloney

Audiocraft Rec'g Co., 915 W. Eighth St., Cincinnati, Ohio 45203 Tel. 241-4304 Pres. Earl T. Herzog, Gen. Mgr. Earl T. Herzog Jr.

Audio Devices Inc., 100 Research Dr., Glenbrook, Conn. 06906 Tel. (203) 327-6500 Pres. Graham Powell, Sales Mgr. William Dawson, Group Prod. Mgr. John M. Ricci
Configuration: Cartridge 8-tr., cassette & broadcast cartridges
Brand name: Audiopak, Capitol, Emi/tape

Audio Dynamic Ent's., 1281 Logan A., Costa Mesa, Calif. 92626 Tel. (714) 549-2271 Pres. Gene Edwards, VP Frank Andres
Configuration: Cartridge 8-tr., cassette & open reel
Brand name: War Bonnet

Audiodyne Co., PO Box 825, San Jose, Calif. 95106 Tel. (408) 287-3520 Pres. Louis R. Charamonte
Configuration: Cartridge 8-tr. & cassette

Audio Magnetics Corp., 14600 S. Broadway, Gardena, Calif. 90248 Tel. (213) 532-2950 Pres. Irving B. Katz, VP Robert Harris, VP Sales Scott Conover
Branch: New York, N.Y., 2 Pennsylvania Plaza, Zip 10001 Tel. (212) 594-9400 Sales Mgr. Al Kovac
Int'l branches: Canada, Mexico, Portugal, Switzerland
Configuration: Cartridge 8-tr., cassette & open reel
Brand name: Audio Magnetic, Tracs

Audio Rec'rs of Arizona Inc., 3830 N. Seventh St., Phoenix, Ariz. 85014 Tel. (602) 277-4723 Pres. Gen. & Sales Mgr. Floyd M. Ramsey

Audiosonic Corp., see Ameritape Corp.

Audiovox Corp., 150 Marcus Blvd., Hauppauge, N.Y. 11787 Tel. (516) 231-7750 Pres. John Shalam, VP Mktg. Marty Novick
Configuration: Cartridge 8-tr. & cassette
Brand name: Dynasound

Auto Tapes Unlimited, Magnadyne Corp., PO Box 757, 9261 W. Third St., Beverly Hills, Calif. 90213 Tel. (213) 278-0107 Pres. Barry Caren, Gen. Mgr. Theresa Lewis, Sales Mgr. David Guran

B A S F Systems Inc., Crosby Dr., Bedford, Mass. 01730 Tel. (617) 271-4000 Pres. Dr. Werner K. Balz, Nat'l Sales Mgr. Robert Patterson, Mktg. Mgr. Gerard Berberian, Adv. Dir. Murray E. Kriemer
Branches: Los Angeles, Calif., 2140 W. Olympic Blvd., Suite 440, Zip 90006 Tel. (213) 386-7023 Regional Mgr. James Walker—Palatine, Ill., 800 E. Northwest Hwy., Suite 821, Zip 60067 Tel. (312) 358-8000 Midwestern Regional Mgr. Edward Hebron—Carlstadt, N.J., 40 Broad St. Zip 07072 Tel. (201) 939-2550—Dallas, Tex., 7701 N. Stemmons Fwy., Suite 750, Zip 75247 Tel. (214) 630-3525 Regional Mgr. Gary Raasch
Configuration: Cartridge 8-tr., cassette & open reel

BLANK LOADED TAPE

AT & T Rec'g Co. (Able Turntable & Tape), 717 N. Highland Ave., Hollywood, Calif. 90038 Tel. (213) 933-5701 Pres. Ted Gardner, VP & Sales Mgr. Jay Van Horn
Configuration: Cassette

Action Rec'g Co., 2199 El Camino Real, San Mateo, Calif. 94403 Tel. (415) 574-8511 Gen. Mgr. Fred Cohn
Configuration: Cassette

Action Tapes Inc., PO Box 265, Cherry Hill, N.J. 08002 Tel. (609) 667-6479 Gen. Mgr. Arnold Kammer
Configuration: Cartridge 8-tr. & cassette

Adell Int'l Inc., 43700 Adell Blvd., Novi, Mich. 48050 Tel. (313) 349-6300 Pres. Robert Adell, Gen. Mgr. Jerry Schotthoefor, Sales Mgr. Neill Klein
Configuration: Cartridge 8-tr. & cassette
Brand name: Krometone

Adrian Assocs. Inc., 6660 Biscayne Blvd., Miami, Fla. 33138 Tel. (305) 757-1626 Pres. Michael Adrian, Gen. Mgr. Gene Sayet, Sales Mgr. Curt J. Witt

Advent Corp., 195 Albany St., Cambridge, Mass. 02139 Tel. (617) 661-9500 Pres. & Gen. Mgr. H. E. Kloss, Prod. Mgr. Andrew G. Petite, Sales Mgr. Frank Reed
Configuration: Cassette

Allison Audio Prods. Inc., 175 Bridge Rd., Hauppauge, L.I., N.Y. 11787 Tel. (516) 234-2010 Pres. Louis Ligator, Gen. Mgr. Rainer Zopf, Sales Mgr. Abe Chayet
Sales office: New York, N.Y., 152 W. 58 St. Zip 10019 Tel. (212) 895-6449 Sales Mgr. Abe Chayet
Configuration: Cartridge 8-tr. & cassette

American Cassette Corp., 8625 Aviation, Inglewood, Calif. 90301 Tel. (213) 776-8832 Pres. Joseph Marshall, Gen. Mgr. Martin Migdall, Sales Mgr. Robert Spitz
Configuration: Cartridge 8-tr., cassette & open reel

American Sound Corp., 3319 E. Ten Mile Rd., Warren, Mich. 48091 Tel. (313) 539-2900 Pres. Frank S. Day, Gen. & Sales Mgr. Paul M. Hayes
Configuration: Cartridge 8-tr. & cassette

Amertape Corp., Audiosonic Corp., 807 Railroad

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Brand name: Exactime
Burlington Audio Tapes Inc., 2903 Long Beach Rd., Oceanside, N.Y. 11572. Tel. (516) 764-3792. Pres. Ruth Schwartz. Gen. & Sales Mgr. Rudy Schwartz. Configuration: Cartridge 8-tr., cassette & open reel.

Cartridge Control Corp., 2091 Faulkner Rd. NE., Atlanta, Ga. 30324. Tel. (404) 633-4577. Pres. R.D. Comstock. Gen. Mgr. W.R. Evans. Configuration: Cartridge 8-tr. & cassette.

Cassette Masters Corp., 2 Bashford St., Yonkers, N.Y. 10701. Tel. (914) 968-1605. Pres. Gen. & Sales Mgr. Leonard Ripley. Configuration: Cassette

Cassette Servs. Inc., PO Box H, Delair, N.J. 08110. Tel. (609) 665-3326. Pres. Ed Dixon. Configuration: Cartridge 8-tr. & cassette.

Brand name: CSI
Centron Corp., 1701 S. State College Blvd., Anaheim, Calif. 92806. Tel. (714) 633-4280. Pres. Edwin R. Gamson. VP Mktg. Ray Allen. Sales Mgr. Robert Dunn. Configuration: Cartridge 8-tr. & cassette.

Brand name: Centron & private brands
Channel Inds. Inc., 663 Rankin St. NE, Atlanta, Ga. 30308. Tel. (404) 688-3044. Pres. E. Isaacs. Int'l branch: England. Configuration: Cartridge 8-tr. & cassette.

Cherokee Album Corp., PO Box 175, Fairmount, Ga. 30139. Tel. (404) 382-2220. Pres. Johnny Carter. Configuration: Cartridge 8-tr. & open reel.

Columbia Magnetics, 51 W. 52 St., New York, N.Y. 10019. Tel. (212) 765-4321. Gen. Mgr. Ted Cohen. Configuration: Cartridge 8-tr., quadrasonic 8-tr., cassette & open reel.

Brand name: Columbia, Soundcraft
Craig Corp., 921 W. Artesia Blvd., Compton, Calif. 90220. Tel. (213) 537-1233. Pres. Peter Behrendt. Mktg. Mgr. Donald MacGregor. VP Sales. Laurin Davies. Adv. Mgr. John S. Romain. Configuration: Cartridge 8-tr. & cassette.

Brand name: Craig, Vista
Cramer Div., Conrac Corp., Mill Rock Rd., Old Saybrook, Conn. 06475. Tel. (203) 388-3574. Gen. Mgr. Francis Geissler. Configuration: Cassette

Cue Rec'gs Inc., 1156 Ave. of the Americas, New York, N.Y. 10036. Tel. (212) 757-3641. Pres. Mel Kaiser. Gen. Mgr. Bernard Rubinstein. Sales Mgr. Louis Maltese. Configuration: Repeating cassette.

Custom Audio Inc., 110 S. River Rd., Des Plaines, Ill. 60016. Tel. (312) 298-6680. Pres. Paul H. Luttgens. Gen. Mgr. Michael Jaffee. Configuration: Cassette

Custom Fidelity Co. Inc., 7925 Santa Monica Blvd., Hollywood, Calif. 90046. Tel. (213) 654-4522. Pres. David W. Berkus. Sales Mgr. Ellis Fertig. Configuration: Cassette

Custom Rec. Mfg. Co. (div. of Cadet Recs. Inc.), 5810 S. Normandie, Los Angeles, Calif. 90044. Tel. (213) 753-5121. Pres. Jules Bihan. Gen. Mgr. James Takeda. Sales Mgr. Donald Macmillan. Configuration: Cartridge 8-tr.

D.A.K. Inds., 10845 Vanowen St., North Hollywood, Calif. 91605. Tel. (213) 984-1559. Pres. Drew Alan Kaplan. Gen. Mgr. Turman Rushton. Sales Mgr. Dewayne Filkins. Configuration: Cartridge 8-tr.

Branch: Oklahoma City, Okla., PO Box 14605, 11218 Northwestern. Zip 73114. Tel. (405) 751-7400. Sales Mgr. Ted Oliver. Configuration: Cartridge 8-tr.

Dalsung Ind'l Corp., 1182 Broadway, New York, N.Y. 10001. Tel. (212) 685-5608. Gen. Mgr. Hongsoon Chun. Home office: Korea. Configuration: Cassette

Data Packaging Corp., 205 Broadway, Cambridge, Mass. 02139. Tel. (617) 868-6200. Pres. Otto Morningsstar. Sales Mgr. Larry Hockemeyer. Configuration: Cartridge 8-tr. & cassette.

Brand name: Rochester, Rosette
Dee-Bee Rec'g Serv., S. Camp St., Windsor, Pa. 17366. Tel. (717) 244-5411. Pres. & Gen. Mgr. Stan Deppen Jr. Sales Mgr. Greg Utterback. Configuration: Cartridge 8-tr. & cassette.

Brand name: Dubbings, Superior
DeVillie Ent's. Co. Inc., 202 W. Third St., Kansas City, Mo. 64105. Tel. (816) 474-5260. Pres. Anthony D. Priore. Gen. Mgr. S. Harvey Laner. Sales Mgr. Harold W. Pease. Configuration: Cartridge 8-tr.

Brand name: Mr. Tape
Dictation Prods. Inc., 2525 Park Ln., Hallandale, Fla. 33009. Tel. (305) 981-6161. Pres. S. M. Scher. Configuration: Cartridge 8-tr. & cassette.

Brand name: Rochester, Rosette
Dubbings Electronics Inc., 1305 S. Strong Ave., Copiague, L.I., N.Y. 11726. Tel. (516) 226-6000. Pres. & Gen. Mgr. Michael Thaler. Nat'l Sales Mgr. Jeff Pastolove. Configuration: Cartridge 8-tr. & cassette.

Brand name: Dubbings, Superior
Duotone Co. Inc., 6875 SW 81 St., South Miami, Fla. 33143. Tel. (305) 665-1121. Pres. & Sales Mgr. Stephen Nester. Gen. Mgr. Benjamin Rosenberg. Configuration: Cartridge 8-tr., cassette & open reel.

Brand name: Duocassette, Duotape
E.M.C. Corp., 180 E. Sixth St., St. Paul, Minn. 55101. Tel. (612) 227-7366. Pres. David E. Feinberg. Sales Mgr. Richard Stevens. Configuration: Cartridge 8-tr. & cassette.

Branch: Los Angeles, Calif., EMC Radio Rec'rs, 7000 Santa Monica Blvd., Hollywood 90038. Tel. (213) 463-3282. Gen. Mgr. Jerry Greenfield. Configuration: Cartridge 8-tr. & cassette.

Brand name: Duocassette, Duotape
Ellpas Inds., 2342 Sawdell, Los Angeles, Calif. 90064. Tel. (213) 478-0811. Pres. Elliot Perloff. Gen. Mgr. Gary Young. Configuration: Cartridge 8-tr. & cassette.

Brand name: Duocassette, Duotape
Fidelitone Inc., 6415 N. Ravenswood Ave., Chicago, Ill. 60626. Tel. (312) 274-0075. Pres. Douglas F. Hudson. VP & Sales Mgr. Hiram A. Prince. Configuration: Cartridge 8-tr., cassette & open reel.

Brand name: Duocassette, Duotape
Finebilt Mfg. Co., 931 N. Citrus Ave., Hollywood, Calif. 90038. Tel. (213) 466-9511. Pres. & Sales Mgr. Alwin P. Schmid. VP. Joe Bouzaglou. Configuration: Cartridge 8-tr., cassette & open reel.

Brand name: Duocassette, Duotape
Finetone Rec'g Studio, 701 Seventh Ave., New York, N.Y. 10036. Tel. (212) 232-4242. Pres. & Gen. Mgr. John Dea. Configuration: Cartridge 8-tr., cassette & open reel.

Brand name: Duocassette, Duotape
Fleetwood Mktg. Group, see Fleetwood Rec'g Co. Inc. Configuration: Cartridge 8-tr., cassette & open reel.

Brand name: Duocassette, Duotape
Fleetwood Rec'g Co. Inc., 321 Revere St., Revere, Mass. 02151. Tel. (617) 289-6800. Pres. Vincent P. Giarrusso. Gen. Mgr. Raymond Sanora. Sales Mgr. Victor Mancini. Configuration: Cartridge 8-tr., cassette & open reel.

Brand name: Duocassette, Duotape
G.C. Electronics (div. of Hydrometals Inc.), 400 S. Wyman St., Rockford, Ill. 61101. Tel. (815) 968-9661. Pres. A.C. Valulis. Sales Dir. T.A. Peterson. Configuration: Cassette

Brand name: Audiotech
G.R.T. Corp., 1286 N. Lawrence Sta. Rd., Sunnyvale, Calif. 94086. Tel. (408) 734-2910. Pres. Alan J. Bayley. VP Mktg. K. White Sonner. VP Sales. Herbert B. Herishfield. Configuration: Cartridge 8-tr. & cassette.

Configuration: Cartridge 8-tr. & cassette.
General Cassette Corp., 1324 N. 22 Ave., Phoenix, Ariz. 85009. Tel. (602) 258-7059. Pres. Bill L. Johnson. Gen. Mgr. William D. Turner. Sales Mgr. William White. Configuration: Cartridge 8-tr., cassette & open reel.

Configuration: Cartridge 8-tr., cassette & open reel.
Infodex Cassette Corp., 7 Cherry Ave., Waterbury, Conn. 06702. Tel. (203) 757-9291. Pres. Roger S. Swain. Sales Mgr. John W. Berry. Configuration: Cartridge 8-tr., cassette & open reel.

Brand name: Emerald, Irish, Mortone, Shamrock
Jechan Scientific Co./Spectrotape Co., 345 W. Valley Blvd., Colton, Calif. 92324. Tel. (714) 825-6744. Pres. & Sales Mgr. John Y.S. Chan. Gen. Mgr. Elsie Chan. Int'l branch: Malaysia, Panda Inds. Configuration: Cassette

Brand name: Micaset, Mitape, Onpa, Spkro-tape
Kim-Pat Ent's., 301 S. Main, Fayetteville, Tenn. 37334. Tel. (615) 433-1683. Pres. Bill Trigg. Configuration: Cartridge 8-tr. & open reel.

Configuration: Cartridge 8-tr., cassette & open reel.
Lafayette Radio Electronics, 111 Jericho Tpkn., Syosset, L.I., N.Y. 11791. Tel. (516) 921-7700. Bd. Chm. A. Pietman. Pres. Leonard Pearlman. Adv. Mgr. C. Piotrowski. Configuration: Cartridge 8-tr., cassette & open reel.

Brand name: Lafayette, Criterion
Le-Bo Prods. Co. Inc., 71-08 51 Ave., Woodside, N.Y. 11377. Tel. (212) 458-7700. Pres. Leslie Boker. Gen. Mgr. Al Alexander. Sales Mgr. Leslie Dame. Configuration: Cartridge 8-tr. & cassette

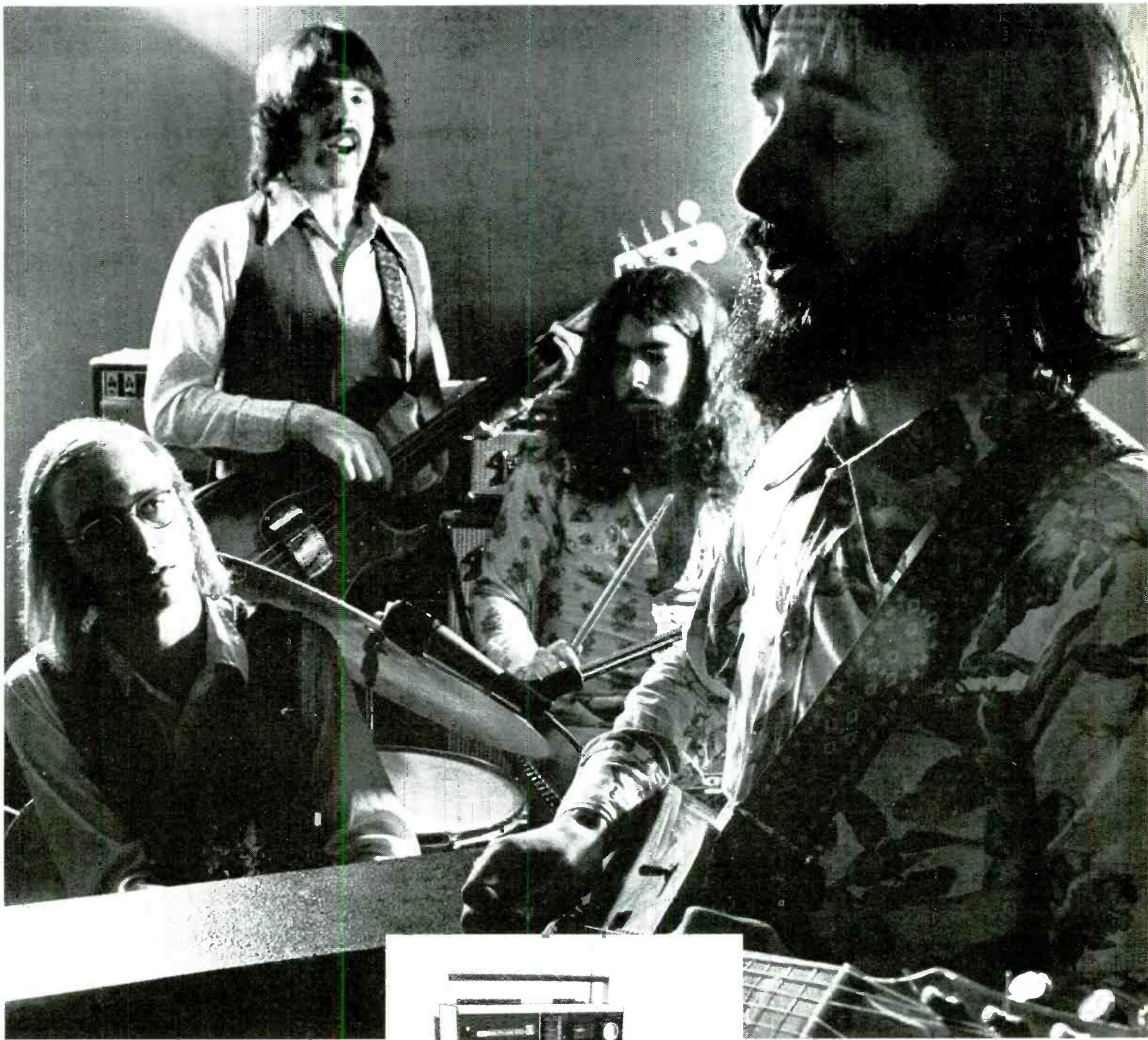
Brand name: Lebotone
Livingston Audio Prods. Corp., 1275 Bloomfield Ave., Fairfield, N.J. 07006. Tel. (201) 575-8300. Pres. Darrell D. Scholten. Gen. Mgr. Carl Volpe. VP Sales. Thomas J. Hofbauer. Configuration: Cartridge 8-tr. & cassette.

Configuration: Cartridge 8-tr. & open reel.
M.V.C. Dist'g. Corp. (sub. of Sicom Electronics Corp.), 33026 Capitol, Livonia, Mich. 48150. Tel. (313) 261-8650. Pres. D.D. Merry. Mktg. Mgr. S.R. Wagler. Configuration: Cartridge 8-tr. & cassette.

Brand name: Magcom
Magnetic Packaging (div. of Gabriel Mfg.), 125 S. Liberty Dr., Stony Point, N.Y. 10980. Tel. (914) 942-0100. Pres. & Gen. Mgr. E. Gabriel. Sales Mgr. William Stylinger. Configuration: Cartridge 8-tr. & cassette.

Brand name: Magcom
Magnetic Tape Eng'g Corp., 8120 Webb Ave., North Hollywood, Calif. 91605. Tel. (213) 768-6100. Pres. S. Gerald Stone. Gen. Mgr. (Continued on page TR-10)

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TAPE SUPPLIES

• Continued from page TR-9

Len Feldman.
Configuration: Cassette.
Brand name: CBR.
 Magnetix Corp., 770 W. Bay St., Winter Garden, Fla. 32787. Tel: (305) 656-4494. Pres.: John C. Lory. Gen. Mgr.: William H. Raynes. Sales Mgr.: B.H. Pete Loucks III.
Configuration: Cartridge 8-tr., cassette & open reel.

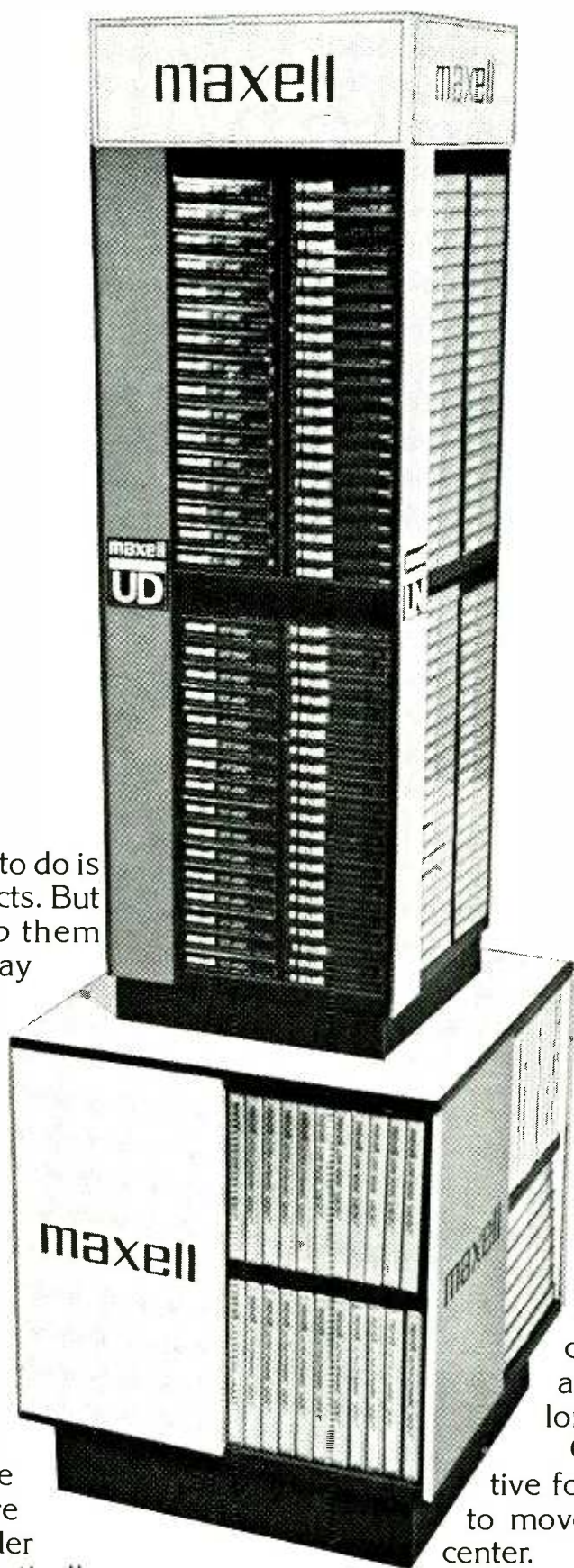
Make-A-Tape Inc., 33490 Groesbeck Hwy., Fraser, Mich. 48026. Tel: (313) 294-0500. Pres.: L. Allan Bazy. Gen. Mgr.: Michael J. Tattari. Sales Mgr.: Gary Samson.
Configuration: Cartridge 8-tr. & cassette.
 Mallory Battery Co., S. Broadway & Sunnyside, Tarrytown, N.Y. 10591. Tel: (914) 591-7000. Pres.: M. E. Christiansen. VP Mktg.: P. Viele. Mktg. Mgr.: Kasey Bakowsky.
Configuration: Cassette & open reel.
Brand name: Duratape, Fliptape, Voicetape.
 Mann Cassette Inds., PO Box 1121, San Francisco, Calif. 94101. Tel: (415) 221-2000. Pres.: Donald Mann. Sales Mgr.: Bob Wells.
Configuration: Endless loop cassette.
 Marathon Prods. Corp., 334 W. Boylston St., West Boylston, Mass. 01583. Tel: (617) 853-0988. Pres.: Richard D. Myers. Gen. Mgr.: B. D. Bagdasarian. Sales Mgr.: William McFadden.

J. L. Marsh—Heilicher (div. of Pickwick Int'l Inc.), 7600 Wayzata Blvd., Minneapolis, Minn. 55426. Tel: (612) 544-4201. Music Master Gen. Mgr.: Bob Mitchell.
Configuration: Cartridge 8-tr. & cassette.
Brand name: Music Master.
 Maxell Corp. of America, PO Box 150, Little Ferry 07643; 130 W. Commercial Ave., Moonachie, N.J. 07040. Tel: (201) 933-4200. Exec. VP: Tadao Okada. Sales Mgr.: Gene Labrie.
Configuration: Cartridge 8-tr., cassette & open reel.
 Memorex Corp., Consumer Prods. Div., San Tomas at Central Expwy., Santa Clara, Calif. 95052. Tel: (408) 987-1000. Pres.: L.L. Spitters. Gen. Mgr.: Robert Jaunich. Sales Mgr.: Barry Berghorn.
Configuration: Cartridge 8-tr., cassette & open reel.

Meta-Com Inc., 707 W. Broadway, Minneapolis, Minn. 55411. Tel: (612) 521-9202. Pres.: James I. McCann. Gen. Mgr.: Charlotte Emond. Sales Mgr.: Phil Levin, James I. McCann.
Configuration: Cassette & open reel.
 Metra Electronics Corp., 660 McDonald Ave., Brooklyn, N.Y. 11218. Tel: (212) 871-4100. Pres.: Michael M. Somma. VP Tape Div.: W.P. Nobile.
Configuration: Cartridge 8-tr.
 Music Master, see J.L. Marsh—Heilicher.
 National Cinematape Inc., 24 W. Sheffield Ave., Englewood, N.J. 07631. Tel: (201) 871-3000. Pres.: Alexander Magocsi Jr.
Configuration: Cartridge 8-tr., cassette & open reel.
Brand name: American Cartridge Recording.
 National Trend-In Corp., 1860 Michael Faraday Dr., Reston, Va. 22070. Tel: (703) 437-7183.

Pres.: John L. Humphreys; Gen. Mgr.: Jeff Swanson. Sales Mgr.: Robert Ewald.
Configuration: Cassette.
 North American Philips Corp., 100 E. 42 St., New York, N.Y. 10017. Tel: (212) 697-3600. Pres.: Richard Kress; Mktg. Dir.: Fred Negin; Adv. Dir.: George Gurnes.
Configuration: Cassette.
Brand name: Norelco, Norelco Challenger.
 Olson Electronics, 260 S. Forge St., Akron, Ohio 44308. Tel: (216) 535-9191.
Configuration: Cassette.
 P & P Studios Inc., 17 Viaduct Rd., Stamford, Conn. 06907. Tel: (203) 327-9204. Pres. & Gen. Mgr.: Victor E. Paric.
Configuration: Cassette.
 P R C Rec'g Co., 110 W. 57 St., New York, N.Y. 10019. Tel: (212) 489-6370. Pres.: Robert Teitelman. Gen. Mgr.: Ernest Ferrari. Sales Mgr.: David A. Grant.
Branch: Richmond, Ind., 1600 Rich Rd. Zip: 47374. Tel: (317) 962-9511. Gen. Mgr.: Curt Albright.
Configuration: Cartridge 8-tr., cassette & open reel.
 Parsons Inc., 31 Olney Ave., Cherry Hill Ind'l Park, Cherry Hill, N.J. 08003. Tel: (609) 424-1078. Pres.: Roy D. Parsons. Gen. Mgr.: Lupe Parsons.
Configuration: Cartridge 8-tr.
Brand: Trackmaster.
 Preferred Sounds Inc., Nursery Ln., Rye, N.Y. 10580. Tel: (914) 967-7701. Pres.: C.J. Bruno. Exec. VP: Vinnie Dean. Gen. Mgr.: John Lanni.
Configuration: Cartridge 8-tr., quadrasonic 8-tr., cassette & open reel.
Brand name: Longine Symphonette.
 Project 70 Audio Servs., 1127 Spring St. NW, Atlanta, Ga. 30309. Tel: (404) 874-5232. Gen. Mgr.: Jerry L. Connell.
 Qualitape Inc., 101 Broadway, Runnemede, N.J. 08078. Tel: (609) 933-2500. Pres.: Wayne E. Wilfong. Gen. Mgr.: Frank Tarsia. Sales Mgr.: Mike Flood.
Configuration: Cartridge 8-tr. & cassette.
 R C A Electronic Components—Dist. Prods., 415 S. Fifth St., Harrison, N.J. 07029. Tel: (201) 485-3900. VP & Gen. Mgr.: J.B. Farese. VP Dist. Prods.: J.A. Haines. Sales Mgr.: M. S. Lewis. Adv. & Sales Promo. Mgr.: H.S. Stamm.
Configuration: Cartridge 8-tr., cassette & open reel.
 R & R Music Co., 111 Chestnut St., Wilmington, N.C. 28401. Tel: (919) 763-6447. Pres.: H. R. Pearson. Gen. Mgr.: Lee Pearson.
Configuration: Cartridge 8-tr.
Brand name: Spiral.
 Radio Shack (a Tandy Corp. Co.), 2617 W. Seventh St., Fort Worth, Tex. 76107. Tel: (817) 335-3711. Pres.: Lewis F. Kornfield. Gen. Mgr.: Bernard Appel. Sales Mgr.: Lawrence E. Blostein.
Configuration: Cartridge 8-tr., cassette, open reel.
Brand name: Realistic.
 Raynor Sales Co. Inc., 2698 W. Pico Blvd., Los Angeles, Calif. 90006. Tel: (213) 737-3737. Pres.: Ray Abrams Sr., Gen. Mgr.: Nori Abrams. Sales Mgr.: Fred Muse Jr.
Configuration: Cartridge 8-tr. & cassette.
 Recordex Corp., 3227 Cains Hill Pl. NW, Atlanta, Ga. 30305. Tel: (404) 237-7000. Pres.: Mort N. Miller. VP & Gen. Mgr.: Robert Nemo.
 Recording Specialties Inc., 1030J E. Duane, Sunnyvale, Calif. 94086. Tel: (408) 739-7201. Pres. & Sales Mgr.: Michael P. Papp. Gen. Mgr.: Douglas F. Reed.
Configuration: Cartridge 8-tr.
 Recortec Inc., 777 Palomar Ave., Sunnyvale, Calif. 94086. Tel: (408) 735-8821. Pres.: Lester H. Lee. Gen. Mgr.: El Don Corl. Sales Mgr.: William Lawless.
Configuration: Cassette.
 Redding Radio (div. of SJ Inds. Inc.), PO Box 344, Fairfield, Conn. 06430. Pres.: Jeffrey N. Tellis. Opns. Eng.: R.F. Bourne. Sales Mgr.: Sascha Deale.
Configuration: 4-tr. broadcast cartridge.
 Redisco, 1815 Guilford Ave., Baltimore, Md. 21202. Tel: (301) 727-6420. Pres. & Gen. Mgr.: O. Buchman. Sales Mgr.: Joe Sadler.
Configuration: Cartridge 8-tr. & cassette.
Brand name: Motone.
 Rite Rec. Prods Inc., 9745 Lockland Rd., Cincinnati, Ohio 45215. Tel: (513) 733-5533. Pres.: Carl J. Burkhardt. Gen. Mgr.: Bob Bowery. Sales Mgr.: Philip Burkhardt.
Configuration: Cartridge 8-tr. & cassette.
 Robins Inds. Corp., 75 Austin Blvd., Commack, N.Y. 11725. Tel: (516) 543-5200. Pres.: Herman D. Post. Gen. Mgr.: Warren Muselbach. Sales Dir.: Lawrence Post. Sales Mgr.: Jack Friedland.
Configuration: Cartridge 8-tr., cassette & open reel.
Brand name: Brand 5, Brand 7, Park, Robins, Sonoramic.
 Romulus Rec'g Studio, 2080 Peachtree Ind'l Court, Atlanta, Ga. 30341. Tel: (404) 458-8649. Pres.: Gary C. Sizemore. Gen. Mgr.: Ray Kinnamon.
Configuration: Cartridge 8-tr.
 Ross Electronics, 2834 S. Lock St., Chicago, Ill. 60608. Tel: (312) 376-9660. Pres.: Robert E. Barnes.
Configuration: Cartridge 8-tr. & cassette.
 Royal Sound Co. Inc., 409 N. Main St., Freeport, L.I., N.Y. 11520. Tel: (516) 868-2880. Pres. & Gen. Mgr.: Mervin A. Dayan. VP Mktg.: John E. Corbin.

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(Continued on page TR-12)

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A Capitol 2 Stak-Pak™ is a repeat item. Once your customers see how it ends cassette clutter, they won't be able to live without it.

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Capitol 2 STAK-PAKS



See the Capitol tape line including the Stak-Pak™ at the Consumer Electronics Show in June, Exhibit 518, McCormick Place, Chicago, Ill.

TAPE SUPPLIES

• Continued from page TR-10

Configuration: Cartridge 8-tr., cassette & open reel.
Brand name: RSC
 S M G Dist. Inc. (div. of Sam Goody Inc.), 46-35 54 Rd., Maspeth, N.Y. 11378. Tel. (212) 786-3337. Mgr.: Barry Goody
Configuration: Cassette.
 S M I Electronics Inc., 920 N. Valley Mills Dr., Waco, Tex. 76710. Tel. (817) 776-1230 x 320. Pres.: Paul J. Meyer. VP Opls.: Curt Adams.

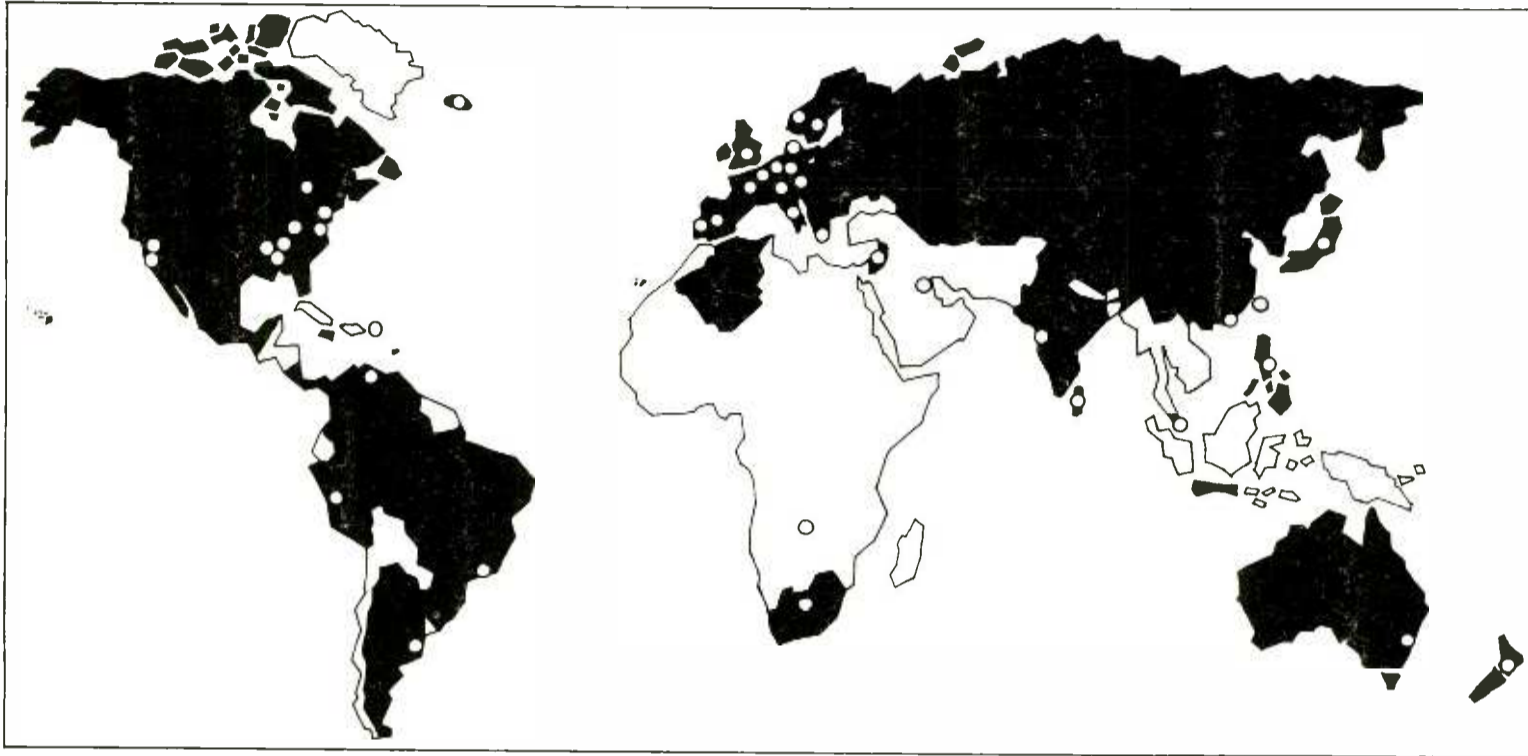
Sentry Inds. Inc., 221 N. MacQuesten Pkwy., Mount Vernon, N.Y. 10550. Tel. (914) 664-2909. Pres.: Harold Rosen. Gen. Mgr.: Barry Rosen. Sales Mgr.: Barry Lane.
Configuration: Cartridge 8-tr., cassette & open reel
 Sony/Superscope Inc., B150 Vineland Ave., Sun Valley, Calif. 91352. Tel. (213) 767-9750
Configuration: Cartridge 8-tr., cassette, open reel.
Brand name: Sony
 T D K Electronics Corp., 23-73 48 St., Long Island City, N.Y. 11103. Tel. (212) 721-6881
 Pres.: Yoshihiko Nakamura. Gen. Mgr.: Shohei Tokuda. Sales Mgr.: Kazuo Kohda.
Branch: Irvine, Calif., TDK California Inc., 17072 Dairmler St. Zip: 92664. Pres.: Kazuaki Yoshida
Configuration: Cassette
 Tapemaker Sales Co. Inc., 2255 Broadway, New

York, N.Y. 10024. Tel. (212) 874-0800.
 Pres.: Art Brandwein.
Configuration: Cartridge 8-tr., audio cassette & video cassette.
 Tape Servs. Inc., 7015 Westfield Ave., Pennsauken, N.J. 08110. Tel. (609) 665-3323. Pres. William F. Mulcahy. Nat'l Sales Mgr.: David R. Sykes.
Configuration: Cartridge 8-tr. & cassette.
Brand name: Private labels.
 Tape-Tronics Inc., 750 E. Mandoline, Madison Heights, Mich. 48071. Tel. (313) 588-8281
 Pres.: Burt Mahler. Gen. Mgr.: Al Hart.
Configuration: Cartridge 8-tr. & cassette.
 Telephone Dynamics Corp., 1333 Newbridge Rd., North Bellmore, L.I., N.Y. 11710. Tel. (516) 221-9870. Pres.: Leonard Young
Configuration: Cartridge 8-tr., cassette & open reel.
Brand name: Nassau.

3M Co., 3M Center, St. Paul, Minn. 55101. Tel. (612) 733-1110. Gen. Mgr.: D.E. Denham. Mktg. Opls. Mgr.: Paul I. Anderson. Nat'l Sales Mgr.: D.T. Windahl.
Configuration: Cartridge 8-tr., cassette & open reel
Brand names: Highlander, Scotch.
 Tono-Tapes Inc., 57 W. Grand Ave., Chicago, Ill. 60610. Tel. (312) 828-9357. Pres.: A.B. Clapper. Gen. & Sales Mgr.: Charles Farmer. VP Mktg.: Florence Thompson.
Configuration: Cassette
 Topp Electronics Inc., 4201 NW 77 Ave., Miami, Fla. 33166. Tel. (305) 887-6201. Pres.: Louis Topp. Sales Mgr.: Charles Kates. Adv. Dir.: Selwyn Kent.
Configuration: Cartridge 8-tr. & cassette.
Brand name: Juliette
 Transcriber Co. Inc., Lower County St., Attleboro, Mass. 02703. Tel. (617) 222-3525. Pres.

Robert B. Puleston. Sales Mgr.: Bruce Butterworth.
Configuration: Cartridge 8-tr., cassette & open reel.
 Unitape Corp., 1905 McDonald Ave., Brooklyn, N.Y. 11223. Tel. (212) 645-3025. Pres. Morris Cabasso. Sales Mgr.: Jack Cabasso.
 Universal Tape Corp., 821 E. Artesia Blvd., Carson, Calif. 90746. Tel. (213) 327-3203. Gen. Mgr.: Edward O. Praeger.
Configuration: Cartridge 8-tr., quadrasonic 8-tr., cassette & open reel.
 Viewflex-A&B Duplrs, 635 W. 55 St., New York, N.Y. 10019. Tel. (212) 586-2780. Pres. Al Weintraub. Gen. Mgr.: Bill Nightingale
 Wabash Tape Corp. (sub. of Wabash Magnetics Inc.), 2720 Des Plaines Rd., Des Plaines, Ill. 60018. Tel. (312) 298-8585. Pres. George Dashiell. VP & Gen. Mgr.: Don Luby. Audio Prods. Mgr.: Mike Barkman
Configuration: Cassette & open reel
Brand name: Primus, Duramil 7

Countries shown in black have Dolby equipped recording centres.
 Dots show location of authorised distributors of professional Dolby Noise Reduction equipment.



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CARTRIDGE & CASSETTE PARTS MANUFACTURERS

- Action Tapes Inc., PO Box 265, Cherry Hill, N.J. 08002. Tel. (609) 667-6479. Gen. Mgr.: Arnold Kammer.
Chief product: Cassette shell.
- Adell Int'l Inc., 43700 Adell Blvd., Novi, Mich. 48050. Tel. (313) 349-6300. Pres.: Robert Adell. Gen. Mgr.: Jerry Schotthoefor. Sales Mgr.: Neill Klein.
Chief product: All parts
- Amertape Corp., Audiosonic Corp., 807 Railroad Ave., Asbury Park, N.J. 07712. Tel. (201) 988-7771. Pres.: Ike Cabasso. Gen. Mgr.: Ralph Kraem. Sales Mgr.: Oscar Goren.
Chief product: All cartridge parts.
- Ampex Corp., Magnetic Tape Div., 401 Broadway, Redwood City, Calif. 94063. Tel. (415) 367-2011. Gen. Mgr.: J.L. Porter. Mktg. Mgr.: Paul Weber. Sales Mgr.: Bruce C. McGilway.
- Audio Dynamic Ent., 1281 Logan A. Costa Mesa, Calif. 92626. Tel. (714) 549-2271. Pres.: Gene Edwards. VP: Frank Andres.
Chief product: All parts except pinch rollers & pressure pads
- Audio Magnetics Corp., 14600 S. Broadway, Gardena, Calif. 90248. Tel. (213) 532-2950. Pres.: Irving B. Katz. VP: Robert Harris. VP Sales: Scott Conover
Branch: New York, N.Y., 2 Pennsylvania Plaza, Zip: 10001. Tel. (212) 594-9400. Sales Mgr.: Al Kovac
Int'l branches: Canada, Mexico, Portugal, Switzerland
Chief product: All parts for 8-tr. cartridges & cassettes.
- Audiosonic Corp., see Amertape Corp.
- Avsco Inc., Hwy. 69 & Corum Rd., Excelsior Springs, Mo. 64024. Tel. (816) 637-2114. 781-6050. Pres.: Ralph L. Haberstock. Sales Mgr.: Robert F. Adams.
- B A S F Systems Inc., Crosby Dr., Bedford, Mass. 01730. Tel. (617) 271-4000. Pres.: Dr. Werner K. Balz. Nat'l Sales Mgr.: Robert Patterson. Mktg. Mgr.: Gerard Berberian. Adv. Dir.: Murray E. Kremer.
Branches: Los Angeles, Calif., 2140 W. Olympic Blvd., Suite 440. Zip: 90006. Tel. (213) 386-7023. Regional Mgr.: James Walker—Palatine, Ill., 800 E. Northwest Hwy., Suite 821. Zip: 60067. Tel. (312) 358-8000. Midwestern Regional Mgr.: Edward Hefron—Carlstadt, N.J., 40 Broad St. Zip: 07072. Tel. (201) 939-2550—Dallas, Tex., 7701 N. Stemmons Fwy., Suite 750. Zip: 75247. Tel. (214) 630-3525. Regional Mgr.: Gary Raasch.
Chief product: All cassette parts
- W. H. Brady Co., 727 W. Glendale Ave., Milwaukee, Wis. 53201. Tel. (414) 332-8100. Pres.: W.H. Brady Jr. Div. Mgr.: C.W. Schumacher. Sales Mgr.: P.G. Gengler.
Chief product: Cassette leader splicing tape, conductive splicing tape for 8-tr. cartridges, felt for pressure pads.
- By-Buk Co. (a sub. of Weblek Corp.), 4326 W. Pico Blvd., Los Angeles, Calif. 90019. Tel. (213) 937-3511. Pres.: J.J. Klien. Sales Mgr.: R.C. Conner.
Chief product: Q/Splice & Splicette pre-cut splicing tabs, cassette splicing roll tape, cartridge retainer rings & hub washers & cassette inserts.
- Cassette Masters Corp., 2 Bashford St., Yonkers, N.Y. 10701. Tel. (914) 968-1605. Pres. & Sales Mgr.: Leonard Ripley.
Chief product: Plastic cassette hub locks.
- Celanese Plastics Co. (div. of Celanese Corp.), 550 Broad St., Newark, N.J. 07102. Tel. (201) 877-2300. Pres.: Robert T. Dairy. VP & Gen. Mgr.: R. Schroeder. Sales Mgr.: R. Rasmussen.
Chief product: Platforms, hubs, reels, pinch rollers, cassettes, Celcon acetal copolymer resin for reels.
- Centrex Corp., PO Box 707, Findlay, Ohio 45850. Tel. (419) 423-1213. Pres.: James I. Poole. Gen. Mgr.: Fernley Smith
Chief product: All plastic parts for cassettes.
- Certron Corp., 1701 S. State College Blvd., Ana-

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heim, Calif. 92806. Tel: (714) 633-4280. Pres.: Edwin R. Gamson; VP Mktg.: Ray Allen; Sales Mgr.: Robert Dunn. **Chief product:** Cartridge 8-tr. & cassette plastics, assembled & unassembled.

Columbia Magnetics, 51 W. 52 St., New York, N.Y. 10019. Tel: (212) 765-4321. Gen. Mgr.: Ted Cohen. **Chief product:** All parts.

Cue Rec's Inc., 1156 Ave. of the Americas, New York, N.Y. 10036. Tel: (212) 757-3641. Pres.: Mel Kaiser; Gen. Mgr.: Bernard Rubenstein; Sales Mgr.: Louis Maltese. **Chief product:** Repeating cassette.

Custom Rec. Mfg. Co. (div. of Cadet Recs. Inc.) 5810 S. Normandie, Los Angeles, Calif. 90044. Tel: (213) 753-5121. Pres.: Jules Bahari; Gen. Mgr.: James Takeda; Sales Mgr.: Donald Macmillan. **Chief product:** 8-tr. cartridges.

D A K Inds 10845 Vanowen St., North Hollywood, Calif. 91605. Tel: (213) 984-1559. Pres.: Drew Alan Kaplan; Gen. Mgr.: Turman Rushton; Sales Mgr.: Dewayne Filkins. **Branch: Oklahoma City, Okla.,** PO Box 14605, 11218 Northwestern, Zip. 73114. Tel: (405) 751-7400. Sales Mgr.: Ted Oliver. **Chief product:** Cassette parts, poly boxes.

D S C Inc., 2 Dogwood Dr., Danbury, Conn. 06810. Tel: (203) 748-3231. Pres.: Herman J. Muller. **Chief product:** Cassette & cartridge article design for injection mold construction.

Data Technology Corp., 1600 Las Plumas Ave., San Jose, Calif. 95133. Tel: (408) 272-0300. Pres.: James S. Rice; Gen. Mgr.: Raymond Valle; Sales Mgr.: Bill Patursis. **Chief product:** Video cartridges.

Dixon Corp., 386 Metacom Ave., Bristol, R.I. 02809. Tel: (401) 253-7500. Pres.: & Sales Mgr.: Bert Katzanek; Exec. VP: W. Donald Wilson. **Chief product:** Liners, slip-sheets & washers of compound 954, teflon, graphite-coated polyester.

Dow Corning Corp., Saginaw Rd., Midland, Mich. 48640. Tel: (517) 636-8000. Bd. Chm.: William Goggin; VP Mktg.: William Pedersen; Dist'n Servs. Mgr.: J. Cross. **Chief product:** Silicone rubber raw material for cartridge 8-tr. pinch roll.

Dubbings Electronics Inc., 1305 S. Strong Ave., Copiague, L.I., N.Y. 11726. Tel: (516) 226-6000. Pres. & Gen. Mgr.: Michael Thaler; Nat'l Sales Mgr.: Jeff Pastolove. **Chief product:** Cassette parts.

Dyna-Day Plastics Inc., 1451 E. Nine Mile Rd., Hazel Park, Mich. 48030. Tel: (313) 399-4880. Pres. Frank S. Day; Gen. Mgr.: Paul M. Hayes; Sales Mgr.: Mark Day. **Chief product:** Hubs & rollers.

El Mar Plastics Inc., 821 E. Artesia Blvd., Carson, Calif. 90746. Tel: (213) 327-3180. Pres.: Harry Schor; VP Sales: Allen Schor. **Chief product:** Cartridge 8-tr., quadasonic 8-tr., cassettes, cassette components, reels for 1/4" tape.

Esmond Inds. Inc., 666 Fifth Ave., New York, N.Y. 10019. Tel: (212) 765-3442. Pres.: Bennett Asquith; Gen. Mgr.: Lyz Kurnitz; Sales Mgr.: Martin E. Lee. **Chief product:** All parts.

Firebit Mfg. Co., 931 N. Citrus Ave., Hollywood, Calif. 90038. Tel: (213) 466-9511. Pres. & Sales Mgr.: Alwin P. Schmid; VP: Joe Bouzaglou. **Chief product:** All cassette & cartridge components.

G R T Corp., 1286 N. Lawrence Sta. Rd., Sunnyvale, Calif. 94086. Tel: (408) 734-2910. Pres.: Alan J. Bayley; VP Mktg.: K. White Sonner; VP Sales: Herbert B. Hershfield. **Chief product:** Cartridge 8-tr. parts.

Indiana Molding Co. Inc., PO Box 444, Huntington, Ind. 46750. Tel: (219) 356-4810. Pres.: John J. Abbott; Sales Mgr.: William P. Kelley. **Chief product:** Elastomer pinch rollers for cartridges.

Information Terminals Corp., 323 Soquel Way, Sunnyvale, Calif. 94086. Tel: (408) 245-4400. Pres.: J. Reid Anderson; Mktg. Dir. & Sales Mgr.: Robert H. Johnston. **Chief product:** Cassettes.

Lenco Co., 3901 N. 69, Lincoln, Neb. 68507. Tel: (402) 434-7488. Pres.: Don Leonhardt; Sales Mgr.: Jan Young. **Chief product:** Hubs & rollers.

M V C Dist'g Corp. (sub. of Sicom Electronics Corp.), 33026 Capitol, Livonia, Mich. 48150. Tel: (313) 261-8650. Pres.: D.D. Merry; Mktg. Mgr.: S.R. Wagler.

Chief product: 8-tr. cartridge.

Magnetic Communications Inc., Randolph Ind'l Park, Rt. 10, Emery Ave., Dover, N.J. 07801. Tel: (201) 361-0055. Pres.: Warren E. Dunn; Mktg. Dir.: Murray Nass. **Chief product:** Pinch rolls, pressure pads, cassette springs, shields, hubs & rollers.

Magnetic Packaging (div. of Gabriel Mfg.), 125 S. Liberty Dr., Stony Point, N.Y. 10980. Tel: (914) 942-0100. Pres.: & Gen. Mgr.: E. Gabriel; Sales Mgr.: William Styslinger. **Chief product:** All parts for 8-tr. cartridges & cassettes.

Marathon Prods. Corp., 334 W. Boylston St., West Boylston, Mass. 01583. Tel: (617) 853-0988. Pres.: Richard D. Myers; Gen. Mgr.: B.D. Bagdasarian; Sales Mgr.: William McFadden. **Chief product:** 4 & 8-tr. cartridges.

Mastro Inds. Inc., 3040 Webster Ave., Bronx, N.Y. 10467. Tel: (212) 547-5600. Pres.: Mario Maccafieri; Gen. Mgr.: Marco Maccafieri. **Chief product:** Cassette guide rollers & key-hole hubs.

Maxell Corp. of America, PO Box 150, Little Ferry 07643; 130 W. Commercial Ave., Moonachie, N.J. 07040. Tel: (201) 933-4200. Exec. VP: Tadao Okada; Sales Mgr.: Gene LaBrie. **Chief product:** Cassette parts.

Memorex Corp., Consumer Prods. Div., San Tomas at Central Expwy., Santa Clara, Calif. 95052. Tel: (408) 987-1000. Pres.: L.L. Spitters; Gen. Mgr.: Robert Jaunich; Sales Mgr.: Barry Berghorn.

Meta-Corn Inc., 707 W. Broadway, Minneapolis, Minn. 55411. Tel: (612) 521-9202. Pres.: James I. McCann; Gen. Mgr.: Charlotte Emond; Sales Mgrs.: Phil Levin, James I. McCann.

Minnesota Rubber Co., 3630 Wooddale Ave. S., Minneapolis, Minn. 55416. Tel: (612) 929-6781. Pres.: L.J. Sewall; VP Sales: R.G. Wells. **Chief product:** Pinch rollers & drive rollers.

Overland Prods. Co., 515 Pierce St., Fremont, Neb. 68025. Tel: (402) 721-7270. Pres.: Gen. & Sales Mgr.: Howard Pearson. **Chief product:** Pressure pads, shields & internal components.

Pro-Aut Inc., Rt. 1, Waconia, Minn. 55387. Tel: (612) 442-2147, 443-2525. Pres.: M.B. Wilcox; VP: Walter L. Terzich. **Chief product:** Shields & springs for cassettes.

Roller Corp. of America, 3601 S. Clinton Ave., South Plainfield, N.J. 07080. Tel: (201) 757-7330. Pres.: Edward Monnett; VP: Jack E. Monnett; Gen. Mgr.: Joseph F. Simmons; Sales Mgr.: Robert W. Ligon. **Chief product:** Pinch rollers.

Specialty Converters Inc., Delaware Ind'l Park, Newark, Del. 19711. Tel: (302) 738-6800. Pres.: William Powers; VP: Robert Bogan; Sales Mgr.: Jerry Wolf. **Chief product:** Adhesive-free 8-tr. foam pressure pads.

Tapemaker Sales Co. Inc., 2255 Broadway, New York, N.Y. 10024. Tel: (212) 874-0800. Pres.: Art Brandwein. **Chief product:** All parts.

TelePro Inds. Inc., Cherry Hill Ind'l Court, Cherry Hill, N.J. 08002. Tel: (609) 424-1234. Pres.: Dennis Boardman; Sales Mgr.: Roger W. Capelli. **Chief product:** Broadcast cartridges.

Troy Machinery Corp., 114 Beach St., Rockaway, N.J. 07866. Tel: (201) 627-4456. Pres. & Gen. Mgr.: Edward F. Joyce. **Chief product:** Pinch rolls & pressure pads for 8-tr. cartridges.

Unique Prods. Inc., 320 Second St. E., Rochester, Mich. 48063. Tel: (313) 651-4595. Pres. & Sales Mgr.: George Lusko. **Chief product:** Pressure pads, shields, digital pressure pads, steel pins, components for automation for cassettes, windows.

Universal Tape Corp., 821 E. Artesia Blvd., Carson, Calif. 90746. Tel: (213) 327-3203. Gen. Mgr.: Edward O. Praeger. **Chief product:** Cartridge—unassembled housings tops & bottoms—8-tr., 4 channel, snap & screw type, bronze & foam type pressure pads; platforms. **Cassette**—sonic & screw type, unassembled housings-sonic screw & snap type; stainless steel pins, pressure pads, mu-metal shields, hubs, double flanged idler rollers, windows; teflon, graphite, polyester shield gaskets & liners.

MANUFACTURERS OF TAPE DUPLICATING & PROCESSING EQUIPMENT

Action Tapes Inc., PO Box 265, Cherry Hill, N.J. 08002. Tel: (609) 667-6479. Gen. Mgr.: Arnold Kammer. **Chief product:** Winders, exercisers, in-cartridge duplicators.

Ampex Corp., Audio-Video Systems Div., 401 Broadway, Redwood City, Calif. 94063. Tel: (415) 367-2011. VP & Gen. Mgr.: C.A. Steinberg; Mktg. Mgr.: Don Kleffman; Sales Mgr.: Richard Sirinsky. **Chief product:** High speed tape, duplication equip.

Audio Dynamic Ents., 1281 Logan A., Costa Mesa, Calif. 92626. Tel: (714) 549-2271. Pres.: Gene Edwards; VP: Frank Andres. **Chief product:** Full line of commercial tape duplicating equip.

Audiodyne Co., PO Box 825, San Jose, Calif. 95106. Tel: (408) 287-3520. Pres.: Louis R. Chiaromonte. **Chief product:** Winders & run-in machines, open reel tape re-winders, custom engineered tape handling equip.

Audiometric Corp., 1290 Ave. of the Americas, New York, N.Y. 10021. Tel: (212) 582-4870. Pres.: Milton B. Gelfand; Sales Mgr.: Timothy A. Cole. **Chief product:** Duplicating equip., accessories, & supplies (Electro Sound).

Audio/Tek Inc., 2970 Scott Blvd., Santa Clara, Calif. 95050. Tel: (408) 244-1776. Pres. & Gen. Mgr.: Robert W. Kratt. **Chief product:** Reel-to-reel duplicators (all formats), tape winders, master recording equip., frequency selective limiters.

Becht Electronics Corp., 3515 W. Burbank Blvd., Burbank, Calif. 91505. Tel: (213) 842-2144. Pres.: Andrew Becht; Gen. Mgr.: Sonia Kara. **Chief product:** Cartridge 8-tr., reel-to-reel & 8-tr. cartridge-to-cartridge duplicators, digital exactime tape winder & digital cartridge timer.

Burlington Audio Tapes Inc., 2903 Long Beach Rd., Oceanside, N.Y. 11572. Tel: (516) 764-3792. Pres.: Ruth Schwartz; Gen. & Sales Mgr.: Rudy Schwartz.

C A D D C Audio Inds. Corp., 55 Oak St., Norwood, N.J. 07648. Tel: (201) 767-1787. Pres.: H. Philip Lehle. **Chief product:** Mastering equip.

Cetec Inc., 13035 Satcoy St., North Hollywood, Calif. 91605. Tel: (213) 875-1900. Pres.: Phillip L. Gundy; VP Gen. & Sales Mgr.: M. N. Padwa. **Branch: England.** **Chief product:** High-speed tape duplicating systems (Gauss); tape transports (Langevin); high-speed cassette duplicators.

D S C Inc., Herman Dogwood Dr., Danbury, Conn. 06810. Tel: (203) 748-3231. Pres.: Herman J. Muller. **Chief product:** Magnetic tape processing machinery & cassette & cartridge loading equip.

Data Magnetics (div. of Arvin Inds. Inc.), 355 Maple Ave., Torrance, Calif. 90503. Tel: (213) 320-8260. Pres.: Ron Smith; Sales Mgr.: Ted Liberkowski. **Chief product:** Magnetic heads.

DeVillie Ents. Co. Inc., 202 W. Third St., Kansas City, Mo. 64105. Tel: (816) 474-5260. Pres.: Anthony D. Priore; Gen. Mgr.: S. Harvey Laner; Sales Mgr.: Harold W. Pease. **Chief product:** Professional duplicating equip. (Dupli-Tape Systems of Missouri).

Ed-Pic Dupl'rs, 3341 La Cienega Pl., Los Angeles, Calif. 90016. Tel: (213) 559-3055. Pres.: Edward F. Pickering. **Chief product:** High speed tape duplicating systems (all formats), high speed winders, mastering equip. & cartridge exercisers, footage counters for cartridge, cassette & reel-to-reel product.

Electro Sound (sub. of Bell Sound Studios), 725 Kifer Rd., Sunnyvale, Calif. 94086. Tel: (408) 245-6600. Pres.: Al Weintraub; VP & Gen. Mgr.: Mort Fujii; Ass't Gen. Mgr.: David Lint. **Chief product:** In-cassette duplicator.

Fanta Sound Inc., 1811 Division St., Nashville, Tenn. 37203. Tel: (615) 327-1731. Pres.: Johnny Rosen; Gen. Mgr.: Glenn Winnett. **Chief product:** Complete systems.

Ferroxcube Corp., Mount Marion Rd., Saugerties, N.Y. 12477. Tel: (914) 246-2811. Gen. Mgr.: J. Robinson; Mktg. & Sales Mgr.: J. Turnbull. **Chief product:** Cartridge, cassette & quadasonic sound recording heads.

Firebit Mfg. Co., 931 N. Citrus Ave., Hollywood, Calif. 90038. Tel: (213) 466-9511. Pres. & Sales Mgr.: Alwin P. Schmid; VP: Joe Bouzaglou. **Chief product:** Cartridge 8-tr. & cassette duplicating equip.

Grandy Inc., 1275 Bloomfield Ave., Fairfield, N.J. 07006. Tel: (201) 575-1212. Pres.: John French; Gen. Mgr.: Gary Barnett. **Chief product:** High speed cartridge 8-tr., cassette & open reel duplicating systems, magnetic heads.

Infonics Inc., 1723 Cloverfield Blvd., Santa Monica, Calif. 90404. Tel: (213) 828-6471. Pres.: Peter H. Stanton; Sales Mgr.: Ursel Hudson. **Branch: Chicago, Ill.,** 1737 W. Howard, Suite 401, Zip. 60626. Tel: (312) 869-6735. **Chief product:** Infonics System 200.

Interfect Electronics Co., 321 New Haven Ave., Milford, Conn. 06460. Tel: (203) 874-8038. Pres.: Mark Olenksi; Gen. Mgr.: Chuck Williams; Sales Mgr.: Tom O'Loughlin. **Chief product:** 8-tr. duplicators.

King Instrument Corp., 8 Kane Ind'l Dr., Hudson, Mass. 01749. Tel: (617) 568-8771. Pres.: James L. King; Gen. Mgr.: James L. King Jr.; Sales Mgr.: Paul McGonigle; Sales Co-ord: William E. Cline. **Chief product:** Audio, video & digital cassette loaders, 8-tr. splicers.

Lang Electronics Inc., 14 E. 39 St., New York, N.Y. 10016. Tel: (212) 725-8110. Pres.: L. Lang. **Chief product:** Recorders, mastering & checking equip., mixers, equalizers, cassette & cartridge duplicators.

Liberty/UA Tape Dupl'g Inc., 1201 Pacific St., Omaha, Neb. 68108. Tel: (402) 348-1770. Gen. Mgr.: Marvin L. King; Equip. Sales Mgr.: Ray Start. **Chief product:** Professional duplicating equip., winders & accessories.

Livingston Audio Prods. Corp., 1275 Bloomfield Ave., Fairfield, N.J. 07006. Tel: (201) 575-8300. Pres.: Darrell D. Scholten; Gen. Mgr.: Carl Volpe; VP Sales: Thomas J. Hofbauer. **Chief product:** Sidewinders.

The Magnadyne Corp., PO Box 757, 9261 W. Third St., Beverly Hills, Calif. 90213. Tel: (213) 271-0655. **Chief product:** Shrink packaging machinery.

Make-A-Tape Inc., 33490 Groesbeck Hwy., Fraser, Mich. 48026. Tel: (313) 294-5200. Pres.: L. Al-0159. **Chief product:** Cartridge-to-cartridge duplicators.

J. S. Maloney Assocs., Box 628, Rt. 1, Batavia, Ill. 60510. Tel: (312) 879-5998. Pres.: John S. Maloney. **Chief product:** Consulting engineers to companies making all components & assemblies in cartridges, cassettes & reels.

Nortronics Co. Inc., 8101 10 Ave. N., Minneapolis, Minn. 55427. Tel: (612) 545-0401. Pres.: John Yngve; VP Mktg.: Mervin Kronfeld; Rec'r Care Div. Sales Mgr.: Roger Czernak. **Chief product:** Magnetic recording heads, test tapes, relapping servs.

Otari of America Ltd., c/o Fairtone Int'l Inc., 7060 Hollywood Blvd., Suite 722, Hollywood, Calif. 90028. Tel: (213) 461-4671. **Chief product:** Duplicators, loaders, QC monitors, run-in machines.

Parsons Inc., 31 Olney Ave., Cherry Hill Ind'l Park, Cherry Hill, N.J. 08003. Tel: (609) 424-1078. Pres.: Roy D. Parsons; Gen. Mgr.: Lupe Parsons. **Chief product:** Winding machines, exercisers, duplicators.

Pentagon Inds. Inc., 4751 N. Olcott Ave., Chicago, Ill. 60656. Tel: (312) 867-9200. VP Mktg. & Sales: Bill Brn. **Chief product:** In-cassette duplicators.

Recordex Corp., 3227 Cains Hill Pl. NW, Atlanta, Ga. 30305. Tel: (404) 237-7000. Pres.: Mort N. Miller; VP & Gen. Mgr.: Robert Nemo. **Chief product:** High speed in-cassette duplicators.

Recording Specialties Inc., 1030J E. Duane, Sunnyvale, Calif. 94086. Tel: (408) 739-7201. Pres. & Sales Mgr.: Michael P. Papp; Gen. Mgr.: Douglas F. Reed. **Chief product:** Cartridge verification equip.

Recordex Inc., 777 Palomar Ave., Sunnyvale, Calif. 94086. Tel: (408) 735-8821. Pres.: Lester H. Lee; Gen. Mgr.: Eldon Corl; Sales Mgr.: William Lawless. **Chief product:** Cassette tape loaders & loaders.

Royal Sound Co. Inc., 409 N. Main St., Freeport, L.I., N.Y. 11520. Tel: (516) 868-2880. Pres. & Gen. Mgr.: Mervin A. Dayan; VP Mktg.: John E. Corbin. **Chief product:** Cassette loaders, duplicators & copiers.

Scandia Packaging Machinery Co., 180 Brighton Rd., Clifton, N.J. 07012. Tel: (201) 473-6100. Pres.: W.B. Bronander Jr.; Customer Serv. Dept. Mgr.: Mrs. Irene M. Menger. **Chief product:** Packaging machinery for wrapping, cartooning, labeling & shrinking.

Stevenson Packaging Equip. Co. Inc., 8613 Yolanda Ave., Northridge, Calif. 91324. Tel: (213) 349-1710. Pres.: Joseph Goldstein; Sales Mgr.: Steven Goldstein. **Chief product:** Shrink film packaging equip.

Tapemaker Sales Co. Inc., 2255 Broadway, New York, N.Y. 10024. Tel: (212) 874-0800. Pres.: Art Brandwein. **Chief product:** Cassette & cartridge winders, high speed duplicators, materials for mfg. & assembling.

Telectro Systems Corp., 96-18 43 Ave., Corona, N.Y. 11368. Tel: (212) 651-8900. Pres. & Sales Mgr.: Harry Sussman; Gen. Mgr.: Ralph Kurlander. **Chief product:** Magnetic cassette & high speed tape recorders/duplicators.

Telex Communications Div., 9600 Aldrich Ave. S., Minneapolis, Minn. 55420. Tel: (612) 884-4061. Pres.: Ansel Kleiman; VP Mktg.: James Arrington; Mktg. Dir.: James R. Dow; Adv. Mgr.: Terry Longville. **Chief product:** Cassette-to-cassette, reel-to-cassette, reel-to-reel duplicating systems, cassette copiers.

Trayco Inds. Inc., 1030 E. Duane, Sunnyvale, Calif. 94086. Tel: (408) 735-1414. Pres.: Jerry Trayler; Eng.: William Eddy. **Chief product:** Cassette loaders, winders, high speed duplicators, mastering machines & all professional tape duplicating equip.

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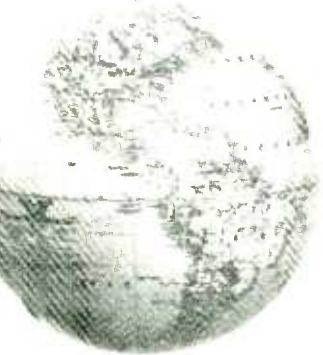
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• BIRMINGHAM (Area Code 205)

Sargent Sound Systems Inc., PO Box 4383 213 S 80 St Zip 35206 Tel 836-6274 Pres.: H A Montgomery.
Configuration: Cartridge 8-tr. & cassette

• TRUSSVILLE (Area Code 205)

Jones & Assoc's., PO Box 52E, Rt. 2 Zip 35173. Tel. 655-2569. Pres. & Chief Eng. J D Jones.
Configuration: Open reel

ARIZONA

• PHOENIX (Area Code 602)

Audio Rec's of Arizona Inc., 3830 N Seventh St Zip 85014. Tel 277-4723 Pres.: Gen & Sales Mgr Floyd M. Ramsey
Configuration: Cassette & open reel

General Cassette Corp., 1324 N. 22 Ave. Zip 85009 Tel 258-7059 Pres. Bill L. Johnson. Gen Mgr William D Turner Sales Mgr William White
Configuration: Cartridge 8-tr., cassette & open reel

• SCOTTSDALE (Area Code 602)

U A Rec'g Corp., 6736 E. Avalon Dr. Zip: 85251 Tel. 947-2596 Pres. Gen & Sales Mgr John A. Michaelson
Branch: Minneapolis, Minn
Configuration: Cassette & open reel

• TUCSON (Area Code 602)

Spencer-Alquist Audio Ents., 6252 E. 20 Zip 85711 Tel 298-9554 Gen. Mgr & Bus. Mgr T.A. Alquist.

ARKANSAS

• FORT SMITH (Area Code 501)

Productions Inc., 127 Phoenix Village Zip 72901 Tel 646-7889 Pres.: Roy J. Morris

• LITTLE ROCK (Area Code 501)

Jaggars Audio Prod'ns. 6720 Mabelvale Cut-Off

Zip: 72209. Tel. 565-2800 Owner & Pres.: S.J. Jaggars
Configuration: Cassette & open reel

CALIFORNIA

• ANAHEIM (Area Code 714)

Certron Corp., 1701 S. State College Blvd Zip 92806. Tel 633-4280 Pres. Edwin R Gamson. VP Mktg.: Ray Allen. Sales Mgr. Robert Dunn.

• COSTA MESA (Area Code 714)

S R D Ents., 771 19 St. Zip: 92627 Tel. 642-8983. Pres.: Doug Allen: Prod'n Supervisor Steven Sargeant
Tomahawk Specialties, War Bonnet Prod'ns. 1281 Logan A. Zip: 92626. Tel: 549-2271 Pres. Gene Edwards
Configuration: Cartridge 8-tr., cassette & open reel.
War Bonnet Prod'ns. see Tomahawk Specialties

• LOS ANGELES METROPOLITAN AREA (Area Code 213)

A T & T Rec'g Co (Able Turntable & Tape). 717 N Highland Ave., Hollywood 90038 Tel 933-5701 Pres.: Ted Gardner. VP & Sales Mgr Jay Van Horn

Configuration: Cassette & open reel
Abbey Tape Dupl'rs. 5358 Cartwright Ave., North Hollywood 91601 Tel: 877-3136 Owner & Mgr.: Norman C. Cooke
Configuration: Cartridge 8-tr., cassette & open reel.

Alto Fonic Programming Inc., 6362 Hollywood Blvd. Hollywood 90028 Tel 466-9261 Pres.: Alan Clark. Gen. Mgr. Bill Ezell. Sales Mgr. Don Clark.

Ampex Music Div., 500 Rodier Dr., Glendale 91201 Tel. 245-9373. (Sales office only).
Home office: Chicago, Ill
Configuration: Cartridge 8-tr., cassette & open reel.

Jon Badaux Prod'ns. 5230 Babcock Ave., North Hollywood 91607 Tel: 985-3933 Pres. Jon Badaux. Gen. Mgr.: Marylou Dolan
Capitol Recs Inc., 1750 N. Vine St., Hollywood 90028 Tel 462-6252. Pres. Bhaskar Menon Custom Servs.: Chris Veremis.
Configuration: Cartridge 8-tr., quadrasonic 8-tr. & cassette

Columbia Rec. Prod'ns. 6430 Sunset Blvd., Hollywood 90028 Tel 466-2481. Mgr.: Mike Coolidge.
Configuration: Cartridge 8-tr., quadrasonic 8-tr., cassette & open reel

The Custom Fidelity Co. Inc., 7925 Santa Monica Blvd., Hollywood 90046 Tel. 654-4522 Pres. David Berkus: Sales Mgr.: Ellis Fertig.

Configuration: Cassette & open reel.
Custom Rec. Mfg. Co. (div. of Cadet Recs. Inc.) 5810 S. Normandie. Zip: 90044. Tel: 753-5121 Pres.: Jules Bihari. Gen. Mgr. James Takeda. Sales Mgr.: Donald Macmillan.

E M C-Radio Rec's. 7000 Santa Monica Blvd., Hollywood 90038. Tel 463-3282 Gen Mgr. Jerry Greenfield.

Home office: St. Paul (Minneapolis-St. Paul Mgr. Minn.: EMC Corp

Gemini Rec'g. 3374 Bennett Dr. Zip. 90068. Tel: 851-4844 Pres. & Sales Mgr.: John B. Hickman. Gen. Mgr. Bianca V. Blazso.

M C A Recs. Inc., 100 Universal City Plaza, Universal City 91608. Tel: 985-4321. Pres.: John K. Maitland. Gen. Mgr.: Lee Armstrong
Configuration: Cartridge 8-tr., cassette & open reel.

Magnetic Tape Eng'g Corp., 8120 Webb Ave., North Hollywood 91605. Tel. 768-6100 Pres.: S. Gerald Stone, Gen. Mgr. Len Feldman.
Configuration: Cartridge 8-tr., cassette & open reel.

RCA Recs., Custom & Studio Mktg., 6363 Sunset Blvd., Hollywood Zip: 90028 Tel 461-9171 West Coast Mgr.: Ed Matthews.
Configuration: Cartridge 8-tr., quadrasonic 8-tr. & cassette

Superscope Rec'd Tapes. 455 Fox St., San Fernando 91340 Tel 365-1191. Pres.: Joseph S. Tushinsky. Gen. Mgr.: Darrell Zielke.
Configuration: Cartridge 8-tr., cassette & open reel.

United Rec'g Corp., 6050 Sunset Blvd., Hollywood 90028. Tel: 469-3983. Pres. Milton T Putnam: Gen. Mgr.: Don Sears Branch: Western Rec's Inc., 6000 Sunset Blvd., Hollywood 90028. Tel: 469-3983
Branch: San Francisco, Calif. Coast Rec's Inc

Viewlex-Monarch Tape Dupl'g. 3416-20 Vineyard Ave. Zip. 90016. Tel. 731-2228. Pres. Nate DuRoff: Gen. Mgr. John Williams
Configuration: Cartridge 8-tr., cassette & open reel

Western Rec's Inc., see United Rec'g Corp.
Whitney Tape Dupl'rs (div. of Whitney Rec'g Studio Inc.), 1305 W. Glenoaks Blvd., Glendale 91201. Tel: 241-4228. Gen. Mgr.: L. J. Whitney
Configuration: Cassette & open reel

• PARAMOUNT (Area Code 213)

Paramount-West Ents., 8010 Second St. Zip: 90723 Tel: 531-6000. Owner Gerra Galiffa; Pres. D.W. Galiffa: VP: Gary Scott. Eng. & Prod'r A Simpson
Configuration: Cassette & open reel

• SACRAMENTO (Area Code 916)

Bill Rase Rec'g/Film Studios. 2904 Franklin Blvd. Zip: 95818. Tel 452-4266 Owner & Mgr.: Bill Rase.
Configuration: Cartridge 8-tr., cassette & open reel

• SAN DIEGO (Area Code 714)

Studio West, 5042 Ruffner Zip: 92111. Tel: 277-4714. Pres. & Mgr.: LeRoy Carroll

• SAN FRANCISCO & BAY AREA (Area Code 415)

Action Rec'g Co., 2199 El Camino Real, San Mateo 94403 Tel. 574-8511. Gen. Mgr.: Fred Cohn
Configuration: Cassette open reel.

Fred Foxx Music Co., 15 S Ontario, San Mateo 94401 Tel 343-7222 Owner & Gen. Mgr. F.H. Nesbitt Jr.

Branch: Detroit, Mich
Configuration: Cartridge 8-tr., cassette & open reel

Geis Audio Tape Ent. (GATE). 351 G St., San Rafael 94901 Tel. 456-8035 Pres.: Don Geis. Gen. Mgr.: Mary Geis: Sales Mgr.: John Geis
Donald Jones Cassette Prod'n. 42 Second St. Zip 94105. Tel 982-4432/6287. Owner. Donald Jones.
Configuration: Cassette

Mann Cassette Inds., PO Box 1121 Zip: 94101. Tel 221-2000. Pres. Donald Mann. Sales Mgr. Bob Wells
Configuration: Endless loop cassette.

Mantra Corp., 2207 S. El Camino Real, San Mateo 94403 Tel. 574-1500 Pres.: George M. Woodley. Gen. Mgr. Harry E. Long. Sales Mgr. Frank R. Materoli.

Newcomb Rec'g Studio, 4834 Bissell Ave., Richmond 94805 Tel: 233-7487 Owner W S Newcomb
Configuration: Open reel.

• SAN JOSE (Area Code 408)

Audiodyne Co., PO Box 825. Zip 95106 Tel. 287-3520 Pres.: Louis R. Chiaromonte.
Configuration: Cartridge 8-tr., cassette & open reel

• SUNNYVALE (Area Code 408)

G R T Corp., 1286 N. Lawrence Station Rd. Zip 94086 Tel. 734-2910. Pres. Alan J. Bayley: VP Mktg.: K. White Sonner. VP Sales: Herbert B. Hershfield: Sales Mgr.: Dave Travis
Configuration: Cartridge 8-tr., quadrasonic 8-tr., cassette & open reel

Recording Specialties Inc., 1030J E. Duane. Zip: 94086. Tel 739-7201. Pres. & Sales Mgr. Michael P. Papp. Gen. Mgr. Douglas F. Reed
Configuration: Cartridge 8-tr. & cassette.

COLORADO

• DENVER (Area Code 303)

Audicom Corp., 995 S. Clermont St. Zip 80222 Tel 757-3377. Pres. & Gen. Mgr.: Jack H. Dunham.
Configuration: Cassette & open reel.

CONNECTICUT

• MILFORD (Area Code 203)

Intertext Electronics Co., 321 New Haven Ave. Zip: 06460 Tel 874-8038 Pres.: Mark Olencki: Gen. Mgr. Chuck Williams. Sales Mgr.: Tom O'Loughlin.

• NORWALK (Area Code 203)

Cook Labs Inc., 375 Ely Ave., South Norwalk 06854. Tel: 838-3641. Pres.: Emory Cook. Sales Mgr.: John R. Moriarty
Configuration: Cassette.

• STAMFORD (Area Code 203)

P & P Studios Inc., 17 Viaduct Rd. Zip: 06907. Tel: 327-9204. Pres. & Gen. Mgr.: Victor E. Paric
Configuration: Cassette & open reel.

• WATERBURY (Area Code 203)

Infodex Cassette Corp., 7 Cherry Ave. Zip: 06702. Tel: 757-9291. Pres.: Roger S. Swain: Sales Mgr.: John W. Berry.
Branch: New York, N.Y.
Configuration: Cartridge 8-tr. & cassette.

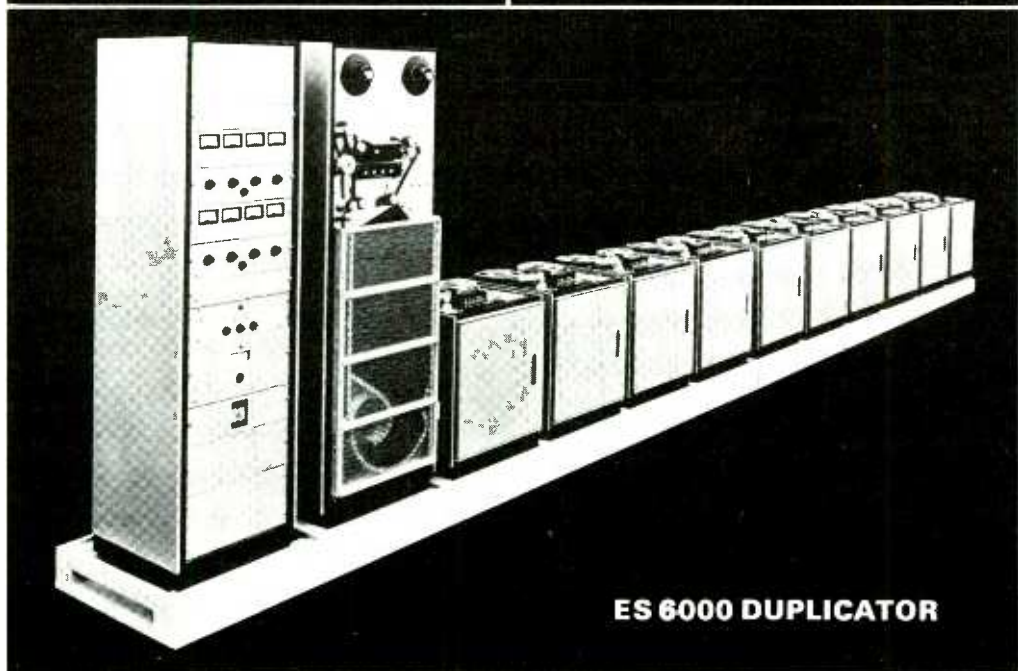
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• **WOODBIDGE (Area 203)**
Sound Concepts Inc., 30 Hazel Terr. Zip: 06525.
Tel: 389-2536. Pres.: James Lush; Gen. Mgr.:
Paul Jacobson; Sales Mgr.: Jeffrey Hedquist.

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• **WILMINGTON (Area Code 302)**
Ken-Del Prod's Inc., 111 Valley Rd., Richardson
Park. 19804. Tel: 655-7488. Pres. & Gen.
Mgr.: H. Edwin Kennedy; Sales Mgr.: M. Leap.
Configuration: Cartridge 8-tr., cassette &
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• **WASHINGTON (Area Code 202)**
Audio-Video Concepts Inc., 5408 Silver Hill Rd.,
Suite 501. Zip: 20028. Md. Tel: (301) 568-
5837. Pres.: Edward P. Helvey Jr.; Gen. Mgr.:
Troy C. Brand; Sales Mgr.: John N. Caugh-
man.
Lion Rec'g Servs. Inc., 1905 Fairview Ave. NE. Zip:
20002. Tel: 832-7885. Pres.: Harold H. Lion.
Configuration: Cassette & open reel.
Sounds Reasonable Inc., 2000 P St. NW. Zip:
20036. Tel: 833-1976. Pres.: Edmund S.
Barnett Jr.; Gen. Mgr.: James H. Freeman;
Sales Mgr.: Jon G. Lusher.
Configuration: Cartridge 8-tr., cassette &
open reel.

FLORIDA

• **FORT LAUDERDALE (Area Code 305)**
Cassettes Inc., 2510 SW Third Ave. Zip: 33315.
Tel: 522-0222. Pres., Gen. & Sales Mgr.: Ray
Franklin.
Configuration: Cartridge 8-tr., cassette &
open reel.

• **JACKSONVILLE (Area Code 904)**
A A A (foray) Studios, Box 16177. Zip: 32216.
Tel: 724-8748. Pres.: R.A. Campbell.
Configuration: Cassette & open reel.
Norm Vincent Sound Rec'g Studios Inc., 4551
Brown Ave. Zip: 32207. Tel: 396-2529.
Pres.: Norman F. Vincent; Gen. Mgr.: Tom
Markham.
Configuration: Open reel.

• **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 J.
Witt.
Configuration: Cartridge 8-tr., cassette &
open reel.
Criteria Rec'g Co. Inc., 1755 NE 149 St. Zip:
33161. Tel: 947-5611. Owner: M.L. Emer-
man; Mgr.: Edith L. Murphy.
Configuration: Cartridge 8-tr., cassette &
open reel.
South Eastern Recs. Mfg. Corp., 4380 NW 128
St., Opa Loka 33054. Tel: 685-6211. Pres.:
Matthew San Martin; Gen. Mgr.: Joe Serra;
Sales Mgr.: Eugenio Olariaga.
Configuration: Cartridge 8-tr. & cassette.
Tape Dupl'rs of Florida Inc., 785 W. 83 St., Hialeah

33014. Tel: 822-7585. Pres.: Aldo Vazquez;
Gen. & Sales Mgr.: Carlos Garcia.
Configuration: Cartridge 8-tr. & cassette.

• **ORLANDO AREA (Area Code 305)**
Christian Dupl'ns, 139 Candice, Altamonte Springs
32701. Tel: 831-2736. Pres.: R.B. Turney.
Configuration: & Cassette.
Magnetix Corp., 770 W. Bay St., Winter Garden
32787. Tel: 656-4494. Pres.: John C. Lory;
Gen. Mgr.: William H. Raynes; Sales Mgr.:
B.H. Loucks III.
Configuration: Cartridge 8-tr., quadrasonic
8-tr., cassette & open reel.

• **PENSACOLA (Area Code 904)**
F. T. C. Brewer Co., PO Box 8057, Town & Country
Plaza. Zip: 32505. Tel: 433-7932. Owner:
Frederic T.C. Brewer; Gen. Mgr.: Patrick Gillis.
Configuration: Open reel.

GEORGIA

• **ATLANTA METROPOLITAN AREA
(Area Code 404)**
Cartridge Control Corp., 2091 Faulkner Rd. NE.
Zip: 30324. Tel: 633-4577. Pres.: R.D. Com-
stock; Gen. Mgr.: W.R. Evans.
Configuration: Cartridge 8-tr., cassette &
open reel.
Channel Inds. Inc., 663 Rankin St. NE Zip:
30308. Tel: 668-3044. Pres.: E. Isaacs.
Int'l branch: England.
Doppler Ent's Inc., 417 Peachtree St. Zip: 30308.
Tel: 873-6941. Pres.: Tom Wells, Gen. Mgr.:
Pete Caldwell.
Configuration: Open reel

Kin-Tel Prod's & Sound Studios, 1200 Spring St.
NW. Zip: 30309. Tel: 874-3668. Pres.: Rod
Kinder; Gen. Mgr.: Jay Donohoe; Prod'n Mgr.:
Max G. Geiger; Sales Mgr.: Sam Holman.
Configuration: Cassette & open reel.
Mark Custom Rec'g Serv., 2543 Raintree Dr. NE.
Zip: 30345. Tel: 636-0289. Gen. Mgr.: W.D.
Bailey.
Home office: Clarence Center, N.Y.
Project 70 Audio Servs., 1127 Spring St. NW. Zip:
30309. Tel: 874-5232. Gen. Mgr.: Jerry L.
Connell.
Configuration: Cassette & open reel.
Recordex Corp., 3227 Cains Hill Pl. NW. Zip:
30305. Tel: 237-7000. Pres.: Mort N. Miller;
VP & Gen. Mgr.: Robert Nemo.
Configuration: Cassette.

Romulus Rec'g Studio, 2080 Peachtree Ind'l
Court. Zip: 30341. Tel: 458-8649. Pres.:
Gary C. Sizemore; Gen. Mgr.: Ray Kinnamon.
Configuration: Cartridge 8-tr., cassette &
open reel.

• **FAIRMOUNT (Area Code 404)**
Cherokee Sound Studio, PO Box 175. Zip: 30139.
Tel: 382-2220. Pres.: Johnny Carter
Configuration: 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: 236-3632. Pres. & Gen. Mgr.:
John G. Garamoni.
Configuration: Open reel.
Ampex Music Div., 2201 Lunt Ave., Elk Grove Vil-
lage 60007. Tel: 593-6000. Ass't Mktg
Mgr.: Don Johnson.
Branches: Los Angeles, Calif., Hackensack,
N.J.
Configuration: Cartridge 8-tr., cassette &
open reel.

Balkan Rec'g Studio, 6917 W. Cermak Rd., Ber-
wyn 60402. Tel: 484-6436. Owner & Mgr.:
Slavko A.V. Hlad.
Configuration: Cartridge 8-tr. & cassette.

Boulevard Rec'g Studios Inc., 609 N. LaSalle St.
Zip: 60610. Tel: 944-2752. Pres. & Sales
Mgr.: Hal Kaitchuck; Gen. Mgr.: Eleanor Kait-
chuck.
Configuration: Cassette & open reel.

Capitol Recs. Inc., 6401 Gross Point Rd., Niles
60648. Tel: 647-8338. Midwest Sales Mgr.:
Nolan Crane.
Configuration: Cartridge 8-tr., quadrasonic
8-tr. & cassette.

Chicago Album & Specialty Corp., 920 N. Franklin.
Zip: 60607. Tel: 266-1969. Pres. & Sales
Mgr.: Adolph Willinger; Gen. Mgr.: Anthony
Busse.
Configuration: Cartridge 8-tr. & cassette.

Columbia Rec. Prod'ns, 630 N. McClurg Court. Zip:
60611. Tel: 944-6000. Midwest Sales Mgr.:
Dick Hutter.
Configuration: Cartridge 8-tr., quadrasonic
8-tr., cassette & open reel.

Custom Audio Inc., 110 S. River Rd., Des Plaines
60016. Tel: 298-6680. Pres.: Paul H. Lut-
gens; Gen. Mgr.: Michael Jaffee.
Configuration: Cassette & open reel.

Magnetic Video Corp., 500 N. Michigan Ave.,
Suite 605. Zip: 60611. Tel: 222-0369. Sales
Mgr.: Jerry Bailenson.
Home office: Farmington (Detroit Metropol-
itan Area), Mich.
Configuration: Cartridge 8-tr., quadrasonic
8-tr. & cassette.

Musical Prods. Inc., 521 W. 26 St. Zip: 60616.
Tel: 225-9117. Pres.: Vincent Sosa.
Programming Technologies Inc., 215 W. Chicago
Ave. Zip: 60610. Tel: 787-2700. Pres.: Wil-
liam P. Bennett; Gen. Mgr.: Stanley J. Roy.
Configuration: Cartridge 8-tr., cassette &
open reel.

Recordings Unlimited, 3132 N. Natchez. Zip:
60634. Tel: 889-0025. Pres.: John Craig;
Gen. Mgr.: Bill Moore; Sales Mgr.: Tom Kil-
foyle.
Configuration: Cartridge 8-tr., cassette &
open reel.

Sound Studios Inc., 230 N. Michigan. Zip: 60126.
Tel: 236-814. Pres.: M.P. Eisenmenger.
Configuration: Cassette & open reel

Tono-Tapes Inc., 57 W. Grand Ave. Zip: 60610.
Tel: 828-9357. Pres.: A.B. Clapper; Gen. &
Sales Mgr.: Charles Farmer. VP Mktg.: Flo-
rence Thompson.
Configuration: Cartridge 8-tr., cassette &
open reel

Uniprocessors Inc., 5 E. Huron. Zip: 60611. Tel:
266-0909. Pres. & Gen. Mgr.: Joseph Hasser,
Sales Mgr.: Richard Jablonski.

• **KANKAKEE (Area Code)**
Imperial Int'l Learning Corp., PO Box 548. Rt. 45
S. Zip: 60901. Tel: 933-7735. Pres.: Spencer
Barnard; Gen. Mgr.: F. Richard Ringfelt; Sales
Mgr.: George T. Searis

INDIANA

• **GARY (Area Code 219)**
Bud Pressner Rec'g Serv., 4839 S. Broadway. Zip:
46409. Tel: 884-5214. Owner & Pres.: Bud
Pressner.
Configuration: Cartridge 8-tr., cassette &
open reel.

• **INDIANAPOLIS (Area Code 317)**
Commercial Features Inc., 3650 N. Washington
Blvd. Zip: 46205. Tel: 926-5570/6243.
Pres.: Paul R. Bender; Gen. Mgr.: R.A. Bender.
Configuration: Mono cassettes & open reel.

• **RICHMOND (Area Code 317)**
P R C Rec'g Co., 1600 Rich Rd. Zip: 47374. Tel:
962-9511. Gen. Mgr.: Curt Albright.
Home office: New York, N.Y.
Configuration: Cartridge 8-tr., cassette &
open reel.

• **TERRE HAUTE (Area Code 812)**
Columbia Rec. Prod'ns, 1400 N. Fruitridge Ave.
Zip: 47805. Tel: 466-4231. Tape Mgr.: Gene
Edwards.
Configuration: Cartridge 8-tr., quadrasonic
8-tr., cassette & open reel.

IOWA

• **COUNCIL BLUFFS (Area Code 712)**
Moss Rec'g Serv., Box 417, 4 Sundahl Rd. Zip:
51501. Tel: 322-4513. Owner & Pres.: Terry
L. Moss.
Configuration: Open reel.

• **DES MOINES (Area Code 515)**
Larian Assocs. Inc., 515 28 St. Zip: 50312. Tel:
282-8306. Pres.: Larry A. McKeever; Gen.
Mgr.: Mariam G. McKeever.
Configuration: Cassette & open reel.

KANSAS

• **EMPORIA (Area Code 316)**
Webb Recs., 1234 Luther St. Zip: 66801. Tel:
342-7405. Pres. & Gen. Mgr.: J. Thomas
Webb; Sales Mgr.: Jerry L. Worcester.
Configuration: Cartridge 8-tr. & open reel.

• **WICHITA (Area Code 316)**
High Fidelity Rec'g Inc., 1059 Porter. Zip: 67203.
Tel: 262-6456. Gen. Mgr.: James A. Stratton.
Configuration: Cartridge 8-tr., cassette &
open reel

KENTUCKY

• **LEXINGTON (Area Code 606)**
Lemco Sound Studio, 2518 Southview Dr. Zip:
40503. Tel: 277-1184. Owner & Mgr.: Cecil
Jones.
Configuration: Cassette & open reel.

• **LOUISVILLE (Area Code 502)**
Allen Martin Prod'ns Inc., 9701 Taylorville Rd.
Zip: 40299. Tel: 267-5466. Pres.: Ray Allen;
Gen. & Sales Mgr.: David H. Snowden.

(Continued on page TR-16)

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- Splicing Blocks from Cassette—Width to 2"
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TAPE SERVICES

Continued from page TR-15

LOUISIANA

RUSTON (Area Code 318)

Americana Rec'g Studios, 707-709 W. California, Zip: 71270. Tel: 255-0287. Pres. & Gen. Mgr.: Roger W. Lawson Jr., Chief Eng.: Phillip R. Lawson. Configuration: Cartridge 8-tr., cassette & open reel.

MARYLAND

COCKEYSVILLE (Area Code 301)

(Also see listings under District of Columbia) International Telecomm Inc., McCormick Rd. & Schilling Circle, Hunt Valley 21031. Tel: 666-7770. Pres.: F. J. Beste, Sales Mgr.: Burgess Macneal.

SILVER SPRING (Area Code 301)

(Also see listings under District of Columbia) D B Sound Studios Inc., 8037 13 St. Zip: 20910. Washington, D.C. Tel: (202) 333-7474. Pres. Jules M. Damian, Gen. Mgr.: Robert Williams. Configuration: Cartridge 8-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. Configuration: Cartridge 8-tr., cassette & open reel.

Fleetwood Rec'g Co. Inc., 321 Revere St., Revere 02151. Tel: 289-6800. Pres.: Vincent P. Giarr.



Gen. Mgr.: Raymond Samora, Sales Mgr.: Victor Manoni, Branch: New York, N.Y., Fleetwood Mktg. Group. Configuration: Cartridge 8-tr., cassette & open reel.

MICHIGAN

ANN ARBOR (Area Code 313)

Cartrette Inc., 3785 Varsity Dr. Zip: 48104. Tel: 973-0900. Pres.: Fred J. Kluin, Sales Mgr.: Dale C. Koopman. Configuration: Cartridge 8-tr., cassette & open reel.

DEARBORN (Area Code 313)

P A C-3 Rec'g Co. Inc., 7106 Greenfield. Zip: 48126. Tel: 581-0520. Pres.: Richard Becker, Gen. Mgr.: James Mondro. Configuration: Cartridge 8-tr., cassette & open reel.

DETROIT METROPOLITAN AREA (Area Code 313)

Adell Int'l Inc., 43700 Adell Blvd., Novi 48050. Tel: 349-6300. Pres.: Robert Adell, Gen. Mgr.: Jerry Schotthoefor, Sales Mgr.: Neil Klein.

Artie Fields Prod'ns Inc., 9430 Woodward Ave. Zip: 48202. Tel: 873-8900. Pres.: A. H. Fields, VP & Gen. Mgr.: Dean Mounts, Sales Mgr.: Thomas Aquino. Configuration: Open reel.

Fred Foxx Music Co., 18294 Archdale. Zip: 48235. Tel: 531-8073. Gen. Mgr.: Fred H. Nesbitt Sr., Sales Mgr.: M. Nesbitt. Home office: San Mateo (San Francisco & Bay Area), Calif. Configuration: Cartridge 8-tr., cassette & open reel.

Magnetic Video Corp., 23434 Industrial Park Court, Farmington 48024. Tel: 477-6066. Pres.: Andre Blay, VP: Lee Nicholson, Video Mgr.: Al Eicher. Branch: Chicago, Ill. Configuration: Cartridge 8-tr., quadrasonic 8-tr. & cassette.

Make-A-Tape Inc., 33490 Groesbeck Hwy. Fraser 48026. Tel: 294-0500. Pres.: L. Allan Bazy, Gen. Mgr.: Michael J. Tattan, Sales Mgr.: Gary Samson. Configuration: Cartridge 8-tr.

Pioneer Rec'g Studio Inc., 20014 James Couzens. Zip: 48235. Tel: 341-5868. Pres. & Gen. Mgr.: Gary A. Rubin, Sales Mgr.: Tom Conners. Configuration: Cartridge 8-tr., cassette & open reel.

Tape-Tronics Inc., 750 E. Mandoline, Madison Heights 48071. Tel: 588-8281. Pres.: Burt Mahler, Gen. Mgr.: Al Hart. Configuration: Cartridge 8-tr. & cassette.

GRAND RAPIDS (Area Code 616)
Sound Assocs., 894 Fuller Ave. NE. Zip: 49503. Tel: 454-0228. Pres.: Robert Miller, Sales Mgr.: Bill Spencer. Branch: Hudsonville, Mich.: Friendship Prod'n. Configuration: Cassette & open reel.

HUDSONVILLE (Area Code 616)
Friendship Prod'n., 3546 Van Buren. Zip: 49426. Tel: 669-1273. Gen. Mgr.: Elsie Miller, Sales Mgr.: Kenton Fish. Home office: Grand Rapids, Mich.: Sound Assocs. Configuration: Cassette & open reel.

LIVONIA (Area Code 313)
M V C Dist'g Corp. (sub. of Sicom Electronics Corp.), 33026 Capitol. Zip: 48150. Tel: 261-8650. Pres.: D. D. Merry, Mktg. Mgr.: S. R. Wagler.

WARREN (Area Code 313)
American Sound Corp., 3319 E. Ten Mile Rd. Zip: 48091. Tel: 539-2900. Pres.: Frank S. Day, Gen. & Sales Mgr.: Paul M. Hayes. Configuration: Cartridge 8-tr. & cassette.

MINNESOTA

MINNEAPOLIS-ST. PAUL AREA (Area Code 612)

Audiotek Rec'g Studios, 711 W. Broadway, Minneapolis 55411. Tel: 521-7631. Pres.: Daniel R. Holmes. Configuration: Cartridge 8-tr., cassette & open reel.

EMC Corp., 180 E. Sixth St., St. Paul 55101. Tel: 227-7366. Pres.: David E. Feinberg, Sales Mgr.: Richard Stevens. Branch: Los Angeles, Calif.: EMC-Radio Rec'rs. Configuration: Cassette & open reel.

Meta-Com Inc., 707 W. Broadway, Minneapolis 55411. Tel: 521-9202. Pres.: James I. McCann, Gen. Mgr.: Charlotte Emond, Sales Mgr.: Phil Levin, James I. McCann. Configuration: Cassette & open reel.

U A Rec'g Corp., 2541 Nicollet Ave., Minneapolis 55404. Tel: 927-8156. Sales Mgr.: James Michaelson. Home office: Scottsdale, Ariz. Configuration: Cassette & open reel.

WASECA (Area Code 507)

Mark Custom Rec'g Serv., PO Box 326, 819 Third Ave. Zip: 56093. Gen. Mgr.: Herb Streitz. Home office: Clarence Center, N.Y.

MISSOURI

INDEPENDENCE (Area Code 816)

Cavern Sound Corp., 16400 E. Truman Rd. Zip: 64050. Tel: 836-4000. Pres. & Gen. Mgr.: Gerald Riegle, Sales Mgr.: John Pearson.

KANSAS CITY (Area Code 816)

Stage 3 Sound Prod'ns Inc., 12 E. 39 St. Zip: 64111. Tel: 531-1375. Pres.: Don Warnock, Gen. Mgr.: Clara Warnock. Configuration: Cassette & open reel.

ST. LOUIS (Area Code 314)

Allied Tape Corp. (sub. of Custom Music Corp.), 1283 Research Blvd. Zip: 63132. Tel: 997-7100. Pres.: Byrle A. Northup, Eng'g Dir.: Roger Frederickson. Configuration: Cartridge 8-tr. & open reel.

C M C Rec'g Studios Inc. (sub. of Custom Music Corp.), 1283 Research Blvd. Zip: 63132. Tel: 997-7100. Pres.: Byrle A. Northup, Gen. Mgr.: Tom Zuzenak, Chief Eng.: Steve Litman. Configuration: Cartridge 8-tr. & open reel.

Technisonic Studios Inc., 1201 Brentwood Blvd. Zip: 63117. Tel: 727-1055. Pres.: Charles E. Harrison, Gen. Mgr.: Edward H. Canter. Configuration: Cassette & open reel.

MONTANA

HELENA (Area Code 406)

Valtron Rec'g Studio, 305 Allen St. Zip: 59601. Tel: 442-0734. Pres.: Lester Liedle, Sales Mgr.: Sandy Liedle. Configuration: Cartridge 8-tr., cassette & open reel.

NEBRASKA

OMAHA (Area Code 402)

Liberty/UA Tape Dupl'g Inc., 1201 Pacific St. Zip: 68108. Tel: 348-1770. Gen. Mgr.: Marvin L. King, Equip. Sales Mgr.: Ray Start. Configuration: Cartridge 8-tr., cassette & open reel.

NEW JERSEY

CAMDEN (Area Code 609)

Recorded Publ'ns Labs., 1100 State St. Zip: 08105. Tel: 963-3000. Pres.: Edward J. Goodman, Gen. Mgr.: David H. Goodman, Sales Mgr.: Pat London. Branch: New York, N.Y. Configuration: Cassette & open reel.

CHERRY HILL (Area Code 609)

Action Tapes Inc., PO Box 265, Zip: 08002. Tel: 667-6479. Gen. Mgr.: Arnold Kammer. Configuration: Cartridge 8-tr., cassette & open reel.

A M P Rec'gs Inc. (div. of Intensive Programs Int'l Inc.), 307 W. Main St., Mapleshade 08052. Tel: 667-1667. Gen. Mgr.: Donald R. Marsh. Configuration: Cartridge 8-tr., cassette & open reel.

DELAIR (Area Code 609)

Cassette Servs. Inc., PO Box H. Zip: 08110. Tel: 665-3326. Pres.: Ed Dixon. Configuration: Cartridge 8-tr. & cassette.

ENGLEWOOD (Area Code 201)

National Cinematape Inc., 24 W. Sheffield Ave. Zip: 07631. Tel: 871-3000. Pres.: Alexander Magocsi Jr. Configuration: Cartridge 8-tr., cassette & open reel.

FAIRFIELD (Area Code 201)

Livingston Audio Prods. Corp., 1275 Bloomfield Ave. Zip: 07006. Tel: 575-8300. Pres.: Darrell D. Schollen, Gen. Mgr.: Carl Volpe, VP. Sales: Thomas J. Hofbauer. Configuration: Cartridge 8-tr. & cassette.

HACKENSACK (Area Code 201)

Ampex Music Div., 75 Commerce Rd. Zip: 07601. Tel: 489-7400. Mktg. Mgr.: Julie Cohen (Sales office only). Home office: Chicago, Ill. Configuration: Cartridge 8-tr., cassette & open reel.

RUNNEMEDE (Area Code 609)

Qualitape Inc., 101 Broadway. Zip: 08078. Tel: 933-2500. Pres.: Wayne E. Wilfong, Gen. Mgr.: Frank Tarsia, Sales Mgr.: Mike Flood. Configuration: Cartridge 8-tr., cassette & open reel.

SCOTCH PLAINS (Area Code 201)

H M R Prod'ns Inc., 574 W. Court. Zip: 07076. Tel: 889-1767. Pres.: Lillian M. Randel, Gen. Mgr.: Harry M. Randel.

WEST CALDWELL (Area Code 201)

National Tape Serv. Inc., 3 Fairfield Crescent. Zip: 07006. Tel: 575-8484. Pres.: Hugh Wallace, Sales Mgr.: Lee H. Gray. Sales Office: RKO Sound, New York, N.Y. Configuration: Cartridge 8-tr., cassette & open reel.

NEW YORK

CLARENCE CENTER (Area Code 716)

Mark Custom Rec'g Serv., 6010 Goodrich Rd. Zip: 14032. Tel: 741-3100. Pres. & Sales Mgr.: Vincent S. Morette, Gen. Mgr.: Allan H. Gibson. Branches: Atlanta, Ga.: Waseca, Minn.: Annandale, Va.

COPIAGUE, L.I. (Area Code 516)

Dubbings Electronics Inc., 1305 S. Strong Ave. Zip: 11726. Tel: 226-6000. Pres. & Gen. Mgr.: Michael Thaler, Nat'l Sales Mgr.: Jeff Pastolove.

HAUPPAUGE, L.I. (Area Code 516)

Allison Audio Prods. Inc., 175 Bridge Rd. Zip: 11787. Tel: 234-2010. Pres.: Louis Ligator, Gen. Mgr.: Rainer Zoply, Sales Mgr.: Abe Chavet. Sales office: New York, N.Y. Configuration: Cartridge 8-tr. & cassette.

MOUNT VERNON (Area Code 914)

Associated Audio Servs., 13 Irving Pl. Zip: 10550. Tel: 668-8333. Pres.: Robert L. Piselli, Gen. Mgr.: Allan C. Johnson. Configuration: Cassette & open reel.

NEW YORK METROPOLITAN AREA (Area Code 212)

Allison Audio Prods. Inc., 152 W. 58 St. Zip: 10019. Tel: 895-6449. Sales Mgr.: Abe Chavet (Sales office only). Home office: Hauppauge, L.I. Configuration: Cartridge 8-tr. & cassette.

Avery & Elkins Inc., 295 Madison Ave. Zip: 10017. Tel: 683-9811. Pres.: Morton Levine, Sales Mgr.: Ron Silberman. Branch: 653 11 Ave. Zip: 10036. Tel: 586-6235. Gen. Mgr.: Joyce Avery. Configuration: Cassette & open reel.

Broadcasting Foundation of America, 52 Vanderbilt Ave. Zip: 10017. Tel: 684-2505. Pres.: Seymour Siegel, VP & Exec. Dir.: Howard L. Kany, Sales Mgr.: G. J. Kirby. Configuration: Open reel.

Capitol Recs. Inc., 1370 Ave. of the Americas. Zip: 10019. Tel: 757-7470. Custom Servs.: Hugh Landy. Configuration: Cartridge 8-tr., quadrasonic 8-tr. & cassette.

Cassette Rec'g Corp., 41 34 27 St. Long Island City 11101. Tel: 937-3344. Pres.: Carl Lustig, Gen. Mgr.: Matthew Polakoff, Sales Mgr.: Sy-dell Tauber. Configuration: Cartridge 8-tr., cassette & open reel.

Columbia Rec. Prod'ns, 49 E. 52 St. Zip: 10022. Tel: 765-4321. VP: Calvin Roberts, Dir.: Tom Van Gessel. Configuration: Cartridge 8-tr., quadrasonic 8-tr., cassette & open reel.

Cue Rec'gs Inc., 1156 Ave. of the Americas. Zip: 10036. Tel: 757-3641. Pres.: Mel Kaiser, Gen. Mgr.: Bernard Rubinstein, Sales Mgr.: Louis Maltese.

Direct Rec'gs Inc., 18 E. 50 St. Zip: 10022. Tel: 759-7979. Pres. & Gen. Mgr.: Norman Levin. Configuration: Cassette & open reel.

Fleetwood Mktg. Group, 120 E. 56 St. Suite 830. Zip: 10022. Tel: 758-8222. Sales Mgr.: Glen Wesen. Home office: Boston, Mass.: Fleetwood Rec'g Co. Inc. Configuration: Cartridge 8-tr., cassette & open reel.

G & G Rec'g Serv., 409 E. 88 St. Zip: 10028. Tel: 722-6433. Home office: Peekskill, N.Y. Configuration: Cassette & open reel.

Infodex Cassette Corp., 60 E. 42 St. Zip: 10017. Tel: 986-2051. Sales Mgr.: Albert R. Santoro. Home office: Waterbury, Conn. Configuration: Cartridge 8-tr. & cassette.

National Musitime Corp., 8 W. 40 St. Zip: 10018. Tel: 594-8460. Pres.: Boris Zlatich, VP: Joseph N. Zitz. Configuration: Cassette & open reel.

P R C Rec'g Co., 110 W. 57 St. Zip: 10019. Tel: 489-6370. Pres.: Robert Teitelman, Gen. Mgr.: Ernest Ferrari, Sales Mgr.: David A. Grant. Branch: Richmond, Ind.

Posthorn Rec'gs, 185 Ave. C. Zip: 10009. Tel: 677-4082. Pres.: Jerry Bruck. Configuration: Open reel.

R C A Recs., Custom & Studio Mktg., 1133 Ave. of the Americas, Zip: 10036. Tel: 586-3000. VP: Dave Heneberry, Nat'l Sales Mgr.: Bill Mulligan, Custom Mktg. Mgr.: Jim Head, Studio Mktg. Mgr.: Len Lawson.

Configuration: Cartridge 8-tr., quadrasonic 8-tr. & cassette.

R K O Sound (div. of RKO-General), 1440 Broadway. Zip: 10018. Tel: 564-8000. Pres.: Hugh Wallace, Sales Mgr.: Lee H. Gray (Sales office only). Plant: National Tape Serv. Inc., West Caldwell, N.J. Configuration: Cartridge 8-tr., cassette & open reel.

Recorded Publ'ns Labs., 2 Penn Plaza. Zip: 10001. Tel: 868-3115. Gen. Mgr.: Bob Freifeld. Home office: Camden, N.J. Configuration: Cassette & open reel.

Richcraft Rec'g Co., 1706 Flatbush Ave., Brooklyn 11210. Tel: 377-1664. Pres.: Gen. & Sales Mgr.: Richard Rahmeyer. Configuration: Cassette & open reel.

TeleGeneral Studios Inc., 2 W. 46 St. Zip: 10036. Tel: 586-5577. 8d Chm.: Stuart Sloves, VP. Opns.: Herbert Shucher. Variety Sound Corp., 130 W. 42 St. Zip: 10036. Tel: 594-7536. Pres.: Warren Allen Smith, Gen. Mgr.: Fred Vargas. Configuration: Open reel.

Viewlex-A&B Dupl'rs, 635 W. 55 St. Zip: 10019. Tel: 586-2780. Pres.: Al Weintraub, Gen. Mgr.: Bill Nightingale.

NORTH BELLMORE, L.I. (Area Code 516)
Telephone Dynamics Corp., 1333 Newbridge Rd. Zip: 11710. Tel: 221-9870. Pres.: Leonard Young. Configuration: Cassette.

PEEKSKILL (Area Code 914)
G & G Rec'g Serv., 12 Lake Rd. Zip: 10566. Tel: 737-2772. Gen. Mgr.: Guy Heitmann. Branch: New York, N.Y. Configuration: Cassette & open reel.

RYE (Area Code 914)
Preferred Sounds Inc., Nursery Ln. Zip: 10580. Tel: 967-7701. Pres.: C.J. Bruno, Exec. VP: Winnie Dean, Gen. Mgr.: John Lanni. Configuration: Cartridge 8-tr., quadrasonic 8-tr., cassette & open reel.

UTICA (Area Code 315)
Oneida Video-Audio Tape Cassette Corp., 760 Blandina St. Zip: 13501. Tel: 735-6187. Pres.: Michael Cristall, Gen. Mgr.: Joseph DeStante, Sales Mgr.: Stanley Markowski. Configuration: Cartridge 8-tr., cassette & open reel.

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• CHARLOTTE (Area Code 704)

Arthur Smith Studios, 5457 Monroe Rd. Zip 28211 Tel 536-0424 Pres. Arthur Smith
Configuration: Cartridge 8-tr., cassette & open reel

• RALEIGH (Area Code 919)

Audiofonics Inc., 1101 Downtown Blvd. Zip 27603 Tel 833-3924 Pres. Larry J. Gardner. Gen. Mgr. Pamela Gardner. Sales Mgr. Ken Boyette.
Configuration: Cassette & open reel

• TAYLORSVILLE (Area Code 704)

Galaxie III Rec'g Studio, PO Box 176, 118 Fifth St. Zip 28681 Tel 632-4735 Pres. & Gen. Mgr. Harry Deal

• WILMINGTON (Area Code 919)

Music Makers Network of America-Prod'ns., PO Box 3022, 1306 Castle St. Zip 28401 Tel 762-4706 Pres. John Lewis Jones. Gen. Mgr. Samuel M. Kahn. Sales Mgr. Joseph R. Franks
Configuration: Cartridge 8-tr. & cassette

OHIO

• CINCINNATI (Area Code 513)

Audiocraft Rec'g Co., 915 W. Eighth St. Zip 45203 Tel 241-4304 Pres. Earl T. Herzog. Gen. Mgr. Earl T. Herzog Jr.
Counterpart Creative Studios Inc., 3744 Applegate Ave. Zip 45211 Tel 661-8810 Pres. Shad O'Shea. Gen. Mgr.: Howard Lovdall. Sales Mgr. Ed Schmidt
Rite Rec. Prod'ns Inc., 9745 Lockland Rd. Zip 45215 Tel 733-5533 Pres. Carl J. Burkhardt. Gen. Mgr. Bob Bowery. Sales Mgr. Philip Burkhardt
Configuration: Cartridge 8-tr. & cassette

• CLEVELAND (Area Code 216)

Agency Rec'g Studios Inc., 1730 E. 24 St. Zip 44114 Tel 621-0810 Gen. Mgr. William C. Moyes. Sales Mgr. William C. Laufer.
Alcon Rec'g Studios Inc., 4435 Mayfield Rd. Zip 44121 Tel 291-1616 Pres. Robert J. Nowac. Gen. Mgr. Joseph A. Leporatu. Sales Mgr. Stuart G. Scott
Configuration: Cartridge 8-tr., cassette & open reel
Boddie Rec. Mfg. & Rec'g, 12202 Union Ave. Zip 44105 Tel: 752-3440. Pres. & Gen. Mgr. Thomas R. Boddie. Sales Mgr. Dennis R. Boddie.
Configuration: Open reel.
Qualitapes Inc., Penthouse East, Terminal Tower Zip 44113. Tel: 241-0900 Gen. Mgr. Robert Conrad
Configuration: Open reel
Syndicated Prod'ns Inc., 6175 Pearl Rd. Zip 44130 Tel: 888-7330. Pres. William E. Taylor. Sales Mgr.: R.W. Hall.
Configuration: Cassette & open reel.

• COLUMBUS (Area Code 614)

Magnetic Studios (div. of Lindy Prod'ns Inc.), 4784 N. High St. Zip 43085 Tel 888-4788 Pres. Nils Lindquest. Gen. Mgr.: Dick Huntsberger, Chief Eng., John Fippin.
Configuration: Cassette & open reel
Larry McKenzie Rec'g Studio, 948 Studer Ave. Zip 43206 Tel 252-7116 Pres. Larry McKenzie. Sales Mgr.: David McKenzie.
Configuration: Cassette & open reel.
Mus-I-Col Inc., 780 Oakland Park Ave. Zip 43224. Tel: 267-3133. Pres. Boyd P. Niederlander. VP & Chief Eng. John W. Hull. Studio Mgr.: Tony Griffin
Configuration: Cassette & open reel

OREGON

• PORTLAND (Area Code 503)

Rex Rec'g Co., 1931 SE Morrison St. Zip 97214 Tel. 233-2471. Pres.: Gen. & Sales Mgr.: Russ Gorsline.
Configuration: Cassette & open reel

PENNSYLVANIA

• MOHNTON (Area Code 215)

James K. Hodgkins Audio-Visual Prod'ns., PO Box 33 Zip 19540 Tel: 775-0687, 372-8396 Owner & Gen. Mgr. James K. Hodgkins.
Configuration: 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 Pres. Eugene Hessel. Gen. Mgr.: James Craig. Sales Mgr. Nora Gulfer
Configuration: Cartridge 8-tr. cassette & open reel
Audio Visual Communications Inc., PO Box 85, Radnor 19087 Tel 825-1813 Pres. J.L.C. Ulrich Jr., VP & Gen. Mgr. John L. Buterworth
Configuration: Cassette & open reel
Claron Rec. Mfg. Co., 1021 Ridge Ave. Zip 19123 Tel 236-5252 Pres. Nat. Niederman; Gen. Mgr. Janet Niederman, Sales Mgr. Alan Niederman
Diskmakers Inc., 925 N. Third St. Zip 19123 Tel 627-2277, NYC Tel (212) 966-3185 Pres. Morris Ballen. Gen. Mgr. Larry Ballen
Configuration: Cartridge 8-tr. & cassette

• WINDSOR (Area Code 717)

Dee Bee Rec'g Serv., S. Camp St. Zip 17366 Tel: 244-5411 Pres. & Gen. Mgr. Stan Deppen Jr. Sales Mgr. Greg Utterback
Configuration: Cartridge 8-tr., cassette & open reel

TENNESSEE

• FAYETTEVILLE (Area Code 615)

A A A Rec'g (sub. of Kim-Pat Ents.), 301 S. Main Zip 37334 Tel 433-1683 Pres. Bill Trigg
Configuration: Cartridge 8-tr. & open reel

• MORRISTOWN (Area Code 615)

Album Co. of America, PO Box 374 Zip 37814 Tel 581-3486 Pres. Hal McGaha. Gen. & Sales Mgr. P.C. McGaha
Configuration: Cartridge 8-tr., cassette & open reel

• NASHVILLE (Area Code 615)

Audio Media Rec'rs Inc., 1917 Division St. Zip 37203 Tel 327-9301 Pres. Doug Yoder. Gen. Mgr. Pat Patrick. Sales Mgr. Jack Jackson
Brite-Star Recs., 728 16 Ave. S. Zip 37203 Tel 244-4064 Gen. Mgr. Wally Carter. Sales Mgr.: Tex Clark
Configuration: Cartridge 8-tr

APRIL 21, 1973, BILLBOARD

Columbia Rec. Prod'ns., 804 16 Ave. S. Zip 37203 Tel 259-2560 Sales Mgr. Jerry Parkins
Configuration: Cartridge 8-tr., quadrasonic 8-tr. cassette & open reel
Globe Rec'g Studio Inc., 1313 Dickerson Rd. Zip 37207 Tel 226-0811 Pres. James F. Maxwell
Configuration: Cassette & open reel
R C A Recs. Custom & Studio Mktg. 806 17 Ave. S. Zip 37203 Tel 244-9880 Sales Rep. Ed Hines
Configuration: Cartridge 8-tr., quadrasonic 8-tr. & cassette

TEXAS

• AUSTIN (Area Code 512)

P S G Rec'g Studio, 4322A N. Lamar Blvd. Zip 78756 Tel 454-5653 Pres. Pedro S. Gutierrez
Configuration: Cartridge 8-tr., cassette & open reel

• FRISCO (Area Code 214)

Macnam Studios, Box 184 F. Rt 1 Zip 75034 Tel 377-3872 Pres. Jerry McKinney

• SAN ANTONIO (Area Code 512)

UniversalSound City, 735 N. General McMullen Dr. Zip 78228 Tel 434-5555 Pres. & Gen. Mgr. Abe Epstein. Sales Mgr. Carlos Carrera
Configuration: Cartridge 8-tr., cassette & open reel

• SAN BENITO (Area Code 512)

Betancourt Ents., 119 S. Sam Houston Blvd. Zip 78586 Tel 399-1471 Pres. Lionel C. Betancourt. Gen. Mgr. John F. Phillips

• WACO (Area Code 817)

S M I Electronics Inc., 920 N. Valley Mills Dr. Zip 76710. Tel 776-1230 x 320 320. Pres. Paul J. Meyer. VP Opns. Curt Adams

UTAH

• PROVO (Area Code 801)

Sound Concepts Studio (div. of Listener's Digest Servs. Inc.), 108 W. Center Zip 84057 Tel 375-7333 Pres. & Gen. Mgr. Kaye L. Jensen. Sales Mgr. Jim Huffman
Configuration: Cassette & open reel

• SALT LAKE CITY (Area Code 801)

Program Servs. (a div. of Bonneville Intl Corp.), 163 Social Hall Ave. Zip 84111 Tel 524-2621 Pres. Arch L. Madsen. Gen. Mgr. M. Gordon Johnson. Sales Dir. Richard Alsop

VIRGINIA

• ANNANDALE (Area Code 703)

Mark Custom Rec'g Serv., 7216 Poplar St. Zip 22003 Gen. Mgr. Gerald Lewis
Home office: Clarence Center, N.Y.

• RESTON (Area Code 703)

National Trend-In Corp., 1860 Michael Faraday Dr. Zip 22070 Tel 437-7183 Pres. John L. Humphreys. Gen. Mgr. Jeff Swanson. Sales Mgr.: Robert Ewald.
Configuration: Cassette & open reel.

• RICHMOND (Area Code 703)

Sound Stages, 2314 W. Cary St. Zip 23320 Tel 355-5778 Pres. Dick Pulley. Studio Mgr. Frank Brooks.
Configuration: Cassette & open reel

WASHINGTON

• OLYMPIA (Area Code 206)

Apollo Ents. Inc., 1915 N. Quince. Zip 98506 Tel 352-9097 Pres. Allen P. Giles. Gen. Mgr. George S. Barnes
Configuration: Cassette & open reel

WISCONSIN

• MILWAUKEE (Area Code 414)

Dave Kennedy Rec'g Studios, 231 W. Wisconsin Ave., 4th fl Zip 53203 Tel 273-5720 Pres. & Gen. Mgr. Dave Kennedy. Sales Mgr. Bill Green
Configuration: Cassette & open reel

• SAUK CITY (Area Code 608)

American Music Corp., 123 Water St. Zip 53583 Tel 643-3304 Pres. Jim Kirchstein. Gen. Mgr. Steve Hamre. Sales Mgr. M. Neeley
Configuration: Cartridge 8-tr

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

Design & Artwork

ALABAMA

• FLORENCE (Area Code 205)

Oak Tree Graphics, 439 N. Walnut St. 35630 Tel 764-2968 Pres. Tom Roberts III

ARIZONA

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S R D Ents., 771 19 St. Zip 92627 Tel 642-8983 Pres. Doug Allen. Prod'n Supervisor Steven Sargeant

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• LONG BEACH (Area Code 213)

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Home office: Hammond, Ind.

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Home office: Chicago, Ill.
Alco Research & Eng'g Inc., 6201 Santa Monica Blvd. Zip 90038 Tel 466-1101 Pres. L.A. Cottrell. Gen. Mgr. Al Levine. Sales Mgr. Jim Stevenson
Art 'N Type (div. of Cabot Entertainment Cos.), PO Box 3901, 6640 Sunset Blvd. Hollywood Zip 90028 Tel 466-5181
Jon Badaeux Prod'ns 5230 Babcock Ave. North Hollywood 91607 Tel 985-3933 Pres. Jon Badaeux. Gen. Mgr. Marylou Dolan
The Bert-Co Ents., 1855 Glendale Blvd. Zip 90026 Tel 665-5137 Pres. B.P. Couturier VP & Gen. Mgr. R.L. Couturier. Sales Mgr. Lewis Cooper.
Columbia Rec. Prod'ns., 6430 Sunset Blvd., Hollywood 90028 Tel 466-2481 Mgr. Mike Coolidge
Container-Kraft Inc., 724 E. 61 St. Zip 90001 Tel 232-3281 Pres. Arthur Garson. Sales Mgr. Russell Garson
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Home office: Great Neck, L.I., N.Y.
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Home office: New York, N.Y., Modern Album & Finishing Co. Inc.
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Queens Litho Creative Studio, 5852 Tuxedo Terr., Hollywood 90028 Tel 466-4288 Creative Dir. Glenn Ross
Home office: New York, N.Y., Queens Lithography Corp.
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Data Linear, 1823 E. John Wesley Ave., College Park 30337
Home office: New York, N.Y., Linear Prods. Inc.
Mark Custom Rec'g Serv., 2543 Raintree Dr. NE Zip 30345 Tel 636-0289 Gen. Mgr. W.D. Bailey
Home office: Clarence Center, N.Y.
Romulus Rec'g Studio, 2080 Peachtree Ind. I. Court Zip 30341 Tel 458-8649 Pres. Gary C. Sizemore. Gen. Mgr. Ray Kinnamon
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Home office: Chicago, Ill.
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- Int'l branch: Canada, Modern Album of Canada Ltd. The Music Agency Ltd., 88B Eighth Ave. Zip: 10019. Tel: 765-2154. Pres.: Jay Leipzig; Gen. Mgr.: Joel Borowka; Art Dir.: Mary English.

- Progressive Label & Litho Co., 286-290 Stanhope St., Brooklyn 11237. Tel: 497-2320. Pres. & Sales Mgr.: Jerome J. Road; Gen. Mgr.: Bernard Stein. Branch: Record Albums Inc. Queens Lithographing Corp., 52-35 Barnett Ave., Long Island City 11104. Tel: 457-7700. Pres.: Jack Hecht; VP: Eric Kaltman; Sales Mgr.: Jerry Sanders. Branches: Los Angeles, Calif.; Queens Litho Creative Studio, Indianapolis, Ind.; Rutgers Packaging Corp.

- R K O Sound (div. of RKO-General Inc.), 1440 Broadway, Zip: 10018. Tel: 564-8000. Pres.: Hugh Wallace; Sales Mgr.: Lee H. Gray. Random Press Inc., 1034A Lexington Ave. Zip: 10021. Tel: 734-4000. Gen. Mgr.: Alan Hartwell. Record Albums Inc., Tel: 366-8171. See Progressive Label & Litho Co. Shorewood Packaging Corp., 10 E. 53 St. Zip: 10022. Tel: 371-1500. Pres.: Paul Shore; Gen. Mgr.: Irv Hugel; VP Mktg.: Floyd S. Glinert. Branch: Los Angeles, Calif.; Shorewood Graphics. Tanagraphics Inc., 153 W. 27 St. Zip: 10001. Tel: 255-6876. Pres.: Fred Goldstein; Sales Mgr.: Dan Green. Wilkes & Braun Inc., 159 E. 69 St. Zip: 10021. Tel: 737-3830. Pres.: Craig Braun; VP: Tom Wilkes. Branch: Los Angeles, Calif.

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- **ROCHESTER (Area Code 716)**
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H R C Printing, 5252 E. Trindle Rd. Zip: 17055. Tel: 766-0943. Pres.: Donald E. Baldwin; Gen. Mgr.: D.P. Whitticar.
- **MOHNTON (Area Code 215)**
James K. Hodgkins Audio-Visual Prod'ns, PO Box 33, Zip: 19540. Tel: 775-0687, 372-8396. Owner & Gen. Mgr.: James K. Hodgkins.

- **PHILADELPHIA METROPOLITAN AREA (Area Code 215)**
Diskmakers Inc., 925 N. Third St. Zip: 19123. Tel: 627-2277. NYC Tel: (212) 966-3185. Pres.: Morris Ballen; Gen. Mgr.: Larry Ballen. Jack Howard Promos., 2753 Kensington Ave. Zip: 19134. Tel: 739-7501. Pres. & Gen. Mgr.: Jack Howard. Benjamin Johnson Jr. Recs., 5025 Pentridge St. Zip: 19143. Tel: 474-6613. Pres.: Benjamin

- Johnson Jr.; Gen. Mgr.: Richard Simone. Mass Media Publ'rs Inc., 4527 N. Broad St. Zip: 19140. Tel: 457-7081. Pres.: Bob Thomas; Exec. VP: Marvin Bunton; Sales Mgr.: George Dabner.

- **PITTSBURGH (Area Code 412)**
Chatham Communications Inc., PO Box 11, Zip: 15230. Tel: 471-3113. Pres.: Thomas E. Morgan; Sales Mgr.: Gus Carlgren.

- **SCRANTON (Area Code 717)**
Keystone Printed Specialties Co. Inc., 321 Pear St. Zip: 18504. Tel: 346-1761, 961-3878. Pres. & Gen. Mgr.: P. G. Fischer Jr.; VP & Sales Mgr.: Martin Fischer.

- **WINDSOR (Area Code 717)**
Dee-Bee Rec'g Serv., S. Camp St. Zip: 17366. Tel: 244-5411. Pres. & Gen. Mgr.: Stan Deppen Jr.; Sales Mgr.: Greg Uterback.

TENNESSEE

- **FAYETTEVILLE (Area Code 615)**
Kim-Pat Ents., 301 S. Main. Zip: 37334. Tel: 433-1683. Pres.: Bill Trigg.

- **MEMPHIS (Area Code 901)**
Bluesline Rec. Dists., 211 S. Cooper, Zip: 38104. Tel: 275-6570. Pres. & Sales Mgr.: Stephen C. LaVere; Gen. Mgr.: Mimosia LaVere. Cenotaph, 2000 Madison Ave. Zip: 38104. Tel: 278-4052. Gen. Mgr.: Carole Manning. Mempro Inc., 3003 Airways Blvd., Suite 1116. Zip: 38131. Tel: 332-1784. Pres.: Marty Larker; VP: Don But; Promo Mgr.: Richard Davis; Exec. Ass't: Diane Duncan. Ronsar Ents. Inc., 621 Chelsea Ave. Zip: 38107. Tel: 525-4366. Pres.: Sari S. Semmer; Gen. Mgr.: Ron Bledsoe; Sales Mgr.: Willie McClain.

- **MORRISTOWN (Area Code 615)**
Album Co. of America, PO Box 374, Zip: 37814. Tel: 581-3486. Pres.: Hal McGaha, Gen. & Sales Mgr.: P. C. McGaha.

- **NASHVILLE (Area Code 615)**
The Chuck Chellman Co., 801 16 Ave. S. Zip: 37203. Tel: 259-3966. Pres.: Chuck Chellman; Gen. Mgr.: Georgia Chellman. Columbia Rec. Prod'ns, 804 16 Ave. S. Zip: 37203. Tel: 259-2560. Sales Mgr.: Jerry Parkins. Ron Manning Prod'ns, 806 16 Ave. S., Suite 218. Zip: 37203. Tel: 256-2370. Pres. & Gen. Mgr.: Ron Manning; Sales Mgr.: Johnny Dolar. Modern Album of Tennessee Inc., 121 Fifth Ave. Zip: 37203. Tel: 255-7461. Gen. Mgr.: Richard Fields. Home office: New York, N.Y.; Modern Album & Finishing Co. Inc. Pinwheel Art & Photography Studios Inc., 1211 16 Ave. S. Zip: 37212. Tel: 385-0570. Pres.: Herb Burnette. Dan Quest & Assocs. Inc., 824 19 Ave. S. Zip: 37203. Tel: 327-4891. Pres.: Dan Quest; VP: Suzanne Mathis. Southern Plastics Inc., PO Box 7195 Zip: 37210. Tel: 244-1293. Pres.: B.J. Dillard.

TEXAS

- **FORT WORTH (Area Code 817)**
Performance Magazine, 1216 Pennsylvania Ave. Zip: 76104. Tel: 332-6792. Pres.: Rufus Clay; Gen. Mgr. & Mng. Ed.: Michael O'Daniel.
- **GAINESVILLE (Area Code 817)**
Tanden Prod'ns, PO Box 382, Zip: 76240. Tel: 665-4026. Pres.: Bobby Dennis; Gen. Mgr.: David Tanner; Sales Mgr.: Shauna Howard.
- **HOUSTON (Area Code 713)**
M & M Rec. Prod'ns Co., 5828 Parkersburg, Zip: 77036. Tel: 782-0129. Owner, Gen. & Sales Mgr.: O.C. Mondis Jr.
- **SAN BENITO (Area Code 512)**
Betancourt Ents., 119 S. Sam Houston Blvd. Zip: 78586. Tel: 399-1471. Pres.: Lionel C. Betancourt; Gen. Mgr.: John F. Phillips.
- **WACO (Area Code 817)**
SM I Electronics Inc., 920 N. Valley Mills Dr. Zip: 76710. Tel: 776-1230 x 320. Pres.: Paul J. Meyer; VP Opns.: Curt Adams.
- **WASKOM (Area Code 214)**
R. A. Carrier Music Co., PO Box 70, Zip: 75692. Tel: 687-2317. Pres.: Robert A. Carrier; Gen. Mgr.: Kim Carrier.

- **PROVO (Area Code 801)**
Sound Concepts Studio (div. of Listener's Digest Servs. Inc.), 108 W. Center, Zip: 84057. Tel: 375-7333. Pres. & Gen. Mgr.: Kaye L. Jensen; Sales Mgr.: Jim Huffman.

- **VERMONT**
- **SPRINGFIELD (Area Code 802)**
Gregorie Nelson Ficara Ents., 40 Clinton St. Zip: 05156. Tel: 899-3820. Pres. & Gen. Mgr.: Gregorie N. Ficara; Sales Mgr.: Roberta Cummings.

- **VIRGINIA**
- **ANNANDALE (Area Code 703)**
Mark Custom Rec'g Serv., 7216 Poplar St. Zip: 22003. Gen. Mgr.: Gerald Lewis. Home office: Clarence Center, N.Y.
- **RESTON (Area Code 703)**
National Trend-In Corp., 1860 Michael Faraday Dr. Zip: 22070. Tel: 437-7183. Pres.: John L. Humphreys; Gen. Mgr.: Jeff Swanson; Sales Mgr.: Robert Ewald.
- **RICHMOND (Area Code 703)**
Sound Stages, 2314 W. Cary St. Zip: 23320. Tel: 355-5778. Pres.: Dick Pulley; Studio Mgr.: Frank Brooks.

WASHINGTON

- **BELLEVUE (Area Code 206)**
M T W Rec. Prod'ns, Box 171, Zip: 98009. Tel: 454-2167. Owner: Mike Wing.

WISCONSIN

- **ELKHART LAKE (Area Code 414)**
Sohn Mfg. Inc., PO Box X, Zip: 53020. Tel: 876-3361. Pres.: A. O. Sohn; Sales Mgr.: Fred Lubeley.

- **SAUK CITY (Area Code 608)**
American Music Corp., 123 Water St. Zip: 53583. Tel: 643-3304. Pres.: Jim Kirchstein; Gen. Mgr.: Steve Hamre; Sales Mgr.: M. Neeley.

DUPLICATOR/MARKETERS

- Abbey Tape Club (div. of Abbey Tape Dupl'rs), 5358 Cartwright Ave., North Hollywood, Calif. 91601. Tel: (213) 877-3136. Owner & Mgr.: Norman C. Cooke. Cassette: Children's stories.

- Advent Corp., 195 Albany St., Cambridge, Mass. 02139. Tel: (617) 661-9500. Pres. & Gen. Mgr.: H.E. Kloss; Prod. Mgr.: Andrew G. Pettie; Sales Mgr.: Frank Reed. Cassette: Elektra, Vanguard, Advent.

- Ampex Music Div., 2201 Lunt Ave., Elk Grove Village, Ill. 60007. Tel: (312) 593-6000. Ass't Mktg. Mgr.: Don Johnson. Branches: Glendale, Calif., 500 Rodier Dr. Zip: 91201. Tel: (213) 245-9373. (Sales office only)—Hackensack, N.J., 75 Commerce Rd. Zip: 07601. Tel: (201) 489-7400. Mktg. Mgr.: Julie Cohen. (Sales office only)—Dallas, Tex., 1615 Prudential Dr. Zip: 75235. Tel: (214) 637-5100. (Sales office only.)

- Cartridge 8-tr.: ABC, A&S, Ambassador, Amos, Ampex, Amsterdam, Apt. Audio Spectrum, Audio Treasury, BT Puppy, Bang, Bell, Beverly Hills, Big Tree, Black Jazz, Bluestime, Bluesway, Blue Thumb, Bravo, Brunswick, Buddha, Buena Vista, Charisma, Chisa, Cobblestone, Colossus, Command, Contemporary, Curton, Dakar, Deram, Disney, Dunhill, Eleuthera, Family Prod'ns, Flying Dutchman, GWP, Good Time Jazz, Gordy, Gramm, Happy Tiger, Hi, Hot Wax, ILS (Language), Impulse, Josie, Jubilee, Kama Sutra, London, MAM, Mainstream, Maple, Mediants, Mio, Monitor, Motown, Mountain Dew, Mowest, Orphic Egg, Ovation, PIP, Pace, Page One, Parrot, Passport, Perception, Phase 4, Philly Groove, Platinum, Pompeii, Prestige, Project 3, Prophesy, Rare Earth, Red Lion, Richmond, Riverside, Rocky Road, Roker, Shout, Skye, Soul, Stang, Sue, Sussex, Swampfire, T-Neck, Tamla, Tetragrammaton, Threshold, Tifton, Today, Turbo, Vanguard, Vault, Viva, Westminster Gold, White Whale.

- Quadrasonic 8-tr.: Ampex, Brunswick, Curton, Family Prod'ns, London, Ovation, Project 3, Vanguard. Cassette: ABC, A&S, Ambassador, Amos, Ampex, Amsterdam, Audio Spectrum, Audio Treasury, BT Puppy, Bang, Bell, Beverly Hills, Big Tree, Black Jazz, Bluestime, Bluesway, Blue Thumb, Bravo, Brunswick, Buddha, Buena Vista, Charisma, Chisa, Cobblestone, Colossus, Command, Contemporary, Curton, Dakar, Deram, Disney, Dunhill, Eleuthera, Family Prod'ns, Flying Dutchman, GWP, Good Time Jazz, Gordy, Gramm, Happy Tiger, Hi, Hot Wax, ILS (Language), Impulse, Josie, Jubilee, Kama Sutra, London, Mainstream, MAM, Maple, Mediants, Mio, Monitor, Motown, Mountain Dew, Mowest, Orphic Egg, Ovation, PIP, Pace, Page One, Parrot, Passport, Perception, Phase 4, Philly Groove, Platinum, Pompeii, Prestige, Project 3, Prophesy, Rare Earth, Recorded Treasures, Red Lion, Riverside, Rocky Road, Roker, Shout, Skye, Soul, Stang, Sue, Sussex, Swampfire, T-Neck, Tamla, Tetragrammaton, Threshold, Today, Turbo, 20th Century, Vanguard, Vault, Viva, White Whale. Micro cassette: Atco, Atlantic, Bang, Bell, Brunswick, Buddha, Curton, Deram, Dunhill, Euphoria, Gordy, Kama Sutra, London, Mainstream, Motown, Page One, Parrot, Reprise, Soul, Tamla, Vault, Vanguard, Warner Bros., White Whale.

- Open reel: ABC, Aeolian-Skinner, American Airlines, Amos, Ampex, Amsterdam, Archive, Atco, Atlantic, Audio Fidelity, Audio Spectrum, Audio Treasury, BT Puppy, Bang, Bell, Big Tree, Bluesway, Bravo, Buddha, Buena Vista, Capricorn, Cobblestone, Command, Contemporary, Continental Airlines, Cotillion, Curton, DG, Deram, Dunhill, Embryo, Fontana, GWP, Good Time Jazz, Gordy, Happy Tiger, Hi, ILS (Language), Impulse, Lightlight, London, Mainstream, Mercury, Monitor, Motown, Page One, Parrot, Phase 4, Phillips, Philly Groove, Polydor, Pompeii, Project 3, Rare Earth, Recorded Treasures, Red Lion, Richmond, Riverside, Rolling Stones, Skye, Smash, Soul, Tamla, Tetragrammaton, Threshold, 20th Century, Vanguard, Vertigo, Viva, White Whale, Wing.

- Avery & Elkins Inc., 295 Madison Ave., New York, N.Y. 10017. Tel: (212) 683-9811. Pres.: Morton Levine; Sales Mgr.: Ron Silberman. Branch: 653 11 Ave. Zip: 10036. Tel: 586-6235. Gen. Mgr.: Joyce Avery. B A S F Systems Inc., Crosby Dr., Bedford, Mass. 01730. Tel: (617) 271-4000. Pres.: Dr. Werner K. Balz; Nat'l Sales Mgr.: Robert Patterson; Mktg. Mgr.: Gerard Berberian; Adv. Dir.: Murray E. Kremer.

Who is the professional tape duplicating company that offers coast-to-coast multi-plant duplicating facilities?

Branches: Los Angeles, Calif., 2140 W. Olympic Blvd., Suite 440. Zip 90006. Tel: (213) 386-7023. Regional Mgr.: James Walker—Palatine, Ill., 800 E. Northwest Hwy., Suite 821. Zip 60067. Tel: (312) 358-8000. Midwestern Regional Mgr.: Edward Hefron—Carlstadt, N.J., 40 Broad St. Zip 07072. Tel: (201) 939-2550—Dallas, Tex., 7701 N. Stemmons Fwy., Suite 750. Zip 75247. Tel: (214) 630-3525. Regional Mgr.: Gary Raasch.

Cartridge 8-tr. & cassette: BASF, MPS.

Broadcasting Foundation of America, 52 Vanderbilt Ave., New York, N.Y. 10017. Tel: (212) 684-2505. Pres.: Seymour N. Siegel. VP & Exec. Dir.: Howard L. Kany. Sales Mgr.: G.J. Kirby.

Open reel: Audiotape music programs & educational material.

Caytronics Corp., 240 Madison Ave., New York, N.Y. 10016. Tel: (212) 889-0044. Pres. Joe Cayre. Sales Mgr.: Lee Schapiro.

Cartridge 8-tr. & cassette: Arcano, Caliente, Carino, Caytronics, Mericano, Pronto.

Columbia Rec. Prod'ns, 49 E. 52 St., New York, N.Y. 10022. Tel: (212) 765-4321. VP: Calvin Roberts. Dir.: Tom Van Gessel.

Cartridge 8-tr., quadrasonic 8-tr., cassette & open reel: Ardent, Douglas, Enterprize, Gamble, Great Western Gramophone, In-victus, Ko-Ko, Monument, Mums, Philadelphia Int'l, Prophesy, RAK, Sound Stage 7, Spindizzy, Stax, Volt, We Produce.

Dubbings Electronics Inc., 1305 S. Strong Ave., Copiague, L.I., N.Y. 11726. Tel: (516) 226-6000. Pres. & Gen. Mgr.: Michael Thaler. Nat'l Sales Mgr.: Jeff Pastolove.

Cartridge 8-tr. & cassette: Berkshire.

Ethnic Tapes Inc., 17 W. 60 St., New York, N.Y. 10023. Tel: (212) 757-9880. Pres.: Morris Levy. Sales Mgr.: Joe Kolsky.

Cartridge 8-tr.: Alegre, Cotique, Ethnic (includes Roulette), Musicor, Speed, Tico.

Cassette: Alegre, Cotique, Ethnic (includes Roulette), Tico.

G R T Music Tapes (div. of GRT Corp.), 1286 N. Lawrence Station Rd., Sunnyvale, Calif. 94086. Tel: (408) 734-2910. Pres.: Tom Bonetti.

Cartridge 8-tr.: ABC, Aero Space, Amaret, American Int'l, Av. Backbeat, Bang, Barnaby, Beverly Hills, Bluesway, Cadet, Cadet/Concept, Chart, Checker, Chess, Command, Crewe, DeLite, Deluxe, Dore, Dot, Duke, Dunhill, End, Evolution, Fantasy, GNP Crescendo, Gross, Increase, Janus, Jolly Roger, Jubilee, Just Sunshine, King, Lion, Lionel, MGM, MGM Sound of Memphis, MGM South, MGM/Verve, Marina, Metromedia Country, Neighborhood, Paramount, Peacock, Plantation, Pride, Ranwood, Raw, Roulette, Shout, Sire, Starday, Stormy Forest, Sun, Tetragrammaton, Two Worlds, 20th Century, VMI, Verve, Westbound, Westminster, Windfall.

Quadrasonic 8-tr.: ABC, Cadet, Command Quad, Paramount, Ranwood, Roulette, Windfall.

Cassette: ABC, Amaret, Bang, Cadet, Checker, Chess, DeLite, Dore, Dot, Dunhill, Evolution, Fantasy, GNP Crescendo, Increase, Janus, Jolly Roger, Just Sunshine, King, Lion, Lionel, MGM, MGM/Verve, Metromedia Country, Neighborhood, Paramount, Plantation, Ranwood, Roulette, Sire, Stormy Forest, Sun, Tetragrammaton, 20th Century, Verve, Westbound, Westminster, Windfall.

Open reel: ABC, Cadet, Chess, Dot, Dunhill, Increase, MGM, Paramount, Ranwood, Roulette, Windfall.

Livingston Audio Prods Corp., 1275 Bloomfield Ave., Fairfield, N.J. 07006. Tel: (201) 575-8300. Pres.: Darrell D. Scholten. Gen. Mgr.: Carl Volpe. VP Sales: Thomas J. Hofbauer.

Cartridge 8-tr. & cassette: Livingston, Arhoolie, Avant Garde, Conversa-Phone, Designer, Super Starr.

M V C Dist'g Corp. (sub. of Sicam Electronics Corp.), 33026 Capitol, Livonia, Mich. 48150. Tel: (313) 261-8650. Pres.: D.D. Merry. Mktg. Mgr.: S.R. Wagler.

Cartridge 8-tr., quadrasonic 8-tr., & cassette:

Magnetic Video Corp., 23434 Industrial Park Court, Farmington, Mich. 48024. Tel: (313) 477-6066. Pres.: Andre Blay. VP: Lee Nicholson. Video Mgr.: Al Eicher.

Branch: Chicago, Ill., 500 N. Michigan Ave., Suite 605. Zip 60611. Tel: (312) 222-0369. Sales Mgr.: Jerry Bailenson.

Cartridge 8-tr. cassette & open reel: Charm.

Magnetix Corp., 770 W. Bay St., Winter Garden (Orlando), Fla. 32787. Tel: (305) 656-4494. Pres.: John C. Lory. Gen. Mgr.: William H. Raynes. Sales Mgr.: B.H. Loucks III.

Cassette: American Bible Society.

Mercury Rec. Prod'ns Inc., 35 E. Wacker Dr., Chicago, Ill. 60601. Tel: (312) 332-5788. Pres.: Irwin H. Steinberg. VP Sales & Special Sales: Harry Kelly.

Cartridge 8-tr. & cassette: Mercury, Philips, Smash, Fontana, Vertigo, Dial.

RCA Recs., 1133 Ave. of the Americas, New York, N.Y. 10036. Tel: (212) 598-5900.

Cartridge 8-tr.: Camden, Chelsea, Flying Dutchman, Grunt, Institute for Language Studies, Metromedia, Neon, Red Seal, Victor, Victrola, Wooden Nickel.

Quadrasonic 8-tr.: Grunt, Red Seal, Victor.

Cassette: Chelsea, Flying Dutchman, Grunt, Metromedia, Red Seal, Victor, Wooden Nickel.

Sound Concepts Studio (div. of Listener's Digest Servs. Inc.), 108 W. Center Provo, Utah 84057. Tel: (801) 375-7333. Pres. & Gen. Mgr.: Kaye L. Jensen. Sales Mgr.: Jim Huffman.

Cassette: Listener's Digest.

Stereotape (div. of Magnetic Tape Eng'g Corp.), 8125 Lankershim Blvd., North Hollywood, Calif. 91605. Tel: (213) 768-6100.

Open reel: Anthem, Audio Spectrum, Bears-ville, Bluenote, Capricorn, Chelsea, Chrystalis, Elektra, Folkways, Grunt, Imperial, Kapp, Liberty, MCA, Minut, RCA, RCA Victor, RCA Red Seal, Reprise, Uni, United Artists, Veeep, Warner Bros., World Pacific.

War Bonnet Prod'ns, 1281 Logan A. Costa Mesa, Calif. 92626. Tel: (714) 549-2271. Pres.: Gene Edwards.

Cartridge 8-tr., cassette & open reel: War Bonnet

Home office: New York, N.Y., Shorwood Packaging Corp.

Simpac Int'l Inc., 2881 S. Robertson Blvd., Zip 90048. Tel: 870-7911. Pres.: Robert S. Wallace. Gen. & Sales Mgr.: Helen Robbins.

Superscope Rec'd Tapes, 455 Fox St., San Fernando 91340. Tel: 365-1191. Pres.: Joseph S. Tushinsky. Gen. Mgr.: Darrell W. Zielke.

Universal Tape Corp., 821 E. Artesia Blvd., Carson 90746. Tel: 327-3203. Gen. Mgr.: Edward O. Praeger.

Viewlex Packaging West, 5811 S. San Pedro Ave., Zip 90011. Tel: 232-8270. Pres.: Leo Margolies. Gen. Mgr.: Norman Ravis.

Wilkes & Braun Inc., 6515 Sunset Blvd., Hollywood 90028. Tel: 461-4961. Pres.: Craig Braun. VP: Tom Wilkes.

Home office: New York, N.Y.

• **PARAMOUNT (Area Code 213)**
Paramount-West Ent's., 8010 Second St. Zip 90723. Tel: 531-6000. Owner: Gerri Galiffa. Pres.: D.W. Galiffa. VP: Gary Scott.

• **SACRAMENTO (Area Code 916)**
Bill Base Rec'g/Film Studios, 2904 Franklin Blvd. Zip 95818. Tel: 452-4266. Owner & Mgr: Bill Base.

• **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.

Geis Audio Tape Ent. (GATE), 351 G St., San Rafael 94901. Tel: 456-8035. Pres.: Don Geis; Gen. Mgr.: Mary Geis. Sales Mgr.: John Geis.

• **SUNNYVALE (Area Code 408)**
G R T Corp., 1286 N. Lawrence Station Rd. Zip 94086. Tel: 734-2910. Pres.: Alan J. Bayley. VP Mktg.: K. White Sonner. VP Sales: Herbert B. Hershfield.

Recording Specialties Inc., 1030J E. Duane, Zip: 94086. Tel: 739-7201. Pres. & Sales Mgr.: Michael P. Papp. Gen. Mgr.: Douglas F. Reed.

• **DENVER (Area Code 303)**
Audiocore Corp., 995 S. Clermont St. Zip: 80222. Tel: 757-3377. Pres. & Gen. Mgr.: Jack H. Dunham.

• **STAMFORD (Area Code 203)**
P & P Studios Inc., 17 Viaduct Rd. Zip: 06907. Tel: 327-9204. Pres. & Gen. Mgr.: Victor E. Paric.

• **UNION CITY (Area Code 203)**
A. C. Hampson Printing Co. Inc., 168 City Hill St. Zip: 06770. Tel: 729-2294. Pres.: A.C. Hampson. Gen. Mgr.: A.D. Hampson. Sales Mgr.: R.L. Fisher.

• **WILMINGTON (Area Code 302)**
Ken-Del Prod'ns Inc., 111 Valley Rd., Richardson Park 19804. Tel: 655-7488. Pres. & Gen. Mgr.: H. Edwin Kennedy. Sales Mgr.: M. Leap.

• **WASHINGTON (Area Code 202)**
(Also see listings under Cockeysville, Md.)

Audio-Video Concepts Inc., 5408 Silver Hill Rd., Suite 501. Zip 20028. Md. Tel: (301) 568-5837. Pres.: Edward P. Helvey Jr., Gen. Mgr.: Troy C. Brand. Sales Mgr.: John N. Caughman.

Sounds Reasonable Inc., 2000 P St. NW. Zip 20036. Tel: 833-1976. Pres.: Edmund S. Barnett Jr., Gen. Mgr.: James H. Freeman. Sales Mgr.: Jon G. Lusher.

• **FORT LAUDERDALE (Area Code 305)**
Cassettes Inc., 2510 SW Third Ave. Zip 33315. Tel: 522-0222. Pres., Gen. & Sales Mgr.: Ray Franklin.

• **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 J. Witt.

Criteria Rec'g Co. Inc., 1755 NE 149 St. Zip 33161. Tel: 947-5611. Owner: M.L. Emerman, Mgr.: Edith L. Murphy.

South Eastern Recs. Mfg. Corp., 4380 NW 128 St. Opa Loka 33054. Tel: 685-6211. Pres.: Matthew San Martin, Gen. Mgr.: Joe Serra. Sales Mgr.: Eugenio Olariaga.

• **ORLANDO AREA (Area Code 305)**
Magnetix Corp., 770 W. Bay St., Winter Garden 32787. Tel: 656-4494. Pres.: John C. Lory. Gen. Mgr.: William H. Raynes. Sales Mgr.: B.H. Loucks III.

• **ATLANTA METROPOLITAN AREA (Area Code 404)**
Kin-Tel Prod'ns & Sound Studios, 1200 Spring St. NW. Zip: 30309. Tel: 874-3668. Pres. Rod Kinder, Gen. Mgr.: Jay Donohoe. Prod'n Mgr.: Max G. Geiger. Sales Mgr.: Sam Holman.

Mark Custom Rec'g Serv., 2543 Raintree Dr. NE. Zip: 30345. Tel: 636-0289. Gen. Mgr.: W.D. Bailey.

Home office: Clarence Center, N.Y.

Romulus Rec'g Studio, 2080 Peachtree Ind'l Court. Zip: 30341. Tel: 458-8649. Pres.: Gary C. Sizemore. Gen. Mgr.: Ray Kinnamon.

• **FAIRMOUNT (Area Code 404)**
Cherokee Album Corp., PO Box 175. Zip: 30139. Tel: 382-2220. Pres.: Johnny Carter.

• **BATAVIA (Area Code 312)**
Audio Accessories Co., Box 628, Rt. 1. Zip: 60510. Tel: 879-5998. Sales Mgr.: John S. Maione.

• **CHICAGO METROPOLITAN AREA (Area Code 312)**
Ampex Music Div., 2201 Lunt Ave., Elk Grove Village 60007. Tel: 593-6000. Ass't Mktg.

Mgr.: Don Johnson.

Branches: Los Angeles, Calif., Hackensack, N.J.

Balkan Rec'g Studio, 6917 W. Cermak Rd., Berwyn 60402. Tel: 484-6436. Owner & Mgr.: Slavko A.V. Hlad.

Chicago Album & Specialty Corp., 920 N. Franklin. Zip 60607. Tel: 266-1969. Pres. & Sales Mgr.: Adolph Willinger. Gen. Mgr.: Anthony Busse.

Columbia Rec. Prod'ns, 630 N. McClurg Court. Zip 60611. Tel: 944-6000. Midwest Sales Mgr.: Dick Hutter.

Creative Packaging Co. (div. of Eli Lilly & Co.), Oak Brook Executive Plaza, Suite 300, 1301 22 St., Oak Brook 60521. Tel: 654-0090.

Home office: Indianapolis, Ind.

J.S. & A. Adv., 628 Michelline, Northbrook 60062. Tel: 498-6900. Pres.: Joseph Sugarman.

Magnetic Video Corp., 500 N. Michigan Ave., Suite 605. Zip 60611. Tel: 222-0369. Sales Mgr.: Jerry Bailenson.

Home office: Farmington (Detroit Metropolitan Area), Mich.

N.J.M. Inc., 2363 Devon Ave., Elk Grove Village 60007. Tel: 595-9070. Mgr.: D. Finkelstein.

Home office: Hoboken, N.J.

Programming Technologies Inc., 215 W. Chicago Ave. Zip 60610. Tel: 787-2700. Pres.: William P. Bennett. Gen. Mgr.: Stanley J. Roy.

Recordings Unlimited, 3132 N. Natchez, Zip 60634. Tel: 889-0025. Pres.: John Craig. Gen. Mgr.: Bill Moore. Sales Mgr.: Tom Kilfoyle.

• **KANKAKEE (Area Code 815)**
Imperial Int'l Learning Corp., PO Box 548, Rt. 45. Zip: 60901. Tel: 933-7735. Pres.: Spencer Barnard. Gen. Mgr.: F. Richard Ringfelt. Sales Mgr.: George T. Searls.

• **GARY (Area Code 219)**
Bud Pressner Rec'g Serv., 4839 S. Broadway. Zip 46409. Tel: 884-5214. Owner & Pres.: Bud Pressner.

• **INDIANAPOLIS (Area Code 317)**
Creative Packaging Co. (div. of Eli Lilly & Co.), 740 S. Alabama St. Zip: 46206. Tel: 261-2287. Pres.: A.M. McVie. VP Mfg.: Edward Buessing. VP Mktg.: T.J. Beasley. Mktg. Communications Mgr.: W.W. Dieckamp.

Branches: Los Angeles, Calif., Oak Brook (Chicago Metropolitan Area), Ill., East Hackensack, N.J.

Imperial Packaging Co. Inc., 7800 Records St. Zip 46226. Tel: 545-7476. Pres.: Louis Sukoff. Gen. Mgr.: Jordan Leibman.

Rutgers Packaging Corp., 620 S. Belmont Ave. Zip: 46221. Tel: 635-7777. Pres.: Abe Garde. Gen. Mgr.: Vito Bianco. Sales Mgr.: Ben Court.

• **RICHMOND (Area Code 317)**
P.R.C. Rec'g Co., 1600 Rich Rd. Zip: 47374. Tel: 962-9511. Gen. Mgr.: Curt Albright.

Home office: New York, N.Y.

• **TERRE HAUTE (Area Code 812)**
Columbia Rec. Prod'ns, 1400 N. Fruitridge Ave. Zip: 47808. Tel: 466-4231. Tape Mgr.: Gene Edwards.

Modern Album of Indiana Inc., 1299 Voorhees St. Zip: 47808. Tel: 235-6001. Gen. Mgr.: Richard Fields.

Home office: New York, N.Y., Modern Album & Finishing Co. Inc.

KANSAS

• **SHAWNEE MISSION (Area Code 913)**
Innovations Inc., 8008 Floyd, Overland Park 66204. Tel: 381-6556. Pres.: Fred O. Nelson. Gen. Mgr.: Arthur Katz.

KENTUCKY

• **LEXINGTON (Area Code 606)**
Lemco Sound Studio, 2518 Southview Dr. Zip 40503. Tel: 277-1184. Owner & Mgr.: Cecil Jones.

• **LOUISVILLE (Area Code 502)**
Allen Martin Prod'ns Inc., 9701 Taylorsville Rd. Zip 40299. Tel: 267-5466. Pres.: Ray Allen. Gen. & Sales Mgr.: David H. Snowden.

LOUISIANA

• **RUSTON (Area Code 318)**
Americana Rec'g Studios, 707-709 W. California. Zip: 71270. Tel: 255-0287. Pres. & Gen. Mgr.: Roger W. Lawson Jr., Chief Eng.: Phillip R. Lawson.

MARYLAND

• **COCKEYSVILLE (Area Code 301)**
International Telecomm Inc., McCormick Rd. & Schilling Circle, Hunt Valley 21031. Tel: 666-7770. Pres.: F.J. Beste. Sales Mgr.: Burgess Macneal.

MASSACHUSETTS

• **BOSTON METROPOLITAN AREA (Area Code 617)**
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(Continued on page TR-20)

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Continued from page TR-19

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• CARSON CITY (Area Code 702)

Gopher Prods. Corp., PO Box 1812 Zip 89701 Tel 882-9333 Pres. & Gen. Mgr. Warren Perkins

NEW JERSEY

• BARRINGTON (Area Code 609)

Modern Album of New Jersey Inc., 1301 Clements Bridge Rd Zip 08007 Tel 547-1415 Gen. Mgr. Floyd Pawson, Sales Mgr. Sidney Schaffer
Home office: New York, N.Y. Modern Album & Finishing Co. Inc.

• GLENDORA (Area Code 609)

Frontier Publ'ns & Broadcasting Ent's (FPB) 310 Evesham Rd Zip 08029 Tel 939-2633 Pres. Frank Bartucci, Gen. Mgr. Jean Curtis

• NEWARK (Area Code 201)

Dynamic Press Inc., 1159 Broad St Zip 07114 Tel 622-0049 Pres. Jerry Shifrin
Sterling Title Strip Co., 1175 Broad St Zip 07114 Tel 243-0222 NYC Tel (212) 682-7783 Pres. D.M. Steinberg

• RUNNEMEDE (Area Code 609)

Eastern Rec. Mfg. Corp., 901 E. Clements Bridge Rd Zip 08078 Tel 939-3500 Pres. John Dunn, VP & Gen. Mgr. Joe Stewart

Qualitape Inc., 101 Broadway Zip 08078 Tel 933-2500 Pres. Wayne E. Wilfong, Gen. Mgr. Frank Tarsia, Sales Mgr. Mike Flood

• SOMERDALE (Area Code 609)

Superior Rec. Pressing Corp. (div. of Eastern Rec. Mfg. Corp.), 900 Kennedy Blvd Zip 08083 Tel 784-6600 Pres. John Dunn, VP & Gen. Mgr. Joe Stewart

NEW YORK

• CLARENCE CENTER (Area Code 716)

Mark Custom Rec'g Serv., 6010 Goodrich Rd Zip 14032 Tel 741-3100 Pres. & Sales Mgr. Vincent S. Morette, Gen. Mgr. Allan H. Gibson
Branches: Atlanta, Ga. Waseca, Minn. Annandale, Va.

• FARMINGDALE, L.I. (Area Code 516)

Pressure Sensitive Tape & Label Corp., 135 Schmitt Blvd Zip 11735 Tel 293-7300 Pres. Daniel Cooper, Gen. Mgr. Michael Cooper, Sales Mgr. Frank R. Camp

• GREAT NECK, L.I. (Area Code 516)

Ivy Hill Packaging, Community Dr Zip 11022 Tel 487-0200 Bd. Chm. Lewis Garlick, Pres. Murray Gordon, Exec. VP & Sales Mgr. Ellis Kern
Branch: Los Angeles, Calif.

• HAUPPAUGE, L.I. (Area Code 516)

Disc Printing Corp., 915 Motor Pkwy Zip 11787 Tel 234-1400 Pres. George Fishman, VP & Gen. Mgr. Frank J. Martino
Viewlex Packaging East, Gilpin Ave Zip 11788 Tel 234-1100 Pres. Leo Margolies, Gen. Mgr. Sam Rothberg

• HICKSVILLE, L.I. (Area Code 516)

Viewlex-Andrews-Nunnery Envelope & Paper Corp., 74 Alpha Plaza Zip 11802 Tel 931-6500, Pres. Stuart Andrews

• HUNTINGTON STATION, L.I. (Area Code 516)

Shelley Prods. Ltd., 220 Broadway Zip 11746

Progressive Label & Litho Co., 286-290 Stanhope

Tel 423-7090 Pres. C.F. Galehouse, Sales Mgr. Mack Wolfson

• MOUNT VERNON (Area Code 914)
Associated Audio Servs., 13 Irving Pl Zip 10550 Tel 668-8333 Pres. Robert L. Piselli, Gen. Mgr. Allan C. Johnson

• NEW YORK METROPOLITAN AREA (Area Code 212)

A.D. Adams Adv. Inc., 145 E. 52 St Zip 10022 Tel 755-0845 Pres. A.D. Adams
Branch: Woodbury, L.I., N.Y.

Album Graphics Inc., 35 W. 53 St Zip 10019 Tel 489-0793 VP & Sales Mgr. Richard Block
Home office: Chicago, Ill.

George Alexander Group Inc., 36-25 Prince St., Flushing 11354 Tel 886-5600 Pres. Kev. Devejian

Allied Case Corp., 1776 Eastern Pkwy., Brooklyn, 11233 Tel 498-4450 Pres. Robert Engel, Gen. Mgr. Roy Engel, Sales Mgr. Dick Polhammer

Apron Rec. Co. Inc., PO Box 3082 Steinway Sta., Long Island City 11103 Tel 721-5599 Pres. A.M. Poncic, Sales Mgr. Don Zemann

Artwork, Plain & Fancy (div. of Random Press Inc.), 176 1/2 E. 75 St Zip 10021 Tel 734-4000 Gen. Mgr. Alan Hartwell

Columbia Rec. Prod'ns, 49 E. 52 St Zip 10022 Tel 765-4321 VP. Calvin Roberts Dir. Tom Van Gessel

Direct Rec'gs Inc., 18 E. 50 St. Zip 10022 Tel 759-7979 Pres. & Gen. Mgr. Norman Levine
Guaranteed Printing Serv. Co. Inc., 119 W. 23 St. Zip 10011 Tel 929-2410 Pres. Alexander Pollack, Sales Mgr. Albert I. Pollack

Lee-Myles Assocs. Inc., 160 E. 56 St Zip 10022 Tel 758-3232 Pres. Robert M. Miller
MacMurray Press Inc., 22 Jones St. Zip 10014, Tel 924-1530 Pres. Gen. & Sales Mgr. Max Finesmith

Modern Album & Finishing Co. Inc., 119-01 22 Ave. College Point 11356 Tel 353-5701 Pres. G.D. Thomas, Gen. Mgr. R.A. Froehlig, Sales Mgr. Sidney Schaffer
Branches: Los Angeles, Calif., Modern Album of California Inc. Terre Haute, Ind., Modern Album of Indiana Inc. Barrington, N.J. Modern Album of New Jersey Inc. Nashville, Tenn. Modern Album of Tennessee Inc.

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(Continued on page TR-22)

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SPECIAL DESIGNS ON REQUEST

• Continued from page TR-21

St., Brooklyn 11237. Tel: 497-2320. Pres. & Sales Mgr.: Jerome J. Rood; Gen. Mgr.: Bernard Stein. Branch: Record Albums Inc. Queens Lithographing Corp., 52-35 Barnett Ave., Long Island City 11104. Tel: 457-7700. Pres.: Jack Hecht, VP: Eric Kaltman; Sales Mgr.: Jerry Sanders. Branches: Los Angeles, Calif., Queens Envelope of California; Indianapolis, Ind., Rutgers Packaging Corp. R K O Sound (div. of RKO-General Inc.), 1440 Broadway, Zip: 10018. Tel: 564-8000. Pres.: Hugh Wallace, Sales Mgr.: Lee H. Gray. Radom Music Press Inc., 438 W. 37 St. Zip: 10018. Tel: 736-2477. Pres. & Sales Mgr.: Ron Radom; Gen. Mgr.: Stan Fox. Branch: Miami, Fla. Random Press Inc., 1034A Lexington Ave. Zip: 10021. Tel: 734-4000. Gen. Mgr.: Alan Hart-

well. Record Albums Inc. Tel: 366-8171. See Progressive Label & Litho Co. Shorewood Packaging Corp., 10 E. 53 St. Zip: 10022. Tel: 371-1500. Pres.: Paul Shore; Gen. Mgr.: Irv Hugel, VP Mktg.: Floyd S. Glinert. Branch: Los Angeles, Calif., Shorewood Packaging of California Tanagraphics Inc., 153 W. 27 St. Zip: 10001. Tel: 255-6876. Pres.: Fred Goldstein, Sales Mgr.: Dan Green. Tri-Lon Color Lithographers Ltd., 54 W. 21 St. Zip: 10010. Tel: 255-6140. Pres.: Morris Strickler, Sales Mgr.: David Strickler. Wilkes & Braun Inc., 159 E. 69 St. Zip: 10021. Tel: 737-3830. Pres.: Craig Braun; VP: Tom Wilkes. Branch: Los Angeles, Calif. • **OLD BETHPAGE, L.I. (Area Code 516)**

Vis-A-Pak Mfg. Corp., 185 Bethpage Sweet Hollow Rd. Zip: 11804. Tel: 293-4242. Pres.: Don Hirschhorn; Gen. Mgr.: Leonard Yellin. • **ROCHESTER (Area Code 716)** Ruda Printing Corp., 38 Saginaw Dr. Zip: 14623. Tel: 244-9696. Pres.: Robert N. Ruda, Sales Mgr.: Yvonne Maher. • **UTICA (Area 314)** Oneida Video-Audio Tape Cassette Corp., 760 Blandina St. Zip: 13501. Tel: 735-6187. Pres.: Michael Cristalli; Gen. Mgr.: Joseph DeStante, Sales Mgr.: Stanley Markowski • **WOODBURY, L.I. (Area Code 516)** A. D. Adams Adv. Inc., Chemical Bank Bldg. Zip: 11797. Tel: 592-5044. VP: George M. Kovacs Home office: New York, N.Y.

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• **TAYLORSVILLE (Area Code 704)** Galaxie III Rec'g Studio, PO Box 176, 118 Fifth St. Zip: 28681. Tel: 632-4735. Pres. & Gen. Mgr.: Harry Deal. • **WINSTON-SALEM (Area Code 919)** Synder Album Co., 3083 Indiana Ave. Zip: 27105. Tel: 723-0306. Pres.: Bennett Simpson, Gen. Mgr.: Ernest E. Snyder

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Ave. Zip: 45211. Tel: 661-8810. Pres.: Shad O'Shea; Gen. Mgr.: Howard Lovdal; Sales Mgr.: Ed Schmidt. Queen City Album Inc., 2832 Spring Grove Ave. Zip: 45225. Tel: 681-8400. Pres.: Edward R. Bosken; VP: Walter W. Thiemann. Rite Rec Prod'ns Inc., 9745 Lockland Rd. Zip: 45215. Tel: 733-5533. Pres.: Carl J. Burkhardt; Gen. Mgr.: Bob Bowery; Sales Mgr.: Philip Burkhardt • **CLEVELAND (Area Code 216)** Boddie Rec. Mfg. & Rec. 12202 Union Ave. Zip: 44105. Tel: 752-3440. Pres. & Gen. Mgr.: Thomas R. Boddie, Sales Mgr. Dennis R. Boddie. Syndicated Prod'ns Inc., 6175 Pearl Rd. Zip: 44130. Tel: 888-7330. Pres.: William E. Taylor, Sales Mgr.: R.W. Hall.

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• **SALEM (Area Code 503)** E J D Ents. Inc., 400 High St. Zip: 97301. Tel: 363-6278. Pres.: Edward Dougherty, Gen. Mgr.: Craig Chastain.

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TENNESSEE

• **FAYETTEVILLE (Area Code 615)** Kim-Pat Ents., 301 S. Main Zip 37334. Tel: 433-1683. Pres.: Bill Trigg. • **MORRISTOWN (Area Code 615)** Album Co. of America, PO Box 374, Zip: 37814. Tel: 581-3486. Pres.: Hal McGaha; Gen. & Sales Mgr.: P.C. McGaha. • **NASHVILLE (Area Code 615)** B C MusicType, 909 18 Ave. S. Zip: 37212. Tel: 327-3094. Owner: William Irwin. (Printing, music engraving & processing). Branch: The Leadsheet Machine Columbia Rec Prod'ns, 804 16 Ave. S. Zip: 37203. Tel: 259-2560. Sales Mgr.: Jerry Parkins. The Leadsheet Machine, see BC MusicType. Ron Manning Prod'ns, 806 16 Ave. S., Suite 218, Zip: 37203. Tel: 256-2370. Pres. & Gen. Mgr.: Ron Manning, Sales Mgr.: Johnny Dollar. Modern Album of Tennessee Inc., 121 Fifth Ave. Zip: 37203. Tel: 255-7461. Gen. Mgr.: Richard Fields. Home office: New York, N.Y., Modern Album & Finishing Co. Inc. Nashville Rec Prod'ns, 204 19 Ave. S., Zip: 37203. Tel: 327-3768. Pres.: George Ingram. Southern Plastics Inc., PO Box 7195. Zip: 37210. Tel: 244-1293. Pres.: B.J. Dillard

TEXAS

• **ARLINGTON (Area Code 817)** Rec-O-Press Inc., PO Box 5328. Zip: 76011. Tel: 261-4941. Pres. & Gen. Mgr. W.I. Spittler; Sales Mgr. Charles Spittler. Wills Music & Printing Co., PO Box 211. Zip: 76010. Tel: 274-6762. Pres.: Calvin Wills • **FORT WORTH (Area Code 817)** Performance Magazine, 1216 Pennsylvania Ave. Zip: 76104. Tel: 332-6792. Pres.: Rufus Clay, Gen. Mgr. & Mng. Ed.: Michael O'Daniel. • **HOUSTON (Area Code 713)** M & M Rec Prod'n Co., 5828 Parkersburg. Zip: 77036. Tel: 782-0129. Owner, Gen. & Sales Mgr.: O.C. Monds Jr. • **WACO (Area Code 817)** S M I Electronics Inc., 920 N. Valley Mills Dr. Zip: 76710. Tel: 776-1230 x 320. Pres.: Paul J. Meyer, VP Opns. Curt Adams

VIRGINIA

• **ANNANDALE (Area Code 703)** Mark Custom Rec'g Serv., 7216 Poplar St. Zip: 22003. Gen. Mgr.: Gerald Lewis. Home office: Clarence Center, N.Y.

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• **SAUK CITY (Area Code 608)** American Music Corp., 123 Water St. Zip: 53583. Tel: 643-3304. Pres.: Jim Kirchstein; Gen. Mgr.: Steve Hamre; Sales Mgr.: M. Neeley

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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.

Action Tapes Inc., PO Box 265, Cherry Hill, N.J. 08002. Tel: (609) 667-6479. Gen. Mgr.: Arnold Kammer.
Product: Browser boxes, carrying & storage cases, display racks, head cleaners & demagnetizers.

Ad-Vertising Unlimited, PO Box B135, Chicago, Ill. 60680. Tel: (312) 787-8220. Pres.: R.C. Hillsman. Branch: Atlanta, Ga., 410 Glen Iris Dr., NE. Zip: 30308. Tel: (404) 523-3515. Gen. Mgr.: N.J. Hillsman.
Product: Catalog servs., display racks.

George Alexander Group Inc., 36-25 Prince St., Flushing, N.Y. 11354. Tel: (212) 886-5600. Pres.: Kev Devejian.
Product: Display racks, divider cards.

Allied Case Corp., 1776 Eastern Pkwy., Brooklyn, N.Y. 11233. Tel: (212) 498-4450. Pres.: Robert Engel. Gen. Mgr.: Roy Engel. Sales Mgr.: Dick Polhammer.
Product: Carrying & storage cases.

Amberg, 1625 Duane Blvd., Kankakee, Ill. 60901. Tel: (815) 933-3351. Pres.: John E. McPartlin. Sales Mgr.: Ralph Pina; Adv. Mgr.: Paul L. Hubart.
Product: Carrying & storage cases (Ampak).

American Browser Cards, 8111 Skokie Blvd., Skokie, Ill. 60076. Tel: (312) 676-3270. Pres.: Arnold Martin; Gen. Mgr.: John Warner; Sales Mgr.: Steve Matalon.
Product: Divider cards.

American Phono-Ton Inc., Kiamasha Lake, N.Y. 12751. Tel: (914) 794-8888. Pres. & Gen. Mgr.: W. Adamson. Sales Mgr.: A. Adamson. Branches: Monticello, N.Y., Styl-Ton Development Corp., Dillon Rd. Zip: 12701. Tel: (914) 794-8888. Gen. Mgr.: R. Schluss. Sales Mgr.: M. Adamson-Rivertone Stylus Co. Inc., Same address. Pres.: R. Schluss; Gen. Mgr.: S. Adamson; Sales Mgr.: E. Adamson.
Product: Browser boxes, carrying & storage cases, display racks, head cleaners & demagnetizers.

American Sound Corp., 3319 E. Ten Mile Rd., Warren, Mich. 48091. Tel: (313) 539-2900. Pres. Frank S. Day; Gen. & Sales Mgr.: Paul M. Hayes.
Product: Head cleaners & demagnetizers.

Amertape Corp., Audiosonic Corp., 807 Railroad Ave., Asbury Park, N.J. 07712. Tel: (201) 988-7771. Pres.: Ike Cabasso. Gen. Mgr.: Ralph Kraiem. Sales Mgr.: Oscar Goren.
Product: Head cleaners & demagnetizers.

Ampex Corp., Magnetic Tape Div., 401 Broadway, Redwood City, Calif. 94063. Tel: (415) 367-2011. Gen. Mgr.: J.L. Porter; Mktg. Mgr.: Paul Weber. Sales Mgr.: Bruce C. McGilavay.
Product: Head cleaners & demagnetizers, pre-leadered & splicing tape.

Ansta Ents. Inc., 35 Hoffman Ave., Hauppauge, N.Y. 11787. Tel: (516) 234-7000. Pres.: Howard C. Leifer; Gen. & Sales Mgr.: Alan Leifer.

Product: Carrying & storage cases, head cleaners & demagnetizers, pre-leadered & splicing tape.

Arsey Display Mfg. Corp., PO Box 607, Patchogue, L.I., N.Y. 11772. Tel: (516) 475-0194. Pres.: Arnold Boden. Sales Mgr.: Leigh Boden.
Product: Display racks.

Art-Phyl Creations, 508 Frelinghuysen Ave., Newark, N.J. 07114. Tel: (201) 248-5100. Sales Mgr.: Art Hochman.
Product: Display racks.

Athena Inds. Inc., PO Drawer 688, LaGrange, Ill. 60525. Tel: (312) 325-9670. Sales Mgr.: Dale J. Razez.
Product: Carrying & storage cases.

Audio Accessories Co., Box 62B, Rt. 1, Batavia, Ill. 60510. Tel: (312) 879-5998. Sales Mgr.: John S. Maloney.
Product: Head cleaners & demagnetizers, tape repair kits.

Audio Devices Inc., 100 Research Dr., Glenbrook, Conn. 06906. Tel: (203) 327-6500. Pres.: Graham Powell. Sales Mgr.: William Dawson; Group Prod. Mgr.: John M. Ricci.
Product: Carrying & storage cases (Stak-Pak), head cleaners & demagnetizers.

Audio Dynamic Ents., 1281 Logan "A", Costa Mesa, Calif. 92626. Tel: (714) 549-2271. Pres.: Gene Edwards; VP: Frank Andres.
Product: Head cleaners & demagnetizers, pre-leadered & splicing tape.

Audiosonic, see Amertape Corp.
 Auto Tapes Unlimited, Magnadyne Corp., PO Box 757, 9261 W. Third St., Beverly Hills, Calif. 90213. Tel: (213) 278-0107. Pres.: Barry Caren. Gen. Mgr.: Theresa Lewis; Sales Mgr.: David Guran.
Product: Burglar alarms & locks, converters & tuners.

Audiotech (div. of Hydrometals Inc.), 400 S. Wyman St., Rockford, Ill. 61101. Tel: (815) 968-9661.
Product: Head cleaners (Blast-Off) & other accessories.

B A S F Systems Inc., Crosby Dr., Bedford, Mass. 01730. Tel: (617) 271-4000. Pres. Dr. Werner K. Balz; Nat'l Sales Mgr.: Robert Patterson; Mktg. Mgr.: Gerard Berberian; Adv. Dir.: Murray E. Kremer. Branches: Los Angeles, Calif., 2140 W. Olympic Blvd., Suite 440. Zip: 90006. Tel: (213) 386-7023. Regional Mgr.: James Walker—Palatine, Ill., 800 E. Northwest Hwy., Suite 821. Zip: 60067. Tel: (312) 358-8000. Midwest Regional Mgr.: Edward Hefron—Carlstadt, N.J., 40 Broad St. Zip: 07072. Tel: (201) 939-2550—Dallas, Tex., 7701 N. Stemmons Fwy., Suite 750. Zip: 75247. Tel: (214) 630-3525. Regional Mgr.: Gary Raasch.
Product: Head cleaners & demagnetizers, pre-leadered & splicing tape.

Guy Barry Ents. Inc., 92 Columbia Ave., Cedarhurst, L.I., N.Y. 11516. Tel: (516) 569-4227. Pres.: Guy Barry. Gen. Mgr.: S. Fetterman; Sales Mgr.: Monte Barry.
Product: Browser boxes, carrying & storage cases, display racks.

Becht Electronics Corp., 3515 W. Burbank Blvd., Burbank, Calif. 91505. Tel: (213) 842-2144. Pres.: Andrew Becht; Gen. Mgr.: Sonia Kara.
Product: Head cleaners & demagnetizers.

The Bert-Co Ents., 1855 Glendale Blvd., Los Angeles, Calif. 90026. Tel: (213) 665-5137. Pres. B.P. Couturier; VP & Gen. Mgr.: R.L. Couturier; Sales Mgr.: Lewis Cooper.
Product: Catalog servs., divider cards.

Bib Accessories (div. of Revco Corp.), 155 Michael Dr., Syosset, N.Y. 11791. Tel: (516) 364-1900. Prod. Mgr.: Stan Somers. Ass't Prod. Mgr.: Marsha Siegel.
Product: Head cleaners, tape editing kits, cassette salvage kits.

W. H. Brady Co., 727 W. Glendale Ave., Milwaukee, Wis. 53201. Tel: (414) 332-8100. Pres. W.H. Brady Jr.; Div. Mgr.: C.W. Schumacher; Sales Mgr.: P.G. Gengler.
Product: Splicing tape.

Burlington Audio Tapes Inc., 2903 Long Beach Rd., Oceanside, N.Y. 11572. Tel: (516) 764-3792. Pres.: Ruth Schwartz; Gen. & Sales Mgr.: Rudy Schwartz.
Product: Browser boxes, carrying & storage cases, catalog servs., head cleaners & demagnetizers, pre-leadered & splicing tape.

C B A, PO Box 791, Franklin D. Roosevelt Sta., New York, N.Y. 10022. Tel: (212) 355-7387. Pres.: Claude Brennan.

Product: Carrying & storage cases, display racks.

C B S Recs., Masterwork Audio Prods. Dept., 51 W. 52 St., New York, N.Y. 10019. Tel: (212) 765-4321.
Product: Carrying & storage cases, audio accessory cables.

Cabinets Inc., 413 Russell Dr., Meridian, Miss. 39301. Tel: (601) 485-8112. Pres.: R.J. Reetz.
Product: Browser boxes, carrying & storage cases, display racks.

Carolina Dists., 30 N. Front St., Wilmington, N.C. 28401. Tel: (919) 763-4474. Pres. H.R. Pearson; Gen. Mgr.: Lee Pearson.
Product: Carrying & storage cases.

Cartridge Control Corp., 2091 Faulkner Rd. NE, Atlanta, Ga. 30324. Tel: (404) 633-4577. Pres.: R.D. Comstock; Gen. Mgr.: W.R. Evans.
Product: Head cleaners & demagnetizers.

Casemakers Inc., 805 E. 31 St., LaGrange Park, Ill. 60525. Tel: (312) 242-1430. Pres. Allen E. Terman; VP Sales & Mktg.: Jack R. Scanlan.
Product: Carrying & storage cases.

Cassette Masters Corp., 2 Bashford St., Yonkers, N.Y. 10701. Tel: (914) 968-1605. Pres.: Gen. & Sales Mgr.: Leonard Ripley.
Product: Splicing tape.

Cassette Servs. Inc., PO Box H, Delair, N.J. 08110. Tel: (609) 665-3326. Pres.: Ed Dixon.
Product: Head cleaners.

Central Plastics Dists. Co., 2701 N. Pulaski Rd., Chicago, Ill. 60639. Tel: (312) 235-3300. Pres.: Harry R. Greenwald; Gen. Mgr.: R.A. Galvert; Sales Mgr.: L. Longwell.
 Branch: Rockford, Ill., Rockford Central Plastics Dists. Co., 23 Ave. Zip: 61101. Tel: (815) 397-4465. Gen. Mgr.: Roger Becknell; Sales Mgr.: Larry Phippen.
Product: Display racks, divider cards.

Certron Corp., 1701 S. State College Blvd., Anaheim, Calif. 92806. Tel: (714) 633-4280. Pres.: Edwin R. Gamson; VP Mktg.: Ray Allen. Sales Mgr.: Robert Dunn.
Product: Head cleaners & demagnetizers.

Cesco Mfg. Corp., 327 King St., Northampton, Mass. 01060. Tel: (413) 584-3970. Pres.: Robert I. Glass; Gen. Mgr.: William L. Phillips; Sales Mgr.: Roger House.
Product: Browser boxes, display racks.

Channel Inds. Inc., 663 Rankin St. NE, Atlanta, Ga. 30308. Tel: (404) 688-3044. Pres.: E. Isaacs Int'l Branch: England.
Product: Head cleaners & demagnetizers.

Cherokee Album Corp., PO Box 175, Fairmont, Ga. 30139. Tel: (404) 382-2220. Pres. Johnny Carter.
Product: Head cleaners & demagnetizers.

Chicago Album & Specialty Corp., 920 N. Franklin, Chicago, Ill. 60607. Tel: (312) 266-1969. Pres. & Sales Mgr.: Adolph Willinger. Gen. Mgr.: Anthony Busse.
Product: Carrying & storage cases, catalog servs.

Columbia Magnetics, 51 W. 52 St., New York, N.Y. 10019. Tel: (212) 765-4321. Gen. Mgr.: Ted Cohen.
Product: Head cleaners & demagnetizers.

Communications Electronics Inc., 900 N. May Ave., Oklahoma City, Okla. 73126. Tel: (405) 947-2537. Pres., Gen. & Sales Mgr.: L.Z. Gentry.
Product: Display racks.

Connolly/Stacey Adv. Inc., 416 W. Huron, Ann Arbor, Mich. 48103. Tel: (313) 761-4444. Pres. Brian Connolly. Sales Mgr.: James R. Stacy; Sales Mgr.: Charles E. Vadun. Media Dir.: Jack Harris.
Product: Catalog servs.

Container-Kraft Inc., 724 E. 61 St., Los Angeles, Calif. 90001. Tel: (213) 232-3281. Pres. Arthur Garson. Sales Mgr.: Russell Garson.
Product: Browser boxes.

Creative Store Equip. Inc., PO Box 933, Airport Rd., Terrell, Tex. 75160. Tel: (214) 563-5869. Pres. Jerry White. Gen. Mgr.: John Bowen. Sales Mgr.: Graydon Howell.
Product: Carrying & storage cases, display racks.

The Crest Mfg. Co., PO Box 488, Edgefield, S.C. 29824. Tel: (803) 637-3171. Pres.: Dan Larkin Jr.; Sales Mgr.: E.C. Fuller.
Product: Carrying & storage cases.

Cue Rec's Inc., 1156 Ave. of the Americas, New York, N.Y. 10036. Tel: (212) 757-3641. Pres.: Mel Kaiser; Gen. Mgr.: Bernard Rubinstein. Sales Mgr.: Louis Maltese.
Product: Head cleaners, lapping cassettes.

Custom Case Mfg. Co. Inc., 6232 Bragg Blvd., Fayetteville, N.C. 28303. Tel: (919) 867-6111. Pres.: Al Metzger; Gen. Mgr.: George Huston. Sales Mgr.: Mike Wright.
Product: Carrying & storage cases.

DeVilbe Ent's Co. Inc., 202 W. Third St., Kansas City, Mo. 64105. Tel: (816) 474-5260. Pres. Anthony D. Priore; Gen. Mgr.: S. Harvey Laner. Sales Mgr.: Harold W. Pease.
Product: Browser boxes, display racks.

Diasonic Lab., 1063 Vine St., Hollywood, Calif. 90038. Tel: (213) 467-5121. Owner & Pres.: Ernest Knight; Gen. Mgr.: Judy Wirth.
Product: Head cleaners & demagnetizers.

Dictation Prods. Inc., 2525 Park Ln., Hallandale, Fla. 33009. Tel: (305) 981-6161. Pres.: S.M. Scher.
Product: Head cleaners & demagnetizers.

Disc Printing Corp., 915 Motor Pkwy., Hauppauge, L.I., N.Y. 11787. Tel: (516) 234-1400. Pres.: George Fishman, VP & Gen. Mgr.: Frank J. Martino.
Product: Catalog servs.

Display Equip. Mfg. Co., 1000 First Ave. S., Seattle, Wash. 98134. Tel: (206) 623-0706. Pres.: Louis Lavintahl; Gen. & Sales Mgr.: Weiden Dolgoff.
Product: Display racks.

Display Media Inc., 120 Laura Dr., Addison, Ill. 60101. Tel: (312) 543-8330. Pres.: Robert C. Gesler; Gen. & Sales Mgr.: James R. Walsh.
Product: Carrying & storage cases, display racks.

Double Sixteen Co., PO Box 1616, 407 Gunderson, Wheaton, Ill. 60187. Tel: (312) 653-1616. Pres. Jim Canon; Sales Mgr.: Tom

Canon. Adv. Mgr.: Bob Burt.
Product: Carrying & storage cases.

Dubbings Electronics Inc., 1305 S. Strong Ave., Copiague, L.I., N.Y. 11726. Tel: (516) 226-6000. Pres. & Gen. Mgr.: Michael Thaler. Nat'l Sales Mgr.: Jeff Pastolove.
Product: Head cleaners & demagnetizers.

Duotone Co. Inc., 6875 SW 81 St., South Miami, Fla. 33143. Tel: (305) 665-1121. Pres. & Sales Mgr.: Stephen Nester. Gen. Mgr.: Benjamin Rosenberg.
Product: Carrying & storage cases, catalog servs., head cleaners & demagnetizers, pre-leadered & splicing tape.

Elpa Mktg. Inds. Inc., Thorens Bldg., New Hyde Park, N.Y. 11040. Tel: (516) 746-3002. Pres.: E.L. Childs. Sales Mgr.: M.A. Leslie.
Product: Cleaners, record care equip. (Watts); splicing, repair, editing, & tape maintenance kits (Edital).

Engineering Research, 709 W. Colton Ave., Redlands, Calif. 92373. Tel: (714) 793-2444. Pres. & Gen. Mgr.: Bill Elliott. Sales Mgr.: Leonard Handford. Branch: Global Mktg.
Product: Burglar alarms & locks, converters & tuners.

Esmond Inds. Inc., 666 Fifth Ave., New York, N.Y. 10019. Tel: (212) 765-3442. Pres.: Bennett Asquith. Gen. Mgr.: Lysz Kurnitz; Sales Mgr.: Martin E. Lee.
Product: Carrying & storage cases, catalog servs.

Ess & Ess Music Prods. Inc., 95 Grand Ave., Brooklyn, N.Y. 11205. Tel: (212) 789-3060. Pres.: Martin E. Sandler. Gen. Mgr.: Fred Sulzer.
Product: Carrying & storage cases.

Faraday Inc., 805 S. Maumee, Tecumseh, Mich. 49286. Tel: (313) 423-2111. Pres.: Robert

(Continued on page TR-24)

RECORDING TAPE RIOT!

FACTORY FRESH: CHOICE OF SCOTCH #150 OR #203, 1800 FOOT 1-MIL POLYESTER, 7" REELS; OR AMPEX #611, 1200 FT., 7" ACETATE

Quantity	1-11	12	48
#150	1.95	1.87	1.75
#203	2.85	2.55	2.45
#611	1.68	1.50	1.39

"SCOTCH" BRAND CASSETTES

	1-10	1-100	1-01
SC-30	1.10	1.06	1.01
SC-30 High Energy	1.43	1.39	1.32
SC-60	1.30	1.25	1.19
SC-60 High Energy	1.62	1.58	1.49
SC-90	1.94	1.90	1.76
SC-90 High Energy	2.31	2.47	2.29
SC-120	2.52	2.48	2.39

"Certron" Cassettes Assembled With Screws (in Norelco-type Plastic Box)

	52	48	45
C-30	.62	.58	.55
C-60	.92	.88	.85
C-120	1.02	.98	.95

Add 10% to above prices for shipping — 5% for orders over \$80.00

OPEN REEL STEREO TAPE BUYERS
 At last! An open reel compilation, including titles, songs, etc., of 95 long play, 1 1/2-hour albums by American Airlines, Continental Airlines, and Ampeg, 4 track stereo tapes (includes a group of "sound effects" tapes by Audio Fidelity). Send \$1.00—and we will also mail you a 140-page Harrison stereo tape catalog—so you'll get both for \$1.00—and this \$1.00 is refundable on your first \$10.00 purchase of open reel stereo tapes at our 30% discount!

SAXITONE TAPE SALES
 1776 Columbia Rd., NW, Wash. D.C. 20009

Sure, you guys make great earphones... But are you sure someone is listening?



Well, you can be darn sure that a lot of people are not only listening, but responding when they see your advertising message in Billboard.

People like you who are the key marketers of home entertainment product—hardware, software and accessories—are using Billboard to reach the important buying influentials responsible for the new important consumer electronics outlets: mass merchandisers, retailers and specialty stores. Be sure you get your fair share of this rapidly growing market—through Billboard's unique, unduplicated reach.

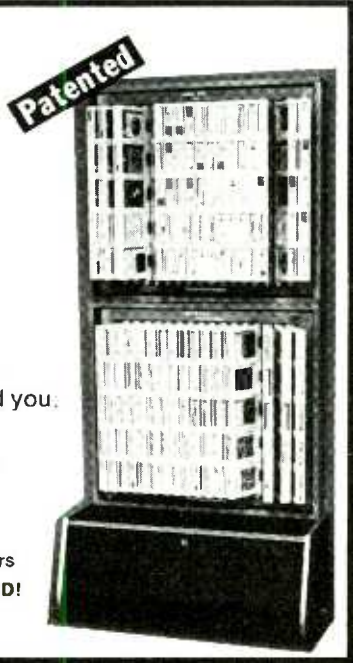
If you'd like a private screening of the Billboard consumer electronics story, call Ron Willman, Manager of Consumer Electronics Sales, 1 Astor Plaza, New York, N.Y. 10036 / (212) 764-7300, or a Billboard account executive in an office near you.

It's your move.

Don't monkey around with tapes... Sell 'em! Browsers become buyers because...

"QUICK-VUE" was designed with the idea to make each tape completely visible to the buyer in a good-looking, pilfer-proof display case. It's like reading pages in a book, see dozens of pictures and titles at a glance, through the easy viewing, flip-thru tape holders.

Creative Store Equipment Inc.
"QUICK-VUE" Cartridge & Cassette Displays
 Designed With People IN MIND!
 P.O. Box 933, Terrell, Texas 75160
 Terrell (214) 563-5869 / Dallas (214) 226-7248



ACCESSORIES & SUPPLIES

Continued from page TR-23

Bell, VP Mktg A B Thomas
Product: Burglar alarms & locks

Fidelitone Inc., 6415 N. Ravenswood Ave., Chicago, Ill 60626 Tel (312) 274-0075. Pres., Douglas F Hudson, VP & Sales Mgr Hiram A Prince
Product: Head cleaners & demagnetizers

Fidelity Prods Co Inc., 5150 W Jefferson Blvd., Los Angeles, Calif 90016 Tel (213) 934-1171. Pres. Sanford Sykes, Gen Mgr Martin Waterman
Product: Carrying & storage cases

Find Serv Int'l, 2160 Patterson St., Cincinnati, Ohio 45214 Tel (513) 381-6450. Branches: Los Angeles, Calif., 9000 Sunset Blvd, Zip 90069. Tel (213) 273-7040—Chicago, Ill., 150 N. Wacker Dr., Zip 60606 Tel (312) 236-9818—Terre Haute, Ind., PO Box 775 Zip 47808 Tel (812) 466-1282—New York, N.Y., 1 Astor Pl, Zip 10036. Tel (212) 764-7300—Nashville, Tenn., 1719 West End Ave Zip 37203 Tel (615) 329-3925
Product: Catalog servs.

Freedman Aircraft Eng'g Corp., PO Box 228 Charlevoix, Mich 49720 Tel (616) 547-6501 Pres Gordon L Freedman, Gen Mgr Rollie M Dudik, Sales Mgr L L Espich
Product: Browser boxes, display racks

G C Electronics (div of Hydrometals Inc.), 400 S Wyman St Rockford Ill 61101 Tel (815) 968-9661 Pres A C Valulis Sales Dir T A Peterson
Product: Burglar alarms & auto lock mounts converters & tuners, display racks with marketing programs, head cleaners & demagnetizers, pre-leadered & splicing tape, test tapes

Global Mktg., see Engineering Research

Gopher Prods Corp., PO Box 1812 Carson City Nev 89701 Tel (702) 882-9333 Pres & Gen Mgr Warren Perkins
Product: Divider cards

Gusdorf & Sons Inc., 6900 Manchester Ave., St Louis Mo 63143 Tel (314) 647-1207 Pres. & Gen Mgr Paul A. Gusdorf, Sales Mgr. Ralph L. Fridley
Product: Display racks

Hamilton Fixture Co., PO Box 395, 1600 Irma Ave., Hamilton, Ohio 45012 Tel (513) 868-2144. Pres John Schlegel
Product: Browser boxes display racks

Harrison Tape Guide, 143 W 20 St New York N Y 10011 Tel (212) 243-8912 Pres Gerald Weiss, Gen. Mgr., Molly Harrison
Product: Catalog servs

Hi-Flex Corp., 289 Huyler St., South Hackensack, N J 07606 Tel (201) 487-3027 Pres Robert Lovatt
Product: Head cleaners, pre-leadered & splicing tape

Hit Program Serv., 1175 Broad St., Newark, N J 07114 Tel (201) 243-0222, NYC Tel (212) 682-7783. Owner & Pres Dick Steinberg
Product: Divider cards

Industrial Fibre Prods., 3680 S Main St Los Angeles, Calif 90007 Tel (213) 233-5281 Pres William Bal, VP & Gen. Mgr Sabrina Bal
Product: Carrying & storage cases

Innovations Inc., 8008 Floyd, Overland Park, Shawnee Mission, Kan 66204. Tel (913) 381-6556 Pres Fred O. Nelson, Gen Mgr Arthur Katz
Product: Browser boxes, head cleaners & demagnetizers

Intertec Electronics Co., 321 New Haven Ave., Milford, Conn 06460 Tel (203) 874-8038 Pres Mark Olenki, Gen Mgr Chuck Williams, Sales Mgr Tom O'Loughlin
Product: Head cleaners & demagnetizers.

Irish Magnetic Rec'g Tape (div of Morhan Nat'l Sales Co. Inc.), 270-78 Newtown Rd., Plainview, N Y 11803 Tel (516) 293-5582 Pres Sol Zigman, Gen Mgr Hy Zigman, Sales Mgr George Krug.
Product: Head cleaners, pre-leadered & splicing tape.

Jechan Scientific Co.—Spectrotype Co., 345 W. Valley Blvd., Colton, Calif 92324 Tel (714) 825-6744. Pres. & Sales Mgr John Y.S. Chan, Gen Mgr Elsie Chan
Int'l branch: Malaysia, Panda Inds
Product: Display racks, head cleaners

Donald Jones Cassette Prod'n, 42 Second St., San Francisco, Calif 94105 Tel (415) 982-4432/6287 Owner Donald Jones
Product: Display racks

Kirby Case Co., PO Box 5625, 5519 Bragg Blvd., Fayetteville, N.C. 28303
Product: Carrying & storage cases

Kobrin Store Fixture Co., 254 Wallabout St., Brooklyn, N.Y. 11206 Tel (212) 387-1747 Partner & Sales Mgr. Samuel Kobrin.
Product: Browser boxes, display racks

Kustom Creations Inc., 19316 Londelius St., Northridge, Calif 91324 Tel (213) 886-8383. Pres William Lang, Nat'l Sales Mgr John B. Patterson
Product: Burglar alarms & locks, carrying & storage cases

Lafayette Radio Electronics, 111 Jericho Tnpk., Syosset, L.I., N.Y. 11791 Tel (516) 921-7700 Bd. Chm. A Pletman, Pres Leonard Pearlman, Adv Mgr. C Piotrowski
Product: Demagnetizers, tape splicers.

Le-Bo Prods Co Inc., 71-08 51 Ave., Woodside, N Y 11377 Tel (212) 458-7700 Pres Leslie Bokor, Gen Mgr Al Alexander, Sales Mgr. Leslie Dame.

Product: Carrying & storage cases, display racks, divider cards, head cleaners & demagnetizers, pre-leadered & splicing tape, audio connector cables, stereo headphones

Liberty Fixture Inc., 2467 Marinposa Rd., Stockton, Calif 95206 Tel (209) 948-1176 Pres & Sales Mgr Leonard Semler; Gen Mgr., Robert Semler
Product: Browser boxes, display racks

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

Livingston Audio Prods Corp., 1275 Bloomfield Ave., Fairfield, N.J. 07006 Tel (201) 575-8300 Pres Darrell D Scholten, Gen Mgr. Carl Volpe, VP Sales Thomas J Hofbauer
Product: Head cleaners & demagnetizers.

MVC Dist'g Corp. (sub of Sicom Electronics Corp.), 33026 Capitol, Livonia, Mich 48150 Tel (313) 261-8650 Pres. D D Merry, Mktg Mgr S R Wagler
Product: Head cleaners & demagnetizers

MacMurray Press Inc., 22 Jones St., New York, N.Y. 10014 Tel (212) 924-1530 Pres. Gen & Sales Mgr Max Finemith
Product: Catalog servs

Magnetic Communications Inc., Randolph Ind'l Park, Rt. 10, Emery Ave., Dover, N.J. 07801, Tel: (201) 361-0055, Pres.: Warren E Dunn; Mktg Dr. Murray Nass
Product: Head cleaners

Magnetic Packaging (div. of Gabriel Mfg.), 125 S Liberty Dr, Stony Point, N.Y. 10980 Tel (914) 942-0100 Pres & Gen. Mgr. E Gabriel, Sales Mgr. William Stylsinger.
Product: Carrying & storage cases, head cleaners & demagnetizers

Mallory Battery Co., S. Broadway & Sunnyside, Tarrytown, N.Y. 10591 Tel. (914) 591-7000 Pres. M.E. Christiansen, VP Mktg P. Vele, Mktg Mgr Kasey Bakowsky.
Product: Batteries (Duracell).

Marathon Prods Corp., 334 W. Boylston St., West Boylston, Mass. 01583. Tel (617) 853-0988. Pres Richard D Myers, Gen Mgr B D Bagdasarian, Sales Mgr William McFadden
Product: Head cleaners & demagnetizers

J L Marsh—Heilicher (div. of Pickwick Int'l Inc.), 7600 Wayzata Blvd., Minneapolis, Minn 55426 Tel (612) 544-4201 Music Master Gen Mgr. Bob Mitchell, Soma Gen. Mgr Howard Holkestad
Product: Carrying & storage cases (Music Master, Soma), display racks (Music Master, Soma), head cleaners (Music Master)

Mastro Inds Inc., 3040 Webster Ave., Bronx, N.Y. 10467 Tel (212) 547-5600 Pres Maro Maccaferri; Gen. Mgr. Marco Maccaferri
Product: Head cleaners & demagnetizers.

Memorex Corp., Consumer Prods. Div., San Tomas at Central Expwy., Santa Clara, Calif 95052, Tel (408) 987-1000. Pres.: L.L. Spitters; Gen. Mgr. Robert Jaunich, Sales Mgr Barry Berghorn
Product: Carrying & storage cases, display racks, head cleaners & demagnetizers

Metra Electronics Corp., 660 McDonald Ave., Brooklyn, N.Y. 11218, Tel (212) 871-4100. Pres. Michael M. Somma, VP Tape Div.: W.P. Noble.
Product: Burglar alarms & locks, converters, head cleaners & demagnetizers.

Metro Prods. Inc., 11875 Stephens, Warren, Mich. 48089 Tel. (313) 754-2900 Pres. Walter K. Winkle.
Product: Carrying & storage cases.

Midland Int'l Corp., 1909 Vernon St., North Kansas City, Mo 64116 Tel: (816) 842-0511
Product: Head cleaners

Music City Album Co Inc., 814 Cherokee Ave., Nashville, Tenn 37207 Tel (615) 226-3482, 242-2412. Pres.: Charles S Nichols; Gen Mgr. Joe Catignani.
Product: Carrying & storage cases

Nartran Mfg. Corp., 531 Mateo St., Los Angeles, Calif 90013 Tel (213) 627-8061 Pres. Floyd Casson; VP: Rudy Medina, Nat'l Sales Mgr Herman Dobard.
Product: Carrying & storage cases

Helen Neushaefer (div of Supronics Corp.), 104 New Era Dr., South Plainfield, N.J. 07080 Tel (201) 561-6300. Pres Marc Birnbaum, Sales Mgr John McConnell
Product: Carrying & storage cases

Nortronics Co Inc., 8108 10 Ave. N., Minneapolis, Minn 55427 Tel (612) 545-0401 Pres John Yngve, VP Mktg Mervin Kronfeld, Rec'r Care Div. Sales Mgr.: Roger Czerniak
Product: Head cleaners & demagnetizers, pre-leadered & splicing tape

One-Spot Publ'g (div of Trade Serv. Publ'ns Inc.), 701 E. Prospect Ave., Mount Prospect, Ill 60056 Tel (312) 392-1720 Pres A H Gудie, Gen. Mgr. E V Mironko, Circulation Mgr. E. Ness.
Product: Catalog servs.

On Tape Inc., 115 S 21 St., Philadelphia, Pa 19103 Tel: (215) 567-7065. Pres D.R. Kardon, Sales Mgr. Frank Kelley
Product: Catalog servs

PBN Survey, PO Box 268, Zip: 01842, 31 Hobson St., Lawrence, Mass. 01841 Tel (617) 686-4293. Pres & Nat'l Promo Dir.: Jerry P Marcus; Gen. Mgr.: M.L. Marcus, Sales Mgr Jennie Marcus
Product: Catalog servs

Paramount Wire Prods., 1035 Westminster Ave., Alhambra, Calif 91803. Tel (213) 283-0581 Pres & Gen Mgr.: Joseph D. Winston, VP Mktg Charles W Holmes
Product: Carrying & storage cases, display racks, divider cards

Peerless-Vidtronic Corp., 60 West St., Bloomfield N.J. 07003 Tel (201) 429-8600 Pres Herb Ravis, VP Sales, Jerry Geller
Product: Carrying & storage cases

Pianstiehl Chemical Corp., 3300 Washington St., Waukegan, Ill 60085 Tel (312) 623-1360 Pres & Gen. Mgr R Bruce Wight, Sales Mgr. C Al Clinton
Product: Head cleaners & demagnetizers

Phonolog Publ'g (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

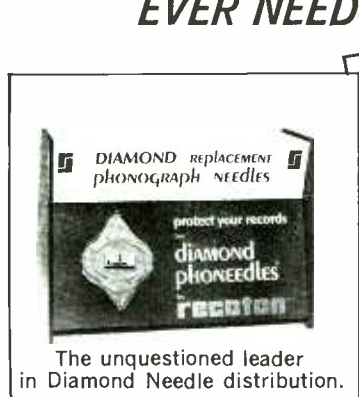
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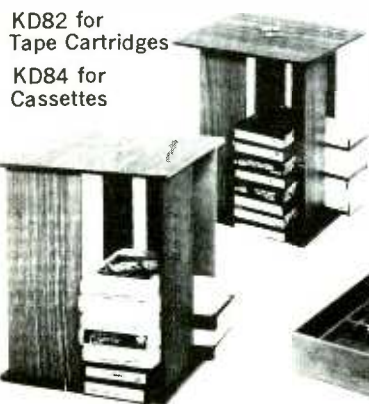
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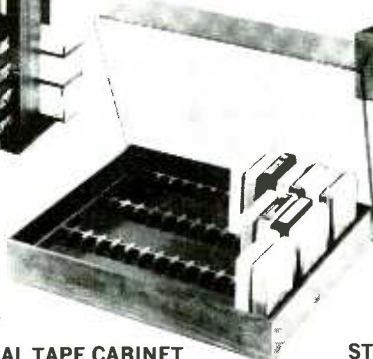
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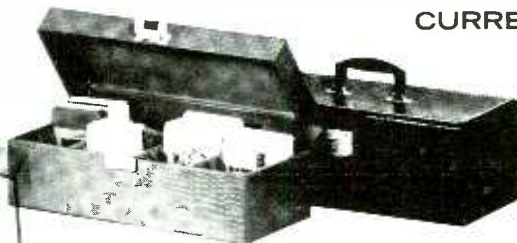
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Pick-A-Tape Display Co., 300 N. May, Oklahoma City, Okla. 73107 Tel. (405) 329-1616 Gen. Mgr. R. Suttle.
Product: Browser boxes, carrying & storage cases, display racks.

Pratt-Spector Corp., 42 Merrick Rd., Rockville Centre, L.I., N.Y. 11571 Tel. (516) 678-2700 Pres. Stanley Gilman, Gen. Mgr. A. Barr, Sales Mgr. A. Frost.
Product: Cartridge 8-tr. & cassette sensing & splicing tapes.

RCA Electronic Components—Dist. Prods., 415 S. Fifth St., Harrison, N.J. 07029 Tel. (201) 485-3900 VP & Gen. Mgr. J.B. Farese, VP Dist. Prods. J.A. Haines, Sales Mgr. M.S. Lewis, Adv. & Sales Promo Mgr. H.S. Stamm.
Product: Carrying & storage cases, pre-leadered & splicing tape.

RCA Parts & Accessories, 2000 Clements Bridge Rd., Deptford, N.J. 08096 Tel. (609) 963-8000 VP & Gen. Mgr. Paul Garver, Dist'n Sales Mgr. Ken Giebel, Adv. & Sales Promo Mgr. Tony Rickett.
Product: Burglar alarms & locks, converters & tuners.

R M S Electronics Inc., 50 Antin Pl., Bronx, N.Y. 10462 Tel. (212) 892-6700 Pres. Arthur A. Fink, VP's: Irv. Seaman, Arthur Wasserman, Adv. Mgr. Eugene Kneloff.
Product: Carrying & storage cases.

R & R Music Co., 111 Chestnut St., Wilmington, N.C. 28401 Tel. (919) 763-6447 Pres. H.R. Pearson, Gen. Mgr.: Lee Pearson.
Product: Display racks.

Radio Shack (A Tandy Corp. Co.), 2617 W. Seventh St., Fort Worth, Tex. 76107 Tel. (817)

335-3711 Pres.: Lewis F. Kornfeld, Gen. Mgr. Bernard Appel, Sales Mgr. Lawrence E. Blostein, Sales Promo. Co-ord. H.L. Siegel.
Product: Head cleaners & demagnetizers pre-leadered & splicing tape.

Recordaid Inc., PO Box 14338, Philadelphia, Pa. 19152 Pres. D.W. Exline.
Product: Catalog servs.

Recoton Corp., 46-23 Crane St., Long Island City, N.Y. 11101 Tel. (212) 392-6442 Pres. Herbert H. Borchardt, Sales Mgr.: Peter Wish.
Product: Carrying & storage cases, display racks, divider cards, head cleaners & demagnetizers, pre-leadered & splicing tape.

Redisco, 1815 Guilford Ave., Baltimore, Md. 21202 Tel. (301) 727-6420 Pres. & Gen. Mgr. O. Buchman, Sales Mgr.: Joe Sadler.
Product: Carrying & storage cases, head clean-

ers & demagnetizers.

Reliance Folding Carton Corp., Reliance Plastics & Packaging Div., 108-18 Queens Blvd., Forest Hills, N.Y. 11375 Tel. (212) 544-9800 Pres. Marshall Weingarden.
Product: Carrying & storage cases.

Rivertone Stylus Co. Inc., see American Phono-Ton Inc.

Robins Inds. Corp., 75 Austin Blvd., Commack, N.Y. 11725 Tel. (516) 543-5200 Pres. Herman D. Post, Gen. Mgr. Warren Muselbach, Sales Dir.: Lawrence Post, Sales Mgr.: Jack Friedland.
Product: Head cleaners & demagnetizers, pre-leadered & splicing tape.

Rockford Central Plastics Dists. Co., see Central Plastics Dists. Co.

Royal Sound Co. Inc., 409 N. Main St., Freeport, L.I., N.Y. 11520 Tel. (516) 868-2880 Pres. & Gen. Mgr.: Mervin A. Dayan, VP Mktg.: John E. Corbin.
Product: Carrying & storage cases, head cleaners & demagnetizers, Add 'N Stack tape library storage system.

Rubbermaid Inc., 1205 E. Bowman, Wooster, Ohio 44691 Tel. (216) 264-6464 Pres.: Don Noble, Sales Mgr. Jim Hamlin, Adv. Mgr.: Michael Steiner.
Product: Carrying & storage cases.

Saxon Adhesive Prods. Inc., 46-02 28 St., Long Island City, N.Y. 11101 Tel. (212) 361-3080 Gen. Mgr. Arnold Rofheart, Sales Mgr.: Steven Dauman.
Product: Sensing & splicing tape, end tabs.

Schwann Rec. & Tape Guide, 137 Newbury St., Boston, Mass. 02116 Tel. (617) 261-3143 Pres. William Schwann, Sales Mgr.: Franz D. Wolff.
Product: Catalog servs.

Schweizer Design of America Inc., 1415 N. Lilac Dr., Minneapolis, Minn. 55422 Tel. (612) 546-4343 Pres.: Stephen Goldfarb, Sales Mgr.: David Herk.
Product: Browser boxes, carrying & storage cases, display racks, head cleaners & demagnetizers.

Security Protective Devices, 4450 N. Clark, Chicago, Ill. 60640 Tel. (312) 275-5024 Pres. Bernard Ephraim.
Product: Burglar alarms & locks.

Seebro Prods. Co., 2416 S. Michigan Ave., Chicago, Ill. 60616 Tel. (312) 842-8221 Pres. I. Siegal, Sales Mgr. R. Siegal.
Product: Carrying & storage cases, wire peg-board baskets, pole racks, wire racks.

Selective Prods. Corp., Lincoln Bldg., 49 E. 41 St., New York, N.Y. 10017 Tel. (212) 687-4185, Sales Mgr. John Edwards.
Product: Carrying & storage cases.

Sentry Inds. Inc., 221 N. MacQuesten Pkwy., Mount Vernon, N.Y. 10551 Tel. (914) 664-2909 Pres. Harold Rosen, Gen. Mgr. Barry Rosen, Sales Mgr. Barry Lane.
Product: Browser boxes, carrying & storage cases, head cleaners & demagnetizers.

Service Mfg. Inc., 155 Saw Mill River Rd., Yonkers, N.Y. 10701 Tel. (914) 476-1700 Pres. Meyer Berkman, VP & Gen. Mgr. Joe Berkman, Sales Mgr.: Richard Rosenberg.
Product: Carrying & storage cases.

Showcase Builders Inc., PO Box 109, Troy, N.Y. 12182 Tel. (518) 235-7479 Pres. Gerald O. Casabonne, Gen. Mgr. T. Valentine.
Product: Display racks.

Simpac Int'l Inc., 2881 S. Robertson Blvd., Los Angeles, Calif. 90048 Tel. (213) 870-7911 Pres. Robert S. Wallace, Gen. & Sales Mgr.: Helen Robbins.
Product: Carrying & storage cases.

G. Sizemore Co., 230 Maray Dr., Atlanta, Ga. 30341 Tel. (404) 458-6561 Pres. Gary C. Sizemore, Gen. Mgr.: Bob McLaughlin, Sales Mgr.: Jim Twigg.
Product: Head cleaners & demagnetizers.

Sparkomatic Corp., Milford, Pa. 18337 Tel. (717) 296-6444 Pres. Edward Anchel, Sales Mgr.: J. D. Pedranti.
Branch: Gardena, Calif., Sparkomatic Corp. of California, 1555 W. Rosecrans, Zip 92049 Tel. (213) 532-8400 Gen. Mgr. Hal Marsh.
Product: Carrying & storage cases.

Star Title Strip Co. Inc., B42 Western Ave., Pittsburgh, Pa. 15233 Tel. (412) 231-4314 Pres. Martin W. Schramm, Gen. Mgr. Norman Morgan, Ass't Mgr. William Miller.
Branch: Chicago, Ill., 1825 W. Chicago Ave., Zip 60622 Tel. (312) 829-0550 Gen. Mgr. Donald Chak.
Product: Divider cards.

Stereo Mobile Inc., 214 W. Highland Ave., San Bernardino, Calif. 92405 Tel. (714) 882-7116 Pres. Hal Ludwig, VP. Naomi Ludwig, Gen. & Sales Mgr. Mike Pope.
Product: Head cleaners.

Sterling Title Strip Co., 1175 Broad St., Newark, N.J. 07114 Tel. (201) 243-0222, NYC Tel. (212) 682-7783 Pres.: D.M. Steinberg.
Product: Divider cards.

Styl-Ton Development Corp., see American Phono-Ton Inc.

T D K Electronics Corp., 23-73 48 St., Long Island City, N.Y. 11103 Tel. (212) 721-6881 Pres. Yoshihiko Nakamura, Gen. Mgr. Shohei Tokuda, Sales Mgr. Kazuo Kohda.
Branch: Irvine, Calif., TDK California Inc., 17072 Damler St. Zip 92664 Pres. Kazuaki Yoshida.
Product: Head cleaners & demagnetizers.

T E A C Corp. of America, 7733 Telegraph Rd., Montebello, Calif. 90640 Tel. (213) 726-0303 Pres. T. Tani, Exec. VP. George De-Rado, Mktg. Dir. Mikio Matsubayashi, Adv. Mgr. Van Austin.
Product: Head cleaners & demagnetizers, bulk erasers, cleaner set, dust covers, empty metal reels, headphones, mounting frames, systems selector, tape splicer, reel adaptor holder.

Tanagraphics Inc., 153 W. 27 St., New York, N.Y. 10001 Tel. (212) 255-6876 Pres. Fred Goldstein, Sales Mgr.: Dan Green.
Product: Browser boxes.

Tapemaker Sales Co. Inc., 2255 Broadway, New York, N.Y. 10024 Tel. (212) 874-0800 Pres.: Art Brandwein.
Product: Head cleaners & demagnetizers, pre-leadered & splicing tape.

Tape Servs. Inc., 7015 Westfield Ave., Pennsauken, N.J. 08110 Tel. (609) 665-3323 Pres. William F. Mulcahy, Nat'l Sales Mgr. David R. Sykes.
Product: Head cleaners & demagnetizers.

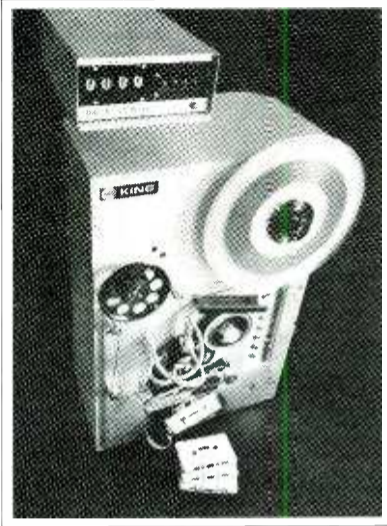
Telephone Dynamics Corp., 1333 Newbridge Rd., North Bellmore, L.I., N.Y. 11710 Tel. (516) 221-9870 Pres. Leonard Young.
Product: Head cleaners & demagnetizers.

TelePro Inds. Inc., Cherry Hill Ind'l Court, Cherry Hill, N.J. 08002 Tel. (609) 424-1234 Pres. Dennis Boardman, Sales Mgr. Roger W. Cappell.
Product: Head cleaners & demagnetizers.

Teletone Co. Inc., 444 S. Ninth Ave., Mount Vernon, N.Y. 10550 Tel. (914) 699-2100 Pres. I. Rothman, VP. M. Poletti, Sales Mgr. M. Perlmutter.
Product: Carrying & storage cases.

3 M Co., 3M Center, St. Paul, Minn. 55101 Tel.:

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(Continued on page TR-27)

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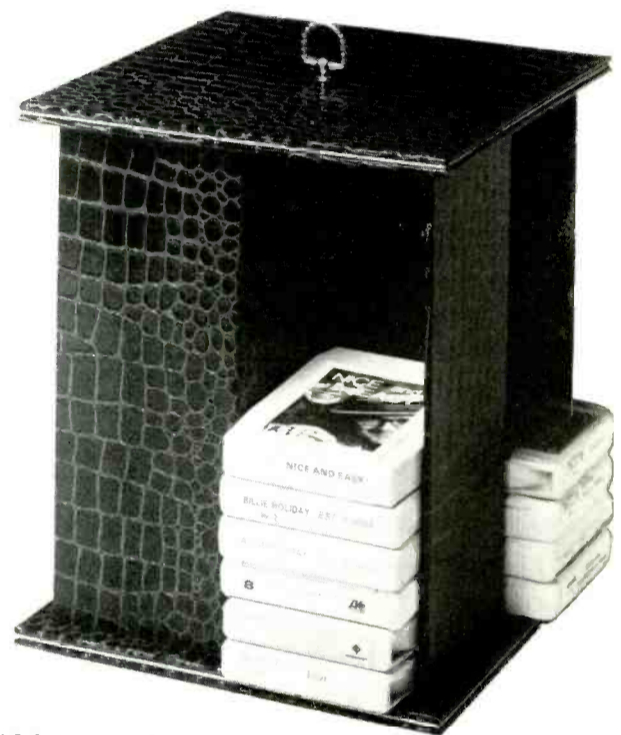


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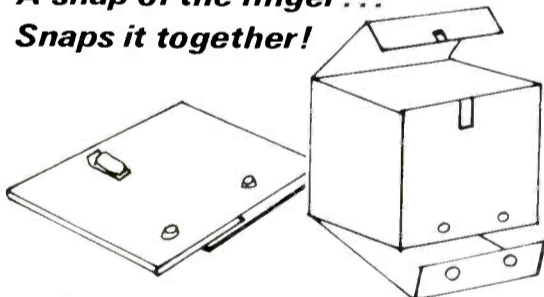
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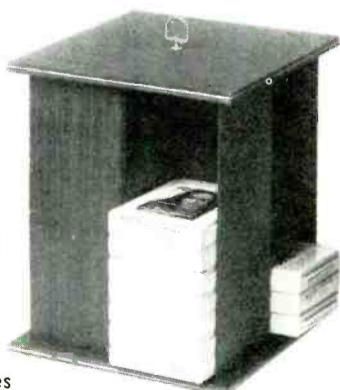
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Continued from page TR-25

(612) 733-1110 Gen Mgr D E Denham. Mktg Ops Mgr Paul I Anderson. Nat'l Sales Mgr D T Windahl. Product: Splicing, sensing, leader & timing tapes (Scotch)

Topp Electronics Inc. 4201 NW 77 Ave Miami, Fla 33166 Tel (305) 887 6201 Pres Louis Topp. Sales Mgr Charles Kates. Adv Dir Selwyn Kent. Product: Head cleaners (Juliette)

Toyo Radio Corp of America 1611 Anderson Ave. Compton Calif 90220 Tel (213) 636-0654 Product: Cassette adaptors

Transcriber Co Inc Lower County St Attleboro, Mass 02703 Tel (617) 222-3525 Pres Robert B Puleston Sales Mgr Bruce Butterworth. Product: Head cleaners & demagnetizers

Unitape Corp 1905 McDonald Ave Brooklyn, NY 11223 Tel (212) 645-3025 Pres Morris Cabasso Sales Mgr Jack Capasso. Product: Catalog servs head cleaners & demagnetizers

Universal Security Instruments Inc 2829 Potem St Baltimore, Md 21225 Tel (301) 355-9000 Pres Mike Kovens Gen Mgr R

Baer, Sales Mgr Ellis Wartzman. Product: Burglar alarms & locks display racks

Universal Tape Corp 821 E Artesia Blvd Carson, Calif 90746 Tel (213) 327-3203 Gen Mgr Edward O Praeger. Product: Head cleaners & demagnetizers, pre-leadered & splicing tape

Vis-A-Pak Mfg Corp 185 Bethpage Sweet Hollow Rd Old Bethpage LI NY 11804 Tel (516) 293 4242 Pres Don Hirschhorn, Gen Mgr Leonard Yeilin. Product: Browser boxes carrying & storage cases

Walco-Linck Corp 1234 State Hwy 46 Clifton NJ 07015 Tel (201) 471-1070 Pres Gen & Sales Mgr H A Bodkin. Product: Carrying & storage cases

Welltron Co Inc 305 S Dillard St Durham N C 27702 Tel (919) 682-0333 8093. Product: Demagnetizers splicers test tapes AC-DC adaptors

Wiremaid Prods Corp 60 West Ave Patchogue, LI NY 11772 Tel (516) 475-0193 Pres Arnold Boden Sales Mgr Tony Vincent. Product: Display racks

The following guide lists the names of manufacturers of Dealer Accessories & Supplies by product category. For detailed information, refer to the preceding Directory of Manufacturers section.

BROWSER BOXES

- Action Tapes Inc, Guy Barry Ents Inc, Burlington Audio Tapes Inc, Cabinets Inc, Cesco Mfg Corp, Container-Kraft Inc, DeVile Ents Co Inc, Freedman Aircraft Eng Corp, Hamilton Fixture Co, Innovations Inc, Kobrin Store Fixture Co, Liberty Fixture Inc, Pick-A-Tape Display Co, Schweizer Design of America Inc, Sentry Inds Inc, Tanagraphics Inc, Vis-A-Pak Mfg Corp

BURGLAR ALARMS & LOCKS

- Auto Tapes Unlimited, Engineering Research, Faraday Inc, GC Electronics, Global Mktg, Kustom Kreations Inc, Metra Electronics Corp, Security Protective Devices, Universal Security Instruments Inc

CARRYING & STORAGE CASES

- Action Tapes Inc, Allied Case Corp, Amberg, American Phono-Ton Inc, Arista Ents Inc, Athena Inds Inc, Guy Barry Ents Inc, Burlington Audio Tapes Inc, CBA, CBS Recs, Cabinets Inc, Carolina Dists, Casemakers Inc, Chicago Album & Specialty Corp, Creative Store Equip Inc, Crest Mfg Co, Custom Case Mfg Co Inc, Display Media Inc, Double Sixteen Co, Duotone Co Inc, Esmond Inds Inc, Ess & Ess Music Prods Inc, Fidelity Prods Co Inc, Industrial Fibre Prods, Kustom Kreations Inc, Le-Bo Prods Co Inc, Magnetic Packaging, J L Marsh-Heilicher (Music Master Soma), Memorex Corp, Metro Prods Inc, Music City Album Co Inc, Nartran Mfg Corp, Helen Neushaefer, Paramount Wire Prods, Peerless-Vidtron Corp, Pick-A-Tape Display Co, RCA Electronic Components-Dist Prods, RMS Electronics Inc, Recoton Corp, Redisco, Reliance Folding Carton Corp, Rivertone Stylus Co Inc, Royal Sound Co Inc, Rubbermaid Inc, Schweizer Design of America Inc, Seebro Prods Co, Selective Prods Corp, Sentry Inds Inc, Service Mfg Inc, Simpac Int'l Inc, Sparkomatic Corp, Styl-Ton Development Corp, Teletone Co Inc, Vix-A-Pak Mfg Corp, Walco-Linck Corp

CATALOG SERVICES

- Ad-Vertising Unlimited, Bert-Co Ents, Burlington Audio Tapes Inc, Chicago Album & Specialty Corp, Connelly/ Stacy Adv Inc, Disc Printing Corp, Duotone Co Inc, Esmond Inds Inc, Find Serv Int'l, Harrison Tape Guide, List O Tapes, MacMurray Press Inc, One-Spot Publ g, On Tape Inc, PBN Survey, Phonology Publ g, Recordaid Inc, Schwann Rec & Tape Guide, Unitape Corp

CONVERTORS & TUNERS

- Auto Tapes Unlimited, Engineering Research, GC Electronics, Global Mktg, Metra Electronics Corp

DISPLAY RACKS

- Action Tapes Inc, Ad-Vertising Unlimited, George Alexander Group Inc, American Phono Ton Inc, Arsey Display Mfg Corp, Art Phyl Creations, Guy Barry Ents Inc, CBA, Cabinets Inc, Central Plastics Dists Co, Cesco Mfg Corp

- Communications Electronics Inc, Creative Store Equip Inc, DeVile Ents Co Inc, Display Equip Mfg Co, Display Media Inc, Freedman Aircraft Eng Corp, GC Electronics, Gusdorf & Sons Inc, Hamilton Fixture Co, Jechan Scientific Co Spectrotape Co, Donald Jones Cassette Prod n, Kobrin Store Fixture Co, Le-Bo Prods Co Inc, Liberty Fixture Inc, J L Marsh-Heilicher (Music Master Soma), Memorex Corp, Paramount Wire Prods, Pick-A-Tape Display Co, R&R Music Co, Recoton Corp, Rivertone Stylus Co Inc, Rockford Central Plastics Dists Co, Schweizer Design of America Inc, Seebro Prods Co, Showcase Builders Inc, Styl-Ton Development Corp, Universal Security Instruments Inc, Wiremaid Prods Corp

DIVIDER CARDS

- George Alexander Group Inc, American Browser Cards, Bert Co Ents, Central Plastics Dists Co, Gopher Prods Corp, Hit Program Serv, Le-Bo Prods Co Inc, Paramount Wire Prods, Recoton Corp, Rockford Central Plastics Dists Co, Star Title Strip Co Inc, Sterling Title Strip Co

HEAD CLEANERS & DEMAGNETIZERS

- Action Tapes Inc, American Phono-Ton Inc, American Sound Corp, Amertape Corp, Ampex Corp, Arista Ents Inc, Audio Accessories Co, Audio Devices Inc, Audio Dynamic Ents, BASF Systems Inc, Becht Electronics Corp, Burlington Audio Tapes Inc, Cartridge Control Corp, Cassette Servs Inc-head cleaners, Certron Corp, Channel Inds Inc, Cherokee Album Corp, Columbia Magnetics, Cue Rec gs Inc-head cleaners, Diacoustic Lab, Dictation Prods Inc, Dubbings Electronics Inc, Duotone Co Inc, Fidelitytone Inc, GC Electronics, Hi-Flex Corp-head cleaners, Innovations Inc, Intertect Electronics Co, Irish Magnetic Rec g Tape-head cleaners, Jechan Scientific Co Spectrotape Co-head cleaners, Lafayette Radio Electronics-demagnetizers, Le-Bo Prods Co Inc, Livingston Audio Prods Corp, MVC Dist g Corp, Magnetic Communications inc-head cleaners, Magnetic Packaging, Marathon Prods Corp, J L Marsh-Heilicher-head cleaners (Music Master), Mastro Inds Inc, Memorex Corp, Metra Electronics Corp, Nortronics Co Inc, Pfanztehl Chemical Corp, Radio Shack, Recoton Corp, Redisco, Rivertone Stylus Co Inc, Robins Inds Corp, Royal Sound Co Inc, Schweizer Design of America Inc, Sentry Inds Inc, G Sizemore Co, Stereo Mobile Inc-head cleaners, Styl-Ton Development Corp, TDK Electronics Corp, TEAC Corp of America, Tapemaker Sales Co Inc, Tape Servs Inc, Telephone Dynamics Corp, TelePro Inds Inc, Topp Electronics Inc-head cleaners (Juliette), Transcriber Co Inc, Unitape Corp, Universal Tape Corp

PRE-LEADERED & SPLICING TAPE

- Ampex Corp, Arista Ents Inc, Audio Dynamic Ents, BASF Systems Inc, W H Brady Co-splicing tape, Burlington Audio Tapes Inc, Cassette Masters Corp-splicing tape, Duotone Co Inc, GC Electronics, Hi-Flex Corp, Irish Magnetic Rec g Tape, Le-Bo Prods Co Inc, Nortronics Co Inc, Pratt Sales Corp-splicing tape, RCA Electronic Components Dist Prods, Radio Shack, Recoton Corp, Robins Inds Corp, Saxon Adhesive Prods Inc-splicing tape, Tapemaker Sales Co Inc, 3M Co (Scotch), Universal Tape Corp

Electronic Sales Electrifying

Continued from page TR-3

Among notable trends in blank tape have been the general peaceful co-existence between advocates of various coatings. While some firms such as Memorex are still pushing chromium dioxide and say that more and more players are equipped now with the bias switches to accommodate chrome, (about 45 models at last count), much progress has been made in higher quality ferric oxides and 3M is still excited about cobalt energized tape. The chief point of the non-chrome marketers is that machines need no bias adjustment and then even when they are equipped with bias switches, people forget to use them. Meanwhile, firms with exotic ferric coatings are reporting just as much usable frequency range. TDK, for example, boasts a usable range of 20 to 23,000 Hz for a new extra dynamic blank using gamma ferric.

Probably the most dramatic trend in blank tape, however, is the way it is being merchandised, especially via mass merchandisers and rackjobbers. Examples of heavy promotion range from Audio Magnetics' Tracs line offering a \$1,000 prize for consumer ideas on tape uses, to Memorex's campaign built around singer Ella Fitzgerald to Ampex's "Great Eight" promotion on blank 8-tracks utilizing a giant ice chest in the shape of a cartridge.

Of course, audio tape is just part of the picture as manufacturers gear for TVC. Already, firms such as Audio Magnetics, 3M, Ampex and Memorex are studying consumer possibilities. Audio Magnetics marketing director Carl Frederick says his firm will bow a Tracs videotape this fall as the start of a whole family of such products. Frederick, however, does not see a mass market for blank videotape developing until around 1975, at which time Audio Magnetics will be offering a 60-minute tape for around \$9.95 if current marketing projections hold.

Blank tape can certainly be seen as an increasingly important item not only for profits but for building store traffic. In a survey of independent retailers, some report blank tape amounts to as much as 10 to 14 percent of gross store volume, though the largest percentage said it was between 1 and 4 percent. Rackjobbers put the percent of total gross dollar volume for blank tape at 4.6.

The playback product that has created the most excitement probably, and also the most confusion, is TVC, in its many forms from video cassettes, TV cartridges, to at least several announced disk systems, not to mention RCA's long-announced holograph system.

Clearly out in front in terms of retail exposure is the Cartrivision system being marketed by Sears, Wards, Admiral and Teledyne Packard-Bell. Stanton of CTI has said 350,000 to 450,000 sets will be in U.S. homes by the end of the year.

This represents a software market too, in terms of rented feature films on TVC, prerecorded programming

and blank tape. Don Johnson, marketing vice president of CTV, says the average consumer obtains six cartridges at the time of purchase and comes back to the store on the average of twice a week.

CTI has already announced a stand-alone unit for this year to retail in the \$700 range that will offer, as does its console models, 114-minutes of uninterrupted playing time on a 1/2-inch cartridge, with such features as auto timer and two channels of sound.

RCA has announced its 3/4-inch MagTape for sale around the end of the year in the \$795 range with full record capability.

Others in the 3/4-inch camp include Sony, which has made tremendous strides in industrial and business areas and has only hinted in the consumer direction. Sony expects to sell 100,000 units in 1973, 70,000 in the U.S. and Canada. JVC is another brand with 3/4-inch format offering three models, including the CP 500U player-only. Wollensak and Concord also have 3/4-inch though Concord also has 1/2-inch.

In the 1/2-inch camp in addition to Cartrivision, are Panasonic with three units, including the NV-5110 player-only; Philips and Shibaden Corp.

The TV disk camp is also gaining force with six firms joining Teldec, which long ago showed a unit. Among the disk firms, MCA has probably created the most excitement, promising a unit with single play at around \$400 and one that stacks 10 LP's at \$100 more.

MCA has a library of over 11,000 features. Its stacked player can play over six hours of continuous programs. RCA is working on a disk system it hopes to bring in at from \$200-\$400, similar to the range Teldec is shooting for. Philips has a disk that offers 45-minutes per side. Arvin has developed Dicassette, aimed at the industrial user market with a \$4,000 tag, it has reusable disks that sells for \$25 and hold 300 stills or 75 TV frames. Zenith and Sydnor-Barent-Scanner Corp. have both announced TV disk systems and Hitachi has a still picture recorder using a 4-inch size disk holding 15 pictures that sells for around \$800.

While the immediate prospects for continued growth in playback entertainment hardware and software are enough to almost stagger the imagination, future projections hold even more promise of expansion and along with it change.

Manufacturing, experts contend, will shift dramatically. World production in 1970 was about 45 percent in Asia, 25 percent in Europe and 30 percent in the America's. Manufacturing will eventually move to Indonesia, and possibly as much as 80 percent of manufacturing in the Asia sector, though monetary and tariff considerations could change this prediction.

Europe, Africa and South America will also be involved as the industry gears for more and more demand for tape hardware and software items.



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CANADA

TAPE PLAYBACK EQUIPMENT MANUFACTURERS/ IMPORTERS

A G S Electronics, Ltd., 2939 Eglinton Ave., Scarborough, Ont. Tel: (416) 264-2553. Pres.: M. Aboody, Nat'l Adv. Mgr.: Frank Ives.

Cartridge: (2 auto models) 8-tr., (10 home models) 9 8-tr., 1 quadrasonic 8-tr.—discrete. Price range \$31-\$93.40.

Brand name: AGS.
Cassette: (1 auto model), (4 home models) 2 w/ noise reduction system—Dolby; (6 portable models). Price range: \$21-\$130.
Brand name: AGS. Audio Reflex.
Open reel: (2 home models) 4-tr. Price range: \$281-\$374.

Quadrasonic adaptors

A R. see Automatic Radio of Canada Ltd.
Artisan (50). see Automatic Radio of Canada Ltd.
Audio Reflex, see AGS Electronics Ltd.

Automatic Radio of Canada Ltd., 460 Coronation Dr., West Hill, Ont. Tel: (416) 284-6171. Pres.: A.B. McLead, VP Sales: A.F. Icerion, Nat'l Sales Mgr.: S.T. Cumming.

Cartridge: (20 auto models) 19 8-tr., 1 quadrasonic 8-tr.—discrete; (4 home, 8 portable models) 8-tr. Price range: \$59.95—\$299.95.

Brand name: AR. Artisan 50. Titan
Cassette: (1 auto, 1 home, 2 portable models). Price range \$59.95—\$219.95.
Brand name: AR. Titan

Broadmoor, see Superior Electronics Inc.

Muntz Canada Ltd., 61 Sanford Ave. N., Hamilton, Ont. Tel: (416) 525-0268. Pres.: David Hoffman. Mktg. Mgr.: R.N. Simpson; Nat'l Adv. Mgr.: Murray Hoffman

Cartridge: (14 auto models) 13 8-tr., 1 quadrasonic 8-tr.—discrete; (13 home models) 12 8-tr., 1 quadrasonic 8-tr.—discrete; (2 portable models) 8-tr. Price range: \$29.95—\$499.95.

Cassette: (2 auto, 3 home, 2 portable models).
Brand name: Muntz.

Muntz Stereo-Pak (Canada) Ltd., see Muntz Canada Ltd.

Superior Electronics Inc., 1330 Trans Canada Hwy S., Dorval 740, P.Q. Tel: (514) 683-6331. VP Mktg. William Cohen. Mktg Mgr.: Jack Brozman; Adv. Mgr. Miss R. Lavigne

Cartridge: (8 auto models) 7 8-tr., 1 quadrasonic 8-tr.—discrete; (4 home models) 8-tr. Price range \$59.95-\$399.95

Cassette: (1 auto model), (3 home models) 1 w/ noise reduction system—Dolby; (2 portable models). Price range \$79.95-\$299.95

Brand name: Superior, Broadmoor.
Titan, see Automatic Radio of Canada Ltd

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RAW TAPE MANUFACTURERS

Audio Magnetics Corp. of Canada Ltd., 800 Islington Ave., Toronto 18, Ont. Tel: (416) 252-3531. Pres.: H.A. Guinness; Nat'l Sales Mgr.: John M. Morgan.

Pan Canada Magnetics Ltd., 1072 Rangeview Rd., Port Credit, Ont. L5E 1H3. Tel: (416) 278-9851. Pres. & Gen. Mgr.: H.E. Woolley; Sales Mgr.: E.N. Woolley.

RCA Ltd., 101 Duncan Mill Rd., Don Mills 24, Ont. Tel: (416) 449-9500. VP & Gen. Mgr.: Robert F. Cook; Optrs. Mgr.: George Thompson; Nat'l Sales Mgr.: P.J. McQuade

Branches: Calgary, Alta., Blackfoot Trail SE. Tel: (403) 243-3766. Sales Rep.: K. Clark—Vancouver, B.C., 2876 Rupert St. Tel: (604) 433-1207. Western District Sales Mgr.: G. Murphy—St. James, Man., 2070 Notre Dame Ave. Zone 21. Tel: (204) 772-0481. Sales Rep. D. Bonneville—Halifax, N.S., 3611 Commission St. Tel: (902) 455-8015. Sales Rep. Hanson Josey—Montreal, P.Q., 910 Lagacheiere E. Tel: (514) 849-5651. Mgr.: J. Desjardins

EMPTY CARTRIDGE CASSETTE & REEL MANUFACTURERS

Audio Magnetics Corp. of Canada Ltd., 800 Islington Ave., Toronto 18, Ont. Tel: (416) 252-3531. Pres.: H.A. Guinness; Nat'l Sales Mgr.: John M. Morgan.

Configuration: Cartridge 8-tr. & cassette.
Cinram Ltd., 8145 Devonshire Rd., Montreal 307, P.Q. Tel: (514) 739-2281. Pres.: Sam Sokoloff; Gen. & Sales Mgr.: Isidore Philosophie

Configuration: Cartridge 8-tr. & cassette.
Pan Canada Magnetics Ltd., 1072 Rangeview Rd., Port Credit, Ont. L5E 1H3. Tel: (416) 278-9851. Pres. & Gen. Mgr.: H.E. Woolley; Sales Mgr.: E.N. Woolley

Polydor Recs Canada Ltd., 4115 Sherbrooke St. W., Montreal 215, P.Q. Tel: (514) 933-4201. Cable POLYDISC. Telex. 01-25 546 Pres. Evert Garretsen. VP. Claus R. Petermann; Treasurer. Charles Van Rompu. Branch: 1303 Greene Ave., Westmount. Sales Mgr.: Gaston Careau

Branches: Vancouver, B.C., 333 W. Broadway Tel: (604) 873-2466. Sales Mgr. Ted Hopkins—Toronto, Ont., 2264 Lake Shore Blvd W. Tel: (416) 252-5426. Sales Mgr. Ken Graydon—Quebec, P.Q., 800 Place D'Youville, Suite 1910 Zone 4, Tel: (418) 694-0663. Sales Mgr.: Pierre Fyfe.

Configuration: Cassette.
RCA Ltd., 101 Duncan Mill Rd., Don Mills 24, Ont. Tel: (416) 499-9500. VP & Gen. Mgr. Robert F. Cook; Optrs. Mgr.: George Thompson; Nat'l Sales Mgr.: P.J. McQuade

Branches: Calgary, Alta., Blackfoot Trail SE. Tel: (403) 243-3766. Sales Rep. K. Clark—Vancouver, B.C., 2876 Rupert St. Tel: (604) 433-1207. Western District Sales Mgr.: G. Murphy—St. James, Man., 2070 Notre Dame Ave. Zone 21. Tel: (204) 772-0481. Sales Rep. D. Bonneville—Halifax, N.S., 3611 Commission St. Tel: (902) 455-8015. Sales Rep. Hanson Josey—Montreal, P.Q., 910 Lagacheiere E. Tel: (514) 849-5651. Mgr. J. Desjardins

Configuration: Cartridge 8-tr., cassette & open reel.
Studio 3 Prod'ns Ltd., 2190 W. 12 Ave., Vancouver, B.C. Tel: (604) 736-7626. Pres. & Gen. Mgr. R. Harding; Sales Mgr. Bob Gray.

Stereodyne (Canada) Ltd., 3121 Universal Dr., Mississauga, Ont. Tel: (416) 625-8311. Pres. & Gen. Mgr. H.R. Newman; Sales Mgr.: R.B. Kerr

Branches: Calgary, Alta., 1303 45 Ave. NE. No. 4 Zone: T2E 2P3. Tel: (403) 276-1334. Telex. 038-22884. Mgr.: Norm Wood—Vancouver, B.C., 1835 W. Fourth Ave. Zone 9. Tel: (604) 732-8651. Telex: 04-508666. Mgr. Grant Paultley—Winnipeg, Man., 1676 St. James St. Zone: R3H 0L3. Tel: (204) 775-0443. Telex. 07-587819. Mgr.: Gerry Mullin—Moncton, N.B., 96 Ealey Crescent, Gungnissville. Tel: (506) 386-3906. Mgr. Mike Whalon—Ville de Laval, P.Q., 27A Bellevue, St. Vincent de Paul. Tel: (514) 661-3265. Mgr. Robert Thurber

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Configuration: Cartridge 8-tr., cassette & open reel.
Studio 3 Prod'ns Ltd., 2190 W. 12 Ave., Vancouver, B.C. Tel: (604) 736-7626. Pres. & Gen. Mgr. R. Harding; Sales Mgr. Bob Gray.

Configuration: Cartridge 8-tr., cassette & open reel.
Studio 3 Prod'ns Ltd., 2190 W. 12 Ave., Vancouver, B.C. Tel: (604) 736-7626. Pres. & Gen. Mgr. R. Harding; Sales Mgr. Bob Gray.

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Studio 3 Prod'ns Ltd., 2190 W. 12 Ave., Vancouver, B.C. Tel: (604) 736-7626. Pres. & Gen. Mgr. R. Harding; Sales Mgr. Bob Gray.

BLANK LOADED TAPE MANUFACTURERS

Audio Magnetics Corp. of Canada Ltd., 800 Islington Ave., Toronto 18, Ont. Tel: (416) 252-3531. Pres.: H.A. Guinness; Nat'l Sales Mgr.: John M. Morgan.

Configuration: Cartridge 8-tr. & cassette.
Cinram Ltd., 8145 Devonshire Rd., Montreal 307, P.Q. Tel: (514) 739-2281. Pres.: Sam Sokoloff; Gen. & Sales Mgr.: Isidore Philosophie

Configuration: Cartridge 8-tr. & cassette.
Pan Canada Magnetics Ltd., 1072 Rangeview Rd., Port Credit, Ont. L5E 1H3. Tel: (416) 278-9851. Pres. & Gen. Mgr.: H.E. Woolley; Sales Mgr.: E.N. Woolley

RCA Ltd., 101 Duncan Mill Rd., Don Mills 24, Ont. Tel: (416) 449-9500. VP & Gen. Mgr. Robert F. Cook; Optrs. Mgr.: George Thompson; Nat'l Sales Mgr.: P.J. McQuade

Branches: Calgary, Alta., Blackfoot Trail SE. Tel: (403) 243-3766. Sales Rep. K. Clark—Vancouver, B.C., 2876 Rupert St. Tel: (604) 433-1207. Western District Sales Mgr.: G. Murphy—St. James, Man., 2070 Notre Dame Ave. Zone 21. Tel: (204) 772-0481. Sales Rep. D. Bonneville—Halifax, N.S., 3611 Commission St. Tel: (902) 455-8015. Sales Rep. Hanson Josey—Montreal, P.Q., 910 Lagacheiere E. Tel: (514) 849-5651. Mgr.: J. Desjardins

Configuration: Cartridge 8-tr., cassette & open reel.
Stereo Tape Prods Ltd., 116 Tycoos Dr., Toronto 19, Ont. Tel: (416) 787-4925. Pres.: N. Bornstein; Gen. Mgr. S. Bornstein; Sales Mgr. F. McManaman

Configuration: Cartridge 8-tr. & cassette
Brand name: STP

Studio 3 Prod'ns Ltd., 2190 W. 12 Ave., Vancouver, B.C. Tel: (604) 736-7626. Pres. & Gen. Mgr.: R. Harding; Sales Mgr. Bob Gray.

Studio 3 Prod'ns Ltd., 2190 W. 12 Ave., Vancouver, B.C. Tel: (604) 736-7626. Pres. & Gen. Mgr.: R. Harding; Sales Mgr. Bob Gray.

CARTRIDGE & CASSETTE PARTS MANUFACTURERS

Audio Magnetics Corp. of Canada Ltd., 800 Islington Ave., Toronto 18, Ont. Tel: (416) 252-3531. Pres.: H.A. Guinness; Nat'l Sales Mgr.: John M. Morgan.

Chief product: All cassette parts.
Cinram Ltd., 8145 Devonshire Rd., Montreal 307, P.Q. Tel: (514) 739-2281. Pres.: Sam Sokoloff; Gen. & Sales Mgr.: Isidore Philosophie

RCA Ltd., 101 Duncan Mill Rd., Don Mills 24, Ont. Tel: (416) 499-9500. VP & Gen. Mgr.: Robert F. Cook; Optrs. Mgr.: George Thompson; Nat'l Sales Mgr.: P.J. McQuade

Branches: Calgary, Alta., Blackfoot Trail SE. Tel: (403) 243-3766. Sales Rep.: K. Clark—Vancouver, B.C., 2876 Rupert St. Tel: (604) 433-1207. Western District Sales Mgr.: G. Murphy—St. James, Man., 2070 Notre Dame Ave. Zone 21. Tel: (204) 772-0481. Sales Rep. D. Bonneville—Halifax, N.S., 3611 Commission St. Tel: (902) 455-8015. Sales Rep. Hanson Josey—Montreal, P.Q., 910 Lagacheiere E. Tel: (514) 849-5651. Mgr. J. Desjardins
Chief product: All parts.

TAPE SERVICES

CUSTOM DUPLICATORS

Cinram Ltd., 8145 Devonshire Rd., Montreal 307, P.Q. Tel: (514) 739-2281. Pres.: Sam Sokoloff; Gen. & Sales Mgr.: Isidore Philosophie

Configuration: Cartridge 8-tr. & cassette.
Eastern Sound Co. Ltd., 48 Yorkville Ave., Toronto 5, Ont. Tel: (416) 920-2211. Pres. & Gen. Mgr.: Murray A. Shields; Sales Mgr.: Salim Sachedina

PSI-Chord Rec'g & Mastering Ltd., 1747 W. Third Ave., Vancouver 9, B.C. Tel: (604) 732-3761. Pres.: John Plourde; Gen. Mgr.: Robin Spurgin; Sales Mgr.: Don Steele

Quality Recs. Ltd., 380 Birchmount Rd., Scarborough, Ont. Tel: (416) 698-5511. VP & Gen. Mgr.: W.R. Bays; VP & Ass't Gen. Mgr.: George R. Struth; Sales & Promo. Dir.: Lee W. Farley

Branches: Winnipeg, Man., Galt Bldg., 4th fl. Tel: (204) 943-6563. Mgr.: Chuck Porter—Toronto, Ont., 130 Mack Ave. Tel: (416) 698-5643. Mgr.: Jack Vermeer—Montreal, P.Q., 2215 Beaconsfield Ave. Rm. 4. Tel: (514) 481-1167. Mgr.: Clement Dufresne

Configuration: Cartridge 8-tr. & cassette.
Stereodyne (Canada) Ltd., 3121 Universal Dr., Mississauga, Ont. Tel: (416) 625-8311. Pres. & Gen. Mgr.: H.R. Newman; Sales Mgr.: R.B. Kerr

Branches: Calgary, Alta., 1303 45 Ave. NE. Rm. 4. Zone: T2E 2P3. Tel: (403) 276-1334. Telex. 038-22884. Mgr.: Norm Wood—Vancouver, B.C., 1835 W. Fourth Ave. Zone 9. Tel: (604) 732-8651. Telex: 04-508666. Mgr. Grant Paultley—Winnipeg, Man., 1676 St. James St. Zone: R3H 0L3. Tel: (204) 775-0443. Telex. 07-587819. Mgr.: Gerry Mullin—Moncton, N.B., 96 Ealey Crescent, Gungnissville. Tel: (506) 386-3906. Mgr. Mike Whalon—Ville de Laval, P.Q., 27A Bellevue, St. Vincent de Paul. Tel: (514) 661-3265. Mgr. Robert Thurber

Configuration: Cartridge 8-tr. & cassette
Studio 3 Prod'ns Ltd., 2190 W. 12 Ave., Vancouver, B.C. Tel: (604) 736-7626. Pres. & Gen. Mgr.: R. Harding; Sales Mgr.: Bob Gray.

Configuration: Cartridge 8-tr. & cassette
Studio 3 Prod'ns Ltd., 2190 W. 12 Ave., Vancouver, B.C. Tel: (604) 736-7626. Pres. & Gen. Mgr.: R. Harding; Sales Mgr.: Bob Gray.

Configuration: Cartridge 8-tr., cassette & open reel.
Studio 3 Prod'ns Ltd., 2190 W. 12 Ave., Vancouver, B.C. Tel: (604) 736-7626. Pres. & Gen. Mgr. R. Harding; Sales Mgr. Bob Gray.

Configuration: Cartridge 8-tr., cassette & open reel.
Studio 3 Prod'ns Ltd., 2190 W. 12 Ave., Vancouver, B.C. Tel: (604) 736-7626. Pres. & Gen. Mgr. R. Harding; Sales Mgr. Bob Gray.

Configuration: Cartridge 8-tr., cassette & open reel.
Studio 3 Prod'ns Ltd., 2190 W. 12 Ave., Vancouver, B.C. Tel: (604) 736-7626. Pres. & Gen. Mgr. R. Harding; Sales Mgr. Bob Gray.

DESIGN & ARTWORK

Allusion Art Studio Ltd., 71 Glencameron Rd., Thornhill, Ont. Tel: (416) 881-2935. Pres. Tim S. Lown; Gen. Mgr.: J.H. Lown; Sales Mgr.: John Jackson

Champion Packaging Co. Ltd., see Metro-Graphic Corp.

Cinram Ltd., 8145 Devonshire Rd., Montreal 307, P.Q. Tel: (514) 739-2281. Pres.: Sam Sokoloff; Gen. & Sales Mgr.: Isidore Philosophie

DJ Prod'ns, 340 Mill Rd., No. 1601, Toronto, Ont. M9C 1Y8. Tel: (416) 622-3880. Pres.: Don J. Mountford.

Dynacom Communications, 2220 Halifax Dr., No. 1214, Ottawa, Ont. K1G 2W7. Tel: (613) 731-2500. Pres. & Gen. Mgr.: Dave Leonard

Branch: Montreal, P.Q., 2955 Fendall. Zone: 250. Tel: (514) 342-2500.

F-Stop Photographic Studio, 1 Hannaford Ave., Toronto, Ont. Tel: (416) 691-6600. Pres. William H. Piton

Imperial Sample Card Co. Ltd., 600 Port-Royal W., Montreal 357, P.Q. Tel: (514) 384-6667. Gen. Mgr.: T. Tubie

The Inside Track, 583 Roosevelt Ave., Ottawa, Ont. K2A 2A2. Tel: (613) 224-9824. Owner: James Nichols

Lithobac Canada Ltd., 600 Port-Royal W., Montreal 357, P.Q. Tel: (514) 388-1133. Gen. Mgr.: D. Sarrazin

Metro-Graphic Corp., 9880 Parc George Blvd., Montreal North, P.Q. Tel: (514) 321-6750. Pres.: Paul Kizner; Gen. & Sales Mgr.: Morris Cohen

Branch: Champion Packaging Co. Ltd., Tel: (514) 322-7512. Gen. Mgr.: S. Roseman; Sales Mgr.: Morris Cohen

Modern Album of Canada Ltd., 1244 Dufferin St., Toronto, Ont. M6H 4C4. Tel: (416) 534-7951. Pres.: William J. Hoover

Home office: USA, New York, N.Y., Modern Album & Finishing Co. Inc

Multi-Media Entertainment Ltd., 5841 Decarie Blvd., Montreal 252, P.Q. Tel: (514) 737-7871, 733-0971. Pres. Sheldon Kagan; Gen. Mgr.: Donna Beattie; Sales Mgr.: Eddie Goldwasser

P.S.I-Chord Rec'g & Mastering Ltd., 1747 W. Third Ave., Vancouver 9, B.C. Tel: (604) 732-3761. Pres.: John Plourde; Gen. Mgr.: Robin Spurgin; Sales Mgr.: Don Steele

Parr's Print & Litho Ltd., 341 Nantucket Blvd., Scarborough, Ont. Tel: (416) 759-5601. Pres.: V.W. Parr; Sales Mgr.: R. Humphreys; Mgr. Rec. & Tape Graphics Div.: R.A. Gray

Promotivation Agency Inc., 354 Youville St., Montreal 125, P.Q. Tel: (514) 284-0330. Pres.: Bob Lemm; Gen. Mgr. Robert Ramaglia; Sales Mgr.: Keith Brown

Rada Rec. Pressings Ltd., 7802 Express St., Burnaby 2, B.C. Tel: (604) 291-7308. Pres. & Sales Mgr.: John Rodney; Plant Mgr.: Ray Mah

Shorewood Packaging Corp. of Canada Ltd., 1160 Bellamy Rd. N., Scarborough, Ont. Tel: (416) 491-4841. Pres. Paul Shore; Gen. Mgr.: G. Prochaska; Sales Mgr.: E. Ingram

Home office: USA, New York, N.Y.

Slic Bros.-Canada, 270 Poplar Plains Rd., Toronto, Ont. Tel: (416) 922-1151. Pres. Craig Nicholson; Gen. Mgr.: Peter Franey; Sales Mgr.: Clark Spencer

Smith Adv., 3690 Keele St., Unit 25, Downsview, Ont. Tel: (416) 636-5686. Pres.: Mike Smith.

DUPLICATOR/MARKETERS

Ampex Music (div. of Ampex of Canada Ltd.), 2836 Slough St., Malton, Ont. Tel: (416) 677-2370. Cable: VIDEOTAPE TORONTO. Telex: 02-29852. Nat'l Mktg. Mgr.: J.R. Panselli; Nat'l Promo. Mgr.: J.D. Driscoll

Branch: Dorval, P.Q., Ampex Music of Canada, 681 Lepine Ave. Tel: (514) 636-9173. Sales Mgr.: Jean-Luc Dionne

Cartridge 8-tr.: All Platinum, Ampex, Bravo, Brunswick, Blue Thumb, Caprice, Caravan, Chisa, Colossus, Contemporary, Dakar, Disney, Family Prod'ns, Flying Dutchman, GWP, Good Time Jazz, Gordy, HiFi Life, Hot Wax, ILS (Language), Jubilee, Mainstream, Manitu, Maple, Michigan Bluegrass (Jessup) Mio, Monitor, Motown, Mowset, Original Sounds, Pompei, Prestige, Project 3, Rare Earth, Red Lion, Rodeo Budget, Rodeo Int'l, Soul, Sussex, Tania, Vanguard, Viva

Quadrasonic 8-tr.: Ampex, Brunswick, Family Prod'ns, Project 3, Vanguard

Cassette: All Platinum, Ampex, Avco, Big Tree, Bravo, Brunswick, BT Puppy, Blue Thumb, Caprice, Caravan, Chisa, Contemporary, Dakar, Disney, Family Prod'ns, Good Time Jazz, Gordy, Heritage, Hi Fi Life, Hot Wax, ILS (Language), Monitor, Motown, Mowset, Original Sounds, Prestige, Project 3, Rare Earth, Rodeo Int'l, Soul, Sussex, Tania, Vanguard, Viva

Cassette: All Platinum, Ampex, Avco, Big Tree, Bravo, Brunswick, BT Puppy, Blue Thumb, Caprice, Caravan, Chisa, Contemporary, Dakar, Disney, Family Prod'ns, Good Time Jazz, Gordy, Heritage, Hi Fi Life, Hot Wax, ILS (Language), Monitor, Motown, Mowset, Original Sounds, Prestige, Project 3, Rare Earth, Rodeo Int'l, Soul, Sussex, Tania, Vanguard, Viva

Chief product: All parts.

Quality Recs. Ltd., 380 Birchmount Rd., Scarborough, Ont. M1K 1M7. Tel: (416) 698-5511. VP & Gen. Mgr.: W.R. Bays; VP & Ass't Gen. Mgr.: George R. Struth; Sales & Promo. Dir.: Lee W. Farley

Branches: Winnipeg, Man., Galt Bldg., 4th fl. Tel: (204) 943-6563. Mgr.: Chuck Porter—Toronto, Ont., 130 Mack Ave. Tel: (416) 698-5643. Mgr.: Jack Vermeer—Montreal, P.Q., 2215 Beaconsfield Ave., Rm. 4. Tel: (514) 481-1167. Mgr.: Clement Dufresne

Cartridge 8-tr. & cassette.
Stereodyne (Canada) Ltd., 3121 Universal Dr., Mississauga, Ont. Tel: (416) 625-8311. Pres. & Gen. Mgr.: H.R. Newman; Sales Mgr.: R.B. Kerr

Branches: Calgary, Alta., 1303 45 Ave. NE. Rm. 4. Zone: T2E 2P3. Tel: (403) 276-1334. Telex. 038-22884. Mgr.: Norm Wood—Vancouver, B.C., 1835 W. Fourth Ave. Zone 9. Tel: (604) 732-8651. Telex. 04-508666. Mgr. Grant Paultley—Winnipeg, Man., 1676 St. James St. Zone: R3H 0L3. Tel: (204) 775

MANUFACTURERS' REPRESENTATIVES

ALABAMA

• **BIRMINGHAM (Area Code 205)**
R. P. McDavid Co., 1430 Second Ave. S. Zip 35203
Lines: Muntz
John Russell & Co., 3040 Whispering Pines Circle, Zip 35226
Lines: Audiovox (Ala., Ga.)

• **LEEDS (Area Code 205)**
James H. Huggins, PO Box 657, 513 Norman Dr. SW, Zip 35094, Tel: 699-6877
Lines: Planstiehl

ALASKA

• **ANCHORAGE (Area Code 907)**
Bruce Booher, 1422 S. Bragaw, Zip: 99504
Lines: Johnzer Prods.
Far North Reps. Cecil E. Garrett, 3701 Eureka, No. 2, Zip: 99503, Tel: 279-7585
Lines: Weltron

ARIZONA

• **PHOENIX (Area Code 602)**
Henred Whisle. Radio, 3803 N. 35 Ave. Zip: 85017
Lines: Muntz
S.W. M. Corp., 2517 N. Seventh St. Zip: 85006
Lines: Audiovox, Dynasound (Ariz., Las Vegas, Nev., N.M.)
Stereo Village Enters., 2800 E. Van Buren, Zip: 85008
Lines: Muntz
Ralph Stitzer, 8146 N. First Ave. Zip: 85021, Tel: 944-6808
Lines: Lear Jet
Wild West Mktg., Nat Ralsky, Greg Jones, PO Box 10333, 2819 N. 24 St. Zip: 85064, Tel: 955-0791
Lines: Gladding-Claricon, Weltron (Ariz., N.M.)

• **SUN CITY (Area Code 602)**
R. E. McKee, 10022 Lake View Circle, Zip: 85351, Tel: 933-2782
Lines: Planstiehl

ARKANSAS

• **EL DORADO (Area Code 501)**
Dick Bellew Sales, PO Box 1835, 418 Maple Hill, Zip: 71730
Lines: Audiovox, Dynasound (Ark., La., Miss.)

CALIFORNIA

• **CAMPBELL (Area Code 408)**
Great Western Dist. G., 1386 White Oaks Rd. Zip: 95048
Lines: Muntz

• **FRESNO (Area Code 209)**
John Beard, 2343 E. Michigan St. Zip: 93703, Tel: 227-6505
Lines: Planstiehl

• **FULLERTON (Area Code 714)**
Frank B. Carr Inc., Dusty Williams, PO Box 5525, Zip: 92632, Tel: 879-8852
Lines: Webcor (US military accounts)

• **LOS ANGELES METROPOLITAN AREA (Area Code 213)**

Adler-Kalish, 1933 S. Broadway, Space L-56, Zip: 90007
Lines: Signal Science
Lines: Signal Science
B & L Sales & Mktg., 4312 Colfax Ave., Studio City 91604, Tel: 985-1792, Pres.: Bill Pugliese
Lines: Audio Devices (professional tape only), Pentagon Inds. (in-cassette duplicators), Reliance Folding Carton Corp. (cassette & multimedia albums), miscellaneous duplicating prods., including bulk cassettes
Norm Berkoff, 143 S. Kilkea Dr. Zip: 90048
Lines: Le-Bo

Jack Berman Co. Inc., Dick Gravely, 8295 La Cienega Blvd., Inglewood 90301, Tel: 671-6111
Lines: Koss, Weltron
V. P. Damark Inds., Mike Pellen, 15036 Oxnard St., Van Nuys 91401, Tel: 786-9300
Lines: Sound West (South Calif., Ariz.)
Wayne Dinsmore Co., PO Box 621, Encino 91316
Lines: Audiovox, Dynasound (South Calif.)
G. D. S. Mktg., Jack Goldner, 5437 Satsuma, North Hollywood 91601, Tel: 277-8191
Lines: Pioneer Electronics of America, Gladding-Claricon (South Calif., South Nev., Ariz.)
J. S. H. Mktg., Jim Herman, 6770 E. Gage Ave., Bell Gardens 90040, Tel: 927-2671
Lines: Weltron

Jennings Assocs., 8272 Sunset Blvd., Suite 25, Zip: 90069, Tel: 276-1621
Lines: Maxell (South Calif., South Nev., Ariz.), Sound West (North Calif.), Electrostatic Sound Systems
Lewis & Assocs., Ken Lewis, 4760 Degovia St., Woodland Hills 91364, Tel: 888-1122
Lines: Gladding-Claricon (military accounts)
R. Mark Markman Co., 6611 Odessa Ave., Van Nuys 91406, Tel: 787-6151
Lines: Dynaco

Marshall & Van Court Inc., 4237 Piedmont Ave., North Hollywood 94611
Lines: US Tape Inds.
C. R. McMullen Co., 105 W. Alameda Ave., Suite 200, Burbank 91502, Tel: 849-1402
Lines: Car Tapes Inc., Casemakers, Electra Radio (players), GRT (blank tape), Johnzer Prods. (speakers), Toyo Radio (players)
Music Dists. Inc., 1024 E. Del Amo, Carson 90744
Lines: Muntz

Bert Poncher, 771 E. 14 St. Zip: 90021
Lines: Audiovox (Ariz.)
Mike Roth Sales of California Inc., Mike Roth, Marc Gottlieb, 7732 A Densmore Ave. Zip: 91406, Tel: 989-3738
Lines: Irish (South Calif., Ariz., Hawaii, South Nev.)
Mike Stobin Co., 7353 Greenbush Ave., North Hollywood 91605
Lines: KLH (North Calif.)

Sunset Kaywest Ind., Dick Hewitt, 2014 N. Serrano, Zip: 90027, Tel: 273-5162, Bob Kraus, 207 S. Barrington Ave. Zip: 90049, Tel: 273-

5162, Gene Gleis, 13106 Pontoon Pl. Zip: 90049, Tel: 273-5162, Frank Kark, 711 Ocean Ave., No. 123, Huntington Beach 92646, Tel: 273-5162, Henry Taylor, 8054 Bellingham Ave., North Hollywood 91605, Tel: 273-5162

Lines: Gladding-Claricon (South Calif.)
Telstar Electronics, John T. Masters, 919 S. Vermont Ave. Zip: 90006, Tel: 380-2219
Lines: Planstiehl
Charlie Thalheimer, 5231 Zelzah Ave., Encino 91316, Tel: 987-2387
Lines: Lear Jet

• **SAN DIEGO (Area Code 714)**
Herbert S. Calvin, 6383 Lake Dora St. Zip: 92101, Tel: 465-1107
Lines: Gladding-Claricon (San Diego & surrounding counties)

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

Mike Daniel, c/o Hemco, 1270 45 St., Emeryville 94122
Lines: Casemakers
Dobbs-Stanford Corp., 569 Laurel St., San Carlos 90048, Tel: 592-5958
Lines: Scintrex Sales (North Calif. Nev. except Las Vegas)
Hank Gabriel, 600 16 St., Oakland 94612, Tel: 465-5361, 665-0815
Lines: Signal Science
Joe Lapkin Co. Inc., 1355 Market St. Zip: 94103, Tel: 863-4768
Lines: Weltron
Tony Mannino, 470 Imperial Dr., Pacifica 94044
Lines: Johnzer Prods. (North Calif. to San Bernardino, Nev. except Las Vegas)
Mouthrop Sales Inc., 1530 E. 12 St., Oakland 94606
Lines: Koss, Lear Jet
Olson Sales, 19 S. "B" St., San Mateo 94401, Tel: 347-7071
Lines: Maxell (North Calif., North Nev.)
Wallace T. Powell, 1299 Bayshore, No. 205, Burlingame 94010, Home Tel: 591-6002, Message: 347-6773
Lines: Planstiehl

Paul Seaman Co., 414 Pendleton Way., Oakland 94621, Tel: 666-4227
Lines: Rectilinear, Scintrex Sales (Ariz., Calif., Hawaii, Nev.)
Sinar Johnson Co., Bob McLean, Jack Settle, Bob Proctor, Steve Smith, John Clayworth, PO Box 5218, 817 Douglas St., Redwood City 94063, Tel: 365-6263
Lines: Gladding-Claricon, Car Tapes Inc. Dynaco (North Calif.)
Mike Stobin Co., 263 N. Bay Shore Blvd., San Mateo 94401
Lines: KLH (South Calif.)

Wilkins-Mason Assocs., Dick Wilkins, 1025 Brown Ave., Lafayette 94549, Tel: 284-9200
Lines: Pioneer Electronics of America (North Calif., Nev.)

• **YORBA LINDA (Area Code 714)**
Glen Hardwick, 17952 Via Rancho, Zip: 92686, Tel: 528-0052
Lines: International Dists. (Calif.)

COLORADO

• **DENVER AREA (Area Code 303)**
B & B Electronic Prods., PO Box 782, Littleton 80120, Tel: 794-5332
Lines: Maxell (Colo., Mont., N.M., Utah, Wyo.)

B. C. Mktg. Co., Dick Brown, Jack Connors, PO Box 21182, 424 S. Federal Blvd. Zip: 80219, Tel: 934-5829
Lines: Car Tapes Inc., Weltron
Dennis Dunlap, 13121 Irving Court, Broomfield 80020, Tel: 466-0206
Lines: Lear Jet
Electronix Specialties, 4796 S. Broadway, Englewood 80110
Lines: Muntz

Electro-Tek Sales Inc., H.C. Rodgers, PO Box 395, Westminster 80030, Tel: 255-4566
Lines: Sound West (Colo., West Neb., N.M., Wyo.)
George Grant Assocs. Ltd., 1882 S. Hoyt St., Lakewood 80215
Lines: Koss

K & K Sales Co., 1495 S. Hudson, Zip: 80222
Lines: Audiovox, Dynasound (Colo., East Idaho, Utah, Wyo.)
McLoud & Raymond Co., 2020 S. Pontiac Way, Zip: 80222, Tel: 756-1589
Lines: Dynaco

Merchandise Serv. & Sales, 3955 S. Mariposa, Englewood 80110
Lines: US Tape Inds.
Mel Pearson & Co., Bob Pearson, Mel Pearson, Richard Slezak, 1860 S. Acoma St. Zip: 80223, Tel: 744-2323
Lines: Gladding-Claricon (Colo., Mont., Wyo.)
Scowcroft & Assocs., Bob Scowcroft, 11742 E. Jewell Pl., Aurora 80010, Tel: 755-2422
Lines: Scintrex Sales (Colo., East Idaho, East Mont., West Neb., N.M., El Paso, Tex., Utah, Wyo.)

S.P.S. Assocs., 5670 E. Evans Ave., Suite 8, Zip: 80222
Lines: Johnzer Prods. (Colo., Idaho, Mont., Utah, Wyo.)
Satter Sales Co. Inc., Charles Satter, 4100 Dahlia St. Zip: 80216, Tel: 399-7493
Lines: Pioneer Electronics of America (Colo., Idaho, Mont., N.M., El Paso County, Tex., Utah, Wyo.)
Ray Smith Co., 1225 Wazee St. Zip: 80204, Tel: 244-8360
Lines: Planstiehl

CONNECTICUT

• **HARTFORD (Area Code 203)**
Standard Ents., 94 Brown St. Tel: 549-1500
Lines: Le-Bo

• **SOUTHINGTON (Area Code 203)**
Mark Petrozzi, 292 Pattonwood Dr. Zip: 06489
Home office: Auburndale, Mass. Grossman Sales Inc.
Lines: Pioneer Electronics of America
• **STAMFORD (Area Code 203)**
John B. Dowling, Southfield Point, Zip: 06902, Tel: 324-4433
Lines: Signal Science

FLORIDA

• **BOCA RATON (Area Code 305)**
T. J. Sanders Ass'n. T. J. Sanders, 2851 S. Ocean Blvd. Zip: 33432, Tel: 391-4272
Lines: KLH, Scintrex Sales

• **FORT LAUDERDALE (Area Code 305)**

Dynasales Corp., John Carusso, 801 NW 72 Ave. Zip: 33313, Tel: 581-8900
Lines: Gladding-Claricon (Fla. except panhandle)
Southeastern Electronics Inc., 2031 Wilton Dr. Zip: 33305
Lines: Muntz
Sproch Sales Inc., Jack Sproch, 3520 W. Broward Blvd. Zip: 33312, Tel: 587-3792
Lines: Audiovox, Irish (Fla.)
Unirep Inc., George Larkin, Edgar Smith, 1141 SE Second Ave. Zip: 33316, Tel: 527-1556
Lines: Lear Jet, Signal Science

• **HOLLYWOOD (Area Code 305)**
Ralph Iskow, 1515 S. 14 Ave., Apt. 7, Zip: 33020, Tel: 923-6309
Lines: Planstiehl
Jo Wanger Sales Co., 6820 SW Sixth St., Pembroke Pines 33023
Lines: Johnzer Prods., Rectilinear (Fla.)

• **JACKSONVILLE (Area Code 404)**
Friedman/Steingart/Loach, Bernie Friedman, 2404 Saragossa Ave. Zip: 32217, Tel: 733-3209

Lines: International Dists. (Fla.)
Hersig Co. Inc., American Nat'l Bank Bldg, Zip: 32207
Lines: Audiovox (Ala., Fla., Ga., Ky., Miss., N.C., S.C., Tenn., Va.)

• **LAKELAND (Area Code 813)**
Dixie Electronic Assocs. Inc., PO Box 2214, Zip: 33803, Tel: 682-6624
Lines: Weltron

• **MIAMI METROPOLITAN AREA (Area Code 305)**

E. H. Firestone & Assocs., 285 NE 185 St.
Lines: Koss
Friedman/Steingart/Loach, Sonny Steingart, 10375 SW 98 St. Zip: 33156, Tel: 271-9941
Lines: International Dists. (Fla.)
Leonard Haas Co. Inc., 1826 NE 150 St., North Miami, 33161, Tel: 949-9143
Lines: Maxell (Fla.)
World Wide Prods., Jerry Zeidman, 10818 NW Sixth Court, Zip: 33168, Tel: 754-5475
Lines: Pioneer Electronics of America, Sound West (Fla.)

(Continued on page TR-30)

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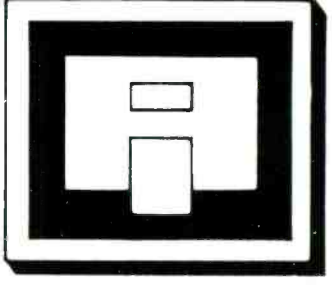
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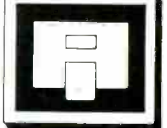


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Lines: Pfanstiehl

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(Area Code 813)

Friedman/Steingart/Loach, George Loach, 515 46 Ave S, Zip 33733, Tel 866-1513
Lines: International Dists. (Fla.)

Sid Millman & Assoc., 211 E. Chicago Ave., Zip 60611
Lines: Casemakers
Irving W. Rose Assocs., 4334 Oakton St., Skokie 60076, Tel 674-6790
Lines: Dynaco, Maxell (Ill., Wis.)
Selzer-Ivics Sales Inc., 4350 Oakton St., Skokie 60076
Lines: Audiovox, Dynasound (Ill., Wis.)
Ed Severson & Assocs., Ed Severson, Dave Larson, 11435 Circle Dr., La Grange 60525, Tel: 246-4883
Lines: Irish (North Ill., East Wis.)
The 2M Co., Mike Fields, 8330 Springfield Ave, Zip 60076, Tel 674-3018
Lines: Car Tapes Inc.
Robert Young, 1874 Stockton Dr., Northfield 60093, Tel 446-9289
Lines: Electrostatic Sound Systems

● **DECATUR (Area Code 217)**

York Radio & TV, 590 N Broadway, Zip 62523, Tel 423-3484
Lines: Muntz

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Lectro Reps Inc, Ernie Hempe, PO Box 815, 3 Bank Sq, Zip 62203, Tel: 397-2398
Lines: Car Tapes Inc

● **PEORIA (Area Code 309)**

Joseph Molchan, 809 W. Crestwood Dr., Apt 301, Zip 61604, Tel: 688-5977
Lines: Pfanstiehl

● **ROCKFORD (Area Code 815)**

Haller Assocs., David Haller, 212 S. Fairview Ave, Zip 61108, Tel: 399-5739.

Lines: Car Tapes Inc

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Mid-Central Sales, 146 E 44 St, Zip 46205
Lines: Audiovox (Ind., Ky.)
Robert Milk Assocs., 2511 E. 46 St, Zip 46205
Lines: Audiovox, Dynasound (Ind., Ky.)
Neben-Epstein, 9340 Hague Rd., Suite 7, Zip 46256
Lines: Casemakers
Newmarket's Inc., William Moltz, David L. Wade, David R. Watson, 1502 S. Keystone Ave, Zip 46203, Tel: 783-6661
Lines: Gladding-Claricon, International Dists (Ind., Ky.)
Charlie Pheasant, 8015 E 20 St, Zip 46219, Tel: 897-5636
Lines: Lear Jet

INDIANA

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Lines: KLH (Ind., Ky.)

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GEORGIA

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Astro Diversified Assocs. Inc., Hugh Overby, Dean Roberts, 3091 Maple Dr. NE, Zip 30305, Tel: 237-8608
Lines: Irish (Ala., Ga.)
Berry & Assocs., David Berry, 1400 Perimeter Center E, Zip 30346, Tel 394-1730
Lines: International Dists. (Ga., Ala.)
Stephen R. Cohen, 5558 Mill Trace Court, Dunwoody 30338
Lines: LeBo.
Dean Cooper Co., 2387 Interstate 85 Access Rd., Suite E, Norcross 30071
Lines: Rectilinear (Ala., Fla., Panhandle, Ga., Miss., N.C., S.C., Tenn.)
Elias-Vickers & Assocs., William Elias, Ralph Vickers, 2121 Plaster Bridge Rd. NE, Zip 30324, Tel 874-5249
Branch: Nashville, Tenn., Elias-Vickers & Assocs.
Lines: Gladding-Claricon, Pioneer (Ala., Ga., Fla., Panhandle, East Tenn.)
Elmar Assocs., Hulon Forrester, 3960 Peachtree Rd. NE, Suite 400, Zip 30319, Tel 261-4345
Lines: Johnzer Prods., Signal Science
Erep Sales Co., Ben Van Der Kreke, PO Box 61, Tucker 30084
Lines: Sound West, Maxell (Ala., Ga., N.C., S.C., East Tenn.)
Fidelicom Inc., PO Box 80644, Chamblee Station 30341
Lines: KLH
Walter Gordon, 215 Piedmont Ave. NE, Zip 30312, Tel 659-7391
Lines: Electrostatic Sound Systems
Paul Hayden Assocs., PO Box 90668, East Point 30344, Tel 766-0261
Lines: Dynaco, Dynasound, Car Tapes Inc. (Ala., Fla., Ga., N.C., S.C.)
Ross & Assocs., PO Box 9711, Zip 30319
Lines: Casemakers
Howard Souther, 156 Willow Ln., Decatur 30030, Tel 378-7546
Lines: Lear Jet
Bill Wimbush, 60 Perimeter Center East NE, Zip 30346, Tel 256-3880
Lines: Weltron

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Bill Vail, 679 Mundys Mill Rd, Zip 30236, Tel: 471-3703
Lines: Pfanstiehl.

HAWAII

● **HONOLULU (Area Code 808)**

Communications Specialists Co., PO Box 4313, Zip 96813
Lines: Casemakers.

● **WAIANAE (Area Code 808)**

Earl & Blackwell Co. Inc., PO Box 765, Zip 96792
Lines: Scintrex Sales

ILLINOIS

● **CHICAGO METROPOLITAN**

AREA (Area Code 312)

A M I, see AMEX Mktg. Inc.
Allied Mktg. Inc., 3350 W. Peterson Ave, Zip 60645
Lines: US Tape Inds.
Amex Mktg. Inc. (AMI), Perry Winokur, 1649 W. Evergreen Ave, Zip 60622, Tel 384-5900
Lines: International Dists., Muntz, Signal Science (North Ill., Wis.)
Bob Burns & Assocs., 6645 N. Oliphant, Zip 60631, Tel 775-1233
Lines: Weltron.
CEMS Inc., 5940 W. Montrose Ave, Zip 60634
Lines: Rectilinear (North Wis. except Polk, St. Croix, Prince counties)
Gene T. Cleary Co., 759 72 St., Downers Grove 60515, Tel 968-1750
Lines: Scintrex Sales (Ill., Southeast Wis.)
Maurice A. Cope, 2417 Prospect, Evanston 60201, Tel 328-2468
Lines: Pfanstiehl
Donlin Sales, 2851 Aspen Rd., Northbrook 60062
Lines: Toshiba
Thomas F. Drury, 315 Home Ave., Itasca 60143, Tel: 773-9457
Lines: Pfanstiehl.
Dynek Sales, 5841 Madison, Morton Grove 60053
Lines: KLH (Midwest).
Mort Fields, 8330 Springfield Ave., Skokie 60076
Lines: Johnzer Prods. (North Ill., Wis.)
Lee M. Goldstine & Co., Jerry Goldstine, 7400 Skokie Blvd., Skokie 60076, Tel 674-2922
Lines: Car Tapes Inc.
Ray R. Hutmacher Assocs., 6668 Northwest Hwy, Zip 60631
Lines: Audiovox, Dynasound (Chicago & Central Ill., East Wis.)
Jeromi Sales, 5757 N. Lincoln Ave, Zip: 60645
Lines: LeBo.
Robert Jewell, 516 S. Bristol Ln., Arlington Heights 60005, Tel 398-0888
Lines: Signal Science
Karet-Senescu Assocs., Bill Senescu, 6282 N. Cicero, Zip 60646, Tel: 545-2797
Lines: Lear Jet.
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Lines: Pioneer Electronics of America.

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Paul D. Clark Assocs., PO Box 63. Zip: 47172. Tel: 246-9304.
Lines: Johnzer Prods., Pfanstiehl.

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● ATLANTIC (Area Code 712)

Kimiam Sales Inc., Bill Fiehler, Bob Willms, 1804 Sycamore St. Zip: 50022. Tel: 243-1626.
Lines: Irish (South Ill., Iowa, Kan., Mo., Neb.).

● DES MOINES (Area Code 515)

Beams, 517 Fifth Ave. Zip: 50309. Tel: 282-0292.
Lines: Audiovox, Rectilinear Research, Scintrex Sales, Weltron (South Ill., Iowa, Kan., Mo., Neb.).

Genco Dist. Co., 920 E. 15 St. Zip: 50316.
Lines: Muntz.

Lectro Reps Inc., Bob Carlson, 4121 75 St. Zip: 50322. Tel: 276-6387.
Lines: Car Tapes Inc.

KANSAS

● SHAWNEE MISSION

(Area Code 913)

Beams, Box 4157. Zip: 66204; 11846 W. 85 St. Zip: 66214.
Home office: Des Moines, Iowa.
Lines: Audiovox, Rectilinear Research, Scintrex Sales, Weltron (South Ill., Iowa, Kan., Mo., Neb.).

Al Bender Sales Co., 5017 W. 66 Terr., Prairie Village 66208.
Lines: Le-Bo.

William Menezes Assocs., Bill Menezes, 9901 Morton St., Overland Park 66207. Tel: 649-2680.
Lines: Maxwell, Sound West (Kan., Mo.).

Nackman-Brod-Vann Co., 6917 W. 76 St., Overland Park 66204. Tel: 381-0505.
Lines: Pioneer Electronics of America.

George Rainbolt, 7800 Rosewood. Zip: 66208. Tel: 642-5033.
Lines: Pfanstiehl.

● WICHITA (Area Code 316)

Spaceage Sound Devices Inc., 489 S. Washington Blvd. Zip: 67202.
Lines: Muntz.

KENTUCKY

● PAINTSVILLE (Area Code 606)

D. B. Kazee, 128 Walnut. Zip: 41240. Tel: 789-8179.
Lines: Pfanstiehl.

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● BENTON (Area Code 318)

Aubrey Hyde, PO Box 625. Zip: 71006. Tel: 965-0124.
Lines: Pfanstiehl.

● METAIRIE (Area Code 504)

S & S Sales Agency, Aaron Schneider, 3900 Veterans Memorial Blvd., Suite 217. Zip: 70002. Tel: 885-6133.
Lines: Car Tapes Inc., Webcor (Ark., La., Miss.).

Tape City USA, 4230 Veterans Memorial Blvd. Zip: 70002.
Lines: Muntz.

● NEW ORLEANS (Area Code 504)

Deep South Sales Co., Ray & Wayne Messina, 3839 Ulloa St. Zip: 70119. Tel: 488-5323.
Lines: Irish (Miss.).

Heller & Assocs., Joe Heller, PO Box 1230, Gretna 70053. Tel: 394-1294/9668. Samples, 3500 Pen Oak Ave. 70114.
Lines: International Dists. (Ark., La., Miss., Memphis, Tenn.).

Howell-Taylor Assocs., Donald Oliver, 4 Trinidad Dr., Kenner 70062. Tel: 721-9233.
Lines: Signal Science.

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AREA (Area Code 301)

Bokor Jewelry & Dist'g, 425 W. Baltimore St. Zip: 21201.
Lines: Le-Bo.

George Elgin, 4720 Duncannon Rd. Zip: 21208. Tel: 655-5624.
Lines: Pfanstiehl.

Jeffrey Elgin, 3415 Barry Paul Rd., Randallstown 21133. Tel: 922-8615.
Lines: Pfanstiehl.

● BETHESDA (Area Code 301)

Estersohn Assocs. Inc., Jack Goldman, 5004 Eisenhower Pl. Zip: 20014.
Branches: Willow Grove, Pa., Charlottesville, Va., Bob Hart.
Lines: Pioneer Electronics of America (Wash., D.C., Md., Va.).

Gene Rosen & Assocs. Inc., 9501 Wadsworth Dr. Zip: 20014. Tel: 530-8448.
Lines: Sound West (Del., Wash., D.C., Md., South N.J., Pa. except west, Va.).

● COLUMBIA (Area Code 301)

Marc Fineman, 5637 High Tor Hill. Zip: 21043. Tel: 730-5187.
Lines: Webcor.

● HYATTSVILLE (Area Code 301)

F F K Sales Corp., Mitch Galitz, Presidential Towers, Suite 1725, 1836 Metzger Rd., Adelphi 20783. Tel: 431-6973.
Lines: International Dists.

● OLNEY (Area Code 301)

A B & T Sales Corp., PO Box 4, 18114 Hillcrest Ave. Zip: 20832. Tel: 924-4976.
Lines: Rectilinear, Dynaco (Del., Wash., D.C., Md., South N.J., East Pa., Va.).

● SILVER SPRING (Area Code 301)

A. J. Sherr Co., 409 Hannes St. Zip: 20901.
Lines: Audiovox (Va.)
United Mktg. Assocs., R. Huber, 12919 Neola Dr. Zip: 20907. Tel: 441-2840.
Lines: Signal Science.

MASSACHUSETTS

● ALLSTON (Area Code 617)

Sandy Richman Assocs., 410A Cambridge St. Zip: 02134.
Lines: Audiovox (New England).

● BOSTON METROPOLITAN AREA (Area Code 617)

Richard Adams, see Hetherington Sales Co. Anderson Sales Assocs., 160 State St. Zip: 02109. Tel: 227-2980.
Lines: Weltron.

C V Assocs., 135 Franklin St., Arlington 02174.
Lines: Johnzer Prods. (Conn., Me., Mass., N.H., R.I., Vt.).

Larry Cole Inc., Larry Cole, Carl Nelson, 318 Weston Rd., Wellesley 02181. Tel: 237-1260.
Lines: Irish (video prods. only), Audiovox, Dynasound (Conn., Me., Mass., N.H., R.I., Vt.).

John E. Doane, PO Box 68, 82 S. Main St., Topsfield 01983. Tel: 887-8484.
Lines: Lear Jet.

Ente Sales Co., Bud Ente, 558 Commonwealth Ave., Newton 02159.
Lines: Koss, Signal Science.

Grossman Sales Inc., 331 Auburn St., Auburndale 02166.
Branch: Southington, Conn., Mark Petrozzi
Lines: Pioneer Electronics of America (Conn., Me., Mass., N.H., Vt.).

Hetherington Sales Co., Voll Hetherington, Wayne Park, 892 Worcester St., Wellesley 02181. Tel: 235-5323. Branch: Richard Adams, 1105 Lexington St., Waltham (Boston Metropolitan Area).
Branch: Greenfield, Mass., John Taylor.
Lines: Scintrex Sales, KLH.

Jordan Kahn Co., Jerry Kahn, Tel: 879-6236.
Barry Solomon, Tel: 731-6655. 167 Corey Rd., Brookline 02146. Tel: 734-3908/1850.
Lines: Gladding-Clarcon, International Dists., Webcor (Conn., Me., Mass., N.H., R.I., Vt.).

Northeastern Reps. Inc., PO Box 842, 16 Debra Ln., Framingham 01701.
Lines: Audiovox (New England).

Dave Peterson Assocs., Dave Peterson, Rt. 138, 1012 Turnpike St., Canton 02021. Tel: 828-4547.
Lines: Car Tapes Inc.

V F Sales, 420 Union Ave., Framingham 01701.
Lines: Rectilinear (New England).

Willson Sales Co., 6 Mohawk Rd., Marblehead 01945. Tel: 631-4016.
Lines: Dynaco.

● GREENFIELD (Area Code 413)
John Taylor, 14 Miner St. Zip: 01301.
Home office: Wellesley (Boston Metropolitan Area), Mass., Hetherington Sales Co.
Lines: Scintrex Sales, KLH.

● HOLYOKE (Area Code 413)
Mac R. Bougere Assocs., Mac Bougere, 125 Norwood Terr. Zip: 01040. Tel: 533-2024.
Lines: Irish (audio prods. only) (Conn., Me., Mass., N.H., R.I., Vt.).

● NORTHBORO (Area Code 617)
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Lines: Signal Science.

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Dwight Comerford, RFD 2. Zip: 01364. Tel: 249-9089.
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Radio Frank, 14442 Michigan Ave. Zip: 48126.
Lines: Muntz.

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Aztec Sales Corp., Larry Firsten, 30555 Southfield Rd., No. 525, Southfield 48076. Tel: 642-0777. Branch: Aztec Sales Corp., Forest Roberts, 381 Edmund St., Apt. C., Madison Heights 48071. Tel: 585-7940.
Lines: Gladding-Clarcon, Johnzer Prods., KLH (Mich.).

Charles Berman, 22532 Greenview St., Southfield 48075. Tel: 353-0191.
Lines: Pfanstiehl.

Henni Brenton, 18055 James Couzens Hwy. Zip: 48235.
Lines: Pfanstiehl.

Robert Champagne Sales, 25915 W. Ten Mile Rd., Southfield 48075.
Lines: Audiovox (Mich.).

Manny Charach Assocs. Inc., 17100 W. Ten Mile Rd., Southfield 48075.
Lines: US Tape Inds.

Electronic Assocs., Ken Dishell (Tel: 547-9335).
Ralph Grossbart (Tel: 543-0455), 18860 W. Ten Mile Rd., Southfield 48075. Tel: 354-4696.
Lines: International Dists. (Mich.).

Flora-Ohman Inc., Jeff Ohman, Phil Flora, 27308 Schoolcraft Zip: 48239. Tel: 255-0720.
Lines: Scintrex Sales, Sound West.

Oscar Grey & Assocs., Oscar & Michael Grey, 17520 W. Twelve Mile Rd., Southfield 48076. Tel: 557-8700.
Lines: Webcor (Mich.).

L & W Assocs., 27704 NE California, Lathrup Village 48076. Tel: 557-6414.
Lines: Lear Jet.

Max Lipin & Assocs., 21500 Trolley Ind'l Dr., Taylor 48180.
Lines: Casemakers.

Miller Puthuff Assocs., Ed Puthuff, Mike Walerstein, 150 Michigan Ave. Zip: 48226. Tel: 961-9211.
Lines: Car Tapes Inc.

Dan Neumaier & Assocs., 17227 W. McNichols. Zip: 48235.
Lines: Rectilinear, Lear Jet (Mich., Toledo, Ohio).

Riley & Petchell, 16515 Schoolcraft Ave. Zip: 48227. Tel: 838-9100.
Lines: Audiovox, Dynaco, Dynasound.

● GRAND RAPIDS (Area Code 616)

C. A. Geer Co., Cec & Dick Geer, 4601 Blaine Ave. SE. Zip: 49508. Tel: 534-9449.
Lines: Irish (Mich.).

Carl Orwant, 3533 Brooklyn SE. Zip: 49508. Tel: 241-4927.
Lines: Pfanstiehl.

R S Electronics, 505 Jefferson SE. Zip: 49503.
Lines: Muntz.

James Rzyz, 1053 Arlington NE. Zip: 49505. Tel: 361-5109.
Lines: Lear Jet.

● PLYMOUTH (Area Code 313)

J. Malcolm Flora Inc., 165 W. Liberty St. Zip: 48170. Tel: 453-4296.
Lines: Maxwell, Signal Science (Mich.).

● TRENTON (Area Code 313)

Rodco Sales Co., 1651 Pinetree Dr. Zip: 48183.
Lines: Casemakers.

MINNESOTA

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Kensline Sales, Ken Westphal, Box 122, Rt. 2. Zip: 55303.
Lines: Johnzer Prods. (Minn., N.D., S.D.).

● MINNEAPOLIS-ST. PAUL AREA (Area Code 612)

T. B. Allen Assocs., Joel Oliver, 4810 Excelsior Blvd., Minneapolis, 55416. Tel: 926-3861.
Lines: Lear Jet.

John E.M. Anderson Co., John Anderson, 5231 Humboldt Ave. S., Minneapolis 55419. Tel: 823-6459.
Lines: Irish (Minn., N.D., S.D., West Wis.).

Aylward Corp., 6955 Washington Ave. S., Edina 55435.
Lines: Muntz.

Dick Borrett Co. Inc., Patrick Klise, 6121 Excelsior Blvd. Minneapolis 55416. Tel: 929-0023.
Lines: Scintrex Sales (Minn., N.D., S.D., West Wis.).

Clark R. Gibb Co., 1311 W. 25 St., Minneapolis 55405. Tel: 377-1200.
Lines: Dynaco.

Lee M. Goldstine & Co., Wally Wirtz, 7407 Wayzata Blvd., Minneapolis 55426. Tel: 545-1435.
Lines: Car Tapes Inc.

Grafe Sales, 3131 Fernbrook Ln., Suite 102F, Plymouth 55441.
Lines: Rectilinear (Minn., N.D., S.D., Wis.—counties of Polk, Prince & St. Croix).

Stan Grodnik Sales Co., 1 Eighth Ave. S., Hopkins 55343. Tel: 938-4577.
Lines: Webcor (Minn., N.D., S.D., West Wis.).

Harry Haugen Assocs., 4901 W. 77 St., Minneapolis 55435. Tel: 835-3292.
Lines: Pioneer Electronics of America (Minn., N.D., S.D., Wis.).

Jensen Sales Co., 7317 Cahill Rd., Minneapolis 55435.
Lines: Audiovox, Dynasound (Minn., N.D., S.D.).

Kaiser Sales Co. Inc., 6800 France Ave., Minneapolis.
Lines: US Tape Inds.

Kodo Kawamura, 8100 Penn Ave. S., Minneapolis 55431. Tel: 881-1255.
Lines: Reliance Folding Carton (Minn., N.D., S.D., Wis.).

Donald Lang, 10106 Crestridge Dr., Minnetonka 55343. Tel: 545-7083.
Lines: Pfanstiehl.

O'Brien Sales Co. Inc., T. J. O'Brien, 3942 Louisiana Circle, Minneapolis 55426. Tel: 929-4969/4522.
Lines: Signal Science.

The Reimann Co., John Moe, 5603 Lyndale Ave., Minneapolis. Tel: 861-6051.
Lines: Sound West (Iowa, Minn., N.D., S.D., North Wis.).

Ray Ripley & Assocs., 8053 E. Bloomington Fwy., Minneapolis 55420.
Lines: Audiovox, KLH (Minn., N.D., S.D.).

Tom Scarpello, 16632 Eagle Ridge Dr., Minnetonka 55343. Tel: 933-4991.
Lines: International Dists. (Minn., Wis.).

Smith Eng'g Assocs., 2181 Doswell Ave., St. Paul 55108. Tel: 646-4851.
Lines: Maxwell (Minn., N.D., S.D.).

Dick Swanson Co., Dick Swanson, 2655 Brighton Ave. NE, Minneapolis 55418. Tel: 789-5636.
Lines: Weltron.

Turner-Pollitt Inc., William Turner, Frank Pollitt, 7100 France Ave. S., Minneapolis 55435. Tel: 920-7044.
Lines: Gladding-Clarcon (N.D., S.D.).

● VIRGINIA (Area Code 218)
Northland Dist'g, 618 13 St. N. Zip: 55792.
Lines: Muntz.

MISSOURI

● FLORISSANT (Area Code 314)

Van Long, 100 Albert Dr. Zip: 63031. Tel: 839-3639.
Lines: Gladding-Clarcon (Kan., Mo.).

● JEFFERSON CITY (Area Code 314)

Carmine A. Vignola & Assocs., PO Box 569. Zip: 65101.
Lines: Koss, Toshiba.

● KANSAS CITY (Area Code 816)

John Blando, 12140 Summit Tel: 942-7538.
Lines: Electrostatic Sound Systems.

K S W Assocs., 6312 Overton St., Suite 202. Zip: 64133. Tel: 358-5240.
Lines: Dynaco.

Mabsco, Bill Meskill, 6641 Edgevale Rd. Zip: 64113. Tel: 361-9050. 363-3646.

Lines: Casemakers, Lear Jet.
Jim Masters, 7604 E. Gregory. Zip: 64133.
Lines: Pfanstiehl.

● LIBERTY (Area Code 816)

Lectro Reps. Inc., Jack Collins, PO Box 336. E. Hwy. 10. Zip: 64068. Tel: 781-2522.
Lines: Car Tapes Inc.

● ST. LOUIS METROPOLITAN AREA (Area Code 314)

Beams, Bob Bobenhouse, 7263 Lansdowne. Zip: 63109.
Lines: Audiovox, Rectilinear, Scintrex Sales, Weltron.

Blunda & Assocs., 1911 Washington Ave. Zip: 63103.
Lines: Johnzer Prods. (Iowa, Kan., Mo., Neb.).

Canfield Assocs., Ron Lee, 2832 Nebraska. Zip: 63118. Tel: 776-7711.
Lines: Signal Science.

Nackman-Brod-Vann & Co., 1316 Baur Blvd. Zip: 63132. Tel: 991-2424.
Lines: Pioneer Electronics of America.

A. J. Reuhl & Co., 948 Gravois, Fenton 63026.
Lines: (South Ill., Iowa, Kan., Mo., Neb.).

Neal Spencer & Assocs., 9474 Olive Street Rd. Zip: 63132. Tel: 994-1916.
Lines: Pfanstiehl.

NEBRASKA

● OMAHA (Area Code 402)

Nackman-Brod-Vann & Co., Donald Vann, 809 S. 75 St. Zip: 68114. Tel: 391-7030.
Lines: Pioneer Electronics of America.

Joe Schaefer, N. Spencer, 800 S. 72 St. Zip: 68114. Tel: 393-6574.
Lines: Gladding-Clarcon, Pfanstiehl (Iowa, Neb.).

NEW JERSEY

● CHERRY HILL (Area Code 609)

W. H. Dorsey Sales Co., 504 Doe Ln. Zip: 08034. Tel: 667-4113.
Lines: Gladding-Clarcon (Del., South N.J., Pa., W. Va.).

● EDISON (Area Code 201)

Bob Ur Sales & Mktg. Co., Bob Ur, 67 Harmon Rd. Zip: 08817. Tel: 255-9715.
Lines: South West, Electrostatic Sound Systems (North N.J., New York City, Westchester N.Y.).

● HADDONFIELD (Area Code 609)

De Pillis & Assocs., Rex De Pillis, 15 Tanner St. Zip: 08033.
Lines: Pioneer Electronics of America (Del., South N.J., East Pa.).

● IRVINGTON (Area Code 201)

Irving Needle, 111 Welland Ave. Zip: 07111.
Home office: Clark (Rahway), N.J., Needle Assocs.
Lines: Lear Jet.

● PRINCETON (Area Code 609)

C. Al Clinton, 138 Carter Rd. Zip: 08540. Tel: 924-0724, 921-7340.
Lines: Pfanstiehl.

● RAHWAY (Area Code 201)

Needle Assocs., Herb Needle, 42 Sweetbriar Dr., Clark 07066.
Branch: Irvington, N.J., Irving Needle.
Lines: Lear Jet.

● SOUTH ORANGE (Area Code 201)

Jackson Electronic Sales Corp., Sonny Simberkoff, 71 Valley St. Zip: 07079. Tel: 763-7900.
Lines: Weltron.

● TEANECK (Area Code 201)

Steve Fisher Sales, 161 Cedar Ln. Zip: 07666.
Lines: Audiovox, Dynasound (North N.J., New York City).

James Kotel, 204 Cedar Ln. Zip: 07666. Tel: 836-5124.
Lines: Signal Science.

● WESTVILLE (Area Code 609)

F F K Sales Corp., Barry & Sol Furman, Jack Katz, Frontage Ind'l Park, Frontage Rd. & Delsea Dr., Zip: 08093. Tel: 848-0600.
Lines: International Dists., Johnzer Prods. (Del., Wash., D.C., Md., South N.J., East Pa., Alexandria, Va.).

● WAYNE (Area Code 201)

Moses & Kline, Marv Kline, 16 Sell Pl. Zip: 07470. Tel: 694-4599. Marv Kline.
Lines: Car Tapes Inc.

NEW YORK

● BUFFALO AREA (Area Code 716)

D. R. Evans Assocs., 120 Pleasantview Ln., West Seneca 14224. Tel: 675-7288.
Lines: Scintrex Sales (N.Y. except New York City).

Maury Farber Assocs. Inc., 203 Jackson Bldg., 220 Delaware Ave. Zip: 14202. Tel: 856-3543.
Lines: Koss, Car Tapes Inc.

MANUFACTURERS' REPRESENTATIVES

E J Green Inc., 71 W 35 St Zip 10001
Lines: US Tape Inds
Mel Joffey, 20 Plaza St Brooklyn 11238 Tel 638-2264
Lines: Signal Science
Moses & Kline, Mel Hulkower, 190-06A 69 Ave Fresh Meadows 11365
Lines: Car Tapes Inc
Rep Masters Co., William Bezahler, Charles Stern Leo Exter, 23-50 217 St, Bayside 11360
Lines: Webcor (New York City)
Rolynd Inds., Mike Seltin, Harry Brody, 175 Fifth Ave Rm 1406 Zip 10011
Lines: Pfanstiehl
Somerset Assocs Inc., 9 E 38 St Zip 10016
Lines: KLH (New York City Mid-Atlantic States)
P K Sorren Export Co Inc., 42 W 39 St, Zip 10018
Lines: Muntz
J H Thal Assocs, Joe Thal 385 Fifth Ave Zip 10016 Tel 684-3000
Lines: Pioneer Electronics of America (North N.J. New York City)

● ROCHESTER (Area Code 716)

John Fox 185 Lux St Zip 14621 Tel 467-8313
Lines: International Dists (N.Y.)
Gar Mar Sales Co. PO Box 8125 Zip 14617 Harold Fishman, 134 Carol Dr Tel 266-7898 Lou Buduson, 255 Fielding St Zip 14616 Tel 225-0608
Lines: Gladding-Clarison (NY.)
Swink Assocs., George Stewart, 891 Monroe Ave Tel 244-3533
Lines: Webcor, Toshiba (Upstate N.Y.)
Ultra Sales Assocs., 144 Irving Rd Zip 14618
Lines: Audiovox (Upstate N.Y.)

● ROSLYN (Area Code 516)

Jack Dreyer Sales Assocs. Inc., Jack Dreyer 14 The Oaks, Roslyn Estates 11576 Tel 484-2533.
Lines: International Dists (North N.J., New York City), Webcor (North N.J.)
Sir Sales Inc., PO Box 335, 35 Power House Rd., Roslyn Heights 11577
Lines: Audiovox, Le-Bo (North N.J. New York City)

● SCOTIA (Area Code 518)

Bill Williams, 217 Glen Ave. Zip 12302 Tel. 393-8459.
Lines: Pfanstiehl

● SYRACUSE (Area Code 315)

Morris Electronics of Syracuse Inc., 1153 W Fayette St. Zip 13204
Lines: Muntz

● TONAWANDA (Area Code 716)

Quinn & Mazzeo Sales Inc., 328 Forbes Ave Zip 14150
Lines: Rectilinear (N.Y.)

● WESTBURY, L.I. (Area Code 516)

Carduner Sales Co., PO Box 885 Zip 11590
Lines: Toshiba.

NORTH CAROLINA

● BURLINGTON (Area Code 919)

Schiffer-Ester 3019 Forestdale Dr Zip 27215
Lines: Audiovox (N.C., S.C.)

● CHARLOTTE (Area Code 704)

DeWitt Austin Co., DeWitt & Ron Austin 2911 Ferncliff Rd Zip 28211 Tel 366-4643
Lines: Irish Weltron (N.C., S.C., Tenn. South Va.)
Les Caillouet Sales Co. 2923 Forest Park Dr Zip 28209
Lines: Pioneer Electronics of America

Corey Sales Co. 4601 Park Rd Zip 28209
Lines: US Tape Inds
Ray Kale Co., Ray Kale, Mike Spradley, Dick Selvey Tom Irwin Jr., 1351 E. Morehead St. Zip 28204 Tel 372-4252
Lines: Gladding-Clarison (N.C. S.C.)

Roddey Sales Co., PO Box 11302 Zip 28209 115 E Boulevard Zip 28203 Tel 375-5712
Lines: Scintrex Sales

● DURHAM (Area Code 919)

Bill Oldham & Assocs 2104 Hillendale Rd Zip 27705 Tel 477-3243
Lines: Webcor (N.C. S.C.)

● GREENSBORO (Area Code 919)

Ralph E Thore 1602 Summit Ave Zip 27405 Tel 274-5964
Lines: Pfanstiehl

● GREENVILLE (Area Code 919)

Pair Electronics 107 Trade St Zip 27834
Lines: Muntz

● RALEIGH (Area Code 919)

Elmar Assocs., P E Howell, 4909 Carteret Dr Zip 27609
Lines: Signal Science

OHIO

● AKRON (Area Code 216)

Aaron Krantz, 2359 Ridgewood Rd Zip 44313. Tel 836-6146
Lines: Lear Jet
Shamrock Electronic Sales, Tom Carney, 2830 Copley Rd. Zip 44321
Lines: Weltron

● CINCINNATI (Area Code 513)

Tom Lamada, Lakeshore Drive Apartments, 5 E Lakeview Dr. Tel 761-9467
Lines: Webcor
Paul Stone & Assocs., 424 Riddle Rd Zip 45231 Tel. 771-7138
Lines: Maxwell, Sound West (Ky., Ind.)

● CLEVELAND METROPOLITAN

AREA (Area Code 216)
Apollo Sales Co., 1482 E 363 St., Eastlake 44094 Tel 951-0304
Lines: Webcor (Ind., Ky., Ohio West Pa., W Va.)
Astro Sales, Dick Rose Rick Reese, Steve Weiss Raymond M. Neal, 672 Alpha Dr Zip 44143 Tel 461-4500
Lines: Gladding-Clarison, Maxwell, Audiovox, Pioneer Electronics of America (Ohio)

Henry Edheimer & Assocs., 2640 Snowberry Ln Zip 44124 Tel: 781-6700

Lines: Signal Science
R C First Co., Dick First, 24500 Solon Rd., Bedford Heights 44146 Tel 232-6477
Lines: Car Tapes Inc., Signal Science
H & B Sales Co., Philip Bloom, 15473 Wenhaven Dr., Chagrin Falls 44022 Tel 247-4109
Lines: International Dists (Ohio, West Pa. W Va.)
K A M Mktg 4151 Mayfield Rd Zip 44121 Tel 381-2150
Lines: Lear Jet
The Morrow Co. 27733 Lorain Rd. North Olmsted 44070 Tel 777-5001
Lines: Dynaco.
J B Parent Co. 19630 Center Ridge Rd Zip 44116
Lines: Rectilinear Audiovox (Ohio except Toledo, West Pa. West Va.)
Spectra Sales Co., Jim Bialosky, 1932 Bromton Dr., Lyndhurst 44124 Tel 442-1300
Lines: Irish (Ohio, West Pa., West Va.)

● DAYTON (Area Code 513)

James T Coldiron 5601 Westcreek Dr Zip 45426
Lines: KLH (Ohio)
K A M Mktg., Mark Kranitz, 627 Salem Ave Zip 45406 Tel 275-9121
Lines: Lear Jet
Bob Moore, 4599 Channing Ln Zip 45416 Tel 277-9245
Lines: Electrostatic Sound Systems

● TWINSBURG (Area Code 216)

Fred Ohman Inc., Fred Ohman, 2590 Post Rd. Zip 44087 Tel 425-7445
Lines: Sound West, Scintrex Sales (Ind. Ky. Ohio, West Pa.)

OKLAHOMA

● OKLAHOMA CITY

(Area Code 405)
Johnson-Roman & Assocs., 5700 N. Portland Ave Zip 73112
Lines: Rectilinear (Ark., North La., Okla., North Tex.)

OREGON

● PORTLAND (Area Code 503)

A & L Dists., 2005 SE Eighth Ave. Zip 97214.
Lines: Muntz.
Ar-El-Co Sales Co., PO Box 25327, 4475 SW Scholls Ferry Rd Zip 97225 Tel 292-8824
Lines: Casemakers, Lear Jet
Earl & Brown Co., 2041 SW 58 Ave. Zip 97221 Tel 292-9145.
Lines: Weltron
Richard Legg Co., see Ar-El-Co Sales Co
Pat Malanaphy, 2500 NE 121 Ave Zip 97220 Tel 253-9004
Lines: Johnzer Prods (Ore., Vancouver, Wash.).

PENNSYLVANIA

● ABINGTON (Area Code 215)

Robert Meinken, 2042 Horace Ave Zip 19001 Tel 887-9458
Lines: Lear Jet

● ARDMORE (Area Code 215)

Ardlee Assocs Inc., 200W Montgomery Ave Zip 19003 Tel 896-7800
Lines: Webcor (Del., Wash., D.C., Md., South N.J., East Pa. Va.)

● EASTON (Area Code 215)

E K P Assocs., Lennox Plaza, 905 Miller St Zip 18042
Lines: Audiovox, Casemakers, Dynasound (Wash. D.C. Md., South N.J., East Pa. Va.)

● McMURRAY (Area Code 412)

Ken Cooper & Assocs 112 Oakwood Rd Zip 15317
Lines: KLH (West Pa., W Va.)

● MEDIA (Area Code 215)

H & H Mktg Co. PO Box 86, Wallingford 19086
Lines: Toshiba
R H Huber Co., 5 E Brookhaven Wallingford 19086, Tel 565-0608
Branch: Richmond, Va
Lines: Gladding-Clarison (Wash. D.C., Md., Va.)
Edward W Rogers, 720 Beechwood Rd Zip 19063 Tel 566-4967
Lines: Signal Science

● NORRISTOWN (Area Code 215)

Associated Electronic Rep., 251 W DeKalb Pike C-308, King of Prussia 19406 Tel 265-2028
Lines: Maxwell (Wash. D.C., Md., South N.J., East Pa. Va.)

● PHILADELPHIA METROPOLITAN

AREA (Area Code 215)
William I Erlichman Co., Eliot Erlichman, 105 Bala Ave Bala-Cynwyd 19004 Tel 839-3780
Lines: Car Tapes Inc
Samuel K MacDonald Inc., Jim Faries, Bob Fisher, 1531 Spruce St Zip 19102 Tel 545-1205
Lines: Irish (Del., Wash., D.C. Md., South N.J., East Pa., North Va.)
Brendan O'Hara, Oak Hill Apartments, 312 E Hagys Ford Rd N. Penn Valley Tel 664-6028
Lines: Koss
Laurence J Yasner, Park City West, Suite PHQ, Zip 19131 Tel 877-3245
Lines: Pfanstiehl

● PITTSBURGH AREA

(Area Code 412)
Aurora Sales Inc., George Schmidtmeyer, 2337 Greensburg Pike, Zip 15221, Tel: 884-0900
Lines: Weltron
George DeCarlo 213 Dix Dr., North Versailles 15137 Tel: 823-8038.
Lines: Pfanstiehl
Fred Fleischmann, 2627 Murray Ave Zip 15217 Tel 521-3230
Lines: Lear Jet
Sol Furman Assocs., Sol Furman, 1206 Varner Rd Zip 15227, Tel: 881-7371.
Lines: Car Tapes Inc
R H Kuhn Co., 1101 W North Ave Zip: 15233 Tel. 323-1300
Lines: Johnzer Prods (Ky., N.Y. Ohio, Pa., W Va.)
Leonard Murman, 2543 Beechwood Blvd Zip 15217
Lines: Audiovox (West Pa., W Va.)
Howard Smith Brokerage, 2317 N Marbury Rd. Zip 15221 Tel 241-4521
Lines: Casemakers, Maxwell (West Pa., W Va.).

Tanner Co., 486 Broadmoor Ave Zip 15228 Tel 561-4687
Lines: Scintrex Sales (West Pa. W Va.)
F P Yarussi, 312 Rockfield Rd Zip 15243 Tel 221-4676
Lines: Dynaco Koss

● WILLOW GROVE (Area Code 215)

Estersohn Assocs Inc., 541 Davisville Rd Zip 19090 Tel 657-1414
Branch: Bethesda, Md
Lines: Pioneer Electronics of America (Wash. D.C., Md. Va.)

TENNESSEE

● CHATTANOOGA (Area Code 615)

Curle Electronics, 439 Broad St Zip 37402
Lines: Muntz

● HENDERSONVILLE

(Area Code 615)
Dixie Electronic Assocs Inc., PO Box 769, 102 Taylor Ind I Blvd Zip 37075 Tel 824-2923
Lines: Weltron
Howell-Taylor Assocs., Robert Howell, 463 Walton Ferry Rd. Zip 37075 Tel 824-2348
Lines: Signal Science, Webcor

● KNOXVILLE (Area Code 615)

Shields Electronics Supply Co., 704 N. Central, Zip 37917
Lines: Muntz

● MEMPHIS (Area Code 901)

Baine Assocs., Jim Baine Jr., PO Box 11412 Zip 38111 Tel. 452-3662
Lines: Lear Jet
Howell-Taylor Assocs., Larry Taylor, 4551 Parkwood Rd Zip 38128 Tel 458-2558
Lines: Signal Science
Lewis Jones, 6233 Haddington Dr. Zip. 38117.
Lines: Audiovox (Tenn.)
Larry Taylor, 4551 Parkwood Rd Zip: 38128, Tel. 386-6768. (Also see Howell-Taylor Assocs.)
Lines: Webcor

● NASHVILLE (Area Code 615)

Elias-Vickers & Assocs., Maurice Bratton, PO Box 3, Brentwood 37027 Home add 500 Paragon Mill Rd., Apt. A-6, Zip: 37211
Home office: Atlanta, Ga
Lines: Gladding-Clarison, Pioneer

TEXAS

● AUSTIN (Area Code 512)

Steve H. Sucher, The Goodall-Wooten Dormitory, Box 306, 2112 Guadalupe Zip 78705 Tel 476-8120
Lines: Pfanstiehl

● CORPUS CHRISTI

(Area Code 512)
H E Butt Grocery Co., PO Box 9216, Zip 78408.
Lines: Muntz.

● DALLAS (Area Code 214)

Antle-Smith Sales, PO Box 20361 4165 Saranac Dr Zip 75220
Lines: Audiovox, Dynasound (Okla., Tex.)
Dobbs/Stanford Corp., 3330 Stovall, Irving 75061 Tel 252-5502
Lines: Scintrex Sales, Electrostatic Sound Systems (Ark., La. Okla., Tex.)
Flanders Sales Corp., 13701 Gamma Rd. Zip 75240.
Lines: US Tape Inds
J V Folsom Co., PO Box 47106, 9027 Diplomacy Row Zip 75247
Lines: Casemakers
Hennen & Assocs., 1504 Sylvan Dr., Garland 75040 Tel 276-5509
Lines: Pfanstiehl
Hirzig-Frazier Co., 4333 Belmont Ave Zip 75204
Lines: Audiovox (Ark., La., N.M., Okla. Tex.)
J & J Sales, Tony Weinberg, PO Box 20159 9411 Hargrove, Zip: 75220 Tel: 358-0222
Lines: Car Tapes Inc
Port Lemley & Assocs., Port Lemley, 4239 Creekdale Dr Zip 75229 Tel 350-4291
Lines: Gladding-Clarison, Weltron (Ark., La., Miss., Okla., Tex.)
Packer Sales Co., 1804 Dallas Trade Mart Zip 75207 Tel 651-1115
Lines: Webcor (Okla., Tex.)
Roman Sales Co., Roman Fontenot 3372 Camelot, Zip 75200 Tel 358-2152 Richard Fueseler, 1404 Mount Vernon Tel 285-9022 Alton Woosley see listing under Houston, Tex
Lines: International Dists (Okla. Tex.)
Soundpiper Sales Inc., PO Box 28853 Zip 75228
Lines: Johnzer Prods (Ark., La., Okla., Tex.)
Sullivan & Assocs., PO Box 5345 Zip 75062 Tel 256-2852
Lines: Maxwell (Ark., Miss., Okla., Tex.)
Wally Wallingford, 4012 University Blvd Zip. 75205 Tel 521-9749.
Lines: Lear Jet
Bradley Wayne & Assocs., 9411 Hargrove Zip 75220.
Lines: Le-Bo
Willoughby-Fowler Co Inc., Leon Willoughby, Ren Fowler, 403 Business Pkwy., Richardson 75080 Tel 235-3664
Lines: Irish (Ark., La., Okla., Tex. except El Paso)

● EL PASO (Area Code 915)

Marco Dist g., Dist g., 1815 Magoffin Zip 79901
Lines: Muntz

● HOUSTON AREA (Area Code 713)

Gary Corn, 806 Brunswick Dr., Sugar Land 77478
Lines: Webcor
Paul & Assocs., 7395 Ashcroft Zip 77036, Tel 772-9562
Lines: Pioneer Electronics of America (Ark. La., Okla., Tex.)
Ranger Electronics, Joe Silver, Leon "Buck" Rogers, 3827 Richmond Zip 77027, Tel 626-1432.
Lines: Signal Science.
Southwest Reps Inc., Dick Kuebler, 1324 Neely Dr Zip 77055 Tel 465-8540
Lines: Sound West, Koss, Muntz (Ark., La., Miss., Okla., West Tenn., Tex.)
R C Sucher, 2423 McClendon Zip. 77025, Tel 665-3400.
Lines: Pfanstiehl
Myles Summers Assocs., PO Drawer 20487 Zip 77025
Lines: Toshiba
Tobias & Co., 7031 Drowsy Pine Zip 77018 Tel 462-6864.
Lines: Dynaco
Tom Wachendorf Assocs., 9821 Katy Fwy., Suite 6, Zip 77024 Tel 465-3092
Lines: Rectilinear (South La., South Tex.)
Alton Woosley, Rt 1, 628 Seminole, Kemah 77565 Tel (713) 538-1595 (Also see Roman Sales Co in Dallas)
Lines: International Dists. (Okla., Tex.)

UTAH

● BOUNTIFUL (Area Code 801)

Paul E. Anderson, PO Box 366, 131 N Fifth West Zip 84010 Tel 295-2842
Lines: Gladding-Clarison (Idaho, Mont., Utah)

● SALT LAKE CITY (Area Code 801)

Herrard Denkers, 4167 Morris St Zip 84119
Lines: Le-Bo
J E. Hall & Co., Jim Hall, 2361 S Main St Zip 84115 Tel 466-6105
Lines: Sound West (Idaho, Mont., Utah)
Don Horton & Assocs., 5670 Laurelwood St. Zip 84121
Lines: Signal Science
Merchandise Serv & Sales, 1174 E 2700 South Zip 84106.
Lines: US Tape Inds
Norberg & Assocs Inc., Oscar Norberg, 590 Gale St Zip 84101 Tel 527-1556
Lines: Lear Jet
R A Ridges Co., 738 S. Third West Zip 84101
Lines: Muntz.
Satter Sales Co Inc., 3440 S 95 St Apt 56
Home office: Denver, Colo
Lines: Pioneer Electronics of America (Colo., Idaho, Mont., N.M., El Paso County, Tex., Utah.)
Souvall, Papillon & Souvall, 1526 S State St Zip 84115
Lines: Casemakers

VIRGINIA

● CHARLOTTESVILLE

(Area Code 703)
Bob Hart, 101A Antoineine Court, Zip 22903
Home office: Bethesda, Md., Estersohn Assocs Inc
Lines: Pioneer Electronics of America

● RICHMOND (Area Code 703)

R. H. Huber Co., Charles Argenzio, 7108 Wheeler Rd Zip 23229 Tel 282-6484, 355-8669
Home office: Wallingford (Media), Pa
Lines: Gladding-Clarison (Wash., D.C., Md., Va.)
Master Sales, Charles Argenzio, 7108 Wheeler Rd Zip: 23229 Tel. 282-6484
Lines: International Dists (N.C., Va. except Alexandria).

Don Miller & Assocs., Don Miller, 2252 Staples Mill Rd Zip 23230.
Lines: Weltron

WASHINGTON

● KENNEWICK (Area Code 509)

Magelsen Dists., 103 S Kellogg, Zip. 99336
Lines: Muntz

● SEATTLE (Area Code 206)

Dave Bell Sales Co., Dave Bell, PO Box 105, Bellevue 98009 Tel 455-2300
Lines: Car Tapes Inc., Koss
Boren & Welch, Bill King, Jean Topping, 2020 Alaskan Way Zip 98121 Tel 624-7159
Phil Boren, 255 84 NE, Bellevue 98004.
Lines: Gladding-Clarison (Ore., Wash.)
Dave Champlin Co., 12347 Lake City Way NE Zip 98125 Tel 362-0401
Lines: Dynaco Sound West
Earl & Brown Co. Inc., Bill Earl Jr 2047 14 Ave W Zip 98119 Tel 284-1121
Lines: Weltron.
Bob Gardner, 20016 Eighth NW Zip 98177 Tel 542-3703
Lines: Pfanstiehl

H & H Dists., 322 Westlake Ave. N. Zip 98109
Lines: Muntz
Henry Joncas Co., 13026 Sunnyside N Zip 98133 Tel 364-8609
Lines: Maxwell (Ore., Wash.)
Dave Miller Sales, 7821 Fremont Ave N. Zip 98103
Lines: Audiovox, Dynasound (West Idaho, West Mont., Ore., Wash.)
Ellis Moore Assocs., 12555 NE 132 St., Kirkland 98033.
Lines: Le-Bo
Repronics, 5 Northwest Home Furnishing Mart, 121 Boren Ave N. Zip: 98101, Tel 623-1510
Lines: Signal Science
Mike Stobin Co., PO Box 78062
Lines: KLH (Pacific Northwest)
Vector Corp., Lewis Garling 2403 10 Ave E Zip 98102
Lines: Scintrex Sales (West Idaho, Ore., Wash.)
M K Widdekind Co., Ray Blank, C Scott, 815 W Ewing St Zip 98119 Tel. 284-8020
Lines: Irish (Northwest Idaho, West Mont Ore., Wash.)
Wilkes Mktg Corp., PO Box 1511 2036 Evergreen Point, Bellevue 98004 Tel 455-5350
Lines: Pioneer Electronics of America (Ore., Wash.)
W K Wood Co., 251 SW 153 Zip 98166
Lines: Rectilinear (Alaska, West Idaho, West Mont., Ore., Wash.)

● SPOKANE AREA (Area Code 509)

Hercules Specialty Co., 17325 E Sprague Green-acres 99016
Lines: Muntz

● WASHOUGAL (Area Code 206)

Chris Leifeno, 3240 A St Zip 98671
Lines: Webcor

● YAKIMA (Area Code 509)

Nor Pac Sales, Rudy Barnsley, 508 S First St Zip 98901 Tel 453-5537 452-6894
Lines: Webcor (Idaho, Mont., Ore., Utah, Wash.)

WEST VIRGINIA

● CHARLESTON (Area Code 304)

Sidney Gatliffe, Box 4226, 4204 Virginia Ave SE - Zip 25304 Tel. 925-7317
Lines: Weltron
Loewenstein & Sons, PO Box 2667, Morris St. at New York Central Railroad Zip 25301, Tel 342-7193.
Lines: Muntz.

WISCONSIN

● GREEN BAY (Area Code 414)

Acme TV, 716 Maine St. Zip 54301.
Lines: Muntz

● MILWAUKEE (Area Code 414)

Eugene R. Loeb Sales, 6201 N Lake Dr Zip 53217 Tel 964-2155.
Lines: Webcor.

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Council of Better Business Bureaus



APRIL 21, 1973, BILLBOARD

JVC '73-'74 Line Emphasizes 'Q'

LOS ANGELES—JVC America, Inc. has bowed its 1973-1974 product line, including a reel-to-reel stereo deck, two cassette decks, four speaker systems, a stereo receiver, two 4-channel receivers, seven stereo systems, four cassette units and two complete quadrasonic systems.

The stereo reel-to-reel deck, the RD-1555, carries a suggested list of \$499.95 and features auto reverse, three motors and four heads. The two cassette decks are the CD-1665 at \$429.95 featuring automatic noise reduction system, two VU meters and automatic stop and the CD-1655 at \$119.95 with slide controls and two VU meters.

The speaker systems are: the VS-5333 at \$189.95 per unit with 4-speaker, 4-way acoustic suspension system; the VS-5398 at \$99.95 per pair with 2-speaker, 2-way acoustic suspension system; the VS-5397 at \$99.95 per pair with air sealed enclosure; and the VS-5392 at \$79.95 with 2-way 2-speaker acoustic suspension system; and the SX-3 at \$159.95.

The seven stereo systems include: the MF-4451-6 at \$299.95 and the MF-4451-8 at \$319.95, both including 4-channel speaker

matrix and IC and FET circuitry with the latter model including eight inch woofer; the 9470-6 at \$299.95 and the 9470-8 at \$319.95, the latter with an eight inch woofer and both featuring cassette tape decks; the NR-1020 at \$129.95 with automatic noise reduction system and calibration reel-to-reel and cassette tapes; the ECA-102 at \$129.95 with four inputs and outputs and 4-channel in-

dicator lights; and the SMA-10 at \$109.95 which operates in both recording and output modes and is a 5-position SEA tone control unit.

The portable cassettes are the CP1646, a mini cassette at \$89.95 with 2-way condenser mike; the CD-1655 at \$99.95 with low noise output switch; the 9403 unit with AM-FM radio at \$99.95; and the 9406 at \$79.95 with AM-FM radio and automatic shut-off system.

Car Stereo

CAR CASSETTE PANASONIC BID

DORADO BEACH, P.R.—Panasonic Automotive Products Division, reaffirming its commitment to the car cassette market, introduced two new automotive cassette players at its annual distributors' convention held at the Cerromar Beach Hotel here.

Top of the line is the model CA-727, which, according to Ed Lucasey, national sales manager Panasonic Automotive Products,

combines the most advanced stereo cassette player features with the ultimate in convenience and operating ease.

The unit which can be mounted either in or under the dashboard of any automobile, incorporates an automatic reverse feature that plays both sides of a cassette automatically. The cassette may also be reversed at any time during the play with a manual program selector. A direction indicator lamp tells the direction the tape is moving.

Lucasey pointed out that the CX-727 has other features designed expressly for automotive operation. "These," he added, "include a unique elevator system that accepts the short end of the cassette first, actually drawing it in, then lowering it to play out of sight."

LEAR CASSETTE

LOS ANGELES—Lear Jet Stereo, Inc. will introduce three stereo cassette units this year, according to the firm's marketing manager Fred Seger.

Initial units will include: an in-dash model with AM-FM stereo; an under-dash unit with automatic reverse and FM stereo radio; and an under-dash unit with automatic reverse.

The units mark the firm's entry into the cassette field.

Belair Expanding

Continued from page 35

tronics dealer and Belair's answering systems? "We've already received commitments from major chains in Los Angeles, Chicago and New York to handle the product," Mason said. "Some will put it in the camera department, some in the small appliance section and some in the tape and audio departments. I also see no reason why this type of product can't move into the traditional hi fi store, especially when we come out with the unit that can also be used for dictation. In addition," Mason continued, "the units will be in the Ward's, Spiegel's and Alden's fall catalogs."

Mason also feels the units will find their way into the home for other uses besides dictation and entertainment. "I can see a time," he said, "when contractors will build homes with these units installed. Not necessarily ours, but this type of machine. There isn't anyone who doesn't want to get their messages, and at \$139.95 you can't really go wrong."

The firm will bow its two 8-track units, both with record capability, in June. One will be a deck unit and the second will be self-contained. Neither will come with speakers. "We're looking at a mid-range price so we can hit the mass merchandisers with these," Mason said. "We will also go through traditional home entertainment distributors with this product and in some cases will ship direct. The 8-track units will also feature look-alike cabinets."

Belair presently occupies 23,000 square feet of space, with 10,000 additional square feet to expand upon. The firm plans on sticking with phone units and 8-track equipment for the present time, although Mason said he may eventually get back into the portable tape equipment business.

New Products



MEMOREX display in its complete line of blank cassette, cartridge, and reel-to-reel tapes is shown by Ella Fitzgerald who sang in Memorex's famous glass-shattering TV commercial.



FISHER SR-110, introduced at the winter CES Show, is a stereo tape-cassette recorder designed to utilize the Dolby noise reduction system.



3M CO. offers a complete catalog/index system and a four-drawer storage cabinet with its Scotch AVC cassette system for audio-visual applications. The cassettes, available in 20-, 30-, 40-, 60-, and 90-minute lengths, feature oxide, polyester backing. The tapes were shown at the April 8-10 meeting of Assn. for Educational Communications and Technology in Las Vegas.



AMPEX Magnetic Tape Div. offers six 84-minute 8-track cartridges for \$9.95 in a stackable, black plastic case that stores up to 10 cartridges. This consumer offer is \$10 less than suggested price.

HITACHI TRQ-233 stereo tape recorder, at a suggested list of \$149.95, has a double lock on fast forward and rewind and an auto alarm stop.



BSR (USA), Ltd. just introduced the Model 710X Total Turntable consisting of new Model 710 automatic turntable with a Shure M91E elliptical magnetic cartridge, plus walnut base and dust cover. Suggested retail is \$204.80.

It's Superman!

Continued from page 35

Devices sales staff in drugstores, discount houses, hi-fi shops, supermarkets and mass merchandising outlets. However, the company's officials hope that by tapping the resources of Capitol Record salesmen, they could penetrate the even more lucrative retail record shops.

Ricci said that Audio Devices was also beefing up the Capitol Mod line of blank products that was so successful when the company first entered the consumer market. The line which has been traditionally sold in blister packs and cardboard boxes will go into standard Philips-type boxes.

To further solidify its consumer market efforts, Audio Devices is also making its Stak-Pak cassette container as an individual unit, as well as prepacked with two Capitol 2 cassettes. The empty Stak-Pak containers carry a 59-cent list price.

Tape Players Top RV Items

Continued from page 35

now going out with 25 to 28 percent equipped with some kind of tape unit. Though still optional he sees tape as a standard item on '74 models. Eldorado's 8-track with four speakers lists at \$130. The firm has only one model with in-

RV Booms Tapes

Continued from page 35

Costanzo identifies RV as motor home (conventional, van conversion and chopped van), pickup camper, trailer camper (conventional and 5th wheel) and camper trailer (these are the fold-up tent types).

One reason the OEM business is so dominant is that much of the wiring must be done at the factory and vehicle entertainment centers must be oriented to special designs.

As for aftermarket challenges, he said, "Car stereo installers may whip out an automobile installation in 20 minutes. With an RV it may be a half day." He also stresses quality installations. "If there's a \$300 amplifier involved, we figure \$100 for speakers." Costanzo feels the whole car stereo industry has been guilty of pushing underrated speakers and that this cannot happen in RV if the market is to mature.

Dealers must think in terms of total entertainment packages and installations where speakers if not players are entirely concealed. Paul Dupre of RVI likes the idea of the player concealed in an upper cabinet in the living area. Car stereo retailers will also be working closely with RV dealers, believes Carmen Magurno, installation expert at Stereo City here in Melrose Park, who said he is gearing for a decided increase in RV installations.

dash units, and this, a bus type, will be shipping this month. One popular position for the tape unit is near the couch in the back portion of the motor home. Players are often installed near the driver on the wall. Eldorado has a master AC switch over the sink that quickly converts current for port use. As for cassette, Eldorado has been approached by Volkswagen which uses cassette in its quarter-ton vehicles.

Star Craft, Goshen, Ind., also reports a high incidence of installed factory tape units, according to George Gilmore and Steve Thompson, although tape is still an option. Thompson said 80 to 90 percent of the firm's motor homes go out with radios and 60 to 70 percent have tape equipment of some type. Star Craft's price list on tape player with AM/FM stereo is \$210 with two speakers (with extra speakers optional) and for the tape player only \$140 with two speakers. Speakers are generally 4-in. oval and extend 1/4-in. from the wall. An enclosure installation is rather rare.

As an example of Star Craft's motor home models, the firm offers their four basic units: 22-ft. at \$11,500, two 24-ft. units at \$12,500 and \$13,000, and a 28-ft. unit at \$15,000.

The entertainment center offered as optional equipment by Airstream, Cerritos, Calif., at \$376.50 includes AM/FM stereo radio, TV and radio antenna, 4 speakers and tape deck, and follows air conditioners and TV antenna in popularity, according to director, product planning, Keith Kroll. Fully 80 percent of models are equipped with the package, while 50 percent are released with factory installed tape decks. The entertainment center without the TV/radio antenna can be purchased for \$165. Airstream installs the equipment in the living room area, with extra optional speakers in the bedroom area. A special cabinet with storage area for tapes is also available. The combination unit with tone and balance control, fader switch, and continuous play feature is custom styled for Airstream by Motorola. All built-in equipment is DC, with a converter system on the side of the trailer to change AC current to DC.

Airstream has no plans to standardize tape equipment, or to move into cassette.

Superior Coach, Lima, O., is shipping around 40 percent of its motor homes with tape units, said Scott Fowell, who noted that a combination tape player with AM/FM stereo is offered at \$140 with four speakers. Superior favors the in-dash installation.

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POPULAR ARTISTS

New LP/Tape Releases

This listing of new LP/Tape releases is designed to enable retailers and radio programmers to be up-to-the-minute on available new product. The Music Industry Code (MIC) number, a universal numbering system, appears in bold face type following the manufacturer's number. The following configuration abbreviations are used in the listings: LP—album; 8T—8-track cartridge; CA—cassette; R3—open reel 3 3/4 ips; R7—open reel 7 1/2 ips; QL—quadresonic album; Q8—quadresonic 8-track cartridge.

ABSHIRE, NATHAN
Cajun Gems
LP Arhoolie 5013..12-716-1103-1..\$5.98

ACROBAT
Acrobat
LP TMI TMS1004..12-700-6009-0..\$5.98

ALEXANDER, DAVE
Rattler
LP Arhoolie 1067..12-716-1105-8..\$5.98

ANDREWS, JULIE
World Of
LP Columbia
KG3197012-100-3025-X..\$6.98
8T GA31970.....96-100-3025-4..\$7.98

ARNOLD, EDDY
Best Of
LP Victor
LSP484412-160-2641-6..\$5.98
8T P8S2127.....96-160-2641-4..\$6.95

AXTON, HOYT
Less Than The Song
LP A&M
SPM437612-418-0307-2..\$5.98

BAKER, JERRY
Plants Are Like People
LP Lion 1014.....12-802-0409-5..\$5.98

BANJO BARONS
Dueling Banjos
LP Harmony
KH3221412-401-0476-7..\$2.98

BATTEAUX
Batteaux
LP Columbia
KC3206312-100-3048-9..\$5.98
8T CA32063.....96-100-3048-3..\$6.98
CA CT3206392-100-3048-6..\$6.98

BLUE OYSTER CULT
Tyranny & Mutation
LP Columbia
KC3201712-100-3062-4..\$5.98

BLUNSTONE, COLIN
Ennismore
LP Epic
KE3199412-400-0392-7..\$5.98
8T EA31994.....96-400-0392-1..\$6.98

BROWN, LES
Best Of The Bands
LP Harmony
KH3201512-401-0471-5..\$2.98

BURKE, SOLOMON
History Of
LP Pride
PRD001112-802-2008-2..\$5.98
8T GRT B131-0011M 96-120-1062-5..\$6.95

BUSH, JOHNNY
Whiskey River
LP Victor
LSP481712-160-2638-6..\$5.98
8T P8S2104.....96-160-2638-0..\$6.95

CARLE, FRANKIE
This Is
LP Victor
VPS 608112-160-2653-X..\$6.98

CHARLES, RAY, SINGERS
Moods Of Love
LP ABC
X772/212-416-0224-7..\$5.98
8T GRT 8022-772M..96-120-1047-9..\$6.95

CHILLIWACK
All Over You
LP A&M
SP437512-418-0311-0..\$5.98

CLINTON, LARRY
This Is
LP Victor
VPM608512-160-2657-2..\$6.98

COCKBURN, BRUCE
Sunwheel Dance
LP Epic
KE 3176812-400-0390-0..\$5.98

COLLINS, JUDY
True Stories & Other Dreams
LP Elektra
EKS7505312-405-0344-X..\$5.98
8T ET85053.....96-405-0344-4..\$6.97
CA TC55053.....92-405-0344-7..\$6.97

COMO, PERRY
Dream On Little Dreamer
LP Camden
CAS260912-701-4781-1..\$2.49
8T C8S1224.....96-107-4781-6..\$4.95

COOKE, SAM
Unforgettable
LP Camden
CAS261012-701-4782-X..\$2.49
8T C8S1225.....96-107-4782-4..\$4.95

CROCE, JIM
Life & Times
LP ABC X76912-416-0221-2..\$5.98
8T GRT 8022-769M..96-120-1071-4..\$6.59
CA 5022-769M9-120-1071-7..\$6.95

DAVIS, SKEETER
End Of The World
LP Camden
CAS260712-701-4785-4..\$2.49
8T C8S1222.....96-701-4785-9..\$4.95

DIOM
Greatest Hits
LP Columbia
KC3194212-100-3028-4..\$5.98
8T CA31942.....96-100-3028-9..\$6.98

DONOVAN
Cosmic Wheels
LP Epic
KE3215612-400-0395-1..\$5.98

DORSEY, TOMMY
Best Of The Big Bands
LP Harmony
KH3201412-401-0470-7..\$2.98

This Is Tommy Dorsey & His
Clambake Seven
LP Victor
VPM608712-160-2650-5..\$6.98
8T P8S5041.....96-160-2650-X..\$9.95

DOVE, RONNY
Dove, Ronny
LP MCA30912-190-0011-6..\$4.98
8T MCAT309.....96-190-0011-0..\$6.98
CA MCAC309.....92-190-0011-3..\$6.98

EDELMAN, RANDY
Laughter & The Tears
LP Lion
LN101312-802-0408-7..\$5.98

ELLIS
Riding On The Crest Of A Slump
LP Epic
KE3194512-400-0389-7..\$5.98
8T EA31945.....96-400-0389-1..\$6.98
CA ET31945.....92-400-0389-4..\$6.98

EVERLY BROTHERS
History Of
LP Barnaby
2BRS1500812-700-1044-1..\$7.98
8T GRT96-100-3027-0..\$7.98
8136-15008N96-120-1103-6..\$8.95

FACEDANCERS
Facedancers
LP Paramount
PAS603912-14-5202-2..\$5.98

FAITH, PERCY
Clair
LP Columbia
KC3216412-100-3065-9..\$5.98
8T CA32164.....96-100-3065-3..\$6.98
CA CT3216492-100-3065-6..\$6.98

FRANCHI, SERGIO
This Is
LP Victor
VPS608212-160-2654-8..\$6.98

FRANKLIN, CAROLYN
I'd Rather Be Lonely
LP Victor
LSP441112-160-2646-7..\$5.98

FRASER & DE BOLT
With Pleasure
LP Columbia
KC3213012-100-3064-0..\$5.98

FRIENDS OF DISTINCTION
Love Can Make It
LP Victor
LSP482912-160-2648-3..\$5.98
8T P8S2113.....96-160-2648-8..\$6.95
8T P8S2113.....95-160-2648-6..\$7.95

GENTLE GIANT
Octopus
LP Columbia
KC3202212-100-3074-8..\$5.98
8T CA32022.....96-100-3074-2..\$6.98
CA CT3202292-100-3074-5..\$6.98

GREENWOOD, MICK
To Friends
LP MCA 307.....12-190-0009-4..\$4.98
8T MCAT307.....96-190-0009-9..\$6.98
CA MCAC307.....92-190-0009-1..\$6.98

HABIB, MARTINE
Habib, Martine
LP Columbia
KC3178512-100-3030-6..\$5.98
8T CA31785.....96-100-3030-0..\$6.98
CA CT31785.....92-100-3030-3..\$6.98

HEAD, MURRAY
Nigel Lived
LP Columbia
KC3194712-100-3029-5..\$5.98
8T CA31785.....96-100-3030-0..\$6.98
CA CT3194792-100-3029-X..\$6.98

HERALD, JOHN
Herald, John
LP Paramount
PAS604312-714-5204-9..\$5.98

HERMAN, WOODY
Beat Of The Big Bands
LP Harmony
KH3202012-401-0473-1..\$2.98

HOOKE, EARL
His First & Last Recordings
LP Arhoolie
106612-716-1104-X..\$5.98

HOOKER, JOHN LEE
Kabuki Wuki
LP Bluesway
BLS605212-800-2839-4..\$4.98

HOOKFOOT
Communication
LP A&M
SP438012-418-0312-9..\$5.98

HUMBLE PIE
Eat It
LP SP370112-418-0308-0..\$7.98

JACKSON HEIGHTS
Jackson Heights
LP Verve
V6-508912-713-3195-0..\$5.98

JAMES GANG
Best Of
LP ABCX 77412-416-0226-8..\$5.98

JAMES, HARRY
Beat Of The Big Bands
LP Harmony
KH3201812-401-0472-3..\$2.98

JENNINGS, WAYLON
Ruby Don't Take Your Love To Town
LP Camden
CAS260812-701-4786-2..\$2.49
8T C8S1223.....96-701-4786-7..\$4.95

JENSEN, DICK
Jensen, Dick
LP Philadelphia
Int'l12-700-8006-7..\$5.98

JOHNSON, HERMAN E.
Louisiana Country
LP Arhoolie
106012-716-1106-6..\$5.98

KAEMPFERT, BERT
Fabulous Fifties & New Delights
LP MCA 31412-190-0013-2..\$4.98
8T MCAT314.....96-190-0013-7..\$6.98
CA MCAC314.....92-190-0013-X..\$6.98

KAYE, SAMMY
Beat Of The Big Bands
LP Harmony
KH3201312-401-0469-3..\$2.98

KING, WAYNE
This Is
LP Victor
VPM 608412-160-2656-4..\$6.98

KINKS
Great Last Kinks
LP Reprise
MS212712-415-0426-1..\$5.98

KOLBY, DIANE
Kolby, Diane
LP Columbia
KC3138612-100-3060-8..\$5.98
8T CA31386.....96-100-3060-2..\$6.98
CA CT31386.....92-100-3060-5..\$6.98

KONSTAN, MICHAEL
Konstan, Michael
LP Victor
LSP475912-160-2647-5..\$5.98

KOSTALANETZ, ANDRE
Plays Worlds Great Love Songs
LP Columbia
KG3200212-100-3027-6..\$6.98
8T GA32002.....96-100-3027-0..\$7.98
CA GT3200292-100-3027-3..\$7.98

KUHN, ROLF
New Happy Discothek
LP BASF
2011112-802-4312-0..\$5.98

LA CLAVE
La Clave
LP Verve
V6881912-713-3200-0..\$5.98

LAWRENCE, STEVE, & EYDIE GORME
Steve & Eydie/Feelin'
LP MGM
SE488112-449-0408-2..\$5.98
8T GRT 8130-4881M.96-120-1055-2..\$6.95

LEE, BRENDA
Brenda
LP MCA 30512-190-0008-5..\$4.98
8T MCAT305.....96-190-0008-0..\$6.98
CA MCAC305.....92-190-0008-3..\$6.98

LITTLE FEAT
Dixie Chicken
LP Warner Bros.
BS268612-414-0380-5..\$5.98

LOCKLIN, HANK
Send Me The Pillow You Dream On
LP Camden
CAS256212-701-4783-8..\$2.49
8T C8S1226.....96-701-4783-2..\$4.95

LYNN, JUDY
Naturally
LP Amaret 501412-712-6011-5..\$4.98
8T GRT 8148-5014M 96-120-1102-8..\$6.95

LYNN, LORETTA
Entertainer Of The Year
LP MCA 30012-190-0014-0..\$4.98
8T MCAT300.....96-190-0014-5..\$6.98
CA MCAC300.....92-190-0014-8..\$6.98

MFRS
MFRS
LP Philadelphia
Int'l K73204612-700-8005-9..\$5.98
8T ZA32046.....96-700-8005-3..\$6.98

MAMAS & PAPAS
20 Golden Hits
LP Dunhill
DSX5014512-417-0146-6..\$5.98
8T GRT 8023-5015M 96-120-1081-1..\$6.95
CA 5023-5015M.....92-120-1081-7..\$6.95

MANCINI, HENRY
Mancini Salutes Sousa
LP Victor
APD1001312-160-2574-6..\$5.98
8T APS10013.....96-106-2574-0..\$6.95
CA APK10013.....92-160-2574-3..\$6.95
8T APT10013.....95-160-2574-9..\$7.95

MATCHING MOLE
Little Red Record
LP Columbia
KC3214812-100-3071-3..\$5.98
8T CA32148.....96-100-3071-8..\$6.98

MATHIS, JOHNNY
Me & Mrs. Jones
LP Columbia
KC3211412-100-3035-7..\$5.98
8T CA32114.....96-100-3035-1..\$6.98
CA CT32114.....92-100-3035-4..\$6.98

This Guy's In Love With You
LP Harmony
KH3193512-401-0468-9..\$2.98

MAYFIELD, CURTIS
His Early Years With The Impressions
LP ABC X780/212-416-0322-7..\$5.98
8T GRT8022-780M92-120-1078-1..\$6.95
CA 5022-780M92-120-1078-0..\$6.95

MEDLEY, BILL
Smile
LP A&M SP351712-418-0310-2..\$5.98

MELACHRINO STRINGS & ORCH.
This Is
LP Victor
VPS608312-160-2655-6..\$6.98

MEYER, TARO
Meyer, Taro
LP Victor
LSP483212-160-2649-1..\$5.98

MICHAELS, LEE
Live
LP A&M SP351812-418-0303-X..\$5.98

MILES, BUDDY, BAND
Chapter VII
LP Columbia
KC3204812-100-3063-2..\$5.98
8T CA32048.....96-100-3063-7..\$6.98
CA CT32048.....92-100-3063-X..\$6.98

MILKWOOD
How's The Weather
LP Paramount
PAS604612-714-5206-5..\$5.98

MILLER, GLENN & THE ARMY-AIR FORCE BAND
This Is
LP Victor
VPM 608012-160-2652-1..\$6.98
8T P8S5137.....96-160-2652-6..\$9.95

MINNELLI, LIZA
The Singer
LP Columbia
KC3214912-100-3073-X..\$5.98
8T CA32149.....96-100-3073-4..\$6.98
CA CT32149.....92-100-3073-7..\$6.98

MONROE, BILL & JAMES
Father & Son
LP MCA 31012-190-0012-4..\$4.98
8T MCAT310.....96-190-0012-9..\$6.98
CA MCAC310.....92-190-0012-1..\$6.98

MOUNTAIN
Best Of
LP Columbia
KC3207912-100-3050-0..\$5.98

NELSON, TRACY
Poor Man's Paradise
LP Columbia
KC3175912-100-3076-4..\$5.98
8T CA31759.....96-100-3076-9..\$6.98
CA CT31759.....92-100-3076-1..\$6.98

NERO, PETER
World Of
LP Columbia
KG3198212-100-3026-8..\$6.98
8T GA31982.....96-100-3026-2..\$7.98
CA GT31982.....92-100-3026-5..\$7.98

NEWBURY, MICKY
Heaven Help The Child
LP Elektra
EKS7505512-405-0347-4..\$5.98

NEW SEEKERS
Best Of
LP Elektra
EKS7505112-405-0342-3..\$5.98
8T ET85051.....96-405-0342-8..\$6.97
CA TC55051.....92-405-0342-0..\$6.97

History Of
LP Verve
MV509512-713-3196-9..\$5.98
8T 8135-5095M.....96-120-1121-4..\$6.95
CA 5135-5095M.....92-120-1121-7..\$6.95

NORMAN, LARRY
Only Visiting This Planet
LP Verve
V6509212-713-3191-8..\$5.98

ODOM, ANDREW "VOICE"
Farther On Down The Road
LP Bluesway
BLS605512-800-2842-4..\$4.98

ONO, YOKO
Approximately Infinite Universe
LP Apple
SVBB339912-422-0067-3..\$6.98

OSMOND, DONNY
Alone Together
LP Kolob
SE488612-802-6401-2..\$5.98

P G & E
Best Of
LP Columbia
C3201912-100-3072-1..\$4.98
8T CA32019.....96-100-3072-7..\$6.98
CA CT32019.....92-100-3072-9..\$6.98

PAN
Pan, 1805-96
LP Columbia
KC3206212-100-3047-0..\$5.98
8T CA32062.....96-100-3047-5..\$6.98
CA CT32062.....92-100-3047-8..\$6.98

PORTER, COLE
Cole
LP Columbia
KC3145612-100-3054-3..\$5.98

POURCEL, FRANK
Western Movies Greatest Hits
LP Paramount
604512-714-5205-7..\$5.98

PRESLEY, ELVIS
Aloha From Hawaii Via Satellite
LP VPSX608912-160-2643-2..\$7.98
8T P8S5144.....96-160-2643-7..\$9.95
CA PK2124.....92-160-2640-5..\$6.95
8T P8S2124.....96-160-2640-3..\$6.95
8T P8S2124.....92-160-2640-5..\$6.95

QUATEMAN, BILL
Quateman, Bill
LP Columbia
KC3176112-100-3061-6..\$5.98
8T CA31761.....96-100-3061-0..\$6.98
CA CT31761.....92-100-3061-3..\$6.98

RAVAN, GENYA
They Love Me
LP Dunhill
DSX5041312-417-0147-4..\$5.98

RIGHTEOUS BROTHERS
History Of
LP MGM
SE488512-449-0409-0..\$5.98
8T GRT12-160-2643-7..\$9.95
8130-4885M96-120-1057-9..\$6.95
CA 5130-4885M92-120-1057-1..\$6.95

RILEY, JEANNIE C.
When Love Has Gone Away
LP MGM
SE489112-449-0420-1..\$5.98
8T GRT96-120-1109-5..\$6.95

ROGERS, KENNY & THE FIRST EDITION
Rollin'
LP Jolly Rogers
JR500312-802-2103-8..\$5.98
8T 8134-5003M96-120-1104-4..\$6.95

RUFUS
Rufus
LP ABC
ABCX78312-416-0227-1..\$5.98

SAND
Sand
LP Barnaby
BR1500612-700-1043-3..\$5.98

SANSON, VERONIQUE
Sanson, Veronique
LP Elektra
EKS7505012-405-0341-5..\$5.98

SEGER, PETE
World Of
LP Columbia
KG3194912-100-3023-3..\$6.98
8T GA31949.....96-100-3023-8..\$7.98

SEVERINSEN, DOC
Trumpets & Crumpets & Things
LP ABC X771/212-416-0223-9..\$5.98

SHAW, ARTIE
Beat Of The Big Bands
LP Harmony
KH3202112-401-0474-X..\$2.98

SIGNAOFF, SAM
Signaoff, Sam
LP Paramount
PAS604212-714-5220-6..\$5.98

SINATRA, FRANK
1943-1951
LP Columbia
KG3135812-100-3016-0..\$6.98
8T GA31358.....96-100-3016-5..\$7.98
CA GT31358.....92-100-3016-8..\$7.98

SMITH, CONNIE
Love Is The Look You're Looking For
LP Victor LSP4840..12-160-2639-4..\$5.98
8T P8S2123.....96-160-2639-9..\$6.95
CA PK2123.....92-160-2639-1..\$6.95

SPRINGFIELD, DUSTY
Cameo
LP Dunhill
DSX5012812-417-0143-1..\$5.98

STACKRIDGE
Friendliness
LP MCA 30812-190-0010-8..\$4.98
8T MCAT308.....96-190-0010-2..\$6.98
CA MCAC308.....92-190-0010-5..\$6.98

STATUS QUO
Piledriver
LP A&M SP438112-418-0305-6..\$5.98

STEALERS WHEEL
Stealers Wheel
LP A&M SP437712-418-0304-8..\$5.98

STEPPENWOLF
16 Greatest Hits
LP Dunhill
DSX5013512-417-0144-X..\$5.98
8T GRT96-120-1080-3..\$6.95
CA 5023-50135M.....92-120-1080-6..\$6.95
R7 0023-50135G99-120-1080-9..\$6.95

TERRY, SONNY, & BROWNIE McGHEE
Sonny & Brownie
LP A&M SP437912-418-0306-4..\$5.98

TEX, JOE
History Of
LP Pride 002012-802-2012-0..\$5.98

THREE DOG NIGHT
Around the World With
LP Dunhill
DSY5013812-417-0145-8..\$9.96

TILSTON, STEVE
Collection
LP MCA 31512-190-0006-X..\$4.98
8T MCAT315.....96-190-0004-8..\$6.98
CA MCAC315.....92-190-0006-7..\$6.98

TUFANO-GIAMMARESE
Tufano-Giammarese
LP Ode SP7701712-703-7072-3..\$5.98

TWITTY, CONWAY
She Needs Someone to Hold Her (When She Cries)
LP MCA 30312-190-0007-8..\$4.98
8T MCAT303.....96-190-0007-2..\$6.98
CA MCAC303.....92-190-0007-5..\$6.98

UNCLE DOG
Old Hat
LP MCA 30212-190-0004-3..\$4.98
8T MCAT 30296-190-0004-8..\$6.98
CA MCAC30292-190-0004-0..\$6.98

VALE, JERRY
Sings the Great Italian Hits
LP Columbia
KG3193812-100-3017-9..\$6.98
8T GA31938.....96-100-3017-3..\$7.98
CA GT31938.....92-100-3017-6..\$7.98

WAGONER, PORTER
Silent Kind
LP Camden CAS258812-701-4784-6..\$2.49
8T C8S1211.....96-701-4784-0..\$4.95

We Found It, W. Dolly Parton
LP Victor LSP484112-160-2640-8..\$5.98
8T P8S2124.....96-160-2640-2..\$6.95
CA PK2124.....92-160-2640-5..\$6.95
8T P8S2124.....96-160-2640-3..\$6.95

WAKEMAN, RICK
Six Wives of Henry VIII
LP A&M SP436112-418-0309-9..\$5.98

WAYNE, JOHN
AMERICA, Why I Love Her
LP Victor LSP482812-160-2637-8..\$5.98
8T P8S1212.....96-160-2637-2..\$6.95
CA PK1212.....92-160-2637-5..\$6.95

WILLIAMS, HANK, JR.
After You
LP MGM SE486212-449-0417-1..\$5.98
8T 8130-4862M96-120-1106-0..\$6.95

WISEMAN, MAC
Concert Favorites
LP Victor
LSP484512-160-2642-5..\$5.98
8T P8S 212896-160-2642-9..\$6.95

WYMAN, KAREN
Wyman, Karen
LP Columbia
KC3170412-100-3041-1..\$5.98
8T CA31704.....96-100-3041-5..\$6.98
CA CT31704.....92-100-3041-9..\$6.98

YOST, DENNIS, & THE CLASSICS IV
What Am I Crying For
LP MGM South
MSH70212-721-9001-3..\$5.98
8T 8146-702M96-120-1110-9..\$6.95

ZIMMERMAN, DIETER
My World
LP BASF 2010112-802-4333-X..\$5.98

POPULAR COLLECTIONS

COUNTRY LOVE
Volume 2
LP Columbia
KG3201012-100-3066-7..\$6.98
8T GA32010.....96-100-3066-1..\$7.98

THEATRE/FILMS/TV (MUSICAL)

BERLIN TO BROADWAY
Original Cast
LP Paramount
PAS400012-714-5201-4..\$9.98

HISTORY OF MGM MOVIE MUSIC
Volume 1
LP MGM 25E1512-449-0412-0..\$7.98
8T GRT 8130-15N96-120-1105-9..\$8.95

NEW MOON
LP Monmouth-Evergreen
MES705112-712-1058-4..\$5.98

TIP-TOES/WILDFLOWER
LP Monmouth-Evergreen
MES705212-712-1059-2..\$5.98

JAZZ ARTISTS

BASIE, COUNT
From Broadway to Paris, W. Benny Goodman
LP ABC X773/212-416-0225-5..\$5.98
8T GRT 8022-773M96-120-1075-9..\$6.95

Davis, Sammy, Jr., W. Count Basie
LP MGM SE482512-449-0416-3..\$5.98
8T GRT 8130-4825M 96-120-1120-6..\$6.95

BROWN, MEL
18 Pounds of Unclean Chitlins & Other Greasy Blues Specialties
LP Bluesway
BLS6064 12-800-2851-3. \$4.98
8T GRT 8051-6064M 96-120-1095-X. \$6.95

BROWN, ROY
Hard Times
LP Bluesway
BLS6056 12-800-2843-2. \$4.98

BYRD, CHARLIE
World Of
LP Columbia
K31967 12-100-3053-5. \$6.98
8T GA31967 96-100-3053-X. \$7.98

CHARLES, RAY
Genius Live In Concert
LP Bluesway
BLS6053 12-800-2840-8. \$4.98
8T GRT 8051-6053M 96-120-1087-0. \$6.95

COMPOST
Life Is Round
LP Columbia
KC32031 12-100-3046-2. \$5.98
8T CA32031 96-100-3046-7. \$6.98
CA CT32031 92-100-3046-X. \$6.98

DAVID, FRANK, SELECTION
Blues & Electronics
LP BASF 21150 12-802-4319-8. \$5.98

ENNIS, ETHEL
20 Sides Of
LP BASF BB25121 12-802-4368-6. \$5.98

FITZGERALD, ELLA
History Of
LP Verve 2V658817 12-713-3199-3. \$7.98
8T GRT 8140-8817N 96-120-1113-3. \$6.95

GETZ, STAN
Communications '72
LP Verve V6-8807. 12-713-3190-X. \$5.98

GORDON, DEXTER, & SLIDE HAMPTON
Day In Copenhagen
LP BASF 20698 12-802-4317-1. \$5.98

HOLIDAY, BILLIE
History of the Real Billie Holiday
LP Verve 2V658816 12-713-3198-5. \$7.98
8T GRT 8140-8861N 96-120-1112-5. \$8.95

KING, B.B.
Back In The Alley
LP Bluesway
BLS6050 12-800-2837-8. \$4.98
8T GRT 8051-6050M 96-120-1084-6. \$6.95

MAHAVISHNU ORCH.
Birds of Fire
LP Columbia
KC31996 12-100-3014-4. \$5.98
8T CA31996 96-100-3014-9. \$6.98
CA CT31996 92-100-3014-1. \$6.98

POWELL, BADEN
Tristezza On Guitar
LP BASF 29623 12-802-4314-5. \$5.98
8T 49623 96-802-4314-1. \$6.98
CA 39623 92-802-4314-4. \$6.98

REED, JIMMY
I'm Not From Chicago
LP Bluesway
BLS6054 12-800-2841-6. \$4.98
8T GRT 8051-6054M 96-120-1088-9. \$6.95

RUSHING, JIMMY
Sent For You Yesterday
LP Bluesway
BL6054 12-800-2841-6. \$4.98
8T GRT 8051-6057M 96-120-1089-7. \$6.95

SPANN, OTIS
Heart Loaded With Trouble
LP Bluesway
BLS6063 12-800-2850-5. \$4.98
8T GRT 8051-6063M 96-120-1094-8. \$6.95

TATE, BUDDY, CELEBRITY CLUB ORCH.
Unbroken
LP BASF 20740 12-802-4307-4. \$5.98

TURNER, JOE
Roll 'Em
LP Bluesway
BLS6060 12-800-2847-5. \$4.98

VARIOUS
Classic Blues, v. 1
LP Bluesway
BLS6061 12-800-2848-3. \$4.98
8T GRT 8051-6061M 96-120-1091-2. \$6.95

Classic Blues, v. 2
LP Bluesway
BLS6062 12-800-2849-1. \$4.98
8T GRT 8051-6062M 96-120-1093-6. \$6.95

WALKER, T-BONE
Dirty Mistreater
LP Bluesway
BLS6058 12-800-2845-9. \$4.98
8T GRT 8051-6058M 96-120-1090-0. \$6.95

WITHERSPOON, JIMMY
Best Of
LP Bluesway
BLS6051 12-800-2838-6. \$4.98
8T GRT 8051-6051M 96-120-1085-4. \$6.95

CLASSICAL

BACH, JOHANN CHRISTIAN
Music (Selections)
Das Collegium Aureum Auf Original Instrumenten
LP BASF
KHB20309 12-802-4342-2. \$5.98

BACH, JOHANN SEBASTIAN
Harpischord Concertos, v. 2
Malcolm, Menuhin Festival Orch.
LP Angel S36790 12-419-0877-X. \$5.98

BEETHOVEN, LUDWIG VAN
Demus
Clavier
LP BASF
KHB20328 12-802-4343-0. \$5.98

BIZET, GEORGES
Carmen
Dresden Staatsoper Orch. & Chorus
LP BASF
KBB 21362 12-802-4350-3. \$5.98

Music Selections (Gould's First Recordings of Grieg & Bizet)
Gould
LP Columbia
M32040 12-100-3075-6. \$5.98

BRAHMS, JOHANNES
Songs
Ameling
LP BASF
KHB21021 12-802-4346-5. \$5.98

CHOPIN, FREDERIC
Sonata in G/Franck: Sonata in A
Du Pre, Barenboim
LP Angel S36937 12-419-0878-8. \$5.98

COUPERIN, FRANCOIS
Music (Selections)
Leonhardt
LP BASF
KHB20348 12-802-4344-9. \$5.98

DEBUSSY, CLAUDE
La Mer
Ormandy/Ravel
LP Red Seal
ARD10029 12-430-1203-X. \$5.98
8T ARS10029 96-430-1203-4. \$6.95

HANDEL, GEORGE FRIDERIC
Water Music
Collegium Aureum
LP BASF
HB20341 12-802-4361-9. \$5.98

MOZART, WOLFGANG AMADEUS
Concertos For Piano Nos. 11 & 12
Serkin, Marlboro Festival Orch., Schneider
LP Columbia
M31728 12-100-3068-3. \$5.98
CA MT31728 96-100-3068-0. \$6.98

Quartet
Collegium Aureum
LP BASF
KHB20344 12-802-4360-0. \$5.98

RACHMANINOFF, SERGEI
Concerto No. 2
Rubinstein, Ormandy
LP Red Seal
ARD10031 12-430-1204-8. \$5.98
8T ARS10031 96-430-1204-2. \$6.95

SCRIABIN, ALEXANDER
Piano
Horowitz
LP Columbia
M31620 12-100-3067-5. \$5.98
8T MA31620 96-100-3067-X. \$6.98
CA MT31620 92-100-3067-2. \$6.98

SIBELIUS, JEAN
Symphony No. 2
Ormandy
LP Red Seal
ARD10018 12-430-1100-9. \$5.98
8T ARS10018 96-430-1100-3. \$6.95
CA ARK10018 92-430-1100-6. \$6.95

VERDI, GIUSEPPE
Don Carlos (Highlights)
Domingo, Caballe, Milnes, Raimondi, Verret, Ambrosian Opera Chorus & Orch., Giulini
LP Angel S36918 12-419-0875-3. \$5.98
8T 8XS36918 96-419-0875-8. \$6.98

Othello
Berlin Staatsoper Chorus & Orch., Elmendorf
LP BASF
KBB21360 12-802-4349-X. \$5.98

CLASSICAL COLLECTIONS

AACHENER DOMCHOR
Music In Aachen Cathedral
LP BASF
KHB21443 12-802-4352-X. \$5.98

DUFAY, GUILLAUME
Dufay, Guillaume
LP BASF
HB20349 12-802-4362-7. \$5.98

ENTREMONT, PHILIPPE
A La Francaise
LP Columbia
M32070 12-100-3069-7. \$5.98

MONTERRAT, BENEDICTINE ABBEY CAPELLA & ESCOLONA, SEGARRA
El Siglo De Oro.
LP BASF
KHB 21227 12-802-4348-1. \$5.98

ORMANDY, EUGENE
1001 Sonic Delights
LP Red Seal
ARD10028 12-430-1202-1. \$5.98
8T ARS10028 96-430-1202-6. \$6.95

SHANKAR, RAVI, w/ALL AKBAR KHAN, ALLA RAKHA
In Concert 1972
LP Apple SVBB3396 12-422-0066-5. \$6.98

STERN, ISAAC
Columbia Symphony (Brief) - Romance
LP Columbia
M31425 12-100-3070-5. \$5.98
8T MA31425 96-100-3070-X. \$6.98
CA MT31425 92-100-3070-2. \$6.98
QB MAQ31425 95-100-3070-8. \$7.98
OL MQ31425 15-100-3070-0. \$6.98

STOLZ, ROBERT & HEINZ HOPPE
Galakonzert Mit Robert Stolz
LP BSF
KBB21121 12-802-4347-3. \$5.98

General News

Rothfeld Favors Quadradisc Price and Single Inventory

NEW YORK — The Korvette chain of record departments will put its merchandising muscle behind the RCA Quadradisc, according to Dave Rothfeld, audio merchandising manager for Korvette. Korvette's decision to promote the Quadradisc to its dealers and customers was, according to Rothfeld, based largely on the fact that RCA was, at present, the only company offering its 4-channel records at a price comparable to that of stereo product. The Warner/Elektra/Atlantic (WEA) Group and Columbia Records are both offering their 4-channel records at \$1 above the list price of their stereo product.

Rothfeld stressed that his company's decision to actively promote the RCA channel product in no way implied that Korvettes was ignoring Columbia and WEA quadraphonic software; nor was it meant to imply that Korvette was forcing those companies to offer 2 and 4-channel software at the same price. The Korvette executive did stress too the additional problem of dual inventory.

Rothfeld continued, "Korvettes is in the business of selling music. In all fairness to our customers, we will sell all available 4-channel software regardless of price."

'Trunk' Pirate Nabbed

NEW YORK—New York State Police in Middletown, N.Y., seized 500 8-track tape cartridges and arrested a man who was peddling them from the trunk of an automobile parked in front of a service station in Goshen, N.Y.

The man arrested was identified as Subhi Samman of West Milford, N.J. He pleaded guilty to a violation of the New York State Antipiracy Law, was given a conditional discharge and placed on probation for one year.

Investigator Del George, of the Bureau of Criminal Investigation of the State Police Barracks in Middletown made the arrest when

he chanced to drive into the service station and saw Samman standing in front of his car with the trunk open and the interior filled with tapes which Samman was offering for \$2.99. This was his second piracy offense.

Hanna-Barbera Sound-Effects Series Begun

LOS ANGELES — Hanna-Barbera Productions has begun to market its library of over 2,600 sound effects created during the past 15 years for some 60 animated TV cartoon series. At six-month intervals during the next two years, sets of the sound effects disks will be released along with cross-indexed catalogs.

For the first phase of merchandising the set, it will be sold only through direct mail from Hanna-Barbera. Main reliance will be placed on mailings to broadcasters, advertising agencies, film-TV production companies, recording studios and school facilities.

The Hanna-Barbera Library of Sound will eventually total 27 LPs. Series "A" is currently available for \$40 via direct-mail from the company. It includes 232 sounds on seven records boxed with a 12" by 12" catalog booklet with over 800 cross-indexed descriptions of the sounds.

Roger Karshner, former Capitol Records merchandising director, was hired last April by Hanna-Barbera to exploit their sound recording and copyright properties.

He said that not until the entire series has been thoroughly merchandised by direct mail to specialist users will it be offered to distributors for retail sale. And in-store sales will be set at a higher list price than the mailed product, which is to average \$5.50 per disk. "Once the sound effects production job is done, we have 400 hours of taped music cues to start working on," said Karshner.

ASCAP FETES E.Y. HARBURG

NEW YORK—E.Y. Harburg, lyricist and triple Academy Award winner, was honored on the eve of his 75th birthday, April 8, by a luncheon hosted by colleague Stanley Adams, president of ASCAP. Harburg, who joined ASCAP in 1930, won his Academy Awards for "Over the Rainbow" (1939), "Happiness Is a Thing Called Joe" (1943) and "More and More" (1944).

AFM Audition Guidelines Set

NEW YORK—The American Federation of Musicians has established suggested guidelines for symphony orchestra auditions, according to AFM president Hal Davis. He said that the guidelines are to be used at the "discretion" of the Federation's locals, but are intended to seek a uniformity in procedure for auditioning musicians.

The guidelines contain suggested rates musicians' travel and lodging expenses if held over; repertorial time and content considerations; time intervals for the placing of an ad for any auditions; and processing of applications for any openings.

Hansen, Chappell In Tie Renewal

NEW YORK—Hansen Publications, Inc., has renewed its exclusive distribution agreement for Canada with Chappell & Co. for five additional years through 1978.

The original agreement, initiated in early 1972, covers the entire Hansen Publications catalog including product by such contemporary artists as Carly Simon, Charley Pride, Nilsson, Joni Mitchell, Johnny Cash, The Who and Chicago, plus such educational material as the John Brimhall Series.

The extensive Hansen catalog will continue to be coordinated by Cyril Devereux, manager for Chappell-Canada. He will work directly with Tony Lenz, Chappell head of publications and Arturo Rainerman, Hansen international sales manager.

ALBUM SERIES

J. Fields' 1st 10 Jazz LP's

NEW YORK—The ten album first release by Joe Fields on his Muse and Onyx jazz labels divides neatly—five basically modern recordings on Muse and five releases of vintage jazz on Onyx, skillfully prepared by producer Don Schlitten. The Onyx albums are all done in silver to the same format, which lends itself to display purposes.

This set contains some extraordinary, after-hours small club work by pianist Art Tatum, "God Is In The House" (Onyx 205) with some particularly inspiring interplay with trumpet player Frankie Newton. It was recorded 1940-41. Saxophones are featured in "The Foremost" (Onyx 201)—some strong Wardell Gray, dueling tenors with Teddy Edwards and Dexter Gordon and Leo Parker making an agile appearance on baritone. These recordings range from 1947-50-55.

Some 1947 Stan Getz—on alto no less—emerges from "Big Bands" (Onyx 202) when the even-then lyrical Getz was a member of the recording-only Mills Blues Rhythm Band, revived in that year by publisher Irving Mills. Also featured on this album is the Louis Bellson Big Band. "52nd Street, Vol. 1" (Onyx 203) is naturally all small group material, with groups led by Tony Scott, Slam Stewart, Don Byas, Sid Catlett and featuring Dizzy Gillespie, Ben Webster, Erroll Garner, Coleman Hawkins, et al. These sessions are from 1945-46 and the Scott sides contain, "All Too Soon" an early Sarah Vaughan standout.

Onyx 204 is small group material from 1957 from trumpet player Red Rodney, now a Los Angeles studio musician but back then best known for being a trumpet player who worked for three years with Charlie Parker.

The Muse albums again mostly produced by Schlitten are highlighted by "The Return of Don Patterson" (Muse 5005)—he last recorded for Prestige in 1969. Patterson was one of the front runners of the soul-jazz-organ field and he maintains his reputation here in a saxophone-guitar front line setting. Guitarist Jimmy Raney has a delicately swinging album, "Strings And Swings" (Muse 5004) which has him backed by a string section on one 1957, classically-leaning side with a more blowing session recorded in 1969 making up the second side. James Moody on tenor saxophone is heard to aggressive effect on "Never Again" (Muse 5001), again a small group setting, as is drummer Roy Brooks in "The Free Slave" (Muse 5003), recorded live in 1970 in Baltimore. Nonpareil bass player Richard Davis recorded his two-tune album, "Epitaphy and Now's The Time" (Muse 5002) in New York's Jazz (now Folk) City last year.

IAN DOVE

The charts tell the story — Billboard has THE CHARTS



MRS. RICHARD M. NIXON displays one of the album covers of the White House Record Library presented by the RIAA to several hundred persons who attended the presentation ceremony. Also on the dais are, left to right, Willis Conover, chairman of the commission that selected the recordings; Stanley M. Gortikov, president of the RIAA and Clive Davis, RIAA board chairman, who presented the library to Mrs. Nixon in behalf of the Association.

Country Music

Over 100 Top Country Acts For 2nd Intl. Country Fan Fair

By BILL WILLIAMS

NASHVILLE—The Second International Country Music Fan Fair will feature appearances by more than 100 leading country artists this June 6-10 here.

E.W. "Bud" Wendell, manager of the "Grand Ole Opry" and general chairman of the Fan Fair Committee, said 14 major labels will be represented.

"There will be something for everyone," Wendell said. "Everything from Grand Masters Fiddling and Blue Grass to the contemporary country sounds."

Wendell noted that more than 3,000 people already have been preregistered, running well ahead of the number a year ago at this time. All of the 200 booths for display have been reserved.

The International Fan Club Organization (IFCO) will hold its sixth annual banquet and show on Wednesday, June 6, at the Sheraton.

Kustom Nat. Sales Meet; Strengthen Country Music Ties

NASHVILLE — Kustom Electronics of Chanute, Kan., will conduct its national sales meeting here this week to "further the tremendous relationship now existing with the country music community."

A Kustom spokesman, Earl Owens, said the meeting at the downtown Ramada Inn would also deal in product training and merchandise planning, along with an introduction of new equipment.

"It will afford the salespeople the opportunity to see and hear the music of Nashville," Owens said, and identify with the artists.

Artists currently using Kustom products include Lynn Anderson, Donna Fargo, Tanya Tucker, Hank Williams Jr., Tommy Cash, Danny Davis and the Nashville Brass, Jean Shepard, David Rogers, Waylon Jennings, Charlie Harris and others.

Kustom also has made strong inroads here in the use of its equipment at virtually all music functions. These include the Country Music Association shows, all NARAS activities, Fan Fair, and the "Grand Ole Opry" birthday celebration.



JIM FOGLESONG, left, new president of Dot Records, is congratulated by Tony Martel, president of Famous, on his promotion at a Nashville news conference.

Events are as follows:

Wednesday: 12 noon. Bluegrass Concert, Opry House.

Thursday: 12 noon. Mercury Records Show; 3 p.m. M.C.A. show; 8 p.m. RCA show; 10:30 p.m. Hickory & Starday shows.

Friday: 10 a.m. Dot show; 3 p.m.

Capitol show; 8 p.m. Columbia show; 10:30 p.m. ABC Dunhill and Metromedia.

Saturday: 10 a.m. UA, Atlantic, Chart and JMI Records; 3 p.m. Fan Fair Reunion show.

Sunday: 1 p.m. Grand Master's Fiddling Contest, Opryland.

Simon & Hunter Meld R&B With C&W in MC Sessions

NASHVILLE — The broadening of the bases of country music has brought about a "soul movement" which is luring well-known r&b artists into the studios here for country sessions.

Arranger-conductor Hank Levine has been producing Ivory Joe Hunter sessions, while John Richbourg has been in numerous sessions with Joe Simon.

Hunter, stating that he "has always been country even though I was categorized in another field," has done his sessions at the newly built Pete Drake studio.

Levine said his experimentations with Hunter involve a basic track with the singer at the piano, recording in the style of the 1950's. He is overdubbing with a modern country sound. Betty Berger, manager of Hunter, has assisted Levine in the studios.

Simon has just concluded an album at the Jack Clement Studios, and the mixing is under way now. Again, singing in a "soul" style, he is using basic country tracks. Simon has cut more than 20 sides in the past couple of weeks.

In both cases, Nashville musicians are being utilized to assure the country sound.

Many of the Ivory Joe Hunter songs of the 1950's, including "Since I Met You, Baby," were covered in the country field.

Carlton Haney Sets 'New Grass' Festival; Updates 'Blue Grass'

CAMP SPRINGS, N.C.—New Grass Music, described as an extension of Blue Grass with modernization, will be featured in a festival to be held here next week-end, with leading performers.

Carlton Haney, promoter of the event, said the New Grass sound has more up-to-date instrumentation, and modern lyrics as contrasted to the traditional Blue Grass type.

Haney, who founded the concept of Blue Grass Festivals eight years ago, calls this event the world's First Annual New Grass Festival.

Blue Grass has undergone an incredible surge of popularity in recent years, and Haney feels this extension gives it new dimension. Some of the nationally known groups taking part are the Country Gentlemen, John Duffy and the Seldom Scene, Eddy Adcock and

B. Walker Does Radio Show Series of Iron & Steel Inst.

NASHVILLE — Producer Chet Hagen is adding a third syndication to his string of successful radio shows, this one featuring MGM singer Billy Walker.

Walker will host a five-minute radio show sponsored by the American Iron & Steel Institute. John Roche, president of the institute, said the show has been set for 219 stations on a five-times-weekly basis.

Hagen has been in Nashville cutting the first 13 of these shows, with talk appearances by well-known country artists.

Walker already hosts his own television show, "Country Carnival," and is a consistent seller of country records.

The syndications are being recorded at the new Fireside studio here, owned by Porter Wagoner and Dolly Parton, and are distributed by Frank Fitzgerald & Assoc., Larchmont, N.Y.

Hagen's other syndications deal with animals and veterinary medicine. He annually produces the Country Music Association Awards television show.

4 POW's at 'Opry' Show

NASHVILLE — Surprise guests at the "Grand Ole Opry" here last week were four former Vietnam prisoners of war, each of whom expressed a desire to see the show.

All four, from this area, brought their families. They are Capt. Bill Lawrence, Comdr. Nels Tanner, Comdr. Ray Vohden, and Lt. Comdr. Dave Doss. Their combined captivity totalled nearly 20 years.

music movement and branched out to bands of their own. They retain the standard acoustic instruments of guitar, banjo, fiddle, mandolin, bass and, occasionally, Dobro.

"The younger musicians explored new avenues and created new sounds within the style by adding modern close vocal harmonies and extended instrumental passages borrowed from other forms, such as jazz and rock," Haney says.

"New songs are being written in the style today which reflects the experience and life-styles of a younger and more urban population."

The Country Gentlemen were early leaders in creating the new sound, and they swept the awards at this resort last year.

The regional groups playing all have won numerous prizes and awards at the many old-time fiddler's conventions across North Carolina and Virginia.

Haney now hopes to create a separate showcase each Easter weekend for New Grass music "so that both the traditional and modern divisions of the music will be able to grow in their respective directions without competing with each other."

Haney has built a permanent covered stage and a strong sound projection. The festival, Friday, Saturday and Sunday, also will include informal "picking sessions" around the parking and camping areas on the 160-acre site here. These have become a tradition at all such festivals.

A "New Grass Music Story" portraying the development of this new form will be staged from 1 p.m. until 9 p.m. on Sunday.

Nashville Scene

By BILL WILLIAMS

George Jones and Tammy Wynette have made their official return to the "Grand Ole Opry" as members after a prolonged absence. . . . Jerry Wallace has cut a series of 31 promotional spots, station breaks and the like for old friend Scotty Turner and his Nashville Towers organization. . . . Patti Page now will be produced

by Norro Wilson. . . . Freddie Weller has made a complete, and amicable, break with Paul Revere and the Raiders, and will devote his entire time to country music. . . . Writer-publisher Ralond Pike killed in a Nashville fire. . . . Penny DeHaven has moved to Mercury, and will be produced by Jerry Kennedy. . . . Gene Sullivan, a member of the Songwriter's Hall of Fame in Nashville, has started to write again. . . .

Commander Cody and his Lost Planet Airmen now are travelling with a group called Asleep at the Wheel. They plan eventually to expand to two buses, one with its own kitchen. . . . Stonewall Jackson has left Columbia, after nearly 20 years, and will record for A&M. . . . Singer Debbie Pierce recovering nicely after some corrective surgery. . . . Black country artist Roosevelt Savannah made his first appearance at McNeil Island Fed-

eral Penitentiary, as an entertainer, of course. . . . Tommy Overstreet is quickly cutting a new LP to follow his single "Send Me No Roses," produced by Ricci Moreno. . . . Hugh X. Lewis is starting to record again, after a long drought. . . . Linda K. Lance waxed her floor, then slipped and fell on it, breaking her arm. Nonetheless, her next Triune single will be out on schedule. . . . Songwriter Ben Peters has signed a recording contract with Capitol. . . .

Junior Samples acquitted of all charges in a Georgia court. He blamed his arrest on politics. . . . The "Skeedaddle" TV show apparently is going to happen. Tentative taping of 39 shows is set for the fall in Nashville. . . . The Kitty Wells-Johnny Wright family show broke all attendance records in Baltimore. They drew 40,000 (Continued on page 44)

Jack & Misty 'Cut' With Orch.

ORLANDO—Mega artists Jack Blanchard and Misty Morgan will do a live performance with the Sunshine Pops Orchestra here in an event called a "pilot preview."

The performance will be recorded and released on Mega at a later date. Narration will be by Clay Daniels of WHOO here.

The orchestra, with 33 pieces,

is part of the Central Florida Symphony. The album cutting will take place at the Royal Motor Inn at nearby Lake Buena Vista, with some 200 area residents viewing the session at \$20 per couple. All proceeds will go to benefit the Pops group.

This will be the first live recording done in the central Florida area.



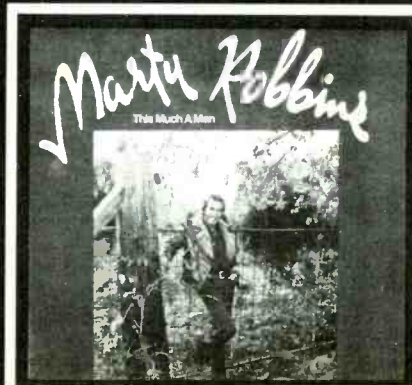
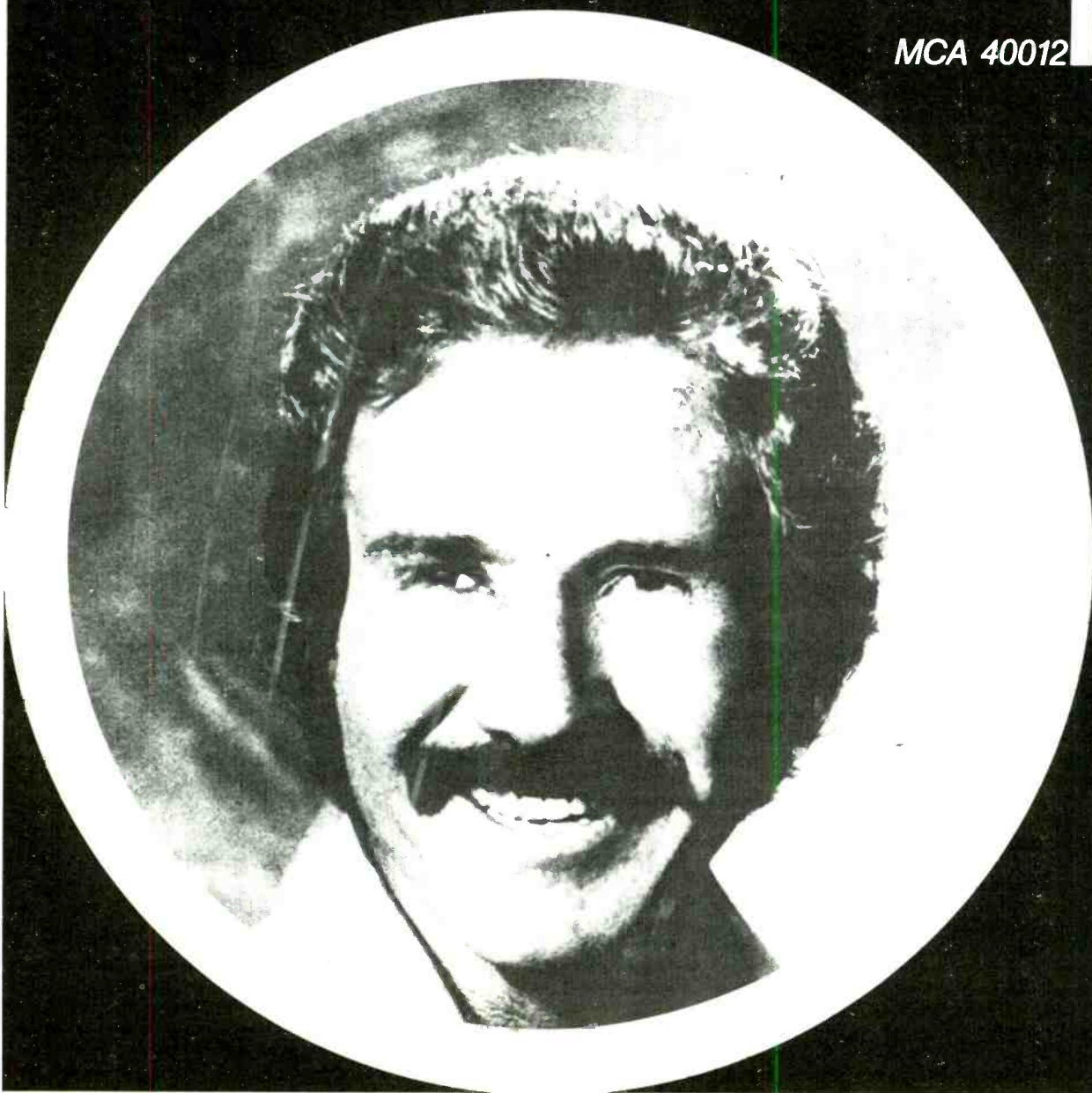
LUTHER WOOD, who has joined MEGA Records and Tapes as national promotion manager, discusses Mega production schedules with Ed Hamilton, executive vice president.

MARTY

ROBBINS

'WALKING PIECE OF
HEAVEN'

MCA 40012



JERRY WALLACE

4 STAR MUSIC, INC
BMI



"SOUND OF GOODBYE"

MCA 40037



Billboard Hot Country Singles®

Billboard SPECIAL SURVEY for Week Ending 4/21/73

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★ STAR Performer—Singles registering greatest proportionate upward progress this week.

This Week	Last Week	TITLE—Artist, Label & Number (Dist. Label) (Publisher, Licensee)	Weeks on Chart	This Week	Last Week	TITLE—Artist, Label & Number (Dist. Label) (Publisher, Licensee)	Weeks on Chart
1	3	SUPERMAN..... Donna Fargo, Dot 17444 (Famous) (Prima Donna, BMI)	10	38	33	DON'T BE ANGRY..... Billy "Crash" Craddock, ABC 11349 (Acuff-Rose, BMI)	9
2	1	A SHOULDER TO CRY ON..... Charley Pride, RCA 74-0884 (Blue Book, BMI)	11	39	44	DAISY A DAY..... Jud Strunk, MGM 14463 (Cosette/Every Little Tune, ASCAP)	9
3	6	BEHIND CLOSED DOORS..... Charlie Rich, Epic 5-10950 (Columbia) (House of Gold, BMI)	11	40	49	SWEET COUNTRY WOMAN..... Johnny Duncan, Columbia 4-45818 (Chappell, ASCAP)	4
4	5	I LOVE YOU MORE AND MORE EVERYDAY..... Sonny James, Columbia 4-45770 (Don Robertson, ASCAP)	11	41	41	BRUSH ARBOR MEETING..... Brush Arbor, Capitol 3538 (House of Hits, BMI)	7
5	7	IF YOU CAN LIVE WITH IT..... Bill Anderson, MCA 40004 (Stallion, BMI)	9	42	50	YOU'VE GOT ME (Right Where You Want Me)..... Connie Smith, Columbia 4-45816 (Gallico/Nelley's Bend, BMI)	4
6	9	COME LIVE WITH ME..... Roy Clark, Dot 17449 (Famous) (House of Bryant, BMI)	10	43	55	KIDS SAY THE DARDEST THINGS..... Tammy Wynette, Epic 5-10969 (Columbia) (Algee, BMI)	3
7	8	YOU CAN HAVE HER..... Waylon Jennings, RCA 74-0886 (Big City/Harvard, BMI)	10	44	45	WHEN LOVE HAS GONE AWAY..... Jeannie C. Riley, MGM 14495 (Dunbar, BMI)	7
8	2	SUPER KIND OF WOMAN..... Freddie Hart, Capitol 3524 (Blue Book, BMI)	12	45	53	CHEATING GAME..... Susan Raye, Capitol 3569 (Blue Book, BMI)	3
9	14	THE EMPTIEST ARMS IN THE WORLD..... Merle Haggard, Capitol 3552 (Shade Tree, BMI)	7	46	51	CRYING OVER YOU..... Dickie Lee, RCA 74-0892 (Milene, ASCAP)	7
10	12	SOMETHING ABOUT YOU I LOVE..... Johnny Paycheck, Epic 5-10947 (Columbia) (Jack & Bill, ASCAP)	9	47	54	DAISY MAY (And Daisy May Not)..... Terri Lane, Monument 78565 (Columbia) (Cape May/Benalu, BMI)	5
11	10	TAKE TIME TO LOVE HER..... Nat Stuckey, RCA 74-0879 (Jack & Bill, ASCAP)	12	48	57	LET'S BUILD A WORLD TOGETHER..... George Jones & Tammy Wynette, Epic 5-10963 (Columbia) (Algee, BMI)	3
12	15	NOBODY WINS..... Brenda Lee, MCA 40003 (Resaca, BMI)	10	49	60	TIE A YELLOW RIBBON ROUND THE OLD OAK TREE..... Johnny Carver, ABC 11357 (Levine & Brown, BMI)	3
13	17	WHAT MY WOMAN CAN'T DO..... George Jones, Epic 5-10959 (Columbia) (Altam/Algee, BMI)	8	50	58	WORKIN' ON A FEELIN'..... Tommy Cash, Epic 5-10964 (Columbia) (Tree, BMI)	5
14	4	TEDDY BEAR SONG..... Barbara Fairchild, Columbia 4-45743 (Duchess, BMI)	17	51	61	SOUND OF GOODBYE/ THE SONG NOBODY SINGS..... Jerry Wallace, MCA 40037 (4 Star, BMI/4 Star, BMI)	2
15	18	WALKING PIECE OF HEAVEN..... Marty Robbins, MCA 40012 (Mariposa, BMI)	8	52	52	GO WITH ME..... Don Gibson & Sue Thompson, Hickory 1665 (Acuff-Rose, BMI)	6
16	11	NEITHER ONE OF US..... Bob Luman, Epic 5-10943 (Columbia) (Kea, ASCAP)	13	53	56	I KNEW JESUS (Before He Was A Star)..... Glen Campbell, Capitol 3548 (Encino, ASCAP)	5
17	23	WHAT'S YOUR MAMA'S NAME?..... Tanya Tucker, Columbia 4-45799 (Altam/Bluecrest, BMI)	5	54	59	YOU'RE A BELIEVER..... Stoney Edwards, Capitol 3550 (Ironside, ASCAP)	6
18	16	KEEP ME IN MIND..... Lynn Anderson, Columbia 4-45768 (Flagship, BMI)	15	55	65	TRUE LOVE..... Red Stegall, Capitol 3562 (Chappell, ASCAP)	2
19	13	DUELING BANJOS..... Deliverance/Soundtrack, Warner Bros 7659 (Warner/Lamerlane, BMI)	12	56	62	CHICK INSPECTOR..... Dick Curless, Capitol 3541 (Happy-Go Lucky, ASCAP)	5
20	24	KEEP ON TRUCKIN'..... Dave Dudley, Mercury 73367 (Phonogram) (Newkeys, BMI)	8	57	—	GIVE A LITTLE, TAKE A LITTLE..... Barbara Mandrell, Columbia 4-45819 (Green Grass, BMI)	1
21	28	GOOD NEWS..... Jody Miller, Epic 5-10960 (Columbia) (Algee, BMI)	6	58	64	WHY ME..... Kris Kristofferson, Monument 8571 (Columbia) (Resaca, BMI)	3
22	25	SAY WHEN..... Diana Trask, Dot 17448 (Famous) (Gallico/Algee, BMI)	8	59	63	THANKS FOR LOVIN' ME..... Pat Roberts, Dot 17451 (Famous) (Gallico/Ben Peters, BMI)	8
23	19	NO MORE HANGING ON..... Jerry Lee Lewis, Mercury 73361 (Phonogram) (Passkey, BMI)	10	60	—	TOO MUCH MONKEY BUSINESS..... Freddie Weller, Columbia 4-45827 (Arc, BMI)	1
24	27	AFTER YOU..... Hank Williams, Jr., MGM 14486 (Chestmont, BMI)	9	61	66	THE FOOL I'VE BEEN TODAY..... Jack Greene, MCA 40035 (Contention, SESAC)	2
25	30	WALK SOFTLY ON THE BRIDGES..... Mel Street, Metromedia Country 906 (Blue Crest/Hill & Range, BMI)	6	62	72	RIDE ME DOWN EASY..... Bobby Bare, RCA 74-0918 (Shaver/Return, BMI)	2
26	34	BABY'S GONE..... Conway Twitty, MCA 40027 (Twitty Bird, BMI)	4	63	68	THAT'S A WHOLE LOTTA LOVIN'..... Kenny Starr, MCA 40023 (Tree, BMI)	3
27	26	IF YOU'RE GOIN' GIRL..... Don Gibson, Hickory 1661 (Acuff-Rose, BMI)	10	64	70	DARLIN' RAISE THE SHADE..... Nirro Wilson, RCA 74-0909 (Gallico/Algee, BMI)	4
28	32	ORANGE BLOSSOM SPECIAL..... Charlie McCoy, Monument 8566 (Columbia) (MCA, ASCAP)	7	65	—	DRINKING WINE SPO-DEE O'DEE..... Jerry Lee Lewis, Mercury 73374 (Phonogram) (MCA, ASCAP)	1
29	35	BRING IT ON HOME (To Your Woman)..... Joe Stampley, Dot 17452 (Famous) (Gallico/Algee, BMI)	5	66	67	PRINTER'S ALLEY STARS..... Tennessee Ernie Ford, Capitol 3556 (Glenwood, ASCAP)	4
30	31	WE FOUND IT..... Porter Wagoner & Dolly Parton, RCA 74-0893 (Owepar, BMI)	8	67	69	WHY BECAUSE I LOVE YOU..... Buddy Alan, Capitol 3555 (Blue Book, BMI)	3
31	38	AIN'T IT AMAZING, GRACIE..... Buck Owens, Capitol 3551 (Mandina, BMI)	4	68	—	SEND ME NO ROSES..... Tommy Overstreet, Dot 17455 (Famous) (Ricci Mareno, SESAC)	1
32	42	YOU ALWAYS COME BACK (To Hurting Me)..... Johnny Rodriguez, Mercury 73368 (Phonogram) (Hallnote, BMI)	4	69	—	LIGHTENING THE LOAD..... Porter Wagoner, RCA 74-0923 (Owepar, BMI)	1
33	39	HONLY TONK WINE..... Wayne Kemp, MCA 40019 (Tree, BMI)	6	70	73	LISTEN SPOT..... Peggy Little, Epic 5-10968 (Columbia) (Southtown, BMI)	2
34	37	MY MIND HANGS ON TO YOU..... Billy Walker, MGM 14488 (House of Bryant, BMI)	8	71	71	REACH OUT YOUR HAND & TOUCH ME..... Sonny James, Capitol 3564 (Marson, BMI)	2
35	46	SATIN SHEETS..... Jeanne Pruett, MCA 40015 (Chapion, BMI)	4	72	75	CIRCLE ME..... Dean Mullens, Triune 7205 (Mamazon, ASCAP)	2
36	40	MY WHOLE WORLD IS FALLING DOWN..... O.B. McClinton, Enterprise 9062 (Columbia) (East/Memphis, BMI)	7	73	74	I'M RIGHT WHERE I BELONG..... Anthony Armstrong Jones, Epic 5-10970 (Columbia) (Flagship, BMI)	2
37	48	CHAINED..... Johnny Russell, RCA 74-0908 (Hall/Clement, BMI)	5	74	—	CHILDREN..... Johnny Cash, Columbia 4-45786 (Lowery, BMI)	1
				75	—	NORTH TO CHICAGO..... Hank Snow, RCA 74-0915 (Vector, BMI)	1

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THE WINE**
Lefty Frizzell
ABC
By Rory Bourke
and Gayle Barnhill

**BETWEEN
ME AND BLUE**
Ferlin Husky
ABC
By Rory Bourke
and Gayle Barnhill

**SWEET
COUNTRY WOMAN**
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Columbia
By Chuck Tharp
and Sandy St. John

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and Carl Sigman

TRUE LOVE
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And it's a beautiful relationship. With more and more Nashville artists recording Chappell music, we're getting bigger and better all the time. So, right here in public, we'd like to say
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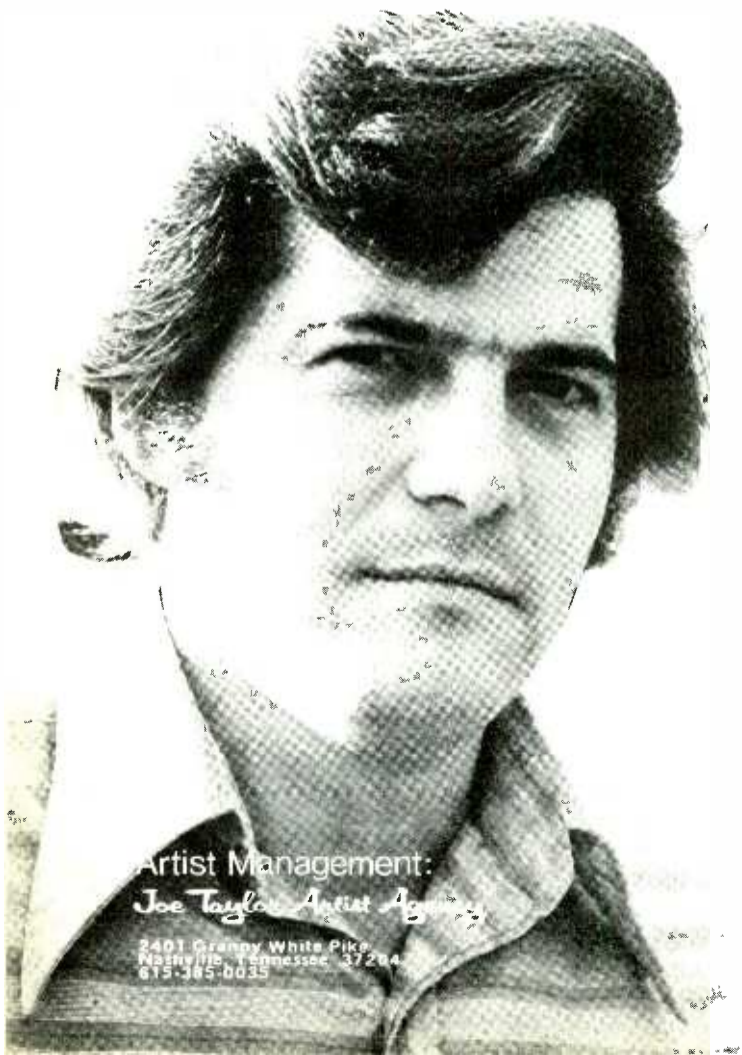
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Country Music

Stars Fall on Ala. Apr. 28

MONTGOMERY, Ala. — Six natives of Alabama and others with big names in the entertainment world will appear at the Garrett Coliseum Saturday, April 28, in a benefit for mentally handicapped children.

Among the natives are Bobby Goldsboro of Dothan; Tammy Wynette of Red Day; Freddie Hart, Lochapoka; George Lindsey of Jasper; Curly Putman of Princeton; and Jimmie Cannon of Sylacauga, formerly with the Goldiggers.

George Jones, who is not from Alabama, will appear with his entire show.

More than 10,000 people are expected for the show. It is being done in conjunction with the Alabama Special Olympics to raise funds for a physical fitness program designed specifically for the mentally handicapped.

Nashville Scene

• Continued from page 40

in five shows. . . . When Lt. Gov. Howell of Virginia launched his campaign for the governorship recently, he selected country music artists to help out. Leading the contingent is Carolina Charlie and his Seaboard Airline Band. . . . Bill Monroe, "Father" of Bluegrass, will make two all-night appearances with his band on 50,000 watt stations in upcoming weeks. . . . Dianne McCall has joined the list of ranch-buyers. And her brother, Darrell, has just cut an old World War Two song, "Rainbows At Midnight."

Now that Tom T. Hall has gone over so well in New York, Tammy Wynette, George Jones, Ferlin Husky, Johnny Paycheck and Joe Stampley are booked into the Philharmonic Hall there. . . . Quinnie Acuff, president of AQ Talent, has announced the signing of Claude Gray to her roster. . . . LaCosta Daryl is getting ready for her first recording session. If the name doesn't ring a bell, she's a sister of Tanya Tucker. . . . Larry Butler vacationing in Florida following his 31st birthday party. . . . John Leslie of Centronics International's movie, "Encounter with the Unknown," appeared on local television to plug the movie. . . . Pete Drake has just finished producing a David Rogers release, plus others for Earl Richards and Linda Hargrove.

Ray Reeves, former general manager of Stop Records, has cut a single for that label, to be shipped both country and pop. . . . Buzz Martin, the Singing Logger, and his band will be doing concerts all over the Northwest. . . . The Women's Center of New Brunswick, N.J., is presenting a Bluegrass concert at Rutgers University at the end of this month, featuring Del McCoury and Frank Wakefield. A history of country music, in story and song, will be presented by Pete Hand. . . . Mona Gill of JB Records has done the country cover of "The Twelfth of Never," currently a big pop hit by Donnie Osborne, and done in the past by several others. The record was cut in the Jack Clement studio, produced by Earl Ball. Pee Wee Maddox now is in Nashville working on a new album for Mona. . . . Cedarwood's Jim Haymer is cutting another Mario Camillo release for Polydor, Canada. . . . Agency for the Performing Arts has taken over booking of Commander Cody & His Lost Planet Airmen. . . . Pee Wee King, still drawing huge crowds wherever he goes, takes his units to join the Tommy Cash Show in California for several May dates.

Billboard Hot Country LP's

Billboard SPECIAL SURVEY
For Week Ending 4/21/73

★ Star Performer—LP's registering proportionate upward progress this week.

This Week	Last Week	TITLE—Artist, Label & Number (Distributing Label)	Weeks on Chart
1	1	ALOHA FROM HAWAII VIA SATELLITE..... Elvis Presley, RCA VTSX 6089	8
2	2	MY SECOND ALBUM..... Donna Fargo, Dot DOS 26006 (Famous)	6
3	4	DELIVERANCE..... Soundtrack, Warner Brothers BS 2683	11
4	5	WILL THE CIRCLE BE UNBROKEN..... Nitty Gritty Dirt Band, United Artists UAS 9801	17
5	9	ENTERTAINER OF THE YEAR..... Loretta Lynn, MCA 300	5
6	3	SONGS OF LOVE..... Charley Pride, RCA LSP 4837	14
7	7	I'VE FOUND SOMEONE OF MY OWN..... Cal Smith, Decca DL 75369 (MCA)	15
8	10	KEEP ME IN MIND..... Lynn Anderson, Columbia KC 32078	8
9	15	SUPER KIND OF WOMAN..... Freddie Hart, Capitol ST 11156	6
10	8	DO YOU KNOW WHAT IT'S LIKE TO BE LONESOME?..... Jerry Wallace, MCA 301	10
11	11	ROY CLARK LIVE..... Dot DOS 26005 (Famous)	17
12	16	INTRODUCING..... Johnny Rodriguez, Mercury SR 61378 (Phonogram)	5
13	13	SING COUNTRY SYMPHONIES IN E MAJOR..... Stallier Brothers, Mercury SR 61374 (Phonogram)	11
14	19	LET'S BUILD A WORLD TOGETHER..... George Jones & Tammy Wynette, Epic KE 32113 (Columbia)	7
15	18	SHE NEEDS SOMEONE TO HOLD HER..... Conway Twitty, MCA 303	4
16	12	ANY OLD WIND THAT BLOWS..... Johnny Cash, Columbia KC 32091	12
17	6	WHO'S GONNA PLAY THIS OLD PIANO (Think About It Darlin')..... Jerry Lee Lewis, Mercury SB 61366 (Phonogram)	11
18	21	AMERICA, WHY I LOVE HER..... John Wayne, RCA LSP 4828	5
19	26	LONESOME, ON'RY & MEAN..... Waylon Jennings, RCA LSP 4854	3
20	23	FIRST SONGS OF THE FIRST LADY..... Tammy Wynette, Epic KE 30358 (Columbia)	6
21	22	CHARLIE MCCOY..... Monument KZ 31910 (Columbia)	23
22	25	SOUL SONG..... Joe Stampley, Dot DOS 26007 (Famous)	5
23	34	SHE'S GOT TO BE A SAINT..... Ray Price, Columbia KC 32033	2
24	14	SINGS THE GREATEST COUNTRY HITS OF 1972..... Sonny James, Columbia KC 32028	12
25	20	WE FOUND IT..... Porter Wagoner & Dolly Parton, RCA LSP 4841	8
26	32	BRENDA..... Brenda Lee, MCA 305	3
27	17	IT'S NOT LOVE (But It's Not Bad)..... Merle Haggard, Capitol ST 11127	20
28	24	HAPPIEST GIRL IN THE WHOLE U.S.A..... Donna Fargo, Dot DOS 2600 (Famous)	41
29	27	SEPARATE WAYS..... Elvis Presley, RCA Camden CAS 2611	10
30	38	THE SESSION..... Jerry Lee Lewis, Mercury SRM 2 803 (Phonogram)	2
31	37	LEGEND OF HANK WILLIAMS IN SONG & STORY..... Hank Williams/Hank Williams, Jr., MGM 2 SES 4865	3
32	30	THE BEST OF THE BEST OF..... Merle Haggard, Capitol ST 11082	29
33	39	AFTER YOU/PRIDE'S NOT HARD TO SWALLOW..... Hank Williams, Jr., MGM SE 4862	2
34	35	ON STAGE AT THE BIRMINGHAM MUNICIPAL AUDITORIUM..... Mel Tillis & the Statesiders, MGM SE 4889	4
35	36	A SWEETER LOVE..... Barbara Fairchild, Columbia KC 31720	5
36	-	THE RHYMER AND OTHER FIVE AND DIMERS..... Tom T. Hall, Mercury SRM 1 668 (Phonogram)	1
37	40	LIVE AT THE WHEELING TRUCK DRIVER'S JAMBOREE..... Dick Curless, Capitol ST 11119	2
38	31	TWO SIDES OF CRASH CRADDOCK..... Billy "Crash" Craddock, ABC ABCX 777	9
39	-	MY TENNESSEE MOUNTAIN HOME..... Dolly Parton, RCA 1-0333	1
40	45	WHEN A MAN LOVES A WOMAN..... Tony Booth, Capitol ST 11160	2
41	42	WHEN LOVE HAS GONE AWAY..... Jeannie C. Riley, MGM K 14495	2
42	44	BRUSH ARBOR..... Capitol ST 11158	6
43	-	CATFISH JOHN/CHAINED..... Johnny Russell, RCA LSP 4851	1
44	-	CRYING OVER YOU..... Dickie Lee, RCA LSP 4857	1
45	-	SUPERPICKER..... Roy Clark, Dot DOS 26008 (Famous)	1

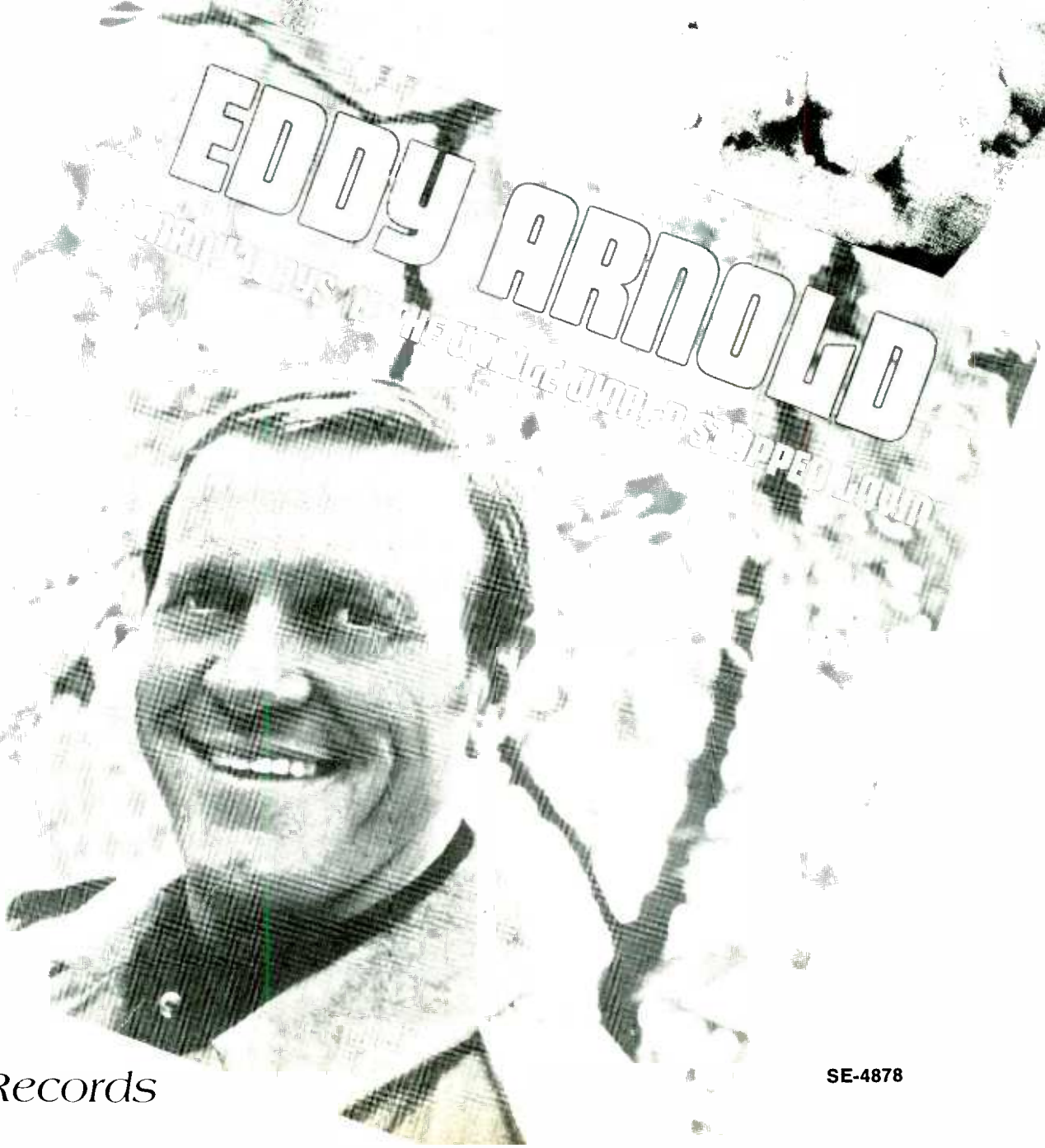
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this single exploded
out of his great
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**'IF THE
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STOPPED LOVIN'**

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Classical Music

London Puts Spring Into Its New Spring Releases

NEW YORK—London Records classical division unveiled an impressive list of new records for spring release during its over-all sales presentation confab on April 10 at the Warwick Hotel here. One of the highlights of this segment of the meet was a personal appearance by Robert Merrill and Richard Tucker who performed in conjunction with their two-set bonus pak release taped at Carnegie Hall

in January. They both volunteered to personal appearances for the record, during their Metropolitan Opera tour.

March releases featured such artists as Zubin Mehta and the Los Angeles Philharmonic; Marilyn Horne performing works by Rossini, with Henry Lewis conducting the Royal Philharmonic; Richard Bonyngue conducting "Le Peillon," with the London Symphony Or-

chestra and Joan Sutherland; Antal Dorati and the National Symphony in a joint debut album on London of a Tchaikovsky symphony.

April Releases

Releases for April included those by Renata Tebaldi, Giuseppe di Stefano and Cesare Siepi doing a "Mefistofele" highlights album, Tom Krause album, violinist Kyung-Wha Chung and the Royal Philharmonic doing a Bruch violin concerto, and "Parsifal," five-record set featuring Dietrich Fischer-Dieskau, under the baton of Sir Georg Solti (see picture).

Orphic Egg, London's underground classical line, displayed more albums in its series. This showing accented an album, "The Baroque Head," which featured a variety of forms and titles by composers such as Gluck, Vivaldi, Bach and Pachelbel. Singles on the Vivaldi and Pachelbel music are to be released for the pop market and to be backed by a full-scale promotion. Both the LP and the singles are to be backed by full-scale promotions. One single contains the second movement from Vivaldi's Guitar Concerto; the other is Pachelbel's "Canon."

Leo Hofberg, head of London Imports, in unveiling new product, said that rack operations have become a vital and important part of the classical business. He cited such distribution firms as the Kaldon chain as reporting large sales of his line. Hofberg said that business had increased 800 percent in two years.

Product he showed included, "Flutes, Reeds & Whistles," "Courtly Pastimes," "Music at Magdalen"—Record 11; and Mozart's "Violin Concerto in G."



"PARSIFAL" highlights London Records April release. The five-LP-set opera was conducted by Sir Georg Solti with Vienna Philharmonic. Cast includes Hans Hotter, Gottlob Frick, Dietrich Fischer-Dieskau, Christa Ludwig and Rene Kollo. Standing, during session in Vienna, are left to right, Norbert Balatsch, chorus master; Herr Fischer (horn). Seated are Christopher Raeburn, producer; Sir Georg, Kollo, assistant conductor Ralf Hossfeld, and Jeffrey Tate, répétiteur. London is lining up top classical stations for simultaneous broadcasts on Good Friday weekend. Set so far are WQXR and WNCN, New York; WFMT, WEFM, WNIB, Chicago; WCRB, Boston; KVOD, Denver; WQRS, Detroit; WCLV, Cleveland; WONO, Syracuse; WABE, Atlanta; KDFC, San Francisco; KXA, Seattle; and KFAC, Los Angeles.

Metropolitan Tour to Tie With DG's 'Carmen' Bow

NEW YORK—Polydor will coordinate its DG "Carmen" recording starring Marilyn Horne in the title role and James McCracken in the Metropolitan Opera production under Leonard Bernstein, with a Met tour featuring most of the principals of the "Carmen" production.

Miss Horne has consented to a series of personal appearances at major retail outlets in cities visited during the tour. These include appearances at Rich's in Atlanta, May 8; Korvette Fifth Avenue, New York, May 11; Melody Shop, Dallas, May 18; Dayton's department store in Minneapolis, May 23; and Korvette, Detroit, on May 30. Other appearances are being lined up.

Slated to be shipped at the end of the month, the deluxe three-record set, one of DG's most elaborate packages to date, includes a four-color brochure and complete multilingual libretto. Comprehensive publicity materials accompany the album in shipping to the trade, music/hi-fi and general press, with posters, streamers and other point-of-sale materials made available to record and tape merchandisers.

A series of premiere broadcasts on 15 top classical radio stations throughout the country helps launch the release, with back-up radio, trade and consumer advertising, as well as a billboard in Los Angeles, also heralding the event.

The DG "Carmen" was recorded last fall. In September the Metropolitan Opera opened its season to critical and popular acclaim with a new production of "Carmen," as originally conceived by the late Goeran Gentele and brought to fruition by Bernstein and his cast. Bizet's rarely heard original version, with spoken dialogue performed by the singers themselves, is one of the features of the ground-breaking Met production.

Thomas Mowrey supervised recording sessions at Manhattan Center in New York City, with assistance from a European technical crew headed by Gunter Hermann. Mowrey, in charge of over-all a&r production for the "Carmen" recording, recently completed several months' work editing the tapes.

The new "Carmen" marks the first time in seven years that a

major opera has been produced in the United States, and the re-entry of the Met into the complete opera field for the first time since 1959. It is the second joint project between DG and the Met since the "Metropolitan Opera Gala Honoring Sir Rudolph Bing" last May.

Classical Notes

Vladimir Horowitz has recorded his first all Scriabin album in nearly 20 years, and it also represents two other celebrations for the Columbia artist. It celebrates 100th anniversary of birth of Russian composer, and the release coincides with NARAS' presentation of Grammy award to Horowitz. . . . Angel to release first recording of Verdi's early opera "Giovanna D'Arco." It features Montserrat Caballe, Plácido Domingo and Sherrill Milnes, under James Levine in his Angel debut.

Nonesuch has issued its first recording by Italian renaissance composer Pomponio Nenna. . . . The fourth Cleveland Orchestra radio marathon, broadcast over WCLV, Cleveland, raised \$65,298 for the benefit of the orchestra. Contributors receive classical records, Orchestra buttons, etc.

BOB SOBEL

Billboard Best Selling Jazz LP's

This Week	TITLE—Artist, Label & Number (Distributing Label)	This Week	TITLE—Artist, Label & Number (Distributing Label)
1	PRELUDE/DEODATO Eumir Deodato CTI 6021	22	INNER CITY BLUES George Washington, Jr., Kudu 03 (CTI)
2	SKY DIVE Freddie Hubbard CTI 6018	23	M.E. HORN II Maynard Ferguson, Columbia KC 31709
3	SECOND CRUSADE Crusaders, Blue Thumb BTS 7000 (Famous)	24	HURTWOOD EDGE Tim Weisberg, A&M SP 4352
4	FUNKY SERENITY Ramsey Lewis, Columbia KC 32030	25	LIVE AT THE LIGHTHOUSE Grant Green, Blue Note BN LA037-G-2 (U.A.)
5	MORNING STAR Hubert Laws, CTI 6022	26	HISTORY OR BILLIE HOLIDAY Verve 2-V6-S-8816 (MGM)
6	BLACK BYRD Donald Byrd, Blue Note BN-LA047-F (United Artists)	27	EVOLUTION OF MANN Herbie Mann, Atlantic 2-300
7	SUNFLOWER Milt Jackson, CTI 6024	28	MOON GERMS Joe Farrell CTI 6023
8	BILLIE HOLIDAY The Original Recordings, Columbia 2-32060	29	HUSH 'N THUNDER Yusef Lateef Atlantic SD 1635
9	LIGHT AS A FEATHER Chick Corea, Polydor PD 5525	30	THE RAVEN SPEAKS Woody Herman, Fantasy 9146
10	INSIDE II Paul Horn, Epic KE-31600 (Columbia)	31	YOU GOT SAHARA McCoy Tyner, Milestone 9039 (Fantasy)
11	RED, BLACK & GREEN Roy Ayers, Polydor PD 5045	32	THE BEST OF JOHN COLTRANE Impulse AS-9200-2
12	1st LIGHT Freddie Hubbard, CTI 6013	33	LIVE AT THE LIGHTHOUSE Charles Earland, Prestige 10050 (Fantasy)
13	TALK TO THE PEOPLE Les McCann, Atlantic SD 1619	34	CHICKEN LICKIN' Funk, Inc., Prestige 10043 (Fantasy)
14	WHITE RABBIT George Benson, CTI 6015	35	NEXT ALBUM Sonny Rollins, Milestone 9042 (Fantasy)
15	RAMSEY LEWIS Upendo Eni Pamoja, Columbia CQ 31096	36	ALONE AGAIN (Naturally) Ester Phillips, Kudu KU-09 (CTI)
16	THE BILLIE HOLIDAY STORY Billie Holiday, Decca DSX 7161 (MCA)	37	BEST OR PHAROAH SANDERS Impulse AS-9229-2
17	ON THE CORNER Miles Davis, Columbia KC 31906	38	JOURNEY IN SATCHIDANANDA Pharoah Sanders/Alice Coltrane, Impulse AS-9203
18	STRANGE FRUIT Billie Holiday, Atlantic SD 1614	39	WORLD GALAXY Alice Coltrane, Impulse AS-9218
19	CHERRY Stanley Turrentine with Milt Jackson, CTI 6017	40	AIRTO "Free" CTI 6020
20	ALL THE KING'S HORSES Grover Washington, Jr., Kudu KU-07 (CTI)		
21	SONGS FOR MY LADY McCoy Tyner, Milestone 9044 (Fantasy)		

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WHEN THE Metropolitan Opera presented its first "Norma" of the current season, RCA Records entertained with a supper at the St. Regis Hotel honoring Montserrat Caballe and Fiorenza Cossotto who starred in the Met performance and in a new Red Seal recording of the opera. Left to right are Giorgio Tozzi, baritone; Miss Cossotto; conductor Carlo Fellice Cillario, and Miss Caballe.



RENATA TEBALDI's return to the concert stage was the occasion for London Records to stage an autograph-signing session in San Francisco for the artist at the Discount Records store following her sold-out performance at the City's Opera House. The appearance was the first in a series designed to promote Miss Tebaldi's current national recital tour and her new London Records album "Tebaldi In Concert." With Miss Tebaldi (l. to r.) Terry McEwen, manager of Classical Division for London Records; Mal Goldberg, West Coast regional director for Discount Records, and John Harper, London's West Coast Classical Promotion director.

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International News Reports

26 Songs From 11 Countries to Vie at Tokyo Fest on April 29

By HIDEO EGUCHI

TOKYO — Twenty-six vocal compositions of 11 countries have been picked for the World Popular Song Grand Prize of 3 million yen, now worth about \$11,320, at the International Contest, April 29, of the second Tokyo Music Festival before 20 judges, 10 from overseas, and an estimated audience of 1,920 persons at the Imperial Theatre.

Five of the 26 selected songs are of Japanese origin but all will be sung at the grand finale by 26 vocalists from overseas, the Tokyo Popular Music Promotion Association, sponsor of the 9-day festival, announced here March 27. The five Japanese songs were selected from 236 entries, the 21 international songs from 373 entries submitted by composers and lyricists of 38 countries, according to the sponsor, who gives the name of each vocalist, country, song, composer, lyricist, and non-songwriter-arranger if any, as follows:

Marianne Rosenberg, West Germany, "Love Is Taking a Holi-

day"—Dieter Zimmermann, Fred Jay; **Marcella**, Italy, "Sole Che Nasce, Sole Che Muore"—Giovanni Bella, Giancarlo Bigazzi, Gianfranco Monaldi; **Anne-Marie Godard**, France, "Le Temps de Mon Pere"—Andre Popp, Pierre Cour; **Paul Williams**, U.S., "Look What I Found"—Paul Williams; **Seda Aznavour**, France, "Pour Moi Toute Seule"—Francis Lai, Charles Level, Jean Bouchety; **Olivia Newton-John**, U.K., "Maybe Then I'll Think of You"—John Farrar.

Also: **Olivera Katarina**, Yugoslavia/Japan, "Wa k a m o n o wa Kaeranakatta"—Domei Suzuki, arr. Norio Maeda; **Sandra & Andres**, Netherlands, "Land of Gold"—Dries Holten, Hans van Hemert, Harry van Hoof; **Anna Cheon Mi**, South Korea, "Hitori Kawabe De" (All Alone I Sit on the Bank)—Lee Hi Mok, Kim So Wol, Chang Ik Whan; **Graciela Susana**, Argentina/Japan, "Jinsei wa Tatakai"—Makoto Kawaguchi, Rei Nakanishi. **Isabelle**, France/Japan; "Bonjour Mon Papa"—Asei Kobayashi, Ka-

zuya Senke, Mat Camison; **Lara Saint Paul**, Italy, "Adesso"—Pier Quinto Cariaggi, arr. Shel Shapiro.

Also: **Pilita Corrales**, Philippines, "My Daughter"—George Canseco, arr. Doming Valdez; **Lynsey de Paul**, U.K., "Getting a Drag"—Lynsey de Paul, **Mickey Newbury**, U.S., "Heaven Help the Child"—Mickey Newbury; **Danny Kaleikini**, U.S., "My Goddess of Love"—J. A. Stebbins, Charles Bud Dant; **Avi Toledano**, France, "Un Homme C'Est Toujours un Homme"—Avi Toledano, Vline Buggy, Raymond Donez; **Lauren Copley**, South Africa, "Vicki"—Terry Dempsey; **Rex Gildo**, West Germany, "I Know I'll Never Be Alone Again"—Ralph Siegel Jr., Peggy March, R. Pietsch; **Didier Marouani**, France, "Tous les Soleils du Monde"—Didier Marouani, Gilbert Sinoue, Pierre Porte; **Linda Purl**, U.S./Japan, "Soyokaze to Koi to" (Breeze and Love)—Kunihiko Suzuki, Kazumi Yasui; **Frankie Stevens**, U.K., "Sandy Sandy"—Les Reed, Geoff Stevens.

Also: **Victor Vuiachuk**, USSR, "O Poccnn"—I. Luchonok, Y. Kupala; **Niky**, Italy/Japan, "Amore Amore Mio"—Keisuke Hama, Marino Marini, Kenichiro Morioka; **George Clinton**, U.S., "Airport"—George Clinton; **Lili Ivanova**, Bulgaria, "Fairs"—Tontscho Russev, Damjan Damjynov.

The 10 judges from overseas are expected to be: Ewart G. Abner, president, Motown Records; John Barry, U.K. composer; Don Black, U.K. lyricist; Salvatore T. Chiantia, president, MCA Music vice president, MCA, Inc.; Sidney Gathrid, chairman, American Entertainers' Association; Hubert Giraud, French composer; Albert S. Ruddy, U.S. movie producer; Ray N. Tanaka, Hawaii bureau chief, American Musicians' Union; Joe Talbot, chairman, Country Music Association, and Lee Zhitto, associate publisher/editor in chief, Billboard.

In addition to the World Popular Song Grand Prize, the Gold Prize of one million yen, two Silver prizes of 600,000 yen each and three Bronze prizes of 300,000 yen each will be presented at the International Contest, according to the sponsor, plus trophies, plaques and other awards from the seven supporting organizations.

The grand finale will be videotaped by the Tokyo Broadcasting System (TBS), backer of the festival, for possible showings over TV networks overseas.

Stampeders Tour Set

MONTREAL—Leading concert producer, Don Tarlton, of Donald K. Donald Productions, predicts that the current Stampeders' Eastern Canadian tour will be a big grosser.

The tour, which runs through April, only involves the Maritime provinces. Tarlton co-ordinated the Stampeders' recent tour of Northern and Eastern Ontario which included a \$15,000 gross in Sudbury.

The Maritimes itinerary includes: —Halifax (4), Fredericton (5), Charlottetown (6-7), St. John's (8), Gander (9), Grand Falls (10), Cornerbrook (12), Yarmouth (13), Bridgewater (14), Greenwood (15), Truro (16), Sydney (17), Antigonish (18), Moncton (19), Saint John (20), Newcastle (21), Bathurst (22) and Dalhousie (23).

Appearing with the Stampeders will be Montreal band Reckless Eddy. The last five dates, in the Easter school break, will also feature the Sam Slick Group and Patsy Gallant.



HUBERT TERHEGGEN, left, group director of Radio Music International, signs an agreement with Seymour Stein, center, managing director of Sire Records, for a year extension of the group Focus on Sire in the U.S. and Canada. Joining the signing, right, is Tony Martell, president of Famous Music Corp., which distributes Sire in the U.S. Terheggen stated that Radmus Publishing, Inc. (ASCAP) and Focyd Artist Management, Inc. have been formed for RMI's U.S. activities.

From The Music Capitals of the World

LONDON

As part of a general management reorganization at Penny Farthing, managing director **Larry Page** has made **Terry Noon**, boss of the outlet's publishing division, a director of the company. Noon has been made a director of the label, according to Page, so that when on business trips overseas representing the Page Full of Hits publishing arm, of which he is managing director, he is also able to negotiate deals for the label. Page has also named **Tim Yail**, formerly artists liaison manager at Pye as the new head of promotion. Page has also named **Keith Wilkinson** as his new personal assistant. Wilkinson joins May 12 from Festival Records in New Zealand. Larry Page told Billboard that the reorganization would allow him more time to devote to record production. . . . The Music Publishers' Association held an emergency meeting last week with members of the pop music publishers' section of its general council to discuss approaches made by April Music to other publishing companies requesting suggestions for tracks, previously issued on CBS, which might be suitable for a forthcoming album on K-Tel. The row arose because, it was claimed, April Music required 50 percent of the mechanicals from the publisher concerned. The meeting was held on the insistence of **Peter Callander** of Intune Music and following discussions a letter outlining the MPA's attitudes was sent to April Music. CBS managing director **Dick Asher** confirmed to Billboard that April Music had been making tentative inquiries but declined to comment further. Asher was scheduled to meet members of the MPA council earlier this week. . . . EMI's middle market division has embarked on a major campaign built around the release of an album called "Mandingo." EMI is making available 550 free copies of the album to key dealers for showroom playing and 550 special window display units. **Vic Lanza**, manager of the middle market division told Billboard that this was one of the first major campaigns EMI has had for MOR product and that he was planning several more for the coming months.

RCA Records merchandising manager **Richard Thomas** was killed when his car was in a collision with a lorry in London on April 3. Thomas (33) had been with RCA for nearly three years and was previously with Phonogram. He joined RCA as product

manager handling all pop product and tape releases. . . . Virgin Records, the new company formed by **Richard Branson**—owner of the Virgin retail chain—has been signed to Island in a two-year pressing and distribution deal. The label will be launched with an album next month by the German band, **Faust**. The album will retail at the singles price of \$1.24. "The album is basically a home recorded tape which we didn't want to put out at full price, as part of the label launch," said label manager Simon Draper. The Faust record is released May 25 together with three other albums. The Island deal is for the U.K. only and Virgin is currently assessing its future in Europe and the U.S. although no decision has been finalized.

CBS rush released "Wonderful Dream" on Monday, the English version of "Tu Te Reconnaîtras," the Luxembourg entry which won the Eurovision song contest on Saturday. The single is by **Anne Marie David** who sang the winning song in Luxembourg. Runnerup, from Spain, "Eres Tu" by **Mocedades**, has been issued by Bell. The U.K. entry by **Cliff Richard** called "Power to All Our Friends" was placed third. . . . A television ad campaign is planned to launch the **Mervyn Conn**-promoted Music of the Strauss Family concert tour, which includes a performance by the **London Symphony Orchestra** at the Wembley Empire Pool on May 20. Negotiations are proceeding between Conn and Polydor to share the cost of the campaign which will also include advertising in the national press. At the same time, Polydor will be using the TV and press advertising to further promote sales of the "Music of the Strauss Family" double album. A third party who may be involved in the campaign is **Laurie Krieger** of the Harlequin record chain.

Following the resignations of **Alan Holmes**, **Fred Jackson** and **Cyril Shane** from the general council of the Music Publisher's Association, two new men have been elected. They are **Geoff Heath**, managing director of ATV Music and **Paul Rich** of Carlin. The third vacancy has not yet been filled. At the MPA annual general meeting **Jimmy Phillips** and **Jonson Dyer** were re-elected chairman and vice-chairman, respectively. . . . **Slim Whitman** has been presented with a special gold disk by United Artists in London to celebrate his 25 years in the recording industry. Whitman, who recently finished a

(Continued on page 50)

EMI to Push Pkg. Via TV Promos

LONDON—EMI is backing the trend towards TV merchandising and next month will become the second manufacturer to release its own 20-track compilation album, retailing at \$5.

Actual release date for the al-

Cauwe Off To Brussels

BRUSSELS — Philippe Cauwe, sales manager of Fabeldis SA, the Belgian company marketing record pressing plant, leaves Brussels next week on a five-week tour of Central and South America during which he will make a survey of pressing facilities and installations in the various countries.

Cauwe, whose company is a member of the International Pelgrims Group, recently made a similar survey of the African continent, taking in Angola, Dahomey, Ghana, the Ivory Coast, Kenya, Madagascar and Mozambique.

The Fabeldis company specializes in the manufacture of record presses, extruders, dies and edge-cutting machines and has more than 1,000 presses in operation throughout the world. After a stop of a few days in New York from April 24, Cauwe will visit Mexico City (May 1), Guayaquil (5), Lima, Peru (8), Santiago, Chile (11), Montevideo, Uruguay (15), Sao Paulo, Brazil (17), Rio de Janeiro, Brazil (19), Port of Spain (23), Barbados (25), Puerto Rico (28) and Kingston, Jamaica (31). He can be contacted in most locations through the Belgian embassies or consulates.

bum, "Pure Gold"—it will also be available on cartridge and cassette —has yet to be disclosed, but unlike other TV-promoted albums, EMI will not be releasing it on a regional basis. After discussions held by general sales manager **Cliff Busby** and general promotion manager **Alan Kaupe** with the major multiples, EMI has opted for simultaneous release nationwide, thus deriving maximum benefit from the important back-up to the television advertising which will be supplied by 60 30-second commercials on Radio Luxembourg which, of course, cannot localize its broadcasts.

Large quantities of point-of-sale material will be available to the trade and records will be shipped out on a sale-or-return basis in self-merchandising packs of 25 copies.

EMI's campaign, put together in collaboration with its advertising agency the Osborne Group, is reported to be costing \$480,000 per month—but the company is not indicating exactly how long the promotion will last or when it will actually begin. However, EMI is aiming at a potential viewing-listening audience of an estimated 34-million-plus adults.

The company has been considering entering the TV-promotion field almost since the appointment of **Gerry Oord** as managing director. Prior to that time, EMI had been one of the two U.K. companies—the other was CBS—to give product to K-Tel for its first 20 Dynamic Hits package. However, since then EMI's material has been conspicuously absent from the releases of the tv-merchandisers.

"After licensing repertoire for the first K-Tel album, we were besieged with increasingly attractive offers from all the tv promoters. However, I decided we would not license any more until we had made a first-hand assessment of the market for ourselves and decided on our future policy," commented **Gerry Oord**.

The 20 tracks on the album, all hits by the original artist, feature several which have sold in excess of 250,000 and include product by **Cliff Richard**, **T. Rex**, **Four Tops**, **Diana Ross**, **Jackson Five**, **Hurricane Smith**, **Geordie** and **Kenny**.

Other tracks on the album will be by **Mud**, **Bruce Ruffin**, **Wizzard**, **Blue Mink**, **Stevie Wonder**, **Electric Light Orchestra**, **Cilla Black**, **Deep Purple** and **New World**.

MUSIC CONFAB MAY 10-13

MONTREAL—The annual conference of the Canadian Music Council will take place here May 10-13.

The topic of this year's discussions will be Music and Criticism. Working sessions will be interspersed with concerts and receptions.

Serious music enthusiasts from all over Canada are expected to attend the conference which last year was held in Banff, Alberta.

Must Pay Fee on U.S. Imports: Swedes Told

STOCKHOLM—The Stockholm Tingsratt court has ruled in favor of record importers in a test case brought by the Nordisk Copyright Bureau which sought to have the importers pay mechanical rights to the Swedish subpublishers of imported U.S. records.

It has long been a problem in Scandinavia that finished records directly imported from the U.S. and U.K. have been brought into the country without any royalty being paid to the local subpublisher

and the verdict of the Stockholm court is something of a setback for the Swedish music industry.

Said Sweden Music chief Stig Anderson: "The Swedish branch of the International Federation of the Phonographic Industry is appealing this decision to a higher court because something must be done to stop these direct imports which we consider to be illegal.

"The importers, in most cases, are buying returns which means that not only do the subpublishers not get the royalties which are due to them, but the original publisher in the States is not paid either.

"It should be noted, too, that these imports are not an insignificant element in the Scandinavian record market. Some people estimate that imports of this kind account for 25 percent of the total record imports into Scandinavia."

Anderson called upon American publishers to do what they could to stem these imports "because the Scandinavian subpublishers are losing millions of dollars in publishing royalties. Action is urgent because there is evidence that some Swedish importers are re-exporting these records to other European countries," said Anderson.

CCMA Awards To RCA Canada

TORONTO—RCA Canada collected three awards at the first awards night presentation of the Canadian Country Music Association held at the Moose Lodge Country Music Jamboree.

The awards were decided by ballot voting in *The World of Country Music* magazine. Al Cherny was voted most popular instrumentalist; Jim and Don Haggart won most popular duo; and Barry Haugen was awarded most popular country music promotion man.

Anne Murray Won't Renew TV Agreement With CBC

TORONTO—Capitol recording artist Anne Murray this week announced that she would not resign a TV special production agreement with the CBC—becoming the first Canadian star to turn down such an offer.

An announcement from her manager, Leonard R. Ambrose, pointed out that pressure from the international market prevented Miss Murray from being tied down to a series of Canadian-oriented TV specials which did not usually receive exposure in other countries.

The decision came as a shock to CBC TV Variety executives. Another of the reasons for her move was the lack of mutual creative understanding between the singer and the network.

Miss Murray was the first resident Canadian artist ever to be pacted to an exclusive production agreement by the CBC, when the contract was signed in 1970.

At the same time as the announcement was made, Miss Murray was flying north to kick off a two-week northern outpost tour organized by CBC Radio (as op-

posed to CBC TV). The first concert was scheduled for Flin Flon, Man. but demand for tickets was so heavy that the venue was moved from an 800 seat hall to a 3,000 seat auditorium. The extra tickets were sold out in 100 minutes. In anticipation of similar reaction, other cities on the tour have been making last-minute venue changes.

EMI Electronics Nearing Pact With Capitol Radio

LONDON—EMI Electronics is on the verge of winning an important contract from Capital Radio—one of London's two new commercial stations—for the equipping of the station's studio with a Schafer 903 radio automation system which is capable, if required, of broadcasting up to 24 hours of continuous pre-recorded programs using the minimum number of studio personnel.

The use of radio automation systems is widespread in U.S., where many of the country's local radio

McGowan, Exec Of the CRTC Unit, Is Dead

OTTAWA—Douglas G. McGowan, the CRTC's chief of the radio programming division and the principal architect of the Canadian content regulations launched here in January 1971, died on Thursday (5) while on Commission business in Cornwall, Ont., his hometown.

He was primarily responsible for the CRTC Canadian content regulations on AM radio, which have brought about a unique boom in record production here.

Phil Anderson, president of the Canadian Record Industry Association (CRIA) said McGowan, "certainly appeared to be very interested in bringing the record and radio industries to a better understanding. We were highly impressed with his ability to act as a go-between for the record industry and the broadcasting area. He will be sorely missed."

McGowan joined the Commission in August 1968. Prior to that, he had amassed extensive experience in private broadcasting. This included program manager of CJIC Sault Ste. Marie, CKMX Radio/TV, Wingham and CFRA Ottawa. He had recently applied to Ryerson College for his degree in Radio-TV Fine Arts.

On joining the CRTC, one of his projects was to gain an over-view understanding of the music industry in Canada. In recent times, he maintained liaison with AM and FM stations coast to coast. He had attended several Billboard programming conventions. Only last week, he represented the CRTC at the annual meeting of the British Columbia Association of Broadcasters.

stations are run with only a skeleton staff. Automatic systems are also expected to become a fairly common feature of U.K. commercial networks.

Negotiations for the purchase of a 903 system are currently being finalized with EMI by Capital's technical consultants, David Whittle Associates.

The system has a solid-state memory bank and uses both open-reel tapes and 8-track cartridges stored in carousels for pre-recording programs that can be automatically broadcast at any time. Anything can be stored on the tapes—music, commentaries, plays, talks, advertisements and station announcements—and an operator can change the sequence of programs being broadcast or feed in fresh material at any time. Although the system can offer up to 24 hours of continuous programming, it is completely flexible.

Slic Bros. Set Up As CE Division

TORONTO—Slic Bros., a new promotion design company headed up by Peter Francey, has been established as a division of Consolidated Entertainment Inc., Toronto.

Slic Bros. have been responsible for current album jackets by Christopher Kearney, "Pemmican Stash" and Truck's debut LP. The company has also designed complete press kit packages for Truck, Kearney, the Good Brothers, Cheri, the Grease Ball Boogie Band and Brutus.

The recently revamped Truck show includes coordinated stage clothes designed especially for the group by Slic Bros. Slic Bros. also plans to become involved in the production of musical promotion films for Canadian artists.

From The Music Capitals of the World

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European and U.K. tour, received the disk from UA managing director **Martin Davis**. . . . Irish band, **Horslips**, has signed its Oats label to RCA for UK distribution. The band's first album, "Happy to Meet . . . Sorry to Part" has topped the local Irish charts ever since its release last November.

PHILIP PALMER

TORONTO

Tirebiter Productions, Ontario's new concert promotion company, announced a string of bookings this week and also revealed that they had secured Varsity Stadium (site of the Toronto Rock 'n' Roll Revival and the Toronto Pop Festival) for two outdoor shows later this summer. . . . **Dr. Hook and the Medicine Show** play Toronto (June 10), Montreal (11) and Ottawa (14) for Tirebiter, and Polydor's **Roy Buchanan** has been secured for June 14. . . . Tirebiter also expects to announce concerts with **Todd Rundgren** and **Loudon Wainwright** shortly. . . . **Rick Deegan's** highly successful "Out-a-Space" cable TV series came to a close this week after two seasons. Deegan secured the support of major labels and retailers, and also managed to draw heavy name guests. A "Best Of" special was screened this week. . . . Having gained acceptance with U.S. stations, Skylark's "Wildflower" is now being picked up in major markets in Canada—this is one Canadian record that was very clearly in the U.S. Capitol rushed out a new **Anne Murray** album which includes her version of "Killing Me Softly With His Song," recorded last year. . . . **Cachet Records' Ed LaBuick** has announced the release of a rock single "Wide Open Country" by **Ricky Yorke** (really!)

CAPAC executive secretary, Dr. **Jan Matejcek's** daughter now working on publishing for Ave. of the Americas. . . . Several local WEA executives off to Paris for the Atlantic sales conference. . . . **Daffodil's Mike Docker** left for England this weekend to assist in the promotion of the just released Island single of "(Isn't Love Unkind) In My Life" by **A Foot in Coldwater**.

Paul Cheseborough off to Los Angeles and New York this week to examine future possibilities for **Lorence Hud**—A & M says they are releasing a new Hud single, "Master of Pantomime." . . . The British Columbia Association of Broadcasters has named **Bob Hall** of CKXR Salmon Arm as its new president. . . . Polydor has rushed out a new mix on the **Bells' single "He Was Me He Was You."**

Ronnie Hawkins made a surprise appearance at the taping of **Xaviera Hollander's** first album. . . . London has re-serviced **Micmac/Metis Indian, Willie Dunn's** debut album on Kot'ai. . . . **Lighthouse** playing four Ontario dates for Donald K. Donald. . . . The Garden of Stars on Montreal's La Ronde, billed as the largest cabaret in North America, is re-opening this summer under the direction of **Sheldon Kagan's** Multi-Media Entertainment Corporation, booking acts like **Lighthouse, Edward Bear** and the **Stampede**s.

. . . **Larry Green** has left his position as market manager of GRT of Canada. **Chris Kearney**, hitting with "One Helluva Rock 'n' Roll Band" opened at the El Mocambo (9). . . . Smile Records hosted a reception for **Alabama** at the Abbey Road Pub.

Liam Mullan, former A&M national promotion director, is now residing in Montreal and lecturing on the media at the University of Loyola. . . . **Moe Koffman** and his quintet into the Colonial Tavern this week. . . . **Jack Jones** at the Royal York Imperial Room.

The Federal Government has an-

nounced a 14 percent increase in annual expenditure on entertainment, the arts and cultural affairs—it's up to \$454.5 million. . . .

Greg Hambleton's Axe Records celebrating its first anniversary there have been reports that Axe's top act, **Africa**, has been signed by Epic in the U.S.

A new **Joe Probst** single was released by **Daffodil** this week—it's entitled "Loving You," a Probst original from his forthcoming "The Lion and the Lady" album. . . . **April Wine** cancelled U.K. tour at last minute.

The **Wackers** dropped 25 pounds of glitter on themselves from the catwalk at Place des Arts during recent gig with the Ventures. . . . **Xaviera Hollander**, at Manta Sound all this week cutting her debut comedy album with **Sheldon Safran**. . . . Polydor has launched a special store campaign on **James Last** to tie in with his first Canadian tour (May 14-June 1). . . . **Daffodil** conducted a special postcard teaser mailing series on the new **Foot in Coldwater** single, "Lady True." . . . **Joe Mendelson** at the Riverboat this week tying in with the release by GRT of his solo album, "Mr. Middle of the Road."

RITCHIE YORKE

JOHANNESBURG

RPM representatives, **Matt Mann**, the managing director and **Chris Kritzing**, company record producer, had a successful trip to Midem placing local artists on the international market. A song by **Maria "I'm On Fire"** will be released worldwide; "Shalom, Shula, Shalom" by **Ronnie Podlas** will be released worldwide; "Don't Hang the Moon in the Front Room" by local group **Happiness** will be released in Europe and South America; "Knight of Malta" by **Arthur Stead** to be released in the U.K. and Ireland; **The Gentle People** album is to be released in Brazil and the Argentine; the **Stone Jug** album in Ireland and Italy and song "Bayate" by **Afro-Diziac** to be released in Europe.

A song by **John Norwell**, "Giant" and recorded by **Proudfoot** will be released worldwide. **Proudfoot's** debut disk, "Delta Queen," also written by **Norwell**, has already been on 12 hit parades and 29 cover versions have been recorded. U.K. artist **Don Fardon's** version of the song is on the U.S. charts.

Dan Hill's "Electronic Hits" has been released in Europe, and **Mike Hankinson's** "Classical Synthesizer" album has been released in the U.K. and U.S. A followup album will be released in these countries soon. For the European markets, a new album comprising material from the first and second albums will be released. . . . Two albums by Irish country singer **Andy Devine**, which were recorded in Johannesburg, will be released in Ireland through Emerald Records.

A production deal was negotiated between **Matt Mann**, of RPM, and **Nobby Varenholz** of Ariola Records, Germany, for **Dan Hill**, the company's musical director, to produce records in Johannesburg for release throughout Europe. The RPM company has also acquired the U.K. budget label **Pickwick**, jazz label **Mainstream** and **Young Blood**. At Midem Mann presented a gold disk to Gallery for its number "Nice To Be With You." The award was accepted by **Eric R. McCaskill**, general manager of Essex Records, on behalf of the group.

Both **Teal** and **Trutone** held promotional film evenings at one of the city's top discotheques, T.J. 1, to promote such artists as **Jackson Five**, **David Bowie**, **Alice Cooper**, **Osmonds**, **Slade**, **Uriah Heep** and **Don McLean**. In a publishing deal **Clan Music**, a publishing arm of RPM, has now become United Artists publishers for South Africa.

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CBS INTL PUB IN HOT STREAK

NEW YORK—CBS International Publishing Group reports that 1972 marked the third consecutive year in which CBS Records International's music publishing operations doubled its previous year's gross income. Within five years of operations, the firm has become one of the Top 5 international music publishing organizations in the world, according to Sol Rabinowitz, CBS International vice president.

EMI can open up the record markets of the world...

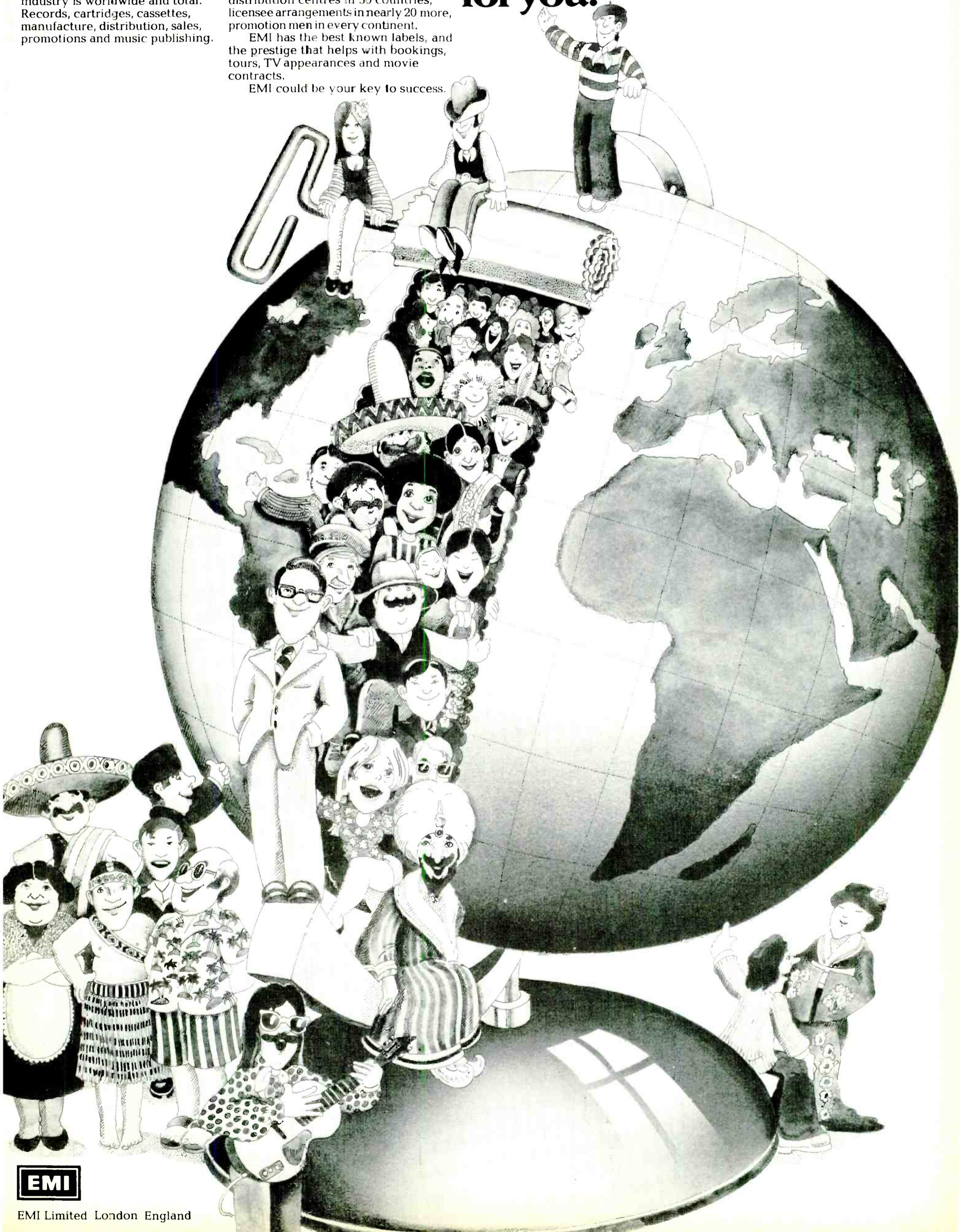
EMI's involvement in the record industry is worldwide and total. Records, cartridges, cassettes, manufacture, distribution, sales, promotions and music publishing.

There are EMI manufacturing and distribution centres in 30 countries, licensee arrangements in nearly 20 more, promotion men in every continent.

EMI has the best known labels, and the prestige that helps with bookings, tours, TV appearances and movie contracts.

EMI could be your key to success.

for you.



EMI Limited London England

U.K. WEA Sets Up New Label, Mgt. Wing in Building Plans

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ing the attention they need to develop.

"We aim to keep the roster small, perhaps only six acts during the first year!"

The first worldwide signing to RAFT is a Newcastle-based band, Beckett. Family and Linda Lewis will be transferring to the new label from Reprise although Family will remain with United Artists and Linda Lewis with Reprise for release in the U.S. The RAFT label will be handled in North America by Elektra although the full international release pattern has yet to be decided.

Elektra

"We decided to place the label with Elektra in the U.S. because both Warner Brothers and Atlantic already handle a number of outside labels. Elektra also has the small company atmosphere which we're trying to cultivate with RAFT," said Wyatt. "There are some world territories however, where the three companies have separate licensing agreements and it's yet to be decided which companies we shall go with."

The label will operate from WEA's London office and assisting Wyatt will be John Darnley, formerly responsible for artists liaison,

and Hillary Shaw, who has worked with Clifford Davis for the past four years. Catalog numbers for the label will be RA8500 for singles and RA48500 for albums.

In a guarded press release this week WEA also announced the end of its manufacturing and distribution tape deal with Precision. "Although we have had an excellent relationship with Precision and we are most grateful for the cooperation we have had in expanding our tape sales, we feel that the time has come to handle our own tapes," commented Ian Ralfini, WEA managing director.

At press time however, WEA's future tape plans had not been disclosed. The company's further separation of Warner Brothers, Elektra and Atlantic however, took another step towards completion this week with the appointment of former pop artist Dave Dee as Atlantic a&r manager.

Dee, who will work in close liaison with Janet Martin, Atlantic label coordinator, joined the company on Monday. Dee has been involved in music publishing and management since the end of his singing career.

Paul Sargent, previously with BBC, has also joined Atlantic. Sargent will be responsible for radio and television promotion.

Geoff Grimes, who has been with WEA for the past year, and Peter Reichardt, formerly with the BBC record library, will have the same responsibilities for the Warner and Elektra labels.

WEA has also formed its own management division, headed by Bill Harman who was formerly responsible for artists liaison, to handle artists who, although under contract to the company, do not have personal management. WEA emphasizes this division is not intended as an alternative to existing managements, but as a service to certain artists without management. The first act signed to the division is Bitch, a Warner Brothers group.

All Labels Not In Surveys, BPI Claims

LONDON—The British Phonographic Industry is worried that not every major manufacturer is being included in the new Department of Trade and Industry series of quarterly surveys of record and tape sales, the first of which was published at the end of last month. Among the firms that the association believes have not been asked to send in sales returns to the DTI are Polydor, World Record Club and Reader's Digest.

Geoffrey Bridge, director of BPI, said this week that all major companies are to be contacted by the association and if it is found that there are some companies not included in the survey, the BPI will be meeting the DTI to discuss the matter.

Although the DTI recommends in the first of the surveys that because the format of the inquiry has changed, comparisons cannot be made with sales in previous years, Bridge said that he found it "rather strange" that according to the survey, fewer records were sold in the third quarter of 1972 than in the same period in 1971. This is contrary to the known trend which has been a continued expansion of the record market over the past 12 months.

Bridge added that other than the doubts over whether every firm was being included, the BPI was satisfied with the new survey, its new format and the fact that it is now being done on a quarterly basis rather than a monthly one.

Canada Tour For Last

TORONTO—James Last will undertake a national Canadian tour for Barco Media in association with Polydor Records. The German bandleader will play a total of 21 dates for Barco Media, according to announcement from Gino Empry Public Relations.

This includes two U.S. concerts, during which Last will also make appearances on the Johnny Carson and Mike Douglas TV shows.

Barco's president, Jack Thomson, said the schedule would include appearances in:—Halifax (May 19), Moncton (20), Quebec City (21), Ottawa (23), Kitchener (24), Sault Ste. Marie (25), Sudbury (26), Thunder Bay (28), Brandon (30), Regina (31), Saskatoon (June 1), Edmonton (2), Calgary (4), Los Angeles (7), Victoria (8), Vancouver (9), Winnipeg (10), Montreal (11), New York (12), and the CNE Grandstand in Toronto (Aug. 24-25).

Polydor plans an intensive tie-in promotion campaign.

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ca. . . . The publishing rights of the "Delta Queen" number for the U.S. is with the Wes Farrell Organization. . . . Colored singer Richard Jon Smith will have his single, "Candlelight," released in Europe. PETER FELDMAN

MEXICO CITY

Spanish singer, Camilo Sesto, relatively unknown in Mexico, appeared at the La Naranja club with his own group of local musicians. . . . Nana Mouskouri scheduled a five-day concert series at the Palace of Fine Arts, backed by the Athenians group. . . . Luxury package for the latest Angelica Maria RCA album. . . . Mexican singer Carlos Lico made his debut at Cardini's Place, replacing U.K. singer, Malcolm Roberts. . . . Spanish singer Karina will appear on local television and do concerts during April—her first visit to the country.

RCA is preparing a homage series to honor Mexican singer Pedro Vargas' 45th anniversary in the music business. . . . Jose Jose has returned to Mexico City after working in Los Angeles and will record a new album as well as do TV and concerts. . . . Gamma Records has released the debut album by Mexican singer Ciro, titled "Aline," which is the title of a French song contained in the album. . . . Luxury cover by Gas Records for the group, the Loud Jets.

New officers elected to the Mexican Association of Phonograph Producers (AMPROFON) for 1973-74 include: Eduardo L. Baptista, president; Musart Records—president; Heinz Klincwort, president; Peerless Records—vice president; Carlos J. Camacho, president; Gamma Records—secretary; John Bush, president; Capitol Records—treasurer; Raul J. Castro, executive; Cisne Records—press. Victor Blanco remains as AMPROFON general manager and Maria del Carmen Vargas as coordinator. The members of the association paid tribute to the work of last year's president, Luis Baston. . . . Vocal group, Los (Hermanos) Castro split up and Arturo Castro, leader of the group, will organize a new group with his nephew Arturito and two girls. Jorge and Javier Castro will keep the Los Castro name and Gualberto will go out as a single.

Malcolm Roberts had his Palace of Fine Arts concert canceled because he was working in local night clubs contrary to ruling by the theater authorities. . . . Mexican artists, Ivon Gobeia and Jorge Rivero and also Lupita D'Alessio have all covered the Dalida and Alain Delon song "Parole, Parole" (Words Words), the hit song in France and Europe. ENRIQUE ORTIZ

COLOGNE

Marianne Mendt is being acclaimed as the star of the musical "Funny Girl." She has recorded a new LP for EMI and in the fall has a premiere in Vienna with the musical "Promises, Promises." . . . Tamla Motown's group The Temptations are the stars of a personality show which producer Mike Leckebusch has filmed for his TV show "Musikladen" (Music Shop).

In June Al Martino will come to Cologne for a promotion tour. . . . Gitte, the Electrola artist who will represent Germany at the European Song Contest in Luxembourg, has just recorded her song "Junger Tag" in English and French. A Spanish recording is being prepared. . . . Dorit Adenauer is the new head of the press and information department at EMI-Electrola. . . . In two weeks the Swiss singer Monica Morell has sold more than 120,000 copies of her single "Bitte glaub es nicht" (Please don't believe it). The producer is Pepe Ederer. WOLFGANG SPAHR

SYDNEY

Paul Turner and Tony Hogarth, WEA Australia executives, are on a five-week business trip to the U.S. . . . First single for Picture Records is Tex Morton singing "The Goondiwindi Grey" based on a local race horse. . . . Astor is promoting two Jerry Jeff Walker albums. . . . New Orleans jazz trumpet player Alvin Alcorn worked for two weeks in Australia with the Yarra Yarra Jazz Band. . . . Managing director of Polydor U.K., John Fruin, visited Australia and also held talks with John McReady, chief of Polydor, New Zealand. . . . Ross Ryan's new album, "A Poem You Can Keep" was released by EMI this week. . . . MCA's Australian cast recording of "Jesus Christ Superstar" was given a local gold disk award, announced Astor Records. . . . Warm and Genuine recording artist, John English, has been set for the Melbourne version of "Jesus Christ Superstar" produced by Harry M. Miller. . . . M7 artist Peter Wright will launch his new single, "The Bus Don't Stop There Anymore" in his home town of Toowoomba at one of the town's top tourist attractions, the Golden Plough Restaurant. . . . Warner Bros. unveiled their new logo—with a Burbank scene—which will be used in Australia for all non-local product. The current all green logo will be used for Australian product. The new logo will be introduced to the public with the July releases.

Essex Music's Barry Kimberley reports that he has Australian rights to "Last Song" by Edward Bear. . . . Johnny Farnham's new EMI single, "Everything's Out of Season" was produced by Peter Dawkins. . . . Ron Tudor and Brian Cadd held a reception to celebrate Bootleg Records first birthday and to present Cadd with a gold disk award for his album, "Brian Cadd." . . . WEA Australia is mounting a strong promotion on the "Duane Allman: An Anthology" album. . . . Local recording artist Kamahl hosted a party for music publishers to see him perform at the St. George's Club. . . . Singer Kerry Bidell will try to place her album, "Kerry Bidell" (Bootleg Records) in the U.S. when she returns. . . . Peter Quentin had his first single, "Take Me Down to the River" released by Phonogram. . . . Australian singer Garry Travers, now working in the U.K., was signed to the Pve label there by Tony Hatch. His latest single, "Yesterday's Girl" is set for local release by M7 Records. . . . Buster Noble has a new album, "The Young Camp Stockman" for release.

Carmen McRae toured Australia playing concerts in Melbourne and Sydney. . . . Benny Goodman with a septet, also completed a short tour. . . . "Tommy" will be performed in Melbourne as a result of a deal between Jim McKay Jr. and the Who management. Local talent appearing in the show includes Broderick Smith, Colleen Hewitt, Doug Parkinson, Johnny O'Keefe, and Sherbets lead singer, Daryl Braithwaite. A 40-piece orchestra will be used. . . . Hawking Brothers toured with Johnny Cash. The duo currently is featured in a local beer commercial and have a single, "Catfish John" released. . . . Paul Dainty has signed Neil Young for an Australian tour in June. . . . Tom Paxton arrived in Australia, found himself dissatisfied with tour arrangements and caught the next plane back.

Australian Record Industry Association considers that the attorney general will act against "illegal" importers by seizing stock at customs points. . . . Local musician Tony Buchanan is now first tenor sax for the Maynard Ferguson orchestra. JOHN BROMELL

Brazil CBS Subsid Widens Promo Drive

RIO DE JANEIRO—The CBS subsidiary in Brazil is stepping up its promotion and publicity in all fields, encouraged by last year's big sales increase.

The company's \$7,600,000 worth of business in 1972, represented a 58 percent increase over the previous year, reports manager Antonio Pinheiro da Silva. CBS believes that it has 25 percent of the competitive Brazilian market.

Much credit goes to Roberto Carlos, the company's chief breadwinner and Brazil's top-selling artist-composer year after year. The singer's latest annual LP, launched late last year, sold over 700,000 copies in four months, according to CBS officials. The recording was made in New York for technical advantage.

While increasing its use of the press, radio and TV advertising, Othon Russo, chief of CBS public relations, said that the company will be looking for new ideas for new markets. Brazil's big hinterland where money is flowing in larger amounts than ever before is one of the areas in which CBS sees possibilities for more sales. This is CBS' 20th year in Brazil, but the nation's communications have grown tremendously in the past few years.

The biggest CBS find of 1972 was Marcio Greyck, singer-composer whose recording of "E Impossivel Acreditar Que Perdi Voce" (It's Impossible to Believe That I Lost You), is said to have sold 250,000 copies. Greyck will be the target for heavy CBS promotion this year along with Nubia Lafayette who recorded "Casa e Comida" (Bed and Board).

But, CBS says that its second best-selling record is not by any single artist, but a collection of the company's best. It's the "14 Best," an annual LP assortment that includes two songs by Roberto Carlos.

CBS' best-selling foreign artist is Johnny Mathis who has made three TV and personal appearance visits to Brazil. He is returning in October for another round. However, CBS' Russo does not believe that personal appearances by foreign artists in Brazil automatically lead to record sales. It concerns the artist's personality he says and points to foreign artists who have come to Brazil only to lose what sales they may have had.

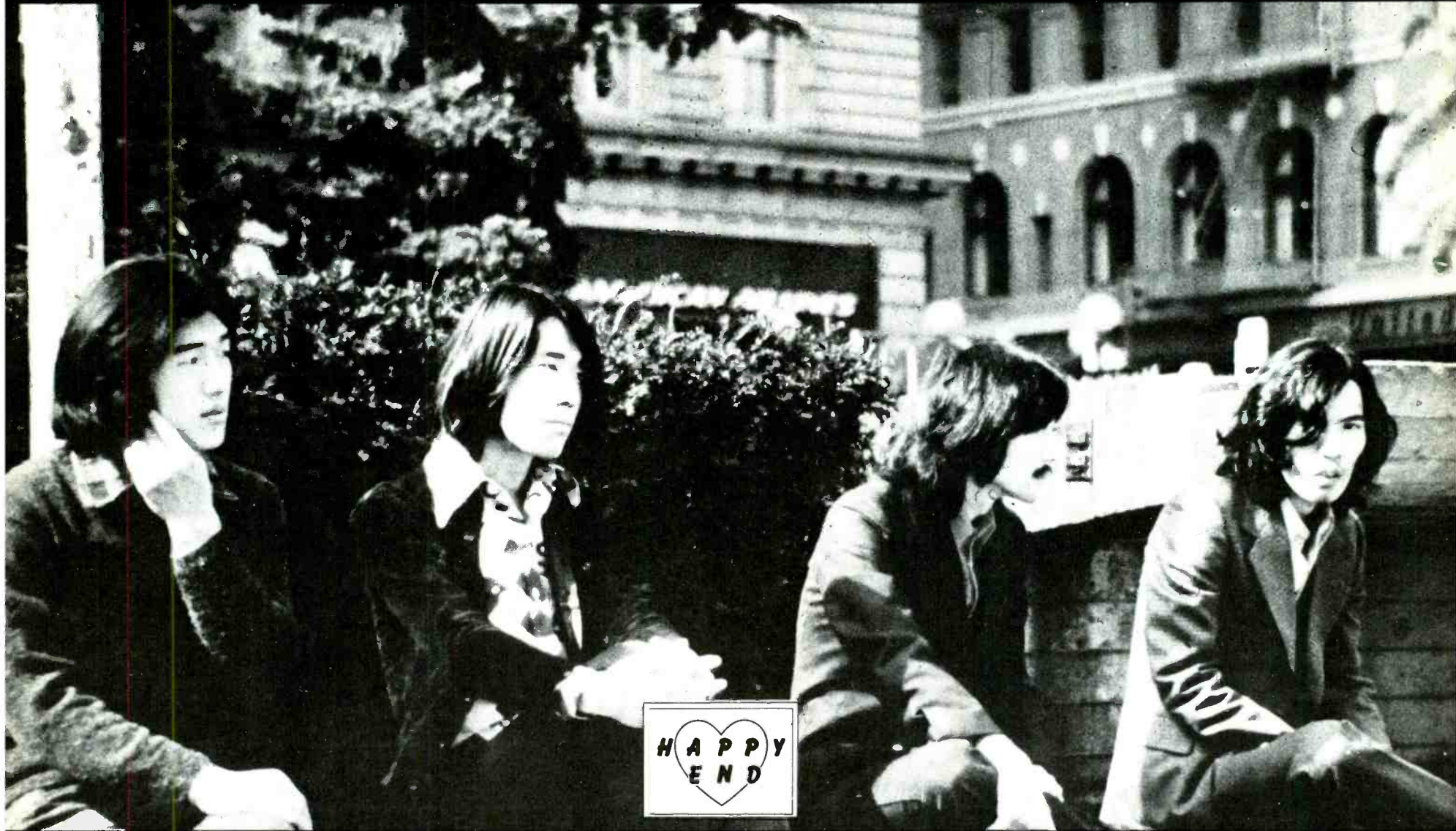
CBS has its own, recently remodeled, eight-channel studio in Rio de Janeiro. However, the records are pressed by RCA and others.

ON JUNE 9

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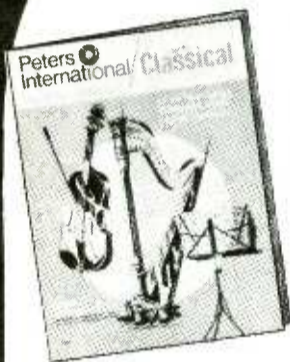
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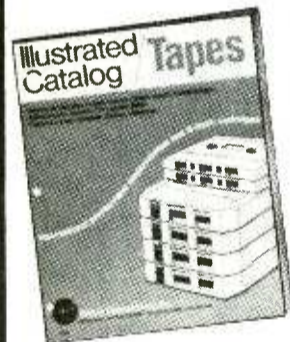
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AUSTRALIA

(Courtesy of Go-Set)
SINGLES

- This Week
- 1 YOU'RE SO VAIN—Carly Simon (Elektra)
 - 2 CROCODILE ROCK—Elton John (DJM)
 - 3 I'D LOVE YOU TO WANT ME—Lobo (Philips)
 - 4 DUELING BANJOS—Eric Weiss (Warner Bros.)
 - 5 FUNNY FACE—Donna Fargo (Dot)
 - 6 KILLING ME SOFTLY WITH HIS SONG—Roberta Flack (Atlantic)
 - 7 SEPARATE WAYS—Elvis Presley (RCA)
 - 8 TOP OF THE WORLD—Carpenters (A&M)
 - 9 YOUR MAMA DON'T DANCE—Bootleg Family (Bootleg)
 - 10 I AM WOMAN—Helen Reddy (Capitol)
- ALBUMS

- This Week
- 1 NO SECRET—Carly Simon (Elektra)
 - 2 SEVENTH SOJOURN—Moody Blues (Threshold)
 - 3 SLAYED—Slade (Polydor)
 - 4 TOMMY—London Symphony Orchestra and Chamber Choir with Guest Artists (A&M)
 - 5 HOT AUGUST NIGHT—Neil Diamond (MCA)
 - 6 DON'T SHOOT ME I'M ONLY THE PIANO PLAYER—Elton John (DJM)
 - 7 WHO DO YOU THINK WE ARE—Deep Purple (Purple)
 - 8 LIVING IN THE PAST—Jethro Tull (Reprise)
 - 9 DIVINE MISS M—Bette Midler (Atlantic)
 - 10 SLADE ALIVE—Slade (Polydor)

BELGIUM—FRENCH

(Courtesy of Telemoustique)
SINGLES

- This Week
- 1 CUM ON FEEL THE NOIZE—Slade
 - 2 FOREVER AND EVER—Demis Roussos
 - 3 LES GONDOLES A VENISE—Sheila et Ringo
 - 4 VIENS, VIENS—Marie Laforet
 - 5 BLOCKBUSTER—Sweet
 - 6 POWER TO ALL OUR FRIENDS—Cliff Richard
 - 7 GO LIKE ELIJAH—Chi Coltrane
 - 8 QUAND VIENT LE SOIR, ON SE RETROUVE—Frederic Francois
 - 9 DANIEL—Elton John
 - 10 CROCODILE ROCK—Elton John LP's

- This Week
- 1 DARK SIDE OF THE MOON—Pink Floyd
 - 2 ALOHA FROM HAWAII—Elvis Presley
 - 3 MASTERPIECE—Temptations
 - 4 SLAYED?—Slade
 - 5 FOREVER AND EVER—Demis Roussos
 - 6 WHO DO YOU THINK WE ARE?—Deep Purple
 - 7 VOL. III "CHANTE"—Thierry le Luron
 - 8 BILLION DOLLARS BABIES—Alice Cooper
 - 9 TANX—T. Rex
 - 10 DON'T SHOOT ME—Elton John

BRITAIN

(Courtesy: Music Week)
*Denotes local origin

- | This Week | Last Week | Title | Label |
|-----------|-----------|---|----------------|
| 1 | 1 | GET DOWN—*Gilbert O'Sullivan (MAM)—MAM (Gordon Mills) | MAM |
| 2 | 3 | TIE A YELLOW RIBBON—Dawn (Bell) Five Arts (Dave Appel/Tokens) | Bell |
| 3 | 5 | I'M A CLOWN/SOME KIND OF A SUMMER—David Cassidy (Bell)—Carlin/Chappell (Wes Farrell) | Bell |
| 4 | 2 | 12TH OF NEVER—Donny Osmond (MGM) Frank (M. Curb/D. Costa) | MGM |
| 5 | 17 | HELLO HELLO I'M BACK AGAIN—*Gary Glitter (Bell) Leeds (Mike Leander) | Bell |
| 6 | 6 | TWEEDLEE DEE—Jimmy Osmond (MGM)—Robbins (Mike Curb/Don Costa) | MGM |
| 7 | 4 | POWER TO ALL OUR FRIENDS—*Cliff Richard (EMI)—Big Secret (David MacKay) | EMI |
| 8 | 8 | NEVER NEVER NEVER—Shirley Bassey (United Artists) Southern (Noel Rogers) | United Artists |
| 9 | 9 | LOVE TRAIN—O'Jays (CBS) Gamble-Huff/Carlin (Gamble-Huff) | CBS |
| 10 | 13 | PYJAMARAMA—*Roxy Music (Island) EG Music (John Anthony) (EMI)—Red Bus (E. Elias/R. Danova/Jane Goldcrown) | EMI |
| 11 | 21 | ALL BECAUSE OF YOU—*Geordie (EMI)—Red Bus (E. Elias/R. Danova/Jane Goldcrown) | EMI |
| 12 | 12 | HEART OF STONE—*Kenny (RAK) Mews (Bill Martin/Phil Coulter) | RAK |
| 13 | 7 | CUM ON FEEL THE NOIZE—*Slade (Polydor) Barn (Chas Chandler) | Polydor |
| 14 | 18 | CRAZY—*Mud (RAK) Chinnichap/RAK (M. Chin/M. Chaplin) | RAK |
| 15 | 14 | WHY CAN'T WE LIVE TOGETHER—Timmy Thomas (Mojo) Southern (Timmy Thomas) | Mojo |
| 16 | — | DRIVE-IN SATURDAY—David Bowie (RCA 2352)—Mainman (David Bowie/Ken Scott) | RCA |
| 17 | 15 | 20TH CENTURY BOY—*T. Rex (EMI) Wizard (Tony Visconti) | EMI |
| 18 | 11 | FEEL THE NEED IN ME—Detroit Emeralds (Janus) Carlin | Carlin |
| 19 | 10 | KILLING ME SOFTLY WITH HIS SONG—Roberta Flack (Atlantic) Butterfield/Essex (Joel Dorn) | Atlantic |

- 20 20 AMANDA—Stuart Gillies (Philips)—KPM (Norman Newell)
- 21 22 DUELING BANJOS—Soundtrack/Eric Weissberg/Steve Mandel (Warner Bros.)—Warner Bros.
- 22 16 NICE ONE CYRIL—*Cockerel Chorus (Youngblood) Belwin-Mills/Guvnor/Miki Dallon (Martin Clarke)
- 23 19 HELLO HURRAY—Alice Copper (Warner Bros.) Warner Bros. (Bob Ezrin)
- 24 32 GOOD GRIEF CHRISTINA—*Chicory Tip (CBS)—ATV (R. Easterby/D. Champ)
- 25 43 MY LOVE—*McCartney's Wings (Apple) McCartney/ATV Music (Paul McCartney)
- 26 27 BY THE DEVIL—*Blue Mink (EMI) Big Secret (Blue Mink)
- 27 23 LOOK OF LOVE—Gladys Knight & the Pips (Tama/Motown) Screen Gems-Columbia (Norman Whitfield)
- 28 24 GONNA MAKE YOU AN OFFER YOU CAN'T REFUSE—Jimmy Helms (Cube) Essex (John Worth)
- 29 28 GOD GAVE ROCK & ROLL TO YOU—*Argent (Epic)—Verulum (Rod Argent/Chris White)
- 30 38 THE RIGHT THING TO DO—Carly Simon (Elektra)—Warner Bros. (Richard Perry)
- 31 — GIVING IT ALL AWAY—Roger Daltrey (Track 2094 110)—Blayndale/Compass (Adam Faith)
- 32 44 WAM BAM—*Handley Family (GL) Toby (Jackie Rae)
- 33 — BROTHER LOUIE—Hot Chocolate (RAK 149)—Chocolate/RAK (Mickie Most)
- 34 49 NEVERTHELESS (I'M IN LOVE WITH YOU)—*Eve Graham/New Seekers (Polydor) Chappell (Michael Lloyd)

- 35 26 LONG HAIRED LOVER FROM LIVERPOOL—Little Jimmy Osmond (MGM)—KPM (Mike Curb/Perry Botkin)
- 36 36 BREAK UP TO MAKE UP—Stylistics (Avco)—Gamble-Huff/Carlin (Thom Bell)
- 37 39 I DON'T KNOW WHY—Andy & David Williams (MCA)—F.D. & H. (Jackie Mills)
- 38 41 BLOCKBUSTER—*Sweet (RCA)—Chinnichap/RAK (Phil Wainman)
- 39 25 THAT'S WHEN THE MUSIC TAKES ME—Neil Sedaka (RCA) Kirshner/Warner Bros. (N. Sedaka)
- 40 40 SWEET DREAMS—Roy Buchanan (Polydor)—Acuff-Rose (Peter K. Siegel)
- 41 34 HEAVEN IS MY WOMAN'S LOVE—*Val Doonican (Philips) Famous/Chappell (John Franz)
- 42 — HEY MAMA—Joe Brown (Ammo AMO 101)—Ammo-James (Arnold/Martin/Morrow/Brown)
- 43 29 BABY I LOVE YOU—*Dave Edmunds (Rockfield)—Carlin (Dave Edmunds)
- 44 — MEAN GIRL—Status Quo (Pye 7N 45229)—Valley (John Schroeder)
- 45 30 DOCTOR MY EYES—Jackson Five (Tama Motown) Lorna (Hal Davis)
- 46 — EVERYDAY—Don McLean (United Artists UP 35519)—Southern
- 47 33 PINBALL WIZARD/SEE ME FEEL ME—*New Seekers (Polydor) Fabulous/Essex (Michael Lloyd)
- 48 — LETTER TO LUCILLE—Tom Jones (Decca F 13393)—Mustard (Gordon Mills)
- 49 31 CINDY INCIDENTALLY—*Faces (Warner Bros.) Warner Bros. (Glyn Johns)
- 50 42 STEP INTO A DREAM—*White Plains (Deram) Cookaway (R. Cook/R. Greenaway)

DENMARK

(Courtesy of IFPI)
SINGLES

- This Week
- 1 MAMA LOO—The Les Humphries Singers (Decca)
 - 2 YELLOW BOOMERANG—Middle of the Road (RCA)
 - 3 GARDEN PARTY—Rick Nelson (MCA)
 - 4 PART OF THE UNION—Strawbs (Sonet)
 - 5 CUM ON FEEL THE NOIZE—Slade (Polydor)
 - 6 HONSEFARMEN—Gustav & Bent (Sonet)
 - 7 KAERLIGHEDENS HUS—Flemming Antony (Telefunken)
 - 8 DER FANDTENS INGEN KAERLIGHED—Country Pale (Columbia)
 - 9 HJERTER AF HONNING—Mette (Sonet)
 - 10 MEXICO—The Les Humphries Singers (Decca)

HONG KONG

(Courtesy of Radio Hong Kong)
SINGLES

- This Week
- 1 YOU'RE SO VAIN—Carly Simon (Elektra)
 - 2 RELAY—The Who (Polydor)
 - 3 IT NEVER RAINS IN SOUTHERN CALIFORNIA—Albert Hammond (Mims)
 - 4 I WON'T LAST A DAY WITHOUT YOU—The Carpenters (A&M)
 - 5 CRAZY HORSES—The Osmunds (MGM)
 - 6 AUBREY—Bread (Elektra)
 - 7 TIE A YELLOW RIBBON ROUND THE OLE OAK TREE—Dawn (Bell)

- 8 DREIDEL—Don McLean (UA)
- 9 BLOCKBUSTER—The Sweet (RCA)
- 10 SWEET SURRENDER—Bread (Elektra)

JAPAN

(Courtesy of Music Labo, Inc.)
SINGLES

- This Week
- 1 GAKUSEIGAI NO KISSATEN—*Garo (Mushroom)
 - 2 HARU NO OTOZURE—*Rumiko Koyanagi (Reprise)
 - 3 HINAGESHI NO HANA—*Agnes Chan (Warner)
 - 4 ONNA NO NEGAI—*Shiro Miya, Pinkara Trio (Columbia)
 - 5 AIENO START—*Goh Hiroki (CBS/Sony)
 - 6 CHUGAKU SAN-NEN SEI—*Masako Mori (Minoruphone)
 - 7 YOU'RE SO VAIN—Carly Simon (Elektra)
 - 8 ONNA NO MICHI—*Shiro Miya, Pinkara Trio (Columbia)
 - 9 IT NEVER RAINS IN SOUTHERN CALIFORNIA—*Albert Hammond (Epic)
 - 10 MARUYAMA, HANA-MACHI, HAHANO-MACHI—*Eiji Miyoshi (Victor)

MEXICO

(Courtesy of Radio Mil)

- This Week
- 1 VOLVER, VOLVER—Vicente Fernandez (CBS)
 - 2 DETALLES—Roberto Carlos (CBS)
 - 3 WHY CAN'T WE LIVE TOGETHER (Por que no hay convivencia)—Timmy Thomas (Glades)
 - 4 TE VOY A ENSEÑAR A QUERER—Manoella Torres (CBS)
 - 5 RIO REBELDE—Julio Iglesias (Polydor)
 - 6 PAROLE PAROLE (Palabras, palabras)—Dalida & Alain Delon (Orfeon)
 - 7 ENGANO—La Tropa Loca (Capitol)
 - 8 MI SEGUNDO AMOR—Victor Yturbe "Pirul" (Philips)
 - 9 CLAIR (Inocente)—Gilbert O'Sullivan (London)

SOUTH AFRICA

(Courtesy of Springbok Radio)
*Denotes local origin
SINGLES

- This Week
- 1 WE BELIEVE IN TOMORROW—*Freddy Breck (Bridge)
 - 2 THE LOVE IN YOUR EYES—Vicky Leandros (Philips)
 - 3 WOMAN (BEAUTIFUL WOMAN)—Don Gibson (Hickory)
 - 4 I DON'T WANNA PLAY HOUSE—*Barbara Ray (Plum)
 - 5 I'M ON FIRE—*Maria (Epidemic) Rash
 - 6 YOU'RE SO VAIN—Carly Simon (Elektra)
 - 7 I'D LOVE YOU TO WANT ME—Lobo (Philips)
 - 8 HOME ISN'T HOME ANYMORE—*Alan Garrity (Gallo)
 - 9 BLOCK BUSTER—The Sweet (RCA)
 - 10 CAN'T KEEP IT IN—Cat Stevens (Island)

SWEDEN

(Courtesy Radio Sweden)
*Denotes local origin
SINGLES

- This Week
- 1 RING, RING—Bjorn & Benny, Agnetha & Anni-Frid (Polar)
 - 2 RING, RING (English Version)—Bjorn & Benny, Agnetha & Anni-Frid (Polar)
 - 3 BILLION DOLLAR BABIES (LP)—Alice Cooper (Warner Bros.)
 - 4 TED (LP)—Ted Gardestad (Polar)
 - 5 WHO DO WE THINK WE ARE (LP)—Deep Purple (Purple)
 - 6 DON'T SHOOT ME, I'M ONLY THE PIANO PLAYER (LP)—Elton John (DJM)
 - 7 CAN'T KEEP IT IN—Cat Stevens (Island)
 - 8 COTTON JENNY—Jerry Williams & Alarm (Sonet)
 - 9 HOUSES OF THE HOLY (LP)—Led Zeppelin (Atlantic)
 - 10 GRAND HOTEL (LP)—Procol Harum (Chrysalis)
 - 11 DARK SIDE OF THE MOON—Pink Floyd (Harvest)

WEST GERMANY

(Courtesy Musikmarkt)
*Denotes local origin
SINGLES

- This Week
- 1 BLOCK BUSTER!—The Sweet (RCA)
 - 2 DER JUNGE MIT DER MUNDHARMONIKA—Bernd Cluever (Ariola)
 - 3 MAMA LOO—Les Humphries Singers (Decca)
 - 4 DREAMS ARE TEN A PENNY—Kincade (Bellaphon)
 - 5 IMMER WIEDER SONNTAGS—*Cindy & Bert (BAS)
 - 6 BIANCA—*Freddy Breck (BAS)
 - 7 EIN FESTIVAL DER LIEBE—*Juergen Marcus (Teldec)
 - 8 20TH CENTURY BOY—T Rex (Ariola)
 - 9 CUM ON FEEL THE NOIZE—Slade (Polydor)
 - 10 YELLOW BOOMERANG—Middle of the Road (RCA)

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Billboard
Top 40

Easy Listening

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These are best selling middle-of-the-road singles compiled from national retail sales and radio station air play listed in rank order.

This Week	Last Week	Weeks on Chart	TITLE, ARTIST Label & Number (Dist. Label) (Publisher, Licensee)
1	3	10	TIE A YELLOW RIBBON ROUND THE OLD OAK TREE Dawn, Bell 45318 (Five Arts, BMI)
2	2	10	PEACEFUL Helen Reddy, Capitol 3527 (Four Score, BMI)
3	1	9	SING Carpenters, A&M 1413 (Jonico, ASCAP)
4	5	7	OUT OF THE QUESTION Gilbert O'Sullivan, MAM 3628 (London) (MAM, ASCAP)
5	6	5	YOU ARE SUNSHINE OF MY LIFE Stevie Wonder, Tamla 54232 (Motown) (Stein & Van Stock/Black Bull, BMI)
6	8	10	STIR IT UP Johnny Nash, Epic 5-10949 (Columbia) (Cayman, ASCAP)
7	4	16	DAISY A DAY Jud Strunk, MGM 14463 (Seven High, ASCAP)
8	10	4	THE RIGHT THING TO DO Carly Simon, Elektra 45843 (Quackenbush, ASCAP)
9	12	6	THE TWELFTH OF NEVER Donny Osmond, MGM 14503 (Empress, ASCAP)
10	7	8	THE NIGHT THE LIGHTS WENT OUT IN GEORGIA Vicki Lawrence, Bell 45-303 (Russ, ASCAP)
11	18	5	WILDFLOWER Skylark, Capitol 3511 (Edsel, BMI)
12	13	5	AND I LOVE YOU SO Perry Como, RCA 74-0906 (Yahweh, BMI)
13	15	4	WHO WAS IT? Hurricane Smith, Capitol 3548 (MAM, ASCAP)
14	26	4	IF WE TRY Don McLean, United Artists 206 (Yahweh, BMI)
15	16	5	NEITHER ONE OF US (Wants to Be the First to Say Goodbye) Gladys Knight & the Pips, Soul 35098 (Motown) (Keca, ASCAP)
16	22	6	ONE MAN BAND (Plays All Alone) Ronnie Dyson, Columbia 4-45776 (Blackwood, BMI)
17	14	8	AIN'T NO WOMAN (Like the One I've Got) Four Tops, Dunhill 4-339 (Trousdale/Soldier, BMI)
18	20	6	DRIFT AWAY Dobie Gray, Decca 33057 (MCA) (Almo, ASCAP)
19	24	4	THINKING OF YOU Loggins & Messina, Columbia 4-45815 (Jasperilla, ASCAP)
20	23	6	PLAYGROUND IN MY MIND Clint Holmes, Epic 5-10891 (Columbia) (Vanlee/Emily, ASCAP)
21	9	12	ALSO SPRACH ZARATHUSTRA (2001) Deodato, CTI 12 (Three Brothers, ASCAP)
22	30	2	IT SURE TOOK A LONG, LONG TIME Lobo, Big Tree 16.001 (Beli) (Famous, ASCAP)
23	25	4	CHERRY CHERRY (From "Hot August Night") Neil Diamond, MCA 40017 (Tallyrand, BMI)
24	34	2	DANIEL Elton John, MCA 40046 (James, BMI)
25	27	4	LOVE MUSIC Sergio Mendes & Brasil '77, Bell 45,335 (Trousdale/Soldier, BMI)
26	11	10	COOK WITH HONEY Judy Collins, Elektra 45831 (Almo/Big Boovah, ASCAP)
27	28	3	EVERYTHING'S BEEN CHANGED Fifth Dimension, Bell 45,338 (Spanka, BMI)
28	29	5	I KNEW JESUS (Before He Was a Star) Glen Campbell, Capitol 3548 (Encino, ASCAP)
29	32	4	THE INDIANA GIRL Marty Cooper, Barnaby 5013 (MGM) (Wilbur/Martin Cooper, ASCAP)
30	31	5	YESTERDAY AND YOU Holly Sherwood, Rocky Road 30068 (Beli) (Keca, ASCAP)
31	38	2	I'M DOING FINE NOW New York City, Chelsea 78-0113 (RCA) (Mighty Three, BMI)
32	-	-	STUCK IN THE MIDDLE WITH YOU Stealers Wheel, A&M 1416 (Hudson Bay, BMI)
33	39	3	PERCOLATOR Hot Butter, Musicor 1473 (Meadowlark, ASCAP)
34	36	3	FRIEND Steven Ambrose, Barnaby 5014 (MGM) (Wilber, ASCAP)
35	37	3	PINBALL WIZARD/SEE ME, FEEL ME New Seekers, MGM 10709 (Track, BMI)
36	-	-	TEDDY BEAR SONG Barbara Fairchild, Columbia 4-45743 (Duchess, BMI)
37	-	-	COSMIC SEA Mystic Moods, Warner Brothers 7686 (Avenue, ASCAP)
38	40	2	(I'd Be) A LEGEND IN MY TIME Sammy Davis, Jr., MGM 14513 (Acuff-Rose, BMI)
39	-	-	BAD, BAD LEROY BROWN Jim Croce, ABC 11359 (Wingate/Blendingwell, ASCAP)
40	-	-	WASN'T IT NICE IN NEW YORK CITY Tommy Leonetti, Columbia 4-45807 (Colgems, ASCAP)

Late News

3 TV Webs in Pitch for EM

• Continued from page 3

in 1970. (The FCC also began rulemaking for aural monitoring of radio and the sound content of video programming at that time, and found such services were in the public interest.)

The commission said the networks "are aware" that the Electronic Industries Association is preparing recommendations for use of the vertical interval and other "ancillary" signals in TV transmission (undetected by viewers). EIA is also asking for use of the interval to improve color monitoring of the TV picture, and the networks might just lose it altogether. Further, the National Bureau of Standards wants to use this vertical interval for time signals and other scientific uses. FCC said.

Meanwhile, the competitive battle between video monitoring system IDC, and aural monitoring's Audicom Corp., continues at the commission, after several years of comments, testing and experiment. The Copyright Office has told the FCC that it considers automatic electronic logging "a virtual necessity" for the protection of copyrighted materials, music, recordings and performances involved in thousands of transmissions. Audicom offers automatic monitoring of performances, computer analysis and printout for subscribers.

The FCC has also considered using the aural-only monitoring for

all transmissions—radio and the sound portion of video. The video monitoring rulemaking has been slowed partly because IDC has encountered technical difficulties, and broadcasters said they feared picture degradation by coded materials which they could not control. The commission has eased requirements during interim experiments to take care of both types of difficulties.

NARM Names Mktng. Groups

BALA-CYNWYD, Pa. — The three advisory committees, representing different marketing segments of industry, have been appointed by Pete Stocke, president of the National Association of Recording Merchandisers.

The three committees include:

Rack Jobbers: Dave Lieberman, Lieberman Enterprises, Minneapolis, chairman; George Souvall, Alta Dist., Phoenix; Amos Heilicher, J.L. Marsh, Minneapolis; Jim Schwartz, District Records, Washington; Lou Kwiker, TMC, Woburn, Mass.; Lou Laventhal, ABC Record and Tape Sales, Seattle; Jesse Selter, NMC, Oceanside, N.Y.; Johnny Kaplan, Handleman, Detroit; Sam Marmaduke, Western Mdsers., Amarillo and Jay Jacobs, Knox Record, Knoxville.

Distributors: Danny Heilicher, Heilicher Bros., Minneapolis, chairman; Joe Simone, Progressive, Cleveland; Howard Ring, Music Merchants of N.E., Woburn, Mass.; Jack White, Summit, Chicago; Harold Lipsius, Universal, Philadelphia; Norm Hausfater, Musical Isle, St. Louis; Henry Hildebrand, All South, New Orleans and Jim Schwartz, District Records, Washington.

Retailers: Jack Grossman, Grossman Enterprises, Woodbury, N.Y., chairman; Barie Bergman, Record Barn, Durham, N.C.; John Cohen, Disc Records, Cleveland; Al Franklin, Franklin Music, Philadelphia; Dave Rothfeld, Korvettes, New York; Russ Solomon, Tower, Sacramento; Martin Spector, Specs, Hialeah, Fla.; Ben Karol, King Karol, New York; and Byrle Northup, CMC, St. Louis.

Memphis Plans Booster Mag

MEMPHIS — Memphis Music Inc., an organization of industry leaders here, is launching a quarterly magazine. Knox Phillips, president of Memphis Music, said that the reason for the magazine "is we want to re-establish the belief in Memphis as a music leader."

The first 25-30 page issue is set for May 15. John King, an executive with Ardent Records, is editor. Articles will be by Paul Ackerman, music editor emeritus of Billboard, Stanley Booth, and others. Articles will be on WDAI-AM, local soul station; Dewey Phillips, one of the pioneer radio personalities in rock and blues; the coming Memphis Music awards dinner June 2; and an interview section with someone from Memphis who has made a valuable contribution to music overall.

A mailing list of some 3,000 radio people and magazine and newspaper reviewers will receive the slick publication. In addition to the printed word, Memphis Music is planning to also mail out a cassette of Dewey Phillips taken from old airchecks.

Sears Country Campaign Set

• Continued from page 1

product stocked on singles, LP's and tapes. Product will be across the board including new acts and all labels. Buying guidelines will be WJJD-AM-FM's playlist and Billboard's "Hot Country Singles" and "Hot Country LP's" charts. WJJD-AM-FM's mailing of its playlist will also be expanded as part of the promotion.

Here from Nashville were B.J. McElwee, ABC/Dunhill; Ed Hamilton, Mega; Frank Mull, Phonogram; Chick Dougherty, MCA; Tom Amann, JMI; Jerry Seabolt, Stax; and Joe Lucas and Bud Brown, Hickory.

Sears' involvement with country product goes back years when veteran country music producer Art Satherly coordinated a program whereby Sears hired Gene Autry to plug cowboy suits and utilized country product to push catalog sales.

The new plan to concentrate on country follows a similar focus on soul by the nation's largest retailer.

Slade Disk in Tie With Tour

NEW YORK — Polydor Incorporated is releasing this week, "Cum On Feel the Noize," a new single by British hard rock group, Slade, to coordinate with the April 19 opening of a six-week coast-to-coast tour. The title of the new 45, which rose to the top spot on all British charts the day it was released, will provide the theme of a saturation campaign backing up the U.S.-Canadian tour.

Polydor has mapped an intensive advertising, promotional and merchandising campaign specifically geared to the tour. Advertising and promotional efforts, including full-page consumer print ads and multiple radio spots in all major markets will be utilized.

Deluxe press kits, clippings and other materials have been forwarded with albums and singles to disc jockeys, radio program directors, salesmen and promotion men, as well as the trade, general and underground press. A heavy interview schedule, press conferences and other publicity activities are scheduled in major cities along the tour route.

Spiraling Costs Plaguing Labels

• Continued from page 1

is exceeding demand. This circumstance has a special spillover effect on promotion material, which must be cut or abandoned altogether.

Pressing charges in the last several months have remained stationary, more or less. But services such as reference lacquers, have been practically eliminated. As a cost-cutting device, some firms it's understood, have even reduced their pressing compound. One company cut it from 120 grams to 105.

Other cost factors, quadraphonic, double mixing, devaluation of dollar, added value tax in England which affects the large spate of recordings released here from the U.K., AFM scales, etc., continue to add money pressures on labels. All in all it's enough ammunition for other labels to follow the lead taken recently by ABC-Dunhill and Motown Records in increasing their suggested list price by \$1, asserted one industry executive. "This is hardly enough of an increase, considering the manufacturer must share 50 percent plus 10 or 55 cents, plus other costs," he stated.

Davis: Col Stirs Musical Vitality In Concert Mart

• Continued from page 1

promoters to follow our lead in the future," continued Davis.

Columbia's next venture is the week-long festival at Ahmanson Theater in Los Angeles April 29-May 5. Davis stated that the festival, the first one of this magnitude to be produced by a label, will create a "momentum" whereby the whole industry, as well as music fans, will benefit. "We hope to show that music is growing on all levels," continued Davis, "and that those levels can be interchanged." Davis will take part in the festival, acting as host for certain shows.

Scheduled to perform at the Ahmanson Festival are: the Mahavishnu Orchestra, Loudon Wainwright III and Anthony Newmar (29); the Staple Singers, Johnny Nash and Billy Paul (30); New Riders of the Purple Sage, Doctor Hook and Bruce Springsteen May 1; Miles Davis, Earth, Wind & Fire and Ramsey Lewis (2); Loggins and Messina, Albert Hammond and Taj Mahal (3); Johnny Mathis, Peter Nero and Maxine Weldon (4); and Johnny Cash, Tammy Wynette, George Jones and Charlie Rich (5).

Lucas New Division

NEW YORK — Lucas/McFaul Production has been formed here. The firm is a new division under the jingle house of David Lucas Associates. Tom McFaul will share the chief executive duties in the company.

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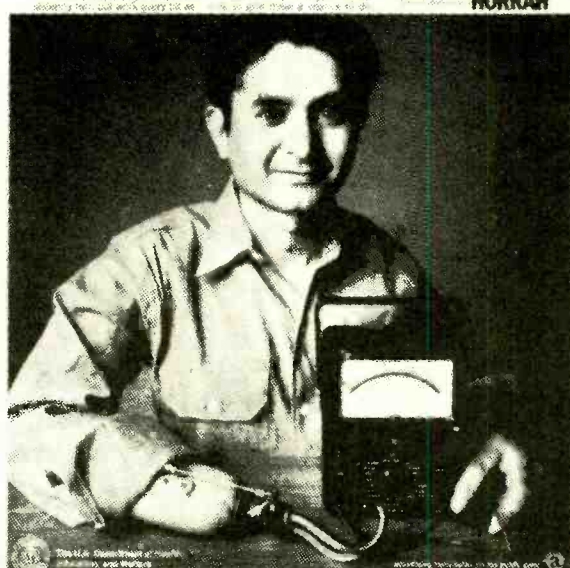
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Breaking Disks

John Fogerty's one-man band the Blue Ridge Rangers advances up the chart with "Hearts of Stone" to 55 with a star from a star studded 61. The Fantasy single has been on the survey four weeks and is a fine followup to his "Jambalaya" hit. Fogerty sings all the parts and plays drums, piano, guitar, fiddle and bass.

The solid pop with a country dash sound is reaping airplay at: KYA-AM and KFRC-AM San Francisco; WMAK-AM Nashville; KOL-AM and KR-AM Seattle; WFOM-AM Atlanta; KILE-AM Houston.

Sales are strongest in Baltimore, followed by Los Angeles, Atlanta, New York, Minneapolis-St. Paul, Dallas-Ft. Worth and San Francisco.

The First Choice moves into 43d position with a star with its "Armed and Extremely Dangerous" Philly Groove single. Last week the disk was 52 with a star. The song is also moving up our soul chart and this week it's 39 with a star, up from 44.

Airplay-wise: WIBG-AM and WFIL-AM Philadelphia; WFUN-AM and WQAM-AM Miami; KJR-AM Seattle; WLAV-AM Detroit; WFOM-AM and WBBQ-AM Atlanta and WIXY-AM Cleveland, are all reporting action to us.

Sales are strongest in New York and Miami, followed by movement in Cleveland, Chicago, Washington, St. Louis, Memphis, Nashville and Philadelphia.

Now here's a characteristic story about a country song spinning up with the pop charts. Barbara Fairchild's Columbia single, "Teddy Bear Song," jumps to the 56th post with a star from 69. While it's been on the pop chart nine weeks, it's been on our country survey 17 weeks.

Airplay is reported top 40-wise from WMAK-AM Nashville; KILT-AM Houston; WSGN-AM Birmingham and KLIF-AM Dallas.

Pop sales are strongest in Atlanta, Minneapolis-St. Paul and Miami, followed by Seattle, Baltimore, Memphis, Nashville, Chicago, Houston and Cleveland.

Pardon our typo, but last week, Lori Lieberman's name came out Flori. Her also recommended pop single remains "And The feeling's Good" on Capitol.

Songs listed on this page are the consensus of a review panel which listened to the music individually and then collectively and then voted

for the titles published this week. Songs not listed have received a three star rating. Review Editor—Eliot Tiegel.

Pop Picks

SPINNERS—ONE OF A KIND (LOVE AFFAIR) (3:31); producer: Thom Bell; writer: Joseph B. Jefferson; Mighty Three, Blackwood, BMI. Atlantic 2962. Intelligent and catchy. The telegraphic, punchy style of producer Bell with the Spinners is working here at peak form. Good solo and ensemble vocal work. Flip: no info available.

MICHAEL JACKSON—WITH A CHILD'S HEART (3:00); producers: Freddie Perren, Fonce Mizell; writers: S. Moy, H. Cosby, V. Basemore; Jobete, ASCAP, Stone Agate, BMI. Motown 1218. Michael attacks a lush ballad with rich, high voice that

carries beat and intensity while soaring in an open beauty quite new to this artist. Flip: no info available.

SIEGEL—SCHWALL BAND/SAN FRANCISCO SYMPHONY ORCHESTRA—Blues Band Opus 50, Part 1 (3:53); producer: none listed; writer: William Russo; Southern, ASCAP. DGG 15068. DGG's very first single is a swinging monster, the best-yet fusion of rock and symphony orchestra. Overpowering instrumental drive, with good tinges of blues harmonica and clever utilization of cellos, violins and tympanis. Flip: "Blues Band Opus 50, Part 2" (4:25); same credits.

GLADYS KNIGHT & THE PIPS—DADDY COULD SWEAR, I DECLARE (3:42); producer: Johnny Bristol; writers: J. Bristol, M. Knight, G. Knight; Jobete, ASCAP. Soul 35105F (Motown). This is hand clapping soul and funk both vocally and instru-

mentally, with Gladys' distinct voice standing out. The side is characterized by good, solid beats. Flip: no info available.

THE BEACH BOYS—CALIFORNIA SAGA (On My Way to Sunny Californ-i-a) (3:13); producer: The Beach Boys; writer: Alan Jardine; Wilojarston, ASCAP. Reprise 1156. Group returns to the surf-California style that has proved so successful for them in the past with this easygoing rocker highlighted by their characteristic skilled vocal harmonies and fine instrumentation. Flip: no info available.

KINCADE—JENNY, JENNY (Dreams Are Ten A Penny) (2:40); producer: none listed; writers: J. Carter, G. Shakespeare; Page Full Of Hits, ASCAP. Penny Farthing 55000. (Bell). British group produces solid rock tune with excellent arrangements and strong vocals. Record is commercial enough to receive AM play and is also a candidate for FM stations. Flip: no info available.

also recommended

TOM JONES—Letter To Lucille (3:04); producer: Gordon Mills; writer: Tony Macaulay; MAM, ASCAP. Parrot 40074 (London).

MAC DAVIS—Your Side of the Bed (3:06); producer: Rick Hall; writer: Mac Davis; Screen Gems-Columbia. Songpainter, BMI. Columbia 45829.

BYRDS—Full Circle (2:41); producer: David Crosby; writer: Gene Clark; Irving, BMI. Asylum 11016.

KING HARVEST—A Little Bit Like Magic (2:12); producer: Chuckanut; writers: R. Altbach, D. Robinson, S. Kelly; Criterion, Damadha, ASCAP. Perception 527.

GOSPELL—Beautiful City (3:09); producer: Stephen Schwartz; writer: Stephen Schwartz; Godspell, Greydog, ASCAP. Bell 45,351.

NEEDOM CARROLL GRANTHAM—Lady Ride (2:56); producer: Al Bell; writers: Scott English, Phil Pickett; Wren, BMI. Stax 0159.

JOE SOUTH—Save Your Best (2:59); producer: Jefferson Lee; writer: Joe South;

Lowery, BMI. Capitol 3554.

JOHNNY MATHIS—Show and Tell (3:12); producer: Jerry Fuller; writer: Jerry Fuller; Fullness, BMI. Columbia 45835.

STEVE MARCH—Sweet Bonnie Rock and Roll (2:38); producer: Barry Fasman; writers: Fasman, Allen, March; Sweet Innocence, ASCAP. MGM 14532.

BOBBY ARVON—The Best Days Of My Life (3:11); producer: Al Kasha; writer: Bobby Arvon; Edwin H. Morris, ASCAP. MGM 14529.

First Time Around Picks

(These are new artists deserving airplay and sales consideration)

MAUREEN MCGOVERN—The Morning After (2:14); producer: Carl Maduri; writers:

Al Kasha, Joel Hirshhorn; Fanfare, BMI. 20th Century TC-2010. A reissue of this strong ballad featuring an impressive vocal sound.

D'ARCY SCHANZ—She Only Wants To Be A Lady (3:47); producer: Chan Daneisl; writers: R. Verne, J.D. Hooven; Famous, Mt. Verdi, Beanbag, ASCAP. Capitol 6660.

Strong female vocal with a little bit of funkiness.

JOSHIE JO ARMSTEAD—Ride Out The Storm (3:55); producer: Ideas and Hunches, Inc.; writers: Cy Coleman, Dorothy Fields; Aidi, Notable, ASCAP. The Gospel Truth 1207 (Stax/Volt). Soulful tune with strong gospel overtones—a dynamic female find.

Soul Picks

JAMES BROWN—THINK (3:14); producer: James Brown; writer: L. Pauling; Fort Knox, BMI. Polydor 14177. There's the standard scream, the solid, standard down to home rhythm and James offers within this setting advice to think about good

things, bad things, "outasight things"—things which are inexplicably tied into man-woman relationships. Flip: no info available.

CHAIRMAN OF THE BOARD—FINDER'S KEEPERS (3:32); producer: Jeffrey Bowen, General Johnson; writers: G. Johnson, J. Bowen; Gold Forever, BMI. Invictus 1251 (Epic). Catchy, repeat buzzing guitar phrases and a solid, walking bass introduce a searching, pleading type of vocal about keeping a love and too bad to the loser. The song is as much an instrumental treat as it is the lead singer's solid

pleading. Flip: instrumental version of the same song.

THE MAIN INGREDIENT—YOU CAN CALL ME ROVER (3:29); producer: Silvester, Simmons, Gooding; writers: Williams, Bailey, Kent; Dish-A-Tunes, BMI. RCA 0939. A soft vocal blending seeks the answer to the question of how to find the way to "get all your loving"—all day; all night. And the group is hot on the trail to uncover the answer. The backup sound is secondary to their vocal strength. Flip: no info available.

also recommended

WILSON PICKETT—International Playboy (2:33); producer: The Staff for Gamble Huff; writers: Dozier, Sigler, Broomer & Phillips; Assorted, BMI. Atlantic 2961.

INEZ FOXX—The Time (3:56); producer: Randy Stewart, Willie Hall; writer: Baby Washington; Dara, Frost, Patricia, BMI. Volt 4093 (Stax).

THE EBONYNS—It's Forever (4:27); producer: Gamble-Huff; writer: L. Huff; Mighty Three, BMI. Philly Intl. 3529 (Columbia).

MANHATTANS—There's No Me Without You (3:28); producer: Bobby Martin; writer: E. Bivins; Blackwood, Nattanam, BMI. Columbia 45838.

MICHAEL HUDSON—The Good Guy Always Gets The Girl (2:45); producer: Jerry Puckett for Malaco; writer: Allen O'Day; Viva, Wren, BMI. Chimneyville 447 (Atlantic).

BARBARA MASSEY—I'm So Glad (2:38); producer: Rick Baxter; writer: Al Shackman; Fab, BMI. Brut 801 (Buddah).

LOVE UNLIMITED—Oh, Love, Well We Finally Made It (3:29); producer: Barry White; writer: Barry White; January, Sa-Vette, BMI. 20th Century 2025.

KOOL & THE GANG—Country Junky (2:54); producer: Kool & The Gang; writers: Kool & The Gang; Delightful, Gang, BMI. De-Lite 555.

Country Picks

PAT DAISY—THE LONESOMEST LONESOME (2:42); producer: Roy Dea; writer: Mac Davis; Screen Gems Columbia (BMI) RCA 0932. Sometimes it takes the right combination to do it. The label has had strong faith in this lady, and this song justifies the faith. Production is fine, with a Cam Mullins arrangement. Flip side: no info available.

ROY DRUSKY—THAT RAIN MAKIN' BABY OF MINE (2:34); producer: Jerry Ken-

nedy; writers: Dallas Frazier, W. Robb; Blue Crest/Hill & Range (BMI). Mercury 73376. From his latest album comes this fine ballad, with excellent lyric content. Drusky sings mostly ballads, but does them best.

TOMPALL & THE GLASER BROTHERS—CHARLIE (2:23); producer: Tompall Glaser & Waylon Jennings; writer: Tompall Glaser; Glaser Brothers (BMI); MGM K14516. If Chuck and Jim Glaser are on this, they are silent partners. Yet, Tompall gives it a solo treatment that shows his strength. Flip side: no info available.

TONY BOOTH—LOVING YOU (2:23); producer: Buck Owens; writer: Buck Owens; Blue Book (BMI); Capitol 3582. Buck writes a great one, and Booth gives it

his fresh, warm treatment that should please everyone. Flip side: "What A Liar I Am"; producer: same; writer: same; publisher: same.

EDDY ARNOLD—IF THE WHOLE WORLD STOPPED LOVIN' (2:33); producer: Mike Curb & Don Costa; writer: Ben Peters; Shelby Singleton (BMI); MGM 14535. This tune, written some years back by Ben Peters, is given unusually good treatment by Arnold, out of his album. Excellent arrangement by Costa. Flip side: no info available.

DON WILLIAMS—COME EARLY MORNING (3:08) producer: Allen Reynolds; writer: Bob McDill; Gold Dust (BMI); JMI 24. Fine tempo to aid programmers and to please buyers. Williams gets stronger with each release. Flip side: no info available.

also recommended

JUDY LYNN—Pour Me A Little More Wine (3:10); producer: Jerry Styner; writers: Lambert & Potter; Trousdale (BMI); Amaret 149. (MGM)

DORSEY BURNETTE—Keep Out Of My Dreams (2:20); producer: Steve Stone; writers: Steve Stone & Dorsey Burnette; Brother Karl's (BMI); Capitol 3588.

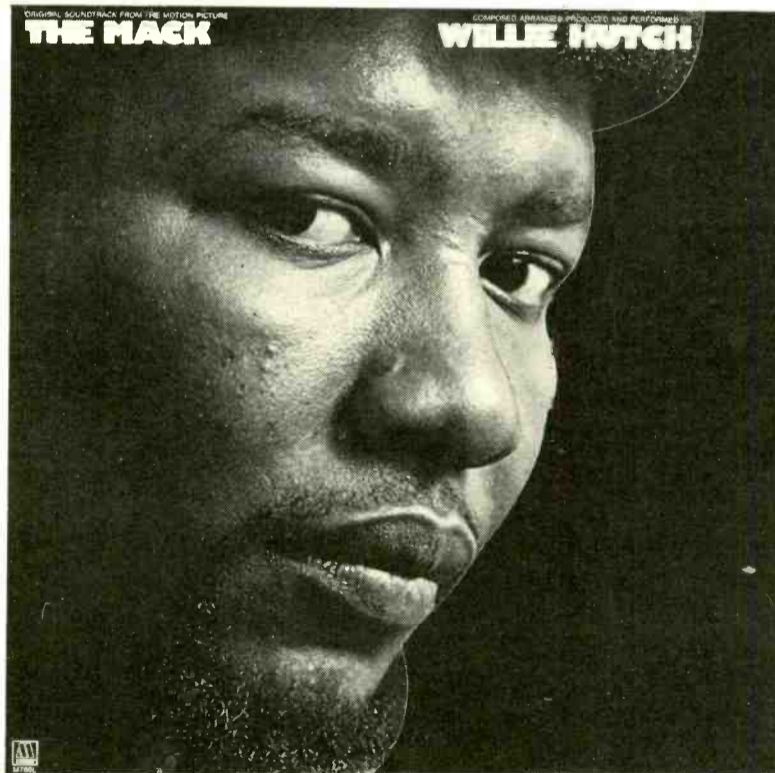
FREDDIE HART—Born A Fool (3:17); producer: Paul Cohen; writer: Alex Zanetis; Jack O'Diamonds (BMI); MCA 40011.

CONNIE VAN DYKE—You're All I Have Got (3:23); producer: Ken Mansfield & Steve Norman; writer: Conny Van Dyke; Berwill (BMI). Barnaby 5015.

GUY SHANNON—Naughty Girl (2:22); producer: Al Embry; writer: Mac Davis; Song Painter (BMI); Cinnamon 758.

PAT BOONE—Tying The Pieces Together (2:28); producer: Don Owens; writer: Sonny James; Marson (BMI); MGM 14521.

Willie Hutch has just scored a hit for himself.



You've been hearing Willie Hutch's music from a lot of people for a long time. (Remember "California My Way", or "I'll be There"?) Well now you can hear it right from him. Because Willie Hutch has just written, arranged, performed, and produced a hit song and soundtrack album from a hit film.

It's called "The Mack". A film from Cinerama Re-

leasing. A soundtrack album from Motown. And when you hear it, you'll know why you're going to be hearing a lot more of Willie Hutch's music from Willie Hutch. "The Mack" Motown album #M-766. "Brother's Gonna Work it Out". Motown single #M122F.



Listen to what's happening at Motown. You'll hear the times change.

Number of LP's reviewed this week 65 Last week 104

Pop Picks

VICKI LAWRENCE—*The Night the Lights Went Out in Georgia*, BELL 1120. Superb mix of pop, country and MOR from one of the most talented newcomers on the scene today. Ms. Lawrence is able to adapt to various types of music with ease, and has managed to pick material with a broad range of appeal. A number of possible singles on this set.

Best cuts: "The Night the Lights Went Out in Georgia," "Dime a Dance," "Mr. Allison."

Dealers: Artist currently enjoying one of the major hits of the year with "The Night the Lights Went Out in Georgia." Display prominently; she is a regular on the Carol Burnett TV series.

J. GEILS BAND—*Bloodshot*, ATLANTIC SD7260. Could be the album that puts the Boston blues rockers across as the U.S. hard-rock supergroup. Dynamic and immaculately clear musical dynamos on each cut.

Best cuts: "Give It To Me," "Southside Shuffle."

Dealers: The LP itself is of bright red vinyl and would make an eye-catching display.

JOHN KAY—*My Sportin' Life*, DUNHILL DSX 51047 (ABC). By far the best thing Kay has done since his early years with Steppenwolf, combining the rock-acoustic style so popular today with his distinctive vocals. Artist has also managed to pick just the right kind of material, using several excellent originals and batches of cuts from writers such as Mentor Williams and Renee Armand. Kay is ably assisted by a number of name musicians, but the LP is totally his and contains a number of single possibilities.

Best cuts: "My Sportin' Life," "Drift Away," "Nobody Lives Here Anymore."

Dealers: Kay is already known as former lead singer of Steppenwolf and this LP may be displayed in several areas.

CAPERS AND CARSON,—*JANUS JLS 3045* (Chess/Janus). Remember the folkies Hedge and Donna? Here they are in a new funky dress, directed by Gabriel Mekler with astonishing success. Their vocal blend is harmonically strong and tight and there are overpowering strains from subdued horns and infectious drums. This is total commercialism and invigorating enjoyment—and a major achievement in moving this singing duo into the mainstream of delightfully all right music. Welcome!

Best cuts: "Guava Jelly" (done in reggae style); "Real Fine Woman," "Well I Never," "She's Only a Beginner."

Dealers: husband-wife team writes all its own tunes.

VARIOUS ARTISTS—*Keep the Dream Alive*—Martin Luther King, RCA VSPX-6093 (2 Record Set). Like most all-star concerts, this set is largely a greatest hits collection performed live. In this case, the artists and material are particularly strong. And there is a great sense of occasion for the black audience in this commemoration of Martin Luther King in his home town.

Rather than naming best cuts among the mostly well-known performances, we list the all-star participants: Wilson Pickett, Friends of Distinction, Main Ingredient, Jose Feliciano, Jimmy Castor Bunch, Flip Wilson as emcee, Linda Hopkins.

Each act is given approximately half an LP side for their performance.

IF—*Double Diamond*, METROMEDIA BML 1-0174 (RCA). Fine jazz-rock mix from one of the pioneer groups bands in this field, featuring flute and sax as well as the standard rock instruments. Vocals stand out as well as the music, and the arrangements are professional and tight. One of the few groups in this vein that doesn't overdo it.

Best cuts: "Pebbles on the Beach," "Pick Me Up."

Dealers: Band has almost cultist following.

HELP YOURSELF—*Beware the Shadow*, UNITED ARTISTS UA LA-079-F. An excellent mix of acoustic and electric from this fine British group headed by vocalist/guitarist/keyboard man Malcolm Morely. LP is characterized by strong lead vocals, top harmony singing and skillful integration of instruments. Group is equally at

ease with long complicated tunes and short, tongue-in-cheek numbers. Watch for strong FM play on this act.

Best cuts: "Alabama Lady," the 1½-minute "Reaffirmation" and "American Mother."

Dealers: Group has two previous LP's out, just as excellent as this one.

GABOR SZABO—*Mizrab*, CTI 6026. Szabo shows how beautiful the electric guitar can be on this program of familiar pop tunes and two unknowns. This is a strong attempt which succeeds in showcasing a jazz musician in a popular setting, thus allowing him to cross into the realm of mass appeal music. A lush, full sounding orchestra provides a very rewarding backstopping for Szabo's well-known lyrical style.

Best cuts: "It's Going to Take Some Time," "Summer Breeze."

Dealers: The Hungarian guitarist is well known among jazz buffs and pop aficionados alike. This is a new work for CTI.

DAVE MASON—*Dave Mason Is Alive*, BLUE THUMB, BTS 54 (Famous). Live set from the Troubadour in L.A., half of which has been previously released. The new material, however, makes the set a top one for Mason fans. Artist is an easygoing rocker, and this LP features him at his best with tight instrumental arrangements and natural sounding vocals not found on many "live" LP's.

Best cuts: "Shouldn't Have Taken More Than You Gave," "Look at You Look at Me," "Feelin' Alright?"

Dealers: Mason is well known as a solo artist and from his days with Traffic.

JUD STRUNK—*Daisy a Day*, MGM SE 4898. Well done, almost easy listening set which will probably get play on pop, MOR and possibly country stations. Artist seems most at home with material with a down home or sentimental flavor, and this is what he has filled his LP with. Excellent arrangements from the instrumentals aid this set.

Best cuts: "Daisy a Day," "The Searchers," "Next Door Neighbor's Kid."

Dealers: Strunk enjoying big hit with "Daisy a Day." Display in pop and country.

also recommended

DOUG SAHM—*Rough Edges*, Mercury SRM-1-655. Good vintage material from the late '60's. Best cuts: "Sir Doug's Recording Trip," "Hello Amsterdam."

ROGER WILLIAMS, MCA 324. Piano perennial does it again with tasteful current MOR collection cleanly produced by Snuff Garrett. Best cuts: "Last Tango in Paris," "Lost Horizon."

MASON PROFFITT—*Bare-Back Rider*, Warner Bros. BS 2704. Countryish rock and folk. Best cuts: "Setting the Woods on Fire," "Stoney River."

SWALLOW—*Warner Bros. BS 2693*. Good, tight rock set. Best cuts: "I'll Be Home," "Georgia Pack My Bags."

PAT BOONE—*I Love You More and More Every Day*, MGM SE-4899. Good commercial mix of pop and country. Best cuts: "I Love You More and More Every Day," "Jambalaya."

BOB RUZICKA—*Cold Hands, Warm Heart*, MCA 319. The Kristofferson-Taylor market for introspective writer-singers is overcrowded now. But Canadian Ruzicka is a genuinely sensitive artist who deserves hearing. Best cuts: "Thank God He's a Stranger," "Cardboard Cowboys."

BONNIE KOLOC—*Ovation* OQDJ/1429. Good, soft set in quadrasonic. Best cuts: "Sunday Morning Movies," "Wind in the Water."

KAJANUS PICKETT—*Hi Ho Silver*, MCA 304. Exceptionally pleasant rock-folk set. Best cuts: "Cold Harbour Morning," "Tomorrow."

BETTY DAVIS—*Just Sunshine* JSS-5 (Famous). Miles Davis' wife makes a strong debut as a shouting singer, full of screech and soul. Best cuts: "Game Is My Middle Name," "Walkin' Up the Road."

VARIOUS ARTISTS—*Charlotte's Web*, Paramount PAS-1008. Delightful music from the Sherman Brothers for this children's film soundtrack. Debbie Reynolds is the lead voice.

BEARFOOT—*Epic* KE 32146. Pleasing rock set. Best cuts: "Mark Twain," "Sweet Harmony."

LIONEL HAMPTON—*Please Sunrise*, Brunswick BL 754190. Strongly commercial MOR listening from this veteran vibist. Best cuts: "I Did It," "Soulful Autumn," "Please Sunrise."

BIRTHA—*Can't Stop the Madness*, Dunhill DSX-50136. The lady rockers demonstrate strong proficiency at hard-driving numbers and rock ballads. Best cuts: title cut and "Freedom."

Country Picks

CHARLIE RICH—*Behind Closed Doors*, EPIC 32247. Hot off a smash single (the title song), Charlie Rich puts together some of his finest and bluest material, and he'll add all sorts of new devotees to those who have followed him from the fifties.

Best cuts: "A Sunday Kind of Woman," "I'm Not Going Hungry Anymore," "Nothing in the World."

Dealers: Package includes a 7" insert including interview with Rich by Frank Jones, and excerpts from the cuts.

BOB LUMAN—*Neither One of Us*, EPIC 32191. If you've never heard a producer

sing, you get a chance here as Glenn Sutton harmonizes with Luman on the last cut. Other than that, Luman does beautifully by himself, with a great mixture of his versatility. A Cam Mullins arrangement helps, too.

Best cuts: "A Good Love Is Like a Good Song," "Because of Losing You."

PORTER WAGONER—*I'll Keep on Lovin' You*, RCA 1-0142. Dolly Parton wrote four of the songs, Porter wrote the rest. That says something in itself. The material is outstanding, and Porter gives it the treatment which has kept him at the top for more than a decade. It includes a recitation.

Best cuts: "The Truth or a Lie," "Can You Tell Me."

EDDY ARNOLD—*So Many Ways/If the Whole World Stopped Lovin'*, MGM 4878.

teaming with Gamble/Huff Productions. Best cuts: "I'll Be Sweeter Tomorrow," "You're Too Sweet."

JACKIE WILSON—*Beautiful Day*, Brunswick BL 754189. Strongest album in a long time. Best cuts: "Beautiful Day," "I Get Lonely Sometimes," "Because of You."

Best cuts: "Jump Monk," "Mingus Blues," "Little Royal Suite."

Dealers: Mingus is a most respected name in music and because of his staunch posture, his devotees never leave him, so this package should draw attention to his presence.

VARIOUS ARTISTS—*A Tribute to Duke Ellington, We Love You Madly*, VERVE 2-V6S-8818 (MGM). This is a well put together package of tribute performances by top name acts who love Duke madly through their music. These are tracks from eight Verve LP's cut with love by Norman Granz and repackaged nicely by Eric Miller. Featured are Ella Fitzgerald, Count Basie's band, Oscar Peterson, Coleman Hawkins, Stan Getz, Al Hibbler, Wes Montgomery, Gene Krupa, Billie Holiday, Dizzy Gillespie, Louis Armstrong, Johnny Hodges and Buddy Rich.

Best cuts: "Sophisticated Lady," "In a Mellow Tone," "Mood Indigo."

Dealers: Ellington has been toasted by a CBS-TV special and he is a most traveled musician working all year round.

SCOTT JOPLIN—*King of Ragtime*, ANGEL S-36060. (Capitol). The popularity resurgence of ragtime king Joplin continues as Angel issues the first collection of the composer's own orchestrations of his classics. Crisply delightful interpretations by Gunther Schuller conducting New England Conservatory student musicians.

Best cut: "Maple Leaf Rag."

also recommended

CAL TJADER—*Doxy*, Verve 2-V6S-8820. (MGM). These are top interpretations from the vibist's Verve days where the emphasis was on Afro-Cuban tempos and gentle, flowing material. Best cuts: "Doxy," "Manha De Carnival," "Soul Motion," "Soul Bird."

It's a little difficult to list this as a country album, since it contains a batch of pop standards. But the Arnold styling is there, and it should sell in both markets. The last cut is particularly touching.

Best cuts: "My Son I Wish You Everything," "At the End of a Long Long Day."

Dealers: Great pop potential in this one.

also recommended

CHET ATKINS—*ALONE*, RCA 1-0159. The jocks have been asking for more instrumentals, and the master of the guitar obliges with technique, feeling, and all of the other superlatives.

KING FLOYD—*Think About It*, Atco SD 7023 (Atlantic). Sweet flowing vocals with good vocal and driving instrumental backing. Best cuts: "Think About It," "Thank You," "Everybody Needs Somebody."

Dealers: Stock in classical as well as jazz bins. Nonesuch has had great success with two Joplin ragtime albums with solo piano.

ERIC GALE—*Forecast*, KUDU KU-11 (CTI). Guitarist Gale fronts a dynamic bar of players who carry the message of beauty and warmth through some dramatic inventive charts. True Gale is the leader and his playing rides mightily, but producer Creed Taylor's studio band is magnificent in its assertions and collective play. The material is so delightfully simple that it deserves MDR cross exposure. Creep pianist Bob James with superb arrangements which produces an engulfing, romantic, oftimes sinuous feeling.

Best cuts: "Killing Me Softly With His Song," "White Moth," "Forecast."

Dealers: Gale is part of the CTI family and this is a very commercial endeavor. Can be stocked in jazz and pop.

PHAROAH SANDERS—*Wisdom Through Music*, IMPULSE AS-9233 (ABC). A vacuous and rhythmically complex, this album presents several faces of the noted sax flutist. An Asian religious undertone floats through much of the material, highlighted by gentle playing from Sanders and his studio sextet.

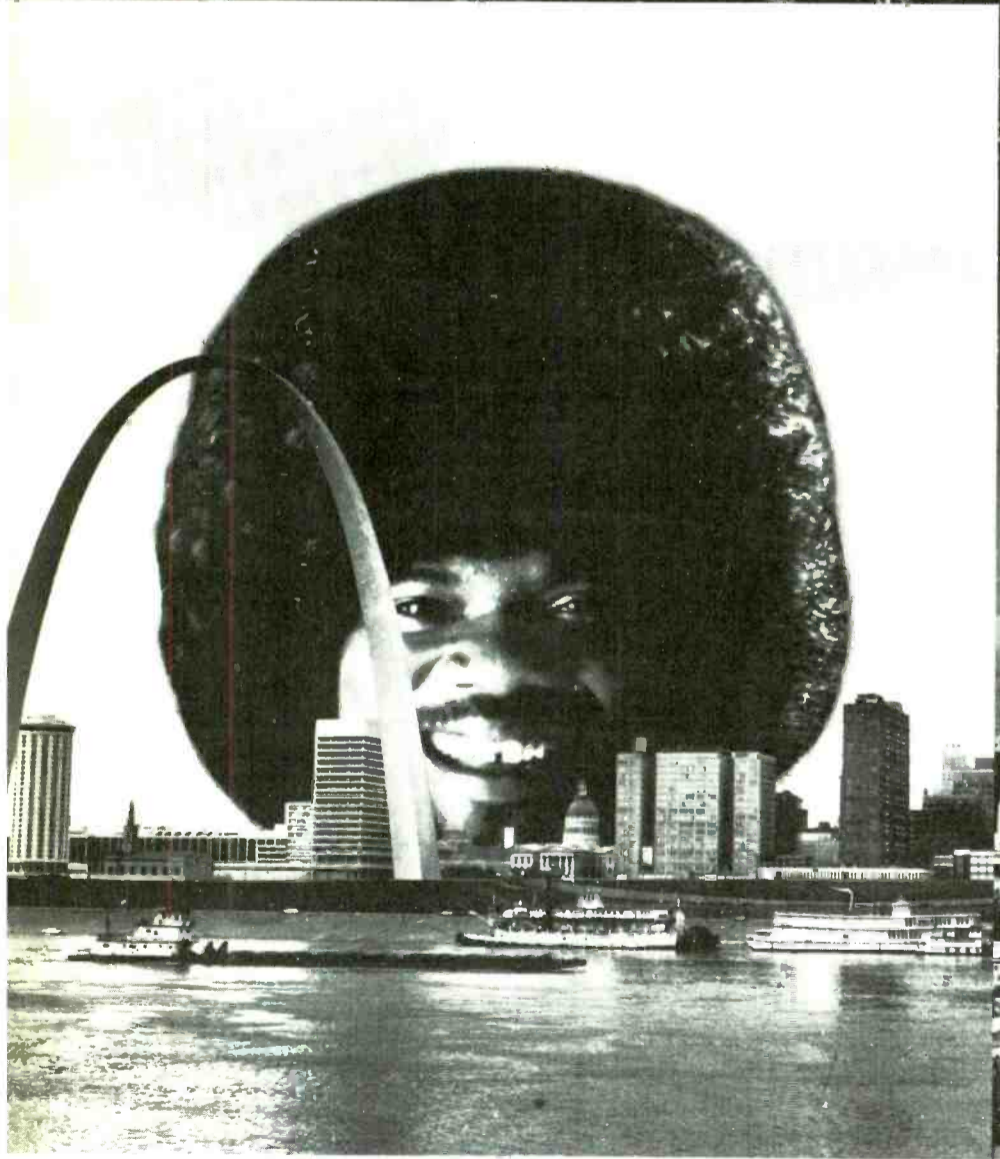
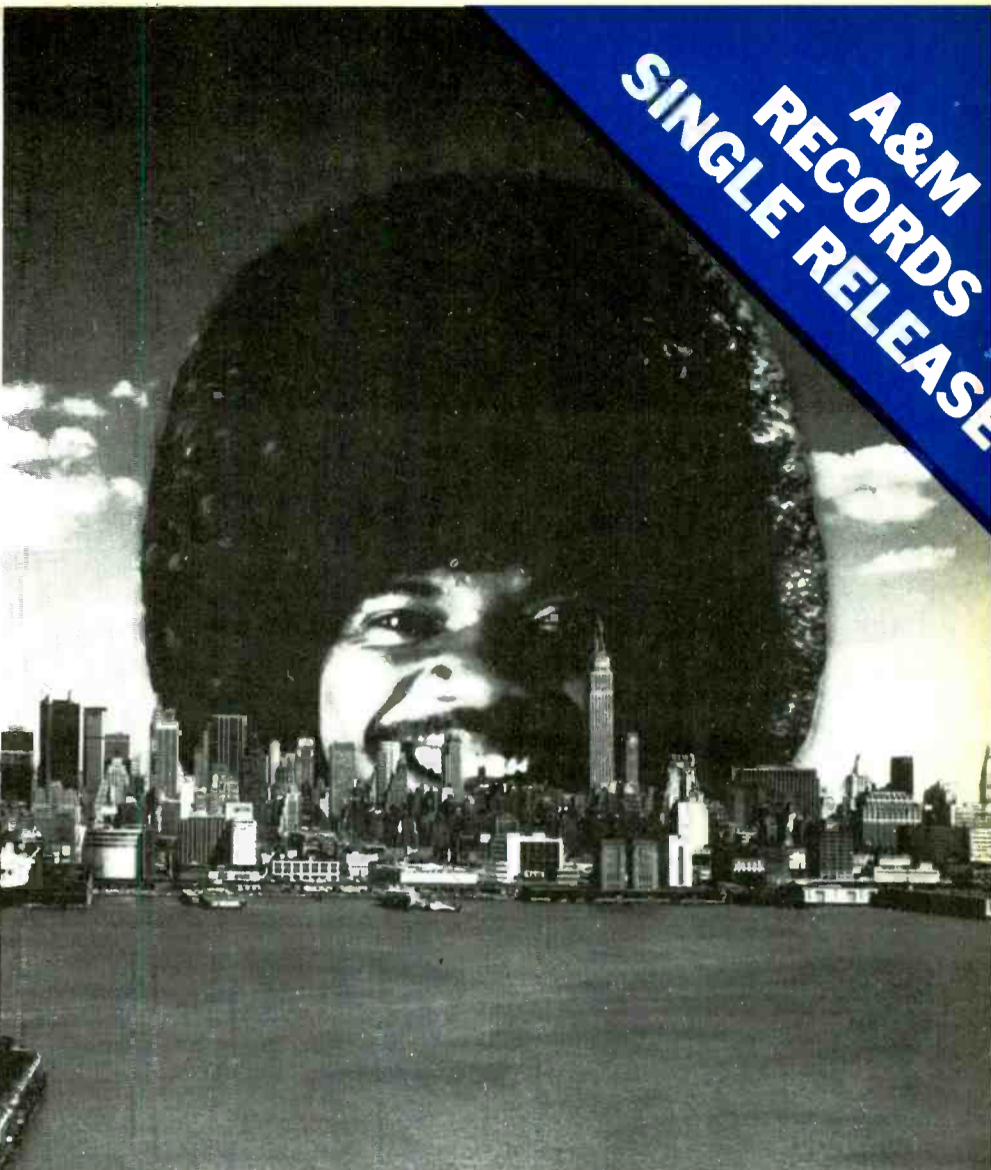
Best cuts: "High Life" (reintroducing the West Indies tempo); "Wisdom Through Music" (a slow searching melody buildup).

Dealers: artist is a foremost name in avant-garde music with a strong following.

HERBIE MANN—*Et Tu Flute*, Verve 2-V6S-8821. (MGM). A good repackaging of material from four old Verve albums blending smoothies and Latinos. Best cuts: "I'll Remember April," "Frenesi," "Autumn Leaves."

PAUL BLEY AND SCORPIO, Milestone MSP-9046 (Fantasy). Underrated jazz explorer now plays multi-keyboard set-up of acoustic and electric pianos plus synthesizer, while continuing to make thoughtful and exciting music. Best cut: "Korn." (Continued on page 6)

**A&M
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SINGLE RELEASE**



**Billy Preston is popping up everywhere with
WILL IT GO ROUND IN CIRCLES**

From "Music Is My Life"
(SP 3515)

(AM 1411)

A NEW POP HIT ON A&M RECORDS

Billboard Radio Action & Pick LP's

• Continued from page 60

Classical Picks

WEBER: OVERTURES—Berlin Philharmonic (von Karajan) DGG 2530 315 More familiar repertoire to swell Karajan's growing catalog of crowd pleasers. Playing is whip-lash precise and the sound impressive in these performances of overtures to "Freischutz," "Oberon" and "Euryanthe," the three most popular of the six works programmed.

Dealers: Basic repertoire, due for considerable exposure via air play.

PENDERECKI: A PORTRAIT—Various artists, CANDIDE CE 31071 (Vox). Aptly titled, album presents six works for varied combinations, offering as many facets of the complete art of the highly-regarded composer. Only the Quartet (1960) is available elsewhere. Included are works for violin, cello, orchestra and chorus, among them "Emanationen," the prize-winning piece that first brought major attention to Penderecki. Sound and performances are first class.

Dealers: Striking cover design will help court the attention of aficionados of the avant-garde a growing group of record buyers.

MESSIAEN: QUARTET FOR THE END OF TIME—New York Philomusica Ensemble CANDIDE CE 3105 (Vox). Superbly recorded performance of the eight-movement chamber piece. Tops the single competitive version by virtue of the lower Candide price and the inclusion of the composer's "The Blackbird" as bonus.

VENETIAN CONCERT: VIVALDI/LOCATELLI/ALBINONI—Collegium Aureum BASF HB 29364. Expert performances by specialists in early music, in spacious, resonant sound. The Locatelli Concerto for Four Violins is an attractive novelty. Liner notes are best ignored.

Comedy Picks

MONTY PYTHON—Monty Python's Previous Record, CHARISMA CAS 1063 (Buddah). Hilarious madness in one of the funniest comedy albums in years. Even wilder than the earlier "Another Monty Python Record." Buddah be praised for staying behind the disks of England's greatest TV humorists.

Best cuts: "Argument Clinic," "Australian Table Wines."

Dealers: A natural for display in college and high school outlets.

JONATHAN WINTERS AND FRIENDS—Laugh... Live, COLUMBIA KG31985. Two disk set of the Mad Improviser at work in frequently hilarious ad libs.

PROCTOR & BERGMAN—TV or Not TV, COLUMBIA KC 32199. Half the Firesign Theater gets on their distinctive surrealist comedy in bits like Ancient Romans attempting to describe a baseball game.

Religious Picks

INEZ ANDREWS—Lord, Don't Move the Mountain, SONG BIRD, SBLP-226. First release from ABC on the recently acquired Songbird label (Duke/Peacock), this is

gospel at its best, featuring the powerful and reaching voice of Ms. Andrews. LP captures the true flavor of gospel. The artist is also a fine composer.

Best cuts: "Something Is Moving," "Lord, Don't Move the Mountain," "Wandering Child."

Dealers: ABC will be able to offer broad distribution for this fine music, so display prominently. Title cut hits soul charts this week.

also recommended

THE LOVING SISTERS—The Sounds of a New Era, Peacock PLP 176 (ABC/Dunhill) Top notch gospel set from Peacock. Best cuts: "Who Can Ask for More," "God's Eagle."

ALBUM PICKS... Best of the releases of the week in all categories as picked by the BB Review Panel for top sales and chart movement.

Also Recommended... Albums with sales potential that are deserving of special consideration at both the dealer and radio level.

Bubbling Under The Top LP's

- 201—NANCY WILSON, I Know I Love Him, Capitol ST 11131
- 202—BRIGHTER SIDE OF DARKNESS, Love Jones, 20th Century T-405
- 203—SEATRAN, Watch, Warner Brothers BS 2692

- 204—LAST TANGO IN PARIS, Soundtrack, United Artists UA LA 045-F
- 205—MYSTIC MOODS ORCHESTRA, Awakening, Warner Brothers BS 2690
- 206—MAXAYN, Mindful, Capricorn 0110 (Warner Bros.)
- 207—BANJO BARONS, Dueling Banjos, Harmony 32214 (Columbia)
- 208—BRENDA LEE, Brenda, MCA 305
- 209—WILSON PICKETT, Mr. Magic Man, RCA LSP 4858
- 210—BILL QUATEMAN, Columbia KC 31761

- 211—INDEPENDENTS, First Time We Met, Wand WD 694 (Scepter)
- 212—TRACY NELSON & MOTHER EARTH, Poor Man's Paradise, Columbia KC 31759
- 213—BO HANSSON, Lord of the Rings, Charisma CAS 1059 (Buddah)
- 214—NEW SEEKERS, Pinball Wizards, MGM/Verve MV 5098
- 215—VARIOUS ARTISTS, History of British Blues, Vol. 1, Sire SAS 3701 (Famous)
- 216—STRAWBS, Bursting at the Seams, A&M SP 4383
- 217—CANNED HEAT, New Age, United Artists LA 049 F

Bubbling Under The HOT 100

- 101—BEHIND CLOSED DOORS, Charlie Rich, Epic 5-10950 (Columbia)
- 102—DON'T LET IT GET YOU DOWN, Crusaders, Blue Thumb 225 (Famous)
- 103—LOVE MUSIC, Lloyd Price, GSF 6894
- 104—ROLLING DOWN A MOUNTAIN SIDE, Isaac Hayes, Enterprise 9065 (Columbia)
- 105—LET ME DOWN EASY, Cornelius Brothers & Sister Rose, United Artists 208

- 106—BAD WEATHER, Supremes, Motown 1225
- 107—ORANGE BLOSSOM SPECIAL, Charlie McCoy, Monument 8566 (Columbia)
- 108—MA, Rare Earth, Rare Earth 5053 (Motown)
- 109—MAN OF THE WORLD, Robin Trower, Chrysalis 2009 (Warner Bros.)
- 110—BREAKAWAY, Millie Jackson, Spring 134 (Polydor)
- 111—ROLL OVER BEETHOVEN, Electric Light Orchestra, United Artists 173
- 112—YOU CAN'T ALWAYS GET WHAT YOU WANT, Rolling Stones, London 910
- 113—LOVE MUSIC, Sergio Mendes & Brasil '77, Bell 45,335
- 114—PERCOLATOR, Hot Butter, Musicor 1473

- 115—PART OF THE UNION, Strawbs, A&M 1419
- 116—GIVING IT ALL AWAY, Roger Daltry, MCA 40053
- 117—SO VERY HARD TO GO, Tower of Power, Warner Brothers 7687
- 118—ON THE ROAD, Michael Johnson, Atco 6895
- 119—BLACK COFFEE, Humble Pie, A&M 1406
- 120—BEWARE OF THE STRANGER, Hypnotics, Reprise 1140
- 121—SLIP & SLIDE, Rufus, ABC 11356
- 122—AVENGING ANNIE, Andy Pratt, Columbia 4-45804
- 123—WORKING CLASS HERO, Tommy Roe, MGM/South 7013

FM Action Picks These are the albums that have been added this past week to the nation's leading progressive stations.

ALBUQUERQUE: KRST-FM, Steve Suplin
 AUSTIN: KRMH-FM, Joe Gracey
 BABYLON, N.Y.: WBAB-FM, John Vidaver
 DALLAS: KAFM-FM, Jack Robinson
 DAYTON: WYUD-FM, Kevin Carroll
 HARTFORD: WHCH-FM, Paul Payton

LOS ANGELES: KPCC-FM, Peter Frankland
 MIAMI: WBUS-FM, Michael Dean
 MILWAUKEE: WZMF-FM, Steve Stevens
 NEW YORK: WNEW-FM, Dennis Elsas
 PHILADELPHIA: WMMM-FM, Jerry Stevens
 PROVIDENCE, R.I.: WBRU-FM,

Andy Ruthberg
 ROCHESTER: WCMF-FM, Bernie Kimball
 SAN FRANCISCO: KSAN-FM,
 Bonnie Simmons
 ST. LOUIS: KSHE-FM, Shelley Grafman
 TORONTO: CHUM-FM, Benjy Karch

TUCSON: KWFM-FM, Allan Browning
 UTICA, N.Y.: WOUR-FM, Mark Fox
 VALDOSTA, GA.: WYYS-FM, Bill Tullis
 WASHINGTON, D.C.: WMAL-FM,
 Phil de Marne

hot chart action

FACES, "Ooh La La," Warner Bros.: WBRU-FM, WVVS-FM, WMAL-FM, KWFM-FM, KAFM-FM, WNEW-FM, WBUS-FM, KSHE-FM, WOUR-FM, KSAN-FM

FLEETWOOD MAC, "Penquin," Reprise: WZMF-FM, WMMR-FM, WYYS-FM, WMAL-FM, KAFM-FM, WNEW-FM, KRMA-FM

LED ZEPPELIN, "Houses Of The Holy," Atlantic: WVUD-FM, KWFM-FM, KPCC-FM, WBAB-FM, KSAN-FM

OAVE MASON, "Is Alive," Blue Thumb: KWFM-FM, WBUS-FM, KRMH-FM, WOUR-FM, KSAN-FM

JEFFERSON AIRPLANE, "30 Seconds Over Winterland," Grunt: CHUM-FM, WBAB-FM

JOAN ARMATRAOING, "Whatever For Us," A & M: WVVS-FM, WHCN-FM

ASLEEP AT THE WHEEL, "Comin' Right At You," United Artists: WHCN-FM

ATLANTIS, "Atlantis," Vertigo (Import): WCMF-FM

BEATLES, "1962-'66," Apple: WMAL-FM

BEATLES, "1967-'70," Apple: WMAL-FM

BECK, BOGERT, & APPICE, "Beck, Bogert, & Appice," Epic: KPCC-FM

COLIN BLUNSTONE, "Ennismore," Epic: WZMF-FM

COLO BLOOO, "Thriller," Reprise: KWFM-FM, KSAN-FM

ROGER DALTRY, "Giving It All Away," MCA (single): WBAB-FM

CHARLES DANIELS, "Honey In The Rock," Kama Sutra: WBAB-FM

DEEP PURPLE, "Made In Japan," Warner Bros.: WMMR-FM

DOC HOLLIDAY, "Ooc Holiday," Metromedia: WCMF-FM

EXILE, "Exile," Wooden Nickel: WVUD-FM, KSHE-FM

FAIRPORT CONVENTION, "Rosie," A & M: WMMR-FM, WVVS-FM

FLO & EDDIE, "Flo & Eddie," Warner Bros.: KWFM-FM, WVUD-FM, WBAB-FM

FOCUS, "Three," Sire: KWFM-FM, WVUD-FM, WNEW-FM, KRMH-FM

KIM FOWLEY, "International Hero's," Capitol: WBUS-FM, WBAB-FM

GABOR SZABO, "Mizab," CTI: KRST-FM

J. GEILS BAND, "Bloodshot," Atlantic: CHUM-FM

HONK, "Honk," 20th Century Records: WVVS-FM

IF, "Double Oiamond," Metromedia: KRST-FM, WNEW-FM, CHUM-FM

IT'S A BEAUTIFUL OAY, "Today," Columbia: WMAL-FM

WAYLON JENNINGS, "Lonesome, On'ry, & Mean," A & M: WMMR-FM

MOGI JONES, "Here We Go Again," MCA: WHCR-FM

JOHN KAY, "My Sporting Life," Ounhill: KWFM-FM, WVVS-FM, KAFM-FM, WHCN-FM

THOMAS JEFFERSON KAYE, "Thomas Jefferson Kay," Ounhill: KWFM-FM, WHCN-FM

KAJANUS-PICKETT, "High Ho Silver," MCA: KRST-FM, KSHE-FM

PAUL KELLY, "Don't Burn Me," Warner Bros.: WBAB-FM

KINKS, "Survivors," Reprise (single): WBRU-FM

LEO KOTTKE, "My Feet Are Smiling," Capitol: WMAL-FM, KRMH-FM

MALO, "Evolution," Warner Bros.: WVVS-FM, WNEW-FM

BARBARA MAURITZ, "Music Box," Columbia: WMAL-FM

JOE MENOELSON, "Mr. Middle Of The Road," Nobody: CHUM-FM

MARTIN MULL, "Oueling Tubas," Capricorn (single): WBRU-FM, WCMF-FM, WHCN-FM

PEARLS BEFORE SWINE, "Balaklaya," ESP: KAFM-FM

MASON PROFFIT, "Bareback Rider," Warner Bros.: WMMR-FM, WVVS-FM, KRMH-FM

PROVIDENCE, "Ever Sense The Dawn," Threshold: WCMF-FM

MONTY PYTHON, "Previous Record," Charisma: KSAN-FM

MIKE QUATRO, "Look Deeply Into The Mirror," Evolution: KSHE-FM

PHAROAH SANDERS, "Wisdom Through Music," Impulse: KWFM-FM

RUFUS, "Rufus," ABC: WNEW-FM

MERLE SAUNDERS, "Fire Up," Fantasy: WVUD-FM, WBUS-FM

SEALS & CROFTS, "Diamond Girl," Warner Bros.: WMMR-FM, FM, WVVS-FM, WMML-FM, KAFM-FM

JIMMY SPHERIS, "The Original Tap Dancing Kid," Columbia: KAFM-FM, WHON-FM

MICHAEL STANLEY, "Michael Stanley," Tumbleweed: WZMF-FM

STARORIVE, "Intergalactic Trot," Elektra: WOMF-FM

JOHN STEWART, "Cannons In The Rain," RCA: WNEW-FM

STRAWBS, "Busting At The Seams," A & M: WVUD-FM, WHCN-FM, WOUR-FM

SWALLOW, "Swallow," Warner Bros.: WBRU-FM

T-REX, "Tamx," Reprise: WMMR-FM, WMAL-FM, KAFM-FM

OOMENIC TROIANO, "Tricky," Mercury: WBRU-FM, CHUM-FM

ROBIN TROWER, "Twice Removed From Yesterday," Chrysalis: WCMF-FM, KRST-FM, WHCN-FM

MARSHALL TUCKER BANO, "Marshall Tucker Band," Capricorn: WCMF-FM, WVVS-FM, WOUR-FM

TUFANO & GIAMMARESE, "Tufano & Gimmarese," Ode: WZMF-FM

MICHAEL WENOROFF, "Michael Wendroff," Buddah: WBAB-FM

JOHNNY WINTER, "Still Alive & Well," Columbia: KRMH-FM

WISHBONE ASH, "Wishbone Four," MCA: WVUD-FM, WBUS-FM

ROY WOODS WIZARD, "Wizard's Brew," United Artists: KSHE-FM, KPCC-FM

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HOT 100

STAR PERFORMER—Records showing greatest increase in retail sales activity over the previous week, based on actual market reports

THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE	Artist (Producer) Label, Number (Distributing Label)	THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE	Artist (Producer) Label, Number (Distributing Label)	THIS WEEK	LAST WEEK	WEEKS ON CHART	TITLE	Artist (Producer) Label, Number (Distributing Label)
★	3	10	TIE A YELLOW RIBBON ROUND THE OLD OAK TREE	Dawn (Hank Medress, Dave Appel & the Tokens), Bell 45-318 WBM	★	40	7	OH LA DE DA	Staple Singers (Al Bell), Stax 0156 (Columbia) NAK	68	72	4	BACK WHEN MY HAIR WAS SHORT	Gunhill Road (Kenny Kerner & Richie Wise), Kama Sutra 569 (Buddah) SGC
	2	11	THE NIGHT THE LIGHTS WENT OUT IN GEORGIA	Vicki Lawrence (Snuff Garrett), Bell 45-303 SGC	★	46	3	DANIEL	Eton John (Gus Dudgeon), MCA 40046 WBM	69	71	7	THE LORD KNOWS I'M DRINKING	Cal Smith, Decca 33040 (MCA) SGC
★	5	9	SING	Carpenters (Richard & Karen Carpenter), A&M 1413 WBM	★	42	6	CHERRY CHERRY (From "Hot August Night")	Neil Diamond (Tom Catalano), MCA 40017 HAN	★	78	3	ALWAYS	Luther Ingram (Johnny Baylor), Koko 2115 (Columbia) SGC
★	6	8	THE CISCO KID	War (Jerry Goldstein, Lonnie Jordan & Howard Scott for Far Out Productions), United Artists 163 B-3	★	37	10	STEP BY STEP	Joe Simon (RaeFord Gerald for Guardian Productions), Spring 133 (Polydor) SGC	★	71	6	DANCING TO YOUR MUSIC	Archie Bell & the Drells (Phillip Mitchell), Glades 1707 NAK
	5	12	AIN'T NO WOMAN (Like the One I've Got)	Four Tops (Steve Barri, Dennis Lambert, Brian Potter), Dunhill 4339 WCP	★	43	4	THE RIGHT THING TO DO	Carly Simon (Richard Perry), Elektra 45843 SGC	★	90	2	I'M GONNA LOVE YOU JUST A LITTLE MORE BABY	Barry White (Barry White), 20th Century 2018 WBM
	6	13	NEITHER ONE OF US (Wants to be the First to Say Goodbye)	Gladys Knight & the Pips (Joe Porter), Soul 35098 (Motown) SGC	★	45	8	HOCUS POCUS	Focus (Mike Vernon for RTM), Sire 704 (Famous) SGC	★	73	2	RIGHT PLACE, WRONG TIME	Dr. John (Allen Toussaint), Atco 6914 SGC
★	12	14	LITTLE WILLY	The Sweet (Phil Wainman for New Productions Ltd.), Bell 45-251 WBM	★	40	11	A LETTER TO MYSELF	The Chi-Lites (Eugene Record), Brunswick 55491 SGC	★	74	4	NOBODY WINS	Brenda Lee (Owen Bradley), MCA 40003 CHA
★	11	9	MASTERPIECE	Temptations (Norman Whitfield), Gordy 7126 (Motown) WCP	★	47	8	I'M DOING FINE NOW	New York City (Thom Bell), Chelsea 78-0113 (RCA) B-3	★	75	4	GIVE IT TO ME	J. Geils Band (Bill Szymczyk for Pandora Productions), Atlantic 45-2953 SGC
	9	16	DANNY'S SONG	Anne Murray (Brian Ahern), Capitol 3481 WBM	★	53	4	THINKING OF YOU	Loggins & Messina (Jim Messina), Columbia 4-45815 WBM	★	76	2	CLOSE YOUR EYES	Edward Bear (Gene Martynec), Capitol 3581 SGC
★	15	8	THE TWELFTH OF NEVER	Donny Osmond (Mike Curb, Don Costa), MGM 14503 WCP	★	52	7	ARMED AND EXTREMELY DANGEROUS	First Choice (Stan and Harris & Staff), Philly Groove 175 (Bell) SGC	★	77	5	MAMA WAS A ROCK & ROLL SINGER, PAPA USED TO WRITE ALL HER SONGS	Sonny & Cher (Sonny Bono), MCA 40026 HAN
★	17	6	YOU ARE THE SUNSHINE OF MY LIFE	Stevie Wonder (Stevie Wonder), Tamla 54232 (Motown) WCP	★	44	10	BITTER BAD	Melanie (Peter Schekeryk), Neighborhood 4210 (Famous) NAK	★	78	2	AND I LOVE YOU SO	Perry Como (Chet Atkins), RCA 74-0906 SGC
★	12	11	STIR IT UP	Johnny Nash (Johnny Nash), Epic 5-10949 (Columbia) B-3	★	66	3	LEAVING ME	Independents (Art Productions), Wand 11252 (Scepter) NAK	★	79	87	EVERYTHING'S BEEN CHANGED	Fifth Dimension (Bones Howe), Bell 46, 338 SGC
★	13	19	STUCK IN THE MIDDLE WITH YOU	Stealers Wheel (Lieber-Stoller), A&M 1416 WCP	★	59	5	I CAN UNDERSTAND IT	New Birth (Fuqua III Productions), RCA 74-0912 SGC	★	80	3	PEOPLE ARE CHANGING	Timmy Thomas (Steve Alaimo, Timmy Thomas), Glades 1709 SGC
★	14	9	KILLING ME SOFTLY WITH HIS SONG	Roberta Flack (Joel Dorn), Atlantic 45-2940 B-3	★	47	6	BLUE SUEDE SHOES	Johnny Rivers (Johnny Rivers), United Artists 198 B-3	★	81	2	FENCEWALK	Mandrill (Al Brown & Mandrill), Polydor 14163 CHA
★	15	21	DRIFT AWAY	Dobie Gray (Mentor Williams), Decca 33057 (MCA) NAK	★	49	5	CINDY INCIDENTALLY	Faces (Glyn Johns), Warner Bros. 7681 WBM	★	83	93	I'VE BEEN WATCHING YOU	Southside Movement (Van Leer Productions), Wand 11251 (Scepter) CHA
★	16	8	BREAK UP TO MAKE UP	The Stylistics (Thom Bell), Avco 4611 B-B	★	56	5	PLAYGROUND IN MY MIND	Clint Holmes (Paul Vance & Lee Pockriss), Epic 5-10891 (Columbia) B-3	★	84	1	LONG TRAIN RUNNING	Doobie Brothers (Ted Templeman), Warner Brothers 7698 MCA
★	17	20	PEACEFUL	Helen Reddy (Tom Catalano), Capitol 3527 HAN	★	50	6	WHO WAS IT?	Hurricane Smith (Hurricane Smith), Capitol 3455 SGC	★	85	1	BAD, BAD LEROY BROWN	Jim Croce (Terry Cashman, Tommy West), ABC 11359 SGC
★	18	10	CALL ME (Come Back Home)	Al Green (Willie Mitchell), Hi 45-2235 (London) SGC	★	51	5	LET'S PRETEND	Raspberries (Jimmy Ienner), Capitol 3546 SGC	★	86	5	DELTA QUEEN	Don Fardon (Miki Dallon), Chelsea 78-0115 (RCA) WCP
★	19	24	WALK ON THE WILD SIDE	Lou Reed (David Bowie), RCA 74-0887 HAN	★	52	7	DOWN AND OUT IN NEW YORK CITY	James Brown (James Brown), Polydor 14168 SGC	★	87	1	WOMAN FROM TOKYO	Deep Purple (Deep Purple), Warner Brothers 7672 HAN
★	20	26	WILDFLOWER	Skyark (Eirik the Norwegian), Capitol 3511 HAN	★	64	3	IT SURE TOOK A LONG, LONG TIME	Lobo (Phil Gernhard), Big Tree 16,001, (Bell) HAN	★	88	3	AM I BLACK ENOUGH FOR YOU	Billy Paul (Gamble-Huff) Philadelphia International 73526 (Columbia) HAN
★	21	13	SPACE ODDITY	David Bowie (Gus Dudgeon), RCA 74-0876 PLY	★	60	6	I KNEW JESUS (Before He Was A Star)	Gen Campbell (Jimmy Bowen), Capitol 3548 HAN	★	89	4	IF I COULD ONLY BE SURE	Nolan Porter (Gabriel Mekler), ABC 11343 SGC
★	22	29	REELING IN THE YEARS	Steely Dan (Gary Katz), ABC 11352 WCP	★	61	4	HEARTS OF STONE	Blue Ridge Rangers (John Fogerty), Fantasy 700 WCP	★	90	1	WITHOUT YOU IN MY LIFE	Tyrone Davis (Willie Henderson), Dakar 4519 (Brunswick) SGC
★	23	14	ALSO SPRACH ZARATHUSTRA (2001)	Deodato (Creed Taylor), CTI 12 SGC	★	65	9	TEDDY BEAR SONG	Barbara Fairchild (Jerry Crutchfield), Columbia 4-45743 MCA	★	91	3	WHY ME	Kris Kristofferson (F. Foster), Monument 8571 (Columbia) CHA
★	24	27	DAISY A DAY	Jud Strunk (Mike Curb & Don Costa), MGM 14463 B-3	★	57	8	LET YOUR YEAH BE YEAH	Brownsville Station (D. Morris, E. Stevens), Big Tree 161 (Bell) NAK	★	92	1	NATURAL HIGH	Bloodstone (Mike Vernon), London 45-1046 MCA
★	25	41	FRANKENSTEIN	Edgar Winter Group (Rick Derringer), Epic 5-10967 (Columbia) B-3	★	70	3	DRINKING WINE SPO-DEE O'DEE	Jerry Lee Lewis (Steve Rowland), Mercury 73374 (Phonogram) MCA	★	93	2	A FOOL LIKE YOU	Tim Moore (Gary Katz & Tom Sellers for Source), Dunhill 4337 SGC
★	26	39	FUNKY WORM	Ohio Players (Ohio Players), Westbound 214 (Chess/Janus) B-3	★	59	5	ACROSS 110th STREET	Bobby Womack & Peace (Bobby Womack), United Artists 196 SGC	★	94	1	IT'S HARD TO STOP (Doing Something When It's Good To You)	Betty Wright (Willie Clarke, Clarence Reid), Alston 4617 (Atlantic) SGC
★	27	30	OUT OF THE QUESTION	Gilbert O'Sullivan (Gordon Mills), MAM 3628 (London) MCA	★	60	2	STEAMROLLER BLUES/FOOL	Elvis Presley, RCA 74-0910 CHA	★	95	3	ONLY LOVE	Bill Quateman (Kenny Ascher, Robin Geoffrey Cable), Columbia 4-45792 PLY
★	28	18	LOVE TRAIN	O'Jays (Gamble-Huff), Philadelphia International 73524 (Columbia) B-B	★	76	2	SUPERFLY MEETS SHAFT	John & Ernest (Dickie Goodman & Sal Passantino), Rainy Wednesday 201 (Gulliver) SGC	★	96	1	GIVE YOUR BABY A STANDING OVATION	Dells (Don Davis), Cadet 5696 (Chess/Janus) SGC
★	29	32	ONE MAN BAND (Plays All Alone)	Ronnie Dyson (Thom Bell), Columbia 4-45776 B-3	★	73	2	MY LOVE	Paul McCartney & Wings (Gramophone Co.), Apple 1861 SGC	★	97	1	I'M A STRANGER HERE	5 Man Electrical Band, (Dallas Smith) Lion 149 (MGM) SGC
★	30	54	PILLOW TALK	Sylvia (Sylvia Robinson & Michael Burton), Vibration 521 (All Platinum) WCP	★	62	4	IF WE TRY	Don McLean (Ed Freeman), United Artists 206 WCP	★	98	1	COSMIC SEA	Mystic Moods, (Bob Todd, Hal Winn, Don McGinnis, executive producer Brad Miller), Warner Brothers 7686 SGC
★	31	34	HALLELUJAH DAY	Jackson Five (Freddie Perrin & Fonca Mizell), Motown 1224 WCP	★	73	2	SUPERMAN	Donna Fargo (Stan Silver), Dot 17444 (Famous) SGC	★	99	2	FRIEND AND A LOVER	Partridge Family (Wes Farrell), Bell 45, 336 SGC
★	32	22	DEAD SKUNK	Loudon Wainwright III (Thomas Jefferson Kaye), Columbia 4-45726 HAN	★	85	2	NO MORE MR. NICE GUY	Alice Cooper (Bob Ezrin for Nimbus 9), Warner Brothers 7691 NAK	★	100	1	FIRST CUT IS THE DEEPEST	Keith Hampshire (Pig-Weed Productions), A&M 1432 NAK
★	33	37	PINBALL WIZARD/SEE ME, FEEL ME	The New Seekers (Michael Lloyd), MGM/Verve 10709 HAN	★	66	35	COOK WITH HONEY	Judy Collins (Mark Abramson & Judy Collins), Elektra 45831 NAK	★	100	1	FIRST CUT IS THE DEEPEST	Keith Hampshire (Pig-Weed Productions), A&M 1432 NAK

Sheet music suppliers; see Billboard's Buyers Guide for your nearest sheet music jobber. (HAN = HANSEN PUBLISHING; WBM = WARNER BROTHERS MUSIC; MCA = MCA; B-3 = BIG THREE MUSIC PUBLISHING; SGC = SCREEN GEMS/ COLUMBIA; NAK = NORTH AMERICAN/KANE; WCO = WEST COAST; CHA = CHAPPELL MUSIC; B-8 = BIG BELLS; PLY = PLYMOUTH MUSIC)

HOT 100 A-Z—(Publisher-Licensee)

Across 110th Street (Unart, BMI) ... 59	Break Up To Make Up (Bellboy/ Assorted, BMI) ... 16	Delta Queen (American Dream, ASCAP) ... 86	Give It To Me (Juke Joint / Walden, ASCAP) ... 75	It's Hard To Stop (Doing Something When It's Good To You (Sherlyn, BMI) ... 94	Masterpiece (Stone Diamond, BMI) ... 8	Playground In My Mind (Vanlee / Emily, ASCAP) ... 49	Teddy Bear Song (Duchess, BMI) ... 10
Ain't No Woman (Like the One I Got) (Trousdale / Soldier, BMI) ... 5	Call Me (Come Back Home) (Jec / Al Green, BMI) ... 18	Down and Out In New York City (Dijou, BMI) ... 52	Give Your Baby A Standing Ovation (Conquistador, ASCAP) ... 96	I've Been Watching You (Van Leer, BMI) ... 83	Natural High (Crystal Jukebox, ASCAP) ... 62	Reeling In The Years (Red Giant, ASCAP) ... 22	The Twelfth of Never (Empress, ASCAP) ... 23
Also Sprach Zarathustra (2001) (Three Cheers, BMI) ... 23	Cherry Cherry (Tallyrand, BMI) ... 36	Drift Away (Almo, ASCAP) ... 15	Hallelujah Day (Jobette, ASCAP) ... 31	Killing Me Softly With His Song (Fox-Gamble, BMI) ... 14	Neither One of Us (Wants to be the First to Say Goodbye) (Kecca, ASCAP) ... 6	Right Place, Wrong Time (Walden / Oyster / Caudron, ASCAP) ... 73	Thinking of You (Jasperella, ASCAP) ... 92
Always (Klondike, BMI) ... 70	Cindy Incidentally (WB, ASCAP) ... 48	Drinking Wine Spo-Dee O'Dee (MCA, ASCAP) ... 58	Hocus Pocus (Radmus, BMI) ... 55	Last Tango in Paris (Unart, BMI) ... 82	The Night the Lights Went Out In Georgia (Pix/Fuss, ASCAP) ... 2	The Right Thing To Do (Quackenbush, ASCAP) ... 38	Tie A Yellow Ribbon Round the Old Oak Tree (Levine & Brown, BMI) ... 10
Am I Black Enough For You (Mighty Three, BMI) ... 88	Cisco Kid (Far Out, ASCAP) ... 4	Everything's Been Changed (Spanka, BMI) ... 79	I Can Understand It (Unart / Traceob, BMI) ... 46	Leaving Me (Our Children's / Mr. 7 / Chenita, BMI) ... 45	No More Mr. Nice Guy (In Dispute, ASCAP) ... 65	Sing (Lonoco, ASCAP) ... 74	Walk On the Wild Side (Oakfield, Avenue, BMI) ... 3
And I Love You So (Yahweh, BMI) ... 78	Cosmic Sea (Avenue, ASCAP) ... 98	Fencewalk (Mandrill / Intersong U.S.A., BMI) ... 81	I Knew Jesus (Before He Was A Star) (Encino, ASCAP) ... 54	Let Your Yeah Be Yeah (Irving, BMI) ... 57	Nobody Wins (Resaca, BMI) ... 65	Space Oddity (TR) / Andover, ASCAP) ... 21	Who Was It? (MAM, ASCAP) ... 13
Armed and Extremely Dangerous (Nickel Shoe / Six Strip, BMI) ... 43	Daisy a Day (Cosette / Every Little Tune, ASCAP) ... 24	If I Could Only Be Sure (Lizard / Cashew, ASCAP) ... 89	I'm A Stranger Here (4 Star / Galeney, BMI) ... 63	Let's Pretend (C.A.M. / U.S.A., BMI) ... 51	Oh La De Da (Muscle Shoals, BMI) ... 34	Steamroller Blues (Blackwood / Country Road, BMI) ... 29	Why Me (Resaca, BMI) ... 13
Bad, Bad Leroy Brown (Blendingwell / Wingale, ASCAP) ... 85	Dancing to Your Music (Muscle Shoals, BMI) ... 71	I'm A Stranger Here (4 Star / Galeney, BMI) ... 63	I'm Doing Fine Now (Mighty Three, BMI) ... 97	A Letter to Myself (Julio-Brian, BMI) ... 40	Only Love (High Ness, BMI) ... 95	Step by Step (Gaucho / Belinda, ASCAP) ... 37	Will It Go Round In Circles (Irving, BMI) ... 12
Back When My Hair Was Short (Gunhill Road, ASCAP) ... 68	Daniel (James, BMI) ... 35	First Cut is the Deepest (Duchess, BMI) ... 100	I'm Gonna Love You Just a Little More (Baby / January / Sa-Vette, BMI) ... 72	Love Train (Assorted, BMI) ... 28	Peaceful (Four Score, BMI) ... 97	Stir It Up (Cayman, ASCAP) ... 12	Without You In My Life (Julio / Brian, BMI) ... 17
Bitter Bad (Neighborhood, ASCAP) ... 44	Danny's Song (Gnososs, ASCAP) ... 9	A Fool Like You (Andustian / Burlington, ASCAP) ... 93	Friend and a Lover (Screen Gems-Columbia, BMI) ... 99	Mama Was a Rock & Roll Singer, Papa Used To Write All Her Songs (Chris Macco, BMI) ... 77	People Are Changing (Sherlyn, BMI) ... 80	Stuck in the Middle With You (Hudson Bay, BMI) ... 13	Woman From Tokyo (Hec, No License) ... 13
Blue Suede Shoes (Hill & Range, BMI) ... 47	Dead Skunk (Frank, ASCAP) ... 32	Frankenstein (Silver Steed, BMI) ... 25	Funky Worm (Bridgeport, BMI) ... 26		Pillow Talk (Gambi, BMI) ... 30	Superfly Meets Shaft (Rainy Wednesday, ASCAP) ... 61	You Are The Sunshine of My Life (St & Van Stock / Black Bull, ASCAP) ... 64

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Billboard TOP LP's & TAPE

THIS WEEK	LAST WEEK	Weeks on Chart	ARTIST Title, Label, Number (Dist. Label)	SUGGESTED LIST PRICE				THIS WEEK	LAST WEEK	Weeks on Chart	ARTIST Title, Label, Number (Dist. Label)	SUGGESTED LIST PRICE				THIS WEEK	LAST WEEK	Weeks on Chart	ARTIST Title, Label, Number (Dist. Label)	SUGGESTED LIST PRICE			
				ALBUM	8 TRACK	CASSETTE	REEL TO REEL					ALBUM	8 TRACK	CASSETTE	REEL TO REEL					ALBUM	8 TRACK	CASSETTE	REEL TO REEL
★	2	6	ALICE COOPER Billion Dollar Babies Warner Bros. BS 2685	5.98	6.97	6.97		36	23	23	MOODY BLUES Seventh Sojourn Threshold THS 7 (London)	5.98	6.95	6.95	★	82	7	NEW BIRTH Birth Day RCA LSP 4797	5.98	6.98	6.98	7.95	
	2	1	DIANA ROSS/SOUNDTRACK Lady Sings the Blues Motown M 758 D	7.98	9.95	9.95		★	41	4	PROCOL HARUM Grand Hotel Chrysalis CHR 1037 (Warne Bros.)	5.98	6.97	6.97	7.95	72	70	KENNY LOGGINS w/JIM MESSINA Sittin' In Columbia C 31044	5.98	6.98	6.98		
★	6	6	PINK FLOYD The Dark Side of the Moon Harvest SMAS 11163 (Capitol)	5.98	6.98	6.98		38	36	27	AL GREEN I'm Still in Love With You Hi XSHL 32074 (London)	5.98	6.98	6.98		★	98	5	RICK WAKEMAN The Six Wives of Henry VIII A&M SP 4361	5.98			
★	10	9	ELVIS PRESLEY Aloha From Hawaii Via Satellite RCA VPSX 6089	7.98	9.98	9.98		39	34	20	HELEN REDDY I Am Woman Capitol ST 11068	5.98	6.98	6.98		74	67	TEMPTATIONS All Directions Gordy G 962 L (Motown)	5.98	6.98	6.98		
	5	5	WAR The World Is a Ghetto United Artists UAS 5652	5.98	6.98	6.98	7.95	40	35	28	CAT STEVENS Catch Bull at Four A&M SP 4365	5.98	6.98	6.98		75	54	FREE Heartbreaker Island SW 9324 (Capitol)	5.98	6.98	6.98		
★	13	4	BREAD The Best Of Elektra EKS 75056	5.98	6.97	6.97	7.95	41	40	16	AL GREEN Green Is Blues Hi XSHL 32055 (London)	5.98	6.98	6.98		76	72	MOUNTAIN Best Of Columbia KC 32079	5.98	6.95	6.95		
★	9	7	TEMPTATIONS Masterpiece Gordy G 965 L (Motown)	5.98	6.98	6.98		42	30	11	JUDY COLLINS True Stories & Other Dreams Elektra EKS 75053	5.98	6.97	6.97	7.95	77	45	JETHRO TULL Living in the Past Chrysalis CHR 1035 (Warner Bros.)	9.98	11.97	11.97		
	8	3	ELTON JOHN Don't Shoot Me I'm Only the Piano Player MCA 2100	5.98	6.98	6.98	7.95	43	38	13	DEREK & THE DOMINOS In Concert RSO SD 2-8800 (Atlantic)	9.98	9.98	9.98		78	59	BEACH BOYS Holland Brother/Reprise MS 2118	5.98	6.97	6.97	7.95	
	9	7	DELIVERANCE Soundtrack Warner Bros. BS 2683	5.98	6.97	6.97	7.95	44	44	24	LOGGINS & MESSINA Columbia KC 31748	5.98	6.98	6.98		79	62	JONI MITCHELL For the Roses Asylum SD 5057 (Atlantic)	5.98	6.97	6.97		
★	85	2	LED ZEPPELIN Houses of the Holy Atlantic SD 7255	5.98	6.97	6.97		45	47	24	STYLISTICS Round 2 Avco AV 11006	5.98	6.98	6.98		80	78	LONDON SYMPHONY ORCH. AND CHAMBRE CHOIR w/GUEST SOLOISTS Tommy Ode SP 99001 (A&M)	12.98	13.98	13.98		
	11	4	EUMIR DEODATO Prelude/Deodato CTI 6021	5.98	6.98	6.98		★	53	5	LIZA MINNELLI The Singer Columbia KC 32149	5.98	6.98	6.98		81	79	DAVID BOWIE The Rise & Fall of Ziggy Stardust & the Spiders From Mars RCA LSP 4702	5.98	6.95	6.95	7.95	
	12	11	CARLY SIMON No Secrets Elektra EKS 75049	5.98	6.97	6.97	7.95	47	37	21	CREEDENCE CLEARWATER REVIVAL Creedence Gold Fantasy 9418	5.98	6.95	6.95		82	76	NITTY GRITTY DIRT BAND Will the Circle Be Unbroken United Artists UAS 9801	11.95	11.95	11.95	15.95	
★	16	7	GLADYS KNIGHT & THE PIPS Neither One Of Us Soul S 737 L (Motown)	5.98	6.98	6.98		48	46	21	AMERICA Homecoming Warner Bros. BS 2655	5.98	6.97	6.97	7.95	83	60	CAROLE KING Rhymes & Reasons Ode SP 77016 (A&M)	5.98	6.98	6.98		
	14	14	STEVIE WONDER Talking Book Tamla T 319 L (Motown)	5.98	6.98	6.98		★	96	4	DOOBIE BROTHERS The Captain & Me Warner Bros. BS 2694	5.98	6.97	6.97	7.95	★	99	9	OHIO PLAYERS Pleasure Westbound W 2017 (Chess/Janus)	5.98	6.98	6.98	
★	18	20	EDGAR WINTER GROUP They Only Come Out at Night Epic KE 31584 (Columbia)	5.98	6.98	6.98		50	52	24	FOUR TOPS Keeper of the Castle ABC/Dunhill DSX 50129	5.98	6.98	6.98		85	83	JOHNNY MATHIS Me & Mrs. Jones Columbia KC 32114	5.98	6.98	6.98		
	16	8	TRAFFIC Shoot Out at the Fantasy Factory Island SW 9323 (Capitol)	5.98	6.98	6.98		★	57	10	MANDRILL Composite Truth Polydor PD 5043	5.98	6.98	6.98		★	128	40	CABARET Soundtrack ABC ABCD 752	5.98	7.95	7.95	
	17	12	JOHN DENVER Rocky Mountain High RCA LSP 4731	5.98	6.98	6.98	7.95	52	55	5	CHI-LITES A Letter To Myself Brunswick 754188	5.98	6.98	6.98		87	84	JAMES GANG, featuring JOE WALSH The Best Of ABC ABCX 774	5.98	6.98	6.98		
	18	15	MAHAVISHNU ORCHESTRA Birds of Fire Columbia KC 31996	5.98	6.98	6.98		53	50	15	BOBBY WOMACK/SOUNDTRACK Across 110th Street United Artists UAS 5225	5.98	6.98	6.98	7.95	88	80	GEORGE CARLIN Class Clown Little David LD 1004 (Atlantic)	5.98	6.98	6.98		
	19	17	DAVID BOWIE Space Oddity RCA LSP 4813	5.98	6.98	6.98	7.95	★	63	3	JEFF BECK, TIM BOGART & CARMINE APPICE Epic KE 32140 (Columbia)	5.98	6.98	6.98		89	93	FOGHAT Bearsville BR 2136 (Warner Bros.)	5.98	6.97	6.97	7.95	
	20	20	FOCUS Moving Waves Sire SAS 7401 (Famous)	5.98	6.98	6.98		★	65	4	DONOVAN Cosmic Wheels Epic KE 32156 (Columbia)	5.98	6.98	6.98		90	87	EARTH, WIND & FIRE Last Days in Time Columbia KC 31702	5.98	6.98	6.98		
★	24	5	HUMBLE PIE Eat It A&M SP 3701	7.98	7.98	7.98		★	56	42	CURTIS MAYFIELD/SOUNDTRACK Superfly Custom CRS 8014 ST (Budcah)	5.98	6.95	6.95		91	69	JAMES TAYLOR One Man Dog Warner Bros. BS 2660	5.98	6.97	6.97	7.95	
	22	22	STEELEY DAN Can't Buy a Thrill ABC ABCX 758	5.98	6.98	6.98		57	43	21	DR. HOOK & THE MEDICINE SHOW Sloppy Seconds Columbia KC 31622	5.98	6.98	6.98		★	104	7	ROY BUCHANAN Second Album Polydor PD 5046	5.98	6.98	6.98	
★	94	2	BEATLES 1962-1966 Apple SKBO 3403	9.98	11.98	11.98		★	77	3	JOHNNY WINTER Still Alive & Well Columbia KC 32188	5.98	6.98	6.98		93	86	BILLY PAUL 360 Degrees of Billy Paul Philadelphia International KZ 31793 (Columbia)	5.98	6.98	6.98		
★	97	2	BEATLES 1967-1970 Apple SKBO 3404	9.98	11.98	11.98		59	56	25	SANTANA Caravanserai Columbia KC 31610	5.98	6.95	6.98		94	89	DUANE ALLMAN An Anthology Capricorn ZCP 0108 (Warner Bros.)	7.98	9.98	9.98	11.95	
★	28	6	THREE DOG NIGHT Recorded Live In Concert— Around the World With Dunhill DSX 56138	9.98	9.95	9.95		60	49	14	NEIL DIAMOND Double Gold Bang BSD 2-227	6.98	7.98	7.98		95	90	BOBBY WOMACK Understanding United Artists UAS 5577	5.98	6.98	6.98	7.95	
	26	27	ALLMAN BROTHERS BAND Beginnings Aico SD 2-805	6.98				★	68	7	CRUSADERS The 2nd Crusade Blue Thumb BTS 7000 (Famous)	7.98	7.95	7.95		96	74	EDWARD BEAR Capitol ST 11157	5.98	6.98	6.98		
★	33	5	BYRDS Asylum SD 5058 (Atlantic)	5.98	6.97	6.97		62	61	72	MOODY BLUES Days of Future Passed Deram DES 18012 (London)	5.98	6.98	6.98		97	92	BARBRA STREISAND Live Concert at the Forum Columbia KC 31760	5.98	6.98	6.98		
	28	29	WATTSTAX—THE LIVING WORD Soundtrack Stax STS 2-3010 (Columbia)	9.98	12.98	12.98		63	58	12	LOST HORIZON Soundtrack Bell 1300	5.98	6.98	6.98		98	81	ELVIS PRESLEY Separate Ways RCA Camden CAS 2611	2.98	4.98	4.98		
	29	19	BETTE MIDLER The Divine Miss M Atlantic SD 7238	5.98	6.97	6.97		64	48	17	ROLLING STONES More Hot Rocks (Big Hits & Fazed Cookies) London 2PS 626/7	9.98	11.98	11.98		★	165	2	JACKSON FIVE Skywriter Motown M 761 L	5.98	6.98	6.98	
	30	32	LOU REED Transformer RCA LSP 4807	5.98	6.95	6.95	7.95	★	73	6	JERRY LEE LEWIS The Session Mercury SRM 2-803 (Phonogram)	9.98	9.95	9.95		100	95	BILLIE HOLIDAY Billie Holiday Story Decca DSX 7161 (MCA)	6.98	9.98	9.98		
	31	31	JAMES BROWN/SOUNDTRACK Black Caesar Polydor PD 6014	7.98	9.98	9.98		66	64	33	O'JAYS Back Stabbers Philadelphia International IZ 31712 (Columbia)	5.98	6.98	6.98		101	105	BLACK OAK ARKANSAS Raunch 'N' Roll—Live Aico SD 7019	5.98	6.97	6.97		
	32	26	NEIL DIAMOND Hot August Night MCA 2-8000	9.98	9.98	9.98	11.95	67	51	17	MARVIN GAYE/SOUNDTRACK Trouble Man Tamla T 322 L (Motown)	5.98	6.95	6.95		★	111	6	JO JO GUNNE Bite Down Hard Asylum SD 5065 (Atlantic)	5.98	6.97	6.97	
★	39	5	DONNY OSMOND Alone Together MGM-Kolob SE 4886	5.98	6.95	6.95		68	71	8	JOHN WAYNE America, Why I Love Her RCA LSP 4828	5.98	6.98	6.98	7.95	103	102	CAROLE KING Tapestry Ode SP 77009 (A&M)	5.98	6.98	6.98		
	34	21	DEEP PURPLE Who Do We Think We Are! Warner Bros. BS 2678	5.98	6.97	6.97	7.95	★	75	9	STEALERS WHEEL A&M SP 4377	5.98				104	100	CHEECH & CHONG Big Bambu Ode SP 77014 (A&M)	5.98	6.98	6.98		
	35	25	SEALS & CROFTS Summer Breeze Warner Bros. BS 2629	5.98	6.97	6.97		70	66	23	BREAD Guitar Man Elektra EKS 75047	5.98	6.97	6.97	7.95	105	109	DONNA FARGO My Second Album Dot DOS 26006 (Famous)	5.98	6.98	6.98		

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TOP LP's & TAPE [®] POSITION 107-200

THIS WEEK	LAST WEEK	Weeks on Chart	ARTIST Title, Label, Number (Dist. Label)	SUGGESTED LIST PRICE				THIS WEEK	LAST WEEK	Weeks on Chart	ARTIST Title, Label, Number (Dist. Label)	SUGGESTED LIST PRICE			
				ALBUM	8 TRACK	CASSETTE	REEL TO REEL					ALBUM	8 TRACK	CASSETTE	REEL TO REEL
107	110	8	LOUDON WAINWRIGHT III Columbia KC 31642	5.98	6.98	6.98	139	135	10	ERIC CLAPTON Clapton Polydor PD 5526	5.98	6.98	6.98		
108	103	45	ELTON JOHN Honky Chateau Uni 93135 (MCA)	5.98	6.98	6.98	141	136	68	ROLLING STONES Hot Rocks, 1964-1971 London ZPS 606/7	9.98	11.98	11.98		
110	88	16	HURRICANE SMITH Capitol ST 11139	6.98	6.98	6.98	143	139	41	DONNA FARGO The Happiest Girl in the Whole U.S.A. Dot DOS 26000 (Famous)	4.98	6.95	6.95		
112	114	4	TODD RUNDGREN A Wizard, A True Star Bearsville BR 2133 (Warner Bros.)	5.98	6.97	6.97	144	146	6	DAVID BOWIE Images 1966-1967 London BP 628/9	7.98	7.95	7.95		
114	108	78	FIDDLER ON THE ROOF Soundtrack United Artists UAS 10900	9.98	9.98	9.98	145	141	29	JOHNNY NASH I Can See Clearly Now Epic KE 31607 (Columbia)	5.98	6.98	6.98		
115	119	5	FIFTH DIMENSION Living Together, Growing Together Bell B 1116	5.98	6.98	6.98	146	143	35	DOOBIE BROTHERS Toulouse Street Warner Bros. BS 2634	5.98	6.97	6.97		
116	116	10	SLADE Slayed? Polydor PD 5524	5.98	6.98	6.98	147	152	6	THE ISLEYS Live T-Neck TNS 3010.2 (Buddah)	6.98	7.95	7.95		
117	113	27	BLACK SABBATH Black Sabbath, Vol. 4 Warner Bros. BS 2602	5.98	6.97	6.97	148	132	39	CHICAGO V Columbia KC 31102	5.98	6.98	6.98		
118	120	73	LED ZEPPELIN Atlantic SD 7208	5.98	6.98	6.98	149	123	18	DON McLEAN United Artists UAS 5651	5.98	6.98	6.98		
119	117	8	RAMSEY LEWIS Funky Serenity Columbia KC 32030	5.98	6.98	6.98	151	142	21	JOE COCKER A&M SP 4368	5.98	6.98	6.98		
121	107	24	ELVIS PRESLEY Burning Love & Hits From His Movies RCA Camden CAS 2595	2.98	4.98	4.98	152	150	6	KOOL & THE GANG Good Times De-Lite DE 2012	5.98	6.95	6.95		
122	91	16	GILBERT O'SULLIVAN Back to Front MAM 5 (London)	5.98	6.98	6.98	153	134	10	JIM CROCE Life & Times ABC ABCX 769	5.98	6.98	6.98		
124	122	21	GRATEFUL DEAD Europe '72 Warner Bros. 3WX 2668	9.98	11.98	11.98	154	144	16	SMOKEY ROBINSON & THE MIRACLES 1957-1972 Tamla T 320 D (Motown)	7.98	6.98	6.98		
125	115	15	CYMANDE Janus JLS 3044	5.98	6.98	6.98	155	167	3	RONNIE DYSON One Man Band Columbia KC 32211	5.98	6.98	6.98		
127	124	29	YES Close to the Edge Atlantic SD 7244	5.98	6.97	6.97	156	156	47	DEEP PURPLE Machine Head Warner Bros. BS 2607	5.98	6.97	6.97		
128	112	9	B.B. KING Best of ABC ABCX 767	5.98	6.95	6.95	157	153	46	CHUCK BERRY London Sessions Chess CH 60020	5.94	6.95	6.95		
129	106	28	LOBO Of a Simple Man Big Tree 2013 (Bell)	5.98	6.98	6.98	160	162	16	MARLO THOMAS & FRIENDS Free to Be... You & Me Bell 1110	5.98	6.98	6.98		
130	127	19	DONNY OSMOND My Best to You MGM SE 4872	5.98	6.98	6.98	161	157	9	BILLIE HOLIDAY The Original Recordings Columbia C 32060	4.98	6.98	6.98		
131	126	39	THREE DOG NIGHT Seven Separate Fools ABC/Dunhill DSD 50118	6.98	6.98	6.98	163	158	24	RITA COOLIDGE The Lady's Not for Sale A&M SP 4370	5.98	6.98	6.98		
132	130	10	JOE SIMON The Power Of Spring SPR 5704 (Polydor)	5.98	6.98	6.98	164	138	15	BILLIE HOLIDAY Strange Fruit Atlantic SD 1614	5.98	6.97	6.97		
133	101	14	TIMMY THOMAS Why Can't We Live Together Glades 33-6501	5.98	6.98	6.98	165	163	6	DAVID RUFFIN Mountain Motown M 762 L	5.98	6.95	6.95		
135	129	21	URIAH HEEP The Magician's Birthday Mercury SRM 1-652 (Phonogram)	5.98	6.98	6.98	166	162	16	MARLO THOMAS & FRIENDS Free to Be... You & Me Bell 1110	5.98	6.98	6.98		
136	133	41	NEIL DIAMOND Moods Uni 93136 (MCA)	5.98	6.98	6.98	167	174	2	CHER Bittersweet White Light MCA 2101	5.98	6.98	6.98		
137	131	7	THE BUDDY MILES BAND Chapter VII Columbia KC 32048	5.98	6.98	6.98	168	140	12	BEE GEES Life in a Tin Can RSO SO 870 (Atlantic)	5.98	6.97	6.97		

TOP LP's & TAPE

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It gives us great pleasure to announce that Edgar Winter, Beck Bogert Appice, Donovan, Argent, and Johnny Nash are streaking up the charts. And they're all on Epic.

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THEY ONLY COME OUT AT NIGHT**

including:
Frankenstein/Hangin' Around/Undercover Man
Alta Mira/We All Had A Real Good Time



It's heading for the top; now at ★15. "Frankenstein," the single, is a monster too, moving from ★41 to ★25.

And coming on strong:

After four weeks, Beck Bogert Appice leaps to ★54.

Jeff Beck Tim Bogert Carmine Appice

BECK BOGERT APPICE

including:
Black Cat Moan
Superstition/Sweet Sweet Surrender
I'm So Proud/Why Should I Care

After four weeks, Donovan bullets to ★55.

DONOVAN
Cosmic Wheels

including:
I Like You/The Music Makers
Earth Sign Man/Maria Magenta/Cosmic Wheels

After four weeks, Argent bullets to ★109.

ARGENT
IN DEEP

including:
God Gave Rock And Roll To You
It's Only Money/Rosie/Losing Hold Be Glad

Johnny Nash
I Can See Clearly Now

including:
Stir It Up/That's The Way We Get By
Comma, Comma/How Good It Is
I Can See Clearly Now



And Johnny Nash's new smash single, "Stir It Up," is already at 12.

Epic. The home of major and emerging hot artists.



Executive Turntable

• Continued from page 4

ing on a **Jimi Hendrix** documentary. . . . **Ron Weed**, formerly in record distribution in Dallas, has been named general manager of the Film Factory, Los Angeles television and motion picture production firm. . . . **Buz Wilburn**, who has been executive vice president and general manager of Chelsea Records, is leaving to devote full-time to his own Music Marketing International, a two-year old total marketing service. . . . **Al DeMarino**, formerly with the William Morris Agency, has moved to the New York office of CMA. He will be working in the music department. . . . **John Woram** has joined the Institute of Audio Research as director of special projects. One of his first undertakings is the organization of a producer's/arranger's studio workshop. Also included in Woram's activities, is his position of associate editor of Downbeat Magazine.

★ ★ ★

A new management team has been appointed at Warner Bros. Music. **Sol Reiner** has been promoted from sales manager to general manager of the division; **Eileen Michael** has been named director of production and media; and **Murray Rutkoff**, assistant treasurer of the company, has assumed the financial management of the firm's New York office and New Jersey distribution center as well as the consolidation of domestic and foreign branches. . . . **Tony Ricco** has been named general manager of Greene Bottle and Greene Mountain Records in Hollywood, California. . . . **Chuck Baker** has been named customer service coordinator of the CBS musical instrument division, Fullerton, Ga. . . . **Shy Raiken** has been appointed sales manager for the Columbia Children's Book and Record Library. . . . **Vincent Martinez** has been named national sales manager for Acoustic Fiber Sound Systems, Inc. He has worked with the firm previously in San Diego and Kansas City and will now headquarter in Indianapolis. . . . **Ron Warwell** has been appointed art director of Audio Fidelity Enterprises. Warwell, a former art director of the Forum, joins the firm following several years with retail advertising agencies. . . . **Russ Thyret** has been named national sales manager for Warner Bros. Records. He has been involved in sales and marketing with the label since joining in 1971. . . . **Robert Schlenzig** has been appointed plant manager for the Colorado Springs operation of Ampex Corp. He was previously with Northrop Electronics, where he was director of operations. . . . Mrs. **Margaret Jones Donnelly**, formerly at Clover Records and Playboy and Mercury records, is now working at Motown as secretary to Bob Cullen.

★ ★ ★

Gabriel Mekler, a leading record producer, has joined Chess/Janus Records and will operate out of the label's West Coast office in Los Angeles. He has produced acts such as **Janis Joplin**, **Step-penwolf**, **Three Dog Night**, and **Donovan**. . . . **Terry Fletcher** has joined 20th Century Records, Los Angeles, and will serve as national FM promotion director. He will be based in Memphis, where he most recently worked in publishing and production for Dann Penn Productions. In addition to FM stations, Fletcher will also cover the college level. . . . **Bentta Brazier** has been named to the new Warner Bros. Records position of a&r coordinator. For the past two years she has served as assistant to WB executive producer **Ted Templeman**.

Brady Bunch Kids For May Concerts

LOS ANGELES—The six youngsters from the Brady Bunch will do 16 concerts in May and have already begun doing promotional appearances for their new Paramount single, "Charlotte's Webb." The song is the title from the soundtrack LP also out on Paramount.

In addition, Eve Plumb, one of

the members, has been picked for the role of Susan for the film, "Hucklebury Finn," pending her availability from filming the Brady Bunch TV series.

The film is an Arthur P. Jacobs-Reader's Digest production for 20th Century-Fox and will be their followup to the just released "Tom Sawyer."

Nixon Seeking Antipiracy Act

• Continued from page 1

the Senate estimates of nearly \$200 million of pirated product sold annually worldwide. Nixon said that value of pirated product in the U.S. alone is estimated at \$100 million.

The agreement provides that each signatory nation will protect legitimate manufacturers in other signatory countries against the importing or making of illegal product for local sale. Each signatory nation will use its own discretion in enforcing the agreement—through copyright law, laws relating to unfair competition or "penal sanctions."

Five nations have already signed the agreement, it was learned.

Inside Track

RCA Records huddling with Broadway management over the possibility of holding major country concert at a major Broadway theater. . . . **Joan Baez** is still refusing to pay part of her federal income tax again this year in protest of military spending. She's been doing it for eight years now and averages around 60 percent. Her protest is military spending, not just Vietnam. . . . **Eric Weissberg**, touring with his **Deliverance** group is challenging audience members to a duel with banjos at his concerts. . . . After 18 months **Chambers Brothers** returned to the recording studio to record "Boogie Children," produced by **Jimmy Ienner** of **Raspberries** and **Lighthouse** fame.

Melissa Manchester is actually still negotiating for a total exposure contract with ABC television (Inside Track, last week). . . . **John Pohl Sr.**, financial analyst and pioneer one-stop operator of St. Louis One Stop, is back helping his wife run LaCleda Music there. . . . **Billy Paul** running into airplay difficulties with his "Am I Black Enough for You." . . . Is RCA still dangling \$5 million in front of a couple of disk company executives. . . . A&M records has moved to the London Record branch in Atlanta and moved from Campus Dist to Music Sales of Florida in Miami. . . . Live album next—already recorded in New York and to be recorded soon at Montreux Festival—from the **Mahavishnu Orchestra**. . . . Big band era veterans, bandleader **Buddy Williams** and singer **Bon Bon (George Tunnell)** who once sang with **Jan Savitts**, playing every Tuesday at Cullura Ballroom, Philadelphia.

According to RCA's **Frank Mancini**, country artists suffer economically on the West Coast because there aren't enough places for them to play and the cost of transporting groups west for a few engagements is prohibitive. . . . **Fifth Dimension** will be first entertainment world guests to appear on ABC television political "Issues and Answers," on May 13. The Bell group is booked for a state department eastern Europe tour and will report on it for the program. . . . Bass player **Charles Mingus** will start nightly concerts at the Two Saints Club (formerly the Five Spot) in New York and will use the club as his headquarters. . . . **Four Tops** made a special guest appearance April 8 at a benefit in honor of **Edward Bell**, currently running for office of Mayor of Detroit. . . . Following Hilton Hotel dates in Las Vegas **Bill Cosby** with **Ike** and **Tina Turner** began a series of one nighters. . . . **Johnny Cash** presented his gold record for "I Walk the Line" to the Sahara-Tahoe. Vice president and general manager of the hotel, **Monty Hundley** received the record on behalf of the establishment. . . . Solo album, "Introspection" by **Thijs Van Leer**, currently with the Dutch hit group, **Focus**, will be released by Columbia.

Al Chotin, president, Commercial Music and **J.L. Marsh**, St. Louis, are moving into 150,000 square feet. all on one floor warehousing in Olivette, western St. Louis. It marks the first independent operation to move out of the downtown area. **Hank Groves** continues to helm the inside operation. . . . **Hohner Inc.** has issued a book, available through their dealers and also the company itself, on the care of harmonicas. . . . All aspects of the film soundtrack for "Speed Merchants" will be processed through the Dolby system, according to record producer **Arthur H. Gorson**, in charge of the soundtrack.

Tom Jones, whose throat is ailing, has rescheduled his Westbury Music Fair dates. The singer will now appear there from Oct. 8-14. . . . Staunch Billboard supporter, Sahara-Tahoe executive **Tony Atchley**, personally making certain that Billboard is distributed at the Reno-Lake Tahoe airports. . . . Will RCA cover **Martin Mull's** "Dueling Tubas" with their "Jingle Bells" canines doing "Dueling Dogs"? . . . **Cheech & Chong** headlining an open-air benefit for the San Diego Free Clinic. . . . **Black Oak Arkansas** hosted a pornographic film party after their Hollywood Palladium date. . . . **Dr. John** packed the Tower Records parking lot for a free show in Hollywood as part of a heavy West Coast promo tour. . . . **Juliet Prowse** buying a home in Las Vegas.

To date, the box office gross receipts from **Jerry Lewis** movies is \$200,000,000. Lewis, who recently closed at Harrah's-Tahoe, has been teaching graduate students in film at the University of Southern California for four years. . . . Vegas follies: The Aladdin Hotel sending out perfumed G-strings as invitations to their latest revue.

David Bowie's spokesmen deny the star's reported negotiations to appear on Broadway in "Dream Machine" for the Robert Stigwood Organization and director **Joseph Papp**. . . . **Vic Faraci**, branch manager of the WEA Distributor Corp. in Des Plaines, Ill., was presented with a special "Branch of the Year" award for the firm's "outstanding merchandising achievements for Elektra Records." . . . **Pat O'Haire** devoted her Night Owl column in the New York Daily News on April 5 to the story behind **Lori Lieberman's** recording of "Killing Me Softly With His Song." Miss Lieberman was softly killed by a **Don McClean** performance at the Troubadour. . . . Comedian **David Steinberg** uproariously funny in his Caesars Palace debut. . . . **Stevie Wonder** now wearing his hair in fashionable cornrow. . . . **Rod Argent** currently creating a furor on tour by playing four keyboard instruments simultaneously, mini moog, Hammond organ, Hohner electric piano and a mellotron.

Cape, Inc., a concert production firm, has signed an exclusive five-year contract for all theatrical and musical productions at The Cape Cod Coliseum, an indoor facility in South Yarmouth, Cape Cod, Mass. The Coliseum, which has a seating capacity of 7,000, also has facilities for 16-track recording and video taping. The Cape Cod Coliseum will open with a

series of contemporary music productions running every weekend from July 4 through Labor Day. The series will be produced for Cape, Inc. by **Richard Flanzer**, who has had extensive experience promoting concerts in the New England area.

Remember **Don Grady**, who grew into adulthood on TV's "My Three Sons"? He is now known as **Don Agrati** (his real name) and Elektra is releasing his debut album, "Homegrown." Agrati plays piano, accordion, trumpet, bass, clarinet, drums, and sings vocals, as well as having composed the entire album. . . . Audio Fidelity's Thimble label is capitalizing on the chart action of "Dueling Banjos" by **Mt. Airy** member, **Eric Weissberg**. The Mt. Airy LP is not being merchandised with the aid of gummed stickers indicating that Weissberg along with **Tom Chapi** host of ABC's "Make a Wish," are featured. . . . **Pearl Bailey** actively campaigning against the high price of food. . . . **MGM's Mike Curb** jetted to Las Vegas for **Petula Clark's** Caesars Palace opening. . . . **The Staple Singers** are set to headline a benefit concert at the Ahmanson Theatre in Los Angeles on May 30. Proceeds will go to Sickle Cell Anemia. . . . For the fourth consecutive year, **B.B. King** has been named the "Best Blues Guitarist" by the readers of **Guitar Player Magazine**.

Kate Smith set to star in her own syndicated television special, "Kate Smith: Remembrances and Rock." The special is a Don Kirshner Production and Katz-Gallin-Leffler Enterprises venture and begins taping this week at CBS Television City. . . . UA Records president **Mike Stewart** announced board chairman of the annual Soul and Blue Awards. . . . **Elvis Presley** looking for a dramatic film property. . . . **The Diamonds** of "Little Darlin'" and "Stroll" fame reunited for the first time in years when they guest on NBC's "Midnight Special." Only one Diamond is still an entertainer. . . . From his new Epic "Cosmic Wheels" LP, **Donovan's** so dealing with the astronauts' use of laxatives on the moon is being banned on several "progressive" radio stations. A space oddity? . . . **JF Murphy & Sons** are now abandoning the Irish folk-rock sound they launched their career a couple of years back and now are focusing on straight rock and soft rock ballads.

More from **Ringo Starr** on a **Beatles** reunion. "We must get the picture straight, there is hardly any chance of all of us appearing together again. We are still good pals, but it's just not on." The drummer added that the only real possibility of the group being seen together in public on the same platform was they all got their own bands together and staged a show. However, **John Lennon** and **George Harris** are featured on "I Was the Greatest," a cut from Starr's next album produced by hitmaker **Richard Perry**.

Ed Downey, 21-year-old professional singer, belt out more than 1,000 popular songs for 49 hours at a Huntington Beach shopping center, capturing the world's record for continuous singing. Taking breaks of about three minutes every three or four hours, Downey said he broke **Tony Cammarra's** Tin Square record set last year, by one hour. And **Tom Jones** is having vocal problems? . . . **Beach Boys** **Brian Wilson** producing **American Spring's** debut Columbia single. American Spring's featured female vocalist is Brian's spouse. . . . **Andy Warhol** huddled with fans outside Carnegie Hall following **Ron Nelson's** recent concert there. . . . **Moot the Hoop** next album to be produced by ex-Mover and pres **Wizzard**, Roy Wood? . . . **The Irish Showband** tour in Indiana, return to the Las Vegas Stardust this month. The Showband recently recorded album in Ireland and will travel to Nashville record for Release.

DIRECT FROM WASHINGTON: **President Nixon** is a midnight piano player at the White House and also likes to play his hi-fi full blast, according to his wife. There is excellent record playing equipment in the Lincoln Sitting Room, said **Pat Nixon** and he likes to turn up the volume so that "it bleeds through the house. He thinks that's the only way to listen—when it's real loud and you can hear everything." The First Lady also said the President has recently begun playing the piano late at night in the family quarters after work. "It relaxes him," she said.

Diana Ross Oscar loss blamed in some circles on overadvertising an excellent performance. See Academy members are put off by excessive exposure of a nominee and voted for **Liza Minnelli** in protest. . . . **Cheryl Sue Dolby** and **Sandra Mann** have formed their own publicity and public relations firm, The Merlin Group, Ltd. . . . **Marlon Brando** recording an album of Indian music? . . . **Gam and Huff** going all out on their "drugs mean death" campaign. The Philadelphia International team has released an album, "M.F.S.B.," which brings the message to their fans rather bluntly. The cover portrays an oversized needle resting in an open coffin. . . . Motown to film the life story of **King Cole** with **Billy Dee Williams** starring in the title role. . . . **Bobby Darin** taking the cancellation of his NBC-TV show hard.

Music Sales of Florida, Miami, consolidating part of the key personnel of Campus Dist. there into force. . . . Is MGM Records ready to take over complete administration of one of its custom labels, back in the Los Angeles area?

Singer **Ethel Ennis**, currently at New York's Persian Room, will be the special guest vocalist at the annual luncheon of the Associated Press at American Newspaper Publishers Association in Grand Ballroom of the Waldorf Astoria Hotel Tuesday (23) at noon.

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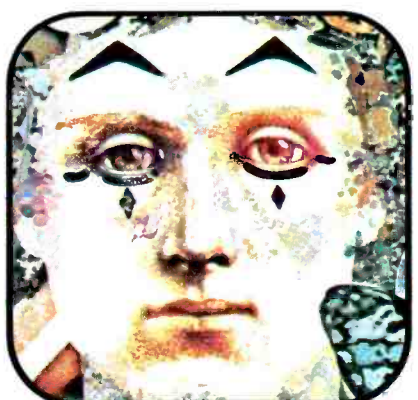


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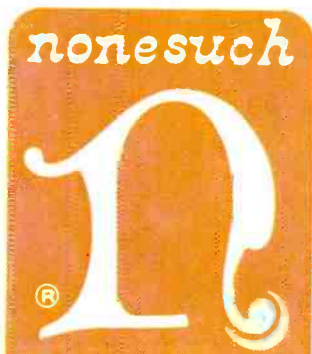


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Billboard SPECIAL SURVEY for Week Ending 3/31/73

BEST SELLING Classical LP's

This Month	TITLE, Artist, Label & Number
1	SCOTT JOPLIN: PIANO RAGS, VOL. 1 Nonesuch 71248 (Elektra)
2	SCOTT JOPLIN: PIANO RAGS, VOL. 2 Joshua Rifkin, Nonesuch 71264 (Elektra)
3	SOUNDTRACK: 2001: A SPACE ODYSSEY MGM, SIE ST 13
4	MAHLER: 8th SYMPHONY Chicago Symphony Orch (Solti), London OSA 1295
5	TRANS-ELECTRONIC MUSIC PRODUCTIONS, INC., PRESENTS SWITCHED-ON BACH Walter Carlos/Benjamin Folkman, Columbia MS 7194
6	BEETHOVEN: SYMPHONY #9 Chicago Symphony Orch (Solti), London CSP 8
7	THE SEA HAWK National Philharmonic Orch of London (Gerhardt), RCA LSC 333
8	SONGS BY STEPHEN FOSTER Nonesuch 71268 (Elektra)
9	HOLST: THE PLANETS Boston Symphony (Steinberg), DGG 2530102 (Polydor)
10	HOLST: THE PLANETS Los Angeles Philharmonic (Mehta), London CS 6734
11	DONIZETTI: LUCIA DI LAMMERMOOR Joan Sutherland, London OSA 13103
12	SAINT-SAENS PIANO CONCERTI Seraphim 6081 (Capitol)

— HUNTER COLLEGE —
— Angel S 36696 (Capitol)

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June



Nickey



Jean



Alice

FANNY ITINERARY

April 10th Decorah, Iowa
 April 11th St. Paul, Minn.
 April 13th Champaign, Ill.
 April 14th St. Louis, Mo.
 April 16th Buffalo, N.Y.
 April 18th-21st Philadelphia
 April 25th Rockford, Ill.
 April 26th Chicago
 April 27th Kansas City, Mo.
 April 29th Indianapolis, Ind.
 May 4th Providence
 May 5th Boston

May 12th
 May 13th
 May 16th
 May 17th
 May 18th
 May 19th
 May 20th
 May 21st
 May 22nd
 May 25th
 May 26th
 May 27th

ENGLAND:
 Rainbow, London
 Portsmouth
 Leeds
 Leicester
 Lancaster
 Northhampton
 Birmingham
 Free Trade Hall
 Cleethorpe
 Liverpool
 Imperial College
 Croyden

May 28th Plymouth
 May 31st Newcastle
 June 1st Glasgow
 June 2nd Oxford
 June 3rd Dover
 June 4th TV
 June 5th Cardiff
 June 6th Southampton
 June 8th Blackburn
 June 9th Manchester
 June 10th Sheffield
 June 13th Dublin
 June 14th Sunderland

June 15th Chatham
 June 16th Bracknell
 June 17th Bournemouth
 June 18th-28th Amsterdam
 Paris
 Hamburg
 Bremen
 Berlin
 Frankfurt
 Munich
 Dusseldorf
 Zurich
 London Palladium

July 1st

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