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THE WORLD IS OUR ROSTER

AUSTRALIA
WEA Records Pty. Ltd.
7/9 George Place, Artarmon, Sydney 2064 N.S.W.
Managing Director: Paul M. Turner

BRAZIL
WEA Discos Ltda.
Av. Almirante Barroso 63-5/2514-5
Rio De Janeiro
Managing Director: Andre Midani

CANADA
WEA Music of Canada Ltd.
1810 Birchmount Road, Scarborough, Ontario
President: Kenneth Middleton

FRANCE
WEA Filipacchi Music S.A.
70 Champs Elysees, Paris 75008
President: Daniel Filipacchi
Managing Director: Bernard de Bossu

GERMANY
WEA Musik GmbH
Gustav-Freytag-Stasse 45, Hamburg 76
Managing Director: Siegfried Loch

ITALY
WEA Italiana S.p.A.
Galleria del Corso 4, Milan 20122
Managing Director: Giuseppe Velotta

JAPAN
Warner-Pioneer Corp.
Fuji Building, 4-11-10 Roppongi, Minato-ku, Tokyo
President: Shin Watanabe
Resident Representative: Keith Bruce

NETHERLANDS
WEA Records B.V.
Koninginneweg 49, Hilversum
Managing Director: Ben Banders

NEW ZEALAND
WEA Records Ltd.
3 Britomart Place, Auckland
Managing Director: Tim Murdoch

SOUTH AFRICA
WEA Records (Pty.) Ltd.
21 St. Andrews Road, Parktown, Johannesburg 2001
Managing Director: Derek Hannan

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WEA Records Ltd.
69 New Oxford Street, London W.C.1
Deputy Managing Directors:
Richard Robinson, Derek Taylor

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WEA European Coordinating Inc.
P.O. Box 3112
Haarlem 1504, The Netherlands
Managing Director: Brigitte Peschko

WEA International European Artists Relations
Chillan 16,
1820 Montreux, Switzerland
European Artists Relations Director: Claude Nobs

NESUHI ERTEGUEN, President
WEA International Inc.
75 Rockefeller Plaza
New York, N.Y. 10019

PHIL ROSE, Executive V.P.
WEA International
3330 Warner Boulevard
Burbank, California 91505

What in the world are you doing?
A SLIGHT INCREASE in LP unit sales, a dramatic plunge for singles and a leveling off for tape characterize U.S. industry volume figures for 1975.

Over all, the RIAA-estimated retail dollar volume for prerecorded music sales for 1975 was $2.36 billion, up 7.3% over 1974.

The 7.3% increase contrasts with sharper spurts in some recent previous years (chart below shows a 9.1% increase 1974 over 1973 and a 10.3% jump in 1972).

Among other leading nations in prerecorded music volume, several parallel the U.S. in terms of increased sales (see separate chart), among them West Germany, the U.K., France, Australia, Brazil and Sweden, all of which show increases.

One parallel that does not exist, however, is the sale of 8-track music tapes. This configuration is virtually extinct in some countries, correspondents report.

The plunge for singles in the U.S. and the leveling off of tape are particularly noticeable.

Disk sales totaled $1.668 billion or an increase of 7.6%, again slightly off 1974’s 7.9% increase.

LPs totalled $1.485 million for a 9.5% increase but singles at $183 million plunged 5.7%. This plunge is significant when seen as a continuing downward curve since 1972 (see chart).

As for tape in all configurations, the 1975 figure is $692 million, or a 6.5% increase, well below 11.9% for last year’s tape increase.

The configuration by configuration charts for 1975, however, show a general plateauing for 8-track at $583 million in dollar volume and 100.2 million in units, for a more modest percent change of 6.2% in volume and 3.6% in units from the year previous. Actually, 8-track in 1975 continued a downward curve started in 1973 (see chart).

Cassette, while not increasing in terms of change from 1974, does show an upturn in percent in distribution at 14.3, thus continuing a rally that started in 1973. Units rose from 15.3 million to 16.4 million.

Two other configurations show continuing existing patterns as well. Stereo open reel is climbing, ever so imperceptibly, from a -50% change to a present -35%. Quad 8-track/open reel, however, is plunging precipitously.

Price trends as seen in the software study by RIAA show LPs aging out at $5.26 compared to $4.91 a year earlier; singles went to $1.12 average list from 95 cents; tapes were $5.86 up from $5.70.

In world markets, tape is undergoing dramatic changes (see country by country reports). In Spain, one of the last hold-outs for 8-track, tape is rivaling disk in total prerecorded sales. The increase is 20,000 units for 8-track and a whopping 600,000 units for cassette. Cassette dominates 8-track four to one now in the U.K. And in Scandinavia, once a hot spot for 8-track, correspondents in Norway and Sweden say it has virtually vanished. In the Netherlands, a growing number of stores are not bothering to stock 8-track.

Increasingly important not just in America is the volume being done in blank tape and, again, not just in the consumer area. Figures are somewhat difficult to come by inasmuch as not all manufacturers make them available. One study from our recent Tape Audio Video Market Sourcebook shows an overall 10% increase in sales at retail at a value of $348,552,000 for 1975. Interestingly, 8-track leads with a 22% increase over 1974, followed closely by cassette at 21% up and open reel at 13% increase.

### Years Of U.S. Pre-Recorded Music Sales

<table>
<thead>
<tr>
<th>Year</th>
<th>Records</th>
<th>Tapes</th>
<th>Total Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>1967</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1968</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>1969</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>1970</td>
<td></td>
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<td></td>
</tr>
<tr>
<td>1971</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1972</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1973</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1974</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1975</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Chart Details

- **Records**
  - 1967: $1,485 million, 89.6%
  - 1968: $1,324 million, 82.8%
  - 1969: $1,170 million, 79.9%
  - 1970: $1,082 million, 71.2%

- **Tapes**
  - 1967: $1,173 million, 100.0%
  - 1968: $1,358 million, 15.8%
  - 1969: $1,586 million, 16.8%
  - 1970: $1,660 million, 4.7%

- **Total Sales**
  - 1967: $2,658 million, 100.0%
  - 1968: $2,682 million, 100.0%
  - 1969: $2,756 million, 100.0%
  - 1970: $2,642 million, 100.0%

---

**Sharp Contrasts Highlight 1975 Sales Growth**

U.S. LP & Singles Sales For 9 Years
(Reported in Millions of Dollars)

<table>
<thead>
<tr>
<th></th>
<th>1967 $</th>
<th>% Change</th>
<th>% Dist.</th>
<th>1968 $</th>
<th>% Change</th>
<th>% Dist.</th>
<th>1969 $</th>
<th>% Change</th>
<th>% Dist.</th>
<th>1970 $</th>
<th>% Change</th>
<th>% Dist.</th>
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<tbody>
<tr>
<td>LPs</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
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<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>$874</td>
<td>-83.2</td>
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<td>$949</td>
<td>8.6</td>
<td>84.4</td>
<td>$955</td>
<td>4.1</td>
<td>85.0</td>
<td>$1,017</td>
<td>7.2</td>
<td>86.0</td>
</tr>
<tr>
<td>SINGLES</td>
<td>177</td>
<td>16.8</td>
<td></td>
<td>175</td>
<td>-1.1</td>
<td>15.6</td>
<td>175</td>
<td>0</td>
<td>15.0</td>
<td>165</td>
<td>-5.7</td>
<td>14.0</td>
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<tr>
<td>TOTAL SALES</td>
<td>$1,051</td>
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<td></td>
<td>$1,124</td>
<td>6.9</td>
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<td>$1,170</td>
<td>4.1</td>
<td>100.0</td>
<td>$1,382</td>
<td>1.0</td>
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</tbody>
</table>

(cont'd)

<table>
<thead>
<tr>
<th></th>
<th>1971 $</th>
<th>% Change</th>
<th>% Dist.</th>
<th>1972 $</th>
<th>% Change</th>
<th>% Dist.</th>
<th>1973 $</th>
<th>% Change</th>
<th>% Dist.</th>
<th>1974 $</th>
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<th>% Dist.</th>
<th>1975 $</th>
<th>% Change</th>
<th>% Dist.</th>
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<tr>
<td></td>
<td>$1,086</td>
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<td>86.8</td>
<td>$1,203</td>
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<td>3.6</td>
<td>86.8</td>
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<td>13.2</td>
<td>180</td>
<td>9.1</td>
<td>13.0</td>
<td>190</td>
<td>5.6</td>
<td>13.2</td>
<td>194</td>
<td>2.1</td>
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<td>183</td>
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<td></td>
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<td>5.8</td>
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<td>$1,383</td>
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<td>$1,416</td>
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<td>100.0</td>
<td>$1,668</td>
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</tbody>
</table>

Source RIAA

Tape By Configuration For 9 Years
(Reported in Millions of Dollars)

<table>
<thead>
<tr>
<th></th>
<th>1967 $</th>
<th>% Change</th>
<th>% Dist.</th>
<th>1968 $</th>
<th>% Change</th>
<th>% Dist.</th>
<th>1969 $</th>
<th>% Change</th>
<th>% Dist.</th>
<th>1970 $</th>
<th>% Change</th>
<th>% Dist.</th>
<th>1971 $</th>
<th>% Change</th>
<th>% Dist.</th>
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<tbody>
<tr>
<td>8-TRACK</td>
<td>560</td>
<td>49.7</td>
<td></td>
<td>555</td>
<td>158.3</td>
<td>46.2</td>
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<td>94.5</td>
<td>21.1</td>
<td>$370</td>
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<td>75.1</td>
<td>$541</td>
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<tr>
<td>CASSETTES</td>
<td>8</td>
<td>4.9</td>
<td></td>
<td>17</td>
<td>183.3</td>
<td>2.3</td>
<td>75</td>
<td>381.2</td>
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<td>74</td>
<td>2.7</td>
<td>16.1</td>
<td>$581</td>
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<tr>
<td>REEL TO REEL</td>
<td>20</td>
<td>10.4</td>
<td></td>
<td>22</td>
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<td>36.4</td>
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<tr>
<td>4-TRACK CART. &amp; OTHERS</td>
<td>36</td>
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<td>QUAD BT &amp; REEL TO REEL</td>
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<td>TOTAL SALES</td>
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<tr>
<th></th>
<th>1972 $</th>
<th>% Change</th>
<th>% Dist.</th>
<th>1973 $</th>
<th>% Change</th>
<th>% Dist.</th>
<th>1974 $</th>
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<th>% Dist.</th>
<th>1975 $</th>
<th>% Change</th>
<th>% Dist.</th>
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<tbody>
<tr>
<td>S.80</td>
<td>9.4</td>
<td>10.6</td>
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<td>100.0</td>
<td>$650</td>
<td>11.9</td>
<td>100.0</td>
</tr>
</tbody>
</table>

Source RIAA


Page 7
1877—First reproduction of sound by Edison on tin foil cylinders and device called “phonograph.”
1884—Scanning disk for mechanical television invented by Paul Nipkow.
1886—Bell and Tainter patent “Graphophone” as recordings were being made on wax cylinders.
1906—Flat phonograph disk patent application by Emile Berliner and American Graphophone Co. formation in Bridgeport, Conn. launch recording industry.
1889—Columbia Phonograph Co. formed to market American Graphophone products.
1901—First sports broadcasts and following year by first commercial Metropolitan Opera.
1903—First royalty system for compensation of recording artists.
1906—Three-element vacuum tube invented by Lee DeForest.
1910—Enrico Caruso’s radiophone broadcasts from backstage of Metropolitan Opera.
1912—Abandonment of cylinder recording and dawn of recording industry “Golden Age” with many new labels formed.
1920—First radio receivers advertised for sale, followed next year by first sports broadcasts and following year by first commercial broadcast over WEAF, New York.
1923—NAB formed, patents applied for on TV camera tube and TV demonstrated by Dr. Vladimir K. Zworykin.
1924—General sluggishness of recording industry as appeal of radio grows.
1925—Electrical recording process developed, microphones replace recording horn, loudspeakers replace earphones.
1927—First car radios, initial transcontinental radio link, Phil Farnsworth’s electronic TV patent application.
1928—Government issues first experimental TV station permits.
1930—Depression finds second recording industry decline but at same time radio turns more and more to recordings.
1934—American Decca Record Co. formed, FCC established.
1936—British begin first regular TV service.
1939—U.S. introduction of TV at New York World’s Fair, first experimental FM’s go on air.
1940—Recording industry’s charts bow in Billboard (Tommy Dorsey, “I’ll Never Smile Again,” Bing Crosby’s “Only Forever” and Artie Shaw’s “Frenesi” leading titles).
1941—Authorization (later rescinded) of 21 TV stations, formation of more labels as decade will bring forth MGM, Capitol, Mercury, London and others.
1945—Airwaves fill up (9 TV stations, 46 FM’s and 943 AM’s), first magnetic wire recorders on market.
1947—Bell demonstration of transistor, first magnetic tape recorders introduced in U.S.
1948—Dawn of high fidelity with Columbia’s LPs and Victor’s 45s.
1949—Three speed phonograph introduced.
1950—Color TV non-compatible field-sequential system authorized.
1952—RIAA formed, 70-channel UHF band added.
1954—“Sh-Boom” by Crew-Cuts heralds dawn of rock ‘n’ roll, first mass-market pocket radio ($49.95).
1955—Columbia starts record club.
1956—Elvis Presley popularity soars, TV stations start using video tape, B&W portable TV bows.
1958—First stereo LP’s.
1959—LP sales surge (“Flower Drum Song;” Mancini’s “Peter Gunn,” “Kingston Trio at Large”).
1960—Stereo surges to offset singles dip (“Persuasive Percussion” LP scores big).
1961—FM stereo broadcasting gets FCC okay, racks show gains.
1962—Summer season one of best for singles in history of business. Racks register 24% gain over 1961 as they take on more leased departments; stores up close to 5%.
1963—In a normal growth period for records and in a time of national prosperity, record sales in 1963 did not keep pace. Christmas sales fell as they did not come up to expectations, combined with changes in the marketing and merchandising of records, held 1963 down to a 1% increase over 1962.
1964—Year noted for Beatles invasion followed by approximately three dozen other British artists. LP sales registered greatest gain, August 1964 one of the best months ever for singles sales. Good Christmas season plus good third quarter edged industry over previous year by approximately 5%.
1965—U.S. Excise Tax on records rescinded.
1966—Breakthrough of tape CARtridge, with the nation’s three major automobile manufacturers promoting tape units in new cars.
1967—Manufacturers raise monaural prices to stereo level as major step in creation of all-stereo industry.
1969—Conglomerate became a much used word as there was a trend towards bigness on all levels of the music business. Rackjobbers, record companies, music publishers, tape firms—all were involved in the merger game.
1970—RCA and Motorola introduce a compatible 4-channel 8-track cartridge system, Quad-8 at Billboard’s International Music Industry Conference, Majorca, Spain.
1971—CBS/Sony preview their “SQ” disk—a compatible 4-channel disk system—at Billboard’s Montreux conference. First international conference on video recording at Cannes (Billboard Publications/VIDCA).
1972—RCA, Japan Victor Co. and Panasonic debuted a 4-channel, discrete disk system at the Billboard sponsored Fourth International Music Industry Conference in Acapulco.
1973—Surge of new state piracy statute passages saw illicit tape flow diminish, as more than 20 states added such laws. Shortage of essential materials, such as chemical bases for record manufacture and wood pulp for paper, hit industry. Resultant smaller number of LP and single releases saw hit product sell longer and greater individual sales totals. More universal quadrasonic equipment as WEA labels go discrete.
1974—Continuing material shortages elevated production costs of record product by 35 percent in singles and 60 percent in album production. Labels initiated intensive secondary market promotion, when major market radio stations restricted playlists. Tape piracy was further crippled when Richard Taxe was convicted on all counts of recorded music copyright infringement and mail fraud in federal district court. Sound-alike labels mushroomed.
1975—Spiraling inflation forced labels to raise singles from $1 to $1.29, while LP and tape price rose $1 to $5.98 and $7.98, respectively. Budget lines from the majors disappeared. Replacing them were $4.98 lines of steady catalog sellers. National and regional retail record-tape chains proliferated, becoming key sales point for new product.
1976—The internecine struggle for established acts manifested itself through greater artist and manager control of the industry. To combat significantly skyrocketing costs, including mushrooming artist royalties and advances, Columbia Records hinted of premium price releases by super acts as with hardcover book industry. Record chains continued to proliferate at the expense of rackjobbers. Discos were established as potent promotion and sales sources.
1975 Sales
By Repertoire

<table>
<thead>
<tr>
<th></th>
<th>% of Dollar Volume</th>
<th>% Change from 1974</th>
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<tr>
<td>Contemporary</td>
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<td>Country</td>
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<td>0.9</td>
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<tr>
<td>Middle of the Road</td>
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<td>6.7</td>
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<tr>
<td>Classical</td>
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<td>3.8</td>
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<tr>
<td>Children's</td>
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<td>-48.9</td>
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<tr>
<td>Jazz</td>
<td>4.6</td>
<td>12.2</td>
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<tr>
<td>Comedy</td>
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<td>6.7</td>
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<tr>
<td>Other</td>
<td>1.9</td>
<td>18.8</td>
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US Recording Sales 1921-1975

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<thead>
<tr>
<th>Year</th>
<th>Sales $Millions</th>
<th>% Change</th>
<th>Year</th>
<th>Sales $Millions</th>
<th>% Change</th>
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<tr>
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<td>510.6</td>
<td>-%</td>
<td>1949</td>
<td>173</td>
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<td>79</td>
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<td>1951</td>
<td>199</td>
<td>+5.1%</td>
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<td>1952</td>
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<td>59</td>
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<tr>
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<td>1954</td>
<td>211</td>
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<tr>
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<td>70</td>
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<td>1956</td>
<td>377</td>
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<td>1957</td>
<td>460</td>
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<tr>
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<td>46</td>
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<td>1958</td>
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<td>+11.1%</td>
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<tr>
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<td>-60.9%</td>
<td>1959</td>
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<td>1960</td>
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<td>1961</td>
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<td>+16.7%</td>
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<td>687</td>
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<tr>
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<td>862</td>
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<tr>
<td>1938</td>
<td>28</td>
<td>+100%</td>
<td>1966</td>
<td>904</td>
<td>+11.1%</td>
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<tr>
<td>1939</td>
<td>44</td>
<td>+69.2%</td>
<td>1967</td>
<td>1051</td>
<td>+46%</td>
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<tr>
<td>1940</td>
<td>48</td>
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<td>1968</td>
<td>1124</td>
<td>+69%</td>
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<tr>
<td>1941</td>
<td>53</td>
<td>+6.3%</td>
<td>1969</td>
<td>1170</td>
<td>+4.1%</td>
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<tr>
<td>1942</td>
<td>55</td>
<td>+7.8%</td>
<td>1970</td>
<td>1182</td>
<td>+1.0%</td>
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<tr>
<td>1943</td>
<td>66</td>
<td>+20%</td>
<td>1971</td>
<td>1271</td>
<td>+1.0%</td>
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<tr>
<td>1944</td>
<td>66</td>
<td>N.C.</td>
<td>1972</td>
<td>1381</td>
<td>-10.6%</td>
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<tr>
<td>1945</td>
<td>109</td>
<td>+67.2%</td>
<td>1973</td>
<td>1436</td>
<td>+4.0%</td>
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<tr>
<td>1946</td>
<td>218</td>
<td>+100%</td>
<td>1974</td>
<td>2200</td>
<td>+9.1%</td>
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<tr>
<td>1947</td>
<td>224</td>
<td>+2.8%</td>
<td>1975</td>
<td>2860</td>
<td>+7.1%</td>
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Analysis Of Unit Sales

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<tr>
<th></th>
<th>Total Sales (Millions of $)</th>
<th>Estimated # Units Sold (Millions)</th>
<th>% Change from 1974</th>
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<tbody>
<tr>
<td>LP's</td>
<td>1,485.0</td>
<td>282</td>
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<tr>
<td>Singles</td>
<td>183.0</td>
<td>164</td>
<td>-19.6</td>
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<tr>
<td>8-tr. Cartridges</td>
<td>583.0</td>
<td>100.2</td>
<td>3.6</td>
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<tr>
<td>Cassettes</td>
<td>98.8</td>
<td>16.4</td>
<td>7.2</td>
</tr>
<tr>
<td>Reel To Reel</td>
<td>2.0</td>
<td>.4</td>
<td>-20.0</td>
</tr>
<tr>
<td>Quadraphonic</td>
<td>8.2</td>
<td>1.1</td>
<td>-21.4</td>
</tr>
</tbody>
</table>

Record-Tape Sales Graph

(Source: Record Industry Association of America. Excise tax payments, estimates from other data.)
International Perspective Of Recording Sales

The following is an estimated country-by-country share of global sales of records and tapes at retail level.

### Western Countries

<table>
<thead>
<tr>
<th>Country</th>
<th>1975 Sales of Records &amp; Tapes (Retail-U.S.$)</th>
<th>%</th>
<th>Population Adjusted to 1974 Estimate</th>
<th>Per Capita Expend.</th>
</tr>
</thead>
<tbody>
<tr>
<td>USA</td>
<td>2,360,000,000</td>
<td>39.8</td>
<td>215,000,000</td>
<td>10.97</td>
</tr>
<tr>
<td>Japan</td>
<td>646,000,000</td>
<td>10.4</td>
<td>109,670,000</td>
<td>5.62</td>
</tr>
<tr>
<td>German Federal Republic West</td>
<td>600,000,000</td>
<td>10.1</td>
<td>65,040,000</td>
<td>9.21</td>
</tr>
<tr>
<td>United Kingdom</td>
<td>590,551,000</td>
<td>10.0</td>
<td>55,930,000</td>
<td>10.56</td>
</tr>
<tr>
<td>France</td>
<td>462,480,000</td>
<td>7.8</td>
<td>52,510,000</td>
<td>8.81</td>
</tr>
<tr>
<td>Australia</td>
<td>151,000,000</td>
<td>2.5</td>
<td>13,542,100</td>
<td>11.15</td>
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<tr>
<td>Canada</td>
<td>140,565,000</td>
<td>2.4</td>
<td>22,659,000</td>
<td>6.20</td>
</tr>
<tr>
<td>Brazil</td>
<td>140,000,000</td>
<td>2.4</td>
<td>107,861,000</td>
<td>1.30</td>
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<tr>
<td>Sweden</td>
<td>126,443,000</td>
<td>2.1</td>
<td>8,176,000</td>
<td>15.47</td>
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<tr>
<td>Mexico</td>
<td>117,340,000</td>
<td>2.0</td>
<td>58,120,000</td>
<td>7.46</td>
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<tr>
<td>Netherlands</td>
<td>101,500,000</td>
<td>1.7</td>
<td>13,697,616</td>
<td>7.46</td>
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<tr>
<td>Italy</td>
<td>99,751,000</td>
<td>1.7</td>
<td>13,586,000</td>
<td>1.79</td>
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<tr>
<td>Spain</td>
<td>68,200,000</td>
<td>1.2</td>
<td>35,220,000</td>
<td>1.94</td>
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<tr>
<td>Argentina</td>
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<td>1.1</td>
<td>25,050,000</td>
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<td>Belgium</td>
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<td>1.0</td>
<td>9,757,000</td>
<td>6.04</td>
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<td>Switzerland</td>
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<td>.8</td>
<td>6,480,000</td>
<td>8.02</td>
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<tr>
<td>South Africa</td>
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<td>.7</td>
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<td>Austria</td>
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<td>7,530,000</td>
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<td>Denmark</td>
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<td>.6</td>
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<tr>
<td>Norway</td>
<td>36,443,000</td>
<td>.6</td>
<td>4,075,000</td>
<td>8.94</td>
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<tr>
<td>Finland</td>
<td>24,718,000</td>
<td>.4</td>
<td>4,680,000</td>
<td>5.28</td>
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<tr>
<td><strong>Total</strong></td>
<td><strong>$5,930,068,000</strong></td>
<td><strong>100.0</strong></td>
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### Eastern European Countries

<table>
<thead>
<tr>
<th>Eastern European Countries</th>
<th>1975 Sales of Records &amp; Tapes (Retail-U.S.$)</th>
<th>%</th>
<th>Population Adjusted to 1974 Estimate</th>
<th>Per Capita Expend.</th>
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</thead>
<tbody>
<tr>
<td>U.S.S.R.</td>
<td>563,200,000</td>
<td>87.4</td>
<td>250,900,000</td>
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<td>Czechoslovakia</td>
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<tr>
<td>Yugoslavia</td>
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<td>3.7</td>
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<tr>
<td>Hungary</td>
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<td>.9</td>
<td>10,460,000</td>
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<tr>
<td>Poland</td>
<td>1,493,000</td>
<td>.2</td>
<td>13,690,000</td>
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<td><strong>TOTAL</strong></td>
<td><strong>644,475,000</strong></td>
<td><strong>100.0</strong></td>
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### America's Radio & TV Stations

#### RADIO 1959-1976

AM AND FM BROADCASTING STATIONS IN OPERATION

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<tr>
<th>Year</th>
<th>AM Stations</th>
<th>FM Stations</th>
</tr>
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<td>571</td>
</tr>
<tr>
<td>1960</td>
<td>3456</td>
<td>677</td>
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<td>1963</td>
<td>3760</td>
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<tr>
<td>1964</td>
<td>3854</td>
<td>1126</td>
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<td>1965</td>
<td>4044</td>
<td>1205</td>
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<td>1975</td>
<td>4445</td>
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<tr>
<td>1976</td>
<td>4471</td>
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SOURCE: Television Factbook, F.C.C.

#### TELEVISION 1955-1975

TELEVISION STATIONS IN OPERATION 1955-1975

<table>
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<tr>
<th>Year (Jan. 1)</th>
<th>COMMERCIAL</th>
<th>NONCOMMERCIAL</th>
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<td></td>
<td>VHF</td>
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</tr>
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SOURCE: Television Factbook, F.C.C.

### Playback Units in Use

(In Millions of Units)

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TELEVISION

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SOURCE: Television Factbook, Radio Advertising Bureau, National Broadcasting Company

CONSUMER ELECTRONIC FOREIGN TRADE
TOTAL U.S. IMPORTS OF SELECTED CONSUMER ELECTRONIC PRODUCTS, 1964-1975
(ADD 000)

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**Audio**

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Source: U.S. Department of Commerce.

* Dollar value is defined generally as the value at the U.S. port of export, based on selling price including inland freight insurance, and other charges to the U.S. port of export.

**Wholesale dollar value from Billboard projections of average wholesale prices.
## Radio Sales In The U.S. (A 20 Year Study)

**TOTAL U.S. MARKET OF RADIOS, 1955-1974**

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<td>497</td>
<td>2,526</td>
<td>2,851</td>
<td>7,574</td>
<td>13,825</td>
<td>10,379</td>
<td>17,173</td>
<td>20,479</td>
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<tr>
<td>1974</td>
<td>505</td>
<td>2,529</td>
<td>1,913</td>
<td>7,261</td>
<td>8,106</td>
<td>13,186</td>
<td>10,524</td>
<td>22,706</td>
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<tr>
<td>1975</td>
<td>437</td>
<td>1,818</td>
<td>726</td>
<td>5,915</td>
<td>5,175</td>
<td>11,207</td>
<td>6,338</td>
<td>18,938</td>
</tr>
</tbody>
</table>

Prior to 1971, data reflect factory sales by U.S. manufacturers plus those products imported directly by distributors or dealers for resale.

1971 and years following data reflect products produced or purchased by U.S. manufacturers plus those products imported directly by distributors or dealers for resale.

---

## U.S. Phonograph Sales

**Portable and Table**

(Includes Compact and Component Systems)

<table>
<thead>
<tr>
<th>Year</th>
<th>Units</th>
<th>Dollars</th>
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<tbody>
<tr>
<td>1955</td>
<td>2,240</td>
<td>109,000</td>
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<tr>
<td>1956</td>
<td>3,257</td>
<td>137,000</td>
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<tr>
<td>1957</td>
<td>3,402</td>
<td>1,256</td>
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<tr>
<td>1958</td>
<td>2,758</td>
<td>1,215</td>
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<td>1959</td>
<td>2,917</td>
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<td>1960</td>
<td>3,075</td>
<td>1,448</td>
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<td>4,363</td>
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<td>1966</td>
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<td>1967</td>
<td>5,134</td>
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<td>1968</td>
<td>4,925</td>
<td>1,570</td>
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<td>4,958</td>
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<td>1970</td>
<td>4,572</td>
<td>1,048</td>
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<td>1971</td>
<td>4,972</td>
<td>1,160</td>
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<tr>
<td>1972</td>
<td>6,279</td>
<td>392,000</td>
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<td>1973</td>
<td>5,234</td>
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<tr>
<td>1974</td>
<td>3,942</td>
<td>212,000</td>
</tr>
<tr>
<td>1975</td>
<td>2,641</td>
<td>133,000</td>
</tr>
</tbody>
</table>

Prior to 1971, data reflect factory sales by U.S. manufacturers plus those products imported directly by distributors or dealers for resale.

1971 and years following data reflect products produced or purchased by U.S. manufacturers plus those products imported directly by distributors or dealers for resale.

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E A M, see Oci’u

E I, see Christian

E Is, see McWhorter

E J, see Pascual

E J, see W. A.

E J, see De Leon

E J, see B. J.

E J, see C. H.

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<td>Synergy</td>
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<td>Renaissance</td>
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<td>Fireballet</td>
<td>Omega</td>
<td>Stackridge</td>
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<td>Omega</td>
<td>Kraan</td>
<td>Martha Velez</td>
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<td>Kraan</td>
<td>Lucifer's Friend</td>
<td>Ian Carr's Nucleus</td>
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<td>Lucifer's Friend</td>
<td>Shadowfax</td>
<td>Flamin' Groovies</td>
</tr>
</tbody>
</table>

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- The Beckies
- Ramones
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The wholesale function(s) of all companies is set in bold face and parenthesis after each listing. The following abbreviations identify these functions: (D) Distributor; (OS) One Stop; (RJ) Rack Jobber; (I) Importer; (E) Exporter. The identification of a branch or home office is indicated only when it differs from that of the listing.

ALABAMA

**ATTALLA (Area Code 205)**
Reliable Recs & Tape Co Inc, RT 3 3060 N 35944 Tel 638-6111 Owner (Rec & Tape R J) Home office: Decatur, Ala.

**BIRMINGHAM (Area Code 205)**
Music Center One Stop Rec Dist, 1400 Second Ave N Zip 35203 Tel 251-8252 Owner & Pres Virginia C. Liggett Sr Mgr & B yer Vera C. Liggett Jr (Rec OS & RJ) Home office: Birmingham, Ala.

**MOBILE (Area Code 205)**
Superstar Rec Sales, 2600 St Stephens Rd Zip 36617 Tel 432-5184 Pres Tony Odgen (Rec OS)

**ARIZONA**

**PHOENIX (Area Code 602)**
All Label Rec Serv, 704 E Walton Zip 85014 Tel 279-3154 Mgr & Buyer Jim Robinet (Rec & Tape RJ) Home office: Cleveland, Ohio

**TUCSON (Area Code 520)**
Tucson Music Wholesalers, PO Box 3216 Zip 85701 Tel 722-9343 Mgr Tom Catchings, Mike Frank (Rec & Tape OS & RJ) Home office: Tucson, Ariz.

**MOBILE (Area Code 205)**
Superstar Rec Sales, 2600 St Stephens Rd Zip 36617 Tel 432-5184 Pres Tony Odgen (Rec OS)

**ARKANSAS**

**HOT SPRINGS (Area Code 501)**
County Music Sales, PO Box 8405 Zip 71901 Owner: Slim McComas (Rec & E mail order only)

**LITTLE ROCK (Area Code 501)**
Discount Recs Inc, 3218 S University Zip 72204 Tel 866-9848 Pres & Mgr: W S Fisher Jr VP Mgr & W S Fisher III (Rec OS)

**WEST MEMPHIS (Area Code 501)**
Boss Ugly Bob Recs & Tapes, 2314 E Broadway Zip 72371 Tel 730-6220 (Rec & Tape OS) Home office: Memphis, Tenn.

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<thead>
<tr>
<th>Label</th>
<th>ABC</th>
<th>A&amp;M</th>
<th>ATLANTIC</th>
<th>REPRISE</th>
<th>SHELTER</th>
<th>BUDDAH</th>
<th>CAPITAL</th>
<th>COLUMBIA</th>
<th>CTV</th>
<th>ELEKTRA</th>
<th>EPIC</th>
<th>PRESTIGE &amp; MANY, MANY MORE</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>LONDON</td>
<td>MERCURY</td>
<td>RCA</td>
<td>TDK</td>
<td>SIRE</td>
<td>20TH CENTURY</td>
<td>UNITED ARTISTS</td>
<td>WARNER BROS</td>
<td>DUNHILL</td>
<td>MCA</td>
<td>MOTOWN</td>
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### Retail Wholesale List

<table>
<thead>
<tr>
<th>Product</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>LP's</td>
<td>$6.98</td>
</tr>
<tr>
<td>TAPES</td>
<td>$7.78</td>
</tr>
<tr>
<td>45's</td>
<td>$1.29</td>
</tr>
</tbody>
</table>

On Misc. Items You'll Pay the Same as if Dealing Direct.

### Misc. Items

<table>
<thead>
<tr>
<th>Item</th>
<th>Description</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Pfannstiel</td>
<td>(Needles)</td>
<td></td>
</tr>
<tr>
<td>2. Watts Line</td>
<td>(Disc Preeners, etc.)</td>
<td></td>
</tr>
<tr>
<td>3. Blank Tape</td>
<td>(Capitol, Scotch, Maxell)</td>
<td></td>
</tr>
<tr>
<td>4. Tape Cases</td>
<td>(Lebo, Recolon, Savoy)</td>
<td></td>
</tr>
<tr>
<td>5. Papers</td>
<td></td>
<td></td>
</tr>
<tr>
<td>6. Head Supplies</td>
<td>(Stone Factory, Morgan Love, Rana Piper)</td>
<td></td>
</tr>
<tr>
<td>7. Magazines</td>
<td>(Rolling Stone, National Lampoon)</td>
<td></td>
</tr>
<tr>
<td>8. Vac-O-Rec</td>
<td>(D. Stat)</td>
<td></td>
</tr>
<tr>
<td>9. Disc. Washer &amp; Fluid</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

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TNK 4488 (Rec. Tape OS)  

Galianto Dist g Corp.  
1474 W. Armitage Ave Zp 61639  
Tel 273-3800 Owner Anthony Galianto Mgr John John Boysinger, Buyers: John Galianto Albums & Tape, Gene Gonczeg (Rec. & Tape OS)  

Playback equip. & photog: Hitachi  

Accessories: Audio Magnetics, GRT Le Bo Recotion Scotch. (SEE ADVERTISMENT).

Gibson's Town & Country One Stop 1956 W 51 St Zp 60609  

Tel 437-0101 Owner L. E. Gibson Mgr Linda Grab (Rec. & Tape D & OS)  

Rec. labels: Black Christian Faith, Christian Folk, Gospel Superman, Impact Sing Skyline Standay-  

King, Vista  

Home office: As is same as rec. labels.  

H N H Dats Ltd. 820 Davis St Suite 222 Evanston 60201  

Tel 492-9555 Owner Harvey Net Hunt (Rec. I)  

Labels imported: Brr (Sweden), CRD (UK), CPR (Canada), Harmonie Mundii (France), Lyra (Lux), Trans-  

tcontinental (UK), Unicorn (Vista, UK). (SEE AD)  

Handlebars Distrib. Co. 60608 Tel 956-1715 Mr. Donald Johnson Buyers Singers. Yvonne Rous Albums & Tapes Don Johnson (Rec. & Tape Office)  

Home office: Clawsdon (Detroit Metropolitan Area) John J. Tape Dist. Inc. 2512 W Fullerton Zp 60647  

Tel 227-0350 Owner Mgr & Buyer Joseph Swalek (Tape OS= cut-outs)  

K R C O (Kirtland) Dist. 4292 W Gunnison St Zp 6530 Tel 545-0861, 935-5992 Owner Raymond Peck Mgr. George Peck Buyers Singers. Bing Hart  

Net Albums. Ray Peck (Rec. D)  

Labels: American, Black Beauty, Chicago Sound Fac-  
tory (CSF), Centaur Talent Dick Hake (Glen Oak's, Illinois Prod Corp), Kid Kideran, LRM Prod. Ray Peck Prod. Recordraph Ruby St Laws. Virgin Vinyl Wind City  

Kirtland Rec. Dist'rs: PO Box 258 Zp 60609  

Tel 493-6110 Owner Mgr & Buyer Darrell Raftern Film  

(broadcast LP's)  

Labels: Adelphi, Advent American Heritage, Asch Ac-  

hoole Asch, Audio Arts, Audophone, Avant Barre-  

house, Barrik, Black Saint, Blind Pig, Blue Goose, Blue  

Laber Blum Classics, Bernard Briaude Broad-  

way, CRI, CTI, Cambridge, Choice, Columbia Special  

Series, Conviviente, Creative World, Creative World,  

Daffodil, Dobin Club Delos, Deseret Down, Dyer  

Bennett, ESP, Erturman, Evelyn Kane Music F&F For-  

mont, Fat Cat Jazz, Folk Legacy, FolkLyric Folkways  

Fierrose, Front Hall, GHB, GSC, Gateway, Greens  

Guitars, guitarra haeusler, Happy Jazz, Hasbro Ser-  

vice, Hearing World, IPS, Icon Improvising Artists India  

Navigation Co. JCOA JRC, Jacquet, Jazz Archives,  

Jazzology, Jim Taylor Presents, Joyce, Kent, Kicking  

Mule, King Bluegrass, Kingsly, Labor, Levantia, Log  

Cabin, Lyrichord, NMR, Makkasa, Mamish, Mam-  

Bren Mark 56, Many, Master Jazz, Moffett, Monitor Mon-  

tain Railroad, Musikdown Musica Nessa, New Orleans,  

Olivone, Old Blues, Old Timey, Olsen, Oxy, Pandemon, Paredon, Philo Phoe-  

nus, Physical Pedestrian, Punchin, RNB, Rebel  

Revelation, Rounder, Rumbleseat, Sackville Saner,  

Shepherd, Sirien, Skyline, Southland, Spiv, Spotted  

Stain Steeplechase, Survive Sunny Mountain, Sur-  

vival, Symbolos, Takoma, Testament. Third World  

World Thistle, Tahemnogico, The Lads, Vavlov, Wotar, Wotl, Wrin,  

Yazoo, Zep Zim.  

Labels imported: Black Saint, Big Bear, Drum Club,  

Queen-Disk Sackville, Sagra (Parker series), Spotted  

(UK), Steeplechase.  

Liebermann Ent. Inc. 1000 Tuppy Ave, Elk Village  

60007 Tel 593-2160 Mgr Jerry Skilbourn, Buyers Singers. Wayne Gossom Albums & Tape John Tup  

pee (Rec. & Tape RJ)  

Home office: Minutopole, Minn (Rec. OS & RJ)  

London Recs. Midwest Dist g Corp. 6363 Cross Point Rd  

Niles 60648 Tel 647-0410 Mgr Rayman Ayes, Mgr  

Chuck Beckman, Buyers Singers, Mannor Murp-  

hy, Albums. Tom Ligda, Tape, Chuck Speltz, Promo  

Ehorn Barg, Paul Diamond, Odes Jones (Rec. & Tape D,  

Tape OS)  

Rec. labels: Abaco, The Al Reke Wine, Airgo, Ashley As-  

troscope, Budhaj, Checker, Chess, Öram, Desert Moon, H&B, H, Hi Country, Hob, Janis Kunta Sutra  


& Stereo, Ranwood, Richmond, Richmond Opera Treas-  

ury Series, Scrape, Zero Treasury Series, Telefunken,  

Threshold  

Tape Lines: All lines.  

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C A Mrec Dist. Corp. 9575 W Higgins Rd No 403, Rose-  

mount 60018 Tel 692-3366 District Mgr Chuck Me  

ancon, Sales Mgr Tony Tomasi, Promo Greg Dodd Will-  

iam Hawkins (Rec. & Tape RJ)  

Rec. labels: Coral Legend, MCA Rocker, State (UK), Tally  

Tape Lines: Same as rec. labels.  

M S Dist Co. 7091 N. Oderell Ave, Morton Grove  

60003 Tel 478-1133 1st Card Milton T Saltine Pres Tony Danielsro, Exec VP John Saltine (Rec. &  

Tape D & OS)  

Branch: Sun Valley (Los Angeles Metropolitan Area)  

Cahf  

Labels: A&M, Abrevis, Alligator, Alewerer, An-  

tilles, Arista, Ansite of America, BASF, Bang, Bethel-  

heim, Black Forum, Blue Note, Brunswick, Ctl, Cala, Calliope, CCM, Chevelle, Ch-Sound Chocolate City, Claridge, Concord Jazz, Creative World  

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Paddock One Stop 2305 15th Ave. Zip 46404 Tel 844-9273. Mr. & Buyer. Quinnem (Rec. O.S.) Imports: Celluloid. Harry H. Jackson (Rec. O.S.) Home office: Lake County Ind. (Exec. office only). 
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- Hammond (Rec. O.S.) Home office: Hammond Ind. (Exec. office only). 
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J L Martin Inc dbv of Pickwick Int Inc 2400 Sunbird Rd Zip 50321 Tel 282-1185 Mgr Jack Mishler Sales Mgr Jack Nerd Buiers Singles Bonne Roy Albums Ray Mursin (Rec. & Tape OS & RJ) Home office Minneapolis Minn

DE WITT (Area Code 319)
Mobile Rec Serv Co RR 1 Zip 52742 Tel 659-5051 Mgr Larry Bredwardt (Rec. OS) Home office Pittsburgh Pa (Rec. D & OS)

KANSAS

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Kef's Rec & Stereo Supply Inc PO Box 2 711 W 23 Rd Zip 66044 Tel 842-1544 Owner John J Krieter Buyers Karl Hoffman Steve Wilson (Rec. & Tape OS & RJ)

PARSONS (Area Code 316)
Music Center Rec Dist 3750 Grand Ave Zip 67357 Tel 421-2162 Owners H A & Pearlg Stephens (Rec. & Tape D) Rec labels Country Star Gospel Star Jay Bird Process Red Start Rock Star Starlet Steve-Adore Steve's Crusade Tape lines Same as rec labels

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Freinds II Music Inc 303 S Greenwich Rd Zip 67207 Tel 886-7496 Pres William M Morris Buyer Dennis Price (Rec. & Tape OS & RJ)

KENTUCKY

ANNVILLE (Area Code 606)
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MAINE

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BELTSVILLE (Area Code 301)

A B C Inc. 10225 Southern Rd. Dipl. 20705 Tel. 987 1850 Mgr: Joseph M. Zamoiski. (Rec. & Tape D & R)

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  Alex Araco Co Inc 507 Hugh St Zip 08016 Tel 386-3289 3268 Owner: Alex Araco Asst Coord: Joe Nanni, Buyer: Alan Cohen (Rec & Tape D, OS & RJ) Distributes cut-out albums & tapes (SEE ADVERTISE MENT).

• CAMDEN AREA (Area Code 609)
  MCA Dist'g Corp. - SUITON at Collingswood 117 A Tower Collingswood 08108 Tel 854-5810 Sales Mgr: Bob Spence; Promo: Len Kanofsky (Rec & Tape D)
  Rec. Labels: Coral, Legend, MCA, Rocket, State (UK), Tally
  Tape lines: Same as rec. labels

• CHERRY HILL (Area Code 609)
  Phonodisc Inc. 149 N. Kings Hwy, Suite 231 Zip 08034 Tel 667-3190 Mgr: Harold Gold (Rec & Tape D)

• EAST BRUNSWICK (Area Code 201)
  PRO 8 Dist Inc. 742 Hwy 18 Zip 08816 Tel 257-3336 Owners: Powell Gary Saks Joseph P. Ingegno Joseph P. Ingegno, Buyer: Powell Gary Saks (Rec & OS & RJ)

• EAST WINDSOR (Area Code 609)
  A & B Sales, 10 Overton Rd Zip 08520 Tel 443-5794 Owner: Mgr & Buyer: A. Wally (Rec & OS & RJ)

• ENGLEWOOD CLIFFS (Area Code 201)
  German Language Publis Inc. 560 Sylvania Ave Zip 07632 Tel 871-1010 Mgr: Renate Finetto Rec. & Tape D 1 & 6
  Home office: New York, N.Y.
  Labels: Armedeo, Anode, Baccaratto, Diamant, Eurodisc, Fontana, Hands, Harison, Philips, Polydor, Polydor/Austral Sonc

• FAIRFIELD (Area Code 201)
  A & B Rec. & Tape Sales Corp. 114 Clinton Rd Zip 07006 Tel 975-1190 Gen Mgr: Lou Mallini (Rec. & Tape RJ)

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  - George Jay & Assoc., 1608 Argyle, Hollywood 90026. Tel 469-9838 Owner George Jay.
  - Kane Audio, 3500 Rose Ave., Long Beach 90807. Tel 423-8494 Pres. B. Kane.
  - Jim Mahoney & Assoc., 120 El Camino, Beverly Hills 90212. Tel 274-8587.
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  - Florida Independent Promos, PO Box 246, 13145 NW 45 Ave., Opa Locka 33054. Tel 685-7601 Owner Joseph Saxon.
  - Janet Dorek, 2629 S Bayshore Dr., Suite A24, Coconut Grove 33133 Tel 856-6777.
  - Robert Ruda & Assoc., 7201 Miami Lakes Dr. W., Miami Lakes 33014 Tel 585-4650.

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  - A A A (Forey Studio), 9218 813 St. Zip 33612 Tel 932-3653 Pres. R.A. Campbell.

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  - National Recording, PO Box 71, Glencoe 60022 Tel 422-0116 Pres. David J. Dahl.

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  Showman Ind., Box 502B, 1902 Wood St. Zip 76160. Tel 792-4820. 794-6267.

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  18505 Tel 346-1761 Pres Philip G. Frischer Jr.
  Sales Mgr. Martin C. Frischer (M) (SEE ADVERTISE MENT)

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  Tel 347-4726 Pres John T. Kozmics Sales Mgr.
  Marthe Kozmics Adv Mgr. Ruth Rusi (Jackets only) (M)

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  (M)

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  Sleeves—D)

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  tra Studio Santa Barbara Calif. Mantra Corp

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  Tel 638-8733 Pres: Ray Alexander Sales Mgr.
  Georgia Alexander (MID)

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  80202 Tel 757-3377

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  06710 Tel 729-2294 Pres A. C. Hamppson, VP A.D.
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  Tel 757-1626

- Prosound Inc. 8154 NW St., Hialeah 33015 Tel
  558-0152 Gen Mgr. Jose A. Valderr (M)

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  Barone Assoc., 28 E. 37th Zep 00106 Tel 457-7700 Pres. Barry F. Cohen (M)


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Now there is a new source for C-0 cassettes and high-density cassette tape. It's Magnetic Media's sister company in Seoul. The Magnetic Media Korea Corporation has combined American technology with Korean craftsmanship to bring the duplicator the best tape and cassettes in the world. Add value pricing to these high performance products and you also have the best deal around. Plus next day delivery, since ample stock is maintained in our stateside warehouses. Yes, our tape and cassettes are manufactured 10,000 miles away but are only 10 digits away: 914 698 8660. So make this connection now and we'll send you free samples.

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Magnetic Media Corporation, 516 Fayette Ave., Mamaroneck, NY 10543 Tel: 914 698 8660
TAPE DUPLICATING & PROCESSING EQUIPMENT MANUFACTURERS/IMPORTERS

A V Tape Sales Corp 580 Sylvan Ave Englewood Cliffs N J 07632 Tel (201) 569 7000 Pres A Fito Sales Mgr V J Cortesky
Audio: Wonders duplicators
Accurate Sound Co 714 Fifth Ave Redwood City Calif 94063 Tel (415) 365 2843 Owner: Ronald M Newall
Audio: 8 tr. cassette & open reel duplicating systems
Air Bin see Magna-Cinema Sound
Ampco Corp Audio Video Systems Div 401 Brakelton Rosewood City Calif 94003 Tel (415) 367 4611
Branches: Glendale Calif 500 Dudley Dr Zip 91201 Tel (213) 240 5000 Atlanta Ga 3135 Chairman Dr Suite 105 Zip 30340 Tel (404) 451 7112—Elk Grove Village Ill 2201 Lunt Ave Zip 60007 Tel (708) 593 6600—Battlesden Md 10215 Ferndow Rd Zip 20344 Tel (301) 891 8860
Abington Pa 947 Oth York Rd Zip 19001 Tel (215) 897 7650 Dallas Tex 1615 Prudential Dr Zip 75235 Tel (214) 637 5100
Audio: Bin loop duplicators, master reproducers
Atlantic Ltd 219 Crouse Ave Elk Grove Ill 60007 Tel (717) 640 1030 Pres John Landefeld
Audio: Laboratories cassette leaders Btr wндers
Audiblady CO PO Box 825 Saran Jose Calif 95106 Tel (408) 267 3520 Pres Louis R Charnamire
Audio: Btr t cassette wnders
Automatic Corp 1290 Ave of the Americas New York N Y 10019 Tel (212) 922 5870 Ex 126219 Pres Milton B Cetland VP Sales Timothy A Cole Adv Mgr J P Lohman
Int'l branch: France
Audio: Automated cassette assembly modules may tamper manufacturing systems plastic molding systems complete tape duplicating systems & accessories (Distributor for Electro Sound & others) (SEE ADVERTISMENT)
Audio Tech Inc PO Box 5012 San Jose Calif 95150 Tel (408) 378 5586 Pres Robert Wbracht
Audio: Btr tr cassette & open reel high speed duplicators
Caset Audio 1035 Saticoy St North Hollywood Calif 91605 Tel (213) 875 1900 VP/Gen Mgr: W Moriya Mgr: Sales & Dir Jules S Sack
Audio: High speed tape duplicating systems high speed

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magnetic marketing

THE COMPLETE SOURCE FOR TAPE DUPLICATING EQUIPMENT & SUPPLIES

- High-Speed Duplicators
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- Quality Control Equipment
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- Low-Cost Labelers
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magnetic marketing

For over 16 years Magnetic Marketing has invented, manufactured, sold and serviced equipment and materials for the tape duplicating industry. Representing our own products and such well known equipment manufacturers as OTARI and SUPERSCOPE Magnetic Marketing can design and equip your entire plant tailored to your needs at great savings. Magnetic Marketing offers the best bulk prices on raw materials and can offer great savings on rebuilt and demo equipment.

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Cétéc sets the standards for the Industry.

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The Gauss 1200 series from Cétéc Audio is a completely flexible audio tape duplicating system that can be configured to fit almost any duplicating requirement. The Gauss 210 Master operates at 32 times the speed of the original recording. Its modular design allows the master to be coupled with 1 to 20 tape cartridge units for a highly productive duplication of over 4,000 copies of a 30 minute tape cartridge. Our exclusive 10MHz bias system assures less noise and distortion than any system on the market today. It's a system that guarantees maximum output per dollar invested. But more important, the duplicated product. YOUR PRODUCT, sets a standard for the industry. You don't have to take our word for it...your ears are our best salesmen.
For years high speed tape duplication has required two distinct operations. These are
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tape into individual cassettes. This type of equipment is costly and makes the overall
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The new Automated Cassette
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CASSETTE TAPE LOADER
with AUTOMATIC CASSETTE FEEDER

- Highest throughput per operator
- No adjustment for tape thickness
- Upgradable to cassette duplicator
- No need for external air or vacuum
- Handles pancakes of all sizes
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The new automatic cassette feeder is a simple add-on to any RecorteC Cassette Tape Loader. Our current customers may adapt their present loader to take advantage of this feature.

Cassette tape loaders for digital cassettes and U-matic video cassettes also available.

Pentagon Inds Inc. 4751 N. Ocotillo Ave., Chico, CA 95926 Tel: (916) 853-9646 Pres. Tom Horton Sales Mgr. James Dow

Product: Cassette labels
Polyline Corp. 1214 Rand Rd. Des Plaines III 60016 Tel: (312) 298-5300 Pres. John Karp

Product: Audio & video open reel & audio cassette boxes
Pony Label DRI see NJM Inc

Pony Pacer see NJM Inc


Product: Br & cassette labels, pressure-sensitive tape & carbon sealers, & hot glue systems. (SEE ADVERTISMENT)

Product: Pressure-sensitive labels & stickers

Branch: Los Angeles, Calif., Queens Envelope of California 23838 Pers. Box 90023 Tel: (213) 264-1101 VP Joseph Inluso

Product: Br & cassette labels boxes inserts slipcases & collars

Product: Corrugated cassette mailers & storage albums
Scandia Packaging Machinery Co., 180 Brighton Rd., Clifton, N.J. 07012 Tel: (201) 473-6100

Product: Packaging machinery for wrapping, cartoning labeling & shrink-wrapping. (SEE ADVERTISMENT)

Product: Cassette packaging machines. (SEE ADVERTISMENT)

Branch: Los Angeles, Calif., 1830 Glendale Blvd. Pers. Box 90026 Tel: (213) 660-3043

Product: Cartons & labels

Product: Audio & video Br & cassette labeling machinery
Stevenson Packaging Equip Co. Inc. 20434 Carson Blvd., Palos Verdes Estates, Calif. 90274 Tel: (310) 998-1512

Product: Audio & video shrink film packaging equip
Tape Taches see Blackbourn Inc.

RECORTEC, INC. 777 PALOMAR AVE. SUNNYVALE, CALIF. 94086 TEL: (408) 735-8821 TELEX: 910 339 9367
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dorf, Boonton, N.J., Bima Inc., 615 Birch St., Zip
07003, Tel: (201) 263-3310 Mgr., Ted Manheim.
Audio: Pre-cut tape splices (F.Splice for 8-tr., Splicen
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We are marketing a self-contained business with an unlimited profit potential.
Record & Tape Dealer & Supplies & Accessories

The key to the abbreviations following the company listings is: (M) Manufacturer, (D) Distributor, (I) Importer.

A S L Inds Inc (div of American Lighting Specialties Inc) 2045 E Mariposa Ave El Segundo Calif 90245 Tel (213) 640-0500 Pres Richard D Smith Mgr Dir Steve Silberman

Product: Carrying & storage cases (M)

A V Paragon see Universal Tape Corp

A V Tape Sales Corp 580 Sycamore Ave Englewood Cliffs N J 07632 Tel (201) 569-7000 Pres A F Ero Sales Mgr N J Chris M

Product: Tape carrying & storage cases head cleaners leader (M)

Action Leadcraft Inc 5340 E Harbor St Commerce Calif 90040 Tel (213) 728-1155 Mgr Dept Andy Levin

Product: Carrying & storage cases

Add n Suc see Royal Sound Co Inc

Advanced Ideas Inc 3132 N Natchez Chicago III 60634 Tel (312) 869-2044 Pres Nore Lebombots Sales Mgr Torn Kilty

Product: Cassettes carrying & storage cases

Advance Prods Co Inc PD Box 2178 1101 E Central Wichita Kan 67201 Tel (316) 263-4231 Pres & Gen Mgr William D Delkore Sales & Adv Mgr Paul Keck

Product: Carrying & storage cases

Adven Corp 195 Alvar St Cambridge Mass 02139 Tel (617) 661-9500 Pres Henry E Kloss Sales Mgr Francis L Reed Adv Mgr Fred Goldston

Product: Tape carrying & storage cases (M)

Am rhod PD Box 984 Akron Ohio 44309 Tel (216) 253-5592 Pres Steve Myers Mgr Mgy Gary McDonald

Product: Carrying & storage cases (Record-Mate Tape Movers) (M)

Alabama Paper Stock Co 610 S Temple Ave South Fayette Ala 35555 Tel (205) 932-6722 Pres Joe T Caugh

Product: Carrying & storage cases (M)

Albany Frames Inc 1485 Bashmore Blvd.. San Francisco Calif 94124 Tel (415) 467-4422

Product: Album display frame (SEE ADVERTISEMENT)

Ampex Corp 111 Lake Ave Tuckahoe N Y 10707 Tel (914) 728-1297 Pres Gerald Shirley Sales Mgr (M)

Product: 45 rpm adapters (M)

Amberg Co 1625 Duane Blvd Kankakee III 60901 Tel (815) 933-3351

Product: Carrying & storage cases (M)

Ampeg Corp Magnetic Tape Div 401 Broadway Redwood City Calif 94063 Tel 213-367-3307 Branches: Glendale Calif 500 Rodger Dr Zip 91201 Tel (213) 240-5000 Atlanta Ga 3135 Chestnut Ct Suite 101 Zip 30309-1076 Tel 304-451-7111 Elk Grove Village Ill 2211 Lunt Ave Zip 60001 Tel 312-553-6000 Bethesda Md 10715 Fernwood Rd Zip 20034 Tel (301) 530-8800 Hackensack N J 15 Commerce Rd Zip 07601 Tel (201) 489-7400-Abington Pa 947 Old York Rd Zip 19018 Tel (215) 687-6750 Dallas Tex 1615 Radial Dr Zip 75235 Tel (214) 637-5100

Product: Head cleaners & demagnetizers leader & splicing tape (M)

Ampeg Prod Inc 150 Fifth Ave New York N Y 10010 Tel (212) 243-1711 Cable TAPEXRON Trva 425233 Pres Manuel Koperman Sales Mgr Ralf Scharp

Product: Head cleaners (M) splicing & leader tape (D)

R B Antos Co Inc 1101 N Delaware St nchicago Ind 46202 Tel (317) 637-9282 Owner R B Antos

Product: Demagnetizers (Man D Mag) (M)

Antos Eng Inc 35 Hoffman Ave Hauppauge L I N Y 11787 Tel (516) 234-7000 Pres Alan E Lehman

Product: Cleaners clothes & brushes 45 rpm adapters head cleaners & demagnetizers inners leader & splicing tape (M)

Aspen Tel 4955 Jackson St Denver Colo 80211 Tel (303) 320-4445 Pres & Sales Mgr Sel Laks Adv Mgr K Davis

Product: Head cleaners & demagnetizers

Audio Accessories Co Inc 620 Pk Bway Av New York N Y 15010 Tel (212) 879-5998 Sales Mgr John S Maloney

Product: Head cleaners (AI) (M)

Audio Magnetics Corp 214 W 51 St Garden City Calif 90248 Tel (213) 532-9520 Pres Peter Hughes Customer Serv Dir Lynn Chisholm

Branches: Irvine Calif 2602 M Chevin Dr Zip 92602 Tel (714) 723-9670 New York N Y 2 Penn Plaza Zip 10001 Tel (212) 594-9400

In't branch: Canada Hong Kong Mexico Portugal Switzerland

Product: Tape carrying & storage cases head cleaners & demagnetizers leader & splicing tape (M) (SEE ADVERTISEMENT)

Auditorum Corp 1300 Ave Of the Americas New York N Y 10019 Tel (212) 587-5870 Telco 126419 Pres Milton B Gelfand VP Sales Timothy A Cole Adv Mgr J P Lehrman

Product: Head cleaners & demagnetizers leader & splicing tape (M)

In't branch: France

Product: Leader & splicing tape (SEE ADVERTISEMENT)

Audio-Sac see Sac-Allow

Audio-Technic U S Inc 333 Shawmut, Farltown Ohio 44313 Tel (216) 836-0246 Gen Mgr Jon R Kelly Mgr Sales Mgr Head Tape Prod Mgr Fred Nichols

Product: Cleaners clothes & brushes needles (M)

B & S S B Systems Chesh Dr Bedford Mass 01730 Tel (617) 271-4000 Pres Guenther Grutsch VP Sales & Mgr R Blank Natl Sales Dir Gerry Bimbenen Mgr Dir Jerry Mislany Branches: Melrose Park Ill 1800 N 30 Ave Zip 60160 Tel (312) 343-9112-Clinton N J 460 Col Ave Zip 07013 Tel (212) 473-8424-Dallas Tex 7250 Electronic Ln Suite 801 Zip 75220 Tel (214) 335-1484

Product: Open reel albums 8 & 10 cassette head cleaners

Ball Corp PD Box 5001. Muncie Ind 47302 Tel (317) 741-6100 Prod Mgr Steve Gersman Ass Mgr Prod Mgr Dennis Holmes

Product: Record preservation

Brand name: Sound Guard (SEE ADVERTISEMENT)

Bear Rat Prod Inc 1400 Axiell Troy Mich 48084 Tel (313) 549-2400 Pres. Kent Dasher

Product: 8 & cassette storage cases

Bib Accs (div of Revox Corp) 156 Michael Dr Syos set L I N Y 11781 Tel (516) 384-1900 Pres Colon Hammond Mgr Mgr Henry Roed

Product: Head cleaners splicing tape

Blackburn Inc 1821 University Ave S St Paul Minn 55104 Tel (612) 546-2782 Pres & Adv Mgr George G Shreve Sales Mgr Thomas F Sabon

Product: Carrying & storage cases (M)

Black Magic see Recor Corporation

Bowers Recr Steeve Co 5331 N Tacoma Ave Inlandemp ols Miss 46207 Tel (313) 525-4221 Pres Robert Bowres VP & Sales Mgr Charles H Kaufman

Product: Record carrying & storage cases (M)

W H Brady Co 2221 W Camdon Rd Milwaukee Wis 53201 Tel (414) 332-8100 Pres J E Larson Sales Mgr D R McGraw Prod Mgr John Arnold

Product: Splicing tape

C Box see CM Co

Capital Magnetics Prod (div of Capital Records Inc) 1750 N Vine St Los Angeles Calif 90028 Tel (213) 462-6268 TWX (910) 321-3723 Pres A P Cuma

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- Fits on wall, counter or floor.
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- Modular design.
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- Hi-density—maximum amount of tape in minimum space.

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DEVON DESIGN

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From Ball Corporation research into dry lubricants for aerospace applications came an exciting breakthrough in record care. Sound Guard* record preservative.

When applied to record surfaces, Sound Guard preservative puts on a microscopically thin film (less than 0.000005" thick) to protect against wear without loss of frequency response or fidelity.

The photos below, magnified 200 times, tell the Sound Guard story, dramatically.

Guard preservative with raves. Like Len Feldman in RADIO ELECTRONICS: "At last! The long-awaited record-care product has arrived. It preserves frequency response while reducing distortion and surface noise!"

And "...not only does Sound Guard lubricant inhibit the gradual increase of surface noise that occurs with repeated playings, but it actually decreases the severity of those annoying 'pops' and 'clicks' which are so familiar to record fans!"

Or B.V. Pisha's AUDIO review: "Its (Sound Guard's) effectiveness was beyond our greatest expectations."

For conclusive proof, we asked one of the most respected audio laboratories to test Sound Guard preservative for themselves.

Their results were astounding:
1. Sound Guard preservative increases the life of records by significantly reducing record wear.
2. It does not in any way degrade audible frequency response.
3. It significantly retards increases in surface noise and total harmonic distortion caused by repeated playings.
4. Records treated with Sound Guard preservative do not attract dust as readily as untreated discs.

Test market cities of Syracuse and Columbus are sold on Sound Guard.

We knew it worked, but would it sell? To find out we went to record and audio equipment stores in Syracuse, New York, and Columbus, Ohio.

Did it sell? In just 16 weeks, Sound Guard, which is a preservative, went from 0% to 34% share of the total record-care market in both cities. (That includes record cleaners, anti-stats, etc.)

Thousands who ordered direct are sold on Sound Guard.

In only 8 weeks, our ad running in audio magazines pulled in orders by the thousands for Sound Guard kits.

What's more, we're finding that people are already ordering refills. They're coming to us direct now. But from now on, our national advertising will send Sound Guard customers to you.

If you're sold on Sound Guard, here's how we'll help you sell it.

We'll be running 30-second national TV commercials on NBC's MIDNIGHT SPECIAL, along with 60-second radio spots in many markets. Both will feature demonstrations with THE TONIGHT SHOW's Doc Severinsen as our spokesman.

We'll also be advertising heavily in most audio magazines and directories as well as in SPORTS ILLUSTRATED. Besides advertising, you'll also be supplied with point-of-sale material, informational brochures, and test result booklets.

In June, Sound Guard representatives will be calling on shops and stores wherever records and audio equipment are sold.

If you'd like the name of your representative, or any other information about Sound Guard, write P.O. Box 5001, Muncie, Indiana 47302.

*Sound Guard is Ball Corporation's trademark for its record preservative. Copyright © Ball Corporation, 1976.
“If you can’t find it here, just ask for it.” —Jack Friedland

Our big catalog is full of record and tape care products you can offer under your own brand. And they’re all available at very competitive prices.

But Jack has a good suggestion. No catalog could begin to list all the items we’re able to supply. We’ve designed a lot of products during our 21 years of leadership in the audio accessory business. And we’ve got the engineering capability and manufacturing know-how to produce a new product to your own specifications. In fact, we may already have it on the drawing board.

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If we make it sound easy to get into the profitable record and tape care business, that’s because it is. Just call Jack Friedland at (516) 543-5200 or write: Robins Industries, 75 Austin Blvd., Commack, New York 11725.
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CLEAN SOUND — A Record Cleaning System that improves the quality of sound reproduction so dramatically that it will become a necessity right along with your customers' turntables and amplifiers. CLEAN SOUND not only removes dirt and residue from deep inside record grooves, it also restores the anti-static properties in every record by an exclusive ten ingredient solution formulation. After all, static and dirt are what diminish sound quality. The CLEAN SOUND System is completely self-contained in a designer storage case including easy-to-hold applicator and control-flow solution bottle. For display in your store there's a customer-stopping fixture that fits handsomely on counter or wall CLEAN SOUND. The component that's been missing.

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Charts, stars, new releases every week! If country is your business then Billboard is your magazine. We cover the country market like no other publication can, or does.

Billboard

Once, there was founded Adtees, a magnificent company by Sir Timothy of Thomasville. Adtees printed shirts using the colors of the gods. And the entire populace clamed themselves in Adtees wondrous garments announcing to the world their names and products and loyalties. Read the complete saga of Sir Timothy, learn about the evil Sir Ragbottom and discover more about the wondrous shirts. Write for his free catalogue and Ye T-Shirt Rate Schedule.

THE SAGA OF ADTEES

Gopher Prift Corp. PO Box 1812 Cornwall New York 12825 Tel (718) 882-9333 Prin. Warren Petruch Product: Display racks (M) Hamilton-Framing PO Box 399 Zip 45012 1600 Hemma Hamilton, Ohio 43311 Tel (513) 881-2144 Prin. John Schlegel Product: Display boxes display racks (SEE ADVERTISMENT)

Indust Prift Corp. 5007 W. Division St. Chicago 33 Tel (312) 370-8880 Prin. Peter P. Ball VP Larry Woodin Product: Display boxes display racks (SEE ADVERTISMENT)


THE SAGA OF ADTEES

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A new and creative way to display distinctive record albums in offices, lobbies, music or recreation rooms.

The Album Frame, available in natural teakwood, and other exotic woods, accommodates both single and double albums.

The Album Frame, first and only album wall frame, allows easy access to records from either top or side. Unique display effects are unlimited. An unusual gift or premium item.

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Anyplace there are ears to hear, we're there. CBS Records International, the fastest-growing record company on the face of the earth. We've got offices worldwide, and a roster of internationally successful artists, and we're making it happen in every major market in the world. Play us again—anywhere.

A world of music.
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AUSTRALIA

Population: 13,600,800
Rate of exchange: $1 US = 0.81 Australian dollars
Per capita income: $12,700
Holidays: January 1, January 26 (Australia Day), April 16 (Good Friday), April 19 (Easter Monday), April 25 & 26 (Anzac Day), December 25, December 26 (Boxing Day), all states except South Australia. December 27 (Queen's Birthday) & various regional holidays

RECORDS & TAPE

Average retail price per record: LP's $5.14, $8.69, singles $1.54
Average retail price per tape: 8-tr - $1.38, 3-cassette - $1.03
Stereo sales: 90% of total
Quadruphonic sales: 3% of total

Discounting: Frequent
Types of distribution: Manufacturer-to-retailer predominates
Large record-store chains have been expanding over the past year. Budget-priced records retained at railway stations, drug stores, filling stations and newsstands are becoming increasingly popular.

Type of promotion: Radio & television are the prime promotion media for records. Two popular music papers give strong back-up. With the quota of locally recorded product for airplay recently being increased to 20%, Australian made records will be more competitive to international product.

Jukeboxes: 4,000

RADIO STATIONS

No of commercial 18, no of government 93
Comment: The trend with both government-owned and commercial stations is to keep to individual programming such as MOR stations, rock stations, and country music stations

TELEVISION STATIONS

No of channels : 100 (government 52, commercial 48) Comments: American, English and some Continental shows are imported, with locally produced shows on the increase

International Music-Record-Tape Section

LICENSING ORGANIZATION, MUSIC
5 A D A C (Sociedad Argentina de Autores & Compositores de Musica), Laquelle 1547, Buenos Aires (Mechanical & performing rights)

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TAPE CUSTOM Duplicators
American Rec SACIFIA, Manuel Pea 2649-51, Buenos Aires Tel 701-2159/854 Cable AUTORRADIO Audio: B-tr, cassette, open reel
EP S A (Electrical Parts SACIF), Mexico 2835, Buenos Aires Tel 93-8316, 94-4509 Pres & Gen Mgr Laura Roma Casella Audio: B-tr, cassette, open reel
Phonogram SACIF, Moreno 2038, Buenos Aires Tel 48-7709/5524 Mng. Dir John Lear, Sales Mgr. Amecro Severini

supplies
CARTRIDGE & CASSETTE PARTS
EMPTY CARTRIDGES, CASSETTES & REELS
TAPE, BLANK LOADED

accessories manufacturers
American Rec SACIFIA, Manuel Pea 2649-51, Buenos Aires Tel 701-2159/854 Cable AUTORRADIO Product: Carrying & storage cases, catalg. servs., leader tape
C B S SACIF (Dioscor), Emilio More 1819, Buenos Aires Tel 922-4041 Pres. Juan Truden, Mgr Hecio Cuomo Product: Catalog servs.
Korotra Srl, Esmeralda 459, Buenos Aires Tel 392-2683
Elton John
Bernie Taupin
Kiki Dee
Kevin Ayers
Queue

Represented by

John Reid Enterprises
Congratulations to RVC, our youngest company.
(Birthday: Sept 21, 1975)

RVC CORPORATION
Affiliated with RCA and Japan Victor
1-7-8 Shibuya
Shibuya-Ku, Tokyo 150
Japan

President: Ichiro Okuno  Senior Managing Director: Tsuneo Nagano
International Music—Record Tape Section

Canada

Population: 23,000,000

Rice exports: 11,800 (Canadian)

Canada's music industry is growing, with a focus on domestic and export sales. Many Canadian record companies are expanding their reach internationally, particularly in the United States, where they are targeting ethnic and country music audiences.


Stereo sales: 1975: 99% of total.

Quadraphonic sales: 1% of total.

Record club sales: 5% of total.

Discos and nightclubs: 10% of all music consumption.

Type of distribution: Approximately 91% of all distribution is through independent distributors, 7% through record companies, and 2% through wholesalers.

Type of promotion: Radio and television are the main promotional tools used by Canadian record companies. They also use print advertising, in-store displays, and direct mail campaigns.

Sales are measured by the number of units sold, not by the value of the sales.

Canada's music industry is growing, with a focus on domestic and export sales. Many Canadian record companies are expanding their reach internationally, particularly in the United States, where they are targeting ethnic and country music audiences. Canadian record companies are also expanding their reach in other countries, such as France, Italy, and Spain, where they are targeting expatriate audiences and tourists.
Rush Music Corp., see AME Ltd.
Slavo Music Corp., see BMI.
Saxon Music Corp., see AME Ltd.
Saxton Music Co., see Chappell—Edwin H. Morris
Saxflow Music Corp., see BMI.
Sawahl Music, see BMI.
Saver Music Corp., see BMI.
Saxe Music Corp., see AME Ltd.
Scandia Music Co., see BMI.
Scalarama Music Corp., see BMI.
Sciae Music Corp., see BMI.
Schnaufer Music Corp., see BMI.
Scheer Music Pub (BMI), see Empire
Schenley Music Co., see BMI.
Scherer Writers Corp., see BMI.
Schied Music Co., see BMI.
Schleifer Music Corp., see BMI.
Schenk Music Corp., see BMI.
Schmulian Music Corp., see BMI.
Schrivfuger (BMI), see BMI.
Schwartz Music (BMI), see BMI.
Scheyfer Music, see BMI.
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Schwinn Music, see BMI.
Schwartzman Music Corp., see BMI.
Schwab Music Corp., see BMI.
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TAPE DUPLICATING & PROCESSING EQUIPMENT
Ampex, see McKean & Grabst Electronics Ltd
Canon, see Hoverock Ltd
Will Farrow Assocs Ltd, see Will Farrow Assocs Ltd
Hardman Inds Ltd, see Hardman Inds Ltd

BRAND NAMES: Ampex, Stencil

PRODUCTS: Magnetic tape duplicator, master reproducer

several used or new, products listed are for both records and tapes NTBAS.

ACCESSORIES Unless otherwise indicated, products listed are
for both records and tapes. The key to the abbreviations following the company listings is: (M) Manufacturer, (D) Distributor, (I) Importer.

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COSTA RICA

Population: 9,280,000
Rate of exchange: $1 (US) = 53.10 colón
Per capita income: $7,200

Holiday: January 1, January 6, March 29, April 4, May 10, June 11, July 1, July 2, August 3, September 15, September 19, October 12, November 15, December 25

• record & tape manufacturers/distributors/importers

Oropesa (Compañía Colombiana de Discos SA): Apdo: 308, San José
Corinna (Coro Nacional de Costa Rica): Apdo: 209, San José

TAPE CUSTOM DUPLICATOR

Index (Industria de Discos Centroamericana SA): Apdo: 4053, San José

Population: 1,200,000
Rate of exchange: £1 (UK) = 12.43 colón

Yasner (Aranáiz): Apdo: 20, San José

• supplies

TAPE BLANK LOADED

B & B (Bolivariana de la Industria del Mueble SA): Apdo: 52, San José

CZECHOSLOVAKIA

Population: 12,900,000
Rate of exchange: $1 (US) = 33.30 koruna

No. of homes with record players: 5,000,000
Holidays: January 1, May 1, August 25, November 15

• services

TAPE PROCESSING & PRESSING

CZECHOSLOVAKIA

Population: 12,900,000
Rate of exchange: $1 (US) = 33.30 koruna

No. of homes with record players: 5,000,000
Holidays: January 1, May 1, August 25, November 15

• services

TAPE PROCESSING & PRESSING

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Population: 12,900,000
Rate of exchange: $1 (US) = 33.30 koruna

No. of homes with record players: 5,000,000
Holidays: January 1, May 1, August 25, November 15
J  K  C  M u s i c ( J u k k a K u o p p a m a k i & C o )  ( T EO S TO ) .


FRANCE

Population: 52,510,000
Rate of exchange: 1 US$ = ¥ 4.75 francs
No. of homes with radio set: 108.9 in 100 homes
No. of homes with television set: 100.5 in 100 homes

RECORDS:
- Records exported to USA: 1975 = 168,642 units. 1976 = 204,835 units.

TAPE:
- Pre-recorded tape imported: 1974 = 787,090 units. 1975 = 762,945 units.
- Pre-recorded tape exported: 1974 = 15,063,622 units. 1975 = 10,212,945 units.

RAdio STATIONS:
- No of commercial: 6,000. No of government: 1,000. No of FM: 4,000.
- 75% of the population listens to the radio regularly. The majority of which listens to a specific type of program. One with the following shows: news programs, broadcast, 23% are pop music fans, 5% are classical music fans.

Tape & record stations:
- No of commercial: 3,000. No of commercial 2 (RIL/TMC)

IMPORT/EXPORT REGULATIONS:
- All imported records, cassettes and cassettes are subject to the French value added tax (33.7%).
International Music-Record Tape Section

Page 261
International Music-Record-Tape Section

France

GERMAN DEMOCRATIC REPUBLIC (EAST)

Population: 17,170,000
Rate of exchange: 51.61 (US$) = 2.5 Hammars
Par capita income: US$ 2,000


COUNTRY PROFILE

Please note that:
The music Publishing-Companies TUTTI CONTINENTAL & PIGALLE have merged to form: INTERSONG—PARIS

French Associate Companies:
Wha Wha Music - JIP Music
Paul Mauriat - Paris-Tree Music
Sikorski-France - Anglo-Pic-McCarty and Catalogues:
Amytthe Music - Mika Music
Yoschi Music - Madeleine Songs

6, avenue Franklin Roosevelt,
75008 PARIS—Tel. 225.65.70/225.37.85

The New French Duplicator of Cassettes

DUPILATION INDUSTRIELLE MAGNETIQUE
61, rue Chapell 92300 Levallois Perret
Tel: 757.2153/757.23.31 - Tél: 61121 F

PARIS

G E R M A N F E D E R A L R E P U B L I C (E A S T)

○ store fixtures & merchandising aids manufacturers

Glory Impression Cartronage, 7 Rue Louis Armand, 92604 Asnières Tel 790 82 31 Pres & Dr Gen Bernard Lecenia, Gen Mgr Dr Jean Baptiste Int Org, Dr Hery Zad
Audio: cassette & open reel
Video: 8 mm & El. open reels.

TAPE DUPLICATING & PROCESSING EQUIPMENT

Automatic Corp., 4 Rue Ficatier, 92400 Courbevoie Tel (01) 333 30 90, Tél 620282 Gen Mgr Serge Doubine
Home office: USA
Audio: Duplicating systems & accessories
Brand name: Electro Sound, Superscope
B A S (Compagnie Francaise), 140 Rue Jules Guesde, 92303 Levallois. Tél 393 32 22 Telex 62445 Comm 1 Dr Robert Kaplan, Sales Mgr, Pierre Guoumin
Door 17 Rue Feydeau, 75003 Paris Tel. 232 54 30
Brand name: Servo Sound
Philips, Électricaudacique Div., 64 Rue Camor, 92150 Sureilles Tél 309 62 70 82 60

○ accessories manufacturers

Automatic Corp., 4 Rue Ficatier, 92400 Courbevoie Tel (01) 333 30 90. Tél 620282 Gen Mgr Serge Doubine
Home office: USA
Audio: Duplicating systems & accessories
B A S (Compagnie Francaise), 140 Rue Jules Guesde, 92303 Levallois, Tél 393 32 22 Telex 62445 Comm 1 Dr Robert Kaplan, Sales Mgr, Pierre Guoumin
Door 17 Rue Feydeau, 75003 Paris Tel 232 54 30
Brand name: Servo Sound
Philips, Électricaudacique Div., 64 Rue Camor, 92150 Sureilles Tél 309 62 70 82 60

○ record & tape manufacturers/ distributors/importers

Brechtkopf & Haertel Musikverlag (VEB), Karlstr. 109, D-70110 Leipzig Tel (0361) 76 61 68-61 Deutsche Schallplatten (VEB), Rechtleutiger 1-5, 108 Berlin Tél (030) 12 21 50 07 01

○ music publishers

Brechtkopf & Haertel Musikverlag (VEB), Karlstr. 109, D-70110 Leipzig Tel (0361) 76 61 68-61 Deutsche Schallplatten (VEB), Rechtleutiger 1-5, 108 Berlin Tél (030) 12 21 50 07 01

○ services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Association of German Federal Musicians of the German Democratic Republic, Leipzigerstr. 26, D-1080 Berlin Tel 220 2051
National Committee of the International Music Council, Leipzigerstr. 26, D-1080 Berlin Tel 220 2777
New Reichsliste, Künstlervereinigung, Karlstr. 109, D-70110 Leipzig
Staatliche Kommission für Rundfunk (Radio & TV), Nalepstr. 18-50, D-1116 Berlin Tel 63 28 31

LICENSED ORGANIZATION, MUSIC

A W A (Anlass zur Wahrung der Aufführungsrechte auf dem Gebiet der Musik) Sonnleitnerstr. 134, D-1055 Berlin Tel 43 40 53, Gen. Dr Klaus Eisenbarth (Mechanical rights only)

Per capita income: 16,700
No. of homes with record players: 65%
Music: January 1, Good Friday, May 1 (Labor Day), Ascension Day, Whit Monday, November (Repenissance Day), December 25, 26

RECORDS

Records sold domestically including imports: LPs 1,975 — 68,900,000 units, 1974—64,600,000 units. Singles 1,835 — 38,350,000 units, 1974 — 38,500,000 units. Import sales LPs 10—10% of total. Records manufactured for domestic & export sales: LP's 1,975 — 43,175 — 46,300,000 units, 1974—48,600,000 units. Import records, blank & pre-recorded: imported from USA: 1975—13,471,353 units. Records exported to USA: 1975 — 1,656,019 units. 6,486,236, 1974—1,933,805 units. 8,150,180. Average retail price per record: LP's = 17.90 singles — 12.60 Stereo sales: 98% of total. Quadrifonic sales: 16% of total. Record club sales: 15% of total. Discounting: Rare

Type of distribution: Manufacturerto-retailer accounts for 75% of total sales monopolies to wholesaler-to-retailer & retail jobbing (there are 2 rack jobbers. Records Rack & Verlage) divide another 10%, and direct importing by retailers continues the remaining 15%. Total wholesale transactions have increased by 18% Export sales have reduced 8% Type of promotion: All radio and TV stations are important sources. Also, there are about 300 discoteques and 500 key publications. Eight radio stations have two weekly hit parades, three of the stations carry a monthly hit parade (Etwes Deutsche Musik, Deutsche Musik und die Woche). All stations are controlled by representatives of private organizations, government and the public.

Jukeboxes: 85,000

TAPE

Market: 8-9 car type sales are negligible in West Germany Cassette has an increased sale of 20% in sales and there has been a boom in blank cassette sales. Most cassette players are in cars. But 8-9% of sales still are recorded by English speaking artists. Twenty hit parades are broadcast every week

TELEVISION STATIONS

3 channels: 40

Comment: Twenty minutes of viewing time is allotted for commercials each day. Shows featuring music are 'Musik aus Studio' (ARD), 'Musikladen' (ARD), 'Star Parade' (ZDF), 'Disco' (ZDF), 'Hit Parade' (ZDF). Jazz on ZDF. Wunschkonzert.

Wolfgang Spahr

○ record & tape manufacturers/ distributors/importers

A M S: see Inimus
A M S Musica Sacra, see Schwann
Abacca, see Inimus
A bban e n o m m a t i o n s, see Berlin 31 Tel (030) 885 5653 Dr Maria Kopp, Wolfgang Maeder Prod rs. Andy Novello, Leena Pons, All Cider Branch: D-8400 Regensburg, Portnerasse Tel (0941) 56 15 31
Label: (Owned) Adim
Agi-Musik-Musikverlag, Kanerstr. 16, D-8400 Munich 2 Tel (089) 59 16 26 Label: (Licensed) Helle. (represented) Cinema Pue (USA)
Artist: Tonträger Vertrieb (EPC) (1P1) Brandenburgerstr. 50, D-1000 Berlin Tel (030) 885 5653 Dr Maria Kopp, Wolfgang Maeder Prod rs. Andy Novello, Leena Pons, All Cider Branch: D-8400 Regensburg, Portnerasse Tel (0941) 56 15 31
Label: (Owned) Adim
Albat, see EMI Electona Also, see CBS
Altea, see Aug
Des Alpes Schallplatten Produktion GmbH, Theodor Koerner Str. 7, D-8700 Wuerzburg Tel (0731) 7 38 48 12 86 Mgr Dr Hans-Dieter Dang
Labels: (Owned) Lilliput, Main, Pragmophon (distributed) Amani, Bello, Munktel, Melodie
Alpina Schallplatten GmbH, Amalienstr. 197, D-8000 Munich 19 Tel (089) 79 1 79 1 41 Mgr Dr Dieter Pieterse
Label: (Owned) m, red point
Altemann, see Thorsten
Aman, see Supreme & Des Alpes
Amano, see Himz Ull
Amayara, see Himz Ull & European New Jazz
Amigo, see Polibandy
Der Andere Song, see Hans Musik
Christian Anders Musikverlag & Production, Hoenertwitzstr. 20, D-8400 Munich 45 Tel (089) 36 53 56 66 Pres Christian Anders, Gen Mgr, Ann Busse (distributed by EMI Electona)
Labels: (Owned) Chander
Angel, see EMI Electona
Aquarius 2000, see Polyband

Polygram is a joint subsidiary of Philips' Gloeilampenfabrieken N.V. and Siemens AG. Each of the parent companies has a 50 per cent interest in the Polygram Group, which operates on a worldwide basis. Their co-operation in the music-business dates back to 1962, when they decided to exchange 50 per cent of their respective shares in N.V. Philips' Phonographische Industrie and Deutsche Grammophon Gesellschaft mbH.

Group Headquarters are in Baarn, The Netherlands and Hamburg, West Germany.

In 1972, a divisional organisation structure with Polygram B.V./GmbH as the management and holding company was established.

Within Polygram the two original music companies continue to operate under the names Phonogram International B.V. and Polydor International GmbH.

The Polygram Group, while active worldwide in recording, manufacture, and distribution of records and tapes, has diversified into different activities in the leisure field. Well known Group companies include Chappell and Intersong in music publishing, and Polydor and Polymedia in the TV, film, and video programme fields.

Polygram management has set up national Polygram organisations in the USA, France, the United Kingdom and Austria, whose task is to co-ordinate Group activities at national level.

Polygram Group companies operate with a considerable degree of autonomy in their respective markets in 31 countries.

WORLDWIDE
Aachen • Accra • Amsterdam
Athens • Barcelona • Baarn
Berlin • Bombay • Brussels
Buenos Aires • Caracas
Chicago • Copenhagen
Dublin • Frankfurt • Hamburg
Hanover • Hilversum
Hollywood • Hong Kong
Johannesburg • Kuala Lumpur • Lagos • Lisbon
London • Luxembourg
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Singapore • Stockholm
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As ASONA Tape Duplicating machines are built to run 24 hours a day, our one-year warranty is worth three times as much!
In Jazz Music:
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Ella Fitzgerald
Count Basie · Erroll Garner
George Shearing
Baden Powell
Milt Buckner
Monty Alexander
Albert Mangelsdorff
Bill Evans · Jim Hall
Jimmy Raney
Earl Hines
Joachim Kühn · Rolf Kühn
Volker Kriegel
Stephane Grappelli
Freddie Hubbard
Turk Murphy's Frisco Jazz Band
Joe Pass
Martial Solal
Clark Terry
Francy Boland Big Band

In Pop Music:
George Duke
Jigsaw
Singers Unlimited
Santiago · Candlewick Green
Tumbleweeds
Bata Illic · Cindy & Bert
Freddy Breck
Peter Rubin
Hot Honey · The Enid · Child
Richard Hewson
Pork Pie
R.B. & Company
Flair · Cathy & Lally Stott

In MOR Music:
Berry Lipman · Robert Stolz
Arno Flor · Pete Tex
Millionairs
Harold Falt
Jeff Conway
Tom Parker
Brandenburg Big Band
Erwin Lehn
Los Muchachos
Bob Stiltman

In Classical Music:
Elly Ameling · Arleen Augér
Hermann Baumann
Bartholdy Quartett
Gary Bertini
Pierre Boulez
Collegium aureum
Consortium classicum
Danzi Quintett
Jörg Demus
Dietrich Fischer-Dieskau
Malcolm Frager
Mirella Freni
Friedrich Gulda
Ingeborg Hallstein
Leopold Hager
Rudolf Kempe · Dieter Klöcker
Gustav Leonhardt
Edith Matthís · Lucia Popp
Hermann Prey
Pro Cantione Antiqua
Karl Ridderbusch
Peter Schreier
Tözer Knabenchor

The above list represents a selection of artists from our general catalogue.

BASF Aktiengesellschaft/Musikproduktion
68 Mannheim · Gottlieb-Daimler-Str. 10
(Germany)
**International Music-Record Tape Section**

**Advertisements and Sales Reports**

- **Television Stations:**
  - Corinnet see Panvar & Spirou Pirkis
  - Athenee see Plomanti
  - Comments: Programs include Greek, British and US serials.

- **Radio Stations:**
  - Of 22 numbers: AM 22, No. of FM 3.
  - Comments: Programs include Greek, British and US serials.

- **Television Stations:**
  - No. of channels: 22, 0% color.
  - Comments: Programs include Greek, British and US serials.

- **Record and Tape Manufacturers/Distributors/Importers**
  - Angel, see Email
  - Angelone, see Columbia-EMI
  - Astron, see Phonogram
  - Athens, see Greek
  - Boem, see Columbia-EMI
  - Borealis, see Columbia-EMI
  - CBS S Greek of Greece SA, PO Box 2533, 132 Taeov S (021) 322-517
  - CBS Recs of Greece SA, 18 Piraeus St, Athens T 021) 535-867
  - Notos, see General
  - Other programs are news reports, speeches, etc.

- **Price per tape:**
  - B 15, 70 cent.

- **Radio Stations:**
  - Tel: 021 611-608-006
  - Cable MINOSMAR. 5 633 603 615 529 Cable LYPHALLESA
  - CBS Records Co. Ltd, 11 Kriemostou St, Athens 134 Tel: (021) 232 212 301 (Importer/Exporter)

- **Music Publishers**
  - A&I, Panvar & Spirou Pirkis
  - B 15, 70 cent.

- **International Music-Record Tape Section**
  - Angelone, see Columbia-EMI
  - Athens, see General
  - Borealis, see Columbia-EMI
  - CBS S Greek of Greece SA, PO Box 2533, 132 Taeov S (021) 322-517
  - CBS Recs of Greece SA, 18 Piraeus St, Athens T 021) 535-867
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  - Notos, see General
  - Other programs are news reports, speeches, etc.

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  - CBS Records Co. Ltd, 11 Kriemostou St, Athens 134 Tel: (021) 232 212 301 (Importer/Exporter)

- **Music Publishers**
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**TAPE CUSTOM Duplicator**


**MUSIC PUBLISHER**


**SERVICES**

**ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS**


Asociacion "Alejandro Von Humboldt," 10 Calle 1-52, Zone 1, Guatemala City. 

Cefco-Confec-Viva, 36 Av. 1-39, Zone 7, Guatemala City.

Consejo Nacional de Musica de Guatemala, 3a Av. 4-61, Zone 1. Guatemala City. 

**DESIGN & ARTWORK**

**PRINTING & LITHOGRAPHING**

**PLATING & PRESSING**


**Manufacturers/distributors/importers**

[Detailed list of manufacturers, distributors, and importers along with contact information for each.]
HUNGARY

Population: 10,572,000
Rate of exchange: 81 (US$) = 230 forints
Per capita income: $1,564
No. of homes with record players: 400,000

Holidays: January 1, Easter Monday, April 4 (Liberation Day), May 8 (Victory Day), August 23 (Revolution Day), December 25, 26

SOURCES


Records sold domestically including imports: LP's 1975—76, 1979—80, 1974—71; units


Exports recorded from countries other than USA: 1975—79; 746,638 units, 1974—82, 739,013 units

Import sales: LP's 1975—71, 1974—80, 1973—71, units

Average retail price per record: LP's (classical) 86.35 florins, LP's (budget) 80.35 florins, single 10.70 florins

Stereo sales: 100% of LP's

Record clubs sales: 13.5% of total

Discounting: Rare

Type of distribution: Manufacturer to retailer

Type of promotion: Records are promoted through radio play Foreign companies may receive equal play on all wavelengths in approximately 20 languages.

Import/Export Regulations:

Imports can be imported only for Kultura—Hungarian Foreign Trade Co. Hungarian travellers abroad may import 20 records free of duty. Records arriving through post office will be free of duty up to 300 forints and are heavily taxed elsewhere. Western LP's are valued at $10.60 each.}

IMPRINT: Paul Gonye

Teddy Biscoff

groeco magnetics ltd. 12/175 gloucestcr Rd. Hon Kong Tel (5) 731948 Telex 83583 rep 8 b

groeco magnetics ltd. 12/175 gloucestcr Rd. Hon Kong Tel (5) 731948 Telex 83583 rep 8

Cartridge & Cartridge Parts

empty cartridges, cassettes & leads

E M I (Hong Kong) Ltd., 11 Fa Po St. 1St Fl. Yau Yat Tsuen. Kowloon Tel (5) 237845 Ming Dr. Leung Tatung Audio: cassette

TAPE CUSTOM DUPLICATOR

Crow Rd. 13, Kennedy Rd. 7Th Fl. Hon Kong Tel (5) 237845 Ming Dr. Leung Tatung Audio: cassette

TAPE, RAW & BLANK LOADED

E M I (Hong Kong) Ltd., 11 Fa Po St. 1St Fl. Yau Yat Tsuen. Kowloon Tel (5) 237845 Ming Dr. Leung Tatung Audio: cassette

accessories manufacturers

Hungarian Gramophon Recs. Vorosmarty ter 1 Budapest V Tel 328-787 (Distributed by Kultura)

Labels: (Distributed) Hungaroton, Pegas, Qualiton Hungaroton: see Hungarian Gramophon & Kultura

Kultura—Hungarian Foreign Trade Co. PO Box 149, Foe ucta 32, H-1389 Budapest Tel 159-450 Pres Paul Korina, Gen Mr Joseph Szabo, Sales Mr Joseph Meszaros

accessories manufacturer

Hungarian Gramophon Recs. Vorosmarty ter 1 Budapest V

labels: (Distributed) Hungaroton, Pegas, Qualiton

Kultura—Hungarian Foreign Trade Co. PO Box 149, Foe ucta 32, H-1389 Budapest Tel 159-450 Pres Paul Korina, Gen Mr Joseph Szabo, Sales Mr Joseph Meszaros

Product: Catalog serve

ICELAND

Population: 220,000
Rate of exchange: 1,000 ISK = 172.42 krona
Per capita income: 13,440

Holidays: January 1, Easter Monday, May 1 (Labour Day), Whit Sun, June 17 (National Day), December 25 (Anniversary of Independence), December 26, 27

Records, record blanks & pre-recorded media imported from USA: 1975—$244,952, 1974—$212,178

record & tape manufacturers / distributors / importers

International Music Record Tape Section

470 Madison Ave., New York 10017

International Music—Record Directory
ITALY

Population: 55,586,000
Rate of exchange: 1 (US) = 840 lira
Per capita income: $1,243

AIRWAYS:飛行機

Holidays: January 1, January 6 (Epiphany), March 19 (St. Joseph's Day), May 1 (Labor Day) May 23 (Ascension Day), June 2 (Anniversary of the Republic), June 13 (Corpus Christi), June 29 (St. Peter & Paul), August 15 (Assumption), November 1 (All Saints Day), November 4 (Reconciliation Day), December 8 (Immaculate Conception), December 25, December 26 (St. Stephen's Day)

RECORDS
Records sold domestically including imports (retail value): LP: 1975 - 13,000,000 units, 1446,400,000. 1976 - 12,000,000 units, 1538,751,000. EP: 1975 - 320,000 units, 338,000,000. 1976 - 290,000 units, 334,500,000. Singles: 1975 - 21,000,000 units, 215,000,000. 1976 - 15,000,000 units, 155,000,000.

Radio sales: 93% of total
Radio club sales: 5% of total
Discounting: Frequent
Type of distribution: Manufacturer-to-wholesaler-to-retailer system predominates, but some major companies have switched to the manufacturer-to-retailer system. After three years. Rack Italiana has abandoned its operation as the only rack jobber in the nation.

Type of promotion: Continuing direct mail toll free Commercial stations (300 radio, 10 television) have just been legalized and offer great promotional capabilities.

Discos are good promotional media. Trade and popular periodicals are also used to advertise tastethrough. TV stations devote about 98% of their programs to music.

Jukeboxes: 20,000

TAPE:
Market: Cassettes are preferred. Most 8-track recordings are sold for automobile decks. Open reel sales are insignificant. Payment accounts for an estimated $2,000,000 in sales.

Pre-recorded cassettes (retail value): 8-track: 1975 - 13,241,000 units, $1,157,600,000. 1976 - 12,704,000 units, $1,028,000,000. Cartouche: 1975 - 6,800,000 units, $444,800,000. 1976 - 8,186,000 units, $539,020,000.

Blank tape sold domestically (retail value): Cassettes 1975 - $1,170,000. 1976 - $2,020,000.

Average retail price per record (including 12% VAT): LPs - 8 - 16, singles - 11.55

Stereo sales: 93% of total

IMPORT / EXPORT REGULATIONS: No regulations. No of government 3, no of commercial FHA 300 Comment: Music is programmed for 70% of the total broadcasting time on national radio. Some commercial stations devote about 98% of their programs to music.

TELEVISION STATIONS: No of channels: 2 government, 10 commercial Comment: Very little time is given to music. Color transmission is in process.

IMPORT / EXPORT REGULATIONS: No restrictions. No of government 3, no of commercial FHA 104 Comment: Music must be paid on imports from all countries currently. The only way to help stabilize a fluctuating rate of exchange. 50% of the payment owed for import is held on deposit for 90 days without interest by the bank of Italy.

Germano Rucineto
International Music-Record Tape Section

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Tel: 314 170-318222


Page 286
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ROBERTO MURolo
NIrI ROsso
PENNY MCLEAN
TWO MAN SOUNd
BLACK BLOOD
MINO REITANO
GILLA SSO
NANNI SVAMPA etc.

and we wish to thank our distributors in:

Argentina: SICAMERICANA S.A.
Brazil: FERMATA DO BRASIL
Canada: GLOBAL RECORDS
France: PATHE MARCONI
Germany: HANSA MUSIKPRODUKTION
Greece: MUSIC-BOX
Greece: FEDERAL RECORDS
Japan: YONEBABE
Mexico: DISCOS Y CARTUCHOS DE MEXICO
Netherland & Belgium: BASART
Portugal: VICOR TRINDADE
Poland: PALOBLA S.A.
Switzerland: FINSTERWALD & CANTACUZENO
Turkey: YASEF ALGISOFA
U.S.A.: LITTLE RECORDS

Venezuela: BASF VENEZOLANA

for a SPLENDID YEAR.

we wish to thank the artists:

Argentina: SICAMERICANA S.A.
Brazil: FERMATA DO BRASIL
Canada: GLOBAL RECORDS
France: PATHE MARCONI
Germany: HANSA MUSIKPRODUKTION
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Rim Ed Musicali (SIAE), Piazza Patti 1/3, 20122 Milan Tel. (02) 871 370 881 815 Cable: MARIART
Affiliate: Ed Musicali Mini
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Roosevelt (Ed.), see RCA
C. A. Rossi Group Ed (SIAE), Via Barletta 11, 20141 Milan Tel. (02) 53 92 251
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Ruggimenti Ed. (SIAE), Via Curo Immacolato di Maria 10/A, 20141 Milan Tel. (02) 84 90 283
S.C.A. S.p.A., Anelli 2, 20127 Milan Tel. (02) 688 4423 1248
Saar Srl (SIAE), Viale di Porta Vercellina 6, 20123 Milan Tel. (02) 437 190 490 1701 Pres. Walter Gurtler
ASR G. Socini
Affiliate: Mas (SIAE)
San Giusto, see Guerrini
Santa Cecilia Ed Musicali Srl, see Arion
A Schroeder Music of Italy Ltd., Via Quintiliano 49, 20138 Milan Tel. (02) 50 84
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Affiliates: Ed Musicali Eliseo. IMI (International Music of Italy) Srl (both SIAE)
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Billboard 1976-1977 International Music-Record Directory Page 301
From an old photograph we have discovered, that music isn't dead yet and we are doing our best to keep it alive.

**General Manager: Tony Tasinato**

Petersburg 1920. Concert of factor sirens & steam whistles, Gastev and Mayakovsky.

**JAMAICA**

**Population:** 2,000,000

**Rate of exchange:** 41 (US) = 0.69 Jamaican dollars.

**Per capita income:** $690

**Holidays:** January 1, May 23 Labor Day, June 8 (Queen's Birthday), September 19 (Liberation Day), December 27 (Public Holiday) & all Christian holidays.


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6-17, 3-chome Aobadai Meguro-ku, Tokyo 153 Japan
International Music Record-Tape Section

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Canyon Rec. Inc., World Trade Center Bldg., 2-4-1
Hamarikyu-cho, Shinagawa-ku, Tokyo 105 Tel: (03) 435-4317 Gen. Mgr: Eiji Ozawa, Sales Mgr: Tetsuya Seij (Distributor/Importer)

Label(s): (Owned) Aard-Vark, Canyon, NAV

Coeal (Japan) Ltd., Hibiya Park Bldg., 1-8-1 Yuraku-cho.
Chiyoda-ku, Tokyo 100 Tel: (03) 271-5861 Gen. Mgr: Louis G. Barbas. (Distributor/Importer)

Im'ti reprs: featured: Durium (Italy), Ranwood (USA)


D G, see Polydor

Denon, see nippon Columbia


Labels: (Owned) Amnon, Discamore. Im'tri repr, USA (Shinda)

Discamore, see Disco Co.


Doughnut, see Toshiba-EMI

E E M, see Toshiba-EMI

Ester Wind, see nippon Phonogram


Labels: (Owned) Al, Elec. Kvo. URC

Elektra, see Warner-Pioneer

Elephant, see Royal

Epic, see CBS/Sony


Labels: (Imported) soul, rock & jazz LP's from all major European and some minor labels, primarily from the USA

Express, see Toshiba-EMI

Five Nores Music Corp., 5-18-11 Daizawa, Setagaya-ku, Tokyo 155 (Distributor/Importer)

Flying Dog, see Varese

Fontaine, see nippon Phonogram


France, see nippon Columbia

G & G Sound Corp., 3-15-15 Itomi, Higashigaku, Nagoya 461 Tel: (03) 923-3456. Pres: Yoshiro Tanahashi (Importer)

Clare, see Victor


Harvest, see Topum

Hekidor, see Polydor


International Rec. Inc., Japan, 1-21-1 Dogenzaka, Shibuya-ku, Tokyo 150 Tel: (03) 484-5089 Cable: INTERREC. Gen. Mgr: Toshiyuki Tanaka. (Distributor/Importer)

Label(s): (Imported) Amadeo (Australia), Charlm (France), Melodia (USA), Donjon (Hungary), all labels (USA)

Iquad, 6 Minami-chome,Nishii, Sapporo 064. Tel: (011) 24-7001 Rep: Seiuro Iwasaki (Distributor)


Japan Soul Agency, Mena Co-Gp, 1-13-18 Gohoukuji, Setagaya-ku, Tokyo 154 Tel: (03) 426-4333. VP Sales: Kazuo Akimoto. (Distributor/Importer)

Juju Gaku, 3-21 Hashish Kanda, Chiyoda-ku, Tokyo 100 Tel: (03) 293-6471 Rep. Shun Kurata

K-Tel Int'l (Japan) Ltd., 2-1-8 Shinobamachi, Chuo-ku, Tokyo 104 Tel: (03) 274-4391 Rep: Tetsuro Iida, Exec. VP Raymond Kives, Gen. Mgr: Shogo Ishii, Sales Mgr: Shigeo Tachae.

Home office: USA

Keytone Denchu, Ibukiwa Bldg., Hikaridake, Chiyoda-ku, Tokyo 102 (Distributor/Importer)

Kzza Trading Co. Inc., 1-7-9 Aoyama Minam, Suginami-ku, Tokyo 168 Tel: (03) 583-5476, 311-1882 Cable: KIZKAINC. Mgr: Arata Yamamoto. (Importer)

Labels: (Exported) Major jazz & rock labels & soundtracks


Labels: (Owned) Crown, (licensed) A&M (USA), Barclay (France), Decca (UK). 20th Century (USA), United Artists (USA)

Im'tri reprs: Australia (Festival), Brazil (Atagayla), France (Compagnie Phonographique Francaise, Societe Francaise du Son), Hong Kong (Hong Kong King Yoko), Israel (Unaes), Mexico (Son Am), Spain (Maya), USA (London, Vanguard), Venezuela (Favexica). (SEE ADVERTISEMENT)

Kit, see nippon Columbia


Kvue, see Elect

Kunihara Gakki, B Nij, Asashikawa, Hokkaido Tel: (0166) 235-2626 Rep, Mie Kunihara (Distributor)

Kyutomo-Oniku Senyo, 5-2-4 Nakatsuk, Fukuoka-shi 866 Tel: (092) 29-0117, Rep. Kasumi Inouchi (Distributor)

Lilac Shojo, 30 Kawaii-machi, Niban-cho, Minami-ku, Osaka 542 Tel: (06) 783-6332 Rep. Toshiko Hanakame.

Lotus City Co. Ltd., 3-22 San Nomihcho, Ikutaku, Kobe 650 (Distributor)

Lucky Shoko, 2-4-1 Iwamoto-cho, Chiyoda-ku, Tokyo 101 Tel: (03) 881-7134 Rep Saburo Takeda (Distributor)

M G M, see Polydor

Maxim, see Royal

Mercy, see nippon Phonogram

Mim-Chan, see Royal

Minorphone, see Tokuma

Music Trading Co Ltd, Mawa Bldg, Sakuragawa, Shibuya, Nishikubo, Minato-ku, Tokyo 105 Tel: (03) 504-2525. (Distributor/Importer)

Branch: Osaka, Tel: (06) 382-7148

Mushroom, see Alfa

Music Masters Japan, 3-2-5 Azabu, Minato-ku, Tokyo 106

Home office: USA

N A V, see Canyon

Nippon Columbia Co Ltd (IPF), 4-14-1 Akasaka, Minato-

Labels: (Owned) Columbia, Denon Kit (licensed) AEC (USA), Aspne (USA), Alvares (France), Andia-Eurodisc (Germany), Bruno Waterloo Society (USA), Budulah (USA), Baeernreiben-Musicaofin (Germany), Canaste (Germany), Cassopse (France), Chant du Monde (France), Claudius (Germany), Concert-Disc (USA), Courente/U.S.A (USA), Da Camera (Germany), Eurodisc (Germany). Everest (USA), Ex Libris (Switzerland), Festival France), Folkways (USA) GRC (USA), Harmonia Mundis (France), Hopawo (Spain), Inrul (France), Karma Sutra (USA), Melody (USSR), Mondorad (USA), Montfort (USA), Moulooy (France), Mus (USA), Musiccallera (Germany), Musidisc (France), Muza (Poland), Ornis (USA), Peerless
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SAYONARA
(English Words)

SAYONARA my old old hometown
the place where I was born and bred
in no time, so quickly I have become a man
Now I must say SAYONARA to my
(old old home) town

The seasons come and go

(Time) Life is like a merry-go-round
Life goes on from beginning to the end
Time goes on from beginning to the end,
around around and around
We must say SAYONARA and Good-byes.

SAYONARA my sweet sweet memory
the one who Loved me, yesterday,
and I Loved her so in no time, so quickly I have become a man
Now I'll find my way to tomorrow and a new life

(repeat two times)

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Eclipse, see Decca.

Elastic, see Music.

Faas, see Phonogram.

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Karousel, see Phonogram.

Life, see Hup Music.

London, see Decca.

London/AD, see Decca.

London Globe, see Decca.

M G M, see Phonogram.

Mercury, see Phonogram.

Music for Pleasure, see EMI.


Labels: (Owned) Elastic, (Represented) Fantasy (USA), Prestige (USA), United Artists (Germany, UK, USA).

O'Steen Lyons, see Decca.

Parlophone, see EMI.

Pathé, see EMI.

Porgia, see Phonogram.

Philips, see Phonogram.


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Polydor, see Phonogram.

Polyphon, see Phonogram.

Quilateral, see Decca.

Reged, see EMI.

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Verve, see Phonogram.

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MEXICO

Population: 58,120,000.
Rate of exchange: $1 (US) = 12.48 pesos
Per capita income: $400.
No. of homes with record players: 2,850,000.

Holiday: January 1, February 5 (Promulgation of the Constitution), March 21 (Birthday of Benito Juarez), May 1 (Labor Day), September 16 (Independence Day), October 12 (Columbus Day), November 20 (Anniversary of the Revolution), December 25.

RECORDS:
Note: The following data from Amprofon member companies represents about 80% of the total market.
Records sold domestically (retail value): LP's 1975-77 677,000 singles; EP's 1975-77 2,000,000.

Records, record blanks & pre-recorded media imported from USA: 1975-77 7,316,120; 1974-1,019,964.

Records exported to USA: 1975-76 67,600 units; 1974-5,769,537.

Average retail price per record: LP's 13.84; EP's 7.12; singles: 4.40.

Stereo sales: 60% of total.

Quadraphonic sales: 3% of total.

Record club sales: 3% of total.

Discounting: Rare.

Type of distribution: Manufacturer-to-retailer system predominates. One rack jobber, 4 one stops & 1 club account for the remainder of the distribution.

Type of promotion: Radio & TV concerts are the most important.

Jukeboxes: 65,000.

**TAPE:**

Market: Cassette market is growing rapidly.

Note: The following data from Amprophon member companies represents 80% of the total market.

Tape sold domestically (retail value): 8-tr 1975-72,000; cassettes 1975-142,000.

Average retail price per tape: 8-tr $1.85; cassettes $4.20.

Import Sales: No pre-recorded tape is imported.

**STATIONAIRY:**

No. of commercial 718; no. of government 22; 676 AM, 64 FM.

**TELEVISION:**

No. of channels 57; 13 government, 44 commercial, 100% in color.

Marvin Fisher

---

**record & tape manufacturers/distributors/importers**

A M G, see Fonomat.


Action, see Coro.

Advanced, see AudioVision.

Angel, see EMI-Capitol.

Archiv, see Polycord.

Arcorís Musical, see Coro Musical de Tijuana.

Avinet, see Mexicano.


Anotes, see Audiovision.

Artexun, see AudioVision.


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Panamus SA, Calle Dos 11-8, Naucalpan Tel: (905) 567-0638/1619. Pres.: Alberto Gutti Sidoyac; Gen. Mgr.: Casimiro P. Flores O.

**Labels**: (Owned) Panamusc, Solic (BRANDED) Avenue of America (Canada), Caristine (France), Chona (France), ITP Tonband (Germany).

Peerless SA (Fabrica de Discos) (IFI). Manolo Cardenas 201, Mexico 17, D.F. Tel: (905) 545-7125. Pres.: Heinz Kleinekopf; Sales & Areguin: Gen. Mgr. Peter Utlich; Promo & Export Mgr.: Octavio Rubio; PR Dir: Guillermo Arag
e

**Labels**: (Owned) Eco, Peerless, (represented) Azteca (USA), Decca (France, Italy). Del Valle (USA), Deram (UK), EMI (France), EMI (Spain); Indica (Costa Rica), London (UK), MAM (Ecuador), Orix (Ecuador), Palacio (Venezuela), Richardon (USA, SGC, Sunco, USA) and Wachif (USA), Telefunken (Germany), Threshold (UK), Turnabout (USA), Virgin/Prix. Vox (USA)

**Int'l reps**: Argentina (Families), Chile (Philips), Colombia (Fuerzas), Costa Rica (Indica), Dominican Republic (Guarachita), Ecuador (Fabrica de Discos), Japan (Nippon Columbia), Peru (El Virado). Portugal (Radio Triunfo), South Africa (Coronet), Spain (Colombia), USA (Musical Tapes, Sunshine), Venezuela (Palocesta de los Musicas).

Pageso, see Discos de Oro.

Philips, see Polydor.

Polydor SA de CV. Av. Miguel de Quevedo 531, Mexico 20, D.F. Tel: (905) 554-1422. Cable: GRAMMOPHON Mng. Dir: Luis Bela Talamanca; Comm. Mgr. Enrique de Noriega S.

Home office: Germany.

**Labels**: (Owned) Archiv, Belart, DG, Fontana, Helidor, Karussell, MCM, Mervyn, Philips, Polydor, Spectrum, Vertigo, Verve, (represented) Anita (USA), Cube (UK), Island (UK), Kama Sutra (USA). Sales USA.

**Int'l reps**: Guatemala (Diosc), USA (Miami fccs). Worldwide (PolyGram group). SEE ADVERTISEMENT

Premier, see Mexicanos.

Premier: (Brazil), see Fermata.

Producciones Musicales SA, Xochicalco Nte. 38-1, Mexico 12, D.F. Tel: (905) 530-6595. Gen. Dir. Reuel del Valle.

**Label**: El Drip.

Promari SA, Angel Urrea 428-B, Mexico 12, D.F. Tel: (905) 569-7924. (Distributed by Fonomat)

**RCA** SA de CV. Av. de Culihualac 2519, Mexico 16, D.F. Tel: (905) 527-8020. Pres. & Gen. Mgr.: Louis Coutellou; Sales Mgr.: G. Infante.

**Labels**: (Owned) Camden, RCA.

**Int'l reps**: Bolivia (Pre-Disco), Colombia (Sononix), Dominant Republic (Cebie), Ecuador (Fadila), El Salvador (Gioeio), Jamaica (Fernax). Panama (Disco de Panama), Peru (Fabricantes Tecnico Asociados). Puerto Rico (Kelvinator Sales), Trinidad (International SE Co). Uruguay (American Frods), Venezuela (Cordia).

**RGE**, see Fermata.

Raff, see Cane.

Rainbow Music, see Centro Musical de Tijuana.

Redova, see Coro.

Regia, see SonArt.

Ria (Discos). Norte 75, No. 2537, Mexico 16. D.F. Tel: (905) 399-2779.


Sarpe, see Malibu.

Sarpehoph, see EMI Capitol.

Sol, see Panamusc.

Som/Major, see Fermata.

**SonArt** SA (Disco). Lago Hiemlar 28, Mexico 17, D.F. Tel: (905) 531-8100. Pres. & Gen. Mgr.: Teodoro Manescon Olavarritez; Comm. Mgr.: bernardo Gonzalez Bernaldiez.

**Labels**: (Owned) SonArt. Oega. Rep. (represented) Dinna (Peru), Discophen (Spain), Fonica (Guatemala), Imperial (Venezuela), Inofesa (Peru), Japan (Japan), Kudabany (USA), Melvets (Argentina), Tel (Colombia). Tropical (Colombia). Vega (France), Victoria (Colombia).

**Int'l reps**: Colombia (Tropical), Guatemala (Fonio (Industrial)), Peru (DINSA). SEE ADVERTISEMENT


**Labels**: (Owned) Colibri, Libekul, Magneno. Spectrum; see Polydor.

Stereo Star, see Fonomes.

Studio, see Mexicanos.

Sultana, see CBS/Columbia.

Tone, see Industria Oruguiana Mexicana.

Trebol, see MusArt.

Vertigo, see Polydor.

Verve, see Polydor.

X E V, see Discos de Oro.


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**music publishers**

Aberbach SA de Mexico, see Greder.

Acapulco Music SA, see Ediciones.


Alfa Music, Pires Teolocurcia 452, Col. Mextico, Mexico D.F. Tel: (905) 578-730-1211. Mgr: Mesa Tenara Beltran de Franco.

Amac, see PHAM.

Arca Musical SA, see Germain.


Bon-Collazo Ed. Musicales Acor. Administration of Correos 1, Mexico 1, D.F. Mgr: Jose A. Collazo Gomez.


Int'l firms representado: Behnre (USA), Colombano Int'l de Musica (Colombia), Consorcio de Ed. Musicales Parana (Peru), Walt Disney (USA), Sam Fox (USA), Notable (USA), Alfredo Porreto (Argentina), Portable (USA), Sipamter (USA), Larry Spier (USA), Wonderland (USA).

Int'l reps: Argentina (Alfredo Porreto), Colombia (Colombano Int'l de Musica, Ecuador (Sedram). Perú

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**HECTOR MENESES**

**DISCOS Y CARTUCHOS DE MEXICO**

LAGO CHALCO 122 MEXICO 17, D.F.
Emrah SA, see Mexicania de Mexico.

Face (Promotor) (BMI), Revillagigedo 96-211, Mexico 1, 0, O, Tel. (905) 538-5321. Gen. Mgr. Heriberto Acevedo Mendoza.


Int'l firms represented: AWB-Corllion (USA), Beat (Italy), CAM (Italy), Coctis (USA), Eurovox (Belgium), Far Out (USA), Frablik (Italy), Garrett (USA), Hispavox (Spain), Interval (Belgium), Promo (USA), Senor (USA), Superbyte (USA), Synth (France). Televis (Italy).

Tequile (USA); Valentinue (Belgium), Walden (USA).

Int'l repr.: Portugal & Spain (both Hispania). (SEE ADVERTISEMENT).


Int'l firms represented: Irving Berlin, Handy Bros., T.B. Hanna, MAM, Edward B. Marks, G. Schirmer, A. Schroeder (pl USA).

Int'l reps.: Germany (Rudolf Steck). Spain (SGAE), USA (Golden Sands). (SEE ADVERTISEMENT).


Guitarra (Eds. Musicales), Xilo 50, Mexico 16, O, O, Tel. (905) 572-4549. Or. Lalo Alberto San Martin.


Int'l firms represented: Artemis (Netherlands). Carlin (U.K., Egram (Cuba), Kama Sutra (USA). Kaskat (USA), Ten East (USA), Verona (Netherlands).

Int'l repr.: Argentina (Korn), Brazil (Intersong), Germany (Intersong), Italy (Alliana, Ezeeda). Spain (Fontana, UK), UK (Intersong). USA (Interstong Balinda).

Joventa (Ed. Musical), Tonala 194-G, Mexico 7, O, O, Tel.
GET MOVING IN MEXICO

GREVER INTERNATIONAL, S.A.

ABERBACH DE MEXICO, S.A.

GOLDEN SANDS ENTERPRISES, INC.

HAH! RECORD MARRIAGE

Mexicanas de Musica SA de CV (Ed.) (Edim), Av. Cuilhuacan 2519, Mexico 16, D.F. Tel: (905) 559-1833/1740/1586 Mgr. Mario Friedberg

Affiliated firm: PIM SA

Affiliates: Campan SA, Cefuma SA, Emoth SA. Milla Music SA

In't firm represented: ATV (USA), Associated (Australia), Boliviana (Bolivia), Branco (Brazil), CAM (USA), EDAMI (Argentina), Eden (USA), Ediça (El Salvador), Eurosport (Brazil), Famous (USA), Ed-Arm (Philippines), E.B. Marks (USA), New Music (Belgium), Oras (Ecuador), Promusica (Colombia), Uninumusica (Venezuela), Universal (Spain), Victor (Japan)

In't reps.: France, Germany, Italy, Spain (all RAC), Argentina (Relay), Canada (Sunbury/Dunbar), UK (Sunbury), USA (Sunbury/Dunbar)

Maximus SA, Adolpho Prieto 1427-8, Mexico 12, D.F. Tel: (905) 559-1833/1740/1586 Mgr. Mario Friedberg

In't firm represented: Alpina (USA), Anve (USA), Anon (USA), Copyright Serv. Bureau (USA), Nemperor (USA), Sweden Music (Sweden)

Milla Music SA, see Mexicanas de Musica

Ivan Moguil Lateina SA de RL, Adolpho Prieto 1427-8, Mexico 12, D.F. Tel: (905) 559-1833/1586/1740

Miano Friedberg

Home office: USA

In't firm represented: Avo-Embassy (USA), Avemib (USA), Black Oak Arkansas (USA), Bop (USA), Bowling Green (USA), Chrysalis (UK), Dark Horse (Netherlands), Ganga (Netherlands), Harvard (USA), Lady Casey (USA), Notas Magicas (Spain), Round Town Sounds (USA), Salmo (Spain)

In't reps.: Spain (Ivan Moguil, Notas Magicas)


In't reps.: Mexico (Munoz), Brazil (Mundo Musical), Costa Rica (Mundo Musical), Ecuador (SADRUM), Peru (Edimusa), Venezuela (Mundo Musical), worldwide (April / Blackwood)

Musica de Mexico (BMI), SACM, Esca 26A, Mexico 19, D.F. Tel: (905) 515-3590/6484. Pres. & Gen. Mgr. Oscar A. Jimenez

Affiliate: 2-19-Mexico (SACM)

In't Reps.: Germany (Melodia der Welt), Spain (GAEM)


Musicales & Representaciones Int's/1SA (Eda), see EMIRSA.

Municipal Rights de Mexico SA, see Grever

Musicales SA (Ed.), Calle Carracci 64, Mexico 19, D.F. Tel: (905) 563-2800. Gen. Mgr. Rafael Facchini Gonzales; Comm 1 Mgr. Juan Camarena

In't firm represented: Bleu Blanc Rouge (France), Dundees (USA), Manguina (Brazil)

Orfeon SA (Ed.), Av. Universidad 1273, Mexico 12, D.F. Tel: (905) 534-60-54/50-52

P A M (Promotoras Hispana America de Musica) SA, Manzana Escuela 35, 2nd fl., Mexico 17, D.F. Tel: (905) 545-8885. Gen. Mgr. Rafael Facchini Gonzales; Comm 1 Mgr. Juan Camarena

In't firm represented: Aristoc (France), Dundees (USA)

Orfeon SA (Ed.), Av. Universidad 1272, Mexico 12, D.F. Tel: (905) 534-3486. Pres. & Gen. Mgr. Alfredo Marcelo SA

Affiliated firm: Eds. Mexicanas de Musica SA de CV.

Planeacion Musical SA, see Cemina.

Presias, see Promociones & Ediciones.

Productores Independientes de Mexico, see PIM

Promociones & Ediciones Int's/S.A (Predas), Manzana Escobedo 201, Mexico 17, D.F. Tel: (905) 545-7215.

Pres. Henz Klunkwitz

In't reps.: Brazil (Eurospor), Colombia (Edimusa), Spain (Gananciones del mundo), USA (Golden Sands)

G. Ricordi & Co., Inc., Pasadena de la Reforma 481-A, Mexico 5, D.F. Tel: (905) 555-7256/7451. Contact: Eduardo Ballestero

Rimo SA (Ed.), Lago Chaco 122, Mexico 17, D.F. Tel: (905) 750-1459. Pres. Ignacio Morales Perez; Mgr. Humberto Rios Valdez
Tape, Blank Loaded
Ampe de Mexico SA de CV, Div. Del Norte 1832 Col. Portales, Mexico D.F. Tel. (55) 532-5126 529-3675
Audio: Cassette & open reel

TAPE, COMPACT DISC

Mexicoanos (Discos) S.A./Orfeon Videovos S.A. Albo Blanco 26, San Bartolo, Naucalpan Tel. (55) 567-4935

Radio Stations

Netheerland's International Music Record Tape Section

Promofon (Promotora Fonografica) Calle de la Colina 25-B Quito 11, Gabriel Gonzalez de la Q

TAPE CUSTOM DUPLICATORS

Audio: Cassette & open reel


Recordings

viaccessories manufacturers

Audio Devices de Mexico SA de CV, Div. del Norte 132 Col. Portales, Mexico D.F. Tel. (55) 532-5126 539-6870 Audio & video: Recorders, reproduction, duplicators

Store fixtures & merchandising aids manufacturer


Jukebox Importer

Audio Devices de Mexico SA de CV of the name 132 Col. Portales, Mexico D.F. Tel. (55) 532-5126 539-6870 Audio & video: Recorders, reproduction, duplicators

Tape, Bulk Raw


Brand name: Audiotape

Audiotape, see Audio Devices de Mexico SA de CV

Audio: Cassette & open reel


Tape, Duplication Equipment

Ampe de Mexico SA de CV PO Box 1977 Col. del Norte 132 Col. Portales, Mexico D.F. Tel. (55) 532-5126 539-6870

Audio & video: Recorders, reproduction, duplicators

Successful Carrying & Storage Cases, Cleaners, Cloths & Brushes, 45 R.P.M. Adapters, Head Cleaners & Demagnetizers

Tape, Cassettes

C B S /Colombia I S A., Av. 16 de Septiembre 784 Naucaalpan Tel. (55) 567-7733 Pres. Jose Manuel Villarreal P. VP. Armando de Llano Arana Int'l affiliate: USA
Audio: Cassette & open reel


Tape, Digitalizing Equipment

Ampe de Mexico SA de CV, Div. del Norte 132 Col. Portales, Mexico D.F. Tel. (55) 532-5126 539-6870

Audio & video: Recorders, reproduction, duplicators

Tape, Polyethylene Bags

C B S /Colombia I S A., Av. 16 de Septiembre 784 Naucaalpan Tel. (55) 567-7733 Pres. Jose Manuel Villarreal P. VP. Armando de Llano Arana

Product: Display racks

Stickpacks

C B S /Colombia I S A., Av. 16 de Septiembre 784 Naucaalpan Tel. (55) 567-7733 Pres. Jose Manuel Villarreal P. VP. Armando de Llano Arana

Product: Display racks

Tape, Blank Loaded

Ampe de Mexico SA de CV, Div. Del Norte 1832 Col. Portales, Mexico D.F. Tel. (55) 532-5126 529-3675
Audio: Cassette & open reel

Tape, Polyethylene Bags

C B S /Colombia I S A., Av. 16 de Septiembre 784 Naucaalpan Tel. (55) 567-7733 Pres. Jose Manuel Villarreal P. VP. Armando de Llano Arana

Product: Display racks

Netherlands

Netherlands

International Music Record Tape Section

Promofon (Promotora Fonografica) Calle de la Colina 25-B Quito 11, Gabriel Gonzalez de la Q

TAPE CUSTOM DUPLICATORS

C B S /Colombia I S A., Av. 16 de Septiembre 784 Naucaalpan Tel. (55) 567-7733 Pres. Jose Manuel Villarreal P. VP. Armando de Llano Arana

Product: Display racks

Netherlands

International Music Record Tape Section

Promofon (Promotora Fonografica) Calle de la Colina 25-B Quito 11, Gabriel Gonzalez de la Q

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Product: Display racks

Netherlands

International Music Record Tape Section

Promofon (Promotora Fonografica) Calle de la Colina 25-B Quito 11, Gabriel Gonzalez de la Q

TAPE CUSTOM DUPLICATORS

C B S /Colombia I S A., Av. 16 de Septiembre 784 Naucaalpan Tel. (55) 567-7733 Pres. Jose Manuel Villarreal P. VP. Armando de Llano Arana

Product: Display racks

Netherlands

International Music Record Tape Section

Promofon (Promotora Fonografica) Calle de la Colina 25-B Quito 11, Gabriel Gonzalez de la Q

TAPE CUSTOM DUPLICATORS

C B S /Colombia I S A., Av. 16 de Septiembre 784 Naucaalpan Tel. (55) 567-7733 Pres. Jose Manuel Villarreal P. VP. Armand
LOOKING FOR BLANK CASSETTES ???

Not just a C 60 or a C 90, but a C 12 or a C 78 or any other ‘odds.’

We manufacture all lengths you can possibly think of.

Our custom computer controlled loaders, our high precision cassettes, EMI X 1000 Dynamic Tape and our highly skilled personnel will do the rest.

Let us handle your cassette problems, with Magnetronics you won’t have any.

Please call or write: MAGNETRONICS b.v.
12 de Wetstraat
Arnhem, HOLLAND
(085) 229123

Made with Dutch Perfection

LEADERS IN 'ODDS'
International Music-Record-Tape Section

Home office: USA
Audio: Duplicating heads

TAPE, BLANK LOADED
Charles Bos & Charles Amsterdam Tel (020) 44-13-77
Pres W. H. Haerens, Gen Mgr H. M. Briers
Audio: Bn & cassettes
M I Holland Produktion BV, Tulpenkade 1, Haarlem Tel (032) 21-93-80
Magnetronics BV De Westraat 12, Anhem Tel (028) 25-21-31 Dir Alfred van der Gie (SEE ADVERTISEMENT)

accessories manufacturers
Charles Bos, Menega 51 Amsterdam Tel (020) 44-13-77
Pres W. H. Haerens, Gen Mgr H. Briers
Audio: Bn & cassettes
Product: Recording cassettes & storage cases catalog serves; cleaners, clothes & brushes 40 rpm adaptors
 needy
Polydy BV Veringa Staatlaan 36, Ryswyk (079) 70-76-00 Gen Mgr Everett Garriev Prod Mgr Nico van Bienen Mgr Bob Spits Sales Mgr Jan Zandstra
Product: Cleaning & storage cases cleaners, clothes, 15 rpm adaptors
Magnetronics BV De Westraat 12, Anhem Tel (028) 25-21-31 Dir Alfred van der Gie (SEE ADVERTISEMENT)

store fixtures & merchandising aid manufacturers
Charles Bos, Menega 51 Amsterdam Tel (020) 44-13-77
Pres W. H. Haerens, Gen Mgr H. Briers
Product: Tape display stands
Polydy BV Veringa Staatlaan 36, Ryswyk (079) 70-76-00 Gen Mgr Everett Garriev Prod Mgr Nico van Bienen Mgr Bob Spits Sales Mgr Jan Zandstra
Product: Display stands

NEW ZEALAND
Population: 3,106,000
Rate of exchange: 1 J $1.05 NZ dollar
Per capita income: 19,400
Holidays: January 1. April 26 (Anzac Day) Good Friday Easter Monday June 5 (Queen's Birthday) October 25 December 26

RECORDS
Records: record blanks & pre-recorded media imported from USA: 1975-250,175,000
Records exported to USA: 1975-1,833 units 16,462 1975-520,000
Type of promotion: Hot List a monthly magazine. It's New Zealand's only music periodical. It is distributed nationally and supported with advertising from all New Zealand record companies

Ave. retail price per record/ LP: 9.50 (JS) 9.90 singles (JS) 11.90

TAPE:
Average retail price per tape. Cassette - (JS) 10.90

record & tape manufacturers/distributors/ importers
Allied Int Inc Rec Ltd (FPS), 110 Mount Eden Auck Tel 1 689-977 Cable GROVEO Telex 2359 Hauraki MGR/President:俊
Labels: (Owned) Salem (represented) Arch (Germany), Argo (UK), Candide (USA), DG (Germany), Polydor (Poland), Supraphon (Czechoslovakia), Turnabout (USA) Vov (USA)

Direction Dist Ltd (FPS) No 112 Albert St Auckland Tel 731-275 Cable Disk IMPACT Telex 13415 GIBERG USA Dist Mgr Thomas, Gen Mgr Gen Mgr Tony C. Mora Sales Mgr Ben Bergendahl
Labels: (Owned) Direction (licensure) Bellsaphon (Germany), CMC International (USA) Capricorn (USA) Casablanca (USA) EMI Music Export (UK) Kudu (USA) Sonet (Sweden, UK)


**Music Publishers**

Amne Bendiks A/S, Ostedalgaten 1, Oslo 6 Tel: (02) 67-67-90 RecordDir: Arne Bendiksen
Gen. Mgr: Philip A. Knute
Affiliate: EuroNett Norsk AS, Postboks 42, Korsvollen, 33. Oslo 8 Tel: (02) 23-14-88

**Supplies**

Carl Wammuth Forlag, see Norhk Musikforlag

**Services**

**Associations & Professional Organizations**

Norwegian Composers Society, Klingsberggate 5 Oslo 7 Tel: (02) 67-18-00

**Licensing Organizations, Music**

Norwegian Composers Society, Klingsberggate 5 Oslo 7 Tel: (02) 67-18-00

**Plating, Processing & Pressing Plants**

**Printers & Lithographers**

Amne Bendiks A/S, Ostedalgaten 1, Oslo 6 Tel: (02) 67-67-90 RecordDir: Arne Bendiksen
Gen. Mgr: Philip A. Knute
Affiliate: EuroNett Norsk AS, Postboks 42, Korsvollen, 33. Oslo 8 Tel: (02) 23-14-88

**Tape & Record Manufacturers & Distributors/Importers**

AMF, see A. M. Finny

**Supplies**

**Cartridge & Cassette Parts, Cartridges & Sleeves**

Centor Corp, see Centor Cartridge Co.

**Jackets & Sleeves**

Eurosleeve, see EuroSleeve

**Labels**

Polyethylene Bags, see Polyethylene Bags

**Accessories Manufacturer**

Norhed Kassett, see Norhed Kassett

**Music Publishers**

Ed Muscial of Panam-Sam (I.B.) Ltd., Calle 14, No. 46, Panama 4 Tel: 23-8665

**Design & Artwork**

Discos de Panama SA, Calle 14, No. 46, Panama 4 Tel: 23-8665

**Plating, Processing & Pressing Plant**

Ismenos (Dicos), see Ismenos

**Printers & Lithographers**

Discos de Panama SA, Calle 14, No. 46, Panama 4 Tel: 23-8665

**Tape & Record Manufacturers & Distributors/Importers**

AMF, see A. M. Finny

**Supplies**

**Cartridge & Cassette Parts, Cartridges & Sleeves**

Centor Corp, see Centor Cartridge Co.

**Jackets & Sleeves**

Eurosleeve, see EuroSleeve

**Labels**

Polyethylene Bags, see Polyethylene Bags

**Accessories Manufacturer**

Norhed Kassett, see Norhed Kassett

**Music Publishers**

Ed Muscial of Panam-Sam (I.B.) Ltd., Calle 14, No. 46, Panama 4 Tel: 23-8665
POLAND

SUPPLIES

CARTRIDGES & CASSETTE PARTS

EMPORT Electronics Corp. 708 Aurora Blvd. Quezon City Tel 70 05-88 70 16-66 Cable SOUND (Distributor/Importer)

Brand name: Teac

ENVELOPES & MAILERS

Mareno Inc. 131 Del Monte Ave. Quezon City 30 Tel 35-45-26 Cable VILADREP Pres Jose Villar VP & Gen Mgr Lus P Villar

Musicord Inc. 131 Del Monte Ave. Quezon City 30 Tel 33-24-40 Cable VILADREP Pres Jose Villar VP & Gen Mgr Lus P Villar

Vicc Music Corp. Vccor Bidg. 708 Aurora Blvd. Cubao Quezon City Tel 70 40-81 Cable VILADREP Pres Orlando R Ilocan Mgr Vicente del Rosario Jr. VP Plant Ricardo del Rosario

PRICE LIST

Population: 33,690

Rate of exchange: 1 (US) = 20 (phils)

Per capita income: 6150

Holidays: January 1, Easter Sunday, (Labor Day)

RECORDS

Records sold domestically: LP's 1975 = 2.560,000 units 1976 = 2.497,000 units 1977 = 2.450,000 units

Records imported from countries other than USA: 1975 = 800,000 units 1976 = 1,168,000 units 1977 = 1,040,000 units

Average retail price per record: LP's = 13-60 = 15 Gs (=20) singles = 10 Gs

STORE FIXTURES & MERCHANDISING AIDS MANUFACTURERS

Empire Int. 1 20 Box 957. Dynastry Cinema Blvd. 827 831 Rizal Ave. Santa Cruz Manils 27 37-94 27-42 30 Cable EMMEC

Brand name: Elex

TAPE DEPRAGUING EQUIPMENT

Empire Electronics Corp. 708 Aurora Blvd. Quezon City Tel 70 05-88 70 16-66 Cable SOUND (Distributor/Importer)

Brand name: Ampex

ACCESSORIES MANUFACTURERS


Brand name: Scotch

TAPE TRANSPORT MANUFACTURERS

Empire Electronics Corp. 708 Aurora Blvd. Quezon City Tel 70 05-88 70 16-66 Cable SOUND (Distributor/Importer)

Brand name: Ampex

PORTUGAL

LICENSING ORGANIZATIONS, MUSIC

Agencia Automusica. ul Hipoteca 27 60-70 61 (Mechanical & performing rights)

Limit: 8,740

Rate of exchange: 1 (US) = 30 88 escudos

Per capita income: 2,500

No of homes with record players: 850,000

Holidays: January 1, April 25 (Portugal Day), May 1 (Workmen's Day), October 5 (Republic Day), October 6 (Camoens Day), December 1 (Independence Day), December 25 various religious days and Carnival

RECORDS

Records, record blanks & other pre-recorded media imported from: USA: 1975-1166 264 1976-1591 692

Records exported to countries other than USA: 1975 = 160,000 units 1976 = 47,000 units

Average retail price per record: LP's = 18-40 E.P.'s = 10-20

Record club sales: 1% of total

Discounting: Rare

Type of distribution: Manufacturer-to-retailer, but most of the manufacturers prefer to sell to their own retail shops, mainly in Lisbon, Porto and Coimbra

polandsupplies.png
**TELEVISION STATIONS:** No of overseas

**IMPORT/EXPORT REGULATIONS:** There is a 9% duty and 30% tax on all imports from EFTA and EEC countries. 30% duty and 30% tax on imports from USA and the rest of the world.

**record & tape manufacturers/ distributors/ importers**


Belcher (Disco) Ltd. Rua Consciencia 74. Porto Tel. 498041

**labels:**

- **Owned:** Belter. Olympyo. Sael
- **Represented:** Belter, Olympyo, Sael.
- **Distributed:** Belter, Olympyo, Sael.
- **Licenced:** Belter, Olympyo, Sael.
- **Distibuted:** Belter, Olympyo, Sael.
- **Sponsored:** Belter, Olympyo, Sael.

**home office:** Spain

**services**

**ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS**


**music publishers**

**design & artwork**

Valentim de Carvalho C. S. Rua Nova do Almada 95-99 Porto Tel. 2 360701 Co Pres. Dr. Maria da Graça B. Porto Tel. 2 360701 Co. Pres. Dr. Maria da Graça B. Porto Tel. 2 360701 Co. Pres. Dr. Maria da Graça B. Porto Tel. 2 360701 Co. Pres. Dr. Maria da Graça B.

**licensing ORGANIZATION, MUSIC**


**PLATING, PROCESSING & PRESSING PLANTS**

Valentim de Carvalho C. S. Rua Nova do Almada 95-99 Porto Tel. 2 360701 Co Pres. Dr. Maria da Graça B. Porto Tel. 2 360701 Co. Pres. Dr. Maria da Graça B. Porto Tel. 2 360701 Co. Pres. Dr. Maria da Graça B.

**TAPE CUSTOM Duplicators**

Valentim de Carvalho C. S. Rua Nova do Almada 95-99 Porto Tel. 2 360701 Co Pres. Dr. Maria da Graça B. Porto Tel. 2 360701 Co. Pres. Dr. Maria da Graça B. Porto Tel. 2 360701 Co. Pres. Dr. Maria da Graça B.

**supplies**

TAPE, BLANK & LOADED Audio Magnetics Corp. App 72. Caetana do Tejo 12


**Radio Trudano Ltd.**


**home office:** Spain

Valentim de Carvalho C. S. Rua Nova do Almada 95-99 Porto Tel. 2 360701 Co Pres. Dr. Maria da Graça B. Porto Tel. 2 360701 Co. Pres. Dr. Maria da Graça B. Porto Tel. 2 360701 Co. Pres. Dr. Maria da Graça B. Porto Tel. 2 360701 Co. Pres. Dr. Maria da Graça B.

**music publishers**

**design & artwork**

Valentim de Carvalho C. S. Rua Nova do Almada 95-99 Porto Tel. 2 360701 Co Pres. Dr. Maria da Graça B. Porto Tel. 2 360701 Co. Pres. Dr. Maria da Graça B. Porto Tel. 2 360701 Co. Pres. Dr. Maria da Graça B. Porto Tel. 2 360701 Co. Pres. Dr. Maria da Graça B.

**licensing ORGANIZATION, MUSIC**


**PLATING, PROCESSING & PRESSING PLANTS**

Valentim de Carvalho C. S. Rua Nova do Almada 95-99 Porto Tel. 2 360701 Co Pres. Dr. Maria da Graça B. Porto Tel. 2 360701 Co. Pres. Dr. Maria da Graça B. Porto Tel. 2 360701 Co. Pres. Dr. Maria da Graça B. Porto Tel. 2 360701 Co. Pres. Dr. Maria da Graça B.

**TAPE CUSTOM Duplicators**

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**supplies**

TAPE, BLANK & LOADED Audio Magnetics Corp. App 72. Caetana do Tejo 12


**record & tape manufacturers / distributors / importers**


Labels (Owned): Electrocard (licensed) B&A UK) CBS (France) (CBS-Sony) (Japan) Steiner (France) (Sony Germany) PIP, Philips (Switzerland) Poly (Italy) Studia 33 (Netherland) Transworld (Switzerland) Tronya (USA)

**services**

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS


A M I (Amazon Importers) "Arts and Musical Instruments" Bir. Eșcăpăt 9 Sect. 1 Bucharest Tel: 13 41 72 57. Agn. Astra 24 Bucharest Tel: 13 57 75.


**record & tape manufacturers / distributors / importers**

**store fixtures & merchandising aids manufacturer**


Product: Display racks, divider cards

** TAPE**

Pre-recorded tapes manufactured 1974 -150,000 Units. Autocopy recorded tape per tape. Pre-recorded tape 15 35. Blank ± 10 26

Combustion and extrusion equipment imported, but plans are being made to construct a plant for full domestic manufacture

**radio stations**

No of stations (6/7/74): 25

Comment: Radio Bucharest broadcasts three different programs nationwide: Program 1 is mainly light and folk music, Program II mainly classical and Program III (stereotone) mainly light and pop. Live music concerts broadcasted no more than 10% of the total programming. Anglo-American music takes first in popularity especially among the young people. Fifty per cent of the music played over the air is of either English or American origin. The Program 3 is reserved for music especially classical concerts.

**television stations**

No of channels: 2

Comment: The two studios are located in Bucharest. There are only the city and its suburbs. Color TV is in the planning stage. Over twenty per cent of the programming is reserved for music especially classical concerts.

**international music-record tape section**

**romania**

Population: 2 236 000

Rate of exchange: 1$US = 7.47 Singapore dollars

Per capita income: 125.18 Lira

Holidays: New Year's Day, Hana Raya Puasa (2 days - Malay Religious Festival during New Year), Thaipusam (Tamil New Year), Han Raya Hap (Malay, New Year), Malaysian National Day (August 13) Vesak Day (Buddhist Festival), Christmas Day

Records exported to USA: 1975 - 589 502. 1976 - 531 916

Records, record blanks & pre-recorded media imported from USA: 1975 - 923 599. 1976 - 1319 316

**record & tape manufacturers / distributors / importers**

Ace of Clubs, see Decca

Amit臝he, see Avon

Airport (licensed)

ABCD, see United

Bab-Ba-Brat, see EMI

Black Eagle, see Black Eagle

Brooks Co. (Singapore) see United

Columbia, see Columbia

Doubles, see Decca

Eagles, see Eagles

Echo, see Echo

Epo, see Epo

Eugene, see Eugene

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**store fixtures & merchandising aids manufacturer**


Product: Display racks, divider cards

**record & tape manufacturers / distributors / importers**

Avon, see Avon

Black Eagle, see Black Eagle

Brooks Co. see United

Columbia, see Columbia

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**record & tape manufacturers / distributors / importers**

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**Muiscpiece Publ.* (SAMRO NORM) 1 Albert St Johannesburg 2001 Tel (11) 833-1486 Cable: DAVEYJR Mgr Dr. Ralph Simon Drs, Clive Calvert, Nat Bregman Promo Exec
Sabel Rec Co (Pty) Ltd. PO Box 5373, Johannesburg 2000 Tel (11) 28-8692 Cable: AZTEC Mgr Dr. Robin Taylor

**TAPE CUSTOM Duplicators**
Disc Jockey Music Co. Pvt Ltd 24 Nicholson St, Denver, Johannesburg 2001 Tel (11) 22-4371 Mgr: Tommy Lennon. Gen Mgr: Ken Tabito
Audio: B r. casserete
MM Inds (South Africa) Pty Ltd. PO Box 11254 32. Steel St. Steelheadale 2009 Tel (11) 18-0320 Cable: SOUNDBOX Mng Mgr R. W. Nicholas Technical Dr. Paul Street
Gallo (Africa) Ltd. PO Box 6216 Gallo Centre, Kerk & Goud St. Johannesburg 2000 Tel (11) 28-2400 Cable: GALLOPHONE Promotions

**Supplies**
EMPty CARTIDGEs, CAStESSES & REELS
Disc Jockey Music Co. Pvt Ltd 24 Nicholson St. Johannesburg 2001 Tel (11) 22-4371 Mgr: Tommy Lennon Gen Mgr: Ken Tabito

**SPAIN**
Population: 25,220,000
Rate of exchange: 11 US = 67.8 pesetas
Per capita income: # 1,384.72
No. of homes with record players: 2,310,000
Holidays: January 1 (circumcision of the lord), January 6 (epiphany), March 19 (St. Joseph Day), May 1 (labor day), June 9 (st. Peter & Paul day), July 15 (national day), July 25 (the revelation of the lady of tiznit, december 21 (columbus day), November 1 (all saints day), december 25 (christmas) other christian holidays.

**Labels**
Antena Pres Tel. PO Box 64531 18:20 New Gosh Cater. Johannesburg 2000 Tel (11) 24-1127 Exec. Distributor

**Accessories**
The Turntable (Pty.) Ltd., Carlton Centre, 26 upper level Johannesburg Tel: (11) 23-67910 Mgr: Dennis & Dr. Derek Hannah

**Licensing Organizations, Music**
N M R O (South African music rights org. in Southern Africa Ltd.) PO Box 541 Johannesberg Tel (11) 18-0320 Mgr: W. F. Fraser

**Recording Promotions**
Entertainment Mgrs: M. Mgrim. PO Box 899 Johannesburg 2000 Mgr: Dr. Ralph Simon. Promotion Exec. N. R. Nicholas

**Radio Stations**
No of commercial 202, no. of government 36, no of AM 95, no of FM 54
Comment: The cadena SER radio network program music for 80% of its total output. In 1974 AM & FM stations which play the same records many times a day using the same songs. Supercardi & the popularity chart los 40 Principals The charts are 2% recorded & 3% live. The types of music played are: 50% Spanish (folk), 30% classical (8%), and jazz (2%).

**Television Stations**
No of stations: 7, 335 TV.
Comment: Both channels are commercial & government owned. There is little musical programming, seven or eight hours a week including classical music. License fees involve high customs taxes.

**Import/Export regulations**
Record & tape exportation is free. Record importation requires special import licenses. Therefore it is cheaper to manufacture than to import. License fees involve high customs taxes.

**Sheet Music Jobber/supplier**
Music Sales Africa (Pty) Ltd. PO Box 3519. Durban, M. Trabelius

**Services**
ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS
Association of the Southern African Phonograph Industry PO Box 53022, Johannesberg 2001 Tel (11) 83-846 Cable: W. F. Fraser

**Publishers**

**International Music-Record-Tape Section**
Musicpiece Publ. (SAMRO NORM) 1 Albert St. Johannesburg 2001 Tel (11) 833-1486 Cable: DAVEYJR Mgr Dr. Ralph Simon Drs, Clive Calvert, Nat Bregman Promo Exec
Sabel Rec Co (Pty) Ltd. PO Box 5373, Johannesburg 2000 Tel (11) 28-8692 Cable: AZTEC Mgr Dr. Robin Taylor

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Association of the Southern African Phonograph Industry PO Box 53022, Johannesburg 2001 Tel (11) 83-846 Cable: W. F. Fraser

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jaio, jeanette, joan manuel serrat, juan pardo,
luis aguilé, l.e. auto, manolo galvan,
maría del mar bonet, micky, miguel bose, nubes grises,
peret, rita pavone, rosa león, tony ronald.

Paco de Lucía
Nº 1 de la guitarra flamenca
presents its
última producción
Almoraima

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LOS DIABLOS • MANOLO OTERO • DYANGO
VICTOR Y DIEGO
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on the Polydor world-wide label

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Danny Daniel
Noel Soto
Bro Rios Blues
Los Pilos
Daniel Velazquez
La Reserva
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AT LAST! SPAIN HAS THE GROUP
IT WAS WAITING FOR

«CON EL VIENTO»


### SURINAM

Population: 410,000

Rate of exchange: 51 (US$) = 1.76 guilder

Pascal inc.: 51

Holidays: January 1: Good Friday, April 30: Ascension Day, Thursday, July 1: Decoration Day

Record imports & pre-recorded media imported from USA: 1975-1985: D34 1976: 2704, 1975: 1478

### SWEDEN

Population: 8,760,000

Rate of exchange: 40 (US$) = 4.4 krona

Per capita income: 16,250


### RECORDS

Records sold domestically: LP: 1975, 1,130,000 units (1,330,000 in 1976), 78s: 1,220,000 units (1,705,000 in 1976), 45s: 1,970,000 units (1,800,000 in 1976), 7" singles: 1,320,000 units (1,330,000 in 1976)

Records, record blanks & pre-recorded media imported from USA: 1975-1976: 1,270,000 units (1,380,000 in 1976)

Average retail price per record (LP: 100, 45s: 10, 78s: 10)

Sales rates: (100,000)

Discounting: Frequent

Type of distribution: Manufacturers to major system predominates. There are three major rack packers (Grumann which is owned by the industry. Tonino AB, and Polyphone AB which together comprise about 15% of the market.

Type of radio: Government controlled radio and TV are the prime media for the promotion of recorded music. Newspapers, magazines, which run posters and advertisements are also significant.

### TAPE

Market: There is practically no Brian Eno. Cassettes dominate the market. Sales increase approximately 85% from 1972 to 1975, but are still only 15% of album sales.

### RADIO STATIONS

### TELEVISION STATIONS

### record & tape manufacturers /

### distributors / importers

### services

**DESIGN & ARTWORK (rec. only)**

**DIRECT MAIL SERVICE**

**INDEX & CATALOGUE (rec. only)**

**RECORD PROMOTION**

Murphys Rec Co PO Box 2380 Kvarntorp Tel 335 3390-6839 Owner & Gen Mgr: Mansour Mohamed Hassam Sales Mgr: Sadjad Mohamed Hassan Mgr Mgr: Muhaid Mohamed Mogoub

### accessories

### stores fixtures & merchandising aids manufacturer

Murphys Rec Co PO Box 2380 Kvarntorp Tel 3355 3390-6839 Owner & Gen Mgr: Mansour Mohamed Hassam Sales Mgr: Sadjad Mohamed Hassan Mgr Mgr: Muhaid Mohamed Mogoub

### Producer Record

**Record carving & storage cases, rec. catalog serv., cleanyes clothes, brushes, 45 rpm adaptors**

**Record boxes rec. display racks rec. divider cards**

### INTERNATIONAL MUSIC-RECORD TAPES SECTION

### Billboard 1976-1977 International Music-Record Directory

Leif Schulman

Page 351


**Turkey**

- **Record & Tape Manufacturers/distributors/importers**
  - **Carcinoid**
  - **Gayapi**
  - **Tombak**
  - **Musa2a**
  - **Mervalma**

- **Music Publishers**
  - **Cucumis Muzik Ltd. (B) K.K.**
  - **Tomba Muzik Ptg. (MCP, CCS)**
  - **Newbury Hill**
  - **Chantyland Ltd. (B) (637) 5318 MIG Dr. Gerhard Jeff Neckel, Sales Mgr. Rosela Toppan, Prod. Mgr. James Lloyd Heslop

- **Services**
  - **Record Promotion**
  - **Services**
  - **Recording Specialties**

- **Supplies**
  - **Record Processing Machinery**

- **TAPE, RAW & BLANK LOADED**

- **Labelling**
  - **Shark Specials Ltd.** (Licensed ABC group USA). All Platinum (R, Anchor UK), Blue Nore (USA), DUK (UK), Disneyland (USA), Fantasy (USA), Liberty (USA), MCA (USA), Mervalma (UK), USA, Muzan, Philips (USA), Philips (Netherlands, UK), Pickwick (USA), Prestige (USA). Roulette (USA), 20th Century (USA), UK

- **Supertraks**, etc., etc.

- **Music Publishers**
  - **Kartinka**
  - **Sona**

- **Supplies**
  - **Record Processing Machinery**

- **TAPE, RAW & BLANK LOADED**

- **Labelling**
  - **Shark Specials Ltd.** (Licensed ABC group USA). All Platinum (R, Anchor UK), Blue Nore (USA), DUK (UK), Disneyland (USA), Fantasy (USA), Liberty (USA), MCA (USA), Mervalma (UK), USA, Muzan, Philips (USA), Philips (Netherlands, UK), Pickwick (USA), Prestige (USA). Roulette (USA), 20th Century (USA), UK

- **Supertraks**, etc., etc.

- **Music Publishers**
  - **Kartinka**
  - **Sona**

- **Supplies**
  - **Record Processing Machinery**

- **TAPE, RAW & BLANK LOADED**

- **Labelling**
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- **Supertraks**, etc., etc.
United KINGDOM

Population: 55,930,000

Records: 

**TAPE, BLANK LOADED & RAW**

**Consumables**

- **Tape**
- **Supplies**

**Recording equipment for domestic & export sales**

- **Brands**
- **Supplies**

**Avant Recordings**

- **Labels**
- **Labels**

**Records**

- **records & tape manufacturers**

**distributors/ importers**

**Radio stations**

- **No of commercial channels**

**Television stations**

- **No of commercial channels**

**Record & tape manufacturers & distributors/ importers**

- **A & M Recs Ltd**
- **Abbey Recs Ltd**
- **Acuff Rose Rec Mfg Co Ltd**

**Direct mail service**

- **Billboard**

**Pressing plant**

- **V & G (Waskingbury)**

**Recording Organization**

- **Music**

**Affiliated record companies**

- **Labels**

**Recipients**

- **Sellers**

**International Music-Record Tape Section**

**Belgium**

- **Vlaams (Brabant)**

**Other countries**

- **Venezuela**

**Other countries**

- **Spain**

**Other countries**

- **Japan**

**Other countries**

- **Mongolia**

**Other countries**

- **Germany**

**Other countries**

- **Italy**

**Other countries**

- **Ireland**
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Page 367
accessories manufacturers

Adesta Electronics Ltd 21, Cricklade Wharf Estate Unit 21, Cricklade Wharf Estate, Swindon SN5 7UU Tel: 01793 628888 Mgr D. Miller 

Product: Cassette labels & mailers

Trident Tape Servs Ltd 4/10 North Rd, Islington, London N7 9QD Tel: 01-754 2030 Mgr D. G. Thomas 

Product: Carrying & storage cases, cleaners, brushes, brushes, head cleaners & demagnets, needles, leads & splicing tape

Branch: London W1, Trident House, St Anne's Court

Product: Labeling & packaging machines

● store fixtures & merchandising aids manufacturers

Albany Bush & Partners 3 Heath Rd, Harrow, Middlesex HA1 4DA Tel: 0686-6372 Dr John Albury

Arrowbids Ltd, Humberstone, Leicester LE8 7TF Tel: 0453-4572 Mgr P. Dawson

Product: Display racks

Ballantine Advertising London W2 Tel: 020-7306-7121

Product: Display racks (SEE ADVERTISEMENT)

Aska & Co, Industrial Estate, 23 Stanford Rd, Hailsham, Sussex BN27 1ET Tel: 0435-4422 Mgr P. Dawson

Product: Display racks

Burlington Adverting London W2 Tel: 020-7306-7121

Product: Display racks

Brochure nonsense Co Ltd 272 High St, Uxbridge, Middlesex UB8 1LD Tel: 0323-843191

Product: Display racks

Branch: Crouch, Forest, Scotland, G Walrus Advertising, The Studio, Southbridge Tel: 2400

Delga Press Ltd, Dingwall House, Marlborough Rd, Basingstoke RG24 8SN Tel: 0342-725000 Mgr R. E. Edwards Mgr G. D. Daughton, Sales Mgr R. Industry

Product: Display racks

E Recards & Supplies Dvr 1/3 Unibridge Rd, Hayes, Middx Tel: 01689-900975 Mgr R. Jordan

Product: Display racks

Fritalls Prod Ltd, Coastrail Rd, Luton, Northern Ireland Tel: 0422-394434 Mgr R. Rumble Home office: USA, Devon Design ACOS 

Product: Display racks

Ross Electronics 32 Rhainne Pl, London W1 1AD Tel: 020 580-7117 Cable ROSSMARK Ltd R E Marks, Gen Mgr D. Hall Product: Tape carrying & storage cases, cleaners, brushes, brushes, head cleaners & demagnets

Selco (London) 125/127 Lee High Rd, Lewisham SE13 5NX Tel: 0852-9171-9191 Gen Mgr J. D. Roberts, Sales Mgr S. Field Product: Tape carrying & storage cases, cleaners, brushes, brushes, head cleaners & demagnets, needles, spray fluid, resins, sponges, record core kits, presses, scores, polysynthetic, polyethylene covers, heads & splicing tape

Shannon Dist Ltd 30 Holloway Rd, London N7 Tel: 01-607-854475 Mgr R. W. Ward Product: Catalog sales, cleaners, brushes & brushes

Solomon & Paves Ltd 120 Coach Rd, Templepatrick, Belfast, Northern Ireland MGR J. A. Devlin, Mgr D. A. Grant Product: Carrying & storage cases, cleaners, brushes, brushes, head cleaners & demagnets

Sonny Ltd, 311 Selhurst Rd, Sunbury-on-Thames, Middx Tel: 7868644 Tel: 266376, Gen Mgr R. J. P. Smith, Sales Mgr R. B. Atkins Product: Head cleaners & demagnets, needles, lead & splicing tape

Stratcylid Sound & Video Serva, Central Chambers, Hope St, Glasgow G2 4NL Tel: 01-224444 Mgr J. B. Buchanan Product: M outputs, USA, Edgeware Rd, London W2 1ED Tel: 017-732-7491

“Universal” International Music-Record-Tape Section
**URUGUAY**

**Jukebox manufacturer**
Black Knight Servs. Bank Top Corner Ln Ashton-under-Lyne Rossendale Road 120 0161 330 2361

**Jukebox title strip manufacturer**
Lennard Developments Ltd., 206 Chase Side Enfield Middx EN1 0DX Tel (01) 363-8238 Mgr D G Lennard

**Population:** 3,030,000
**Rate of exchange:** 1 US $ = 3 06 New pesos
**Par capita income:** 1,810
**Holidays:** 1 January, 6 (Holy Kings) Day, February (Monday & Tuesday of Carnival), March (Holy of Our Lady of Perpetual Help), June 23 (Commander of the Order of August 25 (Independence Day), October 12 ( Columbus Day), November 25 (Dia de los Muertos), December 8 (Blessing of the Waters), December 25

**RECORDS:**


**Type of distribution:** Manufacturer-retailer with a 30% mark-up. Large manufacturers own retail shops, which sell products from all companies.

**Type of promotion:** Manufacturers send free sample records to radio & TV stations and newspapers, as well as large Montevideo nightclubs. They also advertise in the main national magazines. "On air," which comprises most important and new releases. The distribution is available free to record buyers. Advertising in newspapers and radio and TV spots are becoming increasingly important.

**No. of Jukeboxes:** 200

**TAPE**
The cassette market is slow. The Uruguayan Rec. Chamber's estimate of sales does not exceed 15 000

**Average retail price per tape:** Cassette - 14 10

**RADIO STATIONS:**
No of commercial, 86, no of government 4 83 AM 3 FM
Commercial International pop music, mostly sung in Spanish, predominates on commercial stations. Nevertheless, English, French and Italian songs and instruments hit the air. The government operates a number of programs, one program music, the other only classical.

**TELEVISION STATIONS:**
No of channels 1 & 16 commercial, 1 government no color. Canal 3 SA. Although energy restrictions have been withdrawn, TV stations keep a daily six-hour programming schedule. Almost all programs are foreign-produced films and series, mostly from Argentina.

**IMPORT/EXPORT REGULATIONS:**
Prohibitive taxes make importing cassettes difficult.

**music publisher**

**services**
ASSOCIATION & PROFESSIONAL ORGANIZATIONS
Association de Productores Musicales Casilla de Correo 1187 Montevideo. Pres Nilda Gonzalez Gent. & Miguel Guzman

**record & tape manufacturers/distributors/importers**

**LICENSING ORGANIZATION, MUSIC**

**PLATING, PROCESSING & PRESSING PLANTS**

**PRINTERS & LITHOGRAPHERS**

**RECORD PROMOTION**
A P S A. Box 1600, Rosn 387. Tel 19-58-76. 95-56-68. Tel. Telex Artesa UK737 Pres. Gen Mgr Jorge de Artega. Sales Mgr. Eduardo Diaz

**TAPE CUSTOM DUPLICATORS**

**supplies**
ENVELOPES & MAILERS

**JACKETS & SLEEVES**

**ACCESORIES MANUFACTURER**

**LABELS**

**BILLBOARD 1976-1977 International Music-Record Directory**

Carlos Alberto Martins

**Page 386**
VIRGIN ISLANDS (U.S.)

Population: 100,000
Per capita income: 12,377

● record & tape manufacturers/distributors/importers

Conrad Int Ltd St. Thomas Ltd. PO Box 3187 Christiansted, St Thomas 00801 (Tel: 800) 744-2433 (Distributor)
Branch: USA

Music Box, PO Box 129 Christiansted, St Thomas, Christiansted, Christiansted, Virgin Islands, U.S. (USA)

Westendy Music Co Inc. PO Box 2895, P.O. Main St, St Thomas 00801 NY Tel: (212) 744-4488 Pres Josie Page Barrios. Admin Mgr Antonio Vallenilla Sales Mgr Luis Mendoza.
Brand names: Esperanza, IRIS (Distributor)

● music publisher

Westendy Music Co Inc. (ASCAP) PO Box 2895 85 Main St, St Thomas 00801 NY Tel: (212) 744-4488 Pres Josie Page Barrios. Admin Mgr Antonio Vallenilla Sales Mgr Luis Mendoza.

INTERNATIONAL MUSIC—TAPE SECTION

International

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Campus Attractions (February) Information ranges from pop and classical music to comedians, lecturers, films, etc. Also includes artists, agents and managers, etc.

Recording Industry Studio and Equipment Directory (June) Lists all recording studios in U.S. and the world, manufacturers and importers of recording equipment plus analysis of equipment by category.

Disco Sourcebook (August) The first and only directory covering the expanding Disco field. Includes Disco labels, manufacturers of turntables, speakers, amplifiers, lighting equipment and disco designers. Complete.

International Buyer's Guide (September) Over 400 pages containing virtually every product, supplier and service connected with the music/recording/tape industry. Covers over 60 countries, over 30 separate categories.

World of Country Music (October) Complete international listing of managers, agents, artists, clubs, radio stations, etc. in the country music field.

On Tour (November) Provides the touring artist with everything that's needed while making tour arrangements: Instrument sales, repairs, photographers, hotels, limo services, halls, stadiums, etc. Covers every major city.

Talent In Action (December) Published the last week of the year; lists thousands of artists in over 30 countries, top duos, groups, over 15 major classifications. The most complete year-end concert re-cap in the music industry.

Order any one or all of these invaluable directories. Just check appropriate box and send along with check or money order (no cash please) to: Billboard Directories, 2160 Patterson Street, Cincinnati, Ohio 45214.

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1 + 1 = 8

No, this isn't new math. We just wanted to point out how far one issue of Billboard Magazine goes. Each person reading Billboard will pass it along, on the average, to three more people. That means you get four people looking at only one subscription. (That's ABC Audited, too.)

One subscription to four people, two subscriptions to eight people . . . 40,000 subscriptions to 160,000. Not bad addition.

Before we could raise the flag, we had to raise the money.

And it wasn't because Betsy Ross charged too much.

Building an independent nation cost plenty. In lives, in property, and yes, in money.

So our Founding Fathers asked their fellow Americans to take stock in their country.

And we did. To the tune of $2,000,000.

With that kind of support, it's no wonder that, after the smoke cleared, the star-spangled banner kept waving.

Yes, folks really took stock in their country back then. And you still can by buying United States Savings Bonds.

Because when you join the Payroll Savings Plan at work or the Bond-A-Month Plan, where you save, you're investing in a brighter future for you and for America.

So buy United States Savings Bonds. They're a great way to raise the flag of a family.

Now, if Bonds pay off, when held to maturity, a minimum of 20 years, just add another dimension of security. Savings Bonds can be cashed at your bank - interest is paid at maturity. However, subject to state or local income tax. The federal tax may be deferred until redemption.

Take stock in America.

200 years at the same location.
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