

TAPE AUDIO VIDEO MARKET SOURCEBOOK

IN THIS ISSUE

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NEWSPAPER

84th YEAR

A Billboard Publication

The International Music-Record-Tape Newsweekly

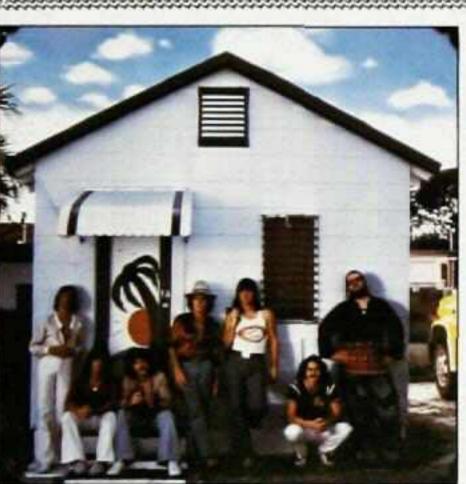
May 12, 1979 • \$2.50 (U.S.)



Billboard photo by Henry Grossman

SWEENEY TIME-Angela Lansbury, seated, and co-star Len Carriou, standing center, listen to a playback of the original Broadway cast LP of "Sweeney Todd" with RCA officials in New York. Also on hand are: RCA president Bob Summer, next to Lansbury and in the back row: composer Stephen Sondheim and Tom Shepard, Red Seal a&r vice president and the LP's producer.

Nesuhi Ertegun Answers Goh See Commentary Dept., Page 16



FANDANGO. Two years of extensive touring is paying off. Their new RCA album called "One Night Stand" (AFL1-3245), produced by Alan Blazek, is establishing this group as the one to watch in the rock 'n' roll arena. Unlike most one night stands, you won't be disappointed. (Advertisement)

Northeast Dealers Eye Korvettes' Lowballing

By IRV LICHTMAN

NEW YORK-The under \$4 tag on major \$7.98 list LP product has entered key markets in the Northeast and Detroit area.

The new rock-bottom pricing factor is Korvettes, the 50-store retail chain which first paraded 18 albums at \$3.99 in Sunday (29) editions of such newspapers as The New York Times. Philadelphia Inquirer and Detroit News, and continued the lowball policy in ads this past Sunday (6).

Retailers in areas affected by the Korvettes move ranged in response from dismay to a "watchful" stance, indicating that if this pricing continued they would have to take stock of their own pricing schedules.

(Continued on page 14)

Hosea Williams Vs. BMA

By ROBERT FORD JR.

NEW YORK-Even before getting off the ground, the Black Music Assn.'s newly formed promoters organization is beset by contro-

A major politician and civil rights leader, Hosea Williams, fears the new United Black

Concert Promoters will be unable to address the immediate problems of beleagured black entrepreneurs and he is calling for major black acts to deal with black promoters now or face the prospect of boycotts and picketing.

(Continued on page 41)



By WOLFGANG SPAHR

HAMBURG-German record and tape sales broke through the \$1 billion barrier (approximately two billion Deutsch Mark) for the first time in 1978, and topped 200 million in unit sales, too.

Final tally for the 206 million singles, albums and cassettes sold was 2.11 billion DM, compared with 1.74 billion DM in 1977. That's an increase of around 21%

The figures also serve as a reminder of how close Germany is to Japan as the world's second largest recorded music market behind the U.S.-especially as Japanese growth last year was considered disappointing by most observers (Continued on page 65)

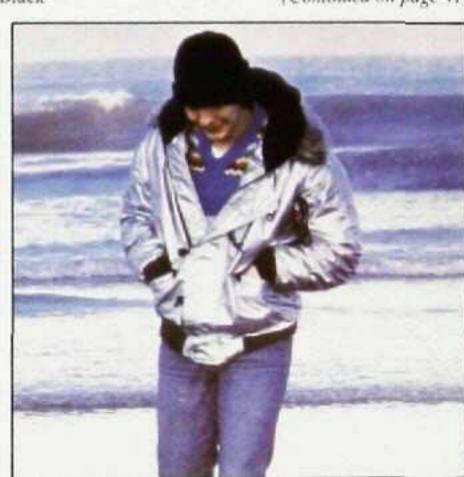
Disco Stations Leveling Off

By DOUG HALL

NEW YORK-There's a feeling of uneasiness among the programmers of disco radio. WKTU-FM New York is in decline in the Mediatrend reports. WABC-AM is putting its disco format back on the shelf as quickly as it grabbed it. In other markets disco radio's performance is spotty.

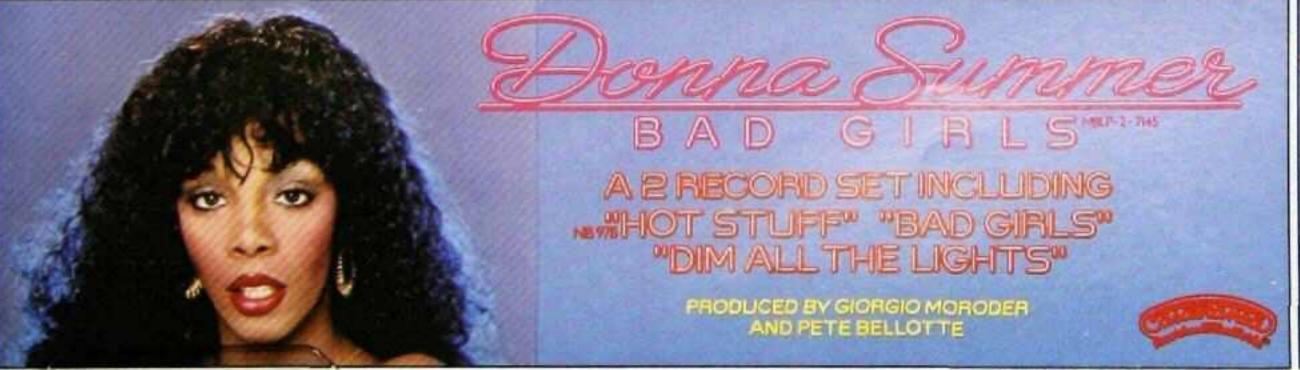
Since December, WKTU-FM has slipped from a 10.9 share in Mediatrend to a 7.4 for April. Observers are asking if it can hold on to enough audience to repeat the number one position Arbitron performance it won in October/November and January.

(Continued on page 25)

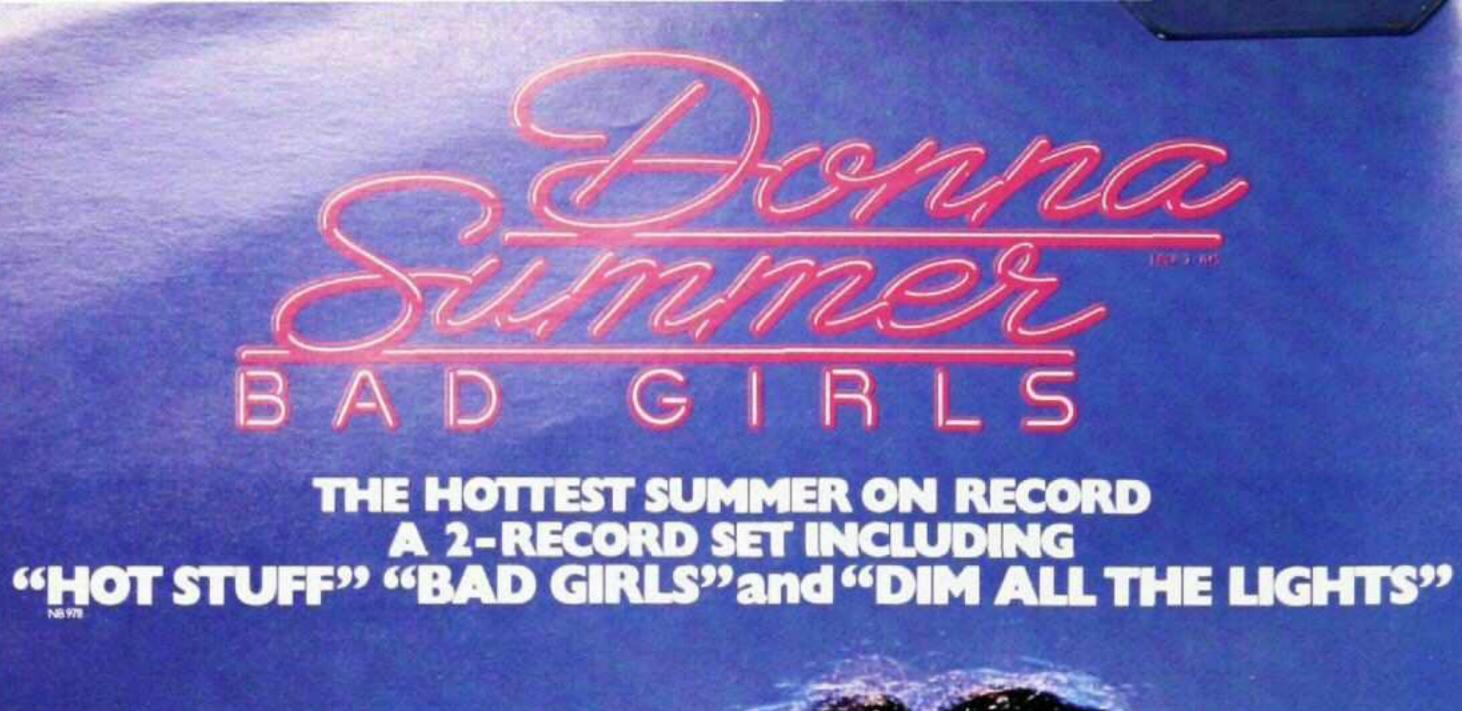


Chris Rea says promise her anything, but give her "Diamonds," the single from his new United Artists Records album Deltics. After exploding last year with his debut LP Whatever Happened To Benny Santini? which earned him a gold record and Grammy nomination for Best New Artist, Chris returns with a powerful follow-up that will take him a step further on the path to superstardom. The Deltics (UALA959-H) train is rolling on United Artists Records and Tapes

(Advertisement)









Religious Broadcasters Map ASCAP Suit-

NEW YORK-ASCAP faces a new legal tangle with religious radio broadcasters.

Four broadcasting companies have won a first round in what could be another long legal battle with ASCAP that involves constitutional issues. These companies on April 24 won the right to sue ASCAP in a class action representing all radio stations which program at least 25% religious material. Such stations number about 400, although only 84 have given written support to the case.

The companies, which filed the suit in February 1977, are Alton Rainbow Corp., Largo Broadcasting Co., Pilgrim Broadcasting and the John Brown Schools of California. The class action decision was handed down by Judge D.J. Knapp in U.S. District Court, Southern District for New York.

The suit, an attack on the blanket license system, charges ASCAP with price fixing, violation of the Sherman antitrust law and misuse of copyrights.

The suit also claims that the blanket license system deprives these broadcasters of their First Amendment rights to free exercise of religion.

BMI has not been named in the suit because when the suit was

filed BMI and the religious broadcasters were negotiating toward a settlement of their differences.

Norman Bie, lawyer for the broadcasters, says that agreement seemed near at hand in July, but talks subsequently broke off and BMI may be added to the suit.

The broadcasters find the blanket license particularly onerous because "we are forced to support music which we find to be immoral," Dr. Ben Armstrong, executive director of the National Religious Broadcasters, says.

This organization is not a party to the suit, but supports it. Armstrong explains his organization did not join the suit because some of the plaintiffs are not members of the group. "We did not want to limit the case to our members," he says.

The plaintiffs are seeking a per-use license based on actual use of compositions. ASCAP now only offers a blanket license or a per-program license. They are also asking the court for "injunctive, declaratory and monetary relief . . . treble damages for any injuries sustained" as a result of ASCAP's alleged antitrust violations.

Meanwhile, Washington lawyer John Midlen, who represented the religious broadcasters before the Supreme Court in the recent CBS blanket license case, says he does not expect the organization to further participate in this case, which he estimates will drag on for years.

But Midlen holds open the possibility of filing another amicus curiae "at the appropriate time." Midlen filed such a brief when the CBS case reached the Supreme Court and the high court upheld ASCAP and BMI's blanket licenses for television music.

The court held that the blanket license was not illegal per se and that CBS might pursue the case further in the Appeals Court under the rule of reason provided by law if the network had preserved that issue in the court.

Bie says that while he would have "preferred the Supreme Court to find that the licensing agencies were guilty of antitrust violations per se," he sees the action of the high court "strengthening the religious broadcasters' case."

He takes this position because he is sure the rule of reason if applied in the case of the religious broadcasters will result in a defeat for ASCAP. He cited a study which shows "an insignificant fraction" of ASCAP catalog is used by religious broadcasters. This study, according to Bie, shows the use to be 1/40 of



TIME BEATER-Patty McLean, a Long Island rock fan, legally "rips-off" as many albums as she can grab in a minute during a promotion sponsored by WLIR-FM and Warner Bros. in conjunction with the Doobie Bros. LP, "Minute By Minute." Event was held at a Music Warehouse store. Other customers cheer her on.

\$8.98 AT MOTOWN

Superstars' Albums Will Be Hiked By \$1

By HANFORD SEARL

LOS ANGELES-Motown has increased the price of superstar acts LPs from \$7.98 to \$8.98.

The raise is attributed to marketing and production costs by company officials.

"It (the increase) will probably affect such major artists as Diana Ross, Stevie Wonder and Marvin Gaye and their product," says Mike Lushka, Motown's executive vice president.

Rick James' LP "Busting Out Of L-Seven" was the first LP receiving the price change several weeks ago, according to Lushka, who denies the increases as attempts to milk profits out of hot artists only.

New artists and catalog merchandise will remain unaffected, maintains Lushka, who adds the right of record companies to make a profit and sees the increase as only a 5%-10% higher level to customers.

Lushka says the increase was part of the national James tour, which utilized television spots in major markets and will culminate in the May 26 appearance of James at the L.A. Coliseum event, "World's Greatest Funk Festival."

Mixed, subdued reaction to the increase was expressed by several Motown distributors, while Bob @ Delanoy, manager of Tower Records, West Hollywood, termed the hike "expected."

"All the companies are jacking up their prices for solid hit artists. It's an obvious profit-motivated move," says Delanoy.

Sid Talmadge, president of Motown's major L.A. outlet Record Merchandising, says it is too early to measure if sales have been affected.

Meanwhile, H.W. Daily Jr., of the same named Dallas distributor, bemoans the price hike.

"I think any price increase is a mistake, be it records or gasoline," says Daily. "As long as the product is salable, it'll be okay but this will certainly hurt new artists."

FCC Proposal Could End FM Stereo

By IRWIN DIEHL

NEW YORK-A virtually overloaded Federal Communications Commission proposal to reduce bandwidth allocations of FM stations could eliminate FM stereo entirely, or significantly effect its qual-

It would severely effect the broadcast and record industries, as well as hardware manufacturers.

The potential effects of reduction in FM channel spacing were buried in a footnote to the FCC's Jan. 10 release of its extended Notice of Inquiry on proposed rules and standards for FM quadraphonic broadcasting.

Since the proposal dealt with the issue of quadcasting, now 10 years after the four-channel disk recording was made possible by Peter Scheiber's invention of the first practical 4-2-4 matrix system, it's

(Continued on page 17)

By PETER JONES LONDON-Around 120 delegates, including a solid core of U.S.

Jet U.K. Meet Draws 120

retailers and wholesalers flown in specially for the event, attended Jet Records' first international convention here.

A main item on the three-day agenda of the fifth anniversary meeting was the unveiling of "Discovery," the new album from the Electric Light Orchestra, set for worldwide release May 31.

A long list of in-store promotional aids for the album was presented by Paul Gross, of Jet in Los Angeles, who stressed that the package, even more ambitious than earlier ELO items, built round the gatefold sleeve design, was "versatile" in that dealers could use it in whatever size they wanted.

Gross said that for the first time a promotional film had been shot at

(Continued on page 68)

Stations Welcoming Artist Interviews-On Own Terms

By BILL MORAN

LOS ANGELES-Interviews with recording artists are making a comeback in the programming of stations regardless of music format. Of nearly 50 stations surveyed in primary and secondary markets, the answer is loud and clear: radio wants the interview but on its own

The survey clearly indicates that AOR, country and adult contemporary music stations are the most receptive to the artist interview whether it is live or on tape. Top 40, despite its reputation as being a perpetual jukebox, has also become more aggressive in pursuing the hot recording artist for an interview

Even the new disco format stations are open, following the leadership of WKTU-FM in New York which features a nightly five-minute midnight interview program.

While most music stations want the interview, the approach is varied. Many Top 40 stations insist that it be short, concise, taped and edited, while other Top 40 stations want the recording artist to be totally involved with the disk jockey on the

air as a live guest co-host/disk jockey. As such, the star not only introduces records, but reads commercial copy as well.

Bobby Rich, program director of Top 40 WXLO-FM in New York. not only encourages artist interviews but showcases the hot interviews in capsule form as a mini-series which is aired primarily in morning drive.

The edited interview with the artist generally runs between 90 seconds and 2½ minutes at the end of the newscast and is followed by a song by the artist. Rich points out

that in 1978, he ran a 13-part miniseries with Elton John, a five-part series with Gary Bussey, a sevenpart mini-series with Mary Travers, and a four-part mini-series with Dr. Hook. Mel Brooks did an hour of morning drive and Meat Loaf and Ace Frehley of Kiss have appeared

Bobby Rich is quick to put down a practice which he says is followed by many radio stations.

"A lot of radio stations do courtesy interviews with artists and never

(Continued on page 26)

CURB & MCA COOKING UP A POP LABEL

LOS ANGELES-MCA and California Lt. Gov. Mike Curb have launched a new pop label via a marketing and distribution deal. The new label is called Mike Curb Records Inc.

The deal with MCA marks Curb's fourth label association, following Warner/Curb, Elektra/Curb and an impending contemporary gospel label also with MCA.

Joining the new label are David Cassidy, Lobo and Alien. Cassidy, the older brother of Shaun Cassidy (who records for Warner/Curb) previously recorded on Bell Records from 1970-1974. Lobo enjoyed success on Big Tree from 1971-1976 with hits like "Me And You And A Dog Named Boo" and "I'd Love You To Want Me."

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DEDICATE TIME-Shorewood Packaging Corp. president Paul Shore, fourth from left, cuts the ribbon at the nearly completed company plant in LaGrange, Ga. The \$4 million, 50,000 square feet facility on 10.5 acres is expected to open this fall. Shorewood's other plants are located in Farmingdale, N.Y., Los Angeles, Canada and England. Shown with Shore are, from left, Ken McCabe, plant superintendent; Bill Golden, vice president and general manager; Murray Frischer, executive vice president of finance and administration; Floyd Glinert, executive vice president of marketing; and Charles Kreussling, executive vice president of manufacturing.

Country Academy Eyes Ratings Rogers, Mandrell Take Top Honors In NBC Telecast

By GERRY WOOD

on NBC network officials and the other on the forthcoming ratings. Academy of Country Music officials are hopeful the 1980 awards will

also gain live network exposure. The 14th annual Academy of Country Music Awards show beamed nationwide from the Hollywood Palladium Wednesday (2). try music's greats and aspirants.

Emceed by Barbara Mandrell, Roy Clark and Dennis Weaver, the awards spotlighted Kenny Rogers as entertainer of the year Rogers also won as top male vocalist, while Mandrell was surprised with the top female vocalist award over competitors Crystal Gayle, Loretta Lynn, Anne Murray and Dolly Parton.

The All-Star Band selections were Rod Culpepper, bass, Johnny Gimble, fiddle, Archie Francis, drums, James Burton, guitar; Jimmy Pruitt, keyboard: Buddy Emmons, steel guitar, and Charlie

LOS ANGELES-With one eve McCov, the harmonica player, for specialty instruments. Top names in music and films ap-

peared on the show and performers or presenters included Jerry Lee Lewis, Dinah Shore, Freddy Fender, Charo, Foster Brooks, who enlivened the description of how winners were selected, Barbi Benton, Patti Page, Susie Allanson, Zella Lehr, parading a glittering array of coun- Charly McClain, Conway Twitty. Larry Gatlin and Dave & Sugar

Also: Mickey Gilley, Don Williams, Loretta Lynn, Jan-Michael Vincent, John Conlee, Kenny O' Dell. Ronnic McDowell, Con Hunley, Lee Dresser, Eddie Rabbitt, Stella Parton, Priscilla Presley and Kenny Rogers and Dottie West.

Some 1,000 persons attended the event, aired live to the East Coast and taped and replayed for other U.S. areas. The Academy, under the direction of Ron Martin, president, and Bill Boyd, chairman, gained its most significant media impact in

Music Plus Sues On Headshop Ruling

LOS ANGELES Music Plus here is testing the legality of a local suburban Glendale ordinance, prohibiting the sale of headshop paraphernalia in a record store where under-18 minors shop.

In a Superior Court suit filed here. the 18-store Southern California retail chain is suing Glendale Chief of Police Duane Baker and City Attorncy Frank Manzano, whom, it claims, have threatened to prosecute the Glendale Music Plus store unless it moves its dope supplies into a separate from where minors would be prohibited.

The filing claims that Glendale ordinance No. 4439 is unconstitutional because it violates the First, Fifth and Fourteenth amendments

The suit seeks a temporary restraining order and a preliminary injunction and a permanent injunction against the defendants and the ordinance.

The Music Plus suit is one of a number being filed across the country testing the headshop ordinance.

CBS Wings LP: No 'Goodnight'

NEW YORK - Paul McCartney & Wings first album for CBS Records will not include his current top 10 hit "Goodnight Temphe

The superstar's metal furas madisco also has a 12-bit to commence of disk, bid, accombing to a sense on a For CBS there have consuled in the re-INC. McCarring of secondary distinguished and he and care. that McCartney Tell the cut did not fit must the generalconcept of the allmin

The allowing called "that I'm The

SHOULDHANDS THE WHAT DESIGNED BY Lake Chapermann, would not appear on their upcoming album is demed by label president Clive Davis.

"Tulsa Time" by Don Williams scored as single record of the year in the balloting by Academy members. "You Needed Me" by Anne Murray was named song of the year. Christy Lane was top new female vocalist.

The Oak Ridge Boys, one of several acts to perform on the show, walked off with two awards-top vocal group and album of the year. "Ya'll Come Back Saloon," produced by Ron Chancey on ABC (now MCA) Records. The LP honors also went to Chancey and the la-

Eddie Dean, veteran western (Continued on page 43)

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Executive Turntable

Record Companies

Kathy McKilroy appointed national disco coordinator at the A Records. New York. She formerly was with Casablanca Record & Film Wash and promotion director at Salsoul Records. Jemy Cheers named to lead the newly formed disco department at Capitol Records. Los Angeles He will maintain his title of national black marketing manager. Jim Johnson tabbed for the



new post of executive vice president. charlenancial officer of Casablanca Record & FilmWorks, Los Angeles, He previously was vice president of administration at Columbia Pictures Jack Mishler, Pickwick's operations vice president, plans an early retirement because of ill health reason. He began his career 25 years ago and joined Pickwick in 1968. ... Ina Marra appointed director of CBS Records local advertising.



New York. She joined the company in 1970 and established the local advertising department in 1971. Danny Yarbrough named branch manager with CBS, Dallas. He previously was a sales representative in Atlanta. Jill Rowland appointed CBS branch coordinator, Denver. Bryan Martinovich tabbed CBS sales manager, Atlanta. He formerly was a salesman in St. Louis and Kansas Kirk Stirland selected manager of the Denver branch for Epic, Portrait, Associated Labels as promotion manager. He formerly was a music director/announcer with KFMF-FM Chino, Calif. ... John Fagot appointed local promotion manager for Columbia Records. Atlanta. He formerly had the same job in Charlotte, N.C. . . Dell E. Perez named assistant director of credit



Yarbrough

for WEA. Los Angeles. He recently was national credit manager for ABC Records. Meanwhile, John Allison has been appointed sales manager for the St. Louis region. He previously was an ABC buyer. Howard White Jr. and Richard Miller named WEA sales representatives for the Baltimore/Washington districts. ... Caroline Prutzman appointed manager, East Coast



Prutzman

United Artists Records. New York. She held the same position previously at David Bupp named local promotion manager for Phonogram/Mercury, Dallas. He served in a similar capacity with ABC Records in Baltimore/Washington: Lee Ellen Newman elevated to East Coast publicist with Polydor Records, New York. She joined the company in 1977. Michel Parenteau named national director of disco promotion and Ellen Galloway appointed associate director of disco promotions at Salsoul Records. New York Part of a reorganization, Parenteau has been with the label a year and Galloway two years with the disco promotion department. ... Rick Morrison named national disco promotion director at Midsong Records. New York. He

press & artist relations for EMI America/

formerly was with Capitol Records. Mark Erik Schneiderman appointed vice president of marketing and national sales for Crystal Clear Records, San Francisco, He previously was affiliated with Century Records:



Newman

Music Publishing

David R. Armstrong named vice president of operations for United Artists Music, Los Angeles. He most recently was an audit manager with Transamerica Corp. in San Fran-



Dale Kawashima appointed professional manager at Jobete Music. Los Angeles. He formerly was with the Los Angeles Times. Frank Unruh elevated to director of Almo Publications, Los Angeles. He previously was comptroller of Irving-Almo's publishing division.

Related Fields

Neal Teeman is the new chief engineer at RPM Studios, New York, Employed in the industry for 10 years, he comes from Electric Lady Studio. ... Edward Haynes named exporting marketing and promotions manager for Avedis Ziljdian Co., Rothley, Leicester, England. He previously was promotions manager with the Premier Drums Co. Hunter Murtaugh appointed



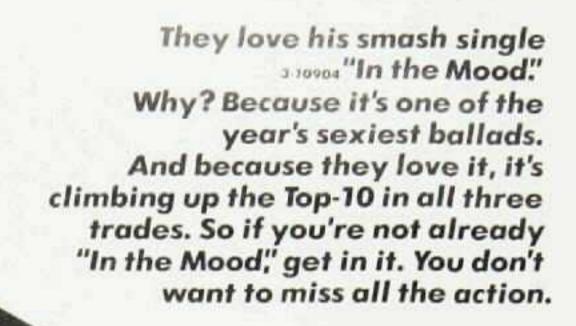
music vice president at Paramount Pictures. Los Angeles. He previously has been a music director and producer for several years. He replaces retiring William R. Stinson. Karen Sherry appointed director of public relations for ASCAP, New York She formerly was associated with Morton Wax as director of publicity Merry Aronson named pubhe relations coordinator for ASCAP, New York. She was an independent promoter for several composers of pop and jazz. Timothy Holl appointed vice president



Haynes

of engineering at Teledyne Acoustic Research, Norwood, Mass, He was direcfor of International engineering and development previously for the firm. James Coleman Guthrie Jr. named technical field sales manager for Sony Industries Professional Audio Division, New York. He formerly was manager of the professional products division at Paul Seaman Co. Bob Wolf appointed to the new position of director of product development for Craig Corp., New York. He was with Motorola for 29 years in engineering and product development. Steve Schulman named director of creative services for Zane Management Inc., Philadelphia. Prior to this position, he was national promotion director for SalSoul Records. Jim Benz appointed Midwest regional merchandising director. Chicago and Steve Leavitt, West Coast regional director, both for A&M Records. Bene was previously advertising director at MS Distributors. Chicago, and Leavitt was marketing consultant for A&M for two years. ... Marty Morgan installed as director of public relations for the National Assn. of Jazz Educators, Los Angeles. . . Mark Pinske promoted to technical sales director for Quad Eight, Los Angeles. He toured as a musician before his new job and also worked on three Broadway musicals. Ron Bennett appointed director of marketing at Quad Eight where he previously served as sales manager since 1974. ... Janice Mitchell joins the staff of Gorov & Kaplan Associates, Los Angeles. She was a sulve representative for Maca Ristorial





"In the Mood."
The hit single
from the album
"In the Mood with
Tyrone Davis."
On Columbia Records
and Tapes.

Tyrone Davis Tour Dates

| Dallas, TX |
|-------------------|
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| Baton Rouge, LA |
| Chicago, IL |
| Atlanta, GA |
| Augusta, GA |
| Asheville, NC |
| Dayton, OH |
| Memphis, TN |
| Atlantic City, NJ |
| |

Union Drive By Peaches N.C. Outlet

LOS ANGELES—The Greensboro, N.C., Peaches store employes have indicated their interest in having Retail Clerks Local 204 acting as their bargaining agent. The local has filed a petition with the regional NLRB office indicating significant interest by at least 30% of the employes.

This marks the second entry of the national union into the activities of a Peaches store. The union filed a similar petition on behalf of employes of the Dayton, Ohio, Peaches store Dec. 19, 1978. The attempt by Dayton employes to gain the union as its certified representative in bargaining is still pending.

Regional National Labor Relation Board director Emil Farkas of Cincinnati found merit in 29 charges, wherein pre-election NLRB provisions were allegedly violated by Peaches.

WB Music's Future Global: Bly International Emphasis Key To Virgin Islands Meet

By IRV LICHTMAN

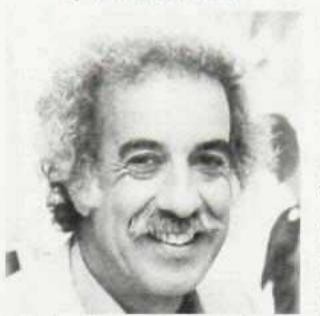
NEW YORK-The future of Warner Bros. Music is international," maintains Mel Bly, newly appointed president of the company.

This global emphasis, Bly points out, was a main thrust of the company's recent convention at St. John in the Virgin Islands, where all 10 of WB's wholly owned operations had representation, including new setups in Holland, Brazil and South Africa.

"We feel the convention furthered our cause in terms of developing and building the most powerful international publishing operation."

"We're not content as others are to be bankers and collectors, but to serve the true function of a publisher as an exploiter of copyrights and as a creator of new meaningful material with worldwide impact."

Bly also promises new concepts



Mel Bly: Global outlook for Warner Bros. Music.

in international print marketing, which he admits is presently "in a primative state." He is working on these new approaches with Ed Silvers, former president who is now chairman of the board.

A global outlook in terms of

writing talent and talent that writes also figures in Bly's plans.

He notes that the recent confab provided an opportunity for a meaningful exchange of musical trends in various territories.

Bly is a publishing traditionalist in that he believes that "the nucleus of the business is the song."

As recent examples, he points to three acts which made their most successful impact on the basis of recording material they did not write. They are George Benson with "Masquerade," Gloria Gaynor with "I Will Survive" and Rita Coolidge with "Higher & Higher."

He does express concern over disco as a source of a major flow of important future copyrights. "Disco is mostly feel and when you analyze the material, there's really not much there in most cases. People who are creating this material are not building futures."

Mom & Pop Texas Store Relying On Computer Aid

By JOHN SIPPEL

LOS ANGELES—Don's Records in Bellaire. Tex., claims to be the nation's first known mom and pop retail store utilizing its own electronic data processing system.

Owners Don and Betty Janicek, credit their estimated \$800,000 gross in part to their January 1978 acquisition of a \$42,000 Sweda/Litton System 1600 computer. The computer, the owners claim, "adds one or two employes" to their operation which sells at full markup.

"It wasn't easy getting started," admits Janicek. "I became interested in computerization early in 1977, I contacted IBM and NCR. They took my calls. They sent people out to see us. But there was never any follow-through. They seemed puzzled by the problem posed by a single record/tape store," Janicek explains.

"I was always interested in inventory control. When I started here in 1955, I posted into looseleaf folder pages. Then some years later, we transferred that data to 3 by 5 cards. The volume increased then to a point where virtually one employe was continually busy posting to the cards.

"In April of 1977 a neighbor of mine in the building where the store is located and I were talking and discovered we mutually wanted to find out the possibility of using computerization." So the store leased a unit.

"By the end of the year I realized the store was overburdening the unit. I was overloading the system from 8 a.m. to 6 p.m. So I decided to buy my own.

"By January of 1978, Don's Records had its own system with a terminal located near the cash register. This enables me to make entries eas-

"I'd like to find a cash register that interfaces with a terminal. I know they have the registers that punch the tape which you later feed into the line, but why not a register that simultaneously punches into the computer too?"

(Continued on page 71)

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ROLLER RINK OPERATORS LAUNCH POOL

By DAVID DEARING

LAS VEGAS—The nation's roller skating rinks, rolling out record profits partially as a result of the disco music boom, are forming their own association to act as a record pool and possibly bypass paying music fees to ASCAP and BMI.

The organization, called ROLL, would change the status of roller rinks from music users to also music exploiters, some 1,600 delegates to the Roller Skating Rink Operators Assnot America here were told Tuesday (1).

"ROLL intends to work in liaison between the Rink Operators Assn. and other rink owners not in it to increase both the skating business and the record business," says ROLL promoter William Salyer, owner of two Colorado skating centers.

"The skating business wants to

(Continued on page: 34)





"I GOT MY MIND MADE UP (YOU CAN GET IT CHE

is the hottest breaking hit across the board: Disco, R & B and Pop. The RIAA certified gold single and album, INSTANT FUNK (SA 8513), was produced and discovered by BUNNY SIGLER.

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NEW YORK - We place a great deal of our future in the hands of what we believe is a strong and growing record operation, RCA Corp. president Edgar Griffiths told the annual stockholders meeting here Tuesday (1)

Acknowledging that the RCA Records division profit was lower in

Storer Declaring 321/2-Cent Dividend

LOS ANGELES Storer Broadcasting Co. declared a 321-cent per share dividend on its common stock. payable June 8, 1979, to stockholders of record May 18, 1979.

It marks the 101st consecutive quarterly dividend paid on stock since Storer went public in Novemher 1953

16 Cents By Taft

LOS ANGELES Taft Broadcasting Co. reports cash dividends of 16 cents per share of common stock payable June 15, 1979, to stockholders of record May 15, 1979. The company's annual meeting is also slated for July 24 at Kings Island in Ohio The election of 11 company directors is included in the agenda.

the first quarter than it had been the previous year (Billboard, April 21, 1979), he emphasized "but it is indeed, still quite profitable."

The RCA chief executive officer noted that the record industry ran

Music Arms Key 20th-Fox Losses

LOS ANGELES Although 20th Century-Fox Corp reports record profits and revenues, it continues to be plagued by substantial losses in its record and music publishing divi-

For the three months ending March 31, the corporation reports a net income of \$19,090,000, up from \$17,486,000 for the comparable pened last year

Fox's revenues for the first quarter moved up to \$159,546,000 over \$158,933,000 for the same period in 1978

On the other hand, record and music publishing grosses dropped to \$2,900,000 from the same period in 1978 when grosses were \$5,130,000.

Losses by the record and music publishing divisions increased to \$189,000 from \$58,000.

into difficulty in the first quarter with returns that were very heavy. "At first it appeared we might escape the main brunt of an industry problem," he observed, "but towards the latter part of March it became clear we would have our share of returns

Thus, while RCA Corp. had a 13% jump for record first quarter net income of \$62.1 million on a 20% sales gain to \$1.8 billion, earnings declined for the \$1.725 billion consumer electronics group to which RCA Records belongs

In painting bright expectations for the record division, Griffiths pointed out that the RCA Music Service, the record and tape club, "is doing extremely well," and as far as international record sales are concerned "we are number one in Getmany, France, Brazil, Italy and Argentina.

He also cited the acquisition of manufacturing and distribution rights for A&M Records and 20th Century-Fox Records as important first-quarter moves that should build future profits.

The RCA chief also reiterated the corporate decision made in January to go forward with its Selecta Vision. VideoDisc, with the introduction date for a national rather than cityby-city rollout to be announced in the fourth quarter

Metromedia Has All-Time Profits

NEW YORK Metromedia's results for the quarter ended April 1 are at new highs. Net revenues are up 18% while operating income is up 22%. Net income is up 8% and per share earnings are up 43%.

Revenues for the three months climbed to a record \$95.3 million, up. from the \$80.6 million reported in the first three months of 1978. About a third of the rise in revenues came from recent acquisitions. A strong advertising environment contributed to sales gains of 19% for broadcasting.

Total costs and expenses were up 17%. The company's 1978 and 1979 acquisitions were responsible for about half of a 15% operating expense increase.

Chairman and president John Kluge notes that profitable contributions by all four operating groups produced a 22% gain in the first quarter operating income to \$17 million, up from \$13.9 million.

Continued operating efficiencies yielded a 20% increase in profits for the broadcasting group.

Blair Earnings Up

NEW YORK John Blair & Co. reports net earnings for the three months ended March 31 of \$2.36. million, up 24% from the \$1.9 million carned in the same period in

Earnings per share climed from 78 cents to 95 cents. Revenues for this quarter were \$42.79 million, up 115 from \$38.64 million last year. Blair operates WHDH-AM Boston, a radio rep division and a graphics firm.

ABC Radio Slumps

NEW YORK ABC Radio's profit declined slightly during the company's first quarter of 1979. A shirt in last week's issue gave the initiaken impression that profits as a whole for the corporation dipped Actually, ABC reported record first quarter revenue and earnings.

Market Quotations

| | | | | As | of closing | May | THE PERSON NAMED IN | | | | |
|-------------|---------|----------|----------------|--------------|------------|------|---------------------|------|------|--------|-------------|
| 197 High | Low | | NAN | | | ₽.€ | (Sales 100s) | High | Low | Close | Chang |
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| 38 | 32% | ABC | | | | - 6 | 550 | 2514 | 38% | 38% | - |
| 39% | 34% | | an Can | | | .6 | 42 | 38% | 16% | 16% | + 3 |
| 17 4 | 14 | Ampex | | | | 33 | 439 | 286 | 2% | 214 | |
| 3% | 15 | | utic Flad | in . | | 0 | 40 | 275 | 21.3 | 21% | |
| 24 | 21 | | e Foods | | | 181 | 374 | 255 | 45% | 46 | - 33 |
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| 30% | 24% | | America | | | 16 | 0 | | | DIDN | OT OP |
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Springboard Creditors To Study Plan

NEW YORK-A committee of creditors of Springboard International will meet Tuesday (8) with representatives of the firm now operating under Chapter XI of the Bankruptcy Act to examine a plan to satisfy outstanding claims.

Intergrity Ent.

On the following day the plan is to be submitted to the U.S. District Court in Newark, N.J., where recommendations for or against adoption will be heard.

Springboard filed its Chapter XI petition last December, at that time listing assets of approximately \$11.9

million and liabilities of \$15.1 mdhon (Billboard, Jan. 6, 1979). The move came within weeks of launching two multimillion dollar lawsuits charging Pickwick International with trying to drive Springboard out of business.

The 11 members of the creditors committee include representative of MCA, Capitol, the Harry For Agency, Polygram, Modern Distributors, Audio Magnetics, Ampea, ASR Sound Recording, Keyset Corp., Rainbo Record Manufacturing and Richard Kassner.

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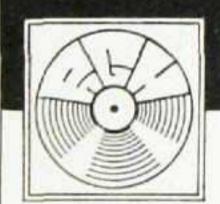
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And if that doesn't sound like a good idea, maybe you need to have more than your tape heads examined.

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American Talent Intl Sued By Ex-Officials

By JOHN SIPPEL

LOS ANGELES-Former American Talent International agent/executives Sol Saffian and Ira Blacker are suing agency president Jeffrey Franklin, vice president of finanace Mark Meiselman also known as Mark Phillip and Stanley Polley in Superior Court here, seeking \$11 million in cumulative damages.

Plaintiffs charge the defendants failed to reveal outside business interests, as provided for in a company contract, thus duping them into approving business deals which benefited only the defendants and ultimately caused Blacker to sell his agency stock in 1974 at a price much under its true value.

Franklin is named in the filing as controlling stockholder of ATI, while Polley is noted as president and controlling stockholder of S. Polley Inc. and controlling stockholder in Pamalon Management. which owns 51% of the shares in Hello Management, Three Dimension Management. Five Arts of New York and Georgia and Badfinger Enterprises.

The pleading charges the defendants knowingly negotiated outside deals, siphoning off money from ATI, and hoodwinking the plaintiffs into thinking that the booking agency was continually losing

Issue Sampler LP

NASHVILLE-The gospel music industry's first publishing sampler album has reportedly been produced by the Paragon Publishing Group, a division of Nashvillebased Paragon Associates, Inc.

The double album, entitled "Gospel Songs Of The Paragon Publishing Group," features edited versions of 60 songs by 35 writers and covers the entire range of musical styles in gospel music today. Also included is a booklet containing complete lyrics of each song.

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money. For the fiscal year ending May 31, 1978, the pleading states the agency grossed at least \$17 million.

The agency was organized in February 1972, with Franklin, Saffian and Blacker each holding 60 shares, while Meiselman got 20 shares. Franklin listed the Sugar Shack, a nightclub, and a beauty supply business as his outside interests.

The pleading contends the defendants suppressed knowledge of strategic business deals and connections which significantly affected ATI's progress.

It's alleged that in March 1970 Franklin and Polley agreed for S. Polley Co. to become exclusive personal representative, manager and business director of Franklin's personal business affairs worldwide, with Franklin to pay S. Polley 30% of the gross income it generated for five years and Meiselman knew of this deal and other deals it alleges in the suit. On March 2, 1971, Polley caused Hello Management to issue six shares of capital stock personally to Franklin, it's alleged.

The defendants persuaded the plaintiffs to enter into a five-year management with Hello in May 1972, wherein Hello was ATI's business consultant and exclusive representative for which Hello got 30% of the profits before taxes.

Also unbeknownst to the plaintiffs, Franklin in April 1974 got 5% of Casablanca Records' stock when he negotiated the deal wherein the Bogart label became a custom distributed label through Warner Bros. Records, the suit maintains.

In 1971, it's charged, the defendants persuaded Saffian and Blocker to have ATI assign to Hello any management rights the agency might have in acts and 90% of the management fees ATI might receive from any contracts negotiated with record labels.

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SEASON PREMIERE-Epic artist Charlie Daniels prepares the members of the St. Louis Cardinals baseball team for their National League season opener against the Phillies with his rendition of "Uneasy Rider." He later sang the National Anthem to open the game in St. Louis.

ENERGY PINCH Gas Shortage, Higher Costs Not Affecting Mobile Recording—Yel

By JIM McCULLAUGH

LOS ANGELES-The gasoline pinch and higher prices for available fuel haven't had a dramatic impact todate on the mobile recording business

If the situation becomes more acute, however, mobile operators agree that there will be an effect-in the form of less mobility and higher operating costs.

And those higher operating costs could lead to a raise in rates for cutting live dates. Rates for live dates by major operations as Filmways/Heider and Record Plant have pretty much held the line, still averaging around \$2,500 a night plus tape and expenses which include mileage

Typically, mileage is billed back to the client but dramatically higher gasoline prices might lead to heftier bills for those clients. And if mobile operators absorb the increases themselves, it will have an effect on their bottom line profit picture.

Mark Eshelman, who has been running the remote wing of the Los Angeles-based Record Plant, which is adding a fourth 24-track truck to its fleet, notes, "We felt an impact last week coming home from a Gino Vannelli date in New Orleans. We had been averaging about 67 cents a gallon until we hit the California border. As soon as we crossed over we were paying around 93 cents a gallon. It was unbelievable."

The Plant trucks hold 90 gallons at capacity, 45 a side. At current average gasoline prices it takes approximately \$100 to fill and that gives them an approximate 300-mile range per full load.

"It hasn't affected our business yet," says Terry Stark, president of Filmways/Heider, "but it could later. Although we average about 50% work in the state and 50% out of state, a good deal of our work this summer is here in Los Angeles.

"We'll be doing a lot of the Greek Theatre and Universal Amphi-

A&M Asks \$12,929

LOS ANGELES A&M Records through Kaplan & Kaplan, a local collection agency, is suing CM Records doing business as Butterfly Records in Superior Court here. The litigation seeks a judgment ordering the defendant to pay \$12,929.61, allegedly due the plaintiff since November 1978.

theatre dates. We just came off a lot of East Coast projects.

"But we're not worried," he maintains. "We anticipated this a few months ago and have worked out an arrangement with a 'secret source.' If we were out of gas right now but had a date tomorrow in San Francisco. we could get the fuel."

The Frlmways/Heider trucks have 300-gallon capacities and cost about \$270 to fill, based on current gas prices.

The Fanta 24-track rig, based in Nashville, won't be affected, according to Johnny Rosen, because "we use diesel fuel and so far that's not been scarce."

The Fanta truck takes 650 gallons and at five miles a gallon "we can go across the United States on one tank."

"We haven't felt any effect so far," says Barb Crofoot of the Road 80 24track truck, based at the Sound 80 studios in Minneapolis.

"We just came back from a date in Nebraska," she adds, "and didn't have much of a problem. Of course, a lot of our dates are in the Midwest. We're still paying in the 70 cents range for gas but it does seem as though gas prices are likely to go-

The Sound 80 truck is a converted GMC Transmode vehicle and holds 40 gallons and gets approximately 12 miles to the gallon.

"It will have an effect if it continues," maintains Rich Houston of Houston Recording, who bases his remote truck out of Cucamonga, Calif.

"I'm thinking about adding two 50-gallon tanks. Right now I have a 30-gallon capacity and get about five to six miles per gallon. We've had a number of regional dates but we have some work coming up in Las Vegas which has me worried if this situation gets any worse."

"So far, so good," says Jeff Eustis of the 24-track Fedco truck based in Providence, R.I.

"But," he continues, "if it gets appreciably worse, like \$1.50 a gallon, then we'll have to pass that along to the client somehow. What we are seeing here is monthly allotments, so usually gas is plentiful at the beginning of the month. A lot of our work is up and down the Eastern

seaboard." The Fedco truck holds between 40 and 50 gallons and "gets less than 10

miles per gallon." "We will have to add a larger tank, if the situation gets any worse," he concludes.

\$40,000 Haul At Bashkin's Store

CHICAGO-Thieves emptied a small north side independent record shop April 26 in an early morning

A reported \$40,000 in records and tapes was stolen from the Record People, 5111 N. Harlem, according to owner Mike Bashkin. Everything but 45s, budget and cutout merchandise and 12-inch disco singles was taken.

"They were very professional; they knew what not to take," Bashkin says. "Never in my mind did 1 imagine such a clean haul."

Burglars smashed through a concrete wall, after entering through an adjoining butcher shop, apparently in an effort to circumvent Bashkin's security alarm system.

Chicago Police say record theft is not uncommon. "It happens frequently especially in records," explains an investigator. "Records are the easiest thing in the world to get rid of."



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IMIC '79 AGENDA TOPICS

PIRACY-WHO'S WINNING THE FIGHT?

In Developed Markets—Pinpointing the sources, detection and enforcement (country-by-country report); threat of pirate imports; counterfeiting gains; international cooperation and information exchange; enlisting the artist

In Developing Markets—Piracy and legitimate trading, often interlinked; who suffers most, indigenous industry or foreign interests? Making the case for effective copyright protection laws; a country-by-country progress report

Future Shock—The threat of home taping: how large the losses—to record companies, publishers, artists? Need for reliable statistics; is a technical solution impossible? Presenting the case to governments; are levies on equipment and blank tape the only answer? Is there a public relations approach?

PRESIDENTS PANEL—RECORD COMPANIES

Power Play: Worldwide Implications of Recent Mergers—The economics of consolidation; the effect on independents; ramifications for artists and management; ripple effect on future licensing deals; are opportunities for the creative entrepreneur diminishing? Is the trend inexorable?

PRESIDENTS PANEL—PUBLISHERS

Music Publishing Into the 80's—Status and prospects—a country-by-country report; protection of rights in developing technologies—videodisk/cassette, cable TV, pay TV, satellite transmission; solutions to problems of copyright identification and performance credits by international societies; role in developing new artists; cooperation with record companies

THE IMPACT OF DISCO GLOBALLY—WILL THE BOOM CONTINUE? STAR TREK: GROWING IMPORTANCE OF INTERNATIONAL TOURS

How tours open new markets for artists; who picks up the tab—how much should the label be expected to pay? The role and responsibility of management; economics of overseas touring; working with foreign promot-

TOMORROW'S SOUND TODAY: NEW RECORDING TECHNOLOGY

Digital is already here. How fast will it develop? Impact on studio equipment; problems of compatibility; the growing audiophile market and steps to satisfy it; quality upgrading; the digital disk—when? Is direct-to-disk a byway on the road to better quality

THE NEWER MARKETS

China, Africa, Cuba—How fast will they open up? Steps toward copyright protection; international agreements; report on Nigeria; developing contacts

BORDER LINE: COPING WITH TRANSSHIPPING AND PARALLEL IMPORTS

Effect on labels and publishers; are mechanicals being paid? In which country? Is the staggered release—from hard to soft currency nations—a viable approach? Can cutouts and dumping be controlled? Should they? The Canadian experience

THE VIDEODISK CHALLENGE

Is there a solution to the compatibility question other than a prolonged marketplace battle? What's been learned from early experience with the MCA/Philips system? How strong will be the role of music in early software? Are record and tape merchandisers aware of the medium's potential?

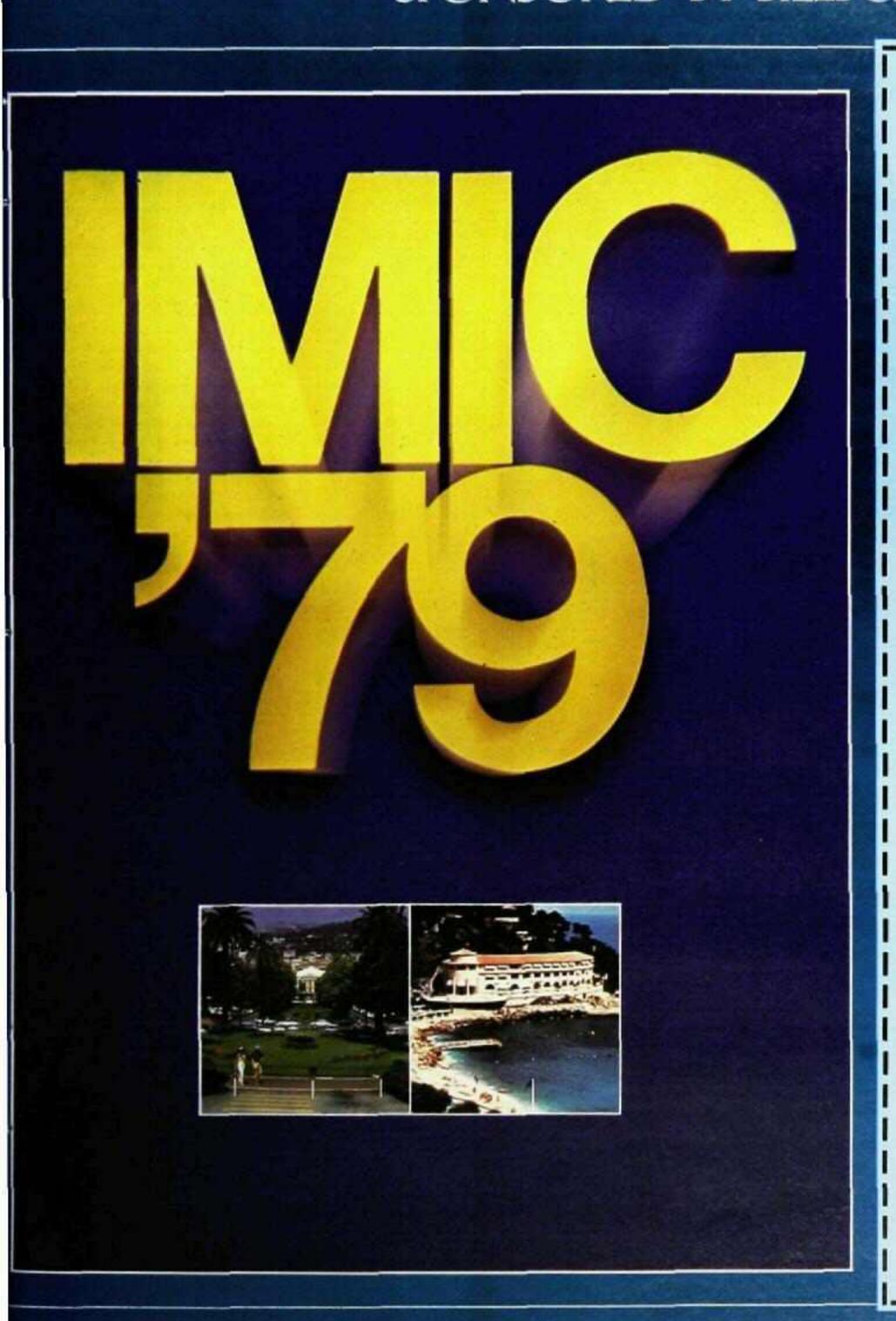
A view of the next decade with increasing competition from other areas

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There will be no refunds on registration cancellation after May 25, although substitutions may be made. Any cancellations prior to that date will be subject to a 10% cancellation fee.

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Telex 698669

Korvettes Selling \$3.98 LPs In N.E.

Continued from page 1.

Dave Rothfeld of Korvettes hedged on the possibility that this price pitch would continue. Newspapers carried variations of the adduring the week, including an adtieing-in with Casablanca Records and the appearance of Village People, its producer Jacques Morali and label president Neil Bogart on the Mery Griffin syndicated tver (2) in New York.

Village People product, listing at \$8.98, was being sold for \$4.44, while two \$7.98 albums by Patrick Juvet and one by Dennis Parker (also on the Griffin show) went for \$3.99.

Other \$3.99 sellers include Cher, Sister Sledge, Bob Welch, Gloria Gaynor, Natalie Cole, Olivia Newton-John, War, Saint Tropez, Instant Funk, Dire Straits, the Cars, Pointer Sisters, Blues Brothers, Bad Company, Blondie, Supertramp, among others.

The Korvettes ad also offered at \$4.44 such other \$8.98 product as the Allman Bros., Bee Gees and Rick

James, while the two-record soundtrack of "Hair" and a two-record set by Linda Clifford, "Let Me Be Your Woman," went for \$5.88. "Saturday Night Fever" was priced at \$6.88.

In the same issue of the Times, Sam Goody offered "10 Super Picks Of The Week" as in-store specials at \$4.29 for both LP and tape (Korvettes was charging \$1 more for tapes), with the two-album George Benson set, "Livin' Inside Your Love," going for \$8.49.

The \$3.99 pricing parallels in New

York the \$2.99 pricing policy for \$6.98 list at Jimmy's several years ago-and \$3.99 for a brief new store promotional period last December which created an uproar in retailing circles.

At first, Rothfeld declined comment "at this time," but later elaborated to this point: "The pricing is not inconsistent with Korvettes' reputation for good value." Looking ahead, he says, "differing situations will dictate other pricing levels."

Korvettes was recently purchased from Arlen Realty by Agache-Willot, the French retail chain sometimes regarded as "the Korvettes of

Europe.

Ben Karol of King Karol's says his company's chain would "completely ignore" any pricing policy by others when in his view they were selling at a loss. "I'm going to make believe it's not even around," Karol says of the \$3.99 promotion.

He likened the situation to famed English speedboat racer Gar Wood who, when challenged for supremacy by a boat from another country. entered three boats in the race, one of which made a false start, which the competing boat made the fatal mistake of following.

"I'm not going to disqualify myself," Karol says. "You can't sell at a loss and survive, particularly when operating in New York entails the highest cost of doing business anywhere in the world.

Disc-O-Mat's Elliot Mayorah insists the Korvettes' \$3.99 pricing has "no impact on us at all. They can sell them at that price all day long, but we will maintain our pricing levels."

Disc-O-Mat's "every day" price on \$7.98 list albums is \$4.49. The chain just added its first location outside of New York City in River Edge, N.J., and plans to open its sixth store soon at 47th St. and Fifth Ave. right across from a Korvettes outlet.

Roy Imber, president of Elroy Enterprises which services the TSS/ Record World stores here, says that while the pricing doesn't "make sense, we have an image to keep up with. If they keep it up a couple of weeks, we'll have to do something. These things have a ripple effect."

A similar theme is echoed by

FIRST PLACE-A&M vice chairman

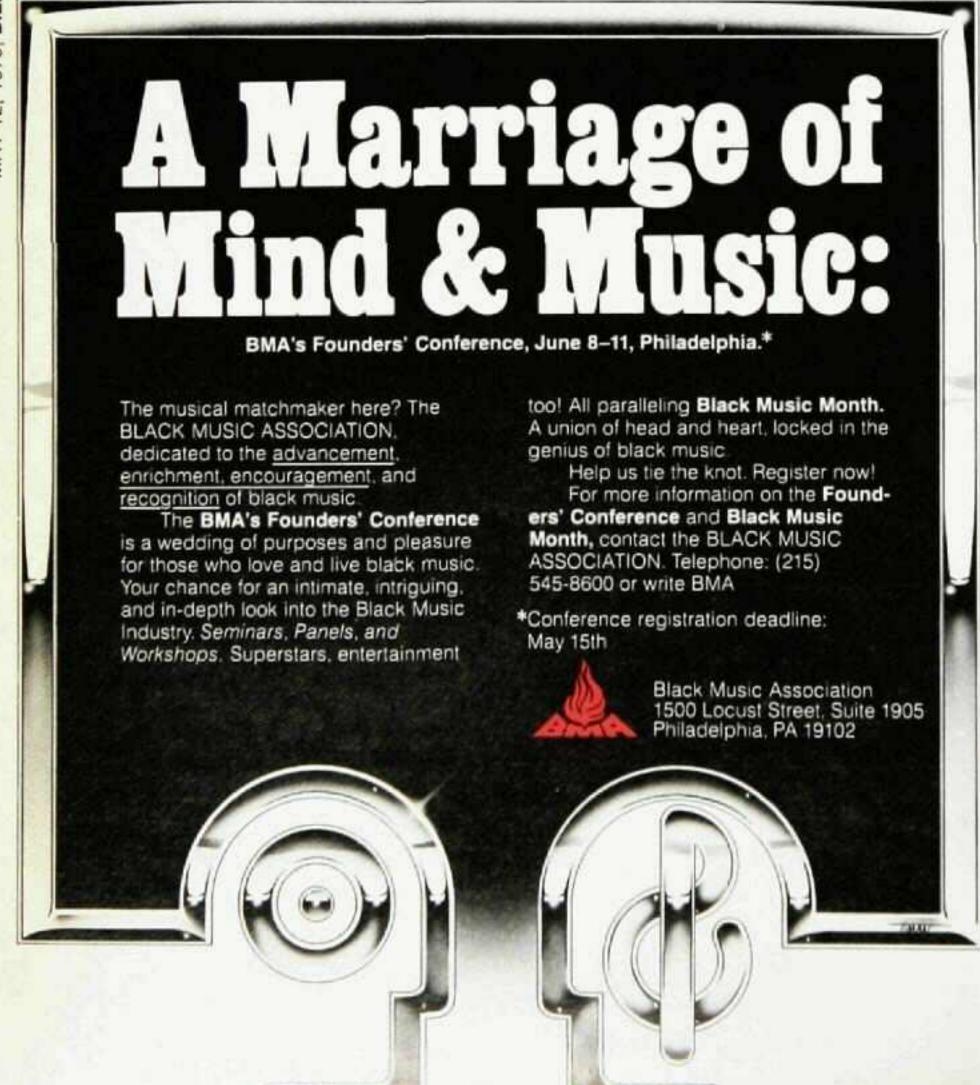
Herb Alpert awards a gold record to Dave Babiracki for coming in first in the first annual Herb Alpert 10-K Run in Los Angeles sponsored by A&M and KWST-FM. The charity race raised \$30,000 to benefit the T.J. Martell Foundation for Leukemia Research in New York and the St. Elmo Village in Los Angeles.

Stuart Schwartz of Harmony Hut. based in Washington, D.C. "It's disturbing, but we won't do anything right away unless it persists. Right now we don't feel we have to react. and I assure you we'll be the last to respond. In promotional advertising, though, you can't fall out of line with competition."

On a rack level, John Kaplan of Handleman, based in Detroit, claims: "We've felt for sometime a price war was in the works. But it's not good for the industry, nor will it solve the soft sales problem. Our customers, like Penney and Kmart. will make the determination in terms of competitive pricing. Kmart says it won't be undersold, and if they want to sell at \$3.96 we'd have to react to that."

As for Jimmy's, which entered Chapter XI after its \$2.99 pricing Elliot Sutton comments: "It's hard to stimulate business in a sluggish market. If we went to that pricing it wouldn't be because of Korvettes' ads, but for similar conditions that prompted Korvettes' decision."





\$30 4-LP Set Eclipses Goal

NEW YORK-Whether it's termed "minimalistic" or "trance" music or a fusion between jazz and the classics, Philip Glass' opera. "Einstein On The Beach," is apparently a \$30 list, four-LP package winner.

Tomato Records, the musically broad-based independent label here, has gone through an initial pressing order of 10,000 copies, according to Mel Fuhrman, executive vice president of the company

"We're using the Wakefield pressing facility in Phoenix, a quality conscious company, and so we find that we can't move out product as fast as we'd like to at this point." The label has put in an order for 10,000. more pressings.

"We're even charging radio \$18 for the package, and they're paying the price," Fuhrman adds.

Glass wrote the work in 1976 and since then it's had more than 40 performances in Europe and a touring company performed the opus at the Metropolitan Opera last fall.

Glass and his Ensemble have become a soldout live attraction in such rock showcases as Roxy in Los Angeles, the Bottom Line in New

York and Carnegie Hall.

His association with Tomato, whose serious music recordings bear green, rather than red Tomato logo, will continue with upcoming recordings of two new operas and a ballet, "A Collaboration With Lucinda Childs." One of Glass' new operas is "Satyagraaja," based on the life of Mahatma Gandhi.

Also, a total of six albums Glass released on his own Chatham label will be reissued by Tomato.

Tomato's other avant-garde serious music attraction is John Cage, already represented with two albums and a forthcoming 13-LP package based on Thoreau's "Empty Words." Other recordings will feature composers Gyorgy Ligel and Krzysztof Penderecki.

Jazz avant-garde is also part of the label's mix, including recordings by Sam River, Leroy Jenkins and Mike Knock.

Recently established was a gospel line under former Savoy a&r exec John Daniels, with an initial release of six albums in July and six more in October.

And for the pop market, Tomato releases product by Anette Peacock, Melanie, Albert King and John Lee Hooker. IRV EICHTMAN

Charge Denver Distrib With \$247,985 Theft

By JOHN SIPPEL

LOS ANGELES-Nevin Michael St. Romain, former branch manager of Western Merchandising Distributors, Denver, is accused of the theft of \$247,985.70 worth of albums in a complaint/information, arrest warrant and a supporting affidavit filed last week by Denver District Attorney Dale Tooley.

According to the filings, Romain allegedly made 46 shipments of goods to Glagano Distributing, Chicago; three to Rolling Stone, a Norridge, Ill., retail store; and two to Galaxy Sales, Dallas.

The supporting affidavit of Albert Velthoen, investigator for the Denver district attorney's office, states that during three six-month periods between Aug. 1, 1977 and Feb. 1, 1978 St. Romain shipped more than \$10,000 in stolen merchandise, thus qualifying on three counts of a class 3 felony. A class 3 felony could warrant a minimum of five years and a maximum of 40 years imprisonment if St. Romain were convicted.

St. Romain, now residing in Dallas and employed by WEA, has agreed to surrender himself at an as yet undertermined time to Denver authorities. And a \$5,000 bond has been established, according to a spokesman for the Denver district atrorney.

John Galgano, according to the affidavit, stated that he paid St. Romain, whom he considered a bonafide Western Merchandising sales executive with Hitachi tv and Pioneer stereo equipment, as he was instructed by St. Romain. A representative of the Rolling Stone store said he purchased the three shipments though Galgano. Galaxy Sales, according to the affidavit, paid cash for the records.

Velthoen stated in his affidavit that St. Romain shipped \$14,916 in stolen goods between Aug. 1, 1977 and Jan. 31, 1978; \$97,759.50 between Feb. 1 and July 31, 1978; and \$135,310.20 from Aug. 1, 1978 through Feb. 1, 1979.

DYLAN TAPES IN ALABAMA

LOS ANGELES-Bob Dylan begins recording his next Columbia studio album in Muscle Shoals Monday (7) with two members of Dire Straits sitting in as sidemen.

It is being coproduced by Barry Beckett, who produced the group's first WB album, and Jerry Wexler, who handled its second.

Mark Knopfler, Dire Straits' lead guitarist, and Pick Withers, its drummer, will be among the instrumentalists on the LP, which will be released possibly in September after Dylan's new "Live At Budokan" package has run its course.

According to a source close to the project, all of the songs are Dylan originals. Dire Straits will not be mentioned in the album credits or in promotions for the LP; only the musicians, names will be used

The idea of pairing Dylan with members of the group began when Dylan was impressed with its debut LP, after hearing the early reaction that it sounded like him. Dylan also attended the group's recent appearance at the Roxy here.

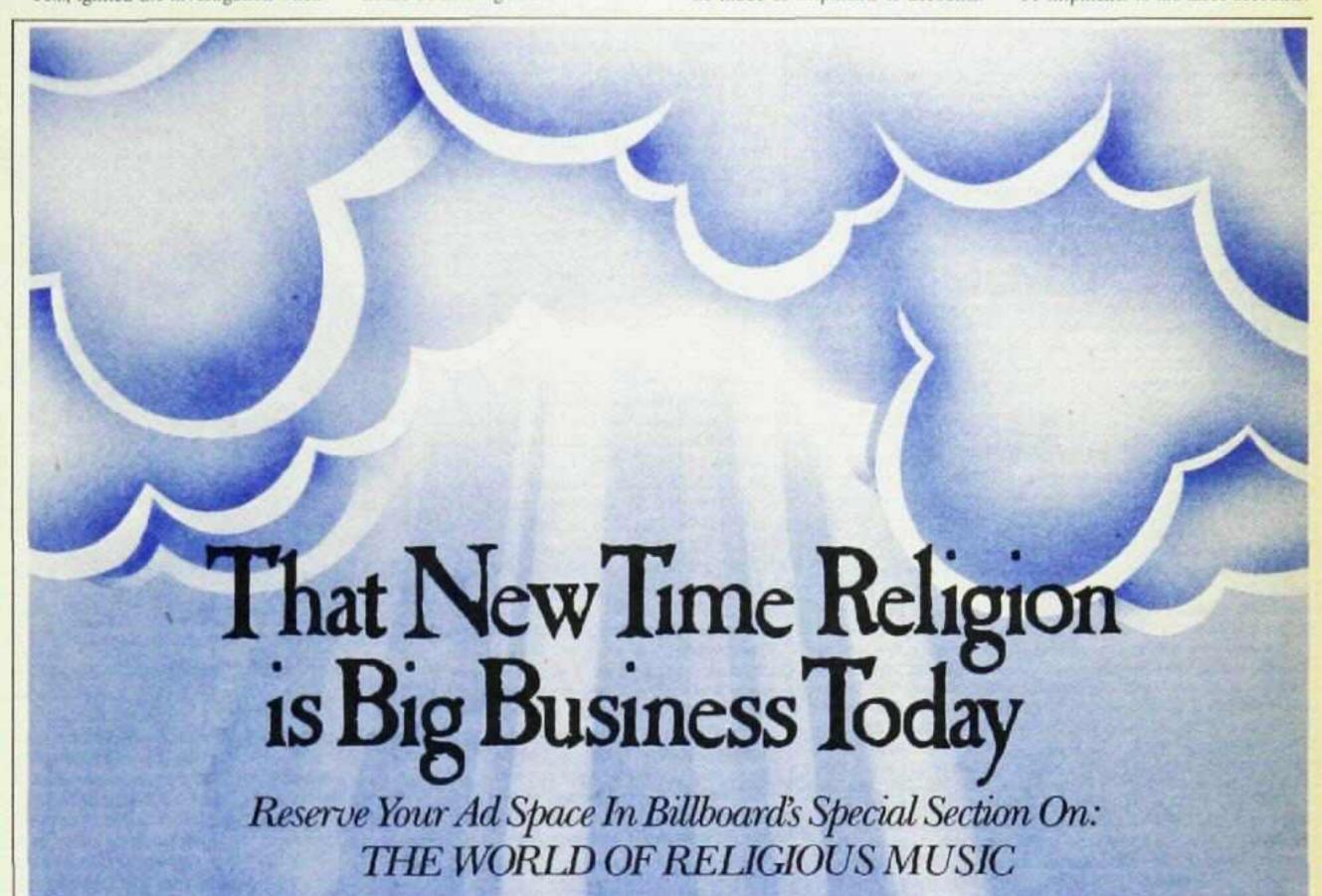
Move By Windsong

LOS ANGELES-Windsong Records has relocated to 1901 Ave. of the Stars, according to Al Teller, president. The label's New York offices will remain at their previous location at 1345 Ave. of the Americas.

The affidavit also states that Bob Schneider executive vice president, Western Merchandisers, Amarillo, Tex., ignited the investigation when he called the Denver district attorney Feb. 8 asking that the possible theft of merchandise in the warehouse be investigated.

The Denver warehouse manager, according to the affidavit, showed Velthoen an informal daily record he made of shipments to accounts.

By going through this informal list, the investigator was able to piece together the dates and weights of the 51 shipments to the three accounts.





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Vol. 91 No. 19



It's Just Thievery, Mr. Goh

By NESUHI ERTEGUN

Editor's Note: The following is in response to comments by S.S. Goh, of UNI Enterprise, Malaysia, published in our April 28 is-

S.S. Goh attended the first Asia/Pacific Music Industry Conference in Kuala Lumpur in February 1979, which was devoted principally to piracy. I was present at the same conference. Several speakers and panels discussed the piracy problem in great detail. There were many intelligent interventions from delegates from different countries. Never was a single subject-piracy-so thoroughly discussed in a two-day conference. Goh came, and he heard only what he

wanted to hear. Goh, who by his own admission is a major supplier of blank tape to pirates, writes, "we search our conscience to do the right thing." Had he searched his conscience a little more deeply, he couldn't have made such bizarre and contradictory statements.

Using various false arguments, Gohattempts to justify the activities of pirates. Let's consider his points.

Why, he asks, don't legitimate record companies lower their prices to compete with the pirates? Why, I ask him, don't car manufacturers reduce the price of automobiles to compete with car thieves? Do I have to remind Goh that record or cassette pirates and counterfeiters are thieves, pure and simple?

In Kuala Lumpur we explained why a legitimate record operation cannot compete with the lower prices of pirates. The reasons are obvious. Goh knows them as well as we do. The record business is a high-risk industry; we invest huge sums in searching for artists, in

signing them, in recording them; we pay musicians, singers, arrangers, studios, we spend fortunes in advertising and promotion; we pay royalties (not just to the composer, Goh, but also to the performer) and we pay taxes to the government on every record and tape we sell. Obvious? Sure. Was all this said in Kuala Lumpur? Obviously. Was Goh present at our meetings? So he says.



Nesuhi Ertegun: "The record business is a high-risk industry."

Fortunately, there is another industry association in Malaysia, affiliated with IFPI, which includes not only "foreign companies." but also legitimate Malaysian independents. The future of recordings in Malaysia depends on the strength and growth of this association.

By the way, Goh, who records Malaysian artists? Who gambles on new talent in Malaysia? Surely not the pirates who are members of your association.

National artists are recorded by honest Malaysian companies, and by the "foreign companies" you mention. Our

WEA company in Malaysia, for instance, was founded less than a year ago. It has invested heavily in local talent. As soon as we release a new record by a Malaysian artist, the pirates who are members of your association don't hesitate. They are not choosy. Pirate cassettes appear within a few days, often more of national artists than international, as there is frequently a greater demand for them. Malaysian pirates rob and steal from Malaysian artists.

If I read Goh correctly, his association started to pay government taxes in January 1979. Could this be a coincidence? The Billboard conference took place in February 1979, and was attended by several important members of the Malaysian government. Obviously the "foreign companies" had paid taxes since the day they were

I respectfully urge the Malaysian government to consider the piracy problem carefully. Pirates violate intellectual property rights, and they couldn't care less whether these rights

belong to their own nationals or to international groups. Our company in Malaysia, as well as other "foreign companies," strongly believes in recording local artists and releasing them not only in Malaysia, but in other countries around the world.

We need the support of the Malaysian government in our fight against piracy, otherwise we couldn't exist, and Malaysian artists would never be recorded. We also need protective measures for our international repertoire, just as Malaysian artists need them when their records are released abroad.

Ironically, if legitimate record companies ceased to operate in Malaysia (or anywhere else), piracy would be eliminated automatically and immediately. The thieves would have to look elsewhere for their next victims. An important industry would die. Contemporary Malaysian music could find no channels for self-expression. Creativity would be stunted. The country's musical heritage would be gravely endangered.

'In 8 record projects out of 10, record companies lose \$'

Statisticians inform us that in eight record projects out of 10, record companies lose money. Consequently, everything depends on selling a hit product as widely as possible. Otherwise we couldn't continue to gamble on new talent. Gambling on new talent is the essential function of a record company, and "gamble" is the key word.

The pirate never gambles. He sits and waits. Once a record company has created (in the literal sense) a big international hit, he jumps into action. He steals our property. His total investment is the price of the blank tape. He cheats the record company, he cheats the artists, he often cheats the composer and the publisher, and he often cheats the government. He is a thief.

Goh wonders why "foreign companies" did not join the record association he founded and of which he is currently president. The reason is simple, and Goh is aware of it. His association is composed mostly of pirates. We don't like to sit at the same table with thieves.

'The pirate never gambles. His investment: a blank tape'

Piracy is the most destructive force in music today; the pirate-thief-robber fills his pockets with the creative talents of others. I hope the Malaysian government will take steps to combat this deathly disease.

Nesuhi Ertegun, president of WEA International, has long been a guiding force in the fight against record and tape piracy.

Articles appearing on this veekly page are designed as a forum for the expression of views of general interest. Contributions should be submitted to Is Horowitz, Commentary Editor, Billboard, 1515 Broadway, New York, N.Y. 10036.

Letters To The Editor

Congratulations for publishing "Business' Not a Dirty Word" by Clive Davis. His writing was both eloquent and informative. But now what? I had hoped that a prognosis of the ills of our industry would have been more carefully delineated.

Mr. Davis, what do you propose to do? It has been my experience that 'You cannot win if you do not play." Should President Carter negotiate a peace settlement? Should some sort of industry regulatory. commission other than the existing institutions dictate policy? Would that be in keeping with our capitalistic

Why do merchandising experts operate a&r depart ments? Up until recently, artist development programs have been seriously neglected. Why should the deal be more important than the artist?

We are guilty of looking for only the most apparent overnight successes who have all been hungry for 15 years while trying to find creative industry people who will spend time and money to help develop artistic

No doubt Western man would have missed out on

the talents of Leonardo da Vinci had not the Medici family financed his imagination.

I hope that commentaries such as Mr. Davis' will sponsor a climate of cooperation within our industry. I look forward to reading more articles offering alternatives to any industry standards which do not promote ethical, artistic and financial well-being

> **Bob Currie** Professional Manager Screen Gems-EMI Music New York

When I read that someone is going out on tour, the first thing I do is send the management/booking agency a letter, enclosing a self-addressed stamped envelope, asking for a copy of their schedule. For some reason, it doesn't work. I don't receive a copy of a schedule, nor do I receive a reply, saying we can't help you, write to so and so.

A good example.

Last year, I wanted to see Andy Gibb in concert. Couldn't find out where he was appearing My Mom mentioned to me he was going to be near her, so I told her get tickets and I'll come home-12-hour drive-to visit them, and then we all went to see Andy perform.

A few months later, I was looking at a prochure for the Illinois State Fair. Andy was listed to perform there. It was a weekend, so I drove nine hours to see his concert. Months later through casual conversations, I learned that Andy had performed four hours away from Nashville, and I had no schedule and no one seemed concerned enough to send me one.

Again, last year I wrote and wrote for Eric Clapton's tour schedule. No reply. This year I wrote and wrote for Eric's current tour schedule. No reply.

What am I doing wrong? I'm only a fan who wants to see her lavorites perform. I'm willing to drive to various cities to see them, but if I can't find out, how can I get

Carol Hutsen

Radio-TV Programming



COLLINS VISIT—Elektra / Asylum's Judy Collins gets staging directions from television host Phil Donahue as the two prepare to do a show. It was one of a series of tv appearances she made in her national tour to support her album "Hard Times For Lovers."

FCC Proposal Could Eliminate FM Stereo

Mutual Seeks FCC Okay

For 200 15-Foot Antennas

Continued from page 3

conceivable that the potential demise of FM stereo was just overlooked.

As a result, a certain apathy has pervaded both the commercial broadcast industry and the recording industry, with the FCC receiving near zero objections or even comments from broadcasters in particu-

The Jan. 10 FCC document was issued to obtain additional information to assist the FCC as it gives further consideration to FM quadraphonic broadcasting.

"One of the primary questions remaining to be resolved is" the report notes, "what impact would the adoption of quadraphonic broadcasting standards have on the possibility of reducing the channel spacing in the FM broadcast band to 150 kHz or 100 kHz?"

At present, FM stations are allocated an operating frequency centered with a 200kHz bandwidth. According to Almon Clegg of

Panasonic, present FM operation results in maximum deviations from the assigned center carrier frequency of plus and minus 75 kHz. This allows for a "quality" audio transmission duo, in part, to a 25 kHz "guard band" between each modulation extreme and adjacent station allocations.

The FCC admits in a footnote to the notice that . . . "100 kHz channel spacing (reducing bandwidth by 50%) would probably preclude presently permitted operation, such as stereo and S.C.A. (sub-carrier authorization such as Muzak)."

A bandwidth reduction by 25% to 150 kHz would seriously degrade the performance now enjoyed in the FM broadcast medium, Clegg points out. Signal to noise ratios and audio bandwidth response would be seriously deteriorated and accompanied by a marked increase in adjacent channel interference.

Emil Torick of the CBS Technology Center, and AES immediate (Continued on page 44)

Critics See Quebec Promotions Law As Excess Cultural Control

TORONTO-The trend towards provincial authority in certain aspects of communications in Canada is the object of some concern within the broadcast industry here, and was evident during the recent Canadian Assn. of Broadcasters annual meeting April 22-24

Observers cite the case of Quebec. where they see the provincial government exercising extreme forms of cultural control via legislation.

Specifically, Quebec's new promotions law is held up as an example of over-regulation. Effective April 12, this obliges all media to tender notice of intent for promotions with prizes valued at \$1,000 or

It's estimated by some promotion people here that the paperwork alone stemming from this legislation requires 14 man hours, and further consultation with lawyers, before submission to the provincial govern-

Topping this, the written notices must be rendered to the provincial authorities no less than 30 days prior to the contest's kick-off date, and all promo tags must be accompanied

TV Industry To Continue BMI. **ASCAP Battle**

NEW YORK-Television stations are firming their resolve to continue the legal battle against ASCAP and BMI in the wake of the Supreme Court decision in a related case which pits CBS against the licensing agencies.

All-Industry Television Station Music License Committee chairman Les Arries Jr., in a letter to member ty stations, argues that "although the Supreme Court decided that ASCAP's and BMI's blanket licenses were not per se illegal, the court did not in any way state, or intimate, that the blanket licenses issued to the networks were legal."

Arries notes that the high court returned the CBS suit to the Second Circuit Court for determination under the rule of reason and asked for contributions for this continued legal fight. "Your contributions are essential if new licenses, which will

(Continued on page 25)

looking at rock concerts, major opera companies. Symphonies in several cities and syndicated music programs to air over satellite.

ning stages but Worth says Mutual is

WASHINGTON-Mutual has filed a petition with the Federal Communications Commission requesting permission to install 200 15-foot antennas in the top 200 markets, starting with Los Angeles, Chicago and New York. For almost a year now, Mutual has had an application pending at the Commission for 500 10-foot dishes for its satellite transmission system.

Since the FCC has a number of technical questions about the use of 10-foot dishes, approval has been long delayed and FCC staffers suggest that if the 10-foot dishes are installed, the Commission might have to issue new rules for them.

So, Mutual's strategy has changed. After the comparatively swift approval of NPR's request for permission to install 15-foot antennas, Mutual is going back to the FCC to ask for the same thing.

"We will keep the 10-foot application on file at the FCC," says Worth. We still want 450 10-foot dishes for the smaller markets."

Mutual expects approval on the 15-foot antennas in 90 to 120 days and expects the satellite system (at least in the major markets) to be opcrational this fall

Programming is still in the plan-

By JEAN CALLAHAN WASHINGTON-When is a network not a network? When it's a common carrier?

Mutual: Not a Common Carrier?

When, through the use of a satellite, a network transmits up to six programs at the same time, does it run the risk of becoming a common carrier?

The answer is no, according to Mutual Broadcasting Co.'s Gary Worth, "What keeps broadcasters from becoming common carriers is that the broadcaster maintains control over programming," Worth

When Mutual's new satellite is in full swing, the network will be able to feed simultaneously opera, sports programs, rock concerts and country music festivals to its affiliates and non-affiliates in a manner not entirely unlike the way the phone company hooks up thousands of telephone conversations at the same

But, the difference is that Mutual maintains full responsibility for the content of the programs it transmits while AT&T doesn't know and isn't responsible for what you say on the phone. Worth reasons.

While satellites will certainly increase the creative possibilities for radio programming, the change is not unprecedented. At Mutual, for instance, the "Lutheran Hour" has been carried for almost 50 years. "We've been transmitting the 'Lutheran Hour' since the 1930s," says Worth.

"We don't produce the show; we just transmit it. The only change with the satellite is that now we'll be transmitting several shows at once. But we won't transmit data, telephone information or computer language. We are not a common carrier."

By DAVID FARRELL with a public service notice telling

the public that any disputes in the contest can be settled by filing grievances with the government.

Adding insult to injury, it's suggested, the media outlet or advertiser

must also pay a 10% tax on the retail value of the prizes, and a further 3% if the contest is applicable to persons outside the province.

Yet Quebec is not alone in its (Continued on page 67)

SECOND MOST POPULAR

L.A. KRTH-FM's Ratings **Tied To Audience Surveys**

By HANFORD SEARL

LOS ANGELES-KRTH-FM here has maintained its position in this market as the second most popular rock-oriented station, directly attributed to its automated, non-automated sounding programming format.

At a 3.5 share in the eighth spot in January's Arbitron ratings of the 22station market here, "K-Earth 101 FM" programs a more contemporary, adult flair repertoire.

"We're doing what's right for us in this marketplace, programming the type of music our listeners want to hear," maintains program director Bob Hamilton of the RKO station.

With the 58,000 kw station since February of 1977 when it was KHJ-FM another RKO property, Hamilton researched the market and found '50s and '60s hits a successful format which the station has been tagged with ever since

Today, with automation via an IGM-700 computer system, daily surveying of hits listeners want to hear and keeping abreast of community tastes, happenings and events, Hamilton has solidified and updated the format into its proven suc-

According to 31-year-old Hamilton, music director Guy Zapolean is to be credited with the extensive in-house survey system to keep KRTH-FM ahead of competitors KMET-FM, KLOS-FM and KNX-

Heavily dayparted, the station now uses related oldies to build charisma, says Hamilton, who adds that disco and any breaking, popular sound will be aired immediately.

Voice tracking of DJs keeps the automated sound "live" and relatively unknown to the general public. Hamilton programs the station on a tight 24-hour, seven-day basis of pre-selected music.

Taking in marketing demographics. KRTH-FM goes heavier at night to past hits. The breakdown is 60% current and 40% oldies overall.

The DJ lineup includes Brian Beirne 6 a.m.-3 p.m.; Bro. John Rydgren 3-8 p.m. and Cherie Sannes 8 p.m.-2 a.m. with Dara Welles, the news director, with reports at 6, 7, 8 and 9 a.m. and noon.

Special programming includes a new LP program "Saturday Night Special" at 11 p.m. with no commercial interruption and a half-hour show Sundays at 9 p.m. entitled

During that show, such stars as Eddie Money, Melissa Manchester, Marvin Gaye, John Voight and Chris Reeve have been interviewed while a more public service-oriented program "Transition" airs at 9:30 p.m. Sundays.

"The use of this automation system frees us and allows time for other production efforts, interviews with groups away from the station

and the ability to be more creative," says Hamilton.

For the first time in the station's history, KRTH-FM reached a cume of one million listeners, according to Arbitron.

Though not offering any countdown of top hits, the station showcases seasonal specials, among them the "Firecracker 300," the top 300 songs in Southern California each

That special includes giving away 101 classic and current LPs, says Hamilton, who began his radio career at WBCR-AM Levittown, Pa., and prior to coming to California, was program director at WIFI-FM Philadelphia.

Reaching San Diego, Palm Springs and Santa Barbara with its 2,900-foot antenna on Mt. Wilson, < the station also recently had specials such as a two-hour Rod Stewart show, hour-long Donna Summer sa- @ lute and 18-hour Beatles story.

A regular program special is the Labor Day weekend "Hall Of Fame" program featuring every No. I record on the Billboard charts o from 1955-1979.

With offices at 5901 Venice Blvd. near Fairfax Ave., KRTH-FM plans for summertime concert connections, notes Hamilton, who also praises general manager & vice president Allan Chlowitz.

"Teamwork is the key to this station's success after it's all said and done. The atmosphere is congenial and mellow. Everyone contributes," says Hamilton.

AM Stereo At XTRA In 1970

LOS ANGELES-XTRA-AM in San Diego has put the claim on being the first West Coast station to utilize a stereo setup as early as 1970, reports Rich Wood, program manager.

The 50,000 kw station, at 690 on the dial, went to 100% stereo for about a year with the Kahn system before the rest of the country got involved in AM-stereo testing, says Wood.

Licensed by Mexico, the station employs a staff of 25 and has altered the system to the new improved Kahn/Hazleton unit which was installed and on-the-air at KHJ-AM here April 17.

The same equipment that KHJ is now testing under a 90-day FCC approved sanction, was put into fulltime service March 23 at XTRA, adds Wood, who joined the station in July.

About 10 DJs work the FM side while four are employed at XTRA-AM which has studios in San Diego. The AM station plays beautiful music while FM-91X programs AOR, concludes Wood.

979,

Bilboard Singles Radio Action Playlist Top Add Ons

Playlist Top Add Ons

Regional Breakouts & National Breakouts Based on station playlists through Thursday (5/3/79)

TOP ADD ONS -NATIONAL

SUPERTRAMP-The Logical Song (A&M) RANDY VANWARMER-Just When I Needed You The Most (Bearsville) (D) SISTER SLEDGE—We Are Family (Cotillion)

D-Discotheque Crossover

ADD ONS-The two key prod ucts added at the radio stations listed, as determined by stationpersonnel

PRIME MOVERS-The two products registering the great est proportionate upward movement on the station's playlist, as determined by station personnel

BREAKOUTS-Bulboard Crust Dept. summary of Add On and Prime Mover information to reflect greatest product activity at Regional and National levels:

Pacific Southwest Region

. TOP ADD ONS

JAY FERGUSON - Shak edown Crusin (Azylum) (D) SISTER SLEDGE-We Are Family (Colifloria TOTO-George Porge (Columbia)

* PRIME MOVERS

BEE GEES-Love You Incide Out (RSU) (D) DOWNA SUMMER-Hot Dott (Carablance) (D) THE JACKSONS-Shake Your Body (Epic)

BREAKOUTS

CARTH, WIND & FIRE-Boope Wonderland DOOBSE BROTHERS-Minute By Minute (WE)

POCO-Heart Of The Night (MCA)

KHI-LA

- . DOOBIE BROTHERS-Minute By Minute
- EARTH, WIND & FIRE—Songie Wonderland (Columbia)
- DONNA SUMMER Het Stuff (Casablanca) 23-19
- BEEGEES—Love You Inside Out (RSO) 16

KRTH-FM-LA

- . TOTO-Georgy Porgy (Columbia)
- . EARTH, WIND & FIRE-Boogse Wonderland * DONNA SUMMER-Hot Stuff (Casablanca)
- 104
- * SISTER SLEDGE-We Are Family (Sofillion) 27-21

KFI-LA

- SISTER SLEDGE—We are Family (Lot illion). JAY FERGUSON—Shakmdown Cruise
- (Azylum)
- * BEE GEES-Love You Incide Out (RSO) 11-4
- * THE JACKSONS-Shake Your flody (Epic)

20-14 KCBQ-San Diego

- WINGS—Daybine, Night-time Suffering
- (Columbia) POCO—Hearts Dt The Night (MCA)

KFXM - San Bernardino

- NIGEL OLSSON Little Bit Of Snap. (Capitol)
- . MENNY ROGERS—The Believes In Me (UA)
- * RANDY VANWARMER Just When I Needed You Must (Bearswille) 15-9
- * BEEGIES-Love You bride Out (RSO) 18

KERN-Bakersfield

- * RICKIELEE JONES Chuck English Lave
- G.Q.—Discs Nights (Arista)
- * SISTER SLEDGE-He's The Greatest Dancer (Cotilhon) 29:22
- * SUPERTRAMP-The Lingual Story (A&M) 30:24

KOPA-Phoenix

(WB)

- . DOOBIE BROTHERS-Minute B. Minute
- JAY FENGUSON—Sharedown Erusse. (Asyllum)
- * BEEGEES-Love You hearde Out (HSO) 23
- * RANDY VANWARMER Just When I Needed. You The Most (Bearsville) 20-14

KTKT-Tucson

- BOB SEGER & SILVER BULLET BAND—000 Time Rock & Rull (Capital)
- . SISTER SLEDGE We Are Family (Cotillism) * DONNA SUMMER-Hist Stuff (Casablanca)
- * BAD COMPANY-Rock N. Holl Fantasy (Swart Song) 28-19

ADEO-Albuquerque

- . RICKIELEE JONES Chuck E & In Love
- . BABYS-Head First (Chrysalis)
- * DONNA SUMMER Hot Stuff (Casablanca) 37-21
- * BEE GEES-Love You braide Out (RSO) 31 18

KENO-Las Vegas

- . RANDY VANWARMER Junt When I Needed You Most (Beacswille)
- . NICOLETTE LARSON Rhumba Girl (WR) * BEE GEES-Love You Impade Out (RSO) 21
- * PEACHES & HERB-Financed (Polydon) MVF1157

KFMB-San Diego

- ALLMAN BROTHERS BAND—Crazy Love (Capricorn)
- . ORLEANS-Love Takes Time (Infinity)
- * FRANK ZAPPA Dancin Foot (Zappa) 28-21
- ◆ DONNA SUMMER—Hot Stuff (Casablanca)

Pacific Northwest Region

. TOP ADD ONS

DR. HOOK-Brautiful Woman (Capitor) RANDY VANWARMER-Just When I Needed You The Most Hearpolle ORLEANS-Love Takes Time (Infinity)

* PRIME MOVERS

F DONNA SUMMEN - Hitt Shuff (Tuesablanca) SUPERTRAMP-The Linguish Sinny (AAM) GEORGE HARRISON - Blom Away (Dorn Horse)

BREAKOUTS

EARTH, WIND & FIRE-Boogie Winderland

RICKIE LEE JONES - Chuck, E. S. In Love (Will) 1010-Smrgy Pargy (Calumbia)

KFRC-San Francisco

- EARTH, WIND & FIRE → Boogne Wonderland CARC
- * SUPERTRAMP—The Linguist Song (A&M) 13.8
- D* DONNASUMMER-Hot Short (Casabianca) 20.9

KYA-San Francisco

- ORLEANS—Love Takes Time (Infinity)
- . RANDY VANWARMER hist When I Needed You The Most (Branzwille)
- * ENGLAND DAN JOHN FORD COLEY-LINE In The Anguery (Big Tree) 22:17 * ROGER VOUDOURIS-Get Used Is it (WB)

17:14 XLIV-San lose

- D. DQUID GOLD Mr Bahy & Bahy (Catablanca)
- . EARTH, WIND & FIRE,-Bongoe Wonderland (ARC)
- D ★ G.Q.—Disco Nights (Arista) T7.13
- D . DONNA SUMMER Hot Stuff (Excaptagea) 15-11

KRDY-Sacramento

- . FRANK ZAPPA-Dancin Fool (Zappa)
- JAY FERGUSON Storkerdown Crurce (Asylon)
- ★ DONNA SUMMER—Hat Shaff (Casablanca): 75-13 D . SISTER SLEDGE - We Are Lamily (Cutobon)
- Art-20 KYNO-Fresni

KGW-Portland

- . BEACH BOYS Grand Timor (Cardhous . EARTH, WIND & FIRE - Bloogie Wonderland
- CARCS D . GQ - Divro Nights (Austa) 27-20
- * ROD STEWART Aim T Love A Bitch (WB) X
- TOTO Georgy Porgy (Colombia): . DR. HODE... When You're In Love With A Bendiful Woman (Capital)
- . RANDY VANWARMER-Just When I Needed You The Most (Besezvolle) 11-li-* BLONDIE-Heart Of Glass (Chrysans # 4

PRIME MOVERS-NATIONAL

WDRQ-Detroit

WTAC-Flint

Love (Pelydor)

(Azylum)

D. WAR-Good, Good Feeling (MCA)

. EARTH, WIND & FIRE - Bookin Wonderland

D# DONNA SUMMER-Hot Shiff (Casablanca)

GIBSON BROTHERS—Cuba (Mango) 24-19

De ALTON McCLAIN & DESTINY-II Must Be

JAY FERGUSON—Shakedown Cruise

D . FORY-Hut Number (Dash) AD 21

Z-96 (WZZR-FM) - Grand Rapids

* THE JACKSONS-Shake Your Body (Epic)

. ROD STEWART - Ann't Love A Britch (WB)

. SUPERTRAMP-The Lugical Song (A&M)

(D) DONNA SUMMER—Hot Stuff (Casablanca) BEE GEES-Love You Inside Out (RSO) BOB SEGER & THE SILVER BULLET BAND-Old Time Rock & Roll (Capital)

KING-Seattle

- . RICKIE LEE IONES Chiack Costa Laste
- . DR. HDOK When You're in Love With A Beautiful Woman (Capital)
- * GEORGE HARRISON Ellow Away (Track Horse) 10-4

D* FOXY-Hut (Dash) 21-13 KJRB-Spokane

- · STYX-Renegade (A&M)
- . EARTH, WIND & FIRE-Buogle Wonderland
- D. SISTER SLEDGE-We Are Family (Contillion)
- * RANDY VANWARMER Just When I Needed You The Most (Bearsville) 24-17 KTAC-Tacoma
- NEIL DIAMOND—Say Maybe (Columbia) . EARTH, WIND & FIRE-Boogle Wonderland
- * RANDY VANWARMER but When I Needed You The Most (Bearsville) 25-20

* BEE GEES - Love You Inside Out (RSO) 11-7 KCPI-Salt Luke City

- ANNE MURRAY—Shadows in The Mountight
- . DIONNE WARWICK I'll Never Love This. Way Again (Arista) * KENNY ROGERS-She Believes In Me (UA)
- D . DONNA SUMMER Hot Stuff (Casablanca)

KRSP-Salt Lake City

- D. SISTER SLEDGE-We Are Family (Cotollion) · REX SMITH - You Take My Breath Away
- BEE GEES—Linve You Impide Out (RSO) 10-5 * ROGER VOUDOURIS - Get Used To it (WB)

25:18 KIMN-Denvet

- . BARBARA MANDRELL-II Loving You Is Wrong (MCA)
- EARTH, WIND & FIRE—Boogle Wonderland * RANDY VANWARMER - Just When I Needed
- You The Most (Bearsville) 18:10 . BEE GEES-Love You Incide Out (RSO) 28-
- KJR-Seattle . EARTH, WIND & FIRE-Boogle Wonderland
- RANDY VANWARMER—Just When I Needed. You The Most (Bearradie)
- * GEORGEHARRISON-Hiow Away (Dark Horsey 10-7

* THE JACKSONS—Shake Your Body (Epic)

- KYYX-Seattle . DR. HOOK - When You re to Love With A
- Beautiful Woman (Capitol) · REX SMITH - You Take My Breath Away
- * STYX-Runngade (A&M) 15 8 ★ SUPERTRAMP—The Logical Sang (AAM) 6

- KCBN-Reno . DOOBIE BROTHERS-Minute By Minute
- . IAY FERGUSON -- Shakedown Crume
- * SUPERTRAMP—The Logical Song (ASM)
- * DONNA SUMMER-Hot Stuff (Casablanca)

North Central Region

. TOP ADD ONS

HANDY VANWARMER - Suct fillness 3 Scooders Visio The Meet (Bearwalls) STYX-Rentgady (ALM) BAD COMPANY - Time A Will Earling Class

* PRIME MOVERS

BY DOWNA SHIMMER - BUT STUT IT anablement HEE GEES-Love how mode that (9050): BOB SEGER & THE SHAVEN BULLET BAND-DIA Time Rock & Bill (Capital)

BREAKOUTS

CHEAP TRICK-1 Want You To Want Mr 12 year. JAY FERGUSON - Sharedtown Disease (Asyrium) DOOBLE BADTHERS - Ministry the Ministry (WIE)

CKLW-Detroit . CHEAP TRICK - Want You To Want Ma-

- How I . RANDY VANWARMER - Just When I Needed
- You Must Ellewiswille: * MISTOREN & WHITEHERD - AIR'S NO Magazine Na Now (P. LR.) 30-10

Time Rock & Roll (Capitol) 28-18

. BOB SEGER & SILVER BULLET BAND - Old

■ BILLY JOEL - Honesty (Columbia) 25-16 . BEE GEES-Love You Inside Out (RSO) 18-

WAXY-Louisville

- D. G.Q. Disco Nights (Arista)
- D+ DONNA SUMMER-Hot Stuff (Casablanca) 26.17
- * KENNY HDGERS-She Believes In Me (UA)

WBGN-Bowling Green

- . DOOBIE BROTHERS Minute By Minute
- JAY FERGUSON—Shakedown Cruise (Asylum)
- * RICKIELEE JONES Chuck E 's In Lawe. (WE) 29-23 OLIVIA NEWTON-JOHN—Deeper Than The

Night (MCA) 30-24

- WGCL-Cleveland
- STYX—Renegade (A&M) . BAD COMPANY-Rock 'N' Roll Fantasy (Swan Song)
- D. DONNA SUMMER-Hot Shaff (Catablance) 21-13 # BEEGEES--Love You Inside Out (RSO) 22

- WZZF-Cleveland . DOOBIE BROTHERS-Minute By Minute
- (West SAY FERGUSON — Shakedown Cruise
- (Azyfum) D+ DONNA SUMMER - Hat Shall (Casabianca) 15.8
- D* DAVID NAUGHTON-Makin II (RSD) 30-17
- Q-102 (WKRQ-FM)-Cincinnati
- D= DONNA SUMMER—Rut Stuff (Casablanca)
- . SUPERTRAMP-The Logical Song (A&M)
- ★ WINGS—Goodnight Tonight (Columbia) 20-* ORLEANS-Love Takes Time (Infinity) 14

WCDE-Akron

- . RODSTEWART Ain t Love A britch (Will)
- · REX SMITH -- You Take My Breath Amay (Celumbia)
- D . DONNA SUMMER-Het Stuff (Casablanca) 25/18 BEE GEES:—Love You inside that (850) 29
- WNCI-Columbus

D. DONNA SUMMER - Hot Stoff (Catalylanca)

ENGLAND DAN/JOHN FORD COLET—Leve

is The Answer (Big Tree) * BAD COMPANY-Rock N Holl Failters (Swall-Song) 17-13

SUPERTRAMP—The Logical Street (AAM)

13-Q (WKTQ) - Fittsburgh

- . XEMNY ROGERS She Bullever in Me (UA) Do SISTER SLEDGE-We Are Family (Cotalling)
- D . THE JACKSONS Shake Your Body (Epic)
 - * BEE GEES-Love You invide Out (RSO) 23

DOOBIE BROTHERS-Minute By Minute (WB)

EARTH, WIND & FIRE-Boogle Wonderland (ARC)

WPEZ-Pittsburgh

- . RANDY VANWARMER-Just When I Treeded
- You The Most (Bearsville)
- ORLEANS—Love Takes Time (Infinity) DONNA SUMMER - Hot Stuff (Casablance)
- X-23 D+ PEACHES & HERB-Reunifed (Polydor/ MVP) 19:10

Southwest Region

. TOP ADD ONS

SHZ) DUNTRO & CHRYS WORMAN - Utumbler In

- VAN HALEN-Tiance The Night Away (WE) KENNY ROGERS-The Believes In Mr (UA)
- * PRIME MOVERS:
- D) DONNA SUMMER Hart Stuff (Capablance) BOB SESER & THE SILVER BULLET BAND-DIS

BREAKOUTS

Time Rock & Roll (Capital)

DOOBJE BROTHERS-Monate By Manufe (WB) NICKIE LET JONES-Chock E. LOS COVE (WB) CHERYL LYNN-Star Love (Columbia)

PERCHES & HERB-Recorded (Polydor / MVP)

KILT-Houston . SUZI QUATRO & CHRIS NORMAN ...

Stumbled In (RSD)

- . RICKIELEE JONES Chuck E. s. In Love
- ★ CHER—Take Me Home (Casablanca) 31-19.

* DONNASUMMER-Hot Stuff (Casablanca)

- KRBE-Houston . DOOBIE BROTHERS-Minute By Minute
- (WE) D* CHERYL LYNN-Star Love (Columbia) D+ DAVID NAUGHTON-Makin It (RSD) 30 20

* DONNA SUMMER-Hot Stuff (Casablanca) 18.5

- KLIF-Dallas
- . DOOBIE BROTHERS- Minute By Minute (WB) . ROD STEWART -- Aim 1 Love A Bitch (WB)

* PEACHES & HERB - Reumited (Polydor)

MVP) 19-31 ■ BOB SEGER & THE SILVER BULLET BAND —

Old Time Rock & Roll (Capital) 35-29. KNUS-FM-Dallas

. PEACHES & HERB-Reunited (Polydor)

MVF)B2 * BAD COMPANY-Rock N' Rull Fantasy

(Swan Sary) 17 7

KINT-EI Paso

(Columbia)

WAY -- Oklahoma City

KELI-Tulsa

- (SwamSong) 16-12 AFIZ-FM (Z-97)-FL Worth
- WINGS—Goodnight Tonight (Columbia) . VAN HALEN-Dance The Night Away (WF)
- * BOB SEGER & THE SILVER BULLET BAND-(Md Time Rock & Roll (Capital) 15-9 * BAD COMPANY-Ruck N Roll Fantany

. BAD COMPANY - Rock N Roll Fantaty Chiwan Song) . REX SMITH - You Take My Breath Away.

D+ DONNA SUMMER-Hot Stuff (Canablance)

* BEE GEES-Love You Inside Out (RSO) 21-

· REX SMITH - You Take My Breath Away (Columbia)

. RICKIELEE JONES - Chack E. x in Love

D. SISTER SLEDGE - He a The Greatest Dancer (Cotillion) 10 €

. CLAUDIA BARRY - Boogie Wongie Dancin'

WINGS ~Goodright Tarright (Columbia) 12-

- Shoex (Chrysalis) . NEW ENGLAND-Don't Ever Wanna Lose You (Infinity)
- ★ ROD STEWART—Ain'T Love A Bitch (WB) 22 → RANDY VANWARMER — Just When I Needed You Most (Bearwille) LV-8.

BREAKOUTS-NATIONAL

- . DOOBLE BROTHERS-Minute By Minute
- D+ DONNA SUM MER-Hot Stuff (Casablance)

- . ROD STEWART Ain 1 Love A Bidch (WB)
- . DR. HOOK When You're In Love With A Beautiful Woman (Capitol) 38-33
- KEEL-Shreveport
- Ge CHER-Take Me Home (Casablanca)
- * GEORGE HARRISON Blow Away (Dark Horsel 9-4

* STYX-Renegade (A&M) 25-17

TYCOON-Such A Woman (Areda) (D) VILLAGE PEOPLE -- In The Navy (Casablemox)

(D) CHER-Take Me Home (Casablance)

* PRIME MOVERS

CHEAP TRICK -: Want I too To Wast We Epico

BREAKOUTS

(Casablanca)

* STYX-Renegade (A&M) 75-16

D. DONNA SUMMER-Hot Shuff (Carablanca)

- . CHEAP TRICK-I Want You To Want Mr.
- . ROD STEMART-Am ? Love A Sitch (Will)
- MROK-Rockford
- RICKIE LEE JONES -- Chuck E.'s In Live (WE)
- * ENGLAND DAN / JOHN FORD COLEY-LIVE

WIFE-Indianapolis

- De G.Q. Disco Nights (Arista)
- . REX SMITH-You Take My Breath Away (Columbia) 23-11 (Continued on page 20)

in a retrieval system, or transmitted, in any form or by any

partitionon of the publisher

RICKIE LEE JONES-Chuck E's In Love (WB)

- WTIX-New Orleans
- . BLONDIE-One Way Or Another (Chrysalis)
- D+ FOTY-Hot Number (Dash) 24-13

28-16

- WNOE-New Orleans
- . OLIVIA NEWTON-JOHN Desper Than The Night (MCA)
- * CHERYLLYNN-Star Love (Columbia) 37-

- . AENNY ROGERS-She Believes in Me (UA):
- Midwest Region

. TOP ADD ONS

- BET GEES-Love You Inside Out (RSO)

(D) DOWNS SUMMER - Har Stuff (Constitute)

BLONDIE-Heart Of Diam (Dirysalis)

DOORSE BROTHERS-Minute St. Minute WE POCO-Heart Of The Night (WCA)

WLS-Chicago

- D. VILLAGE PEOPLE-In The News

D. CHER-Take Me Home (Casablanca)

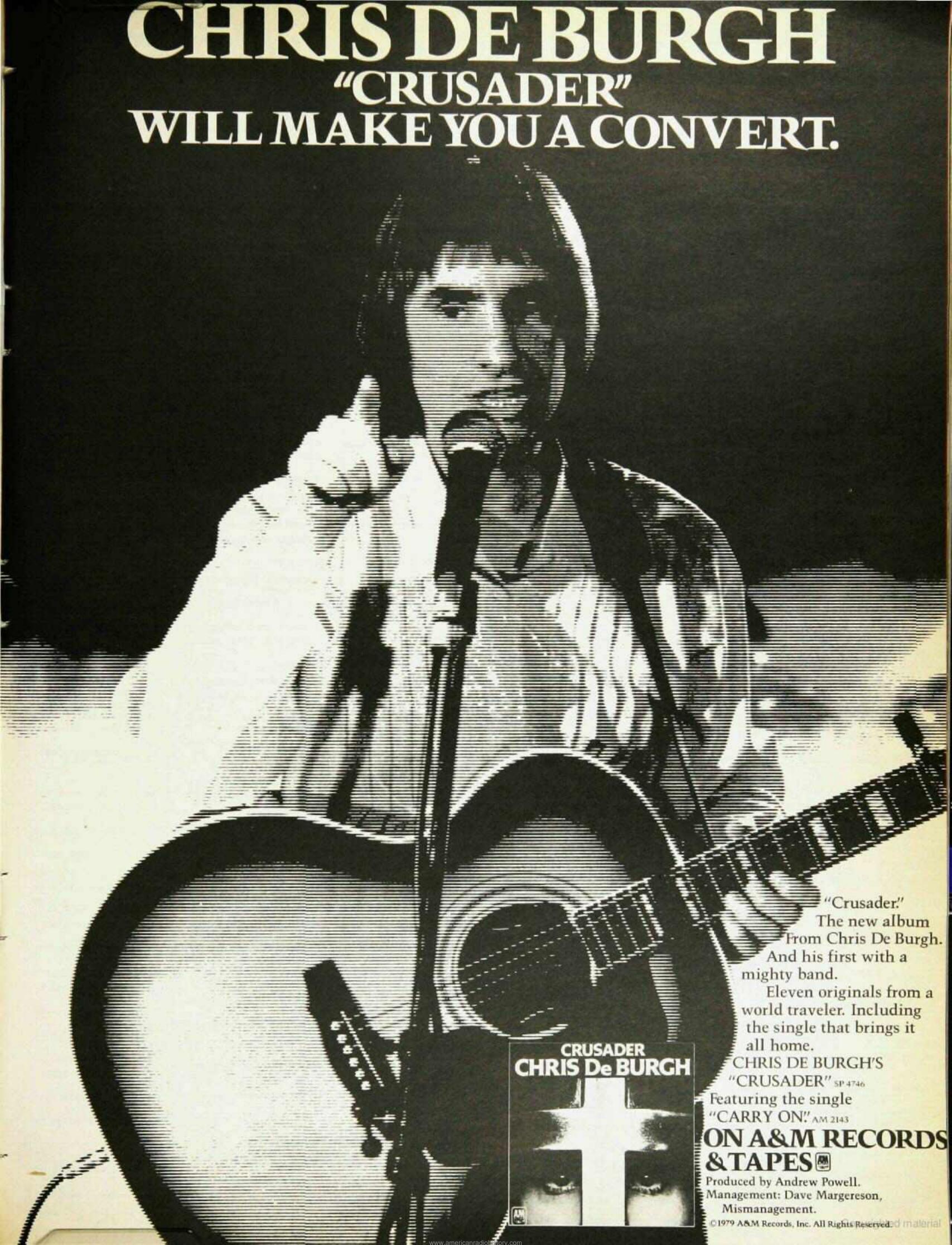
- WEFM-Chicago
- * WINGS-Coodright Tonight (Columbia) 17

. BLONDIE-Heart Of Glass (Chrysald) 15-5

- LINDA RONSTADT—Airson (Asylum) * PEACHES & HERB-Rounded (Polydor)

In The Answer (Big Tree) 20-12

- . DOOBIE BROTHERS--Minute By Minute
- D. SISTER SLEDGE-We Are Family (Cotifica)
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- . CHEAP TRICK -! Want You To Want Me (Epic)
- SUPERTRAMP—The Logical Song (A&M)
- ★ 6.0.—Disco Nights (Arista) 25-12
- * BEE GEES-Love You Inside Out (RSO) 14 6

WOKY-Milwaukee

- BEE GEES—Love You Inside Out (RSO)
- TYCOON—Such A Woman (Arista)
- * PEACHES & HERB-Reunited (Polydon) MVP) 4-2
- * THE JACKSONS-Shake Your Body (Epic) 21-16

WZUU-FM - Milwaukee

- . DOOBLE BROTHERS-Minute By Minute
- POCO—Heart Of The Night (MCA)
- * TYCOON-Such A Woman (Arista) 10-4
- ★ ORLEANS—Love Takes Time (Infinity) 18.

KSLQ-FM-St. Louis

- . EARTH, WIND & FIRE-Boogle Wonderland (Columbia)
- . CHEAP TRICK I Want You To Want Me (Epic)
- * DONMASUMMER-Hot Stuff (Casablanca)
- **★ ENGLAND DAN/JOHN FORD COLEY—Love** Is The Answer (Big Tree) 22-17

KXDK-St. Louis

- D. CHER-Take Me Home (Casablanca)
- * BEE GEES-Love You Inside Out (RSD) 24-
- * OLIVIA NEWTON-JOHN Deeper Than The

Night (MCA) 18 13

KIOA-Des Maines

- D. SISTER SLEDGE-He's The Greafest Dancer (Cetillian)
- D= DONNASUMMER—Hot Stuff (Casablanca)
- * RANDY VANWARMER Just When I Needed

You The Most (Bearsville) 24-13.

- D . THE JACKSONS Shake Your Body (Epic)

KDWB-Minneapolis

- ORLEANS—Love Takes Time (Infinity)
- TYCOON—Such A Woman (Arista).
- McGUINN, CLARK & HILLMAN Don'T You Write Her Off (Capitol) 16-11
- ★ BILLY 10 EL—Honesty (Columbia) 70-15

KSTP-Minneapolis

- . BEACH BOYS-Good Timin (Caribou)
- SUPERTRAMP—The Logical Song (ABM)
- BLONDIE—Heart Of Glass (Chrysalis) 16-8.
- * RANDY VANWARMER-Just When I Needed You The Most (Bearsville) 10-5.

WHB-Karsas City

- REX SMITH—You Take My Breath Away (Columbia)
- KENNY ROGERS—She Believes in Me (UA)
- * BEE GEES-Love You braide Out (RSQ) 13-8
- * ROGER VOUDOURIS- Get Used To it (WE)
- 147

KBEQ—Kansas City

- VAN HALEN—Dance The Night Away (WE).
- O. SISTER SLEDGE-We Are Family (Cotillion)
- ROCER VOUDOURIS—Get Used To it (WB)
- ★ CARS—Good Times Rolf (Elektra) 22-17

KKLS-Rapid City

- . ROD STEWART Ain 1 Love A Bitch (WB)
- POCO—Heart Of The Night (MCA)
- * PEACHES & HERB -- fireunited (Pulyder) MVP) 7-3
- * ENGLAND DAN/JOHN FORD COLEY—Love Is The Answer (Big Iree) 13-8

KOWB-Fargo

(Colombia)

- ART GARFUNKEL—In A Little While
- MELISSA MANCHESTER Thomas Fench Ice. Castles (Arista)
- * NIGEL OLSSON A Little Bit (If Soap (Bang)
- 25/18
- * ROGER VOUDGURIS-Get Used Tell (Will) 20:13

RLED-Wichita

- . RANDY VANWARMER Just When I Needed You The Most (Bearsville)
- ROXY MUSIC—Dance Away (Atco) * BEE GEES-Love You Inside Out (RSO) 17-8
- * DONNA SUMMER-Hot Stuff (Casablanca)

Northeast Region

- . TOP ADD ONS
- (D) SISTER SLEDGE-We Are Family (Cotolium) OLIVIA NEWTON JOHN ... Deeper Than The

SUPERTHAMP-The Logical Song (ASM)

- * PRIME MOVERS
- (D) DONNA SUMMER-Hot Stuff (Casablanca) (D) THE JACKSONS-Shake Your Body (Epic) SEE GEES-Love You Inside Out (RSQ)

BREAKOUTS

EARTH, WIND & FIRE-Bongie Wonderland

BEACH BOYS-Good Timm (Carobox) RICKIE LEE IONES-Chuck E s In Love (WB)

WABC-New York

- . OLIVIA NEWTON-JOHN Deeper Than The Night (MCA)
- * PEACHES & HERB-Reunited (Polydor)
- D* THE JACKSONS Shake Your Body (Epic) 14.7

99-X-New York

- . BEACH BOYS-Good Timin' (Cariboo)
- . EARTH, WIND & FIRE Bongie Wonderland (Columbia)
- D. McFADDEN & WHITEHEAD-Am 1 No. Stoppin' Us Now (P.LR.) 30-16
- D★ SISTER SLEDGE-We Are Family (Cutillion)

WPTR-Albany

- D. DAVID NAUGHTON-Makin II (RSO)
- . OLIVIA NEWTON-JOHN Deeper Than The Night (MCA) 20-15
- ★ BEE GEES—Lave You Inside Out (RSO) 21

WTRY-Albany

- . RICKIELEE JONES Chuck E's In Love (WB)
- D. SISTER SLEDGE-We Are Family (Cutillion)
- ORLEANS—Love Takes Time (Infinity) 11-6
- * BEE GEES-Love You laside Dat (RSO) 20

WKBW-Buffalo

- 0 * SISTER SLEDGE-He's The Greatest Dancer (Cotiffice) 29-21
- * BEE GEES-Love You Inside Out (RSD) 23-

WYSL-Buffalo

- DOOBIE BROTHERS—Minute By Minute
- BABYS—Head First (Chrysalis)
- D. DONNA SUMMER-Hot Stuff (Casabianca)
- D. THE JACKSONS Shake Your Body (Epic.) 16.5

WBBF-Rochester

- D. DONNA SUMMER—Hot Stuff (Casablanca)
- · REX SMITH-You Take My Breath Away. (Edjumbia)
- * ENGLAND DAN/JOHN FORD COLEY-LIDE Is The Answer (Big Tree) 22:17
- BEEGEES—Love You Inside Out (RSD) 21

WRKO-Boston

- SUPERTRAMP—The Logical Song (A&M)
- . EARTH, WIND & FIRE Boog in Wonderland Columbia
- D * DONNA SUMMER Hot Stuff (Casablanca): BBL
- * DOOBIE BROTHERS-Minute By Minute (WR) 23 TR

WEZ-FM-Boxton

- . EARTH, WIND & FIRE-Buogse Wonderland (Catiombia) D. ANITA WARD - RING My BER (IA)
- F-105 (WVBF) Boston
- · ORLEANS-Love Takes Time (Infinity)

. GEORGE BENSON - Love Stallad (WE)

- * WINGS-Condright Tonight (Colombia) 20
- SUZIQUATRO & CIURIS HORMAN -Stumble in (RSD) 6.3

WDRC-Hartford

- . RICKIELEE JONES-Chuck E's in Love
- D. SYSTER SLEDGE We Are Family (Cotollion)
- D * DONNA SUMMER Hot Stuff (Casablanca)

WPRD (FM)-Providence

- . EARTH, WIND & FIRE-Bougle Wonderland (Columbia)
- D* CHERYLLYNN-Star Love (Columbia) 17
- * REX SMITH You Take My Breath Away (Columbia) 13-10

WPRO-AM -- Providence

- . BEACH BOYS-Good Timin (Caribou)
- D. SISTER SLEDGE-We Are Family (Cotiflion) * KENNY ROGERS-She Believes In Me (UA)
- * McGUINN, CLARK & HILLMAN Don't Wote Her Off (Capital) X 28

WICC-Bridgeport

- . EARTH, WIND & FIRE-Boogle Wonderland
- * RANDY VANWARMER-Just When I Needed You Most (Bearsville) 24-19
- D# SISTER SLEDGE-We Are Family (Cotiflion)

Mid-Atlantic Region

TOP ADD ONS:

ROD STEWART-Ain't Lovy A Birtch (WB) SUPERTRAMP-The Logical Sting (ALM) Di G.Q.-Disco Nights (Arista)

* PRIME MOVERS

DONNA SUMMER-Hot Stuff (Casablanca) RICK JAMES - Bushin Dut (Gordy) BEE GEES-Love You Inpide Out (850)

BREAKOUTS

JOHN STEWART-Gold (RSD): EARTH, WIND & FIRE-Bauger Wonderland

JAY FERGUSON-Shakedown Cryme (Analym)

WFIL-Philadelphia

- * DONNA SUMMER-Hot Stuff (Casablanca)
- * BEE GEES-Love You Inside Dut (RSO) 19

- WZZD-Philadelphia . EARTH, WIND & FIRE - Budge Wonderland
- GLORIA GAYNOR—Anybody Wanna Party (Polydor)
- * POINTER SISTERS-Happiness (Planet) 17.

* DONNA SUMMER-Hot Stuff (Casablanca) 14.6

- WIFL FM-Philadelphia ROD STEWART—Am 1 Love A Bitch (WS)
- TYCOON -- Sech A Woman (Aresta)
- WINGS—Goodmight Toroght (Columbia) 23 ◆ DONNA SUMMER—Hot Stuff (Casabianca)

18-11

- WPGC-Washington
- . JOHN STEWART Gold (RSO)
- SUPERTRAMP—The Logical Storg (AAM). * RICK JAMES - Bustin Out (Gordy) X 29 * KENNY ROGERS-Shw Belleves In Me (UA)

X-28 WGH-Morfolk

WCAO - Ballimore

- . ROD STEWART Aim't Luye A Bitch (WII)
- . DR. HOOK When You're In Love With A Beautiful Woman (Capitol)

* RICKIELEE JONES - Chuck E sin Love

- (WB) 14/9 * 1010-Georgy Porgy (Culumbia) AD 12
- G.Q.—Desco Nights (Arista) JAY FERGUSON — Shakedown Cruise (Asylum)

16 8 * VILLAGE PEOPLE- to The Navy

(Casablanca) 10-4

(t pic)

WYRE-Annapolis . CHEAP TRICK -! Want You To Want Me.

- · REX SMITH -- You Take My Henath Awar (Columbia): * DONNASUMMER-Hot Stuff (Casablanca)
- * BLOMDIE-Heart Of Class (Chrysalm) 9 2 * SISTER SLEDGE-We Are Family (Cubilian) D+ DONNASUMMER-Hot Stuff (Causbianca) 35.20 27 20

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WLEE-Richmond

- . RICKIE LEE JONES-Chuck E.'s In Love
- G.Q.—Disco Nights (Arista)
- * DONNA SUMMER-Hot Stuff (Casablanca) 29-21

- · FOXY-Hat Number (Dash) . EARTH, WIND & FIRE-Boogie Wonderland
- * ROD STEWART-Ain LLove A Bitch (WB) 16
- ★ G.Q.—Disco Nights (Arista) 13-7

- ROD STEWART—Ain't Love A Bitch (WB) THELMA HOBSTON—Saturday Night.
- Sunday Morning (Tamila) * DONNA SUMMER-Hot Stuff (Casablanca)
- * RANDY VANWARMER Just When I Needed
- WKBO-Harrinburg

You Most (Bearsville) 18-12

 BAD COMPANY—Rock N Roll Fantasy (Swan Song)

DONNA SUMMER — Hot Stuff (Casabianca)

* SUPERTRAMP - The Logical Song (A&M)

22.10

- TOP ADD ONS
- ROGER VOUDOURIS-Get Used To It (WB) SUPERTRAMP-The Logical Song (AAM) (D) ALTON McCLAIN & DESTINY-It Must Be Love (Folydor)
- * PRIME MOVERS
- D) DONRA SUMMER-Hitt Shaff (Casablance) BEE GEES-Love You beside Out (RSO) 5775 -Henryste (BAM)

BREAKOUTS

- EARTH, WIND & FIRE-Boogs Wonderland DOOBLE BROTHERS - Minute By Minute (Will)

D) FOXY-Hulf Number (Dash)

D . DOHNA SUMMER - Hat Stuff (Casablanca)

De FOXY-Hot Number (Dash)

WQXI-Atlanta

- (Columbia) 2.93 (WZGC-FM)-Atlanta
- DOOBIE BROTHERS -- Minute By Minute . EARTH, WIND & FIRE-Boogse Wonderland
- (Columbia) D★ SISTER SLEDGE—We Are Family (Cotillion)

D * DONNASUMMER-Hot Stuff (Casablanca) 16.10

- WBBQ-Augusta . DOOBIE BROTHERS - Minute By Minute
- . BAD COMPANY-Rock 'N' Roll Fantaty
- (Swan Song) * ROGER VOUDOURIS-Get Used To It (WB)

* BEE GEES-Love You Incide Out (RSO) 24

WSGA-Savannah

(Columbia)

20.10

- WFOM-Mianta . DOOBLE BROTHERS-Minute By Minute
- D . DONNA SUMMER Hut Stuff (Casablanca) * BEE GEES-Love You Inside Out (RSD) 17
- BLONDIE Dire Way Or Another (Chrysalis) . EARTH, WIND & FIRE - Boogie Wonderland
- * REX SMITH -- You Take My Breath Away
- . POCO-Heart Of The Night (MCA) Do SISTER SLEDGE-We Are Family (Cubilism) . RICK JAMES-Bustin, Out (Gordy) 35-30.
- Do DAVID NAUGHTON -- Makin II (RSD)

27-19

WLOF-Orlando

Y-100 (WHYI-FM)-Miami

SUPERTRAMP—The Logical Song (A&M)

De DONNA SUMMER—Bad Girls (Casabianca)

D* SISTER SLEDGE - We Are Family (Cotillion)

BILLY JOEL—Honesty (Columbia)

. DOOBIE BROTHERS-Minute By Minute

D* DONNA SUMMER—Hot Stuff (Casabianca)

D* SISTER SLEDGE-We Are Family (Cotillion)

- Do SISTER SLEDGE We Are Family (Cotifion)
- D# G.Q.—Disco Nights (Arista) 20-15 ★ WINGS—Goodnight Tonight (Columbia) 12-

(Asylum)

- Q-105 (WREQ-FM) -- Tampa . EARTH, WIND & FIRE-Boogie Wonderland
- (Columbia) JAY FERGUSON—Shakedown Cruise

* STYX-Renegade (A&M) 11-5

- BJ-105 (WBJW-FM) Orlando
- De G.Q. Dinco Nights (Arista)

★ WINGS—Goodnight Tonight (Columbia) 13-

* BEONDIE-Heart Of Glass (Chrysalis) 13-3

SUPERTRAMP—The Logical Song (A&M)

- . EDDIE MONEY Can't Keep A Good Man
- LIQUID GOLD—My Baby's Baby (Long. Parachute)

WMFJ-Daytona Beach

- WAPE-Jacksonville
- MOLLY HATCHET Dreams I'll Never See. (Epic)

* RANDY VANWARMER -- Just When I Needed

- WAY5-Charlotte
- D. ALTON McCLAIN & DESTINY-It Must Be Love (Polydor)
- D# VILLAGE PEOPLE In The Navy

★ BEE GEES—Love You Inside Out (RSO) 17:

- WKIX-Raleigh
- . SISTER SLEDGE-We Are Family (Cotiffice) . REX SMITH - You Take My Breath Away

(Columbia) * SUPERTRAMP-The Logical Song (A&M)

- WTMA-Charleston . RICKIELEE IONES - Chuck E's In Love
- * SUPERTRAMP The Logical Song (A&M) ■ RANDY VANWARMER—Just Wheel Needed
- * KENNY ROGERS She Believes In Me (UA)

WLAC-Nashville

WORD-Spartanburg

. CHARLIE DANIELS BAND - Million Mile Refrections (Epic)

(WBYQ) 92-Q-Mashville

- . ROGER VOUDOURIS-Get Used To It (WB)
- Do SISTER SLEDGE-We Are Family (Cotillian)
- * STYX-Renegade (A&M) 26-18
- * KENNY ROGERS-She Believes In Me (UA) 22:12

WHBQ-Memphis

- D. SISTER SLEDGE-We Are Family (Cotillion) . EARTH, WIND & FIRE-Boogie Wonderland
- (Columbia) D * DONNA SUMMER - Hot Stuff (Casablanca)
- 23-16 * RANDY VANWARMER-Just When I Needed

You Most (Bearsville) 30-21

- WFLI-Chattanooga
- SUPERTRAMF—The Logical Song (ASM)
- De SISTER SLEDGE-We Are Family (Cotiflion) ■ BAD COMPANY—Rock 'N' Roll Fantasy

(Swan Song) 13-4 * SISTER SLEDGE—He's The Greatest Dancer

- WRJZ-Knozville
- IOHN STEWART—Gold (RSO)

* BAD COMPANY-Rock 'N' Roll Fantasy (Swan Song) 28-16

- . DOOBLE BROTHERS-Minute By Minute
- D* CHIC-| Want Your Love (Columbia) 12-8
- . RICKIE LEE JONES Chuck E 's In Lave (WB)

* RAYDIO-You Can't Change That (Ansta)

- 18-12
- . DR. HOOK-When You're in Love With &
- * BOB SEGER & THE SILVER BULLET BAND-Old Time Rock & Roll (Capital) 21-18
- D. ALTON McCLAIN & DESTINY-II Must Be
- OLIVIA NEWTON-JOHN Deeper Than The Night (MCA)

SUPERTRAMP—The Lugical Song (A&M)

. WINGS-Goodnight Tonight (Columbia) 15

D. ALTON McCLAIN & DESTINY-II Must Be

De SISTER SLEDGE-We Are Family (Cotillion)

- * GEORGE HARRISON Blow Away (Dark Horse) 12-5
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D . G.Q. - Disco Nights (Arista) 22-13

- WRVQ-Richmond
- . BEACH BOYS Good Temin (Caribou)

- (Enlumbia) 25-14 * DONNA SUMMER--Hint Stuff (Casablanca) WFLB-Fayetteville
 - D. SISTER SLEDGE-We Are Family (Coliffion)

- D* DONNA SUMMER-Hot Stuff (Casablanca)
- Down (Columbia)
- D . G.O. Disco Nights (Arista) 30-70 D* DONNASUMMER-Hot Stuff (Casablanca)
- . ROGER VOUDOURIS-Get Used To It (WE)

* DR. HOOK - When You're in Love With A Beautiful Woman (Capitol) 22-13

- You Most (Birarsville) 15-8
- . ROGER VOUDOURIS-Get Used To It (WB)

- . POCO -- Heart Of The Night (MCA)
- D* SISTER SLEDGE-We Are Family (Cotslices) JOHN STEWART—Gold (RSQ)

(Columbia) AD 22

- D. SISTER SLEDGE-We Are Family (Cotilliun)
 - * BAD COMPANY-Ruck 'N' Roll Fantasy

- D. DONNA SUMMER Hot Stuff (Casablanca) 18-5 WGOW-Chattanooga
- * McGUINN, CLARK & HILLMAN Gon't You Write Her Off (Capitol) 22-17
- VAN HALEN Dance The Night Away (MB)
- WSGN-Birmingham
- * WINGS-Goodnight Tonight (Columbia) 13
- Love (Polydor)
- WSZZ (Z-93) Winston-Salem

* STYX-Renegade (ASM) 13-4 WAIV-Jacksonville

Lave (Polydon)

- . BARBARA MANDRELL-II Loving You to Wrong (MCA)
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De SISTER SLEDGE-We Are Family (Cutillian)

(Cotillian) 11-8

- BILLY JOEL Honesty (Columbia)
- WERC-Birmingham
- ★ ROGER VOUDOURTS—Get Used To It (WB)
- De FOXY-Hot Number (Dash) Beautiful Woman (Capitol)
- WHHY-Montgomery D. SISTER SLEDGE - We Are Family (Catillian)
- * BEE GEES-Love You Inside Out (RSO) 16-6
- * RANDY VANWARMER Just When I Needed You Most (Bearsville) 24 17
- . ROGER VOUDOURIS Get Used To It (WB)
- D . DONNA SUMMER—Hot Stuff (Casablanca) 18-8
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- WMJX (96X)-Miami . EARTH, WIND & FIRE-Boogle Wonderland
- * FRANK ZAPPA-Dancin' Fool (Zappa) 30-23

D* DONNA SUMMER-Hot Stuff (Casablanca)

- (Columbia)
- WAEB-Allentown
- . RICKIELEE JONES-Chuck E's In Love
- Southeast Region

- * REX SMITH You Take My Breath Away

- (WB) D* SISTER SLEDGE-We Are Family (Catilism)
- D★ SISTER SLEDGE -- We Are Family (Cotillion) 24.9
- WQAM ... Miami

* BOB SEGER & THE BULLET BAND - DIM

Time Hock & Holl (Capitol) 34-31

(Casablanca) 11 6

You Most (Bearsville) 17-11

- 24 18 * REX SMITH-YOU Take My fireath Away
- * ORLEANS-Love Takes Time (Infinity) 28
- (Swan Song) AD:19

* DONNA SUMMER-Hot Stuff (Casablanca) KAAY-Little Rock

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In The Business. And In Billboard's

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Ad deadline: MAY 19, 1979 Issue date: JUNE 9, 1979

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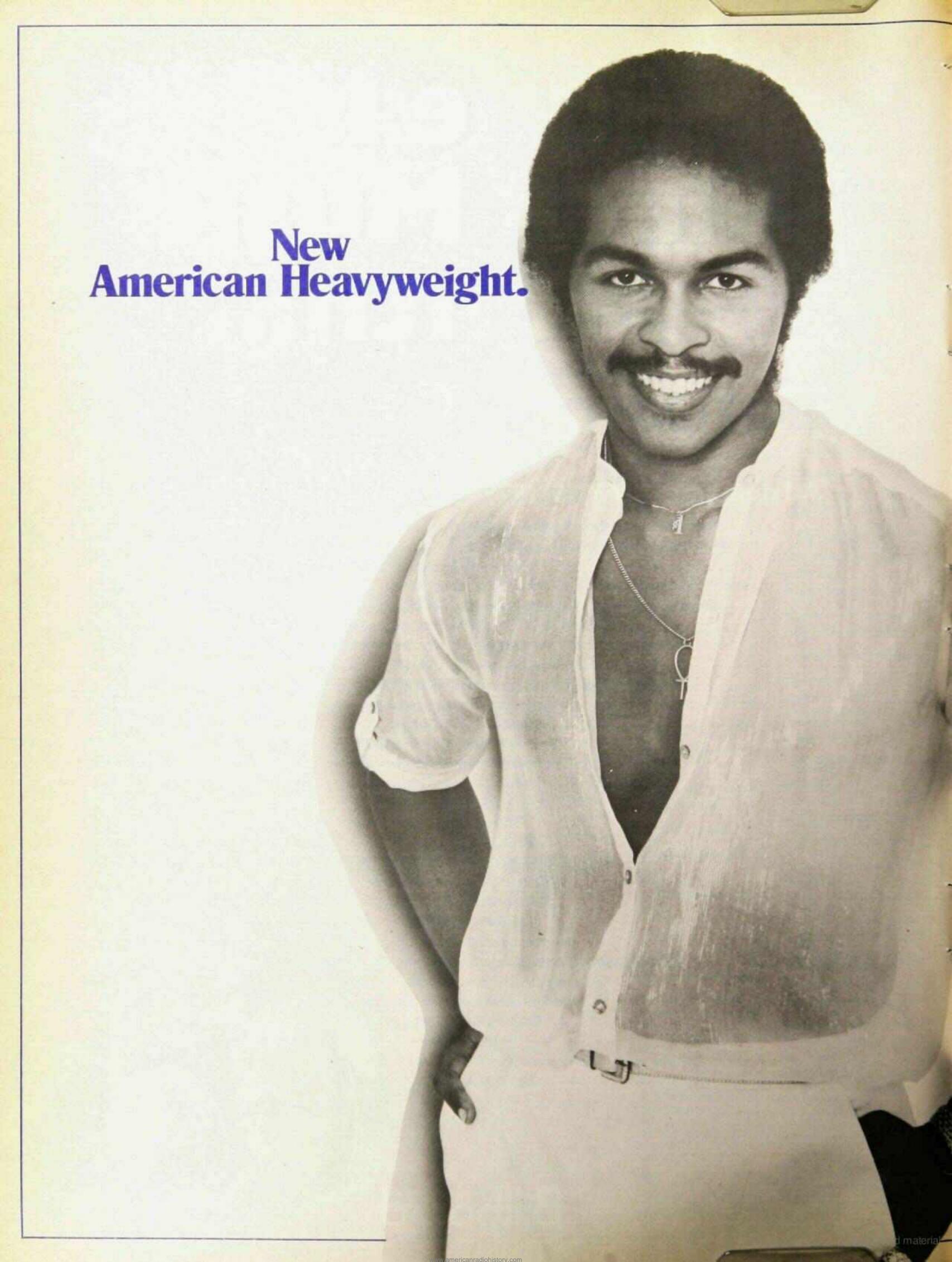
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Ray Parker Jr.

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Voice for their "self-contained funk and incredibly danceable melodies," Raydio has emerged as a brilliant new creative force in contemporary music.

And, the man behind all the success is Ray Parker Jr.

He's a protean writer, producer, arranger, vocalist, and guitarist—even an engineer, with his own home studio. And, combining all his talents, he's created Raydio's hit albums (the gold "Raydio" and the new smash "Rock On") and masterminded their blockbuster singles (the gold "Jack and Jill," and the soon-to-be-gold "You Can't Change That"). In the recording world, he remains one of America's most in-demand session musicians. And, his brilliant songs have been recorded by some of the biggest superstars in music today.

His name is Ray Parker Jr.

And at 24, he's a new American heavyweight.



"Rock On." The new Raydio album.
R&B charts: BB-6*/RW-8*/CB-11*
Pop charts: BB-48*/RW-37*/CB-46*

Featuring the smash hit "You Can't Change That."
R&B charts: BB-3*/RW-8*/CB-8*
Pop charts: BB-67*/RW-62*/CB-61*

On Arista Records and Tapes.

ARISTA-

Billboard Album Radio Action

Playlist Top Ad Ons • Top Requests/Airplay * Regional Breakouts & National Breakouts

Top Add Ons-National

JOHN HIATT-Slug Line (MCA) TARNEY/SPENCER BAND-Run For Your Life (A&M) HENRY PAUL BAND-Grey Ghost (Atlantic) LOU REED-The Bells (Arista)

ADD ONS-The four key prod ucts added at the radio stations. listed, as determined by station personnel.

TOP REQUESTS / AIRPLAY -The four products registering the greatest listener requests and airplay, as determined by

BREAKOUTS-Billboard Chart Dept. summary of Add Ons and Requests Airplay information to reflect greatest product activity at regional and national

Western Region

station personnel

TOP ADD ONS

JOHN HIATT-Stug Line (MGA) DEDE DREGS-Night Of The Living Dregs HOT TURE-Final Vinyt (Grunt) NEW ENGLAND-(Infinity)

*TOP REQUEST / AIRPLAY

VAN HALEM-II (WE) BAD COMPANY - Desotation Angels. GRAHAM PARKER & THE RUMOUR-Squeezing Out Sparks (Arista)

SUPERTRAMP-Breakfast In America (AAM)

BREAKOUTS

PATTI SMITH GROUP-Wave (Arista) BOB DYLAN-At Budokan (Columbia) JOHN STEWART-Sombs Away Dream Babies

IAMES TAYLOR-Flag (Columbia)

ESAR-FM - San Francisco (Kate Ingram)

- . DERIE DREGS-Night Of The Living Diegs (Capricorn) . JOHN HIATT-Stag Line (MCA)
- HOTTURA—Final Vinet (Grant)
- . THE BOCHES-(WE) PRTTI SMITH GROUP—Wave (Arista)
- SQUEEZE—Cool For Cuts (A&M)
- ELVIS COSTELLO—Armed Forces (Columbia) * SRAHAM PARKER & THE RUMOUR - Squeezing Out
- Sparks (Arista)
- ★ THE POLICE—Outlandos D' Amour (A&M)
- * MOTT WILDC-Manifesto (Aton)

KMEL FM San Francisco (Mark Cooper)

- . BOB DYLAM-AT Budokan (Columbia) Till – Soundtrack (MCA)
- . IAMES TATLOR-Fine (Columbia)
- FRANKIE WILLER—A Perfect Fit (Chrysalis)
- ALWIN LET TER YEARS LATER—Ride On (RSG)
- PATTI SMITH GROUP—Wase (Ariota)
- · VAN HALEM-II (WEI) * SUPERTRAMF-Breakfast in America (AAM)
- BOB DYLA#—At Budokan (Columbia)
- * LOWELL GEORGE-Thanks. (TEEat If Here (Wife)

KSJO-FM San Jose (D. Wright/T. Mastrey)

- · MAYLOW JEMMINGS-Greatest Hits (RCA)
- MOTTUMA—Final Virgit Grunt) . IOHR STEMART - Sombs Away Dream Babies
- (RSU) . LOUREED-The Bells (Arista)
- . PATTI SMITH SROUP Wave (Artista)
- . JOHN HUETT-Slugtine (MCA) · VANHALEM-(I(WE)
- * JOE JACKSON Look Sharp (AAM)
- . GRAHAM PRINCER & THE RUMOUR Squeezing Out Sparks (Arista)
- BAD COMPANY—Desidation Angels (Twan Song)
- **RGB-FM San Diego (Bruce Tucker)**
- IAT FERGUSOR—Real Life Aun't This Way (Anytum): . DURCAN BROWNE - The Wild Places (Sire)
- * IAM HUMTER-You're Never Alone With A Schunghrettit (Chrysalis) BON WOOD—Gimme Some Neck (Calumbia)
- PATTISMITH GROUP -- Wave (Artifa)
- HERMAN BROOD & HIS WILD ROMANCE—(Armile)
- BLONDIE—Parallel Lines (Chrysalis)
- SDPERTRAMP—Breakfast in America (AAM)
- * CHEAFTRICE -A! Budokan (Epic)
- * VAM HALEM-II (WII)

KOME-FW San Joan (Dana Jung)

- . DETTE DREES-Night Of The Living Dregs. (Caprieban) . NEW ENGLAND-(Infinity)
- . TOM ROBINSON BAND-THE TWO (Harvest)
- JOHN STEWART—Biombo Away Descrit Blations
- (RSD)
- SWEET—Dall Above The Rest (Copitio) · TRIBMPH-bast A Came (RCA)
- * BAD COMPANY Desolution Angels (Swan Song)
- * SUPERTRAMP—Errealdard to America (AAW)
- * WANTED-UTWEE * #OURNEY-Exelletion (Columbia)

KBPLFM Demon (Frank Cody)

- IAMESTAYLOR—Flag (Columbia)
- BOB DYLAN At Budskari (Columbia)
- . NEWENGLAND-(holosity)
- HENRY PAUL BAND—Grey Ghest (Atlantic)
- CHARLIE DANIELS BAND Million Mile Reflections
- . IAN HUNTEE-You're Never Alone With A Schränghrenic (Chrysairs)
- + ALLMAN BROTHERS BANO-Enlightened Ringues (Capricom)
- · THE CARS-(Eleatra)
- · DIRESTRAITS-(WB)
- SUPERTRAMP → Streakfast In America (A&M)

IDNST-FM Los Angeles (Pamela May)

- * JOHN STEWART Bombs Away Dream Babies
- HENRY PAUL BANG-Grey Chest (Bilantic)
- . PATTI SMITH GROUP-Wase (Aresta)
- DONMA SUMMER Bad Girls (Casablanca)
- SUPERTRAMP—Breakfast in America (AAM) * JAMES TAYLOR-Flag (Columbia)
- . GEONGE HARRISON (Dark Horte)
- BAD COMPANY—Description Angels (Swan Song) KZEL FM Eugene (Chris Revarick)
- LINK WRAY—Bullshirt (Visa)
- MISSOURE Weittome To Missouri (Polydor)
- FAITH BAND—Face To Face (Mercury)
- · PATTI SMITH GROUP -- Wave (Acitta)
- MARY McCASLIN-Sunny California (Mercury)
- . HOHN HIATT-Stug Line (MCA)
- . MICKIELEL JONES-(WIS)
- · JOHN STEWART Sombs Away Dream Babies
- SUPERTRAMP—Breakfact in America (ALM)
- . BLACKFOOT-Strikes (Atmi)

Southwest Region

. TOP ADD ONS

DOUCETTE-The Douce is Loone (Mr. CHARLIE DANIELS BAND-Million Mile Reflections (Epic) JOHN STEWART - Somts Away Dream Babies

HENRY PAUL BAND-Grey Ghost (Atlantic)

*TOP REQUEST AIRPLAY

VAN HALEN-II (WE) BAD COMPANY - Description Angels (DwanJong) RICKIE LEE JONES -- (WIII) SUPERTRAMP - Breakfast in America (A&M)

BREAKOUTS

JAMES TAYLOR-Flug (Cistumous) 808 DYLAN-At Budokan (Columbia)

KZEW-FM Dallas (Dorn Miller)

- BOB DYLAN At Budokan (Columbia)
- JAMES TAYLOR—Flag (Columbia)
- SPARKS—No. 1 in Heaven (Elektra). * AVIABY-(Epc)
- * VAN HALEM-ILIWES
- BAD COMPANY Description Angels (Swan Song).
- + RICKIELEE JONES WEI
- BILLY THORPE Children Of The Sun (Caprimien)
- FRAME MARINO & MAHOGANT RUSH -- Cales Of The

Unexperted (Columbia)

- . FLASH AND THE PAR-LEDIE
- . ALLMAN BROTHERS BAND-Enlightened Region
- * BAD COMPARY Desiglation Angels (Swan Song)
- . VAN HALER-II (WE) ■ BOB DYLAM—At Budokan (Columbia):

KY107-FM Kamsas City (M. Finyd / I. McGabe)

- . BOR WOOD-Groupe Some Neck (Colombia)
- * YAM HALEN-II (WE)
- · MAD-COMPANY Description Angels (Swan Song).

Based on station playlist through Wednesday (5/2/79) Top Requests/Airplay-National

SUPERTRAMP—Breakfast In America (A&M) VAN HALEN-II (WB) BAD COMPANY - Desolation Angels (SwanSong) RICKIE LEE JONES-(WB)

KMOD FM Tuhsa (Bill Brum)

- . CHARLIE DANIELS BAND ... Million Mile Reflections
- . HENRY PAUL BAND Grey Chost (Atlantic)
- ALVIN LEE TEN YEARS LATER—Ride (Inc. (RSQ))

- · JAMES TAYLOR-Flug (Columbia)
- * IOHN STEMANT Bombs Away Dosam Babins

* CHRIS REA-Deflect (UA)

- * RICKIE LEE JONES-(WE)
- * JOHN STEWART Bombe Away Denam Babies
- . DUNCAN BROWNE The Wild Places (SHE)

RRST FM Albuquerque (Bob Shulman) . HENRY PAUL BAND-Grey Ghest (Atlantic)

- . JOHN HIATT Stug Line (MCA)
- . FAITH BAND Face To Face (Mercury)
- THE WARRIORS—Soundtrack (A&M) * SUPERTRAMP—Breakfast to America (A&M)

. CHEAP TRICK-At BUDGHART EDIC

ALVIN LEE TEN YEARS LATER-Ride On (RSD)

- . ALVIN LET TEN TEARS LATER Finde On (RSO)
- DOXON HOUSE BAND—Fighting Alone (Infinity)
- KLOL FM Housian (Paul Riann)

- . TARNEY/SPENCER HAND-Sun For Your Life
- · DOUCETTE-The Douce in Loone (Mushmon)
- SWEET-Gut Above the Rest (Capital): JAMES TATLON - Flog (Estimothes)
- JOE JACKSOR—Linck Sharp (A&M)
- * SUPERTRAMP—Breakfact for America (ALM)
- * THE HARRIGES-Soundbrack (ASM)

. BOBDYLAN - At Budokan (Columbia)

- JOHR STEMART—Sombolaway Dream Ballies.
- DOUCETTE—The Douce is Loose (Mushroom)
- . HEW ENGLAND-(Infinity)
- BAD COMPANT Desatation Angels (Swan Song).
- * SUPERTRAMP-Breakfast in America (BAM):
- KBBC-FM Phoenix (LD Freeman)

. DOOBIE BROTHERS... Minute By Minute (WB)

- . CHARLIE DANIELS BAND Million Mile Reflections.
- FANDARGO—Dire Right Stand (RCA) . EMM'T, OU HARRIS-Blue Aentucky Gal (WB)
- PHILLIPS/MACLEOO Le Partie Du Cocktail (Fulydor)
- · AVIARY (Epic)
- · VAN HALEN-II (WE)

Midwest Region

 TOP ADD ONS TARREY /SPENCER BAND-Rust For Your Life

HENRY PAUL BAND-Grey Chost (Attachic) TRIUMPH-Fust A Gente (RCA) MISSOURI -- Weicome Ten Missouri (Polydor)

*TOP REQUEST / AIRPLAY

BAD COMPANY - Despitation Aspetz (Swan

SUPERTRAMP - Breakfast in America (AAM) JOURNEY-Evolution (Columbia)

WAN HALEN-II (WEI)

BREAKOUTS PATTI SMITH GROUP--Wave (Arota) JAMES TAYLOR-Flag (Columbia)

FRANKIE MILLER - A Perfect Fit (Chrysalis)

WABS. FM Detroit (Ted Ferguson)

CHINS REA-Deltics (UA)

- . GRAHAM PARKER & THE RUMOUR Squeezing Out-Sparks (Aritta)
- TILT-Soundtrack (MCA)
- FRANKIE MILLER A Perfect Fit (Chrysalis) PATTI-SMITH GROUP—Wave (Ansta)

. CHEAP TRICK-M Budgaan (Epic)

* 100RMEY-Evolution (Columbia)

- * SUPERTRAMF Box skited in America (A&M)
- * DOOBLE BROTHERS -- Minute (II) Minute (WII) WIRL FM Elgin / Chicago (T. Marker / W. Leisering)
- . TOM ROBIRSON BAND-TRIE [#0 (Harvest)] . DANNY O'RELFE - The foliobal Blues (Will) . PAT METHERY-New Chantenges (LCM)
- . DOLE DREES-Hight Of the Living Deept. ■ BERSHORME—Live At Municeux (Arista)

MILT SACKSON — Sour Believer (Pable)

* MARSHALL TUCKER BAND-Humsing Like The . SERRY LEE LEWIS-CLICKTURE

* MICKIE LEE JONEZ - LAULI

* SUPERTRAMP - Brackfact In America (AEM) WMWS FM Cleveland (John Gorman)

. WILD CHERRY - Unity the Wild Service (Lpic)

BAD COMPARY — Desolution Angels (SwimSing)

· PATTISMITH GROUP -- Warm (Arista) * DOORSE BROTHERS - Minute By Minute (WIL) . LAN HURTER - You're his are Alione With A

. W.ONDIE -- Parallel Lines (Chrysains)

Schraphrenic (Shrysalita)

- (Capricioen) . 100RMEY-Evolution (Collumbia) * MICRIELELIONES-(WI) * VAN HALER-II (WE)
 - WDVE-FM Pritisburgh (John McGahan) · AVIARY-(Epc)

ESHE FM St. Louis (Ted Hardwck)

. CHRIS REA-Deltes (DA)

. JAMES TAYLOR-Flag (Columbia)

FRANKJE MILLER—A Ferfect Fit (Chrysalic).

· HENRY PAUL BAND-Grey Check (Atlantic)

* SUPERTRAMF - Breakfast In America (A&M)

* ALLMAN BROTHERS BAND—Enlightened Rigues

. PATTI SMITH GROUP -- Wave (Ansta)

 BRITTHORPE—Children Of The Sam (Capmoorn) . TARNEY/SPENCER BAND-Run For Your Life

· BAD COMPANY - Description Angels (Swan Song)

- . CHEAP TRICK At Budiskan (East) . MOLLY HATCHET-(Epic)
- · VAM HALEN-IL (WH) WLFI.FW Wiwaukee (Bobbin Beam)
- . MMESTATLOR-Flag (Calumbu) . WY FERGUSON -- Real Life Aim Y This Way (Asylum)
- . TARNEY/SPENCER BAND-Run For Your Life

· TRILIMPN-hast A (Lame (RCA))

- . IAM HUMTER You're Never Alone With A Schlaphrenic (Chrysalic)
- * VAN HALEN-III/WEI . DOOBLE BROTHERS-Minute By Minute (WII)

* SUPERTRAMP - Breakfast in America (ALM)

. BAD COMPANY - Dessiation Angels (Swan Song) RADI-FM St. Louis (Peter Parisi) JAMESTATION—Flug (Calumbia)

. CHARLIE DANIELS BAND - Million Mile Reflections

- BON WOOD—Grmme Some Nack (Columbia)
- . JOHR HIATT Stug Line (MCA) CHRISHEA—Delmics (IIA) BAD COMPANY - Description Angels (Swan Song)

MISSOURI - Welcome Two Minacom (Polydor)

* VAN HALEN-IT (WE) SUPERTRAMP—Breakfact to America (A&M) Southeast Region

TOP ADD ONS

FLASH AND THE PAR-IEDIC

* JOURNEY-Typhatian (Calambia)

808 DYLAN-At Budukan (Calumbia) JAMES TAYLOR-Flag (Columbia) JOHN HIATT-Stog Line (MCA)

*TOP REQUEST AIRPLAY SUPERTRAMP-Breakfurt in America (A&M): GRAHAM PARKER & THE RUMOUR - Squeezing Out Sparks (Ansta)

(Territory)

RICKIE LEE JONES- WIII

BAD COMPANY - Desolution Angels

BREAKOUTS PATTI SMITH GROUP-Wase (Artifa): RON WOOD - Grome Some Neck (Columbia) CHARLIE DANIELS BAND-Million Mile Reflections (Epic.) JOHN STEWART-Sumbs Away Dream Babies

(850)

- WRAS FM Atlanta (Cledes White) . ROBERT FRIPP-Expenses (Polydor) · PATTI SMITH GROUP-Wave (Acuta)
- Unexpected (Criumbia) · IEAR LUC PONTY - Eve (Affantic)

· ROHM STEWART - Sombs Away Dream Babian

· ARLENBOTH-Goldanid (Rounder) . CRAHAM PARKER & THE BUMOUR - Squeezing Out.

. BILLY THORPS - Chaldren Of The Sun (Caprents)

FRAME MARIND & MANOGANY RUSH—Tales Of The

· BLACKFOOT-Storker (Afro) WHFS I M Washington D.C. (David Emstern)

. JENNITER WARNES-Shot Through The Heart.

SPYROGYRA—Morning Durce (Infinity)

 PATTI SMITH GROUP — Wave (Armin) . HOME HIATT-Sing Line (MCA)

· FRANCIE MILLER-A Peded Ed (Dicytalia)

* LOWELL GEORGE - Thanks, I'll Eat It Hery-Wills

. LOUMEED-The Seils (Acoda) * IDCREASE HOMES - (WE)

· BIZARROS-(Mescury)

Sparks (Arista)

 RON WOOD - Gimma Some Nack (Columbia) . CRAHAM PARKER & THE NUMBUR - Squarring Out

National Breakouts

PATTI SMITH GROUP-Wave (Arista) JAMES TAYLOR-Flag (Columbia) BOB DYLAN-At Budokan (Columbia) MARSHALL TUCKER BAND-Running Like The Wind (WB)

WSHE-FM Ft. Lauderdale (Michelle Robinson)

- . PATTI SMITH GROUP -- Wave (Artista)
- . FLASH AND THE PAN (Epic)
- TOM ROBINSON BAND—TRB Two (Harvest) SWEET—Cut Above The Rest (Capitol)
- FAITH BAND—Faire To Face (Mercury)
- SROPER—Trunking Dut Loud (Mountain Railroad) * SUPERTRAMP—Breakfast in America (A&M)
- DUNCAR BROWNE—The Wild Places (Size)
- . THE POLICE-Dutlandor D'Aminir (AAM) ZETA-7 (WORL-FM) Ortundo (Bill Mires)
- (Epic)
- . BOS DYLAN -- Ar Blodokan (Columbia) . IAMES TAYLOR - Flug (Columbia)
- RON HOOD—Greene Some Neck (Columbia)
- MISSOURI Welcome Two Missouri (Polydor) . VAN HURTER-- Too 're Rever Alone With a
- Schuephrenic (Chrysalis) SUPERTRAMP—Breakfest in America (A&M)
- * VAN HALER-II (WE) * HERRY PAUL BAND-Grey Gloss (Atlantic)

BAD COMPANY - Description Angels (Swan Song)

- WKDF-FM Restrolle (Alan Sneed) . MMESTAYLOR-Flag (Columbia) JOHN STEMART — Sombs Away Timum Babies
- . PATTI SMITH GROUP Wave (Arreta) . FLASH AND THE PAN-(TOC)

. BOB DYLAR-At Eudokan (Columbia)

 DOUCETTE—The Douce is Loose (Mushroom) · SUPERTRAMF - Breakfast in America (AAM) . CHAPLIE DANGELS BAND ... Million Mile Reflections

* DOOBLE BROTHERS-Minute By Minute (WH)

- BAD COMPARY—Description Angels (Swar Song) WQOR-FM Raleigh (Dan Brumby)
- . SEAWIND-Light The Light (Horizon) . DALE JACOBS & COBRA-(Spic)
- . JERRY LEE LEWIS-Ebentra ROR WOOD—Comme Some Neck (Columbia)

MANFRED MARK'S EARTH BAND—Angel Station

* ALLMAN BROTHERS BAND - Enlightened Regules

* SUPERTRAMP - Breakfast in America (A&M) * TARNEY/SPENCER BAND-For for Your Life

. MICKIELEE JONES - THEI

(Capricorn)

Northeast Region

. TOP ADD ONS ALVIN LEE TEN TEARS LATER-Ride On (RSO) LOU MEED-The Bells (Annta) TARNEY/SPENCER BAND-Run For Your Life

JOHN HIATT-Stug Line (MCA)

*TOP REQUEST AIRPLAY

THE POLICE -Outlandor D Amour (RAM)

SUPERTRAMP—Breakfast In America (A&M)

RICKIE LEE JONES-(WE) WAR HALER-II (WII)

BREAKOUTS

PATTI SMITH GROUP-Wave (Access) IAMES TAYLOR-Flag (Columbia) BOB DYLAN - At Eudohan (Columbia) MARSHALL TUCKER BARD-Running Like The Wind (WE)

WPEX-FM New York (Jun Crawfoot)

- . PATTI SMITH GROUP Wave (Artists) . ALVIN LEE TEN YEARS LATER - Ride On (RSD)
- BAD COMPANY Description Regels (Swan Song)

NOE IACKSON—Lock Sharp (AAM)

BOBDYLAN—At Budokan (Columbia):

- * THE POLICE Chillandes & Amour (ALM) WRNW-FM New York (Mark Brucker)
- . DANNY KIRWAN-Helio There Big Sor (DIM) . ALVIN LEE TEN YEARS LATER - Ride On (RSO):

BOB DYLAN —At Hudokan (Columbia)

- . PATTI SMITH GROUP Wave (Arista) . CHARLIE DANIELS BAND-Million Mile Reflections
- * AMERICAN STANDARD BAND-(Island) * JAMESTAYLOR-Flag (Columbia)

- - . MAN-LUC PONTY Live (Atlantic)
 - . ROBERT FRIFF Exposure (Polydor)

 - . JOHR HIATT-Stug Line (MCA)

 - . PATTI SMITH GROUP-Wave (Areta)

HELIR-FM New York (D. McRamara, L. Kleinman)

- CARGLIO-Street Of Dreams (Atlantic)
- . LINE WRAY Bullshor (Visa)
- ★ CHARLIE DANIELS SAND—Million Mile Reflections
- · JAMES TAYLOR-Flog (Columbia)

Wind (Mb)

- WOUR-FM Syracuse/Utica (Jeff Chard)
- . JAMES TAYLOR-Fine (Columbia)
- · HEMPT PAUL BAND-Gray Gloss (Atlantic)

. LINE WRAY - Bullishet (Visz)

- TIM WOORE—High Contrast (Asylum) * IOE IACKSON-Look Sharp (NAW)
- BLONDIE-Parallel Lines (Divisalis)
- . BOB DYLAN At Endokar (Columbus)

· DHESS REAL Deltas (UA)

- LAN HUNTER—You're Never Allone Mith A Schutghrenc (Chrysale)
- . ALVIN LEE TEN YEARS LATER-Rich On (RSO)
- PATTI SMITH GROUP—Wave (Across)

TAMMEY / SPENCER BAND—Run For Your Life

WMME-FM Philadelphia (D. Hungste/). Pollack)

THE POLICE—Duttandor D'Amour (A&W)

- DOUCETTE—The Druce is Loose (Mushroom)
- THE POLICE—Dutlandors D'Amour (MM) · DIRESTRAITS-(WILL)
- · BOS DYLAN-A! Sudekan (Colombia) · MARSHALL TUCKER BARD-Storming Like The
- . FLASH AND THE PAR-(Tax) . LOD REED-The Bells (Ansta)

SUPERTRAMP—Breakfast in America (AAM) WHCR-FW Hartford (Michael Picaczi)

- PATTI SMITH CROUP—Wave (Arrota)
- . BICKIE LEE JONES-(WE)
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- SWEET Cut Above The Rest (Capitol) . LOUMEID-The Bells (Armia) CELEBRATION—(Pacific Arts)
- · MMESTATEON-Flag (Columbia) . MARY McCASLIN - Sunny California (Mercury)
- . INCRIETEE IONES-(WII)

- CHARLIE DANIELS BAND—Million Wile Reflections (Epid)
- . MARCHALL TUCKER BAND-Forming Like The Wed (Wil)
- WCOZ-FM Beston (Bub Stavin)
- . CHEAP TRICK-At Businker (Epic) DOOBIE BROTHERS—Winute its Winute (WE)

. VAR HALER-ILINE

PATTI SMITH GROUP—Rove (Article)

SOWA STEWART —Bornts Away Dream Eaties

SUPERTRANP—Breakfast in America (ALAC)

BAD COMPANY - Description Angels (Swan Sing)

MBRU-FM Providence (Jeremy Schlesberg)

· SOME HATT-Sugine (WIA)

- · XDE IACKSOR Lock Sharp (AAM) CRAMAN PARKER & THE RUWOUR-Squeezing Visit Sparks (Arista)
- . BILLYTHORPE-Children Of The San (Caprorn)
- . TARMET SPENCER BAND-Run For Your Life

* WANHALEN-(THE)

- mitted, in any form or by any

- CHARLIE DANIELS BAND—Million Mile Reflections * FLASH AND THE PAN-(Epic)
 - . PRITESMITH GROUP-Wave (Armiz)
 - . FAITH BAND-Face In Face (Mercary)
 - SUPERTRAMP—Breakfact in America (ALW) STEVE FORBERT—Alive On Arrival (Monspers)
 - HENRY PAUL BAND—Gres Direct (Atlantic) JAMES TAYLOR—Flag (Columbia)

WBUF FM Buffalo ()eff Appleton)

- SUPERTRANF—Breakfast in America (A&W) CHEAP TRICE—At Bustokan (Epic)
- * YAR HALLE-II (WE)

- PATTI SMITH GROUP—Wave (Ansta)
- * INCREE LEE TOMES-(WIE)
- · BABYS-Head First (Drysalis)
- * THE POLICE-Outlander (J Amour (AAM) MARSHALL TUCKEN BAND-Funning Like The
- cation may be reproduced, stored in a retrieval system, or trans-

IOE JACKSON—Linck Charp (AAM) . MARCHALL TUCKER BAND-Running Like The

Ratings Services Are Skewered By Sklar

BOSTON-While the controversy swirled around WABC-AM New York over just how much it had changed its long standing contemporary format, ABC's vice president for programming Rick Sklar argued here Wednesday (2) that disco played on a contemporary station doesn't make that station a disco station.

Sklar spoke at a radio programming seminar for New England ad agencies and advertisers sponsored by Blair Radio, a rep firm.

Terming WABC and most contemporary stations as stations with family appeal, Sklar pointed to "unheard of skews of demographics" among disco stations. Without mentioning the station by name, Sklar apparently made reference to WKTU-FM as a station with a 21 share among single listeners and a 17 share among divorced listeners. "Rhythm is a great companion for lonely people," Sklar added.

Sklar pointed out that disco stations "build their market shares by very slow repetition of material—a few four-hour turnovers, a great many eight, 12, or 24 hours between play. Disco stations have some of the

TOBY ARNOLD BUYS PAMS

DALLAS — Radio syndicator Toby Arnold & Associates have agreed to acquire the entire master tape library of PAMS, producer of jingles and production music.

"It's taken us over two years to reach an agreement to purchase and clear the PAMS tapes and productions," Arnold comments. "The inventory amounts to more than \$1 million in music and recording. It includes all of the PAMS jingle packages, commercial music backgrounds, concepts, syndicated programming libraries, sales features, program specials as well as television and film scores," Arnold notes.

PAMS for more than 20 years was recognized as a leader in the jingle field. Financial difficulties in 1977 resulted in the shutdown of operations.

Arnold says many stations have asked him about the possibility of updating the PAMS productions. "I've contracted Dick Starr to serve as executive producer in charge of PAMS projects," Arnold says.

Arnold notes that Starr "helped us create many new ideas for syndication" while he served as program director for KYA-AM San Francisco and WFUN-AM Miami. "Now with Dick in Dallas and heading up our 16-track Starr Studios facility, he's the natural choice to work on the updating, remixing, sweetening and repackaging for today's radio needs."

Flower Hour Acts

NEW YORK—Bob Seger, the Rolling Stones, the Doobie Brothers and Rod Stewart have all appeared on DIR's "King Biscuit Flower Hour." Seger was on the syndicated radio show April 22. He was followed by the Rolling Stones on Friday (27) and Santana and Hall & Oates on May 6. Journey & Friends, Thomas Johnson of the Doobie Brothers and Stoneground on May 13, Stewart on May 20 and Roxy on May 27 are next.

characteristics of beautiful music stations in long listening spans."

Sklar continued that "for contemporaries, the trade off is tonnage large numbers of people listening for shorter periods of time and then coming back." Sklar added that "contemporary is no more designed of hold listeners for hours of listening than is all news."

Addressing the questions of "How Big Is Contemporary Today?" and "Will It Remain As Big In The Future?" Sklar indicated the answer lies in the methodologies that measure radio.

With a reference to Arbitron diary keeping, Sklar commented, "An older, more sedentary person who will agree to and actually keep a seven-day diary may not like the same type of music that a person who is on the run, and whose listening habits can only be captured, without warning, in a single telephone interview."

Sklar warned that "the more the act of measuring gets in the way of truth, the more distortion there is in the results."

He noted that "diary response rates among younger people are particularly low. If most young people in the original pure random sample refuse to keep diaries and they go back again at d again and finally get some atypical young people who will keep diaries, it is likely that those young people also behave atypically in their listening," he argued.

Sklar also questioned why no rating service is measuring children listening under 12. "When the old Pulse rating service was still in business there were many years when they did measure children.

"And there were rating books in which WABC had as high as a 50 share of the under 12 market for the week," Sklar noted. "What a disaster. Eight thousand radio stations in America and nobody is counting the children."

Sklar also recalled the 14 years—
1962 to 1976—when he programmed WABC. "During that time my goal was to build the largest cumes (Cumulative audience for a week), shares and average quarter hours in the number one market so I would make the station first in America. This was done by attracting enormous numbers of each of the listening groups that make up the family audiences.

"This meant giving equal attention to the needs of each of the segments of that family audience, particularly avoiding being a 'teensounding station,' "Sklar said.

Industry Battle

· Continued from page 17

benefit the entire television industry, are to be achieved.

Arries notes that in the Buffalo Broadcasting Co. (Arries is president and general manager of WIVB-TV Buffalo, which is owned by Buffalo Broadcasting) versus ASCAP and BMI "the local stations are alleging that the blanket licenses offered by ASCAP and BMI are an illegal restraint of trade, particularly since they discourage licensing at the source."

Arries points out that "source licensing was not part of the CBS case and was therefore not tested."



STAY IN-BEDS—Heeding the dangers of Friday the 13th, KYNO-FM Fresno DJs Missy McKai and Danny Romero along with program director Doug Flodin, share a common mattress while broadcasting. The promotion took place in the station's shopping mall studios Friday, April 13.

Ratings Indicate Disco Formats May Be Declining In Popularity

· Continued from page 1

Meanwhile, WABC-AM has been flip flopping its format in wild gyrations which some observers say can only be the results of a full-fledged panic attack on the part of the station's management.

While WKTU has shown a drop of 3.5 share points, WABC has plummeted 6.7 share points in six months to a 6.2 share in Mediatrend. With two substantial format changes within the current Arbitron rating period, observers feel it is anybody's guess whether WABC has reversed its downward trend or further hurt its cause by confusing its listeners.

While the New York market was in a state of confusion, disco seemed to be showing signs of flagging in other markets. WVEE-FM in Atlanta has been trending down in the Mediatrends since its peak of 13.5 in January. It has slipped to 11.6 and 10.4.

KDKO-FM Denver, which got into disco six months ago scored a 4.7 share in January, but has since declined to 1.7. WKYS Washington has been wobbling from 3.2 to 4.3 to 2.7 to 3.4.

Disco is split between KIIS-FM and KUTE-FM in Los Angeles and while KIIS has been growing, the decline by KUTE outweighs these gains so the overall disco share is off slightly. KIIS has grown from a 1.4 share five months ago to a 3.2, but KUTE peaked at 6.6 in Feburary, but is now down to 4.7.

There's a similar situation in Boston where a shared audience between WBOS-FM and WXKS-AM-FM is off slightly while WXKS gains and WBOS loses.

In Philadelphia, WCAU-FM, one of the oldest disco stations in the country, has been showing steady growth. It is up from 6.0 in January to 8.5 in April.

Possibly one of the brightest markets for disco is Baltimore where two stations, WKTK-FM and WXYV-FM have a combined share of 13.8 compared to 9.4 five months ago. WKTK has climbed from 2.4 to 5.0 while WXYB has moved from 7.0 to 8.8.

Shared markets is a story in New York too. WBLS-FM, which brought back Frankie Crocker to his afternoon drive slot in January when the station was at a 2.5 share, climbed to a 4.4 share by March, but it stayed at that level for April. Combined with WKTU the two stations have a 11.8 share, but this is down from a combined 15.8 share in January.

This huge share apparently tempted WABC to dismantle its contemporary hits format of more than 20 years. WABC went in the April/ May Arbitron rating period with its long standing policy of playing the hits. True, many of the current hits are disco, so WABC was playing a substantial amount of disco.

This story was prepared with the assistance of Bob Ford, who did extensive monitoring of WABC.

Then, two weeks ago more and more of non-hit disco product was added, some of it right out of the box. Rotation of hits dropped from every 1½ hours to more than two hours. Disco mixes segued 25 minutes or more of disco music.

No sooner had Billboard reported these developments (April 28, 1979) than WABC backed away from the disco format. WABC began treating music like it had done before shorter cuts not segued, but the music is now leaning toward soul oldies.

Oldies are always a safe bet to win audience in a rating period and the emphasis on soul is apparently because WABC's research shows that the audience they have lost to WKTU and WBLS is black.

A monitoring of the station shows regular inclusion of such soul favorites as the Jackson Five's "Never Can Say Goodbye," Billy Paul's "Me And Mrs. Jones," the Spinners' "I'll Be Around" and Harold Melvin & the Blue Notes' "The Love I Lost."

There is still a good helping of disco, but it's more hit-oriented. And there is a portion of current pop: England Dan and John Ford Coley's "Love Is The Answer," Queen's "The Things We Do For Love," Dire Straits' "Sultans Of Swing," Little River Band's "Lady" and Foreigner's "Cold As Ice."

When the station shifted to disco, program director Glenn Morgan was available with quotes and took pride in the fact that he was now breaking records in the New York market.

for comment and has possibly been muzzled by ABC management, which is trying to make everyone believe that there has been no change and WBAC, like always, is just playing the hits.

There are a variety of rumors around the market, one of them that vice president for programming Rick Sklar had nothing to do with the shift to disco and in fact wants to put as much distance between himself and Morgan's bold venture into disco.

Sklar confirms that he knew and knows nothing about records Morgan was adding. "Glenn's the one who programs the station," says Sklar, who programmed WABC himself for 12 years.

Asked if he was trying to put distance between himself and Morgan's disco format. Sklar did not answer directly, but offered, "I think you'll find the station sounds differently now than it did last week." And indeed it does.

Coffee & Jazz*

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*Featured in Billboard May 5, 1979

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Stations Welcome Artist Interviews-Maybe

· Continued from page 3

use them," claims Rich. "We don't do that. It's dishonest. Some record companies ask us to do it as a favor even if we have no plans of using it. I saw this happening to me in markets from Davenport to New York. It's a normal practice and it's wrong," says Rich

Bill Young, program director of Top 40 KH.T-AM in Houston, indicates that only on a rare occasion will be do interviews.

"Our listeners want musical enter-

composers are to have a reasonable

means of effectuating the privileges

granted to them under the copyright

Justice White, writing the opinion

for the Court, expressed the view

that the blanket licenses may serve a

legitimate function in allowing "the

integration of sales, monitoring and

enforcement against unauthorized

He stated that the clearing house

and the blanket license "developed

together out of the practical situ-

ation in the marketplace, thousands

of users, thousands of copyright

owners, and millions of composi-

tions. Most users want unplanned,

rapid and indemnified access to any

and all of the repertory of composi-

tions, and the owners want a reliable

method of collecting for the use of

The White opinion went on to

note that individual sales transac-

tions and monitoring and enforce-

ment efforts would be too expensive

Accordingly, the high court held

that the blanket license plan is not

"plainly anticompetitive" and may

not be conclusively presumed to be

lacking "redeeming virtue." The

case was returned to the court of ap-

peals to determine whether, on the

basic of an economic evaluation of

the industry, the plan is "unreason-

able" and therefore illegal under the

Justice Stevens, in a dissenting

opinion, stated that the Supreme

Court itself should decide this ques-

tion of reasonableness. He strongly

criticized the practice of requiring

CBS to pay a flat fee regardless of

the degree of use it makes of licensed

compositions and regardless of the

fact that many programs contain

this "all-or-nothing" license is "pa-

tently discriminatory." Justice Ste-

vens reasoned that this system forces

the user to purchase "full access to

ASCAP's entire repertoire, even

though his needs could be satisfied

with a far more limited selection.

The price he pays for this access is

unrelated either to the quantity or

the quality of the music he actually

uses, or, indeed to what he would

probably use in a competitive sys-

the basis of the evidentiary record

already compiled by the lower

courts. Justice Stevens could be pre-

pared to rule that the blanket license

is a monopolistic restraint of trade

decision on this issue will have to be

made in the first instance by the U.S.

Court of Appeals for the Second

Circuit. Thus, it appears that

ASCAP and BMI which are no

strangers to antitrust hitigation-will

have to endure further legal delays

before the validity of their beensing

plans is definitely settled.

As things now stand, however, a

which violates the Sherman Act.

In view of the dominant market position of ASCAP and BML and on

The Stevens opinion found that

copyright use."

their copyrights."

for a single composer.

Sherman Act

little or no music.

relevant. Our listeners are more pasquick and to the point," says Young

Top 40 KFRC-AM in San Francisco. is interested in artist interviews, but

"If Rod Stewart stopped by, we would put him on the air live, but only for a brief amount of time. We would then record him in the studio for later use. Last year, Yvonne Elliman dropped by and we put her on

"Anne Wilson of Heart did a live m-studio interview with us. It depends on the time of day that a star drops by as to whether we'll go live. A top 20 record doesn't justify an interview. Who is Nicolette Larson? Only her record means anything. Foreigner is an important group, but who knows the individual members of the group? Why should we inter-

Garland is quick to point out that UNICEF special, a five-minute in-

tainment and a certain amount of information. Talking to an artist is not sive in listening patterns. Leif Garrett recently appeared live on the night show. The questions were

Program director Les Garland of only with superstars.

the air live for about 60 seconds.

view them?" asks Garland.

KFRC will air tape artist telephone interviews in afternoon drive if the artist is hot. When the Bee Gees went on a blitz across the country calling radio stations to plug their

terview with Maurice Gibb was aired between 3 and 4 p.m. and rebroadcast in the 5-6 p.m. hour on the station.

Top 40 WHYI-FM in Miami is more open to the artist live interview than most Top 40 stations. Program director Bill Tanner explains why: "I always put stars on the air. If we are regularly playing an act or if the act has recently had a hit or if the artist has a reputation, we are interested. Radio is dull these days. An interview causes excitement. Our disk jockeys are good interviewers. Top 40 as a format still is the great mass appeal format in radio, but its appeal is declining. Top 40 is boring around most of the country. Disk jockeys are given no freedom to be entertaining.

"Even with tight playlists and many disco records, we still do interviews. We average one live interview. in the studio every 10 days. Even though we are an FM station, we play to a come. Interviews in no way hart ratings."

Ann McCartney, music director of WZDQ-FM a Top 40 outlet in Chattanooga, Tenn., endorses the live in-

"Our live interviews are free and easy," claims McCartney. "We have no deadline on time as long as the interviews are interesting. If an act that we were playing walked into the station. I would do a feature right away. I would do interviews with a new act if I thought the record had a possibility for a hit and we were playing the record."

Many adult contemporary program directors are enraged concerning the attitude of certain record companies towards their formats.

It is their contention that most true adult contemporary stations will have 25 to 34 demographics equally as strong or stronger than Top 40 stations and it is this demographic segment that makes the labels millions of dollars in profit. The programmers feel that most promotion

(Continued on page 27)

The Legal Side

By RICHARD E. WILEY

Wiley is a partner in Kirkland & Ellis, and former chairman of the Federal Communications Commission

WASHINGTON-On April 17, 1979, the Supreme Court rejected an attack by CBS on the blanket licensing of musical compositions by ASCAP and BMI.

Specifically, the Court found that these practices do not constitute a per se violation of the antitrust laws.

Under the blanket licensing scheme, ASCAP and BMI act as "clearing houses" for thousands of authors and composers. These individuals copyright holders grant nonexclusive rights to the clearing houses to license performances of their works in return for royalty payments. Almost every domestic copyrighted composition is in the repertory of either ASCAP (three million compositions) or BMI (one million).

Radio and television broadcasters are the largest users of musical compositions, and most stations hold blanket licenses from both ASCAP and BML Both of these organizations have maintained a strict policy of offering only overall blanket or per-program licenses and have rejected requests for more limited authorizations

In 1971, ASCAP denied a plea by of NBC for licenses to some 2,200 specific compositions. In the present a case, both ASCAP and BMI turned ≥ down CBS' request for licenses under which royalty fees would be "measured by the actual use of your music."

Following the denial, CBS instituted a suit alleging that the blanket licensing plan constituted a form of price fixing which was illegal per se under the Sherman Antitrust Act. In past cases, the Court has held that certain agreements or practices in commerce are so "plainly anticompetitve" and so often "lack any redeeming value" that they are conclusively presumed to be illegal.

However, in response to the CBS complaint, the Supreme Court found that the ASCAP/BMI blanket licensing plans were not subject to such a conclusive or per se presumption. The Court stated that the existing system may be necessary if thousands of individual authors and

Vox Jox

By DOUG HALL

NEW YORK-Michael O'Shea, formerly program director at KVI-AM, has been named national program director for Golden West Broadcasters, KVI's parent organization with headquarters in Los An-

O'Shea went to Golden West from KPOL-AM Los Angeles. Prior to that he was with WFTL-AM Fort Lauderdale as p.d. and did on-air stints with WLW-AM Cincinnati and KLIF-AM Dallas.

A two-time winner of Billboard's program director of the year award in 1975 and 1977, O'Shea also played a key role in Billboard's selection of KVI as one of three finalist nationwide for the 1978 adult contemporary radio station of the year award.

As corporate p.d. O'Shea will oversee general programming for all eight Golden West stations.

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ALAN DEAN, WDLP: I'm not oblice

PAUL HAWKES JR., CKNL: "Yes,

The Electric Weenie

(but not collect bruddat)

Stations Welcome Artist Interviews—Maybe

Continued from page 26

people believe that Top 40 is the only way to sell records.

KMBZ-AM in Kansas City is one of the most powerful adult contemporary stations in the country. The live interview is a major tool in its programming.

"Interviews belong on a radio station and not on jukeboxes," says program director Steve Bell. "Most successful stations in Kansas City do star interviews. We talk to stars that appeal to our target audience of 25 to 49 or 30 to 54, whereas a successful AOR station like KYYS-FM talks to rock stars that appeal to the

The average guest is featured for 30 minutes with an interview and music. Guests have ranged from Dr. Hook and Bette Midler to traditional MOR performers such as Jack Jones and Vic Damone.

18 to 34 crowd."

Program manager Al Herscovitz of WIP-AM in Philadelphia, an adult contemporary station, is candid concerning the subject of the artist interview.

"Labels don't bring the stars around anymore. We have been snobbish in radio about having stars on the air. I would make it a positive event if they came in. The interview makes a station more interesting. If two stations are playing a Bobby Caldwell or a Cher, it's the same. If we have them in the station, we are different."

 Program director Eric Norberg of KEX-AM in Portland, an adult contemporary station, is enthusiastic about the synchronized interview and its place on radio. Last July, an hour special with Paul Anka was featured on a Saturday night at 9 p.m. The special was based around his new LP. Anka went into a recording studio in Los Angeles

Bubbling Under The **HOT 100**

- 101-GOOD GOOD FEELING, War, MCA 40995 102-NIGHTTIME FANTASY, Vickie Sue Robinson, RCA 11441
- 103-PICK ME UP, I'LL DANCE, Melba Moore, Epic 8-50663
- 104-THIS TIME I'LL BE SWEETER, Angela Bofill, Arista 2500
- 105-SHINE, Bar-Kays, Mercury 74078
- 106-DOUBLE CROSS, First Choice, Gold Mind 4019 (RCA)
- 107-LOVER GOOD-BYE, Tanya Tucker, MCA
- 108-GO FOR IT, Billy Preston & Syreeta, Motown 1460
- 109-HEAVEN MUST HAVE SENT YOU, Bonnie Pointer, Motown 1459
- 110-WHAT'S YOUR SIGN GIRL, Danny Pearson, Unlimited Gold 8-1400 (CBS)

Bubbling Under The Top LPs

- 201-DIXIE DREGS, Night Of The Living Dreggs, Capricorn CPN 0216
- 202-HERMAN BROOD AND HIS WILD RO-MANCE, Ariola SW 50059
- 203-TONIO-K, Life In The Foodchain, Epic JE 35545
- 204-THE JAM, All Mod Cons, Polydor PD1-6188 205-AMERICAN STANDARD BAND, Island ILPS 9540 (Warner Bros.)
- 206-MASS PRODUCTION, In The Purest Form, Atlantic 5211
- 207-TRIUMPH, Rock & Roll Machine, RCA AFL1-2982
- 208-BILLY PRESTON & SYREETA, Fast Break, Motown M7-915
- 209-CROWN HEIGHTS AFFAIR, Dance Lady, Dance, Mercury 9512
- 210-DUNCAN BROWNE, The Wild Places, Sire

SRK 5065 (Warner Bros.)

while Norberg was at KEI in Portland. Norberg's questions and Anka's responses had such a live feel that most people felt Anka was in the building, according to Norberg. Norberg sees this as a new innova-

tion for radio. Norberg in no way puts down the live interview, but his position is a cautious one. "I won't promote a live interview ahead of time. I'm afraid of no-shows," claims Norberg.

AOR radio is extremely receptive to programming interviews with recording artists, but the stations are divided as to the presentations of the interview.

Notes Tommy Hadges, program director of WCOZ-FM in Boston: "We don't put people on live. We tape and edit the interviews with local acts, new acts and established stars. Stars must talk about issues as well as their music," states Hadges.

WCOZ-FM has a public affairs program entitled "Reports From The Cozone," which are three-minute features running four times a day. As Hadges explains it, an average of two recording artists a month are featured on the "Cozones." Record companies and artists get excellent exposure as one-third of the "Cozones" are rerun in an average week. An artist interview can be broken into several "Cozones" as was the recent case with Meat Loaf. Reccent "Cozones" have also included Dire Straits and the Fabulous Poodles.

Hadges also invites artists of stature to drop into the station for a quick hello followed by an approximate half-hour visit off the air on the phone as callers from all over New England call into an 800 number at WCOZ-FM.

Program director John Platt of WXRT-FM in Chicago sees his station at the progressive end of AOR. "If an artist is in town for a concert appearance or if the artist is the featured artist of the day we will go with the live interview. Steve Miller was in for an hour last summer and played the part of a disk jockey as did Keith Emerson of Emerson, Lake and Palmer. Most live interviews, however, are 20 minutes interspersed with music. Recent guests have included Judy Collins, Todd Rundgren, Hall and Oates, the Outlaws, Charlie Daniels, Patti Smith, Lou Reed and Tom Waits."

Platt further explains that he tapes

an additional interview with the artist which is utilized when the artist is featured on the station. Parts of the interview are played along with cuts from the LP

Most of the live interviews on WXRT-FM are done in the afternoon between 1 and 3 p.m. "Afternoon drive is bad for an interview. We are too crowded," Platt says. "Early afternoon is best for the artist. It's a slower energy time. Later in the day, they can go on to their soundchecks."

Ken Kohl, program director of KFML-AM in Denver, as an adult AORer, notes: "We are targeting the 28-year-old listener who grew up on freeform radio and who experienced a tightening of AOR. The station is not playing noise rock. We try to interview people we play. Occasionally we will stroke an artist and label. None of our interviews are done live."

Kohl's presentation of the interview involves the capsule in a feature entitled "Another Slice." Once an hour during the broadcast day 'Another Slice' offers 31/2-minute interviews with people from all walks of life including recording artists. Each slice is run three times and several slices can be done on an artist who is viable and has something to say. Only the response of the interview is used, not the interviewer.

There is yet another wrinkle in Kohl's look at the artist interview that is uncommon at most stations.

"I will cut up stock interviews and customize them for our station Warner Bros. Records sent me an hour interview with Alice Cooper a month ago which will be used as six slices. Capitol Records recently sent me an interview with Bob Seger.

"Let the publicity and promotion people at the labels do the interviews," states Kohl. "After all, most promotion people are from radio and publicity people are from newspapers. The labels say 'great idea,' and nothing happens. I am told that very little is available," complains Kohl

Program director Fred Moore of AOR KAWY-FM in Casper, Wyo., is a strong advocate of the live station interview.

"The live interview is part of the magic of radio. It's spontaneous and you capture the rare moment. People react differently in production. It is not as vital in production. I

gauge the artist I'm with as to whether we go live or whether we tape the interview. Live interviews are generally 30 to 45 minutes long." states Moore.

Mike Harrison is the director of Goodphone Communications, host of the "Great American Radio Show" (syndicated on 150 AOR and Top 40 stations), and air personality on AOR powerhouse KMET-FM in Los Angeles.

"A radio station is a business like any other," says Harrison. "If a station is called at the last minute or if an artist drops by a station, the station may not be prepared and may turn down the interview. Scheduling of the interview is the biggest problem.

"A station must know in advance how long the interview will be and in what form. The quality of the air talent will determine if it's live. The bottom line is simply that there is no format as to how to conduct and program interviews. Each one is a separate case. Programmers are notorious for creating rules to suit their momentary needs," claims Harrison.

Country radio, more than any other format, is the most receptive to the live interview.

Bob Mitchell, veteran program director of KCKC-AM in San Bernardino, Calif., explains the rationale of the country music listener.

"People who are listening to country music are not just listening to a beat. Country music is message music. There is more of a conscious level of participation," states Mitch-

Mitchell is host of a 15-minute daily telephone interview show entitled "Who's Calling" at 12:15 p.m. The interview is non-stop without commercials and is rebroadcast nightly at 9:15 p.m. Recent guests have included Waylon Jennings, Glen Campbell, Dolly Parton, Eddie Rabbitt, Crystal Gayle, Charley Pride, Olivia Newton-John, etc.

"I've had every country superstar except Willie Nelson and John Denver," boasts Mitchell.

Sammy Jackson is the host of a daily hour and occasional two-hour live in-studio interview segment entitled "Coffee With" on KLAC-AM in Los Angeles.

"The live radio interview is the biggest tool radio is missing. On television year after year there is Carson. and Griffin and others. The acid

rock people have just plain out-hustled us. They are too carried away with pace. People want to hear more than time and temperature," reasons Jackson.

Recent guests of "Coffee With" have included Burt Reynolds, Clint Eastwood, Glen Campbell, Willie Nelson, Ronnie Milsap, Loretta Lynn and others.

Music director Lee Shannon of WIRE-AM in Indianapolis has no set rule for the live interview. Live interviews have run midday and afternoon drive. "People are interested in the personal life of the country stars. If they can get it first hand in an interview, all the better," claims

General manager Jack Cresse of KVOO-AM in Tulsa is enthusiastic about live in-studio appearances.

"We have an open door policy We don't care who the artist is. Every country artist is welcome. Any promoter and country music executive is invited to talk about country music on the station anytime. Interviews mean believability. We want our listeners to know these people are our friends," says Gresse.

Warren Potash, general manger of WBAP-AM in Dallas, also welcomes country artists.

"We want stars to come by day or night. We don't put a time limit on the interview. Everybody in country music has been at this station," says Potash.

Highly rated and highly respected talk-show host Michael Jackson of KABC-AM in Los Angeles presents an interesting case for recording artists viewing talk radio. Says Jackson:

"There is a potential new au- No dience in talk radio for the recording artist. You can sell records with the "9 spoken word as well. Unfortunately, most people in my profession don't w understand the music industry.

"I am fascinated by record people. They are the new royalty of the en-tertainment world in reputation and income. Music is saying more than films today. The message of the generation is in the records," comments Jackson.

Two other examples of interviews being a popular feature on L.A. radio involve Wink Martindale on KMPC, who has regularly featured artists in-depth and KKGO-FM (formerly KBCA) whose Jim Cosa regularly does studio interviews with visiting jazz artists.

BILLBOARD ARBITRON RATINGS

A computation of individual market's formats released by Arbitron based on metro average quarter hour and share figures for Monday to Sunday 6 a.m. to midnight. All figures are reported to the nearest 100 people.

PHILADELPHIA JANUARY 1979

| | | AVE | RAGE | QU. | ARTE | RHC | UR- | -ME | TROS | SURV | EYA | REA | | | | SH | ARE | S-M | ETR | SUI | RVEY | ARE | Α | |
|----------------|----------------|-------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-------|-----------------|----------------|----------------|----------------|-----------|----------------|----------------|----------------|----------------|----------------|------|
| No. of Section | TOTAL | TOTAL | | | MEN | | | | W | OME | N | | TEENS | | TOTAL | | ME | EN | - | | WON | MEN | | TEEN |
| FORMATS | PERSONS 12+ | | 18- 24 | 25- 34 | 35- 44 | 45- 54 | 55- 64 | 18- 24 | 25- 34 | 35- 44 | 45- 54 | 55- 64 | 12- | FORMATS PERSONS | 18- 24 % | 25- 34 % | 35- 44 % | 45- 54 | 18- 24 % | 25- 34 % | 35- 44 % | 45- 54 % | 12- 17 % | |
| AOR | 458 | 353 | 121 | 77 | 14 | 3 | 2 | 68 | 53 | 5 | 8 | 0 | 105 | ROR | 6.2 | 19.5 | 12.2 | 3.1 | 0.6 | 11.9 | 8.1 | 1.0 | 1.3 | 13 |
| BEAUTIFUL | 1094 | 1083 | 8 | 50 | 77 | 122 | 145 | 18 | 63 | 94 | 115 | 170 | 11 | BEAUTIFUL | 14.9 | 1.3 | 8.0 | 17.0 | 23.5 | 3.1 | 9.6 | 17.7 | 19.1 | 1 |
| BLACK | 285 | 234 | 13 | 15 | 11 | 10 | 7 | 40 | 31 | 22 | 25 | 17 | 51 | BLACK | 3.9 | 2.1 | 2.4 | 2.5 | 1.9 | 7.0 | 4.8 | 4.2 | 4.3 | 8 |
| CLASSICAL | 210 | 210 | 0 | 7 | 21 | 20 | 24 | 2 | 11 | 21 | 20 | 33 | 0 | CLASSICAL | 2.9 | 0.0 | 1.1 | 4.7 | 3.9 | 0.4 | 1.7 | 4.0 | 3.3 | 1 |
| CONTEMP | 1511 | 1241 | 95 | 132 | 86 | 90 | 54 | 147 | 172 | 114 | 124 | 86 | 270 | CONTEMP | 20.7 | 15.4 | 29.8 | 19.0 | 17.4 | 25.8 | 26.3 | 21,5 | 20.6 | 3 |
| COUNTRY | 288 | 199 | .0 | 4 | 33 | 35 | 10 | 3 | 5 | 49 | 17 | 26 | 9 | COUNTRY | 2.8 | 0.0 | 0.6 | 7.3 | 6.8 | 0.5 | 0.8 | 9.2 | 2.8 | 13 |
| DISCO | 781 | 632 | 142 | 185 | 26 | 25 | 5 | 125 | 109 | 44 | 48 | 5 | 149 | DISCO | 10.7 | 23.0 | 16.6 | 5.8 | 4.8 | 22.0 | 15.7 | 8.2 | 6.7 | 1 |
| MELLOW | 256 | 246 | 17 | 48 | 25 | 2 | -1 | 52 | 70 | 14 | 9 | 8 | 10 | MELLOW | 3.5 | 2.7 | 7.6 | 5.5 | 8.4 | 9.1 | 10.7 | 2.6 | 1.5 | |
| MOR | 321 | 310 | 23 | 26 | 48 | 36 | 23 | 22 | 42 | 26 | 49 | 7 | -11 | MOR | 4.4 | 3.7 | 4.1 | 10.6 | 6.9 | 3.9 | 6.4 | 4.9 | 8.1 | |
| NEWS | 922 | 904 | -11 | 61 | 58 | 93 | 95 | 4 | 41 | 45 | 110 | 106 | 18 | NEWS | 12.6 | 1.8 | 9.6 | 12.8 | 18.0 | 0.7 | 6.2 | 8.5 | 18.3 | |
| PROG ROCK | 343 | 272 | 150 | 41 | 6 | 4 | 0 | 45 | 22 | 3 | 0 | 1 | 71 | PROG ROCK | 4.7 | 24.2 | 6.5 | 1.3 | 0.8 | 7.9 | 3.4 | 0.5 | 0.0 | |
| TALK | 358 | 340 | 6 | 12 | 2 | 15 | 50 | 7 | 3 | 27 | 52 | 51 | 18 | TALK | 4.9 | 1.0 | 1.9 | 0.4 | 2.9 | 1.2 | 0.5 | 5.0 | 8.7 | |

Talent

THEY'RE EITHER TOO BIG OR TOO SMALL

New Orleans: Plenty Of Venues **Except For Medium-Sized Arena**

NEW ORLEANS Despite the fact that New Orleans is the 21st largest city in the U.S., it has no concert facility between the sizes of the 8,000-capacity Municipal Auditorium and the 76,000-seat Super-

This absence of a medium-sized arena causes the massive number of acts that like to play 10,000-25,000seat halls to go elsewhere.

Many of the major acts perform 90 miles away in Baton Rouge at the 12,000-capacity Centroplex, 90 miles away in Biloxi's 11,757-seat Mississippi Coast Coliseum or 150 miles away in Mobile. Ala, at the 12,000-capacity Mobile Municipal Auditorium.

Billboard photo by Ruth Bernal

about Rodgers and Hart, they think

you're talking about 'Johnny One

Note' There's more to this team

"Everything in this area in Eng-

land falls under 'nostalgia.' They

don't know how to categorize such

music and therefore they don't know

how to sell it." He's been disap-

pointed with recorded projects for

Polydor, such as an album of Gersh-

win transcriptions, a showtune al-

bum, "Nobody Else But Me," which

he hopes will find an outlet in the

a cello concerto to be performed this

September at the Edinburgh Festi-

val, a flute concerto for James Gal-

way and a harpsichord concerto for

Indicative of his passion for jazz,

Bennett's "delighted" to have the ac-

companiment on his Sondheim set

of Milt Hinton and Bobby Rosen-

perform, especially in a jazz con-

text," Bennett maintains. "It's hard

to get away from how he writes his

songs, since he writes his own piano

parts and vocal lines. You take away

He refers to the Sondheim pack-

Bennett is presently scoring John

"Sondheim's songs are difficult to

On the classical front, he's writing

than that song.

Igor Kipnis.

garden.

BENEFIT PRACTICE-Waylon Jennings, Harry Chapin, Dave Mason and

Gordon Lightfoot, from the left, prepare backstage for their joint benefit

appearance at the Nassau Coliseum for a local ballet company.

'In Wrong Place,'

Bennett Due Home

By IRV LICHTMAN

NEW YORK-When composer/

performer Richard Rodney Bennett

takes up permanent residence in

New York in October, the reason

will be both cultural and convenient.

sought after film scorers, with three

Oscar nominations. He is also a com-

poser of classical music, including

In addition, he has a strong fond-

ness for show tunes, which has al-

ready produced two albums for

DRG Records, one a piano perform-

ance of three ballets by Cole Porter.

Richard Rodgers and Harold Arlen

and the latest a compilation of Ste-

phen Sondheim songs, which also

After dividing the year between

London and New York, Bennett

says he decided "that geographically

composing classical music, but it's

more convenient to be here in view

of the fact that I've gotten many calls

from Hollywood asking 'can you be

lish do not have a great appreciation

for the great American show com-

Bennett also senses that the Eng-

"I can function anywhere when

shows off his vocal talent.

I'm in the wrong place."

here tomorrow?" "

operas and ballet

Bennett, at 42, is one of the most

With their medium-sized concert halls, those three markets have bigname concerts more often than New Orleans, where the only concert facilities are:

the Louisiana Superdome, which seats 76,000 but holds 110,000 with festival seating;

Municipal Auditorium, the largest of the regular concert halls, only holds 8,000; the arena which is usually booked up in January and February with Mardi Gras balls, the Warehouse, owned by Beaver Productions, holds approximately 3,500. Because the seatless facility isn't air-conditioned and gets unbearably hot during spring and summer concerts, many concertgoers refuse to attend a show there from April through September.

Other arenas are the New Orleans Theatre of Performing Arts, which is mostly used for plays and symphony and opera productions, seats 2,379. and St. Bernard Parish Cultural Center, five miles from New Orleans in Chalmette which seats 2,200. It is usually unavailable in January and February as it is the home for the Mardi Gras balls.

Cyndi Christian, president of the Concert Co. is by far the most successful concert promoter in this area. But even though she has had success with concerts such as the Rolling Stones grossing \$1,060,000 at the Superdome (80,173 attended the event, making it the second most-attended concert in the nation last year), she says it is extremely difficult working in this market.

"The main obstacle we're up against here is the lack of facilities," says Christian "Groups all want to play here more than any place else in this section of the country because they consider Baton Rouge, Biloxi and Mobile secondary markets.

"But because of the lack of facilities here, we have to bring them to

those places and hope to draw on the populous of New Orleans.

"That means, among other things, that you have to advertise in several markets. Instead of trying to concentrate on one city, you have to advertise in several, and that gets expen-

"It's an inconvenience to ask concertgoers to drive 90 miles to see a show. Some people are conditioned to it because they understand the situation. They know the artist is too big for the Municipal Auditorium and too small for the Superdome. But some people still won't go."

Though the Superdome can be sectioned off to seat 40,000, Christian says is still far too large for most

"Not many groups can sell 40,000 tickets," says Christian, "so they'd rather pass than to play a half-empty facility. We tried to get the Eagles, but they turned us down even though we offered a lot of money They said, 'It's not the money. It's the fact that we don't want to play to half a building."

"All artists have big egos," Christian adds. "They wouldn't be in this business if they didn't. It's ego-deflating for them if they don't come close to a sellout.

"Another big difficulty in booking acts at the Superdome is that no one buys tickets in advance. For instance, we sold more than 20,000 tickets the day of the Rolling Stones concert.

"When you bring in a major show. you want to feel a pulse on how successful it is going to be. You have no idea so everyone's uneasy-agents. promoters, the artist. But the people won't buy their tickets early because they know no one could sellout the Superdome."

Rock Invades Copacabana

NEW YORK-The growing rock disco movement got a new boost with the announcement that the Copacabana, one of the city's top clubs, is moving to a mix of live rock music and recorded rock and disco dance

John Juliano, owner of the club, says plans call for turning the smaller of Copa's two rooms into a rock showcase room, while the larger of the two will remain disco.

"We have to walk before we can run on this, but the trend seems to be toward rock," says Juliano, pointing to a recent clipping from The New York Times detailing the growth of the current rock-disco scene in New York, including Harrah's, the Mudd Club, Trude Heller's Now, Rocker Room, Club 57 and Studio 10 (Billboard, March 3, 1979).

In addition, Henry Schissler, former manager of Harrah's and Trude Heller's Now, is planning to open yet another rock disco in the coming months in Midtown Manhattan. And New York, New York and the Cotton Club have hosted rock shows.

At the Copacabana, plans call for booking both signed and unsigned rock acts into the club, with the more popular attractions playing the 650capacity room, while lesser known acts will pay the smaller 275-capacity room. Both rooms are equipped with independent sound systems and stages and lighting

The Copa has presented live shows before. The most recent was by comedian Robin Williams, whose

performance was recorded by Casablanca Records. Coming later in the month will be Ray Charles. The Copa also books cabaret acts on weekends in the smaller room, but Juliano says this will be phased out once the rock policy goes into full swing.

A preview of what to expect at the Copa came during an April Fools party for porno stars Mark Stevens and Jill Monroe, where the larger downstairs room hosted disco dancing and an X-rated fashion show, while at the upstairs room the Cutthroats rock band was holding forth.

Access between the two rooms was (Continued on page 38)

Bee Gees Tour Begins June 28

LOS ANGELES-The Bee Gees will move into the 56,000-capacity Dodger Stadium here July 7, in an arrangement between MCA Concerts Inc. and the Dodger organiza-

This marks the third time the stadium has been used for pop concerts-the Beatles were the first in 1966, followed by Elton John in

Tickets for the show are going for \$12.50 and are available by mail order only for general seating.

The concert is part of the Bee Gees' first tour in more than two years, which starts June 28 concluding Oct. 6 for a total of 58 concerts.

Dozen Acts Set For Cripple Creek Festival

CRIPPLE CREEK, Colo.-The First Cripple Creek Music Festival will be held in this town 40 miles

29, 30 and July 1 Music acts slated to perform in-

clude: Amazing Rhythm Aces, David Bromberg, Flash Cadillac, the Dillards, the Dirt Band, John Hartford, McGurnn, Clark & Hillman, Micnact Murphey, Maria Muldaur, New Grass Revival and Mission

Mountain Wood Band In an unusual move, parking will be provided free to vehicles carrying more than four persons. Those with fewer will be charged \$2.

Promoters are encouraging those who plan to attend the three-day event to camp at the festival site and bring water.

Madeleine Faber, publicist for the event, claims this will be a "controlled" event and those who leave "will basically forfeit their tickets."

Ticket prices are \$30 in advance for the three days, \$35 Friday with prices declining daily to \$25 on Saturday and \$15 on Sunday. Obviously the promoters would like people to plan on attending all three

days of the event.

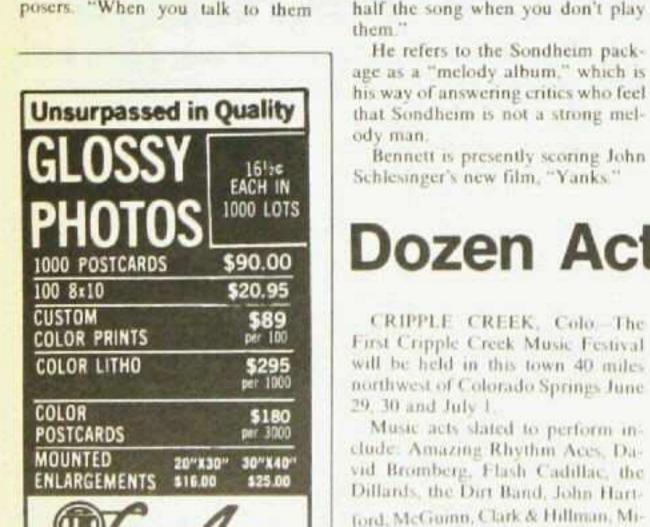
By DICK KELLEHER Another move, \$2 from the cost of each ticket will be donated to the county government "to offset the additional costs incurred by Teller County in having this festival in the county.

Other arrangements being made include having "five qualified doctors at the concert site on a roundthe-clock basis; 10 El Paso County Deputy Sherift's Officers available as security for the city of Cripple Creek and another 10 sheriff's officers at the concert nite."

Budweiser beer, KILO-FM in Colorado Springs and KTCL-FM-in Fort Collins are co-sponsoring the event

Advertising is planned on both these stations, both covering Metro Denver and, combined, almost all of Colorado and parts of Wyoming Denver television stations with slots scheduled locally for "Midnight Special" and NBC's "Saturday " Night Live." Spots are also planned for a Colorado Springs to channel.

Tickets are available at most Colorado Budget Tapes & Records stores or at Gold Fever Broductions in Empple Creek.



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Sleeve Notes Delay Robinson LP Issue

NEW YORK-Tom Robinson's new Capitol LP, "TRB Two" is pegged as being less political and more musical than its predecessor. Yet its release was delayed in the U.S., Robinson claims, because of what he considers political reasons.

The LP's inner sleeve contains a list of American activist organizations and a bibliography of activist literature and this information, Robinson claims, caused Capitol to hold back release until it had obtained clearances from all the organizations to have them listed on the sleeve.

Robinson, author of such gay rights and rock against racism anthems as "Glad To Be Gay," "Winter Of '79," "Up Against The Wall," and "Martin," is now concentrating (along with fellow British rocker Peter Gabriel) in getting his fans directly involved in various political and social causes.

"You don't look to your rock stars or 'leaders' to do your own spadework for you, and preach the way it should be, and then sit back yourself and criticize them when they fall

"Instead, you should get out there and do it yourself," says Robinson in explaining his decision to include a list of American activist organizations and a bibliography of activist literature on the inner sleeve of the "TRB-Two" LP.

However, the inclusion of this list forced the delay of the LP since Capitol would not release it until it got permission from everyone mentioned before it would print the names, addresses, pictures, quotes or likenesses of any persons or organizations. Robinson says he can and can't uunderstand this legal nicety.

"I would guess that the reason (for the delay) is that the first album talks about English issues in a pa-

tronizing sort of cult way, which they (Capitol) could condone and pat on the back, and say 'how cute, an English protest singer."

"But as soon as they look at this sleeve, and the first thing they see on it is the Black Panthers, then they say, 'hey protest is good, but we can't have anything of any relevance over here,' Once they realize we mean business here as well, it becomes a whole different ballgame," explains Robinson.

Not just the Black Panthers, the list also contains the addresses of such groups as the Puerto Rico Solidarity Committee, Tribal Sovereignity Projects, as well as a host of prisoner groups, environmental, legal, and political, gay, lesbian, and woman's rights organizations

Robinson adds that since he is English he is not really qualified to comment on U.S. issues, and he put in the list so that his fans could find out for themselves what these groups are. The list also includes Amnesty International, the American Civil Liberties Union and Alcoholics Anonymous.

Because of the nature of his music. and his political stands, Robinson says his current tour, booked by ATI from April 18 to June 1-will concentrate on small halls, clubs and college venues to build up a grass roots audience. Robinson says he does not want to "impose" himself "from above" as an opening act for some established act.

In addition to the LP, Robinson is planning a separate disco single to commemorate "Stonewall "79," the 10th anniversary of the disturbance in Greenwich Village that marked the beginning of the gay liberation movement. Robinson says he is doing a disco song because if he wants to reach the gay community that is the way to go.

Reveal Artpark Sits Above **Hazardous Chemical Dump**

By JIM BAKER

BUFFALO-Patrons of major musical events at the New York State-owned Artpark in nearby Lewiston, N.Y., have received jolting news that hazardous waste materials are buried underneath the site.

Orin Lehman, New York State commissioner of parks and recreation, has ordered a thorough testing program at the park following release of a state interagency task force report on hazardous waste.

That report shows the Lewiston quarry site now owned by the state for Artpark was used for 16 years as a dumping ground for a variety of industrial and chemical waste.

It's among 152 hazardous waste sites in a two-county area and the state report says "it may have received significant amounts of hazardous waste."

The report lists the Stauffer Chemical Co. of Lewiston as the former owner of the site and states that between 1953 and 1969 unknown quantities of asbestos, graphite, concrete cell parts, reactor linings, scrap sulfur, scrap metal, silicon, zirconium and titanium oxides and cinders were buried there.

The company, which closed its Niagara County operation last year, sold its quarry property to New York, which opened its popular summer cultural facility there in

1974. John Prenderville, deputy New

York State commissioner of parks and recreation, says an independent soil testing firm has been ordered to go to Lewiston to conduct tests.

"There will be hundreds and thousands of people going there soon and we want to make absolutely sure it's not harmful," Prenderville says.

According to Prenderville, the state was aware the site had been used as a waste dump prior to its purchase of the property, but that previous tests conducted at the site proved negative.

He says the state is prepared to take any remedial actions necessary. The waste materials are believed to be buried at the north side of the park, well away from the main theatre, but within easy access of visitors who stroll around the park. drawn by its picturesque setting along the lower Niagara River.

Artpark's varied cultural program has been visited by thousands of Western New Yorkers and tourists since its opening in July 1974.

The spring season to begin in May includes such attractions as "Jesus Christ Superstar" and "Bye Bye Birdie" presented by local groups and concerts by the Buffalo Philharmonic and Cheektowaga Symphony orchestras. There's also the world premiere of "The Little Prince" by the Niagara Univ. Theatre with music and lyrics by Lerner and Loewe.

Talent In Action

GRAHAM PARKER THE RUMOUR SUSAN

Roxy, Los Angeles

Parker proved that he is a compelling and captivating performer in a 90 minute. 21 sone set here April 14, the final night of a four night stand

The most obvious strength of Parker's show is its bristling energy level, but he also demonstrates a solid sense of wit and irony in his writing and song choices. He opened his encore, for instance, with a celebrative version of the old Jackson 5 hit "I Want You Back."

During the show, which was simulcast on KMET-FM. Parker was backed by the five piece. British band, the Rumour, which also backed Carlene Carter here last fall. Its precision sharp musicianship gave the show much of its impact and Parker by all rights should have introduced the members, which he failed to do

Parker's showmanship was revealed in his strutting around the stage, gesturing with the mike stand and sticking the mike into the front rows of the audience to amplify the vocal reac-

A highlight of the set was "Mercury Poison ing." Parker's vitriolic attack on his former record company. To drum home the point he followed it with the title tracks of his first three ablums for the label, which failed to reach the audience they deserved. "Howlin' Wind," "Heat Treatment" and "Stick To Me.

A number of the songs were from Parker's new Arista debut album "Squeezing Out Sparks," including "Local Girls," "You Can't Be Toe Strong," "Passion Is No Ordinary Word" and Saturday Night Is Dead

Parker, who is beginning an 18-city tour, did only one show a night rather than the customary two, and did not appear until midnight to conform with the chosen radio time slot

Opening for a hot act like Parker was some thing of a mixed blessing for Susan, a four man rock band on RCA, which faced an impatient and occasionally downright rude audience

The group's hard but melodic rock was competently played if not terribly distinctive. Some of the highlights were "Takin" It Over," "Secrets" and "Marlene," dedicated to movie star

TUBES

Palladium, New York

During the first of two shows April 28, Fee Waybill, lead singer of the Tubes, announced that the band's current LP, "Remote Control." has proven to be the most successful seller in the band's 10-year history. He said the band would perform "the best of the old, and the best of the new.

Which, in the next 90 minutes, is exactly what the band did, concentrating on the music but not neglecting its widespread reputation for being among the most theatrical of all the current rock acts

Keeping with the theme of the latest LP the Tubes played before a backgrop of a giant tv screen, which showed the cover art of the "Remote Control" LP From the LP the band devoted a healthy portion of its 18-song set to tv related songs including "Turn Me On," "Prime Time" and "Telecide" from the new LP as well. as the older "What Do You Want From Life," which was treated as a mock to game show.

Through it all the audience was treated to a series of costume changes and special effects. A ty console seemed to roam the stage at random. Two female dancers/singers appeared dressed as Lucky Strike cigaret packages. Then two grant foam rubber cigarets appeared. It all culminated with Waybill appearing as Quay Lewd, the platform-booted rock parody, whose appearance heralded "White Punks On Dope," the most requested tune of the evening.

One composition the band is known for, "Mondo Bondage," its ode to sex and violence, was not performed. But "Don't Touch Me There" was, as was a medley of the Who's Teenage Wasteland" and "The Kids Are Alright." That ROMAN KOZAK was almost enough.

B.B. KING BOBBY 'BLUE' BLAND

Palace, Cincinnati

King and Bland came close to selling out all three shows, April 20-21 revitalizing Cincinnati's 2.600 seat Palace Theatre, where bookings have been few since late the fall of 1978.

Bland opened with a 10 song, 50 minute set. He was backed by a nine-piece band lead by horn player Melvin Jackson. Bobby pleased his audience, where the average age appeared to be around 35 years, with a solid selection of standard blues numbers including "St. James Infir

mary and "Stormy Monday."

Bland was in good form, his voice smooth the clear. He interacted with his loyal audience well posing for picture takers and jiving, in particular, with one young female photographer throughout his entire set. It was all in fun and one could tell that Bland and his fans were enjoying themselves by all the whooping and yelling that went on

After a short intermission the "King" of the blues came on accompanied by Lucille his guifar, and his nine-piece band conducted by Calvin Owens. Due to the late hour of the show. B.B. performed what seemed to be a short but powerful eight song, 50 minute set. His band is tight and dynamic. It is right behind King on every kick and accent and Owens' body language gets and keeps things swinging throughout the

King is smooth. His raps lead right into his tunes and his minimal guitar playing style defines quality not quantity. Every note he plays is clear and distinct, as are his vocals

The MCA recording artist sang most of his favontes including "The Thrill Is Gone," "Nobody Loves Me But My Mother" and "How Blue Can You Get?" VICTOR HARRISON

RICK JAMES SISTER SLEDGE

Felt Forum, New York

This 4500-seat adjunct to Madison Square Garden was about 70% full for James' headline stand. And though James' solo career is just two albums old, he delivered a nine song, 110-minute show that was on a par with some of today's more venerable soul headliners.

James is a fascinating, albeit undisciplined stage performer who manages to remain the center of attention in his elaborately staged show He is backed by his 12 piece Stone City Band which is one of the most impressive soul units currently touring

James' biggest problem is that his stage antics, at times, are a bit tasteless. During the singing of one of his best tunes, "Mary Jane," he appeared to accept marijuana from the audience. While he was able to get away with this is New York, there are places in this country where this bit would close the show

Musically the show had no flaws as James and his superb band kept things entertaining throughout. Though he has risen to prominence on the strength of his uptempo numbers. "You And I," and "Busting Out Of L7," some of the show's strongest moments came on the ballads like "Dream Maker," and "Gonna Make It Good In Hollywood

Riding the crest of its currently hot "We Are Family," album, Sister Sledge opened the show with a most competent 40 minute set. The three women (one sister has left to become a mother) are rapidly maturing stage performers who seem to be growing into their new found success. The eight-piece backup band was good and the April 21 set's only flaw was that only three of the seven songs performed were from the group's soon to be platinum album. ROBERT FORD IR.

PEACHES & HERB

The Whisky, Los Angeles

Riding the crest of their recent disco hits, Peaches & Herb missed the target April 9 in a lackluster, half-hearted display of nine songs in a 52 minute set

Although hampered by the venue's limited sound system for disco acts. Linda Green and Herb Fame valiantly tried their best to reach a similar intensity level usually found in clubs.

Vocals were spotlighted upfront nicely, supported by their six man band beginning with the 4/4 "We've Got Love." the funky rhythmed "Don't Hold Back" and an average version of Rod Stewart's "Do Ya Think I'm Sexy.

In these earlier efforts, it was obvious new comer Green, who replaced Francine Barker three years ago, blossomed as Peaches, and believably moved to the music

Meanwhile, Herb, the veteran performer, wilted with his stilted, seemingly uptight stage presence which included numerous, awkward back poses to the audience.

Continuing with early hits "Let's Fall In Love" and "Close Your Eyes," the two captured the essence of these late '60s ballads

Despite several patter sequences that slowed down the show's impact, fast-paced "Love It Up Tonight," taken from their latest LP "2 Hot," demonstrated the two's reborn strength in disco.

A melodic "Reunited" featured their best vocal chemistry, finding Herb on his strongest effort which included falsetto, followed by the disco hits "All Your Love (Give It Here)" and "Shake Your Groove Thing."

With some maturity in her vocal style, Green may emerge more as a possible solo artist unless Herb injects some life into his cabaret ap-

Above average solo spots were executed by guitarist Tommy Crosby and percussionist John Gillian. The band was rounded out by drummer Robert Thompson, Rich Permanente on bass, keyboardists Elliot Wolff and Abdul Shahid

HANFORD SEARL

JOHN McLAUGHLIN **ROY BUCHANAN**

Beacon Theatre, N.Y.

This April 21 concert was a boxoffice success (soldout), but other than that, billing the two guitarists on the same program was a mismatch, considering the type of audience drawn to each performer.

Buchanan appeals to a blues crowd, which had little patience for the cerebral fusion style of McLaughlin and his One Truth Band

Headliner McLaughlin also ran into sound problems that gave hecklers additional fuel. Switching prematurely to acoustic guitar for his second of approximately 10 songs. McLaughlin's concentration was obviously broken by rude shouting.

The One Truth Band offered colorful support, though subtleties were often lost on the audience, particularly in the case of percussionist Alyrio Lima, whose exotic tone painting solo was featured in a long band showcase tune dedicated to Miles Davis

The crowd was more receptive to Al Shanker's vigorous sawing on electric violin. Shanker demonstrated an ear for tone and interplay that made his solos consistent standouts in the hour and 50-minute set.

The duet number between Shanker and McLaughlin, "Two Sisters," won the admiration and hearty applause of this "show me" audience, and for the first time McLaughlin relaxed and seemed to enjoy the lively and expressive trade-offs he shared with the violinist.

Closing on an uptempo note with an energizing jazz blast that resembled McLaughlin's "Do You Hear The Voices That You Left Behind," the guitarist footnoted the tune with a quote from John Coltrane's "A Love Supreme."

In a turnabout from its own actions early in the show, the crowd responded with supreme love and raised the roof with applause and cheers, calling five minutes for an encore. The band returned with an offering of McLaughlinstyle funk, an element missing earlier during the set, but much appreciated by the crowd

Polydor artist Buchanan turned in a fivesong, 50 minute set. Buchanan has an ardent following that would listen to the guitarist even if he was just tuning up.

Rough edges went over well. Sometimes the four-piece group sounded like a high school band practicing in a garage, especially on feam vocals. But Buchanan's guitar work crept adeptly through the rock and blues material Highlights a Hendrix medley that featured the slowest "Hey Joe" to walk off a bandstand. The encore, a Buchanan classic called "Goin" Down To The Graveyard," also hit its mark

BOB RIEDINGER JR.



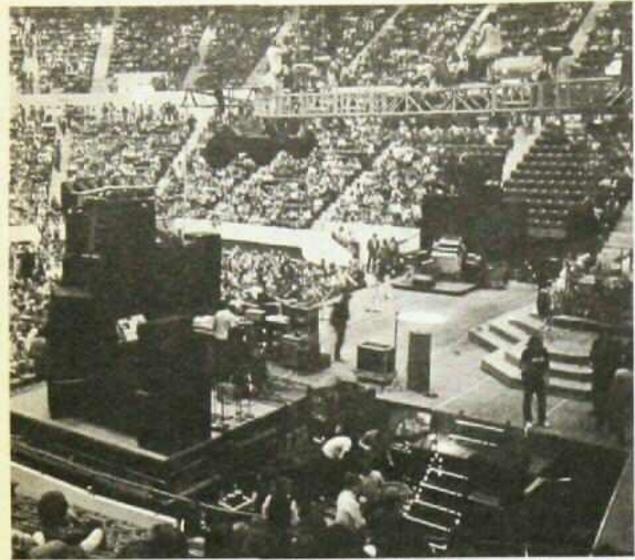
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Campus



Heart Show: Stage crew prepares for Heart's Valentine's Day performance at Mississippi State Univ.'s 11,000-seat Humphrey Hall.

\$60,000 CONCERT BUDGET

Miss. State Year 'Most Successful'

By ED HARRISON

LOS ANGELES—With the guidance of a full-time faculty staff advisor, Mississippi State Univ. is closing out its most successful concert year.

The 12,000-student campus, located next to Starkville, Miss., (population 15,000) has been able to attract major acts en route to or from New Orleans or Atlanta.

Its 12-member concert committee comprised of all students call themselves Music Maker Productions for a "more professional sounding name," says Michael Marion, union program advisor.

The committee is broken down into three subcommittees handling promotion, artist relations and tickets. As advisor, Marion oversees the overall program and also negotiates contracts and coordinates the Music Makers activities.

"By having a staff member we have continuity from year to year without the common problem of students learning about concerts and then graduating," says Marion. "Also, decisions can be made without 'taking it to the committee'."

Marion says that if time allows the final decision on booking an act will go to the committee, but decisions can also be made in one day by himself and Bonnie Boozer, director of Music Makers.

"We want students to be involved but they understand that some decisions have to be made on the spot," Marion says.

Mississippi State obtains its acts through various means including direct buying, through middle agents and more recently with prompters.

Marion estimates that the school has been averaging one show a year with promoters beginning with a Doobie Brothers date in 1976 with Concerts West. It's Feb. 23 Jimmy Buffett show and a March 24 Billy Joel date were co-sponsored with Mid-South Concerts in Memphis.

"We're not opposed to working with a promoter," states Marion.

The concert budget is about \$60,000 a year which comes from a \$3 student activities fee each semester.

What makes Mississippi State an appealing place to play is the flexibility of its facilities. Humphrey Coliseum has a capacity of 11,000 but can be cut off with curtains to seat 3,600. Also available are the Union Ballroom with a 1,000-seat capacity and Lee Hall, an auditorium with a 1,000-seat capacity.

Average ticket price is \$6, with Billy Joel ducats going for \$8.50 and Exile tickets priced as low as \$1. Like most school productions, a breakeven show qualifies as a success. General public seating is priced the same although the seats are not as good as the student priced ones.

Because the school is located in a rural area, concert promotion extends into towns within a 100 mile radius such as Columbus, 45,000 population; Tupelo, 33,000, Greenwood, 30,000 and Jackson, 250,000

In addition to its regular pay shows, there are a number of free shows each year "to provide students with both ends of the spectrum."

Acts that played Mississippi State this year have included Robert Palmer (free), John Prine/Mac Mac-Nally, Andy Kaufman (free), Exile, George Benson, Heart, Jimmy Buffett and Billy Joel. The Joel date attracted 8,100, the closest the school has come to selling out.

Marion states that attendance of 6,000 is enough to put the date in the black. "There's only so many people to draw from," he says.

Advertising dollars are placed in the school newspaper as well as the newspapers of neighboring communities. Tickets are sold in the town's three retail outlets, who are encouraged to have specials on acts coming into town to play.

Live Talent At Cornell Festival

LOS ANGELES.—The third annual springfest barbecue and concert, featuring headliner Wet Willie and opening act special guest Spanky Brown, was slated for Friday (4) at Cornell Univ. in Ithaca, N.Y.

Co-sponsored by Budweiser Beer, Cornell Dining and the Cornell concert committee, the event, on last day of classes for the 60,000-student campus, was free to both registered classmates and the public.

Talent Talk

Mark Knopfler, guitarist and Pick Withers, drummer, of Dire Straits join Muscle Shoals sessionmen Barry Beckett, keyboards, and Tim Drummond, bass, as the backup band for the new studio LP being recorded by Bob Dylan now at Muscle Shoals studio. Producers are Beckett and Jerry Wexler, who also produced the not yet released second Dire Straits LP at the same studio.

Janis And Jimi Together Again," a "Beatlemania" sort of show about Jimi Hendrix and Janis Joplin, is playing at the Entermedia Theatre in New York. Opening the show recently was Suicide. ... Jimmy Page, Robert Plant and John Bonhom, (three-quarters of Led Zeppelin) joined Bad Company onstage in Birmingham, England, for the band's encore. Bad Company is now touring in the Southwest U.S.

Some of the acts due to play at the Belmont Park series of concerts (Billboard, April 28, 1979) are Pablo Cruise (May 28), Taste Of Honey (June 3), Natalie Cole (June 17), Steven Stills (June 24), Atlanta Rhythm Section (June 30), Peaches & Herb (July 7), Todd Rundgren (July 14), and Chicago (July 28/29)

Company at the approximately 18,000-seat inglewood, Calif. Forum, went on sale April 30 and reportedly soldout within six hours. Because of the demand, a June 5 show has been added. McGuinn, Clark & Hillman are scheduled for "Midnight Special" Friday (11). The segment will include a reprise of the group's performance of its single, "Don't You Write Her Off" plus a segment with McGuinn performing with the Beach Boys on "Rock 'N' Roll Music."

Capital's Bob Welch kicked off his Three Hearts North American tour at Vancouver's Queen Elizabeth Theatre Thursday (3). This leg. of the tour follows Welch's debut salo tour of Japan, which began April 17 in Osaka Steve Miller has cancelled his June 23-26 engagement at Universal City, Calif s Universal Amphitheatre, with the facility refunding purchased ducats. At the same time, the theatre has added three more attractions to its season lineup, Eddie Money with McGuinn, Clark & Hillman and Santana. Cher's first Amphitheatre appearance has been extended an additional night, and she performs July 31 Aug. 2, while Tom Petty & the Heartbreakers added another night. The group is set for July 28-29.

Alice Cooper has postponed the third leg of his Madhouse Rock World Tour, 1979, to complete a new LP for Warner Bros. His four was scheduled to begin Tuesday (8) in Springfield, Mass, and run through the month. The dates reportedly will be rescheduled when Alice fulfills his recording commitments. Nederlander of Calif. Inc. has a 10-year agreement with the L.A. City Council, to operate the city-owned Greek Theatre and its food and drink concessions. The company, presently paying \$50,000 a year rent or 4% of the gross receipts, whichever is greater, is having the rent reduced to \$25,000 but will provide \$500,000 worth of capital improvements over the next five years David Soul and his company of singers and musicians are heading to South America with a tour to begin Wednesday (16)-May 30. The tour is packaged by the actor/singer's personal manager Jules Sharr. ... Melissa Manchester's next LP will contain Kenny Loggins' hit "Whenever I Call You Friend -not strange at all since Melissa cowrote the tune with Loggins. In another area. Manchester helped the American Diabetes Assn. of Minnesota raise nearly \$50,000 when she appeared at a benefit concert April 28.

Who stole what was reported to be \$7,000 worth of jewelry from Mick Fleetwood at a party the performer tossed at his L.A. home recently? Talent talk hears that the party went on and on and on and on and it was a few days before Mick missed the gems.

Latin international recording artist Julio Iglesias will tour the U.S. in June, including one
performance at Madison Square Garden. Peter Allen will play Broadway in "Up And One." a
show designed especially for the Great White
Way. The show opens May 23 at the Biltmore
Theatre.

"Teddy in Trinidad" tours are being offered by East Coast tour agents in conjunction with Teddy Pendergrass' dates in Trinidad, May 11, 12 and 13. Mandolin Bros. Ltd. honored Horizon artist David Grisman with a sterling silver Gibson F-5 mandolin shaped belt buckle for his use of the mandolin as a contemporary instrument. The Jim Morrison film on "Don Kirshner's Rock Concert" is set for May 19, not May 27. ROMAN KOZAK and JEAN WILLIAMS Billboard SPECIAL SURVEY For Week Ending 4/29/79

Top Boxoffice

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| Rank | ARTIST—Promoter, Facility, Dates DENOTES SELLOUT PERFORMANCES | Total Ticket Sales | Ticket Price Scale | Gross Receipt |
|------|--|--------------------------|--------------------------|------------------|
| | Arenas (6,000 To 20 | (000,0 | | |
| 1 | ROD STEWART-Sunshine Promotions, Mkt. Sq. | 17,500 | \$10 | \$173,500 |
| 2 | Arena, Indianapolis, Ind., April 28 ROD STEWART—Alex Cooley Organization, Omni, | 13,449 | \$10 \$12 | \$152,256 |
| 3 | Atlanta, Ga., April 25 ERIC CLAPTON/MUDDY WATERS BLUES BAND— Jerry Weintraub/Concerts West Presents, Cellar | 15,757 | \$8.25-\$9.35 | \$143,155 |
| 4 | Door, Capital Centre, Washington, D.C., April 26 DIANA ROSS/ROGERS & ROGERS—Brass Ring Productions, Cobo Arena, Detroit, Mich., April 29 | 11,396 | \$10-\$12.50 | \$131,620 |
| 5 | ROD STEWART-Sound Seventy Productions, Civic | 12,665 | \$8.50-\$10.50 | \$121,600 |
| 6 | Center, Birmingham, Ala., April 24 ERIC CLAPTON/MUDDY WATERS BLUES BAND— Jerry Weintraub/Concerts West Presents, Civic | 13,917 | \$8.\$9 | \$112,840 |
| 7 | Center, Providence, R.I., April 28 BAR KAYS/CON FUNK SHUN/EVELYN "CHAMPAGNE" KING/LAKESIDE—Star Entertainment/Fred Jones, Col., Memphis, Tenn | 11,789 | \$7.50-\$8.50 | \$94,594 |
| Н | April 28 | | | |
| 8 | DOOBIE BROTHERS/JAY FERGUSON—Martin Wolff/ Feyline Presents, Noble Center, Norman, Okla., April 28 | 12,088 | \$6.75-\$7.75 | \$92,14 |
| 9 | Prod / Feyline Presents, Fieldhouse, Univ., Lawrence, Kan., April 27 | 12,081 | \$7-\$8 | \$91,917 |
| 10 | VILLAGE PEOPLE/GLORIA GAYNOR-Don Law Co., Garden, Boston, Mass., April 27 | 9,200 | \$8.50-\$12.50 | \$91,911 |
| 11 | Productions/Feyline Presents, Civic Aud., Omaha, | 12,000 | \$7.50 | \$90,000 |
| 12 | Neb., April 26 ERIC CLAPTON/MUDDY WATERS BLUES BAND— Jerry Weintraub/Concerts West Presents, Col., New | 10,479 | \$8-\$9 | \$88,935 |
| 13 | Haven, Ct., April 29 GEORGE BENSON/SEAWIND—Feyline Presents. | 9,675 | \$5.50-\$8.50 | \$87,526 |
| 14 | McNichols Arena, Denver, Colo., April 28 YES—Contemporary Productions/Chris Fritz & Co., | 9,838 | \$8-\$9 | \$86,95 |
| 15 | Civic Aud., Omaha, Neb., April 24 CHARLIE DANIELS BAND/MOLLY HATCHET—Albert | 9,938 | \$7-\$8 | \$77,06 |
| 16 | Promotions, Civic Center, Lakeland, Fla., April 28 DOOBIE BROTHERS/JAY FERGUSON—Martin Wolff Productions/Feyline Presents, Arena, Wichita, Kan., April 25 | 10,050 | \$7.50-\$8.50 | \$76,49 |
| 17 | ALLMAN BROTHERS/NEW RIDERS—Don Law Co., Cross Country Concerts, Civic Center, Springfield, Mass., April 28 | 8,900 | \$7.50-\$8.50 | \$72,32 |
| 18 | VAN HALEN/ROBERT FLEISCHMAN—Contemporary Productions, Checker Dome, St. Louis, Mo., April 28 | 8,420 | \$7.50-\$8.50 | \$70,57 |
| 19 | BEACH BOYS/IAN MATTHEWS—Concerts West Presents, Col., Greensboro, N.C., April 29 | 7,720 | \$8.50-\$9.50 | \$69,90 |
| 20 | Pace Concerts/Louis Messina, Kiel Aud., St. Louis, | 8,165 | \$7.50-\$8.50 | 268,68 |
| 21 | Mo., April 24 VILLAGE PEOPLE/GLORIA GAYNOR—Frank J. Russo, | 9,300 | \$7.50-\$8.50 | \$68,17 |
| 22 | Inc., Civic Center, Portland, Ore., April 28 ALLMAN BROTHERS/NEW RIDERS—Ruffino & Vaughn/Cedric Kushner, Fieldhouse, Univ., | 8,009 | \$7.50-\$8.50 | \$67,58 |
| 23 | Syracuse, N.Y., April 29 DOOBIE BROTHERS/JAY FERGUSON—Martin Wolff Productions/Feyline Presents, Assembly Center, Tules, Ohly, April 24 | 8,455 | \$7-\$8 | \$66,72 |
| 24 | Tulsa, Okla., April 24 WILLIE NELSON/LEON RUSSELL/DON BOWMAN— Pace Concerts/Louis Messina, Fieldhouse, Univ Fayetteville, Ark., April 27 | 9,000 | \$6.50-\$8.50 | \$66,63 |

| 1 | TOWER OF POWER/PEACHES & HERB—Morning Sun Productions/Marquee Productions, Circle Star Thea., San Carlos, Calif., April 26 & 27 (4) | 13,818 | \$7.75-\$8.50 | \$107,033* |
|----|---|--------|----------------|------------|
| 2 | MELISSA MANCHESTER—R. Shapiro's Company 7/ American Diabetes Assoc., Northrop Aud., Minneapolis, Minn., April 28 | 4,910 | \$6.50-\$60 | \$89,284* |
| 3 | GORDON LIGHTFOOT/GOOD BROTHERS— Musicsphere Productions, Northrop Aud., Minneapolis, Minn., April 27 (2) | 9,780 | \$6.50-\$8.50 | \$76,726* |
| 4 | ALLMAN BROTHERS/DELBERT McCLINTON—Don Law Co., Music Hall, Boston, Mass., April 23 | 4,200 | \$8-\$9.50 | \$38,200* |
| 5 | ATLANTA RHYTHM SECTION/POUSETT-DART BAND—Banzini Brothers/Brown Concerts, Meehan Aud. Brown Univ. Providence, R.L. April 28 | 4,275 | \$7.50-\$9.50 | \$35,600 |
| 6 | DAN FOGELBERG—Sound Seventy Productions. Grand Ole Opry, Nashville, Tenn., April 24 | 4,424 | \$6.50-\$8.50 | \$34,096* |
| 7 | CHARLIE DANIELS BAND/HENRY PAUL BAND— Contemporary Productions, Kiel Opera House, St. Louis, Mo., April 23 | 3,557 | \$7.50-\$8.50 | \$29,381* |
| 8 | JUDY COLLINS—Alex Cooley Organization, Fox Thea, Atlanta, Ga., April 28 | 3,451 | \$8.50 | \$29,334 |
| 9 | CHEAP TRICK/TKO—Entam, Freedom Hall, Johnson City, Tenn., April 27 | 3,401 | \$6.50-\$7.50 | \$23,369 |
| 10 | Brass Ring Productions, Center Stage, Canton, Mich., April 24 (2) | 3,026 | \$7.50-\$8.50 | \$23,000* |
| 11 | ROBIN WILLIAMS—R. Shapiro's Company VII./ Gutherie Thea., Gutherie Thea., Minneapolis, Minn., April 29 (2) | 2,882 | \$7-\$8 | \$22,096* |
| 12 | EMMYLOU HARRIS/BUCK WHITE—Pace Concerts/ Louis Messina, Music Hall, Houston, Tx., April 29 | 2,356 | \$7.\$8 | \$18,666 |
| 13 | CHEAP TRICK/TKO—Entam, Music Hall, Wheeling, W. Va., April 24 | 2,374 | Conversion \$8 | \$17,812 |



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Billboard's 1979-80
International Talent Directory

Issue Date: July 7, 1979 Ad Deadline: June 8, 1979

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AGENDA TOPICS

PRODUCTION/LABEL DEALS—Aimed at Deejays Looking at their Future in Disco. Attorneys, Label Reps, Independent Disco Promotion Executives, and Deejays-Turned Producers Discuss the Opportunities and Negotiating

PUBLISHING/LICENSING—Domestical and International Labels, Publishers and Producers discuss Disco Product Licensing and Publishing Today, the Key Points in Finding New Artists, Product, Producers and Copyrights

RETAILING—Effective Merchandising and Distribution of Disco Product by Retailers, One-Stops and Rack Jobbers in Cooperation with Disco Deejays, Disco Radio, and Record Labels

DISCO RADIO-What Makes Disco Radio Formats Successful. Discussion by Key Disco Radio Programmers. Disco Deejay Involvement in Syndication; Crossover Programming; Programming Differences Between Clubs and Disco Radio

MOBILE DISCO TODAY-The New Role of the Mobile Deejays, No Longer A "Street Jock"

INTERNATIONAL DISCO-Differences in Deejay Programming Techniques; Problems of Product Exposure and Availability on TV, Radio, and in Stores; International Deejay Associations and Their Role in the Growth of Disco

ARTIST PANEL—Artists who Began and Stayed in Disco, Artists Whose Careers were Revived by Disco, Established Artists Just Taking the Step DISCO LIGHTING-Disco Lighting Managers, A New Division of Duties; The Bureau of Radiological Health discusses Laser Safety; Newest Applications of Lighting in Discos in the States and Abroad

12-INCH SINGLES—A New Source of Revenue for Disco Labels. Discussion of Various Marketing Concepts for 12" Commercial Singles, Including Content and Pricing

INTERNATIONAL LIGHTING & SOUND PANELS

INTERNATIONAL PRODUCERS PANEL

INTERNATIONAL DISCO OWNER/MANAGER
PANEL

ASCAP/BMI/SESAC AND OTHER INTER-NATIONAL LICENSING ORGANIZATIONS PANEL

DISCO PRODUCT PIRACY PANEL (7", 12", Cassettes, Etc.)

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Roller Rink Operators, In Vegas, Start Pool

· Continued from page o

gain the same credibility as the radio business, that of being a promoter as well as user of music ROLL will be able to take care of writers' royalties rather than ASCAP or BMI, or we will reimburse those performance companies."

An "idea fair" session of the convention produced numerous complaints about ASCAP, and to a lesser extent BML Delegates complained that ASCAP collects a sliding scale music fee based on gross attendance figures at the rinks.

The delegates said they only play much of the ASCAP music during weekend skate sessions, making the ASCAP fees unreasonably high

"Friday and Saturday are the only times ASCAP has an interest," Salyer says. "The rest of the time we are playing other music. We aren't allowed to break it down like television stations which pay for logged time."

Salver says he has been getting "excellent response" from convention delegates. "They're coming to find out what ROLL is all about," he

Salver says the roller rinks, more than radio stations, can be trendsetters for the music business because rinks cater to the 10-15 age group which comprises about half the record buying public.

"We hear from the kids directly." he says. "We don't have to wait for them to phone into the request line." The organization estimates that 28 million Americans roller skate and

Also May Bypass ASCAP & BMI Fees

that 73% of those are under 18 and 62% between the ages of six and 15.

In line with the disco skating trend, many rinks have moved their record booths out into view in the rinks and take requests from the

"We can provide an almost instant communications loop with the

Rink Operators Assn.," Salver says. "We are now trendsetters rather than trend followers. More than radio stations, we can influence what records the kids are buying. We have the direct means to educate 46% of the record buying public."

Rinks want to get free promo disks from the record companies, he says.

and get them before radio stations do. Salver says he contacted about 40 record companies before the convention and talked to about 25 by phone. Most expressed an interest in providing promo records to rinks.

"We have cooperation pledged from some of the record labels," he says, "but many of them said they

feel they are not getting full value from disco pools."

He also says that skating centers have diverse needs in music, including Top 40, jazz and country, as well as disco.

Salyer says the current roller skating boom is not expected to peak out until the mid-1980s. The association now boasts some 1,600 member rinks in all 50 states and 11 foreign countries. There are an estimated 3,000 skating centers in the U.S.

'Not a Fad,' Says Mgr. Aybar

LAS VEGAS. The disco music influence has permeated all segments of the roller skating population and is expected to be a major influence on the skating industry for at least 10 more years, a convention of roller skating rink operators was told here Tuesday (1).

Delegates to the Roller Skating Rink Operators Assn. of America agreed that the interest in disco skating nationwide is a boom to their business and the sport of skating in general.

"Roller disco is not a fad," Charles Aybar, manager of the nation's largest disco roller rink in Brooklyn, N.Y., told attendees. "If we cultivate it, we are talking about a disco skating era."

San Jose, Calif., rink owner Roger Martin told the same session that older skaters at his rink who come in for exercise classes are staying for disco sessions. "They stay for disco and learn the more intricate steps," he said. "We are in our infancy and learning about disco skating. There are a lot more steps to be learned in our industry."

Aybar drew some of the most enthusiastic response from the session by urging standardization of disco skate steps. Following the session, he was surrounded by rink operators eager to get diagrams and information on steps to teach their skaters.

Peggy Barber, a delegate who runs a rink in Irving, Tex., said that skaters like disco music but don't know what to do with it.

"I like it, I think it's great," she said. "I've been teaching skating for a number of years and the rhythm of disco music makes learning to skate easier and faster. And the kids have more fun as they learn to skate."

Aybar said disco skating has thus far attracted mostly teenage skaters but that standardization of skate dancing would attract more adults up to age 65. "They are interested," he said "They will come to the rinks to practice and to participate in contests and special events."

Convention delegates applauded Aybar's call for more instructional materials on disco skating, including manuals, films and slides

A session dealing with the topic "How Much Disco Is Enough?" generally bypassed the main question and dealt with problems encountered with lighting and sound systems. Delegates said disco skating is now a major force in their industry and that their concerns are how to deal with it profitably.

DAVID DEARING

CONTEST BY HI FI FIRM

By STEPHEN TRAIMAN

NEW YORK-In the first national promotion linking a major hi fi manufacturer and the disco industry. Technics is launching a nationwide search for a top disco dancing

The contest hill involve preliminary competition at the top club in 20 major markets across the U.S. from September through December. with the national finals at Paul Anka's Jubilation disco in Las Vegas during the Winter Consumer Electronics Show next January.

Announcement came Saturday (5) during Technics national sales meeting in Las Vegas, at a party held at the club attended by the Technics sales force and the firm's leading dealers.

(Continued on page 44)

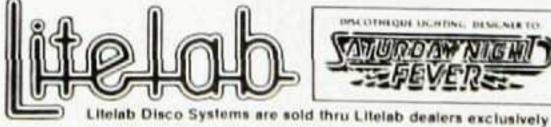
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TV Series At Castle Garden

ALLENTOWN, Pa. — The legendary Castle Garden Ballroom near here, once a center of big band activity, has been converted into a disco that will also serve as the home of a syndicated television show devoted to the disco life.

Armstrong Marketing, a radio and tv production firm located here, is producing the show, to be called "Castle Gardens," in conjunction with the disco ballroom's owners, Stan Maciejozyk and John Nionick.

The show will feature guest appearances by disco artists, who will lip-sync current hits, and approximately 40 regular dancers, half of them professional couples from the John Taylor Dancers of Baltimore.

The remainder of the dancers will be recruited from the surrounding area, and they'll range in age from 9 to 50, the producers say.

Format will feature special dance numbers in addition to guest appearances.

Performance Fees Topic At Disco Forum In N.Y.

NEW YORK—Performance fees, one of the more complex problems facing programmers of disco music at both the club and mobile levels, will be discussed in detail by representatives of ASCAP, BMI and SESAC at Billboard's Disco Forum VI, July 12-15 at the New York Hilton hotel here.

Many disco operators, unfamiliar with copyright laws, have either ignored, resented or have been totally unaware of the existence of the performing rights societies and the roles they play in protecting the interests of the writers and composers.

Bill Wardlow, Forum director, hopes that this seminar will clear the air on this subject.

Also new to the Forum will be an artist panel at which performers whose careers were in one way or another boosted by the advent of disco will be provided with an opportu-

nity to air their views on the industry.

Upgrading of the role of the mobile disco deejay from being just "another street jock" is also scheduled to be discussed at length, as are disco radio, franchising, disco design and construction, roller disco, and advertising and marketing techniques for clubs.

The Forum will also take a close look at the international market in a session which will chart the differences between the U.S. and international counterparts in deejay programming techniques, problems of product exposure and availability on tv, radio and in stores; and the role of international deejays' associations.

Also on the agenda is a look at what makes disco radio formats successful. This session will feature discussions by key disco radio programmers, involvement by the disco deejay in syndication, crossover programming and differences between clubs and disco radio.

Disco Forum VI will also explore the results of effective merchandising and distribution of disco product by retailers, one-stops and rackjobbers in cooperation with disco deejays, disco radio and record labels.

Also planned:

Production/label deals—a session in which attorneys, label representatives, independent disco promotion executives, and deejays turned producers will discuss opportunities and negotiating.

 Twelve-inch singles—a new source of revenue for disco labels.

 Disco Lighting—a seminar in which the Bureau of Radiological Health will discuss laser safety; attendees will be offered a look at the newest applications of lighting in discos in the U.S. and abroad.

For the entertainment segment of the program, "a mini-galaxy of hot disco recording acts" will be on hand to perform their hits. Venue for the entertainment will be announced at a later date.

More than 200 exhibit booths will be provided for manufacturers wanting to display their disco wares at the show. In addition, the entire fifth floor of the Hilton hotel has been reserved by exhibitors for use as sound rooms.

Exhibit space is again being coordinated by Expocon Management Associates of Connecticut for Billboard. Fred Favata is the exhibit manager.

Forum attendees registering before May 25 will receive an "early bird" discount rate of \$250 per person. After May 25 the regular rate goes to \$285 per person. There is also a special \$210 per person special rate for disco deejays, Forum panelists, students, military personnel and wives of registrants.

5 Firms Share In Sweepstakes

NEW YORK—Disco is the theme of a promotion involving the makers of Yago sant'gria wine, Casablanca Records, Wurlitzer jukeboxes, Sansui stereo systems and K-tel.

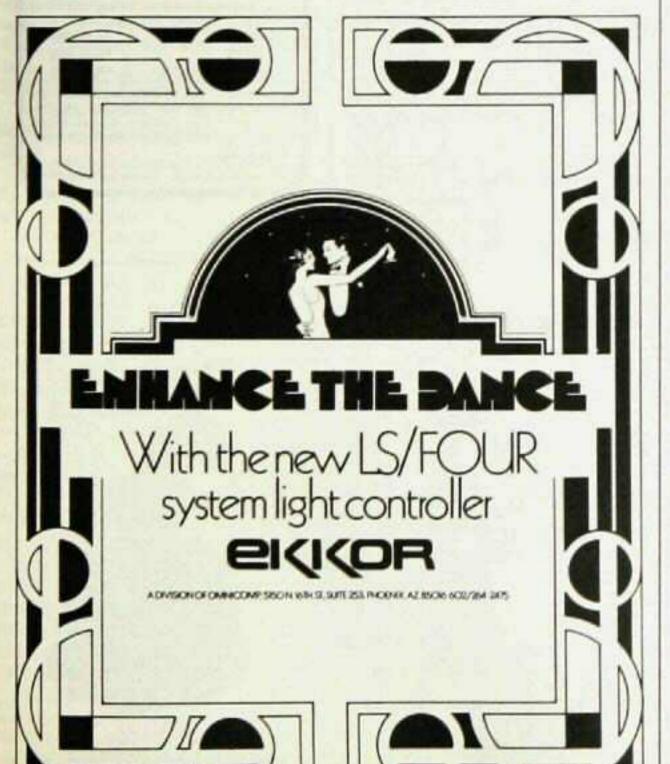
The promotional sweepstakes gets underway late this month.

Displays are scheduled for 10,000 retail liquor stores around the country according to Jay Coleman, president of Rockbill, which developed the plan for Yago.

The promotion consists of a sweepstakes with entry blanks issued without a purchase required. Although the forms ask entrants to match six Casablanca artists with the titles of their records, correct answers are not required. In fact, adds Coleman, no one will tally the results.

Grand Prize is a Wurlitzer jukebox filled with 100 Casablanca singles. Yago is purchasing the jukebox for the contest although the records are provided free by the label.





Harris Sells Party Favors

By ROBERT ROTH

NEW YORK—The demand for variety in disco entertainment extends not only to sound and lighting but to decor and novelties.

Harris Novelty Co. was a 40-yearold family-operated business in Philadelphia supplying notions and party goods to retailers around the country.

About 1½ years ago, Charles Harris, who now runs the firm, began receiving calls from discotheques looking for unusual items to liven up parties.

Harris responded by reaching into his stock of 300 different kinds of hats, 40 variations of masks and 25 kinds of whistles to name only a small portion of the inventory.

As word spread, more and more of Harris's time became occupied with servicing discos, and so the 31-year-old executive now spends the majority of his week devoted to the needs of the industry.

According to Harris, clubs look for items which can be personalized with their name or logotypes and are inexpensive enough to give away. Balloons have been such an item for many years, but Harris has them in every size up to 10 feet.

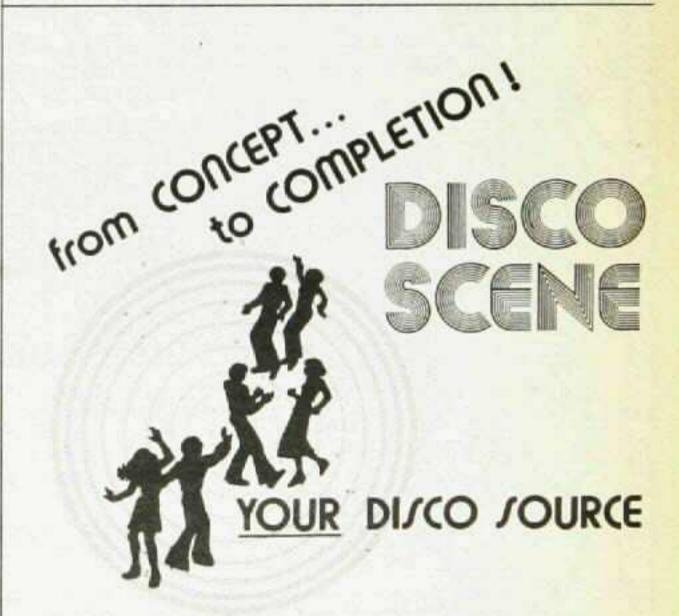
Since visors are popular now, the (Continued on page 38)



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BOSTON-WBOS-FM, has become the first major disco radio station in the country to broadcast many of its programs live from major area discotheques, as well as from such major Boston department stores as Filene's, Bloomingdale's and Tellos' plus a number of record retail outlets.

Disco aficionados in the area, perturbed by other critics claims that they are challenging New York for the title of key disco city, have begun pointing to Boston's disco achievement, which they claim date back to 1971

One of the loudest voices in support of the city's achievements in disco is Ron Robin, program director of WBOS.

Robin points to the fact that Boston's first discotheque swung open its doors to the public as far back as 1971. Since then, the disco concept

has proliferated the area, and has spawned such popular rooms as Kix. Celebration, Yesterday, 1270, Boston-Boston. Illusions, for the under 18 set. Together, Union Station, Darts, Faces, Future, Loft 21, and Studio 4.

Robin claims that the station's innovative move in broadcasting live from area record shops, has been instrumental in significantly increasing sales of records in general and disco records in particular.

The station, which Robin claims was the first to offer 93 minutes of commercial-free disco music, also makes its playlist of 32 records available free to record retailers throughout the New England area.

In another disco first for the city. Robin claims that Bal-A-Rou was the first roller disco established in the country as far back as 1975. The rink is located in nearby Medford,

Mass., and Robin was its first deejay. Boston also boasts of having put the first disco deejay on the air. John

Luongo, producer and former head of the Boston Record Pool, was the first spinner to be tapped for this as-

signment.

According to Robin, Boston's disco deejays have been used on the air on a regular basis since 1975 when he (Robin) hosted a disco show on WVBF-FM. "Not only did we use disco deejays on the air, but we also had a call-in segment of the program during which deejays were encouraged to call in and talk about what was hot in their respective clubs," he says:

The station is currently coordinating efforts with WNAC-TV for a stereo simulcast of this year's segment on a United Cerebral Palsy telethon

2 Firms File Vs. **Butterfly Records**

LOS ANGELES-United Parcel Services and Chateau Recorders, North Hollywood studio, are suing CM Records, a Missouri corporation doing business here as Butterfly Records, in separate Superior Court suits over monies allegedly owed them

The national trucking firm. through Robinson & Associates. claims it is owed \$10,958,59 for serv-

The studio asserts it holds a November 8, 1978, promissory note for \$11,310.90 on which \$1,000 has been pard.



LUCAS BOOGIES-Solar Records artist Carrie Lucas mixes it up with Tony King, RCA Records disco marketing director, during a party recently at the IDRC disco pool in New York to promote Lucas' new single, "Dance With

Disco Mix

NEW YORK-A number of disco albums released recently have revealed both in music content and cover graphics that the product has come full cycle, and is now extending its appeal to subculture minority groups which, at one time, would not even have been recognized by a conservative society.

One of the key subcultural groups to which the music has begun addressing itself is the sado masochists. On the jacket of "Wonder Woman. The new LP by the Wonderland Band, is a photograph of a dominatrix from outer space, star mace in hand, apparently waiting to fulfill some masochistic male needs.

Released at the same time is "Martin Circus" on Prelude Records. Its jacket features photographs of another dominatrix with two male slaves on black leather leashes, writhing in agony/ecstasy to a flogging by her cat o nine

There is also Sado Maso Disco produced and written by a group called Must, and released on CBS Canada. The S&M jacket for this record shows a young woman in a black slip. seated away from the camera, her hands bound behind her with a pink ribbon. She is about to be struck by a whip, held by an anonymous black gloved hand.

The vocal side of this 33%, 12-inch is divided into three segments. The beginning has female vocalists chanting. "You'll Like The Whip" reinforced by a man purring "You'll Like It." The disk is further punctuated by whip cracks and moans (no beats per minute indicated). The middle is devoted to apparent female orgasm and recovery, and the "Song" ends with a whip and groan reprise.

The instrumental side is 5:24 minutes and is sophisticated with a striking upbeat tempo that is not as funky and harsh as the vocal. The peculiar aspect of this influx of provocative groduct is that it is avant-garde in a totally hetero-

sexual way. Disco trend setters are going to have to come up with fantasies less subtle than Vil-(Continued on page 38)

DISCO D.J.'s



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Fans Dance Night Away On New L.I. Strip

ISLAND PARK, L.I.—It's a discopop-rock version of the legendary 52nd St. where club patrons can dance out the door of one club and hi-step to another in a matter of moments.

Rumours, the Night Club, and the Oak Beach Inn West are neighbors along a 1/16th mile strip of road here and with Speaks just around the corner, the four clubs make up what is probably the densest concentration of DJ/live-music night spots on Long Island.

The four clubs serve food, but the owners point to live music as an important, perhaps essential element in this suburban area.

Rather than batter each other in direct, head-on competition, the clubs enjoy an outwardly peaceful co-existence shaped by the age and musical tastes of the patrons who attend each spot.

The Night Club, open seven days a week with a minimum age requirement of 19, attracts a generally younger disco crowd than acrossthe-street Rumours, which is geared toward 21 and older.

Owner Ronnie Leone believes gearing the Night Club to patrons in their late teens brings in "discretionary income" their older married counterparts may not have.

Leone has added Cerwin-Vega product (mixer and amps) which he praises as "pretty durable stuff." Technics turntables and Altec speakers are given a workout by DJ Richie Baez, who covers hot nights Wednesday, Friday and Saturday.

With three other clubs in the immediate vicinity, Leone says he makes changes more frequently even if these are just minor "cosmetics," such as placing the speakers in different housings. In the past six months, the 4,000 square foot club has had a new sound and lighting system installed near the mirror wall dance area.

The club is not alone in its move to renovate. Rumours updated its sound and lights last December, as did O.B.I. The latter beefed up its audio appeal by adding disco-quality sound equipment to spark a band-dominated atmosphere. This replaces a jukebox that relieved bands between sets with records from Creedence Clearwater, Led Zeppelin and others.

Bar managers at O.B.I. prefer to keep names of equipment under cover.

O.B.I.'s current DJ, Brad Petersen,
is a transplanted Westerner, having
left California nine months ago.

As one of six bars in a popular Long Island chain run by Bob Mathison, O.B.I. West has offered live rock bands to its collegiate, dance-oriented crowd for seven years in a nautical theme setting.

O.B.I. provides a middle ground alternative between pure disco houses and bars that specialized in rock meant for listening.

But with the integration of disco into pop-rock, management now has Peterson program at least 50% Top 40 disco, along with other current hits and old favorites.

Rock rather than disco groups still provide the live music, but management acknowledges that disco matenal is gaining steadily in their repertoire, a reflection of the trend in current radio programming.

Unlike other clubs whose admissions average \$3 on weekends and the same amount or slightly less during the week, O.B.I. charges \$2 at the door Fridays and Saturdays. At present, O.B.I. is closed weekdays for renovation, but will charge \$1 when it reopens for summer week-

nights, upping the minimum age from 18 to 21.

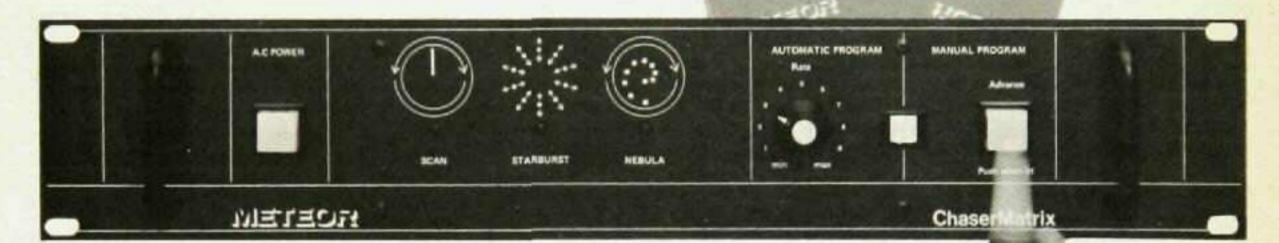
Rumours and Speaks are owned by Phil Basile, who also owns 231, an eight-month-old club in WestBy BOB RIEDINGER

bury, L.I. No stranger to the music business, Basile has played the roles of club operator, concert promoter and group manager from the time that he first opened Island Park's

legendary Action House rock club in 1965, one of metropolitan area's premiere '60s rock venues.

Rumours was an offshoot of the progression that ultimately saw Action House become Speaks. From 1973 to 1976, Speaks was the site of Basile's experiment with disco, before the format burst into a nation-(Continued on page 39)

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New from Meteor, the Chaser Matrix provides Starburst, Pinwheel Scan, and all new Nebula patterns at the touch of a button. Used in conjunction with the new Meteor-Hub, exciting effects are available with minimal set-up and wiring requirements, and since the Hub is programmable internally, hundreds of additional light patterns may be achieved - custom effects without customizing costs!

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FormME492D

Bilboard's Disco Action

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ATLANTA

- 1 TAKE ME HOME-Cher-Catablanca (LP/17 inch)
- 2 DANCER DANCE TO DANCE-Gino Socrio-Warner Bros. (LP/12 inch)
- 1 MARIN IT-David Naughton RSO (T2 sector
- 4 DANCE WITH YOU-Carne Lucas-Salar (12 inch).
- 5 MY BABY'S BABY-Liquid Gold-Parachute (17 meh) & FORBIDDER LOVE-Madlees Rans-Waters Book (LP)
- 7 I WHO HAVE NOTHING/STARS/BODY STRONG-Sylvester-Fantacy (LF/12 inch)
- MUSIC IS MY WAY OF LIFE-Parts Laffelle-Epic (LF)
- B ONE MORE MINUTE/FILL MY LIFE WITH LOVE-SE Tropez-Butterfly (LF/12 inch)
- 10 PICK ME UP PLL DANCE-Melba Moore Epoc (17)
- 11 IN THE MANY/MANHATTAN WOMAN-VIRINGE FEEDIT-Casabtanca (LP/12 inch)
- 12 BAD, BAD 801-all cuts-Then Vaness-Postude (LF)
- 13 BAD GIRLS-all cots-Donna Summer-Casabiance
- 14 DOUBLE CROSS/GREAT EXPECTATIONS-First Choice-Sahowi (LF) 12 secto
- 15 ROCK IT TO THE TOP MIDNIGHT ENERGY-Mainten 5.M.L. (LP)

BALTIMORE/WASHINGTON

- 1 WORK THAT BODY-Tuana Gardner-West End (12)
- 2 DANCER/DANCE TO DANCE-Gine Soccio-Warner Bres. (LP/17 inch)
- 3 FORBIDDEN LOVE-Madleen Kane-Warner Brus (LP/ 12 anch) 4 LET ME BE YOUR WOMAN-all cuts-Linda Clifford-
- **#50 (LP)**
- 5 MY BABY'S BABY-Liquid Gold-Parachute (17 inch)
- 6 BAD, BAD BOY-ull cuts-Theo Vaness-Frelude (LP)
- BAD GIRLS-all cuts-Denna Summer-Casablanca (LF)
- B BY THE WAY YOU DANCE-Bunny Sigles-Gold Mind (12 mch) (R)
- DOUBLE CROSS/GREAT EXPECTATIONS-First Choice-Salsawi (LP/12 inch)
- 10 DISCO NIGHTS-G.O -Arista (17 inch)
- 11 I WHO HAVE NOTHING/STARS/BODY STRONG-Sylvester - Fantasy (LP/12 inch)
- 12 BANCE WITH YOU-Carrie Lucas-Solar (12 inch)
- 13 EVERTBODY HERE MUST PARTY-Direct Current-TEC (17 inch)
- 14 ROCK IT TO THE TOP/MIDNIGHT ENERGY-Mantis-
- 15 WE ARE FAMILY/HE'S THE GREATEST DANCER-SISTER Sindge-Catillian (LF/12 inch)

BOSTON

This Week

- 1 DANCER DANCE TO DANCE-Gins Soccio-Warner Bros. (LP/12 inch)
- 2 DANCE WITH YOU-Carrie Lucas-Solar (12 mph)
- 3 CUBA-Gibson Brits Mango (12 inch)
- 4 DISCO NIGHTS-G.Q -Arista (12 inch)
- 5 THERE BUT FOR THE GRACE OF GOD GO !-
- Machine-Hologram / RCA (17 Inch) 5 WORK THAT BODY-Tagna Gardner-West End (17)
- inch:)
- 7 MUSIC IS MY WAY OF LIFE-Futh LaBette-Epic (LF)
- BAD, BAD SOY-Theo Vaness-Prelude (LP) 9 AIN'T NO STOPPIN' US NOW- Mcfadden &
- Whitehead-PIR (12 inch)
- LD WING MY BELL- Anda Word-TK (12-nch)
- (EVERTHORY) GET DANCHY/PISTELERO ... Hombers ... West End (LP/12 inch)
- 12 DOUBLE CROSS/GREAT EXPECTATIONS— First Choice-Salseul (LP/12 inch)
- 13 FORBIDDEN LOVE- Madieen Kane-Warner Brits.
- IRP/12/inchi 14 STARS/BODY STRONG/I WHO HAVE NOTHING-
- Sylventer-Fantany (LP/12 inch)
- 15 MY BASY'S BASY- Liquid Gold-Parachute (17 inch)

CHICAGO

This Week

- 1 DISCO MIGHTS-U.D -Arista (12 inch)
- 2 DANCE WITH YOU-Earnie Lucas-Solar (12 sech) J DANCER DANCE TO BANCE - Com Soccop Warmer
- Bres. (LF/17 inch)
- 4 TAKE ME HOME-Cher -Catablanca (LF/17 inch) 5 FORBIDDEN LOVE-Madison Raine-Warner Brot. (LP)
- 6 WE ARE FAMILY/HE'S THE GREATEST DANCER-Sider Stedge-Cabillian (LF/12 mch)
- MUSIC IS MY WAT OF LIFE-Path LaBelle-Epit (LP)
- # BAD GIRLS- all cuts-Dinna Summir Caralifarica (LP)
- 9 HAVE A CIGAR-Rosebad Warner Bres. (17 mch)
- 10 LET ME BE YOUR WOMAN-all cuts-Linda Clifford. RSB (12 mgh)
- 11 NORG MY BELL-Anda Ward-TK (17 mcm)
- 12 I CAN TELL-Chansan Josés (17 mch)
- 13 MY MANY'S BARY-Liquid Gold-Parachule 133 inch.
- 14 DOUBLE CHOSS/GREAT EXPECTATIONS-Tires Choice-Sabrial (UP) 12 inchi.
- 15 I MIND MAVE MOTHING-STARS, BODY STRONG-
- Sylvester-Families (LPT2) auchi-

DALLAS/HOUSTON

This Week

- 1 RING MY BELL-Anna Ward-IN (17 inch)
- MY BASY'S BARY-Liquid Gold-Farachide (12 inch) DANCER/DANCE TO DANCE-Given Similar-Wather fires: (LP/12 mct)
- 4. DANCE WITH YOU-Come (acay-Solar (1) such)
- 5 FORBIDDEN LOVE-Mameen Rane-Warney Birts (LP)
- 6 BAD, BAD BOY-all cults-They Vaness-Prelude (LP) 7 BAD GIRLS-all cuts-Donna Sommer-Establishes
- B MAXIN' IT-David Naughton-RSO (12 mch) 5 MUSIC IS MY WAY OF LIFE-Parti Laffelie-Casablanca (LP)
- 10 BOOGIE WOOGIE DANCIN' SHOES-Claudia Barry-
- Chrysalis: (12-inch)
- 13 LET ME BE TOUR WOMAN-all sufts-Linds Clifford-RSD:(LF)
- 12 (EVERTBOOT) GET DANCIN' PISTELERO-Bombers-
- West End (LP/11 inch) 13 ROCK IT TO THE TOP/MIDNIGHT ENERGY-Maintur-
- 14 FIRE NIGHT DANCE-all cuts-Peter Jacques Band-Prejude (LP):
- 15 EVERYBODY HERE MUST PARTY-Direct Corrent-TEE

DETROIT

This Week

- 1 DANCE WITH YOU-Carrie Lucas-Solar (12 ench)
- 2 WORK THAT BODY-Taxna Gardner-West End (12-
- 3 I WHO HAVE NOTHING/STARS/BODY STRONG-Sylvester-Fantacy (LP/17 inch)
- 4 LET ME BE YOUR WOMAN-all cuts-Linda Chifford-RSO (LP/12 inch) 5. SHOULDA GONE DANCIN'-His Energy-Motown (12)
- 6 MUSIC IS MY WAY OF LIFE-PARTI LABelle-Epic (LF) EVERYBODY HERE MUST PARTY-Direct Current-TEC
- & SY THE WAY YOU DANCE-Bunny Sigler-Gold Mind
- 9 I CAN TELL-Chanson-Ariola (12 inch)

(12 inch)

- MY RAEY'S BABY-Liquid Gold-Farachule (17 inch)
- 11 RING MY BELL-Anita Ward-TK (12-inch)
- 12 FORBIDDEN LOVE-Madleen Rane-Warner Bros. (12)
- 13 ONE MORE MINUTE/FILL MY LIFE WITH LOVE-SI Tropez-Butterfly (LP/)2-och) 14 DOUBLE CROSS/GREAT EXPECTATIONS-First Charce-
- Salstoul (LP/12-inch): 15 HAVE A CIGAR-Rosehud-Wanner Bros. (12-inch)

LOS ANGELES

This Week

- 1 DANCER/DANCE TO DANCE-Gino Soccio-Warmer Bres. (LP/12 inth)
- SAD, BAD BOY-all cuts-Theo Vaness-Prelude (LF)
- 3 RING MY BELL-Anita Ward-TA (12 inch)
- FORBIDDEN LOVE-Madisen Kane-Warner Brox. (LP)
- BAD GIRLS-all cuts-Donna Summer-Cacablanca
- STARS/80DY STRONG/I WHO HAVE NOTHING-Sulvester - Fantasy (LP/17 inch)
- CBBA-Gdenn Brox Mangu (17 inch)
- 8 DANCE WITH YOU-Carrie Lucas-Salar (17 mcb) WORK THAT BODY-Tauna Gardner-West End 412-
- MUSIC IS MY WAY OF LIFE-Putti Lattelle-Epic (LP)
- MY BARY'S BARY-Liquid Gold-Parachide (12 inch)
- LET ME BE YOUR WOMAN-all cuts-Linda Difford-RSD (LP/12 mah)
- 13 BANG A GONG/ALL REGHT NOW-Witch Queen-HCA (I.P./12 inch)
- 14 GIVE ME YOUR BODY WHILE WE'RE DANCING-Justice
- Towers-Nicks (12 inch)
- 15 POGSSEZ-all cuts-Pountez-Varigued (LF)

MIAMI

- DANCER/DANCE TO DANCE-Ging Section-Warner Boss. (LP/17 inch)
- 2 FORBIDDEN LOVE-Madlees Asser Warner Box ILP
- STARS/I MIND HAVE NOTHING/BODY STRONG-
- Spheriter-Fautary (LP/17-inch) WORK THAT BOOT-Taxes Corner-West Ind (17)
- 5 BAD, BAD BOY-Their Yamest-Freiside (LF) RING THAT BELL-Anda Want: TK (12 mch)
- 7 DANCE WITH YOU-Carrie Lacas-Solar (12 leich)
- WE ARE FAMILY HE'S THE GREATEST DANCER-Sister Sledge - Cotifion (1P/12 mch)
- PICK ME UP TIL DANCE-Melha Moure-Ipe (1P) 10 THERE BUT FOR THE GRACE OF GOD GO !-
- Machine-Hologram/REA (12 inch) 13 EAD GIRLS - Mi zute - Donna Sammer - Cetablance
- 17 LET ME HE YOUR WOMAN of cuts Limba Chilling .

15 TAKE ME HOME-Chir-Countries (EF-17 auch)

13 CHRA-Gibson flext - Mange (17 inch) 14 POUSSEL-all tarb-Forcer Vergood (UF)

NEW ORLEANS

- 1 SING MY BELL-Anity Ward-IX (17 inch)
- 2 DANCER/DANCE TO DANCE-Gott Sectio-Watter flore (LP/17 inch)
- 3 MY BABY'S BABY-Liquid Gold-Farachule (12 inch)
- 4 WORK THAT BODY-Isans Geroner-West End (17)
- matic. 5 POUSSEZ-all cuts-Phomez-Varigitud (LF)
- 4. RAD BAD BOY-all cuts-Then Vacces-Prolude (LP) I WHO HAVE NOTHING/STARS/BODY STRONG-
- Sylenster-Fantasy (LP/12 inch) # FORBIDGEN LOVE-Madiern Name-Warner Bros. (LF/
- 9 (EVERYBODY) GET DANCIN'/PISTELERO-Sambers-
- 10 HE'S THE GREATEST DANCER WE ARE FAMILY- Dister Sledge-Tohillon ILP/12 mch)
- 11 I CAN TELL-Champon-Arinia (17 mch)

West End (LP/12 inch)

- 12 TAKE ME HOME-Ches-Catablanca (LP/12-mth) 13 AUN'T NO STOPPIN' US NOW-McFadden &
- Whitehead-PIR (12 inch) 14 HERE COMES THE NIGHT-Seach Boys-Carbon (12)
- 15 ONE MORE MINUTE/FILL MY LIFE WITH LOVE-ST Trapez-Sutterfly (LP/12 inch)

NEW YORK

This Week

- 1 FORBIODEN LOVE-Madleon Kaner-Warter Bros. (LF)
- 2 MY BABY'S BABY-Liquid Gold-Parachute (17 Inch)
- 3 WORK THAT BODY-Taana Gardnet-West End (17
- 4 DANCER/DANCE TO DANCE-Ging Soccio-Warter Bitts. (LP/12 snch)
- 5 STARS/BODY STRONG/1 WHO HAVE NOTHING-Sylvester - Fantasy (LF/12-inch)

BAD, BAD BOY-all cuts-Then Vaness-Freiode (LF)

- 6 TAKE ME HOME-Cher-Carablanca (CP/17 sech) 7 RING MY BELL-Ands Ward-TA (17 mch)
- 9 THERE BUT FOR THE GRACE OF GOD GO !-Machine-Hologram/REA (12-inch)
- 10 CUBA-Gibson Birts Mango (12 Inch) 11 MUSIC IS MY WAY OF LIFE-Patti Labelle-Epic (LF)
- 12 AIN'T NO STOPPIN US NOW-Micfadden & Whitehead-PIR (12 inch) 13 DOUBLE CROSS/GREAT EXPECTATIONS-First Choice-
- Salsour (LP/12 inch) 14 HAPPINESS-Frieder Sinters-Flanet (17 mch)

PHILADELPHIA

15 BAD GIRLS-all cub-Donna Summer - Catablanca

- Thm Week 1 EVERYBODY HERE MUST PARTY-Direct Current-TEC
- 2 AIN'T NO STOPPIN US NOW-McFadden &

Whitehead-PfR (12 inch)

- MUSIC IS MY WAY OF LIFE-Fatti Labelle-East (LP) 4 BAD GIRLS-all curb-Donna Senimer - Cenablanca
- 5 DOUBLE CROSS/GREAT EXPECTATIONS-First Choice-
- Salsmil (LP/12 mch) 6 HAPPINESS-Pointer Sisters-Planet (12 mich)

Funtacy (12 inch)

- 7 POUSSEZ-all cuts-Fournez-Varguerd (LF) # JAMMIN AT THE DISCO-Philly Crimin WMDT
- 9 DANCER DANCE TO DANCE-Gine Second-Warmer Bion, (LP/12-oct)
- BOOGIE WOOGIE DANCIN' SHOES-Claudia Barty-Chrysalin (12 meh)

11 G000, G000 FEELING-War-MCA (17 mch)

- 12 YOU GONNA MAKE ME LOVE SOMEBODY ELSE-hones Girls-Epic (12 wich)
- 13 BABY, BABA BOOGIE/SHAKE-The Gap Stand-Mercany (12 inch)

15 FIRST TIME AROUND-Sker-Salsool (12 mcs):

14 RING MY BELL-Anita Ward-TK (12 mith)

PHOENIX

This Week

- 1 DANCER BANCE TO DANCE-Gins Social-Warner Bross (LFV12 inch)
- 7 FORBIODEN LOVE-Madieen Name Warner Brot. (LP)
- Readthow (LPs 17 inch) 4 STARS-all cuts-Sylventer - Faintable (LP/32 and A)

3 BANG A GONG ALL RIGHT HOW - Witch Queen

- 5 BAO, BAO BOY-all cuts-Then Kaness-Presume (LF) MODGLE WOOGLE DANCIN' SHOES-Clouds Herry
- P. GO WEST-all cuts-Village People-Deadlanca (CP) A. ONE MORE MINUTE/FILL MY LIFE WITH LOVE-SI

9 BAD GIRLS-all cults-Donna Seromes - Excellence

Frager-Botterffy (EP-17 anch)

10 | FCAM TELL-Changes-Arota (12-inch)

Chryselin (12 mch)

- 11 LET ME BE YOUR WOMAN-oft carb-Linds Clifford MS.01 (1 P./ 12 me3s) 12 TAKE ME HOME-Cher - Catalylance (LFF) 2 month
- 14 DANCE WITH YOU-Carne Lucay-Solie 112 inches

PITTSBURGH

- 1 DOUBLE CROSS/GREAT EXPECTATIONS-First Charge-Saltout (LP/12 inch)
- 2 LET ME BE TOUR WOMAN-all cuts-Linda Clifford-
- RSO (LP/12 meh)
- 3 DANCE WITH YOU-Carrie Lucas-Solas (12 mch)
- 4. BOCK IT TO THE TOP/MIDRIGHT ENERGY-Mantus-
- 5 DANCER/DANCE TO DANCE-Gino Socoo-Warner firm (LP/12-nch)
- 6 IN THE RAYY/MANHATTAN WOMAN-Village Feople-Casablanca (LP)
- 7 FORBIDDER LOVE-Madicen flane-Warner Bros. (LP) 12 meto
- I ONE MORE MINUTE/FILL MY LIFE WITH LOVE-SI. Teoper-Butterfly (LP/17 mch) 5 I CAN TELL-Charges - Ariola (12 inch)
- 10 BOOGIE WOOGIE BANCIN' SHOES-Daudja Barry-Chrysales (12 mch)
- 11 BAD, BAD BOY-all cuts-Theo Vaneza-Prelade (LP)
- 12 PANIC-all curb-French Kno-Polydor (LF) 13 BAD GRES-all cuts-Sonna Summer-Gasablanca
- (LF) 14 MAXIN' (T-David Naughton-RSO (12 exch)

SAN FRANCISCO

15. MUSIC IS MY WAY OF LIFE-Patti Laffelle-Epic (LP)

- 1 STARS-all cuts-Salvester-Fantacy (LP/12 inch) 2 ONE MORE MINUTE/FILL MY LIFE WITH LOVE-SE
- Iropez-Butterfly (LP/12 inch)
- 3 FORBIDDEN LOVE-Madiren Kane-Warner Brm (LP) 4 DANCE WITH YOU-Carrie Lucas-Solar (12 mch)

5 BAD GIRLS-all cuts-Donna Summer-Casablanca

6 DANCER/BANCE TO DANCE-Gine Social-Warner

8 MY BABY'S BABY-Liquid Gold-Parachute (12 inch)

7 MUSIC IS MY WAY OF LIFE-Path Lattetle-Epic (LP)

Bros. (LF/17 (nch)

- 5 RING MY BELL-Anita Ward-TX (17-inch) 10 LET ME BE YOUR WOMAN-all cuts-Linea Clifford-
- 11 SURSHINE HOTEL-Richard T. Bear-RCA (LZ-inch)
- 13 GOOD GOOD FEELING-Wat-MCA (17 inch)

14 CUBA-Gibson Birts - Mango (12-mch)

RSO (LP/12 inch)

15 MY LOVE IS MUSIC-Space-Casablanca (LF/17 inch.

12 BAD, BAD BOY-all cuts-Theo Vanezs-Prelude (LP)

- SEATTLE/PORTLAND
- 1 MY BABY'S BABY-Liquid Gold-Parachule (12 inch)
- 2 HAPPINESS-Pointer Soters-Planet (12 auch) 3 FORBIDDEN LOVE-Madleen Kane-Warner Bros. (LF)
- 4 DANCER/DANCE TO DANCE-Gino Soccio-Warter

Briss, (LP712 mch)

12 (moti)

- 5 BODY TALKIN'-Kathy Barnes-Republic (72 mch) WORK THAT BODY-Teams Gardner-West End (17)
- (LF) 8 BAD, BAD BOY-all cuts-Theo Vaness-Phriude (LP)

7 BAD GRLS-all eats-Donna Summer-Casablanca

- 9 DANCE WITH YOU-Carrie Lucas-Solar (12 leach) 10 BANG A GONG ALL RIGHT NOW-Witch Green-
- Realthow (LF) 12-mch) 11 TAKE ME HOME-Cher-Casabianca (LP/12-inch)
- 13 STARS BODY STRONG I WHO HAVE NOTHING-Sylvester-Fantasa (LP/12 inch) 14 BOOGIE WOOGIE DANCIN' SHOES-Claudia Barry-

Chrysalis (12 inch)

Box (LP/17-Hots

12 MUSIC IS MY WAY OF LIFE-Path Labelle-Epic ILP

15 RING MY BELL-Anita Ward-TH (12 min)

- MONTREAL This Week I DANCER DANCE TO DANCE-Gine Sociol-Warter
- 2 THERE BUT FOR THE GRACE OF GOD GO I-Machine - Heingram (HCA (12 inch))

3 EVERYBODY GET BANCIN'-Bombers-London (17)

4 KNOCK ON WOOD-Area Stewart-Quality (17 orch).

5 BISCO NIGHTS-E.Q - Expirit (12 meh)

- & BAD, BAD BOY-all cars-Then Vancos-Quality (LF) I IN THE HAVY MANHATTAN HOMAN-YOUNG Propin-Catabianca (EF-12-inch)
- A HE'S THE GREATEST DANCER WE ARE FAMILY-Subtr Sledge-WEA 117 inch1 9. BANG A GONG-Width Chreen-IC (LF)

10 FORBIODEN LOVE - Madieux Rame - WEA (12 inch)

11 If MUST BE LOVE-Allow & Destroy-Polygram 117

- 12 DANCE WITH YOU -- Carrie Lucas RCA (12 man)
- 13 ROCK IT TO THE TOP-Mantin Quality (LP) 14 POUSSEZ-all cets-Popping London (LF)
- 15 NY WITH PROUD MARY-Nuggets-London (LP)

Copacabana Opening Room For Rockers

Disco

Continued from page 28.

not inhibited, and Juliano says that though separate entrances are being now built for the two rooms, he still intends to keep the door open between the rock and the disco rooms

That way the people who enjoy both (rock and disco), can have both. And that is something that no other club offers," says Juliano. He says he is presently putting out feelers in the industry to determine exactly how to go about creating the

best possible ambience. He says he is still looking for someone knowledgeable in the current rock scene to work on booking acts and working with his head DJ Tony Gio, in creating the right musi-

cal rock disco mix. The current rock-disco scene covers a gamut of danceable music. from the new wave Studio 10, to the new wave rock 'n' roll and oldies Harrahs and Mudd Club, to the Motown, Blondie, Rod Stewart, Santana and some disco mix of Trude Hellers Now.

L.I. Disco Clubs

company offers them in cloth, satin,

Continued from page 35

metallic and custom imprints. The demand for the unusual is so strong. Harris notes, that he gets calls saying "send me whatever you have" at a given price. His business

tries and requests from dealers are coming in, he claims. The popularity of confetti hasn't

missed the company's attention. It's

now extends to several foreign coun-

available by the "pound or ton." One trend Harris has encountered lately is a number of discos which order "anything I have that's black. white or silver." The purpose of these items is for "Studio 54 theme parties," although, interestingly enough, that color scheme is not employed at the well-known New York

ven straw, silk and hand-painted paper imported from China. One of the hottest items now is the spark gun. This Hong Kong-made

items has a flint wheel which rotates

to produce sparks when the trigger is .

The company's first catalog is ex-

pected to be ready May 15 with sup-

plements issued every month.

Clients have ordered fans of wo-

club.

pulled.

lage People's motorcycle man if they hope to

Universal in appeal but no less provocative is

market product with kinky gay appeal

the two LP set from Donna Summer on Casablanca. The artist is finally given ample opportumity to display her many talents with songs ranging in tempo from sultry ballads to the usual exciting disco fare. Summer is also responsible for much of the music and lyrics for which a promising future is certainly seen. "Bad Girls" is the title cut and follows "Hot Stuff" on Side One. The tune is midtempo in feel and its theme is spun around girls of the street, with whistles and a dominating brass section weaving in and out. An a cappella ending leads into "Love Will Always Find You" which is not as nitty gritty as its predecessor but still maintains a definite in tensity as it is segued into the final selection Walk Away." Although slower in beat, the for-

mat is haunting in quality and winds down the

mus as and Heaven Allows so her last album.

Disco Mix Continued from page 36

Compiled by telephone from Eisco D.J. Top Audience Response Playlists representing key discotheques in the 16 major U.S. Disco Action Markets, plus sales reports from key disco product retailers one stops

JACAN

15 POUSSEZ-all cuts-Printers - vanguand (LF)

13 NIGHTIME FARTAST-Victo San Robinson - RCA 217

Billiboard Disco Top 80

| | dored | right 1979, Billboard Publications, Inc. in a retrieval system, or transmitted, in a copying, recording, or otherwise, withou | my fo | rm or | by any means, electronic, mechanical, |
|----|-------|---|-------|-------|--|
| TW | - | TITLE(S), ARTIST, LABEL | | LW | TITLE(S), ARTIST, LABEL |
| 1 | 1 | DANCE TO DANCE/DANCER—Gino Soccio—Warner Bros. (LP) RFC 3309 | 41 | 40 | WHAT A FOOL BELIEVES—Doobie Brothers—Warner Bros. (12-inch) |
| 2 | 2 | TAKE ME HOME—Cher—Casablanca (LP) 7133 | 42 | 42 | WBSD 8778 HOT FOR YOU—Brainstorm—Tabu |
| 3 | 4 | FORBIDDEN LOVE - Madleen Kane Warner Bros. (LP/12 inch*) BSK 3315 | 山 | 47 | (12 inch) 228 5515 SATURDAY NIGHT, SUNDAY MORNING—Thelma Houston— |
| 4 | 5 | WE ARE FAMILY/HE'S THE GREATEST DANCER/LOST IN MUSIC—Sister | 44 | 43 | Motown (12-inch) M-100013 KEEP ON DANCIN'/DO IT AT THE DISCO—Gary's Gang—SAM/Columbia |
| 台 | 7 | Stedge—Catillian (LP) SD 5209 I WHO HAVE NOTHING/STARS/BODY STRONG—Sylvester—Fantasy (LP/ | 45 | 44 | (12 inch) 23 10885 CLIMB/RUSHING TO MEET YOU/ MIDNIGHT RHYTHM - Midnight |
| 4 | n | 12 (nch) F-9579/D 129 RING MY BELL—Anita Ward—TK (12-inch) TKD 124 | 46 | 46 | Rhythm—Atlantic (LP) SD 19216 FIRE NIGHT DANCE—all cuts—Peter |
| 7 | 6 | DANCE WITH YOU - Carrie Lucas - Solar (12-inch) YD 11483 | 47 | 45 | Jacques Band - Prelude (LP) FRL 12163 STAR LOVE - Cheryl Lynn - Columbia |
| 1 | | MY BABY'S BABY-Liquid Gold- Farachute (Casablanca) (12-inch) RRD 20523 | 山 | 52 | (LP/12-inch*) JC 35486 WUTHERING HEIGHTS LP—all cuts— Ferrara—Midsong (LP) MSI 008 |
| 9 | 10 | ONE MORE MINUTE/FILL MY LIFE WITH LOVE/BELLE DE JOUR - St. Tropez - | 49 | 48 | HERE COMES THE NIGHT—Beach Boys—Caribou (12-inch) AS 557 |
| 由 | 12 | Butterfly (LP) FLY 3100 WORK THAT BODY—Taana Gardner— West End (12-inch) WES 22116 | 仚 | 57 | JUST KEEP THINKIN' ABOUT YOU BABY/GET IT UP FOR LOVE—Tata Vega—Motown (LF/12-inch) |
| 由 | 13 | LET ME BE YOUR WOMAN—all cuts— Linda Clifford—RSO (LP/12-inch*) | 51 | 49 | T7 360/M-00021 I ONLY WANNA GET UP AND DANCE— Raes—A&M (LP/12 inch) SP |
| 由 | 14 | RS2-3902 BAD, BAD BOY—all cuts—Theo Vaness— Prelude (LP) PRL 12165 | 52 | 50 | 4754/12017 FOR YOUR LOVE—Chilly—Polydor (LP) |
| 13 | 3 | DISCO NIGHTS-G. Q -Arista | 53 | 51 | PD 1-6191 ULTIMATE LP—all cuts—Ultimate— |
| 由 | 16 | (LP) AB 4225 MUSIC IS MY WAY OF LIFE—Patti LaBelle—Epic (LP) JE 35772 | 54 | 53 | Casabianca (LP) NBLP 7128 STREET SENSE/212 MORTH 12th— Salsoul Orchestra—Salsoul |
| 15 | 9 | DOUBLE CROSS/GREAT EXPECTATIONS - First Choice - Salsoul (LP) GA 9502 | 55 | 54 | (LP) SA 8516 PARTY SONG/TAKIN' A CHANCE/NIGHT TIME—Sticky Fingers—Prelude (LP) |
| 由 | 27 | HOT STUFF—Donna Summer— Casablanca (LP/12-inch*) | 56 | 56 | PRL 12164 KEEP YOUR BODY WORKIN'- Kleer- |
| 17 | 15 | NBLP 2-7150 BANG A GONG/ALL RIGHT NOW—Witch Queen—Roadshow (LP) EXL1-3312 | 由 | 73 | Atlantic (12-inch) 4715 ONE CHAIN (DON'T MAKE NO PRISON) - Santana - Columbia (12- |
| 由 | 23 | IN THE MAYY/MANHATTAN WOMAN — Village People — Casablanca (LP/12- inch*) NBLP 7144 | 仚 | - | inch) 23-10957 HIGH ON MAD MOUNTAIN/DISCO PEOPLE—Mike Theodore— |
| 19 | 20 | HAPPINESS—Pointer Sisters—Planet (12-inch) AS-11407 | 由 | 70 | Westbound (LP/12-inch) WT 6109/ DSCO 161 HEAVEN MUST HAVE SENT YOU— |
| 由 | 25 | ROCK IT TO THE TOP—Mantus—5.M.I. (LP) SM 601 | | | Bonnie Pointer-Motown (12 inch) M00020 |
| 21 | 17 | BY THE WAY YOU DANCE—Bunny Sigler—Gold Mind (12 inch) GG 403 | ш | 74 | SHOULDA GONE DANCING - Hi Energy - Motown (LP/12 inch) G 7987/ M00019 |
| Ħ | 24 | PICK ME UP, I'LL DANCE—Melba Moore—Epic (12-inch) 28-50665 | 61 | 61 | SUNSHINE HOTEL—Richard T. Bear— RCA (12 inch) JD 11492 |
| 23 | 21 | Funk—Salsoul (LP/12-inch) SA 8513/ SG 207 | 62 | 62 | JAMMIN AT THE DISCO—Philly Creme— WMOT/Fantasy (12 inch) D-124 |
| 24 | 18 | MAKIN' IT - David Naughton - RSO (12-inch) RSS 300 | 63 | 63 | GOOD, GOOD FEELING—War—MCA (12-inch) MCA 13913 |
| 由 | 30 | BOOGIE WOOGIE DANCIN' SHOES— Claudia Barry—Chrysalis (12 inch) | 64 | 69 | BODY TALKIN' - Kathy Barnes - Republic (12 inch) 037 D |
| 由 | 28 | CDS 2316 EVERYBODY HERE MUST PARTY—Direct | 65 | • | BABY BABA BOOGIE/SHAKE—The Gap Band—Mercury (LP/12 inch*) SRM I 3758 |
| 27 | 19 | Current - TEC (12 inch) = 59 (EVERYBODY) GET DANCIN'/ | 66 | 68 | IT'S OVER—Alma Faye—Casablanca (LP/12 inch*) NBLP 7143 |
| 由 | 38 | PISTELERO – Bombers – West End (LP/12 inch) WES 106/22115 AIN'T NO STOPPIN' US NOW.— | 67 | | YOU GONNA MAKE ME LOVE SOMEBODY ELSE—Jones Girls—PIR (12 inch) 228 3682 |
| | 11 | McFadden & Whitehead—PIR (12- inch) ZS8-3675 | 68 | - | ALL THROUGH ME/DANCIN' INTO YOUR HEART—Laura Taylor—TK (12 inch) TKD 137 |
| 面 | | PANIC—French Kiss—Polydor (LP) PD 1-6197 | 69 | 72 | BOOGIE BUSINESS—Lamont Dozier— Warner Bros. (12 inch) WBSD 8792 |
| 血 | 32 | CUBA—Gibson Bros.—Mango (12-inch) MLPS 7779-A | 70 | 71 | STAY WITH ME-Chare-Salsoul (12- inch) SG 212 |
| 血 | 37 | I CAN TELL—Chanson—Ariela (12 inch) AR 9006 | 71 | 58 | HEART OF GLASS—Blondie—Chrysalis (12-inch) CDS 2275 |
| 32 | 22 | THERE BUT FOR THE GRACE OF GOD GO I—Machine—Hologram / RCA (12-inch) RCA 11457 | 72 | 59 | MY LOVE IS MUSIC - Space - Casablanca (LP/12-inch*) NBLP 7131 |
| 台 | 35 | HAVE A CIGAR—Rosebud – Warner Bros. (12-inch) WBSD 8784 | 73 | 67 | AT MIDNIGHT—T-Connection—TK. (LP/12-inch) DASH 30009 X |
| 34 | 26 | SHAKE YOUR BODY (DOWN TO THE GROUND)—The Jacksons—Epic | 74 | 60 | PARTY/I SAID YES—Glara Gaynor— Polydor (LP) PD 16184 |
| 35 | 29 | (LP/12-inch*) 1E 35552 NIGHTTIME FANTAST—Vicki Sue Robinson—RCA (12-inch) PD 11442 | 75 | 64 | LIKE AN EAGLE/N.Y. BY NIGHT—Dennis Parker—Casablanca (LP/12 inch*) NBLP 7140 |
| 36 | 36 | LA BAMBA – Antonia Rodriquez – Buddah (12 inch) DSC 138 | 76 | 65 | I DON'T WANT NOBODY ELSE—Michael Narada Walden— Atlantic (12 inch) 4714 |
| 37 | 34 | KNOCK ON WOOD—Amii Stewart— Ariola (LP/12-inch*) SW 50054 | 77 | 66 | DON'T YOU NEED-Linda Evans-Anola (12-inch) 7739 A/S |
| 38 | 33 | POUSSEZ—all cuts—Poussez—Vanguard (LP) VSD 79412 | 78 | 55 | SPANK - Jimmy "Bo" Horne - Sunshine Sounds (TK) (12 inch) (Remix) |
| 血 | 41 | HOT NUMBER-Faxy-TK (LP/12 inch*) 300 10 | 79 | 75 | SS 206 BAD FOR ME—Dee Dee Bridgewater— Elektra (12 inch) AS 11409 |

*non-commercial 12-inch

80

76

39

IT MUST BE LOVE-Alten McClain &

Destiny-Polyder (12-inch) (LP/12

LET ME TAKE YOU DANCING-Bryan

Adams - A&M (12 inch) SP 12014

Compiled from Top Audience Response Records in the 15 U.S. regional lists.

DJS 'BATTLE' Chicago Spinners Compete In Mad 30-Minute Mixing Sessions By ALAN PENCHANSKY

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RECOR

CHICAGO-Competition runs high in the disco deciay profession where top ranking can lead to better paying jobs in the big clubs.

For Chicago's upwards mobile deejays a new competitive angle is being introduced: Promoters are pitting several of the best known spinners against one another in a live engagement

The first "Battle Of The Deejays" was scheduled for Saturday (5), involving several of the city's acknowledged trendsetters of the control

Deejays were featured in separate 30-minute mix segments that were judged by an industry panel. Three finalists will be moved into a spinoff, where each must follow the other in adding to a continuous mix.

Tickets for the event promoted by the Disco All Stars, were pegged at \$5 advance, \$6 at the door.

Promoters offered a \$500 prize for first place, with cash awards to both runnerups. Equally important are the trophies that went to the winners.

The competition was booked into the big Aragon Ballroom, site of many hard rock concerts.

"It's the first time anything like this has ever happened in Chicago," Tino Rojas, one of the promoters,

Spinners engaged for the contest were Peter Lewicke (Alfie's), Mi-

L.I. Strip Grows

Continued from page 37

wide passion. Known then as Speakeasy, the club underwent a gradual return to live rock, while retaining disco on weekends. The message was clear. Long Islanders preferred rock to the salsa-tinged disco of the first

Basile relies on AST for sound and light packaging at both clubs. Speaks DJ Kathie McHugh and Rumours veteran Carmine Caradonna spin with Technics turntables. Crown amps, and Altec speakers. AST mixers and crossovers round out the system.

Basile phased the disco out, but not before pumping a reported \$150,000 into his ailing restaurant around the corner for the sole purpose of converting in to a discotheque. When it reopened as Rumours in October 1977, the club quickly won a following that burgeoned after the release of "Saturday Night Fever."

Rumours no longer carries an active mail list and keeps promotional gimmicks to a minimum, but the moderate sized club (600-person capacity) is still highly popular among disco fans. The dress code is "casual but neat" and the club regularly showcases Long Island disco acts such as Lovelace which makes regular Tuesday night appearances.

Speaks, the sister operation, features serious rock for those who like it loud and driving. The Good Rats and other L.I. groups have picked up a following here. Zebra, a group from New Orleans managed by Basile, is making big waves at the club. But the patrons don't dance.

Covering 14,000 square feet, Speaks is probably one of the most elaborate rock clubs on Long Island It contains a multitude of booths, a large elevated dining area, a generous sized bandstand and a large game room set off from the rest of the club with its own bar.

Old fixtures from Speaks' disco days, the gazebos, street signs and hanging plants, contribute to the atmosphere. Basile says these fixtures would be out of place in a contemporary disco, but fit well in the rock music setting.

chael Graybar (Alfie's), Tony Alois (Broadway Limited), Kenny Jason (formerly of Footloose and Fancy Free), Carlos Perez (Phoenix), Paul Weisberg (Playboy Club), and Greg Vargas (Zack's).

Enlisted as judges were Rocky Jones, Audio-Talent Record Pool; Roger Skolnick, former WDAI-FM program director; Fran Willoughby, Motown Records; and Danny Glass, SAM Records.



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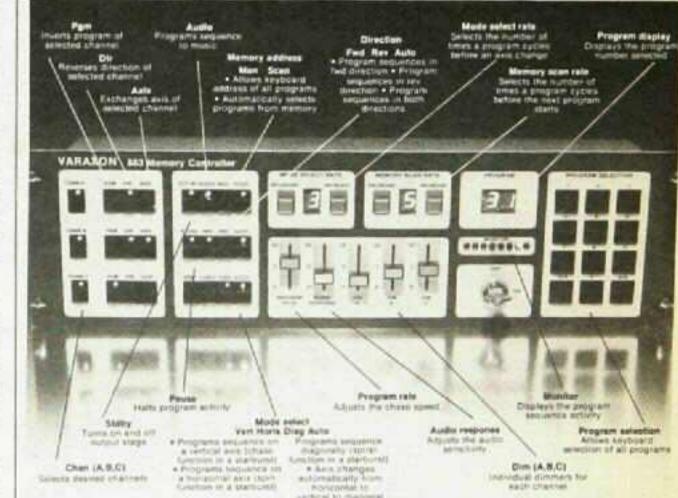




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Sales Leap At Store's Disco Event

By JEAN WILLIAMS

LOS ANGELES-Sales leaped approximately 50% during the 24hour disco dance and record sale at LA's Freeway retail record supermarket, according to Lee Mills, the shop's in-house advertising director.

The sale, which began at noon on Good Friday (April 13), pushed all \$7.98 product back to \$4.39. And according to Mills, it was so successful, the special was extended through Easter Sunday.

Several acts were on hand signing autographs, and greeting customers with some performing. Among the acts stopping by were Harvey Mason, Bobby Womack, Dee Dee Bridgewater, Alton McClain & Destiny, Undisputed Truth, Glass Family and Vernon Burch.

"Because of the success of the first 24-hour disco dance sale, we plan to feature this type of program as often as possible," says Mills.

He notes that the store was so packed there had to be a turnover about every two-three hours.

At the same time, he points out that the 8,000 square foot facility also sports a 50-foot long stage with floor space available for about 200

As for continuing the program, Mills maintains he is attempting to tie-in with Renny Roker's R&B Productions when Feyline Presents and R&B present the "World's Greatest Funk Festival" at L.A.'s Coliseum May 26.

"We're located near the Coliseum and we would like to have some of the acts on the show come over to Freeway." The show is set to feature ₹ Parliament/Funkadelic, Bootsy ≥ Collins, Brides of Funkenstein, Rick James, Parlet and Mother's Finest.

"We're not asking acts to perform here. We just want them to come by. However, there are many who want to perform because we have the facilities and the audience is great for them.

"Last weekend (April 28) we had many people at the store who were saying that we have a record/concert shop.

"Although we certainly would not bill ourselves that way, the public could easily believe that we're a concert hall/retail shop," says Mills.

Freeway had Motown Day April 28, with several Motown acts on hand performing and/or meeting customers.

Those acts participating were Bloodstone, Tata Vega, High Inergy and Apollo, Tata and Apollo performed, "and the record company had fabulous displays. We sold out of LPs on some of the acts," says Mills.

The artists were at Freeway from 1-4 p.m. and their LPs during those hours were on special at \$4.49. Mills notes the store is attempting to have such a day once every week

Jim Tyrrell, former vice president, marketing, at Epic, Portrait, Associated Labels is huddling with Infinity Records to form his own label, which is being funded by MCA's New Venture.

Infinity is headed by former Epic. Portrait, Associated Labels boss, Ron Alexenburg, and New Ventures is headed by Norbert Simmons. New Ventures also funded Logan Westbrooks' Source Records All

(Continued on page 41)

Billboard Hot Soul Sing

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| 4 5 4 5 5 5 5 5 6 6 6 6 6 6 6 6 6 6 6 6 | 1 8 2 14 5 10 4 13 11 7 12 8 11 6 16 16 15 5 1 14 2 15 0 14 3 13 | REUNITED—Peaches & Herh (D. Fakaro, F. Penent), MVP/Polydor 18547 (Perrew Vibes, ASIGAP) DISCO NIGHTS—6.Q. (E.R. Labbanc), Avorta 0388 (G.Q./Avora, ASIGAP) YOU CAN'T CHANGE THAT—Raydia (R. Parker Ir.), Arosta 0399 (Baydiolin, ASIGAP) HOT NUMBER—Foxy (I. Ledisma), Dath 5050 (TH) (Sherlyn/Lindteyanne-Buckaroo, BMI) LOVE BALLAD—George Benne (Scarborough), Warmer Bircs, B759 (Brichappell, BMI) IN THE MOOD—Tympe Davin (P. Richmond, D. She, R. Lucke Ir.), Columbia 3 10904 (Content/Tympa, BMI) FEEL THAT YOU'RE FEELIN'—Maze (F. Beverly), Capital 4686 (Amazement, BMI) SHAKE YOUR BODY—Jacksons (R. Jackson, M. Jackson), Epic 850658 (Feacock, BMI) STAND BY—Natalie Cole (N. Cale, M. Yancy), Capital 4690 (Jay's, Chappell/Cole Arama, ASIGAP, BMI) I WANNA BE WITH YOU—Isley Brothers (Isley Brothers), T. Neck 82279 (CRS) (Bovona, ASIGAP) IT MUST BE LOVE—Arton McClain & Destiny (J. Footman, J. Wieder), Polydor 14532 (Specialite) Traco, ASIGAP, BMI) I DON'T WANT NOBODY ELSE—Rarada Michael Walden (N.M. Walden), Atlantic 3541 (Gratitude/Cotillium, BMI) | SEU 会 名 36 37 38 39 40 会 会 43 44 ◆ | 44 42 36 39 23 28 35 48 62 43 | 9 Weeks 10 8 10 6 3 7 | NEVER CHANGE LOVERS IN THE MIDDLE OF THE NIGHT—Millie Jackson (K. Finzey, M. Bjorkland, F. Jay), Spring, 192 (Polydist) (Ivan Mogull, ASCAP) WALK ON BY—Average White Sand (H. David, B. Bacharach), Attantic 3563 (Blue Seas/Jac, ASCAP) READY OR NOT—Herbie Hancack (R. Parker, J. Cohen), Columbia 3-10/936 (Raydistia, ASCAP)/Polic Grounds, BMI) ANY FOOL CAN SEE—Barry White (B. White, P. Polidi), Unlimited Gold, 35763 (Golumbia) (Seven Songs, BA-Dake, BMI) DANCE, LADY DANCE—Crown Heights Affair (F. Nerangus, B. Britton), De-Lite, 912 (Delightful-Grown Heights/Cabrini, BMI) CROSSWINDS—Peabe Brywn (P. Bryson), Capital 4694 (Warner Bros.) Peabe, ASCAP) IT'S ALRIGHT WITH ME—Patts Labelle (S. Scarborough), Epic, 8-50659 (C85) LOST IN LOVING YOU—McCrary (I. McGrary, A. McCrary, S. Tucker), Portrait 6-70028 (Epic) (Island, BMI) BUSTIN' OUT—Rick James (R. James), Gordy 7167 (Motown) (Jobele, ASCAP) | took stul 白白白 日 日 日 日 日 日 日 日 日 日 日 日 日 日 日 日 日 | 79 80 81 72 84 82 85 | Weeks 3 3 3 5 | MEMORY LANE—minnie Riperton (M. Ripperton, K. St. Lewis). Capital 4706 (Minner L/Bull Pan, EMI) HOLD ON TO LOVE—Seawind (S. Weson). Horizon 125 (AAM) (Seawind/Sejourn, BMI) CHASE ME—Con Funk Shore (M. Cooper, F. Pilate). Martistry 74059 (Yallie Joe, BMI) I'M IN SO DEEP—James Bradley (F. Kinight). Mataco 1056 (TK) (Two Kinight, BMI) IF YOU WANT IT—Miterlyte (S. Torant, H. Johnson). Aviola 7747 (Face, BMI) WHAT CHA GONNA DO WITH MY LOVE—Stephania Mills (J. Mtume, R. Lucas). 20th Century 2403 (RCA) (Scarab, BMI) I JUST WANNA' DANCE WITH YOU—Desamatics (C. Womack, O. Savis), MCA 43017 (Gracovesville, BMI) Computation, ASCAP) |
|--|---|---|--|--|--|---|---|--|---------------|--|
| 2 2 2 4 4 4 4 5 3 4 5 3 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 | 2 14 5 10 4 13 3 11 7 12 8 11 6 16 9 11 5 5 1 14 2 15 0 14 3 13 | (D. Fekaris, F. Pensen), MVP/Polydor 18547 (Pensen Vibes, Al)CAP) DISCO NIGHTS—G.Q. (E.R. Leithant), Arcita 0388 (G.Q./Arcita, ASCAP) YOU CAN'T CHANGE THAT—Raydie (R. Parker Ir.), Arcita 0399 (Raydiola, ASCAP) HOT NUMBER—Fexy (I. Leidiama), Dash 5050 (TK) (Sherlyn/Lindseyanne/Buckaroo, BMI) LOVE BALLAD—George Betweet (Scarborough), Warmer Birds, 8759 (Unichappell, BMI) IN THE MOOD—Tymoe Davis (P. Richmannt, D. Ellis, R. Linke Ir.), Columbia 3 10904 (Content/Tymona, BMI) FEEL THAT YOU'RE FEELIN'—Maze (F. Beverly), Capital 4686 (Amazement, BMI) SHAKE YOUR BODY—Jacksons (R. Jackson, M. Jackson), Epic 850656 (Feacack, BMI) STAND BY—Ratalie Cale (N. Cale, M. Yancy), Capital 4680 (Jay's/Chappell/Gale Arama, ASCAP/BMI) I WANNA BE WITH YOU—Isley Brothers (Jaley Brothers), T. Neck 82279 (CRS) (Bovina, ASCAP) IT MUST BE LOVE—Alton McClain & Destiny (J. Footman, J. Wieder), Polydor 14532 (Specialite) Traco, ASCAP, BMI) I DON'T WANT NOBODY ELSE—Rarada Michael Walden (N.M. Walden), Atlantic 3541 (Gratitude/Catillian, BMI) | ☆ 36 37 38 39 40 ☆ ☆ 43 44 | 42 36 39 23 28 35 48 | 7 6 6 10 8 10 6 3 | MIDDLE OF THE NIGHT—Millie Jackson (K. Forcey, M. Bjorklund, F. Jay), Spring 292 (Polyetier) (Ivan Moguel, ASCAP) WALK ON BY—Average White Sand (H. David, B. Bacharach), Atlantic 3563 (Blue Seas/Jac, ASCAP) READY OR NOT—Herbie Hancock (R. Parker, J. Cohen), Columbia 3-10936 (Raydinia, ASCAP, Polite Grounds, BMI) ANY FOOL CAN SEE—Barry White (B. White, P. Politi), Unfirmted Gold 35763 (Columbia) (Seven Songs BA Dake, BMI) DANCE, LADY DANCE—Crown Heights Affair (F. Nerangus, B. Britton), De-Lite 912 (Delightful/Crown Heights/Cabrin, BMI) CROSSWINDS—Peabe Bryson (P. Bryson), Capital 4694 (Warmer Brits / Peabe, ASCAP) IT'S ALRIGHT WITH ME—Patts Labelle (S. Scarborough), Epic 8-50659 (C85) LOST IN LOVING YOU—McCrary (L. McCrary, A. McCrary, S. Tucker), Portrait 6-70028 (Epic) (Island, BMI) BUSTIN' OUT—Rick James | 由由 2 由由 由 | 80 81 72 84 82 85 | 3 3 3 | (M. Ripperton, K. St. Lawis). Capital 4706 (Minner's/Bull Pen, BMI) HOLD ON TO LOVE—Seawind (St. Wisson). Horizon 120 (AAM) (Seawind/Sojourn, BMI) CHASE ME—Can Funk Sham (M. Cooper, F. Pilate). Marrany 74059 (Yallie Joe, BMI) I'M IN SO DEEP—James Bradley (F. Kinight). Malaco 1056 (TK) (Two Kinight, BMI) IF YOU WANT IT—Niteflyta (S. Torans, H. Johnson). Avois 7747 (Face, BMI) WHAT CHA GONNA DO WITH MY LOVE—Stephane Mills (J. Minme, R. Lucas), 20th Century 2403 (RCA) (Scarab, BMI) I JUST WANNA' DANCE WITH YOU—Dramatics (C. Warrack, D. Stave), MCA 41017 |
| 4 4 4 4 5 5 5 5 6 6 7 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 | 5 10 4 13 3 11 7 12 8 11 6 16 9 11 5 5 1 14 2 15 0 14 3 13 | YOU CAN'T CHANGE THAT—Raydie (R. Parker Ir.), Areata (3399 (Raydiolis, ASCAP) HOT NUMBER—Fory (I. Ledicaria), Dash 5050 (TR) (Sherlyn/Lindbeyanne/Buckaroo, BMI) LOVE BALLAD—George Berssen (Scarborough), Warner Bircs, 8759 (Binchappell, BMI) IN THE MOOD—Tyrone Davis (P. Richmond, D. Ellis, R. Liscke Ir.), Columbia 3-10904 (Content/Tyronza, BMI) FEEL THAT YOU'RE FEELIN'—Maze (F. Beverly), Capital 4686 (Amazement, BMI) SHAKE YOUR BODY—Jacksons (R. Jackson, M. Jackson), Epic 650656 (Pracock, BMI) STAND BY—Natalie Cale (N. Cale, M. Yancy), Capital 4680 (Jay s. Chappell / Cale Arama, ASCAP; BMI) I WANNA BE WITH YOU—Jakey Brothers (Jaley Brothers), T. Nick 82279 (CBS) (Biovina, ASCAP) IT MUST BE LOVE—Afton McClain & Destiny (J. Footman, J. Wieder), Polydor (18532 (Specialite) Trace, ASCAP, BMI) I DON'T WANT NOBODY ELSE—Harada Michael Walden (N.M. Walden), Aftantic 3541 (Gratifude (Cotillion, BMI) | 36 37 38 39 40 43 43 | 36 39 23 28 35 48 | 6 6 10 8 10 6 | WALK OK BY - Average White Sand (H. David, B. Bacharach), Atlantic 3563 (Blue Seas/Jac, ASCAP) READY OR NOT - Herbie Hancock (R. Parker, J. Cohen), Columbia 3 10936 (Raydieta, ASCAP) Polit Grounds, BMI) ANY FOOL CAN SEE - Barry White (B. White, P. Polid), Unlimited Gold 35763 (Columbia) (Seven Songs 8A Dake, BMI) DANCE, LADY DANCE - Crown Heights Affair (J. Nerangus, B. Britton), De Litz 912 (Delightful/Crown Heights/Cabrini, BMI) CROSSWINDS - Peable Bryson (P. Bryson), Capital 4694 (Warner Brits / Peable, ASCAP) IT'S ALRIGHT WITH ME - Patti Labelle (S. Scarborough), Epic 8 50659 (C85) LOST IN LOVING YOU - McCrary (L. McCrary, A. McCrary, S. Tucker), Portrait 6-70028 (Epic) (Island, BMI) BUSTIN' OUT - Rick James | 由 22 由由 由 | 81 72 84 82 85 | 2 4 3 3 | (S. Wessel, Horizon 126 (AAM) (Seaward/Sejourn, BMI) CHASE ME—Con Funk Sham (M. Cooper, F. Pilate), Martary 74059 (Yall-in loc. BMI) I'M IN SO DEEP—James Bradley (F. Kaught), Mataco 1056 (TK) (Two Keight, BMI) IF YOU WANT IT—Mineflyta (S. Torant, H. Johnson), Avois 7747 (Face, BMI) WHAT CHA GONNA DO WITH MY LOVE—Shephanin Milts (J. Mtume, R. Lucas), 20th Century 2403 (RCA) (Scarab, BMI) I JUST WANNA' DANCE WITH YOU—Dramatics (C. Warrack, D. Save), MCA 43017 |
| 4 4 5 5 5 6 6 7 6 7 6 7 6 7 6 7 6 7 6 7 6 7 | 4 13 3 11 7 12 8 11 6 16 9 11 5 5 1 14 2 15 0 14 3 13 | (N. Parker Ir.), Arista (339) (Raydiolis, ASCAP) HOT NUMBER—Feay (I. Ledicma), Dash 5050 (TK) (Sherlyn/Lindseyanne/Buckaroo, BMI) LOVE BALLAD—George Benson (Scarborough), Warner Biros, 8759 (Unichappell, BMI) IN THE MOOD—Tyrone Davis (P. Richmond, D. Ellis, R. Lincke Jr.), Columbia 3-10904 (Content/Tyronza, BMI) FEEL THAT YOU'RE FEELIN'—Maze (F. Beverly), Capital 4686 (Amazement, BMI) SHAKE YOUR BODY—Jacksons (R. Jackson, M. Jackson), Epic 850654 (Peacock, BMI) STAND BY—Natalie Cale (N. Cale, M. Yancy), Capital 4680 (Jay's/Chappell/Cole Arisma, ASCAP/BMI) I WANNA BE WITH YOU—Jaley Brothers (Jaley Brothers), T. Nick 82279 (CBS) (Bovina, ASCAP) IT MUST BE LOVE—Alton McClaim & Destiny (J. Footman, J. Wieder), Polydor 14532 (Specialited Traco, ASCAP, BMI) I DON'T WANT NOBODY ELSE—Narada Michael Walden (N.M. Walden), Atlantic 3541 (Gratifode/Colillion, BMI) | 37 38 39 40 43 43 | 39 23 28 35 48 62 | 6 10 8 10 6 3 | READY OR NOT—Herbie Hancock (R. Parker, J. Cohen), Columbia 3-10936 (Raydieta, ASCAP, Politi Grounds, BMI) ANY FOOL CAN SEE—Barry White (B. White, P. Politi), Unlimited Gold 35763 (Columbia) (Seven Songs BA Dake, BMI) DANCE, LADY DANCE—Crown Heights Affair (F. Nerangus, B. Britton), De Lite 912 (Delightful/Crown Heights/Cabrini, BMI) CROSSWINDS—Peabe Bryson (P. Bryson), Capital 4694 (Warmer Brits / Peabe, ASCAP) IT'S ALRIGHT WITH ME—Patti Labelle (S. Scarborough), Epic 8-50659 (C85) LOST IN LOVING YOU—McCrary (L. McCrary, A. McCrary, S. Tucker), Portrait 6-70028 (Epic) (Island, BMI) BUSTIN' OUT—Rick James | 72 台台 台 | 72 84 82 85 | 3 3 | (M. Cooper, F. Plate), Marcury 74059 (Yallie Joe, BMI) I'M IN SO DEEP—James Bradley (F. Kenght), Malaco 1056 (TK) (Two Kenght, BMI) IF YOU WANT IT—Niteflyta (S. Torano, H. Johnson), Aviola 7747 (Face, BMI) WHAT CHA GONNA DO WITH MY LOVE—Stephane Mills (J. Mtume, R. Lucus), 20th Century 2403 (RCA) (Scarab, BMI) I JUST WANNA' DANCE WITH YOU—Dramatics (C. Warrack, D. Stave), MCA 43017 |
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| *** *** *** *** *** *** *** *** *** *** *** *** ** *** *** *** *** *** *** *** *** *** *** *** *** ** *** *** *** *** *** *** *** *** *** *** *** *** ** *** *** *** *** *** *** *** *** *** *** *** *** ** *** *** *** *** *** *** *** *** *** *** *** *** ** *** *** *** *** *** *** *** *** *** *** *** *** ** *** *** *** *** *** *** *** *** *** *** *** *** ** *** *** *** *** *** *** *** *** *** *** *** *** ** *** *** *** *** *** * | 7 12 8 11 6 16 9 11 5 5 1 14 2 15 0 14 3 13 | LOVE BALLAD—George Benson (Scarborough) Warmer Bros. 8759 (Unichappell, BMI) IN THE MOOD—Tyrone Davis (P. Richmond, D. Ellin, R. Lincke Jr.), Columbia 3 10904 (Content/Tyronza, BMI) FEEL THAT YOU'RE FEELIN'—Maze (F. Beverly), Capital 4686 (Amazement, BMI) SHAKE YOUR BODY—Jacksons (R. Jackson, M. Jackson), Epic 850654 (Feacock, BMI) STAND BY—Natalie Cale (N. Cale, M. Yancy), Capital 4690 (Lay s/Chappell/Cale Arama, AS(AF)-BMI) I WANNA BE WITH YOU—isley Brothers (Isley Brothers), T. Neck 82279 (CRS) (Blovina, ASCAP) IT MUST BE LOVE—Alton McClain & Destiny (J. Foutman, J. Wieder), Polydor (4532 (Specialite) Traco, ASCAP, BMI) I DON'T WANT NOBODY ELSE—Narada Michael Walden (N.M. Walden), Atlantic 3541 (Gratitude/Catillian, BMI) | 38 39 40 会 43 44 | 23 28 35 48 62 | 10 8 10 6 | (B. White. P. Polidi), Unlimited Gold 35763 (Columbia) (Seven Songs BA Dake. BMI) DANCE, LADY DANCE—Crown Heights Affair (F. Nerangus, B. Britton), De Lite 912 (Delignitut/Crown Heights/Cabrini, BMI) CROSSWINDS—Peabe Bryson (P. Bryson), Capital 4694 (Warner Brits / Peabe, ASCAP) IT'S ALRIGHT WITH ME—Patti Labelle (S. Scarborough), Epic 8-50659 (CBS) LOST IN LOVING YOU—McCrarys (L. McCrary, A. McCrary, S. Tucker), Portrait 6-70028 (Epic) (Island, BMI) BUSTIN' OUT—Rick James | 白白 白 | 84 82 85 | 2 | IF YOU WANT IT—Methyte (S. Torano, H. Johnson), Avoils 7747 (Face, BMI) WHAT CHA GONNA DO WITH MY LOVE—Stephanie Mills (), Minme, R. Lucas), 20th Century 2403 (RCA) (Scarab, BMI) I JUST WANNA' DANCE WITH YOU—Dramatics (C. Worsack, D. Save), MCA 43017 |
| 8 8 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9 | 8 11 6 16 9 11 5 5 1 14 2 15 0 14 3 13 | IN THE MOOD—Tyrone Davis (P. Richmand, D. Eller, R. Lucke Jr.), Columbia 3 10904 (Content/Tyronza, BMI) FEEL THAT YOU'RE FEELIN'—Maze (F. Beverly), Capital 4686 (Amazement, BMI) SHAKE YOUR BODY—Jacksons (R. Jackson, M. Jackson), Epic 850656 (Peacock, BMI) STAND BY—Natable Cole (N. Cale, M. Yancy), Capital 4680 (Jay's/Chappell/Cole Arama, ASCAP/BMI) I WANNA BE WITH YOU—Jaley Brothers (Jaley Brothers), T. Neck 82279 (CBS) (Bovina, ASCAP) IT MUST BE LOVE—Alton McClain & Destiny (J. Footman, J. Wieder), Polydor 14532 (Specialite/Traco, ASCAP, BMI) I DON'T WANT NOBODY ELSE—Narada Michael Walden (N.M. Walden), Atlantic 3541 (Gratitude/Cotillium, BMI) | 39 40 会 43 44 | 28 35 48 62 | 8 10 6 3 | (F. Nerangus, B. Britton), De Litz 912 (Delightful/Crown Heights/Cabrini, BMI) CROSSWINDS—Peabe Brywn (P. Bryson), Capital 4694 (Warner Brits / Peabe, ASCAP) IT'S ALRIGHT WITH ME—Patti Labelle (S. Scarborough), Epic 8-50659 (C8S) LOST IN LOVING YOU—McCrarys (L. McCrary, A. McCrary, S. Tucker), Portrait 6-70028 (Epic) (Island, BMI) BUSTIN' OUT—Rick James | 白白 | 82 85 | 2 | (S. Torant, H. Johnson), Aviola 7747 (Face, BMI) WHAT CHA GONNA DO WITH MY LOVE—Stephania Mills (J. Mtume, R. Lucas), 20th Century 2403 (RCA) (Scarab, BMI) JUST WANNA' DANCE WITH YOU—Dramatics (C. Worsack, D. Save), MCA 43017 |
| 8 9 9 9 9 15 11 11 11 11 11 11 11 11 11 11 11 11 | 6 16 9 11 5 5 1 14 2 15 0 14 3 13 | FEEL THAT YOU'RE FEELIN'—Maze (F. Beverly), Capital 4686 (Amazement BMI) SHAKE YOUR BODY—Jacksons (R. Jackson, M. Jackson), Epic 850656 (Feacock, BMI) STAND BY—Natable Cale (N. Cale, M. Yancy), Capital 4680 (Jay's/Chappell/Cale Arama, ASEAF/BMI) I WANNA BE WITH YOU—Jaley Brothers (Jaley Brothers), T. Neck 82279 (CBS) (Bovina, ASEAF) IT MUST BE LOVE—Alton McClain & Destiny (J. Footman, J. Wieder), Polydor 14532 (Specialite/Traco, ASEAF, BMI) I DON'T WANT NOBODY ELSE—Narada Michael Walden (N.M. Walden), Atlantic 3541 (Gratifude/Catillian, BMI) | 40 会 会 33 44 | 35 48 62 | 10 6 3 | (P Bryson), Capitol 4694 (Warner Bros./ Peabo, ASCAP) IT'S ALRIGHT WITH ME—Patti Labelle (S Scarborough), Epic 8-50659 (C85) LOST IN LOVING YOU—McCrarys (L McCrary, A McCrary, S Tucker), Portrait 6-70028 (Epic) (Island, BMI) BUSTIN' OUT—Rick James | 台 | 85 | | () Mtume, R. Lucas), 20th Century 2403 (RCA) (Scarab, BMI) I JUST WANNA' DANCE WITH YOU—Dramatics (C. Worsack, D. Davie), MCA 43017 |
| 8 9 9 9 9 15 11 11 11 11 11 11 11 11 11 11 11 11 | 6 16 9 11 5 5 1 14 2 15 0 14 3 13 | (F. Beverly), Capital 4686 (Amazement, BMI) SHAKE YOUR BODY—Jacksons (R. Jackson, M. Jackson), Epic 850656 (Featock, BMI) STAND BY—Ratalie Cale (N. Cale, M. Yancy), Capital 4690 (Jay's/Chappell/Cale Arxma, ASEAF/BMI) I WANNA BE WITH YOU—Jaley Brothers (Jaley Brothers), T. Neck 82279 (CBS) (Bovina, ASEAF) IT MUST BE LOVE—Alton McClain & Destiny (J. Footman, J. Wieder), Polydor 14532 (Specialite/Traco, ASCAP, BMI) I DON'T WANT NOBODY ELSE—Rarada Michael Walden (N.M. Walden), Atlantic 3541 (Gratitude/Cotillium, BMI) | 白白日 4 | 48 62 | 6 | IT'S ALRIGHT WITH ME—Patts Labelle (S. Scarborough), Epic 8-50659 (C8S) LOST IN LOVING YOU—McCrarys (L. McCrary, A. McCrary, S. Tucker), Portrait 6-70028 (Epic) (Island, BMI) BUSTIN' OUT—Rick James | | | | I JUST WANNA' DANCE WITH YOU—Dramatics (C. Worseck, O. Davie), MCA 43017 |
| 9 9 9 15 11 11 11 12 11 15 14 15 16 16 16 17 17 17 17 17 17 17 17 17 17 17 17 17 | 9 11 5 5 1 14 2 15 0 14 3 13 | (R. Jackson, M. Jackson), Epic 850656 (Peacock, BMI) STAND BY—Natalie Cale (N. Cale, M. Yancy), Capitol 4630 (Jay's/Chappell/Cole Arxma, ASEAP; BMI) I WANNA BE WITH YOU—Isley Brothers (Jaley Brothers), T. Neck 82279 (CBS) (Bovina, ASEAP) IT MUST BE LOVE—Alton McClain & Destiny (J. Footman, J. Wieder), Polydor 14532 (Specialite; Traco, ASCAP, BMI) I DON'T WANT NOBODY ELSE—Narada Michael Walden (N.M. Walden), Atlantic 3541 (Gratifude/Cotillium, BMI) | 台 43 | 62 | 3 | (L. McCrary, A. McCrary, S. Tucker). Portrait 6-70028 (Epic) (Island, BMI) BUSTIN' OUT—Rick James | 由 | ng m | CHIEF | (C. Wortack, O. Davis), MCA 41017 |
| 15 14 15 16 16 17 17 17 18 20 20 20 20 20 20 20 20 20 20 20 20 20 | 5 5 1 14 2 15 0 14 3 13 | (N. Cule. M. Yancy). Capitol 4690 (lay's/Chappell/Cole Arxma, ASEAP/BMI) I WANNA BE WITH YOU—laley Brothers (laley Brothers), T. Neck 82279 (CBS) (Bovina, ASEAP) IT MUST BE LOVE—Alton McClain & Destiny (J. Footman, J. Wieder), Polydor 14532 (Specialite/Traco, ASEAP, BMI) I DON'T WANT NOBODY ELSE—Rarada Michael Walden (N.M. Walden), Atlantic 3541 (Gratifude/Cotillium, BMI) | 43 | 5 | | BUSTIN' OUT—Rick James | 血 | MER | (MIN) | |
| 11 11 11 12 12 12 13 16 16 16 16 17 11 12 12 12 12 12 12 12 12 12 12 12 12 | 1 14 2 15 0 14 3 13 | (Isley Brothers), T. Neck 82279 (CBS) (Bovina, ASCAP) IT MUST BE LOVE—Alton McClain & Destiny (J. Footman, J. Wieder), Polydor 14532 (Specialites) Traco, ASCAP, BMI) I DON'T WANT NOBODY ELSE—Rarada Michael Walden (N.M. Walden), Atlantic 3541 (Gratifude/Cotillium, BMI) | 44 | 43 | 7 | | | | | FOXY LADY—Larry Graham with Graham Central Statum (L. Graham) Warner Brot. 8816 |
| 12 11 13 16 14 11 15 16 16 16 16 19 19 19 20 26 26 26 26 | 2 15 0 14 3 13 | (J. Footman, J. Wieder), Polydor (18532 (Specialite) Traco, ASCAP, BMI) I DON'T WANT NOBODY ELSE—Marada Michael Walden (N.M. Walden), Atlantic 3541 (Gratifude/Cotillium, BMI) | | | - | UP - Mass Production (G. McCoy & J. Drumgole), Catalian 44248 | 血 | 87 | 2 | (Ninetees Mighty Foe. SMI) STRAIGHT FROM THE HEART—Tamores (L. Hanks, Z. Grey), Caprint 4703 |
| 13 16 14 13 15 16 16 16 17 11 19 19 20 26 10 26 | 0 14 | I DON'T WANT NOBODY ELSE—Marada Michael Walden (N.M. Walden), Atlantic 3541 (Gratifude/Cotillion, BMI) | - | 46 | 6 | (Allantic) (Two Pepper, ASCAP) CAN'T SHAKE THE FEELING—Beck Family (B. Greene, T. Life, G. Sokolow), Lefount 34003 | 由 | 88 | 2 | (Medad/Trying, BMI) LOVE YOU INSIDE OUT—See Sees |
| 14 11 15 14 16 16 16 17 17 17 19 19 19 20 20 20 20 20 20 | 3 13 | | 血 | 64 | 2 | (Landon) (Mill & Mills BMI) WE ARE FAMILY—Sister Sedge (N. Rudgers, B. Edwards), Coliffien 64751 (Atlantic) (Chic. BMI) | 由 | ntr | ENTRY | (R. Gleb., M. Gleb., R. Gleb), RSO 925 (Drigwood/Unichappell, BMI) WHY LEAVE US ALONE—Fire Special (R. Sanks, T. Green, R. Johnson), Dektra 46032 |
| 15 14 16 16 17 17 17 19 19 19 20 20 20 20 20 | | | 台 | 58 | 4 | RAISE YOUR HANDS—Brick (R. Hagis, R. Raissan, J. Brown), Bang 4852 (CBS) | 4 | 90 | 2 | (At Home/Baby Dump, ASCAP) I CAN TELL—Charmet |
| 16 16 17 11 18 31 19 11 20 26 | 4 12 | | 47 | 47 | 6 | (Warner Brot. / Good High: ASCAP) YOU SAYS IT ALL - Randy Brown | | 30 | | (D. Williams, J. Jamersen Jr.), Ariela 7743 (Kichelle Jamersseise Cat 4, ASCAP) |
| 16 16 17 11 18 31 19 11 20 26 | 4.6 | (B. Edwards, N. Rodgers), Atlantic 3557 Ohic/Cotillion, BMI) HIGH ON YOUR LOVE SUITE—Rick James | 48 | 51 | 5 | (H. Banks, C. Brooks), Parachute 523 (Casablanca) (Irving, BMI) MR. ME, MRS, YOU - Greene De Coco | 血 | 91 | 2 | GOING THROUGH THESE CHANGES— los Simon (P. Mitchell). Spring 194 (Polydor) |
| 19 11 20 20 20 11 20 20 20 20 20 20 20 20 20 20 20 20 20 | | (R. James), Gordy 7164 (Motown) (Jobete, ASCAP) SHINE—Bar Karn | | | | (R.G. Young, H.B. Barnum), Venture 105 (Audio Arts, ASCAP/Madeb, BMI) | 由 | | CHITT | (Muscle Sheals, EMI) RING MY BELL—Anita Ward |
| 19 11 20 20 20 11 20 20 20 20 20 20 20 20 20 20 20 20 20 | | (J. Alexander, L. Dodson, H. Henderson, C. Allen, F. Thompson, M. Beard, L. Smith, W. Stewart), Mescary 74048 (Bar Aays:/Warner-Tamertane, EMI) | 49 | 50 | 9 | DANCE WITH YOU—Carrie Lucas (Nostr Gardner), Lucas), Solar 11482 (RCA) (Spectrum VIII Hindu, ASCAP) | 由 | | TREES. | (F. Kright), Joans 3422 (TK) (Two Kright, BMI) GAME SEVEN—Chuck Brown & |
| 19 15 20 20 | 7 19 | (X. Miller, S. Miller), Salsanul 2078 (RCA) | 50 | 22 | 16 | HE'S THE GREATEST DANCER—Sater Stedge | | | | The Soul Searchers (C. Brown, J. Buchanan, L. Fleming, C. Johnson, D. Tillery, J. Wilder): Source 41013 (MCA) |
| 20 20 | 0 7 | (Lucky Three/Henry Suemay/Ilinchappell, BM() SHAKE—Gap Band (C. Witson), Mercury 74053 (Total Expensence, BMI) | 51 | 45 | 9 | (N. Rodgers, H. Edwards), Catillian 44245 (Chic. 8M1) STRAIGHT TO THE BANK—Bill Summers | 由 | MEA | CATEF | YOU GONNA MAKE ME LOVE |
| 1 20 | 9 13 | | 52 | 37 | 8 | (Chancler, Summers, Washington, Miller), Prestige 788 (Fardasy) (Billsom-Hey Skime, BMI) | - | | | SOMEBODY ELSE—The Asses Girls (X. Gamble, L. Huff), P.I.R. 8-3680 (CBS) (Mighty Three, BMI) |
| 1 20 | | (N. Helms, M. Betler), Tamia 54297 (Motown) (Celgero-EMI/Jobeta, ASCAP) | | | | BY THE WAY YOU DANCE—Bunny Sigler (L. Davis, D. Richardson, G. Bell). Gold Mind 4018 (RCA) (Henry Suemzy Unichappell, BMI) | 仚 | MY | (Kite | DON'T SIT DOWN Dec Edwards (F Jones, D. Jones) Catillian 44249 (Milantic) |
| EUT 26 | 0 9 | HAPPINESS - Pointer Sisters (A. Toursaint), Planet 45902 (Elektra) (Warner Tamorlane Marsaint, 8MI) | 查 | 66 | 2 | DON'T GIVE IT UP—Linda Clifford (G. Askery, L. Clifford), RSO 927 (Mayfield Andrask, BMI) | 由 | NE | EASTRE | (Irving R. Kelley, BMI) YOU NEVER KNOW WHAT |
| | 6 7 | GOOD, GOOD FEELIN'- War (Allen, Brown, Jordan, Miller, Dokar, Rabb, Scott, | 54 | 24 | 19 | OH HONEY - Delegation (Gold & M. Denne). Shadybrook 1048 (Janual). (Screen Germ./EM). EMI) | | | | YOU'VE GOT—Suit & lames (L. Bell, C. James), A&W 2137 (Mighty Three, BM |
| 500 5 | 2 3 | Goldstein), MCA 40995 (Far Dut/Milwaukee, AGCAP/EMI) HOT STUFF—Donna Summer | 55 | 54 | 14 | DON'T YOU WANNA MAKE LOVE-shetgun | 87 | 89 | 3 | THE VERY THOUGHT OF YOU - Abert for (N. Noble), Tomato 10009 (Not Listric) |
| | | (P. Bellette, H. Fatermeier, K. Forsey). Casablanca 978 (Rick's/Stop, BMI) | | | | (E. Lattimore, T. Steels, J.W. Talbert), MCA 12453 (Home Fire Funk Rock/ABC/Dunhill, EMI) | 血 | ntw | EXTEN | FREAKY PEOPLE—Crowd Pleasers (A. Carry, C. Moreland, L. Emmanuel), Westbound 55420 (Atlantic) (Bridgesert, BMI) |
| 面 4 | 1 6 | NOW - McFadden & Whitehead 1 Cohen () Whitehead & McFadden 1 Cohen) | 56 | 63 | 8 | YOU CAN DO IT—At Hudson & The Soul Partners (A. Myers, A. McCord), MCA 12459 | 血 | M | NI I | HEAVEN MUST HAVE SENT YOU - Boome Pointer |
| 24 27 | 7 13 | P1R 3581 (CBS) (Mightly Three, BMI) | 仚 | 67 | 2 | (MCA) (Perkz, BMI) EVERYBODY UP—Onio Ptayers (Ohio Players) Acreta 8408 (O.F.O. BMI) | | | | (E. Holland Jr., L. Dorser, B. Holland) Motows 1459, (Stone Agate, BMI) |
| | | (R. Allen), Stax 3217 (Fantasy) (Stora/Doctor Jack, ASCAP) | 血 | 68 | 4 | BAD FOR ME - Dee Dee Bridgewater (0. Shomas, C. Veal b.) Flektra 46033 | 血 | MEN | ENTRY | MORNING DANCE—Spyre Sprs () Reckenders), leftedly 50011 (MCA) (Harlem/Crosseyed Rear, BMI) |
| 25 25 | 5 8 | (T. Bell, L.M. Bell, C. James), Atlantic 3546 (Mighty Three, BMI) | 血 | 69 | 4 | Office ASCAP) LET ME BE GOOD TO YOU - Lau Rawls (K. Gamble L. Huff), P.J.R. 3684 | 91 | HEW | CHERN | BRING THE FAMILY BACK-BBy Paul (F. Smith, P. Terry), P.J.R. 8-3676 (CSS) |
| 26 25 | 9 9 | SWEETER-Angela Builli | 由 | 86 | 2 | JAM FAN-Boots/s Bubber Band | 92 | HEN | (NIN) | (Mightly Three, BMI) LET'S GET WET-Prince Phillip Mitchell |
| 27 2 | 1 11 | (G. Guthen, P. Grant), Arista/GRP 2500 (Pernambra, BMI) TAKE ME HOME—Our | 仚 | 71 | 2 | (W. Colliets, G. Chieton, P. Collies), Warner Bros. BELB (Rubber Band, BMI) ANYBODY WANNA' PARTY—Cloria Carner | 93 | ntw | LEITT | (P Mothell), Atlantic 3569 (Not Shuff, BMI) ONE MORE MINUTE—St. Transit |
| ☆ 34 | | (M. Aller, H. Esty), Casablanca 365 (Hick's BMI) | 由 | 73 | 6 | (D. Fekaris, F. Pemen), Folydor 14558 (Ferren Vibes, ASCAP) | | | | (D. Jordan, S. Blue), Butterfly 10 (Heath Levy April, ASCAP) |
| | | PARTY — RC & The Sunshine Band (H. W. Cater, R. Finch), Tr. 1033 (Sherlyn/Harrick, fiMI) | | | | DANCER—Gine Soccie (G. Soccie), NTL EIST (Warner Brin.) (Good, Flavor Songs, Inc. San Clester, Shedusc, ASCAP) | 94 | 53 | 9 | ANY WAY YOU WANT IT—Exchantment (E. Johnson), Roadshow 11481 (RCA) (Desert Rain/Sky Tower, ASCAP) |
| 29 11 | 8 12 | | 63 | 70 | 4 | RUMPOFSTEELSKIN — Parliament (G. Chiefon, W. Californ), Camebianca 978. (Rubberband, BM/s) | 95 | 65 | 5 | FIRST COME, FIRST SERVED-Rose Repo |
| 20 | | (Cotgerns EMI/Spec a-life, ASCAP/Screen Gems EMI/Traco, EMI) | 仚 | 74 | 5 | SHOW TIME—Undeputed Truth (N. Whatherd Whatherd \$2.0.) (Warner Thorn) | 96 | 60 | 9 | (May Twelfth/Warner Tamerlane, BMI) AM 1 TOO LATE—Guitys Knight |
| 30 33 | 3 8 | SATURDAY NIGHT—T-Connection (T. Cosklay), Dush 5051 (TK) (Sherlyn/Decibel, DMI) | 仚 | 75 | 2 | (May Twelfth Warner Tamerlane, BMI) EYEBALLIN' — Heatware (R. Temperlan), Eye: 8 50699 (Almo, ASCAP) | | | 1 | (J. Hurt, L. Keith). Columbia 310522 (House of Godi/Windchime, BMI) |
| 31 32 | 2 8 | IN THE NAVY—Willage People (J. Morali, H. Helofo, V. Willia), Casablenca 973 (Cast' Stop. HM) | 仚 | 76 | 3 | NIGHT DANCIN'-Take Boom | | 1000 | 15 | (E. Duke), Epic 850060 (Mycense, ASCAP) |
| ☆ 38 | 8 6 | | 由 | 77 | 4 | SAY WON'T CHA - Checkete Mile (J. Smath III. A. Castenell, D. Inchants. | 98 | 40 | 14 | (Matthew, Turnier), Som/Columbia 3 10854 (Mideb/Eric Matthew, ASCAP) |
| 33 31 | | S D R(M , ASCAP) | 4 | 70 | | F. Richard, N. Williams, M. Tio, R. Dabon), RCA 11547 (Marsaint, RMI) | 99 | 99 | 5 | WORK IT OUT-Breakwater (N. Williams Ir.), Arista (HO4 (Breaksongs, BMI) |
| | 1 10 | (F. Juhnsen), Collembia 3-10971 (Stone Diamond Music Corp. Sung Teilors Music Co. Inc., BMI) | 血 | 78 | 3 | (N. Harris, R. Tyron), Gold Mond 9507 (RCA) (Not Listed) | 100 | 92 | 10 | KEEP YOUR BODY WORKING-Kleener (N. Durham), Atlantic 3559 (Kleener, BMI) |

MAY 12, 1979,

Controversy Besets Promoters' Segment Of Black Music Assn.

· Continued from page 1

Williams, a member of the Georgia State Legislature, is calling an emergency meeting of black promoters Tuesday (8) at Philadelphia's Fox Trap disco to map a nationwide plan of action.

United Black Concert Promoters was formed April 25 at Black Music Assn. sponsored meeting at the Fox Trap. The new organization, to be headed by Philadelphia area promoter and radio personality Georgie Woods, is establishing a funding pool to hire a full-time staff and possibly set up a promoters' credit union.

But the Rev. Williams, who attended the meeting, felt that immediate action must be taken before most major attractions begin their summer tours. In a three-page letter addressed to Black Music Assn. president Kenneth Gamble and mailed to all attendees, Williams called for more drastic measures.

"As long as black concert promoters are denied their constitutional rights to promote big white acts, white promoters should not be allowed to hog the promotion of big black acts," Williams said in his letter.

He proposed a four-point program to deal with the problem:

"(1) We immediately demand all parties involved in any aspect of promoting black acts to show equal respect for black and white promot-

"(2) We demand that black acts make it incumbent upon their booking agents and managers to deal equitably with qualified black promoters.

"(3) We should issue a nationwide ultimatum to all white promoters that big black acts are off limits as long as big white acts and/or agents reject black promoters.

"(4) Immediately choose and go to work on some worthy opponents among the major black artists who do not do business with black promoters. Williams specifically suggests Teddy Pendergrass, who is produced by Assn. head Gamble.

Williams asked Gamble for a response to his letter by Tuesday (1). But Assn. executive director Glenda Gracia, who said the letter did not arrive at the organization's Philadelphia headquarters until Monday (30), said the Assn. would not be able to deliver such a hasty response.

Gracia said that a reaction to the Williams letter would be drafted May 17 in Washington at an already scheduled meeting of the United Black Concert Promoters. According to Gracia, "A reaction that is not carefully thought out would be inappropriate for this organization."

Williams feels May 17 will be too late. "That is not soon enough to save some of the dying black promoters in this country," Williams laments. "Most of the major black acts will be well into their tours by then." "I feel the Black Music Assn. is shirking its responsibility," Williams adds. "We will have to move forward without them."

Additional points made in his letter to Gamble involve in addition to "picketing and boycotting shows by any black act that fails to cooperate, a boycott of their records nationwide."

Williams also wrote that "shows of white promoters failing to cooperate would also be boycotted nationwide" and that black acts that "allow whites to promote them would be subjected to punishment" (boycotts of their shows and records.)

"If we tumble the 'giants,' the 'midgets' will automatically fall in line," Williams wrote.

Williams also says in his letter that Georgia Woods "suggested we get started in Philadelphia. If that is the case, I would suggest the first barrier of racial-economic injustice to be torn down would be to gain black promoters the opportunity to promote concerts in the Spectrum."

Williams wrote that if the Black Music Assn. is not quite ready "for this type of front-line action, we should immediately confer on some inseparable agency to wage an allout nonviolent war on the acute injustices being perpetrated on black promoters."



SHAKE IT—Apollo entertains customers at downtown L.A.'s Freeway retail record shop during a special Motown day.

Other Motown acts on hand included Bloodstone, Tata Vega and High Inergy.

Soul Sauce

• Continued from page 40

companies involved are under the MCA umbrella.

Tyrrell plans a major announcement concerning his new company May 21 in New York. He also will be based in New York.

MCA Records and the Soviet Consulate in San Francisco scheduled a press conference for B.B. King Friday (4). King, who recently became the first American blues artist to tour Russia, was to talk about his Soviet tour and his reaction to the acceptance he received.

The Soviet Consulate General was to discuss the cultural relationship between the Soviet Union and the U.S.

Third World Band, Inner Circle, Burning Spear, the Mighty Diamons, Lloyd Parkes & We the People Band, Joe Higgs, Byron Lee & the Dragonaires, Israel Vibrations, Ras Michael & the Sons of Negus, Junior Tucker and Toots & the Maytals are among the performers slated to perform July 3-7 at Montego Bay, Jamaica.

The festival, Reggae Sunslash II, will be produced by Synergy Productions Ltd., and promoted by the Jamaica Tourist Board.

Barbara Kennedy, former personal manager of Philadelphia International's O'Jays through her BK Management, Inc., firm, is again on the scene managing acts. . . B.B. King was joined onstage at Atlanta's Great Southeast Music Hall (April 19) by Eric Clapton for a 30-minute jam.

Diana Ross, who had completed her show earlier that evening also was onstage, along with Ryon O'Neal, K.C. & the Sunshine Band members and William Bell.

Whatever Happened To Oscar

Brown Jr.? ... Although Brown has had 10 LPs, with his biggest hit a single called "The Lone Ranger" in 1974, he has not recorded in five years, His last LP "Fresh" was produced by Jerry Butler.

According to Oscar, he has been gypsying around the country performing periodically and he has written seven stage properties including six musicals.

He recently relocated from the West Coast to Washington, D.C., and notes that he is looking for a record deal. He was formerly signed to Atlantic and Columbia.

Also, Brown has secured the services of Barbara Harris, former director, East Coast operations, ABC Records, to represent him in all areas. Harris recently formed Barbara J. Harris Associates, Inc., based in New York.

Remember . . . we're in communications, so let's communicate.

Soul LPs.

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|--------|------|----------|--|-----------------|--------|----------|---|
| Week | Week | on Charl | a-STAR Performer-LP's registering greatest proportionals opward prog- ress this week TITLE | Week | Week | on Chart | TITLE |
| This w | Last | Weeks | Artist, Label & Humber (Dist. Label) | This W | Last W | Weeks | Artist, Label & Number (Dist. Label) |
| 山 | 5 | 12 | WE ARE FAMILY Sister Stedge, Cotolion | 39 | 34 | 6 | OUTLINE Gino Soccio. |
| å | 2 | 7 | SD-5209 (ANIAMIC) DISCO NIGHTS | 40 | 41 | 6 | Warner Bros. RFC-3309 FEEL NO FRET |
| 3 | 1 | 25 | G Q , Arrota A6 4225 2 HOT | 41 | 39 | 29 | Average White Band, Atlantic SD 19207 CRUISIN' |
| 4 | 3 | 14 | Peaches & Herb. MYP/Polydon PD 1-6172 BUSTIN' OUT OF L SEVEN | | 33 | 23 | Village Feople, Cesablanca NBLP 7118 |
| | , | 17 | Rick James, Gordy G7 984 (Motown) | 42 | 46 | 14 | MADAME BUTTERFLY Tavares, Capitol SW 11874 |
| 5 | 4 | 23 | DESTINY Jecksons, Epic JE 35552 (CRS) | 43 | 43 | 9 | FOLLOW THE RAINBOW George Duke, Epic JE 35701 (C85) |
| T | 9 | 4 | ROCK ON Raydin, Arista All 4212 | 44 | 44 | 9 | OF ENCHANTMENT Enchantment Readshow |
| 7 | 7 | 5 | INSPIRATION Maze, Capitol SW 11917 | 45 | 42 | 14 | BXL1 3269 (RCA) SOMEWHERE IN MY |
| 8 | 6 | 8 | CHARGE BERSON, Warner Bros. 2858, 3277 | | | | Phyllis Hyman, Arista AB-420 |
| ☆ | 11 | 7 | IN THE MOOD WITH TYRONE DAVIS | 46 | 38 | 25 | BOBBY CALDWELL Bobby Caldwell, Clouds 8804 (TK) |
| 10 | 8 | 14 | Tyrone Davis, Calumbia IC 35723 FUNK | M | 57 | 2 | A MOMENT'S PLEASURE Millie Jackson, Spring SP-16722 (Polydor) |
| | | | Instant Funk, Salsoul SA-8513 (RCA) | 血 | 59 | 2 | GROOVIN' YOU Harvey Mason, Arista AB 4277 |
| 11 | 12 | 5 | I LOVE YOU SO Natalie Cole, Capital SO-11928 | 49 | 49 | 7 | I'VE ALWAYS WANTED TO SING |
| 山 | 17 | 5 | MUSIC BOX Exelyn "Champagne" King. RCA AFL I 3033 | | 50 | | Bunny Sigler, Gold Mind GA 9503 (RCA) |
| 仚 | 16 | 4 | HOT NUMBERS | 50 | 50 | 34 | Donna Sommer, Casablanca NBLP 7119 |
| 14 | 14 | 4 | GO WEST Village People | 51 | 47 | 14 | ENERGY Pointer Sisters, Planet P.1 |
| 15 | 13 | 21 | Casablanca NBLP 7144 CROSSWINDS | 仚 | 62 | 7 | (BektrAsylum) IT'S ALRIGHT WITH ME |
| 由 | 19 | 5 | Peabo Bryson, Capitol ST 11875 THE MUSIC BAND | 53 | 48 | 3 | Putti LaBelle, Epic JE 35777 (CBS) LAND OF PASSION Hubert Laws, Calumbia JC 35708 |
| 曲 | 22 | 4 | THE MESSAGE IS LOVE | 54 | 54 | 27 | CHERYL LYNN Cheryl Lynn, Columbia IC 35486 |
| 10 | 15 | | Barry White, Unlimited Gold JZ 35763 (CBS) | 由 | | tent | ANY TIME, ANY PLACE Dismutics, MCA AA 1125 |
| 18 | 15 | 11 | AWAKENING Narada Michael Welden Atlantic SO 19222 | 56 | 51 | 5 | IN THE PUREST FORM Mass Production, Atlantic SD-5211 |
| 血 | 36 | 3 | PARADISE Grover Washington Jr., | 57 | 63 | 5 | MORNING DANCE Spyro Gyra, Infinity INF-9004 |
| 20 | 20 | 6 | LOVE TALK | T | | LMINES | WHATCHA GONNA DO WITH MY LOVE Stephanie Milita |
| 仚 | 25 | 4 | Manhattans, Colombia IC-35993 EVERYBODY UP Ohio Players, Arista A8-4226 | 59 | 53 | 11 | 20th Century 1 583 (RCA) BREAKWATER |
| 22 | 21 | 24 | | 60 | 45 | | Breakwater, Arista AB-4208 KEEP ON DANCIN' |
| 23 | 18 | 18 | | 1 | | | Gary's Gang Sam/Celumbia 3C-35793 |
| 24 | 10 | 10 | T.364 (Motown) KNOCK ON WOOD | 61 | 55 | 23 | SHOT OF LOVE Lakeside, Solar Solar BXL 12937 (RCA) |
| 由 | 30 | 6 | Amii Stewart, Ariola SW 50054 LET ME BE YOUR WOMAN | 62 | 61 | 51 | SMOOTH TALK Evelyn "Champagne" King |
| 26 | 24 | 9 | FEET DON'T FAIL ME NOW | 63 | 56 | 22 | MOTOR BOOTY AFFAIR |
| 27 | 23 | 13 | Herbie Hancock, Columbia IC-15764 PROMISE OF LOVE | 由 | 74 | 2 | Parliament, Casablanca NRLP 7125 WILD & PEACEFUL Teena Marie, Gordy |
| 28 | 27 | 6 | Delegation, Shadybrook 010 ALTON McCLAIN & | 65 | 64 | 37 | G7-986 (Melown) SWITCH |
| | | | DESTINY Alton McClain & Destiny | 66 | 58 | | HOLD YOUR HORSES |
| 29 | 29 | 14 | | 1 | | | First Choice, Gold Mine - GA 9502 (RCA) |
| ☆ | 40 | 2 | SOUL SEARCHERS Source SOR 3076 (MCA) STARS | 67 | 68 | | TRY MY LOVE Tata Vega, Tamia T7-360 (Motown) MILKY WAY |
| 31 | 31 | 15 | Sylvester, Fantasy F 9579 | 69 | 60 | | Chocolate Milk, RCA AFL1 3081 |
| 32 | 32 | 19 | Gioria Gaynor, Polydor PD1 5184 BELL & JAMES | | | | Randy Brown, Parachelo RRLP-9021 (Canablanca) |
| 33 | 33 | 5 | Bell & James, AAM 4728 WHISPER IN YOUR EAR | 70 | 75 | | SKYY Skyy, Sahoul 8517 (RCA) |
| 34 | 35 | 11 | TAKE ME HOME | 71 72 | 66 | 30 | Harry White. 20th Century T-571 DANCIN' ON THE CEILING |
| 仚 | 52 | 3 | GAP BAND | 12 | | | Beck Family, Le Joint LEJ-17001 (Lundon) |
| 36 | 26 | 19 | T-CONNECTION T-Connection, Dash 30009 (T.K.) | 73 | | 130 | Bar Kays, Mercury SRM 1-3732 |
| 37 | 37 | 12 | | 74 | 71 | 19 | Richard Pryor, |
| 38 | 28 | 13 | CONTRACTOR OF THE PROPERTY OF THE PARTY OF T | 75 | 70 | 9 | Warner Brox BSN 3364 LET THE MUSIC PLAY |

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Kenny Rogers Tops In Country

Continued from page 4

movie actor and country singer, won the Pioneer Award for his contributions to country music, while Joseph Cates, the tv producer responsible for bringing scores of country music shows to network tv. was presented the Jim Reeves Memorial Award

Awards given off camera at a dinner following the telecast included radio station of the year, KVOO-AM, Tulsa, and that station's Billy Parker as deejay of the year. For the 12th year in a row, North Hollywood's famed Palomino Club scored as country night club of the year.

The Original Texas Playboys won as touring band of the year, and the non-touring band selected was the Rebel Playboys with Danny Michaels.

Tv show producers were Al Schwartz and Gene Weed, with Dick Clark as executive producer and Tim Kiley as director.

Though many of the show stretched the boundaries of what's considered country, it did provide for a diversity of talent exemplified by such a unique pairing of presenters as Freddy Fender and Charo. Taped appearances by the Dallas Cowboy Cheerleaders added nothing to the country slant and did little for talent.

It was an obvious attempt to get viewers' minds off the fact that "Charlie's Angels" was another viewing option opposite the awards.

Digital Session By NARAS In N.Y.

NEW YORK-A digital recording seminar conducted by Dan Gravereaux of the CBS Technology Center is being presented by the local chapter of the National Academy of Recording Arts & Sciences Wednesday (9) at 229 W. 43 St. in the ninth floor theatre of WOXR. The session will run from 8-10 p.m.

The seminar is being slanted toward the layman, rather than the professional recordist, and will cover all areas of the digital recording process. Several question and answer breaks will be held.

The fee for the seminar is \$2.50 for members and \$6.50 for non-members in advance. Those who pay at the door will pay 50 cents more in each case. Advance fees can be made through the New York Chapter, NARAS, 14 E. 53 St.

The show ran behind during the first of its two hours, but ended on the money after officials hastily made some dramatic cuts, including the biographical introduction to Cates who mentioned the omission. Some of Roy Clark's cue cards were also taken, leading to some hectic moments that Clark, as usual, handled masterfully.

Though the flow was sometimes jerky, the show did manage to showcase effectively some of the brighter talents representing the many facets of country music. Confee was a standout in his brief stint, and the talent of the new performers indicates the reservoir will be full for

similar telecasts in the coming years.

Clark, Schwartz and Weed will soon meet with NBC network officials to run a post-mortem on the show, reviewing ratings and deciding on the fate of a similar program for next year. The session will take place after the ratings are in.

"I'm hopeful that NBC liked it well enough so it will want to continue it," commented Fran Boyd, executive secretary of the Academy of Country Music. The Los Angelesbased organization noted that its entry was the only live network twohour show on the air. (The annual Country Music Assn.'s awards show runs 90 minutes.)

PRO ARTS TESTING ENDS

24 Lyrics On Posters Now **Being Marketed Nationally**

NEW YORK-With a fourmonth test phase completed, the first 24 in a series of Lyrical Notes posters are ready for national marketing.

The series, developed by Pro Arts Inc. and sold through the Fan Club Corp. of America in Medina, Ohio, features the lyrics to well known contemporary and standard copyrights along with appropriate fourcolor artwork. The 20-inch by 28inch posters sell for \$2.50.

Based on reaction at the recent NARM convention, the College Book Store Show in New York and the Stark Records meeting in Akron. Fan Club is lining up a national network of sales reps, according to David Dangel, sales manager.

"We have been particularly encouraged by Saturday test sales in mall locations, where we simply set up easels in the center of the malls," Dangler states.

"We now know we can merchandise the posters through racks, mixing more current lyrics along with standards, so universal have we discovered the concept to be."

Dangel feels the Lyncal Notes have a greater permanence than personality posters (also made by Pro Arts) in that they are not at the mercy of a performer's recording Success.

In addition to sales reps, the company is presently negotiating with record and sheet music distributors.

"We also expect to deal with inde-

pendent people who sell accessories and promotions to record stores." Dangel adds.

The company has also lined up 80 additional lyrics with various music publishers, who, along with the writers, are printed at the bottom of the posters. "Publishers receive a royalty off each poster," Dangel notes.

Cap's Sampler LP On Sale To Public

LOS ANGELES-Capitol Recprint ads for artists in Sporting News, Rolling Stone and Ampersand that are tagged with a coupon to inviting readers to send in \$2 for a sampler album.

It is believed to be the first time the label has offered a sampler to the general public. Previously Capitol has issued samplers of various types for promotional channels.

The sampler is called "Fresh Aire" and contains cuts via a double LP from various and current Capitol product.

Included in the sampler are McGuinn, Clark & Hillman, Anne Murray, Bob Seger, Glen Campbell, Gonzales, J. Geils Band, Peabo Bryson, Chip Taylor, Bob Welch and Marshall Hain among others:

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Tape/Audio/Video



Inventor's Award: Claude Brunner and Tim Kunish of St. Louis-based CMC Stereo Centers, second and third from left, are flanked by BASF's Jerry Shields, left, and Jim Walker, at presentation of the German blank tape firm's first "Inventor's Award" (with piece of original magnetic tape) for excellence in merchandising and distribu-



Sony Promotion: Typical in-store display of two-month "Tape Better For Less" Sony magnetic tape division promo include wall display banners and counter display. Through May 20, dealers and distribs ordering 24 HF series cassettes got 12 tapes as a free bonus.



Cassette Kudos: Jim Swallen, operations manager of Ohio's Swallen's chain, left, congratulates Pete Rowe of Memorex on the debut of new High Bias cassette during a recent Tape Extravaganza at the Cincinnati store, as audio buyer Jim Schneider looks on.

Technics Launches Natl Disco Dance Competition

Continued from page 34

Local dealers will tie-in to the competition in their respective areas, with each winning dance team awarded a Technics receiver.

All winners will be flown to Vegas for the competition finals, to be judged by a panel of celebrities, with the grand prize a week-long engagement in one of the city's top casino shows. Additionally, each member of the winning team will get a complete Technics hi fi system.

The competition, to be coordinated by TRG Communications and backed by local and national advertising and promotional efforts, is termed "a natural extension of the relationship between Technics and discos across the country" by Jeff Berkowitz, Panasonic vice president and general manager of the home audio and Technics division.

He cites the popularity of the company's direct drive turntables, as noted in Billboard's just published third annual disco audio usage equipment poll which showed Technics brand preference rising to 70% in 1978 from 62% the year before

Also noted in the club usage poll were Technics/Panasonic tape decks, increasing to 6.8% of responding clubs, and the firm's power amplifiers, mentioned for the first time.

"We are happy to join with Paul Anka and Jubilation in this salute to the talented dancers who emerge from local discos across the country," Berkowitz notes, seeing the promotion as a fine way to link the company even closer to the disco market.

Market selection and designation of host clubs is now underway, according to a Technics spokesman, with further details of the competition to be announced in the near fu-

'Sound Us Out' Is JBL Theme

LOS ANGELES-JBL is conducting a new "Sound Us Out" campaign, a major marketing effort for the speaker maker's consumer line aimed at increasing total factory sales, individual dealer profit and trade awareness of JBL products.

The promotion was introduced to principals from each of JBL's rep organizations nationwide at a recent meeting held in Los Angeles.

Key elements of the three-monthlong spring-time campaign are increased promotional allowances: special traffic building advertisements in national consumer publications featuring lists of all participating dealers, a sales incentive contest. with prizes to consist of JBL L220 loudspeaker systems and all-expenses-paid trips to Los Angeles.

Disco Promo: Andy Anka, right, manager of son Paul's Jubilation disco in Las Vegas, cues up a Technics turntable for Isaac Levy, the hi fi firm's Western States sales manager. Technics is launching a nationwide disco dance contest, with the finals held at the club during the 1980 Winter CES.

NEW 'METAL' & MORE COMPETITION Blank Audio / Video Tape Boom By STEPHEN TRAIMAN

NEW YORK-The number of new audio and videotape lines available on the U.S. market since last summer is indicative of the continuing growth of the blank home recording business here, and the heightened competition, particularly at the quality end of the indus-

Since the last product grid of list price brands ran in Billboard's Blank Tape Spotlight (Aug. 27. 1978), the advent of metal-particle audio cassettes, expansion of the home video machine population, and the anticipated debut of major American and European competition in the premium audiotape area has surfaced

The reason is obvious in the figures for 1978 compared to 1977 in terms of factory unit shipments and estimated retail value in both audio and video configurations. And projections for 1979 show the upswing is continuing, although economic factors may be affecting multi-unit purchases.

In cassettes, the 220 million units shipped last year represent a 10% increase from 1977, but the premium ferrite (cobalt, gamma ferrite, high coercivity) products were up 12.5% to 90 million units. With premium chromium dioxide up 12.5% to 9 million units, and ferrichrome showing a 10.7% gain to 7 million tapes, the 106 million "premium" tapes almost equal the 114 million promotional ferrite shipments (average \$1.60 unit price), up 7.5% from 1977 totals.

The dollar figures for cassettesby far the biggest growth segmentare even more significant, with the total \$564 million estimated retail value a staggering 74% over the 1977 figure. This is due, in part, to an underrepresentation of 1977 totals, as well as a more accurate unit price breakdown in compiling the figures by Merchandising, Billboard's sister publication, as extrapolated in the just published Billboard 1979 Tape/ Audio Video Market Sourcebook

While cassettes are up, both 8track and open reel unit shipments are down, although dollars are up in both configurations. An estimated 32 million 8-tracks were shipped, a 5.4% dip, with retail value up nearly 10% to \$77 million. In open reel, 11 million factory units represent a 10% decline, while retail value rose 65%

to \$69.1 million. The latter is due both to a better unit price breakdown, and a less significant decline in premium products, as compared to promotional-priced reels.

Videotape growth is even more dramatic, as the machine population builds for the half-inch Beta and VHs format machines. More than 5.5 million 1978 factory shipments are estimated, an 83% gain, while retail value more than doubled to \$95 million. Forecast for 1979 is close to 7.5 million, with duplicating demands upping the total to 10 mil-

Late-arriving VHS tapes are (Continued on page 46)

Sound Waves FCC Proposal Could Eliminate FM Stereo

Continued from page 17

past president, observes that while most broadcasters can't believe the FCC would go to 100 kHz, "everyone should take the 150 kHz spacing proposal seriously, with the effects this would have on the quality of the FM signal."

The economic ramifications would also be far-ranging, with costs alone astronomical. Most presently operating transmitters would require modification, while a large number would need to convert operating frequencies to comply with a reallocation of the FM band

Many existing receivers and FM tuners would not function properly with a bandwidth reduction. The new high-end digital synthesis FM tuners, designed for a 200 kHz bandwidth, would immediately be obsoleted, just as they are being introduced by an expanding number of hardware firms.

The Commission has had the matter of bandwidth reduction under consideration since 1975 when the office of the chief engineer released a report titled "FM Broadcast Channel Frequency Spacing."

And an FCC source confirms that the Commission is now seriously considering the proposal for bandwidth reduction.

Torick notes that the FCC has asked for funding of a preliminary study "to examine the feasibility of reducing FM channel spacing investigate the effects on receivers and stereo broadcasting ... evaluate the tradeoffs between interference and station coverage also investigate proposed quadraphonic systems

to which will be compatible with reduced channel spacing."

In a related matter the National Telecommunications & Information Administration of the Commerce Dept. on April 17 filed a petition to the FCC for rulemaking on proposals including reduction of the FM bandwidth to get more stations on

The reason for FCC consideration of such drastic proposals is largely due to today's fierce competition for the RF (radio frequency) spectrum Vying for the airwaves are not just the commercial broadcasters, but also private industry, the communications industries, various government agencies including the Defense Dept and more recently the private citizen who has discovered CB or is "graduating" to ham radio operation.

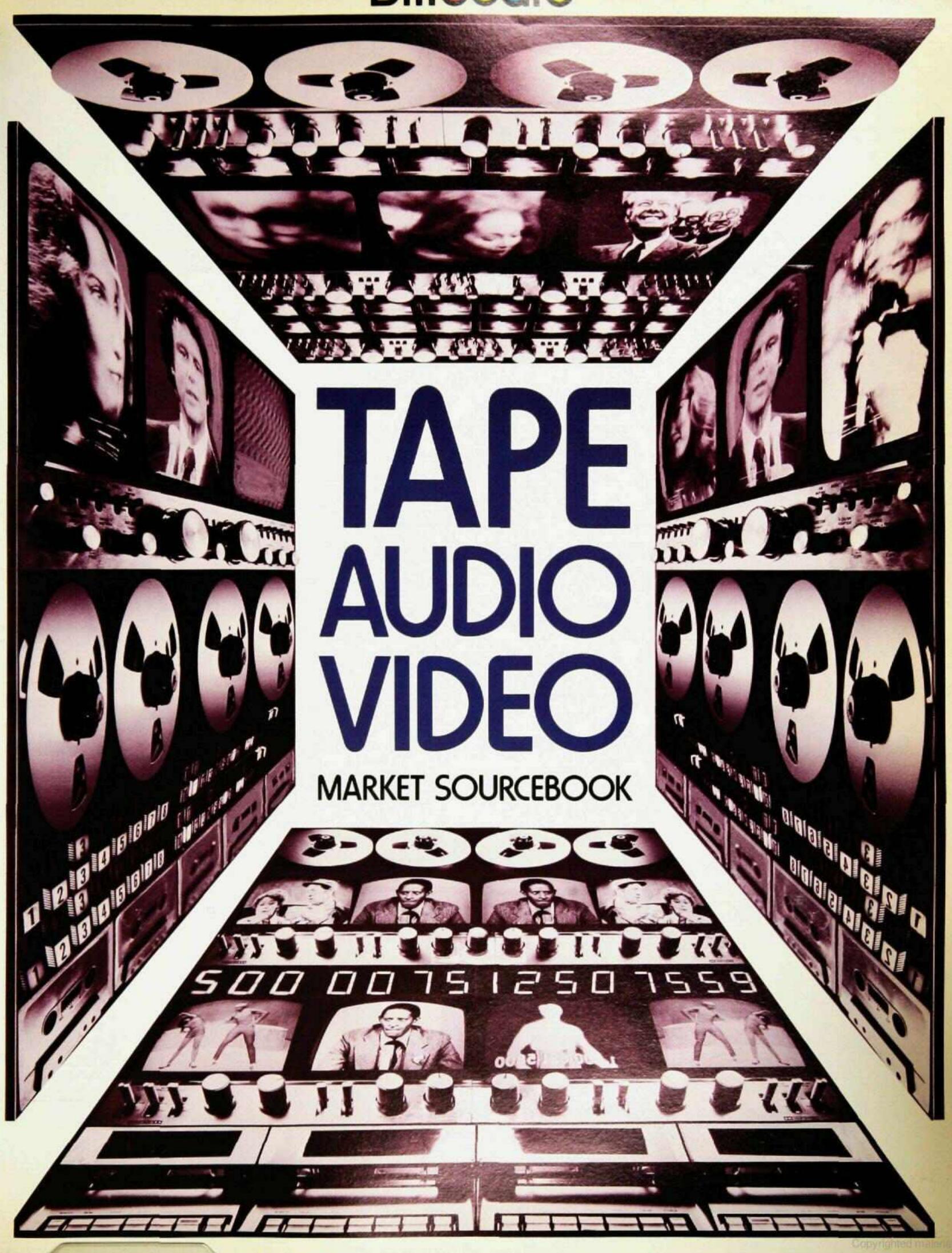
The significance of the proposal to the hardware and record industries, as well as broadcasting, thus has the FCC puzzled over the lack of response to its Notice of Inquiry-

As the proposal appeared within an FCC document concerning quad broadcasting, virtually a dead issue with a large segment of all three mdustries, it was probably overlooked as a concern indigenous only to quad.

Ironically, discrete (4-4-4) quad broadcasting (for which the FCC seems to have some preference) is least affected by an FM channel bandwidth reduction.

Stereo and mono transmissions are most seriously degraded by a 25% reduction, or in the case of (Communa on page 45)

Billboard





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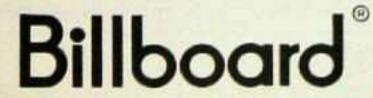
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A new focus on the expanding professional and semi-pro audio markets, and the emergence of a potentially huge home video mart are highlighted in this 1979 edition of Billboard's Tape/Audio/Video Market Sourcebook. The emphasis remains on tape hardware and blank tape, but separate listings of audio and video equipment manufacturers reflect the growth of video as a separate entity, in both the professional and consumer areas. In audio, the emphasis is shifted more to

those professional and semi-pro market segments covered by Billboard, including studio, broadcast, disco, home recording and the high-end hi fi segment that is the prime purchaser of audiophile recordings.

. In video, the extension of videocassette recorder penetration, and the launching of the first consumer videodisk system, is documented in the first comparison of sales of Beta and VHS format videotape recorders and blank tape.

· Video Libraries is a new listing with information on nearly 100 manufacturers and/or distributors of prerecorded video programming in all entertainment topics and duplication formats, as more traditional record/ tape chains are adding this new configuration to their sales mix. Of more than 1.2 million units sold in 1978, however, more than two-thirds or 810,000 were Xrated.

· Blank tape information is expanded with a grid comparing all list prices on branded-manufactured or marketed-audio and video formats. This is updated from Billboard's annual Spotlight on Blank Tape last August, as provided by manufacturers or marketers.

 International listings are broadened to include information on three additional countries for all product, equipment and service categories-France, Switzerland and Belgium.

 Updated tables of 1978 versus 1977 figures on factory shipments and retail value of blank audio and video tape, tape hardware, audio components, home videotape recorders and autosound are based on data from Billboard's sister publication, Merchandising (from industry, EIA/CEG and Commerce Dept. sources), with extrapolations by Billboard.

· Blank audiotape growth continues to reflect the expansion of the premium market-particularly in cassettes- while 8-track and open reel volume declines as these formats are giving way to dramatic cassette improvements. New metal-particle cassettes, representing another technology advance, went on the market from 3M with the first decks in Japan in December 1978 and the U.S. this spring, and will be reported in the next update. Premium formats show the biggest percentage jump for cassettes, and the smallest drops for 8-track and open reel. Overall audiotape volume was up 10% in 1978 to 220 million units.

In retail value, the rather significant jumps in total dollars reflect both a more accurate breakdown of average unit price in all formats-premium vs. promotional linesand an undervaluation in 1977. The \$710 million estimated retail value in 1978 is thus significantly above the 1977 figure.

 The blank videocassette mart also shows dramatic unit sales and retail dollar growth, as the home VTR market began to expand rapidly in 1978. One million households are projected by the end of 1979, just three years after the first Betamax was introduced and twice as fast as color television household penetration in its in-

The Beta lead in 1978 volume reflects that format's earlier start, but VHS units should match or exceed the Beta figure in 1979 as the latter configuration is taking a higher overall market share. The higher per unit price of VHS tapes is noted in the overall retail value figures. Totals are impressive—overall unit volume up 83% to 5.5 million tapes, and retail value more than doubled to \$95 million.

 Home VTR figures show a 79% jump to 402,000 factory shipments in 1978. with a 44% dollar value increase to more than \$356 million. With twice as many units sold, VHS format machines took 69% of the unit share and 67% of the retail dollar mart, with the RCA VHS units (built by Matsushita) virtually tied for market share lead with the Sony Betamax.

 More than 61,000 home video cameras were sold in 1978, about three to one black & white over color, with a value of nearly \$31 million in the growing "home tapies" mart. Large screen projection tv zoomed to 54,000 units worth more than \$124 million, for both home and in-store promotional use.

 In audiotape hardware, growth of cassettes at the expense of 8-track and open reel is documented by factory shipments in all configurations. Cassette tape decks were up 17% in factory shipments and 18% in retail value over 1977, with portable cassette machines ahead 10.5% in units and 23% in retail value, the latter reflecting more sophisticated recorders, including stereo models.

 The continuing expansion of cassette audio—and now video—recording hardware brings the so-called "home piracy" question to more attention, not only in the U.S. but also in every major world music market. The first phase of the Universal/ Disney suit vs. Sony and its Betamax alleging movie copyright infringement is over. with no definitive ruling anticipated since the trial judge drastically narrowed the issues. But the State of California is considering the first tax on blank tape and the U.S. Copyright Tribunal is expected to take up the question of home taping effects on royalties later this year. Both situations are evidence that the possibility for a levy on consumer audio and video blank software and recorders is more likely in the future.

 The extension of premium tape sales—due in part to the growing demand for better recordings than exist on most disks-is finally having impact. The first commitments of major labels in the U.S. and abroad to digital recording, direct-to-disk and superfi mastering are a long overdue acknowledgement that a market exists for (Continued on page TAV-4)

Stephen Traiman is Billboard's Tape/Audio/Video and Financial Page Editor.

| 3LANI | KTAPE | | |
|-------------------------------------|---|--|-----------------------------|
| FA | CTORY SHIPMENTS* AUDIOTA | PE UNIT SALES BY TYP | E |
| 1978 Units | | 1977 Units | % Change |
| 114,000,000 |) Promotional Ferrite | 106,000,000 | % 7.5% |
| 90,000,000 | | 80,000,000 | +12.5% |
| 9,000,000 | | 8,000,000 | + 12.5% |
| 7,000,0000 | | 6,000,000 | +10.7% |
| 220,000,000 | TOTALS | 200,000,000 | +10.0% |
| New York | 8-TRACK CART | RIDGE | |
| 19,000,000 | Promotional Ferrite | 19,627,000 | - 3.2% |
| 13,000,000 | Premium Ferrite* | 14,213,000 | - 8.5% |
| 32,000,000 | TOTALS | 33,840,000 | - 5.4% |
| | OPEN REE | EL | |
| 2,000,000 | Promotional Ferrite | 2,450,000 | -18.4% |
| 9,000,000 | Premium Ferrite* | 9,800,000 | - 8.2% |
| 11,000,000 | TOTALS | 12,250,000 | -10.2% |
| obalt, Gamma F | errite, High Coercivity, Etc. | and the last training | |
| 263,000,000 | ALL AUDIOTAPE TO | TALS 246,090,000 | + 6.9% |
| 1978 \$564,000,000 77,000,000 | Cassettes | 1977 \$324,000,000 70,387,000 | % Change + 74% + 9.9% |
| 69,100,000 | | 41,895,000 | +65% |
| \$710,100,000 | TOTALS | \$436,282,000 | + 63% |
| | 1978 AVERAGE UN | IIT PRICE® | |
| | Cassettes-Promotional | \$1.60 | 1000 |
| | Cassettes—Premium* | 3.60 | |
| | All Cassettes | \$2.56 | |
| | 8-Tracks—Promotional | \$2.00 | |
| | 8-Tracks—Premium | 3.00 | |
| | All 8-Tracks | \$2.41 | |
| | | \$3.50 | |
| | Open Reel-Promotional | 0.000 | |
| HA P | Open Reel-Premium | 6.90 | £3.5. |
| remium include | Open Reel — Premium All Open Reel | 6.90 \$6.28 | oercivity, Etc. |
| | Open Reel-Premium | 6.90 \$6.28 t, Gamma Ferrite, High C | |
| | Open Reel—Premium All Open Reel s Chrome, Ferri-Chrome, Cobalt CTORY SHIPMENTS* VIDEOTA | 6.90 \$6.28 t, Gamma Ferrite, High C | E |
| FA | Open Reel—Premium All Open Reel s Chrome, Ferri-Chrome, Cobalt CTORY SHIPMENTS* VIDEOTA Beta-format | 6 90 \$6.28 t, Gamma Ferrite, High C | |

| FACTOR | RY SHIPMENTS" VIDEOTA | PE UNIT SALES BY TYP | E |
|--------------|-----------------------|----------------------|----------|
| 1978 Units | | 1977 Units | % Change |
| 3,000,000 | Beta-format | 2,000,000 | + 50% |
| 2,500,000 | VHS-format | 1,000,000 | + 150% |
| 5,500,000 | TOTALS | 3,000,000 | +83% |
| | RETAIL VA | LUE | |
| \$45,000,000 | Beta-format | \$28,000,000 | +61% |
| 50,000,000 | VHS-format | 19,000,000 | + 163% |
| \$95,000,000 | TOTALS | \$47,000,000 | + 102% |
| | AVERAGE UNIT | PRICE | |
| \$15.00 | Beta-format | \$14.00 | + 7% |
| \$20.00 | VHS-format | \$19.00 | + 5% |

^{*}All base figures, Merchandising Magazine, extrapolations, Billboard

Pro And Semi-Pro: Systems Go

• Continued from page TAV-3

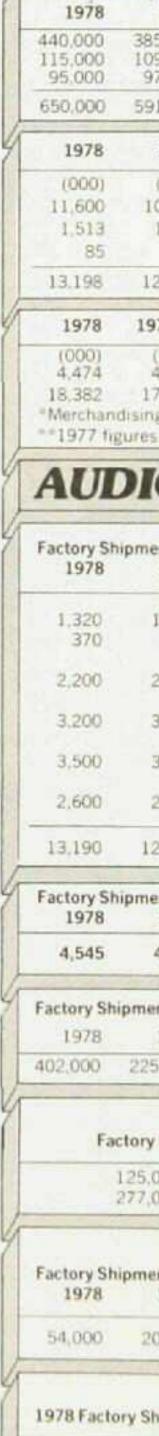
better recordings than exist on most disks—is finally having impact. The first commitments of major labels in the U.S. and abroad to digital recording, direct to disk and superfil mastering are a long overdue acknowledgement that a market exists for better quality prerecorded software. The expansion of audiophile recordings also reflects the continuing growth of component audio at the expense of less sophisticated compact stereo and phonographs.

 Compact systems—receiver/phonograph/tape combinations—show a decline in factory. shipments for the first time in 1978, though retail value is up, due mostly to inflation. Factory shipments of phonographs in 1978 also marked an initial decline, almost 2% down from 1977, while component turntable shipments (excluding OEM units) are up 9%.

However, more than twice as many phonographs-4.5 million portable, table, console and compact units-still were shipped in 1978 than

the 2.2 million component turntables.

 Overall, component audio shipments were up more than 9% to 13 million plus units, including receivers, separates (tuners, amplifiers, pre-amps), turntables, cartridges, speakers (components only) and headphones. Retail value was nearly \$1.5 billion, a solid 13% gain. Biggest growth was in separates, with 370,000 factory-shipped units a nearly 16% increase, with a similar gain in retail value to nearly \$112 million (Continued on page TAV-33).



| | | | - | | - | |
|----------------------------|-----------------|--|---------------------------------|-----------------------------|----------------------|--------------------------|
| AUT | OS | OUN | D (Industry | Estimate | s') | |
| Factor | ry Shipmen | ts (000) | | Ret | ail Value (00 | 00) |
| 1978 | 1977 | % Change | 8-TRACK | 1978 | 1977 | % Change |
| 2.600 | 2,590 | + 1% | ID Radio / Combo UD Player | \$296,400 78,400 | \$292,670 87,400 | + 1.3% |
| 500 | 555 | - 9.9% | UD Radio/Combo | 41,000 | 43,845 | - 6.5% |
| 4,700 | 5,045 | - 6.8% | TOTALS | \$415,800 | \$423,915 | - 2% |
| 1978 | 1977** | % Change | CASSETTE | 1978 | 1977** | % Change |
| 1.700 | 1.233 | + 37.4% | ID Radio/Combo | \$255,000 | \$187,717 | + 35.8% |
| 700 | 750 550 | - 6.7% + 1% | UD Player UD Radio/Combo | 58,800 75,480 | 60,750 70,400 | - 3.2% + 7.2% |
| 2.955 | 2.533 | +16.7% | TOTALS | \$389,280 | \$318.687 | +22.1% |
| 7,655 | 7.578 | + 1% | ALL AUTOSOUND | \$805,080 | \$742,602 | |
| 7,033 | 7,102.0 | | RE OF MARKET BY | UNITS* | | |
| | 110.40 | 1000 | 1978 197 | 7 1976 | 1975 | 1974 |
| In Dash (IE 8 Track vs. | | r-Dash (UD) | 56.2% 50.69 61.4% 66.69 | | 34.5% 73.4% | 76.39 |
| *Merchano | dising Mag | | Billboard extrapol | | | 4 |
| **All 1977 | Cassette | figures revise | ed | | | |
| TA | PE | HAR | DWARI | E (Indust | ry Estim | ates") |
| Fac | tory Shipm | | | | tail Value (00 | The second second second |
| 1978 | 1977 | A CONTRACTOR OF THE PARTY OF TH | TAPE DECKS | 1978 | | % Change |
| 440,000 115,000 | 385,000 | + 14.3% | Cassette Open Reel | \$103,840 63,250 | \$88,165 59,078 | + 17.8% |
| 95.000 | 97,000 | - 2% | 8 Track | 15,200 | 15.132 | + 1% |
| 650,000 | 591,000 | + 10% | TOTALS | \$182,290 | \$162,375 | +12.3% |
| 1978 | 1977 | % Change | PORTABLES | 1978 | 1977 | % Change |
| (000) | (000) | 10.50 | Constitu | FECO 400 | E462.000 | 226 |
| 11,600 | 1.637 | + 10.5% | Cassette 8 T Player | \$568,400 101,371 | \$462,000 109,679 | + 23% |
| 85 | 102 | -16.7% | 8-T Recorder | 11,220 | 13,056 | - 9.2% |
| 13.198 | 12,239 | + 7.8% | TOTALS | \$680,991 | \$584,735 | +16.5% |
| 1978 | 1977** | % Change C | OMPACT SYSTEMS | 1978 | 1977*** | 6 Change |
| (000) | (000) | 0.70 | | *000 000 | #014 00C | V 4000 |
| 4,474 18,382 | 4,508 17,338 | - 0.7% + 5.7% | ALL TAPE TOTAL | \$962,979 \$ \$1,826,260 | \$914,896 | |
| | | | try, EIA / CEG, Comm | | | |
| 1977 fig | | | | | | |
| AUL | DIO | VID | EO CO | МРО | VEN | TS |
| Factory Shi | pments (0 | 00) (In | ndustry Estim | ates") | Reta | il Value (00 |
| 1978 | 1977 | % Change | | 1978 | 1977 | % Change |
| 1,320 | 1,185 | + 11.4% | Receivers | \$442,200 | \$392,235 | +1270 |
| 370 | 320 | +15.6% | Separates (amps, | 111,740 | | +12.7% |
| 2,200 | 2.015 | + 9.2% | pre-amps, tuners) Turntables | 281,600 | 251,875 | +11.89 |
| | | | (excluding OEM) | | | |
| 3,200 | 3,000 | + 6.7% | Cartridges (excluding OEM) | 89,600 | 81,000 | +10.6% |
| 3,500 | 3,125 | +12% | Speakers (only | 476,000 | 415,625 | +14.5% |
| 2,600 | 2,400 | + 8.3% | components) Headphones | 96,200 | 86,400 | +11.3% |
| 13,190 | 12,045 | + 9.5% | TOTALS | \$1,497,340 \$ | 1,323,775 | +13% |
| Factory Shi | ipments (0) | | PHONOGRAPHS Portable, table | • 1978 | | il Value (00 |
| 72-23-5 | 4,625 | -1.7% | | | | % Change |
| 4,545 | 4,025 | -1.750 | console, compact | \$856,650 | \$838,750 | +3.2% |
| Factory Shi | pments | ном | E VIDEOTAPE RECO | PRDERS* | Reta | l Value (00 |
| 1978 | 1977 | % Change | Beta & VHS | 1978 | | 6 Change |
| 402,000 | 225,000 | +79% | | | \$247,500 | +44% |

| | | | (excluding OEM) | | | |
|------------|-------------|----------|---------------------------|----------------|-----------|----------------|
| 3,500 | 3,125 | +12% | Speakers (only | 476,000 | 415,625 | +14.5% |
| 2,600 | 2,400 | + 8.3% | components) Headphones | 96,200 | 86,400 | +11.3% |
| 13,190 | 12,045 | + 9.5% | TOTALS | \$1,497,340 \$ | 1,323,775 | +13% |
| | nipments (0 | | PHONOGRAPHS | | | il Value (000) |
| 1978 | 1977 | % Change | Portable, table | 1978 | 1977 | % Change |
| 4,545 | 4,625 | -1,7% | console, compact | \$856,650 | \$838,750 | +3.2% |
| Factory Sh | ipments | HOM | IE VIDEOTAPE RECO | ORDERS* | Reta | il Value (000) |
| 1978 | 1977 | % Change | Beta & VHS | 1978 | 1977 | 6 Change |
| 402,000 | 225,000 | +79% | | \$356,480 | \$247,500 | + 44% |

| Factory Units | % Share | | Retail Value | % Share |
|---------------|---------|------|--------------|---------|
| 125,000 | 31%. | Beta | \$116.875 | 33% |
| 277,000 | 69% | VHS | \$239,605 | 67% |

| | | LARGE-SCREEN | PROJECTION TV" | |
|--------------------|-----------------|--------------|----------------|-------------------------------------|
| Factory Sh 1978 | ipments 1977 | % Change | 1978 | Retail Value (000) 1977 % Change |
| 54,000 | 20,000 | +170% | \$124,200 | \$38,000 + 316% |

HOME VIDEO CAMERAS®

| 1978 Factory Shipments | | 1978 Retail Value (000) |
|---------------------------------|----------------------------|----------------------------------|
| 46,000 | B&W | \$14,398 |
| 15,000 | Color | 16,500 |
| 61,000 | TOTALS | \$30,898 |
| "Merchandising figures from Ind | ustry, EIA / CEG, Commerce | eDept : Billboardextrapolations. |

Only the finest ingredients go into our pancakes.

It goes practically without saying that the company responsible for the leading reference in cassette tapes should offer the finest available pancake product for cassette dupes. And with TDK 1/8" bulk tape for high speed duplication and industrial A/V use, you get the same high performance tape found in our Dynamic cassette, with its low noise and high output characteristics, plus broad dynamic range and low distortion.

You can also have it ready-loaded into our "Y" series bulk duplicator cassettes, for lifetime warranted jam-proof, dropout-free performance. We're equally particular about our audio/visual, data, endless and leaderless dictation cassettes, as well.

Along with superior performance, TDK 4" pancakes offer the added advantage of two separate series: "L," similar to our superb Audua open reel product, and "S," for general purpose applications. Both are

NAB bulk hubs. Or, you can buy them on 1200, 1800 and 3600-foot reels.

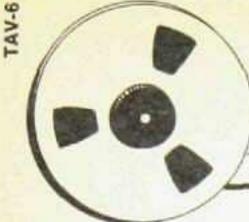
All TDK products are made with only the finest ingredients, so you can taste their good performance in any industrial and professional application.

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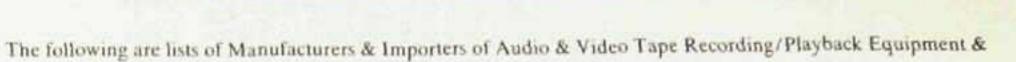
World leader in recording tape technology.





Tape/Audio/Video Equipment **Manufacturers & Importers**

TAPE · AUDIO · VIDEO



Components The key to the abbreviations for the Types of Distribution is: (M/Ret) Manufacturer-to-Retailer, (M/OEM) Manufacturer-to-OEM. (M/End) Manufacturer-to-End User. (M/C) Manufacturer-to-Contractor, (ID) Independent Distributors. (Br) Factory-Owned Branches. (M/Rep) Manufacturers' Representatives.

Note: For the more specialized disco and recording studio equipment firms, refer to the Billboard International Disco Sourcebook and the International Recording Equipment and Studio Directory.

AUDIO

- A A L. see American Acoustic Labs A D C, see BSR & Audio Dynamics
- A D S. see Analog & Digital Systems A E I INC., 266 Border St., East Boston, Mass.
- 02128. Tel: (617) 567-2971 Distribution: M. Rep. Product: Speakers
- A G I, see Audio General A K G ACOUSTICS DIV., PHILIPS AUDIO VIDEO SYSTEMS, 91 McKee Dr. Mahwah, N.J. 07430 Tel (201) 529-3800 VP Andrew Brakhan, Mktg Mgr. S. Richard Ravich

Distribution: M. Rep. Product: Phono cartridges, styli--pickup, microphones (condenser, dynamic), headphones, reverberation units.

- A R, see Acoustic Research A S T (AUDIO SPEAKER TECHTRONICS), 281 Church St., New York, N.Y. 10013, Tel (212) 226-7781 Pres. Aaron Kramer, Sales Mgr. Richard Grobarcik, Mktg. Mgr. Michael Kramer Local branches: 11 Ave of the Americas Zip 10013 Tel 925-8149, 1648 Coney Island Ave. Brooklyn 11229. Tel.
- Distribution: M / Ret. M / OEM, M / End, ID Product: Speakers, subsonic filters, A V C SYSTEMS INC., 1517 E Luke St., Min-
- neapolis, Minn. 55407. Tel. (612) 729-8305. Pres. & Sales Mgr.: Doug Ordon: Adv. Mgr. Jon Bormann Distribution: M. End. M.C.
- Product: Patch panels, test equipment, electronic crossovers. ACCURATE SOUND CORP., 114 Fifth Ave. Redwood City, Calif. 94063. Tel. (415) 365-2843 Pres. Ronald M Newdoll, Sales Mgr
- Don O Bella, Adv Mgr. Andrew R Gaynor Distribution: M/End, M/C. Product: ASCO cassette & open reel rec'rs. players
- ACCUTRAC, see BSR
- ACE AUDIO CO., 532 Fifth St. East Northport. NY 11731 Tel (516) 757-8990 Pres. Sales & Adv. Mgr. John Grauer. Distribution: M.Ret. M.OEM. M.End. ID.
 - Product: Amplifiers, pre-amplifiers, equalizers, electronic cross-overs, subsonic filters, LED indicators, speaker overload pro-
- tectors ACOUSTIC CONTROL CORP., 7949 Woodley Van Nuys, Calif. 91406. Tel. (213) 997-6631 Pres. Russ Allee, Mktg. Dir. R. Aspen Pit-tman, Sales Mgr. Roger Smith, Mktg. Admin. Patric Donaghy Distribution: M/Ret. ID.
- Product: Amplifiers, speakers ACOUSTIC RESEARCH INC., 10 American Dr. Norwood, Mass. 02062 Tel. (617) 769-4200 Pres. David Mutchler, VP Mktg. Herb Horowitz, PR. Gwynne Jamieson.
- Product: AR speakers, turntables. ACOUSTIC TRANSDUCER, see Forsythe Audio ACOUSTI-PHASE INC., PO Box 207, Depot St. Proctorsville, Vt. 05153, Tel: (802) 226-7216. Pres & Sales Mgr., William Markowitz, Adv. Mgr. Paula Sheehan
- Distribution: M. Ret. M. Rep. **Product: Speakers** ACUTEX INT'L USA INC., 246 W. Broad St., Falls Church, Va. 22046 Tel. (703) 241-0600. Pres. Karl K. Kanzler, Nat I Sales Mgr. Mi-
- Product Speakers phono cartridges ADCOM, 11A Jules Ln., New Brunswick, N.J. 08901 Tel (201) 828-8590 Pres. Newton
- A Chanin, Sales & Adv. Mgr. Don Bara Distribution: M. Ret. ID, M. Rep. Product: BRAUN, CANTON speakers ADVANCED MUSIC SYSTEMS, see Tonmeister
- ADVENT CORP., 195 Albany St., Cambridge, Mass 02139 Tel (617) 661-9500 Pres Peter J. Sprague, Sales Mgr. Robert Hasche. (Also see listing under VIDEO) Distribution: M. Ret.
 - Product: Cassette (home) rec'rs/players. receivers, speakers, microphones (dy-
- AIWA AMERICA INC., SUB. OF SONY CORP. OF AMERICA, 35 Oxford Dr., Moonachie, NJ 07074 Tel (201) 440-5220 Pres Shigeru Inagaki, Sales Mgr. Robert Eisher, Nat'l Adv. & Sales Promo Mgr. David Lyons. Branch: Torrance, Calif., 22130 S. Vermont Ave. Zip 90502 Tel (213) 328-0428. Product Amplifiers, funers, receivers, speakers, furntables, tape rec'rs/players,
- AKAI AMERICA LTD., 2139 E. Dei Amo Biwd. Compton, Calif. 90224. Tel. (213) 537-3880: (Also see listing under VIDEO). Distribution: ID, M/Rep.
 - Product: 8-fr., cassette & open real (home) rec'rs/players amplifiers (integrated). tuners, receivers, speakers, furnisbles, microphones (condenser)
- ALEMBIC INC., 45 Foley St., Santa Rosa, Calif. 95401 Tel. (707) 523-2611 Pres. Sam
 - Distribution: M/End, M/C ID Product: Pre-Amplifiers.
- ALLISON ACOUSTICS INC., 7 Tech Circle, Natick Mass 01760 Tel (617) 237-2670 Pres. Ray F Allison, Mktg Dir Sumner Bennett. Distribution: M/Ret.
- Product: Speakers ALTEC CORP., SOUND PRODS. DIV., 1515 S Manchester Ave., Anaheim, Calif. 92803 Tel (714) 774-2900 Pres. W. F. Fowler. Sales Mgr. James Morrison, Nat'l Mktg. Serv Mgr. Curtis Picketle.
- Distribution: M/Ret. M/CEM, M/C, M/Rep. Product: Amplifiers, speakers, microphones (condenser dynamic), equalizers
- AMBIO-BOX, see Bang & Olutsen AMBOY AUDIO ASSOCS, 236 Walnut St., South Amboy N.J. 08879 Tel (201) 721-0121

- Product: Open reel (professional) rec'rs: players, speakers, turntables, microphones,
- AMERICAN ACOUSTIC LABS (AAL), 629 W Cermak Rd., Chicago, III. 60616, Tel. (312) 243-1310 Pres George H. Miller, VP & Sales Mgr. Loyd L. Ivey, Adv. Mgr. Jim. Strauss

Distribution: M. Ret. M. Rep.

- Product: AAL speakers. AMERICAN AUDIOPORT INC., 1407 N. Providence Rd., Columbia, Mo. 65201. Tel. (314) 443-1636. Pres. Bruce R. Maier, Sales Mgr. Eric Fossum, Adv. Mgr. Vickie Hargrove. Product: STAX amplifiers, pre-amplifiers,
- tonearms, headphones, LENTEK speakers AMPEX CORP., AUDIO-VIDEO SYSTEMS DIV., 401 Broadway, Redwood City, Calif. 94063. Tel (415) 367-2011. Pres. Arthur H. Hausman. Adv. Mgr. Al Fisher. (Also see listing under VIDEO
 - Branches: Glendale, Calif., 500 Rodier Dr. Zip 91201 Tel (213) 240-5000 Reg'l Sales Mgr Tom Nielson-Atlanta, Ga., 3135 Chestnut Dr. Suite 101 Zip 30340 Reg'l Sales Mgr. Paul Hansil-Elk Grove Village, III., 2201 Lunt Ave. Zip 60007. Tel (312) 593-6000 Reg'l Sales Mgr. Len Hase-Bethesda, Md., 10215 Fernwood Fld. Zip. 20034 Tel (301) 530-8800-Hackensack, N.J., 75 Commerce Way Tel (201) 489-7400 Reg I Sales Mgr. Al Slater-Dallas, Tex., 1615 Prudential Dr. Zip 75235 Tel (214) 537-5100 Reg | Sales Mgr. Frank
 - Nautt Distribution: M/Ret. ID, M/Rep. Product: Open reel (professional) rec'rs/
- AMPRO BROADCASTING INC., 850 Pennsylva. nia Blvd., Feasterville, Pa. 19047. Tel. (215) 322-5100
- Distribution: M. OEM, ID, M. Rep. Product: Pre-amplifiers, tonearms.
- AMPZILLA, see Great American ANALOG & DIGITAL SYSTEMS INC., Progress Way, Wilmington, Mass 01887 Tel (617) 658-5100 Product: ADS speakers
- ANDANTE, see Sumiko. ARISTA ENTS, INC., 35 Hoffman Ave. Hauppauge, N.Y. 11787 Tel. (516) 234-7000. Pres. Alan Leifer, Adv. Mgr. Michael Fe-
 - Distribution: M. Ret. ID, M. Rep. Product: ARISTA phono cartridges stylpickup, headphones, JELCO tonearms, SPECTRUM BY ARISTA mixers microphones (condenser, dynamic), head-
- phones ARKAY PRODS. MFG. CO. INC., 1241 W. 135 St. Gardena, Calif. 90247. Tel. (213) 321-1742 Pres. K.G. Fermanian, Sales Mgr. Norman Mack
- Product: Speakers ARMSTRONG, see Sindell Org. ASCO, see Accurate Sound
- ASHLY AUDIO INC., 1099 Jay St. Rochester, N Y. 14611 Tel. (716) 328-9560 Pres. Wilkam Thompson III. Sales & Adv. Mgr. Eric P. Sonhner
- Distribution: M/C, ID. Product: Equalizers (parametric), electronic crossovers, limiter/compressors
- SAM ASH MUSIC CORP., 301 Peninsula Blvd. Hempstead N V 11550 Tel (212) 347-7757 Pres & Sales Mgr. Jerry Ash; Exec. VP & Adv. Mgr. Paul Ash Distribution: M. Ret. M. End.
- Product: SAM ASH, SAMSON speakers ASPEN WOOD, see Omnitronics
- ASTATIC CORP., Harbor & Jackson Sts., Conneaut Ohio 44030 Tel (216) 593-1111 VP Mktg. Leon Davis, Commercial Sound Sales Thomas Ryan, Adv. Mgr. Bob Bur-
 - Distribution: M. OEM, M.C. ID. Product: Tonearms, phono cartridges. styli-pickup, microphones (dynamic).
- AUDIKON INC., 3081-D La Jolla St., Anaheim. Calif 92806 Tel (714) 630-5230 Pres David Pearson, Sales Mgr., Tom Pearson, Adv. Mgr. Flod Steetman
 - Distribution M/Rep. Product: Amplifiers, pre-amplifiers, equalizers, noise reducers, VU-meters, electronic Cross-overs
- AUDIMAX, see Thomson-CSF AUDIOANALYST INC., PO Box 33, 19 5, Main St. Terryville, Conn. 06786 Tel. (203) 583-2535 Pres. Malcolm Schotl, Adv. Mgr. Jan. Casey.
- Distribution: M. Rep. Product: ANTHEM ARRAY, AUDIO-ANALYST, BASS MATRIX, PHASE MATRIX
- speakers AUDIDARTS ENG'G, 286 Downs Rd., Bethany, Conn. 06525 Tel. (203) 393-0887 Pres. Gary C. Snow
 - Distribution: M./Ret. M./C. Product: Monitor mixing boards, pre-amplifiers, equalizers, funeable electronic crossovers, funeable notch filter/feedback sup-
- AUDIO CONCEPTS INC./DAVE KELSEY SOUND, 7138 Santa Monica Blvd. Hollywood, Calif. 90046. Tel. (213) 851-7172. Pres Dave Kelsey Product: Speakers.
- AUDIO CONTROL CORP., 6520 212 St. SW. Lynnwood, Wash 98036 Tel (206) 775-8461 Pres. Greg Mackie, Sales Mgr. Brian. Bylanok Distribution: M/Rep
- Product: Equalizers, real time analyzors. AUDIO CRAFT, see Audiophile.
- AUDIO DESIGNS, 1657 S Staples, Corpus Christi, Tes. 78404 Tel. (512) 884-7273 Distribution (D Product: Speakers
- AUDIO DYNAMICS CORP. (ADC), Pickett Distoct Rd , New Milford, Conn. 06776. Tet. (203) 354-3911 Pres. C.E. Wennerstrand, VP. Mktg. Ken Reichel, Sales Mgr., John Gennaro, Prod. Planning Mktg. Servs. Mgr Bob Schindhelm

- Distribution: M. Ret. M. OEM, ID, M. Rep. Product: ADC tonearms, phono cartridges.
- AUDIO GENERAL INC., 1631 Easton Rd., Willow Grove, Pa. 19090. Tel. (215) 859-1236. Pres David A. Spiegel: Sales & Adv. Mgr.
 - Robert Tucker. Distribution: M/Ret, ID, M/Rep. Product: AGI pre-amplifiers.
- AUDIO INNOVATIONS, 164 Belle Terre Dr., La Place, La 70068 Tel (504) 652-2079 Pres. Hugh Hearon, Gen. Mgr.: Kevin Aucoin Distribution: M/Ret. M/C
- Product: HEARON speakers. AUDIO INT'L INC., 3 Cole Pl., Danbury, Conn. 06810 Tel (203) 792-0063 Pres. Geaffrey
- Distribution: M/Ret, M/DEM, M/Rep. Product CM LABS amplifiers, pre-ampli-
- fiers, phono cartridges AUDIOMARKETING LTD., 652 Glenbrook Ad. Stamford, Conn 06906. Tel (203) 359-2312. Pres. Hamilton H. Brosious; Gen. Mgr. Richard N. Anderson
- Distribution: M. Ret. M. Rep. Product: H/H amplifiers, BIG RED, SUPER RED speakers AUDIONICS OF OREGON, 10950 SW F AVE. No. 160, Beaverton, Ore. 97005 Tel. (503)
- 641-5225 Pres & Sales Mgr Charles Wood, Adv. Mgr. Gene Still Distribution: M Ret Product: Amplifiers, pre-amplifiers, speak-
- ers, turntables, decoders & demodulators AUDIOPHILE IMPORTS, B E Erie St., Chicago, II 60611 Tel (312) 787-0750 Product QUAD amplifiers, pre-amplifiers,
- tuners, speakers, TRANSCRIPTOR-MICH-ELL turntables, AUDIO CRAFT tonearms. AUDIO PULSE DIV., GOULD ELECTRONIC SYSTEMS, 4323 Arden Dr., El Monte, Calif. 91731 Tel: (213) 442-0123 Gen Mgr. Don-
- ald R. Becker Distribution: M. Ret. M. Rep. Product: Digital time delay systems. AUDIO RESEARCH CORP., 2843 25 Ave. S
- Minneapolis, Minn 55406 Tel (612) 721-2961 Pres. William Johnson, Sales Mgr. Dave Simpson Distribution M. Ret. ID.
- Product: Amplifiers, pre-amplifiers AUDIO SCIENTIFIC, see Superex AUDIO-TECHNICA US INC., 33 Shiawassee Ave. Fairlawn, Ohio 44313. Tel (216) 836-0246 Pres. Jon R. Kelly, Sales Mgr. Paul
- McGuire: Mkt. Communications Dir. Don Kirkendall Distribution: M. Rep. Product: Tonearms, phono cartridges
- styli-pickup, microphones (condenser, dynamic), headphones AUDIO TECHNOLOGY, 1169 Tower Rd. Schaumburg III 60195 Tel (312) 685-0066
- Pres. J.B. Hildebrant, Sales Mgr. Bill Distribution: M. Ret. M. Rep.
- Product: Amplifiers, pre-amplifiers, headphones, LED peak indicators AUDIOTEX, see GC Electronics AUDIO TRANSPORT SYSTEMS, 985 Pleasant
- St. Bridgewater, Mass. 02324. Tel. (617) 697-6000 Distribution: M/Ret. M/C
- Product: Pre-amplifiers, speakers. AURATONE CORP., PO Box 698, Coronado,
- Calif. 92118 Tel. (714) 297-2820 Pres. & Adv. Mgr., J.A. Wilson, Sales Mgr., H.E. Wil-Distribution: M. Ret. M. OEM M. End. M. C.
- Product: Speakers (mixdown comparison monitors), equalizers AURORA SOUND INT'I, 13232 Leadwell, North Hollywood, Calif. 91605. Tel. (213) 982-1360 Pres & Sales Mgr. B Rigney
- Distribution: M. Ret., M. OEM, ID, M. Rep. Product: Speakers AUTOMATED PROCESSES INC., 790 Park Ave.
- Huntington, N.Y. 11743 Tel (516) 427-6024 Dir. H. Charles Riker Product Amplifiers, pre-amplifiers, equal-AUTO-TEC, see United Research AVID CORP., 10 Tripps Ln., East Providence.
- RJ 02914 Tel (401) 438-5400 Pres. Albert C Allen Sales Mgr Alex Hofstetter Adv. Mgr. Jeff Allen Distribution: M. Ret. Product: Speakers. AVNET, see BIC
- AXIOM ENG'G LABS., 1881 Galway St., Newbury Park, Calif. 91320. Tel. (805) 497-0266. Pres: Jack R. Smiley, Sales & Adv. Mgr. Jerry Axelrod
 - Branch: Marina del Rey, Callf., 13929 Marquesas Way Zip 90291 Tel (213) 823-Distribution: M. Ret. M. Rep.
- Product Speakers B E S SOUND MODULE, see Bertagni Electro-Acountic
- B G W SYSTEMS INC., 13130 S Yukon Ave. Hawthorne, Calif. 90250. Tel. (213) 973-8090, Pres. & Sales Mgr. Brian Gary Wachner, Adv. Mgr. Barbara Wachner. Distribution: M./Rep.
- Product: Amplifiers, pre-amplifiers. BIC/AVNET, South Service Rd , Westbury, N.Y. 11590. Tel: (516) 334-7450. Pres.: Leonard Freeman, VP's Sales Franklin Hoffman, Larry Epstoin Product: Speakers, furntables, cassette (home) rec'rs / players (two-speed).
- B M L ELECTRONICS INC., 5307 N Ravenswood, Chicago, III 60640. Tel (312) 271-7755 Sales & Mktg. Mgr. Russell J. Distribution: M. Reg.
- Product: TRACER speakers. B S R (USA) LTD., Rt. 303, Blauvell, N Y 10913 Tel: (914) 358-6060. Pres. Charles Sweeney: Pres. (Consumer Div.) Victor Amador, Sales Jack McMurray, Mktg. Servs. Mgr., Vince Wheeler Branch: Elk Grove Village, III., 780 Lively

- Product: BSR turntables, phono cartridges, styli-pickup, ADC turntables, equalizers, ACCUTRAC turntables.
- BANG & OLUFSEN OF AMERICA INC., 515 Busse Rd., Elk Grove Village, III 60007. Tel (312) 640-0660 Pres. John H. Trux: Sales Mgr. James L. Goodman, Adv. Mgr. Dan. Radecki, Audio Consultant, Bill Buckles
 - Distribution: M. Rep. Product: BEOCORD cassette rec'rs players. BEOMASTER receivers. BEOVOX PHASELINK speakers. BEOGRAM turntables, BANG & OLUFSEN phono cartridges, headphones, AMBIO-BOX amblence recovery systems.
- R. BARTH, see Tonmeister. BASS MATRIX, see Audioanalyst
- BECKER ELECTRONICS MFG. CORP., Rt. 145 East Durham, N.Y. 12423. Tel. (518) 634-2571. Pres. Fred Becker Distribution: M. Ret, M. OEM. ID. M. Rep.
- Product: Speakers BELL & HOWELL CO., AUDIO-VISUAL PRODS DIV., 7100 McCormick Rd., Chicago, II 60645 Tel (312) 262-1600 Pres. R.C. Fowkes, VP BJ Frisch: Adv Mgr JL
- Coomer Distribution: M. Ret. Product: Cassette (professional, portable)
- BELLE KLIPSCH, see Klipsch BENJAMIN ELECTRONIC SOUND CO., 789 Park Ave. Huntington, N.Y. 11743. Tel: (516) 673-8600 Product: CONCORD receivers, speakers, turntables, MIRACORD turntables, ELAC-
- MIRACORD styll-pickup BEOCORD, see Bang & Olufsen BEOGRAM, see Bang & Olufsen. BEOMASTER, see Bang & Olufsen BEOVOX PHASE-LINK, see Bang & Diutsen BERNING, see Precedent
- BERTAGNI ELECTROACOUSTIC SYSTEMS INC., 345 Fischer St., Costa Mesa, Calif. 92626 Tel: (714) 549-3833 VP Mktg Thomas A. Frisina.
- Product: BES SOUND MODULE speakers BEST, see Oxford Speaker BETA SOUND INC., 14807 Venture Dr., Dallas Tex 75234 Tel (214) 247-7603 Pres. R.S. Peveto Jr., VP & Sales Mgr., Terry A. Green. Adv. Mgr. Robert Knowlton
- Distribution: M. Rep. Product Speakers HAROLD BEVERIDGE INC., 505 E. Montecito St. Santa Barbara, Calif 93103 Tel (805) Pres Harold Beveridge, VP, Sales & Adv. John E. Fermin.
- Distribution: M. Ret. Product: Amplifiers, pre-amplifiers, speak-
- BIG RED, see Audiomarketing BOGEN DIV./LEAR SIEGLER INC., Box 500. Paramus, N.J. 07562 Tel (201) 343-5700 Pres John T Morgan, Sales Dir. Joseph A. Palmieri, Adv. Mgr. David E. Pear Distribution: ID. M. Rep.
- Product: TECH-CRAFT BY BOGEN amplitiers, pre-amplifiers, tuners, receivers. equalizers, power amplifiers,
- BOLIVAR SPEAKER WORKS, 55 Ames Ct. Plainview, N.Y. 11803 Tel: (515) 681-4000 Product Speakers 805E CORP., 100 The Mountain Rd. Framing-
- ham. Mass. 01701. Tel. (617) 879-7330 Pres. A.G. Bose, Adv Mgr. Celia Wolf. Sales & Professional Prods Mgr. Roy Ko-
- Distribution: M. Ret. Product: Amplifiers, speakers BOZAK INC., 587 Connecticut Ave., Norwalk. Conn 06854 Tel (203) 838-6521 Pres. Joseph Scalig VP Mktg. Ron Coll.
- Distribution: M. Ret. M.C. Product: Amplifiers, pre-amplifiers, speakers, time delay systems. BRAUN, see Adcom
- BRENNER ASSOCS INC., 190 Lincoln Hwy. Edison, N.J. 06817, Tel. (201) 494-2700, VP Bob Morrison
- Product: GMI amplifiers, pre-amplifiers. BRYSTON, see Great White Whale BUHL INC., 5 Paul Kohner Pl., Elmwood Park
- N.J. 07407. Tel: (201) 797-7100. Pres. Vicfor 5. Young, VP. Mktg. Edward Hochhauser Jr. Sales Admin Mgr. Barry C. Jack-Distribution: ID, M. Rep.
- Product: PROGRAMMA BUHL caspette (portable, professional) rec rs players. C C L ENTS. INC., 30682 San Antonio St., Hay ward, Calif. 94544. Tel. (415) 487-1144. Pres. Gregory A. Calo
- Product: SINUS speakers C M LABS, see Audio Int'l CABLE-CRAFT, see Cable of America. CABLE OF AMERICA INC., 4895 Joint, Commerce City, Colo 80033. Tel (303) 371-

Distribution: M. Ret. M. Rep.

- Product: CABLE-CRAFT headphones. CALIFONE INT'L INC., 5922 Bowcroft St., Los Angeles, Calif. 90016. Tel. (213) 870-9645. Product Microphones, headphones CANTON, see Adcom
- CARTER CORP., 1916 11 St., Rockford, III. 61101 Tel (815) 397-3200 Pres A L Fleming VP Sales & Mktg S.L. Fleming Distribution: M. Ret. M. OEM, ID, M. Rep. Product: CARTER-CRAFT microphones (condenser), headphones
- CARTER-CRAFT, see Carter Corp. CARVER CORP., PO Box 664, 14304 NE 193 PI Woodinville, Wash, 98072, Tel. (206) 487-3483 Pres. Robert W. Carver, VP & Mktg. Dir Diana Raphael Carver Distribution: M. Ret. M. Rep.
- Product: Amplifiers, pre-amplifiers, noise reducers CARVIN MFG. CO., 1155 Industrial Ave., Escondido, Calif. 92025. Tel. (714) 747-1710. WATS (800) 854-2235.
- Product: Amplifiers, speakers CELESTION INDS. INC., Kuninolm Dr., Holliston, Mass. 01746. Tel (617) 429-6706, Press

- John J. Bubbers: Naf I Sales Mgr. Robert E. Shapiro.
- Distribution: M/Rep. Product: Speakers CENTURY PROJECTOR CORP., 32-02 Queens Blvd. Long Island City, N.Y. 11181. Tel-(212) 784-1961
 - Distribution: ID Product: CENTURY SOUND SYSTEMS amplifiers, pre-amplifiers, motion picture
- sound reproduction systems (optical & CENTURY SOUND SYSTEMS, see Century Pro-
- CERWIN-VEGA INC., 12250 Montague St., Arieta Cald 91331 Tel: (213) 896-0777 Pres. Gene Czerwinski, Sales Mgr., Ray Arbuckle, Adv. Mgr.: Rich Mandella, PR Co-ord: Mi-
- chael Koehn. Distribution: M. Ret. M. Rep. Product CERWIN-VEGA amplifiers, speakers, microphones (condenser, dynamic). equalizers; METRON amplifiers, pre-ampli-
- fiers, tuners, HED speakers CETEC AUDIO, 13035 Satisby St., North Holly wood Calif 91605 Tel (213) 875-1900
- Product: GAUSS speakers. CETEC BROADCAST GROUP, 1110 Mark Ave. Carpinteria. Calif. 93013. Tel: (805) 584-7686 Pres Ed Watts Sales Mgr. Andy McClure: Sales Program Co-ord & Adv Mgr. Doug Sterne. Branches: Grand Junction, Colo., PO Box
- 2537 Zip 81501 Tel (303) 243-5373 Da trict Mgrs. Mike Shafer, Dick Maynard-Gorham, Me., RFD 3 Zip 04038 Tel (207) 929-5736 Mgr. Jim Boldebook-Sterling Heights, Mich., 7641 19 Mile Rd. Zig. 48077 Tel: (313) 739-7020 Mgr. Dave Hill-Apple Valley, Minn., 8398 139 Court. Zip. 55124 Tel: (612) 432-2800 Mgr. Dale Tucker-Dallas, Tex., 10523 Maplegrove, Zip 75218. Tel: (214) 328-4944. District Mgr. Tom Copeland-Marion, Va., PO Box 31 Zip. 24354 Tel: (703) 763-2001. District Mgr.

Bob Dix-Tacoma, Wash., 404 N.D. St. Act.

- 5-E. Zip. 98403. Tel: (205) 627-7294. Contact: Fred Harkness Distribution: M/End
- Product: Amplifiers, pre-amplifiers, speakers, turntables, fonearms CHARLIE, see Great American Sound CITATION, see Harman Kardon. CIZEK AUDIO SYSTEMS INC., 15 Slevers St.
- Andover, Mass. 01810. Tel. (617) 470-0736. Pres. Sheldon E. Feinstein Distribution: M. Rep. Product: Speakers.
- Worcester, Mass. 01604. Tel: (E17) 756-6216 Prod. Mgr. George R. Conlon. Product STRAIGHTAWAY Headphones CLARKE SYSTEMS INC. 359-C Governor's Hwy. South Windsor, Conn. 06074. Tel.

(203) 528-4331. Pres. & Sales Mgr.: John

DAVID CLARK CO. INC., 360 Franklin St.

- Sollecito, Adv. Mgr. Bill Milewski. Distribution: M. Ret. Product: Speakers. CLONE TONE, see Full Compass. CLUBMAN, see Meteor
- CONCERTMASTER, see Hartley, CONCORD, see Benjamin Electronic. CONNOISSEUR, see Henric CORNWALL, see Klipsch
 - CRAIG CORP., 921 W. Artesia Bivd., Compton. Calif. 90220. Tel: (213) 537-1233. Branches: Atlanta, Ga., 2935 Ameliar Rd. Zip 30360 Tet (404) 449-6200-Elk Grow Village, III., 1450 Greenleaf Ave. Zip. 60007 Tel (312) 593-3150-Houston, Tex., 8500 Commerce Park Dr., Suite 102, Zip. 77036 Tel. (713) 777-3278-Seattle, Wash., PO Box C-88757, Tukwila Branch, 1920 Andover Park W. Zip. 98168. Tel. (206) 575-0685. Product: 8-tr. & cassette (home, auto)
 - rec'rs: players, funers, receivers, speakers. CREST AUDIO, 18344 Oxnard St., Tarzana, Calif. 91356. Tel. (213) 881-8220. Pres. John Prideaux, Sales Mgr. Robert Prideaux Adv Mgr Mike Hunter
- Distribution: M. Ret. M.C. M. Rep. Product: Amplifiers. CRITERION, see Lafayette CROWN INT'L INC., 1716 W. Mishawaka Rd., El-Ahart, Ind. 46514, Tel. (219) 294-5571, Pres. Clarence C. Moore, Sales Mgr., James S.
- Beattie, Adv. & PR Mgr., Murray Young. Distribution: M/Ret. Product: Amplifiers, pre-amplifiers, tuners.
- CROWN RADIO CORP_ 139 Mitchell Ave., Suite 223, South San Francisco, Calif. 94080 Tel: (415) 873-1640 Product: CROWN CROWNSCRIBER tape

playback equip.

- CROWNSCRIBER, see Crown Radio. INC. 928 Main St. Buffalo, N.Y. 14202 Tel (716) 886-0640 Distribution: M. Ret. M. End. M. C. Br.
- Product: LINEAR ACOUSTICS amplifiers. pre-ampoliers, speakers. d b x INC., 71 Chapel St. Newton, Mass. 02195. Tel: (617) 964-3210. Pres. David Blackmer. Product: Noise reducers, compressor/limit-
- D C M CORP. 670 Airport Bivd. Ann Arbor, Mich 48104 Tel (313) 994-8481 Pres. Sales & Adv. Mgr.: Bob Waterstripe, VP Eng g Steven Eberbach Distribution: M Ret. M Rep. Product: Speakers.
- D F S INC., 12729 NE Whitaker Way, Portland, Ore. 97230 Tel: (503) 255-4864 VP Mkg Mark Beasley Distribution: M. Ret. M. OEM.
- Product: Speakers D T S-ELECTRO-ACOUSTICS, PO Box 16049. Seattle, Wash. 98116. Tel (206) 938-0366. Product: SCHOELER-AKUSTIK amplifiers. pre-amplifiers, tuners, speakers, RIM ampli-
- fiers, pre-amplifiers, funers, equalizers D W D INC., PO Box 9056, Fresno, Calif. 93792 Tel (209) 485-0821 Pres Christopher A

Blvd Zip 60007 Tol (312) 439-8880 www.americanradiohistory.com

TAPE/AUDIO/VIDEO EQUIPMENT **MANUFACTURERS & IMPORTERS**

Distribution: M/Ret, M/Rep. Product: ETR SERIES speakers

paige, NY 11787 Tel (516) 234-5757 Pres. Jon Dahlquist, Sales & Adv. Mgr. Richard A. Frank Distribution: M. Ret

Product: Pre-amplitiers, speakers, electranic crossovers

DELTA-T, see Lesicon

DIMENSION, 819 S Kraemer Blvd Placentia Calif 92670. Tel (714) 630-5440. Pres Fred Daleo, Sales & Adv. Mgr. Doug Black-

Distribution: M/Reg

Product: Speakers DOKORDER INC., 14430 Hindry Ave., Lawndale, Calif. 90260. Tel. (213) 644-4421. Product: Cassette & open real (home)

rec'rs players. DOLBY LABS. INC., 731 Sansome St., San Francisco, Calif. 94111. Tel. (415) 392-0300. Pres. Ray Dolby, VP Mktg. Ioan Allen, Adv. Mgr. Bob Petersen. Applications Eng. Ken.

Product: Noise reducers.

DREAD NAUGHT, see Duntap Clarke. **DUAL**, see United Audio

DU KANE CORP., 2900 DuKane Dr., St. Charles. III. 60174 Tet. (212) 584-2300

Product: Amplifiers, speakers, microphones equalizers DUNLAP CLARKE ELECTRONICS, 94 Condor

St. East Boston, Mass. 02128, Tel. (617) 569-1286 Pres. Ron Dunlap. VP & Gen. Mgr. James J. Sollivan Distribution: M. Ret. Product: DREAD NAUGHT amplifiers, pre-

amplifiers. DYNACO INC., PO Box 88. Coles Rd. Blackwood, NJ 08012 Tel (609) 228-3200

Pres. Alan Ross. Distribution: M Ret M C M Rep Product: Amplifiers, pre-amplifiers, tuners, speakers equalizers.

DYNACORD ELECTRONICS INC., 6908 Lawnton St., Philadelphia, Pa. 19126. Tel. (215) 482-4992 Distribution: M. Rep.

Product: Cassette & open reel rec rs: players, amplifiers, pre-amplifiers, tuners, speakers, turntables, tonearms, phono cartridges, styli-pickup, microphones (dynamic, ribbon), equalizers, decoders & demodulators, headphones.

DYNAVECTOR, see Electrostatic Sound Systerms.

E M T, see Gotham Audio E P I, see Epicure Prods.

ERA ACOUSTICS INC., 311 E Park St. Moo-nachie, N.J. 07074 Tel. (201) 641-3650. Pres. R.R. Kozlow, Sales Mgr., Sam Eisen-Distribution: M. Ret. M. OEM, ID.

Product: POLY PLANAR-MAGITRAN speakers E S TRANSLATOR DIV., BTM MFG. CO., 2005 Lincoln Ave. Pasadena, Calif. 91103. Tel (213) 798-0476 Mktg Dir. Charles R. Miller Distribution: M. Rep.

Product: Speakers. ESS, see Electrostatic Sound Systems

E T R SERIES, see DWD. EARTH SOUND RESEARCH CORP., 3-A Oval. Dr. Central Islip, N.Y. 11722 Tel (516) 231-Product: Speakers, equalizers

EDCOR, Hale Ave., Irvine, Calif. 92714. Tel. (714) 556-2740 Distribution: M. Ret.

Product: Microphones (FM wireless)

ELAC/ MIRACORD, see Benjamin Electronic ELECTROSONIC SYSTEMS INC., 5223 Edina ind I Bivd., Minneapolis, Minn 55435. Tel (612) 835-5787 Pres. & Adv. Mgr. Kevin Curry, Sales Mgr. Robert Stimson, Mktg. Coord: Linda Robie Product: Decoders & demodulators

ELECTROSTATIC SOUND SYSTEMS INC. (ESS), 9613 Oates Dr., Sacramento, Calif. 95827 Tel (916) 362-4102 Pres. Philip Coeiho, Sales Mgr.: Dwight Renzema, Adv. Mgr. Jeff March

Distribution: M. Ret. M. DEM. ID, M. Rep. Product: ESS speakers DYNAVECTOR tonearms, phono cartridges (moving coil)

ELECTRO-VOICE INC. (SUB. OF GULTON INDS. INC.), 600 Cecil St. Dept. SB. Buchanan Mich. 49127. Tel. (616) 695-6831 Pres: Robert Pabst, Sales Mgr. Dave Rothfeld, Adv & Sales Promo. Dir. R. Timothy Rooney.

Branch: Visalia, Calif., 7473 Ave. 304 Zip. 93277 Tel (209) 625-1330 Distribution: M. Rep.

Product ELECTRO-VOICE microphones [condenser, dynamic] INTERFACE SEN-TRY speakers.

ELITE MOBILE SOUND DEVICES, see Pyramid Inds.

ELPA MKTG. INDS. INC., PO Box 1050, New Hyde Park, N.Y. 11040, Tel. (516) 746-3002. Pres EL Childs Sales Mgrs Eric Block Bob Haspel Adv Mgr Ed Lesson Branch: Scottsdale, Ariz., 7301 E Evans Rd Zip 85260 Tel (602) 948-1070 Chm P.W. Kind. Distribution: M. GEM. M. Rep.

Product: THORENS receivers, speakers.

EMILAR CORP., 2837 Coronado St., Anaheim Calif. 92806. Tel. (714) 532-8500. Pres. Manny Mohager: VP Corp. Mktg. Thomas H McMahon

Distribution: M/CEM, M/C, M/Rep. Product: Speakers, hi frequency compression drivers & horns

EMPIRE SCIENTIFIC, 1055 Stewart Ave., Garden City, N.Y. 11530. Tel: (516) 222-1400 Exec VP Kenneth I Busch Adv Mgr John Hegguist

Int'i branch: Canada Distribution M/Rep

Product: Turntables, phono cartridges, styl--pickup

EPICURE PRODS. INC., 1 Charles St., Newburyport, Mass. 01950 Tel. (617) 462-3181 Product: EPI, EPICURE speakers

ERA, see Polydax

F A L, see Metro-Lites.

ERCONA CORP., 2492 Merrick Rd., Bellmore, N.Y. 11710. Tel (516) 781-2770. Pres. E.B. Frank, Sales Mgr. Melvin Kandell Adv. Mgr. Eugene Kneloff

Product: LEAK amplifiers, pre-amplifiers. tuners, receivers, speakers, PML microphones (condenser, dynamic), headphones. Private Label speakers, headphones

F M I, see Fulton Electronics FERROGRAPH, see Sound Studio FIDELITONE INC., 207 N. Woodwork Ln., Palaline, III 60067 Tel (312) 359-8800 Presi Charles Smith, Nat'l Sales Mgr. Gordon

Oakes Adv Mgr Joe Singer Int'l branch: Schland

Distribution M. Ret. M. OEM, ID. M. Rep.

Product: Styli-pickup. FIDELITY RESEARCH OF AMERICA, PO Box 5242, Ventura, Calif. 93003, Tel. (805) 642-9277 Owner Phil Schwartz Adv Mgr. Randy Marks.

Product: Tonearms, phono cartridges (moving coil), toroidal transformer pre-amplifiers for moving coil cartridges

Distribution: M. Ret. Direct from Importer to

FISHER CORP., 21314 Lassen St., Chatsworth. Calif. 91311 Tel. (213) 996-7322. Pres.

Howard P. Ladd Sales Mark Statistics Don Lattericta, Pik May Branches, South Painter St. Zip. 07080. Tes (201) call stress through Mgr Balph Kauthuri - Milroy Fo. Salar Park. Zip. 17063 Tet (717) 667 2501 EP Ira Horon Distribution: M. Police

Product: (I-II) & canada has been players, ampahors, turiers the error a some ers. torritables.

FORMULA FOUR, see Polk Audio FORSYTHE AUDIO SYSTEMS, 25 N. Ilean on al Watertown, Mass. 02172. Tell courty and 6107 Pres. Kenton G. Forsythe, Sales Mgr. David Henderson Adv Mgr. Richard Lowis.

FONS, see Sindell Ord

Distribution: M. Fist.

Product: FORSYTHE AUDIO SYSTEMS ACOUSTIC TRANSDUCER speakers.

FORGATE ELECTRONICS arking the Jeffory land Product TETRA-2 stored directionally enhancers.

FRANKMANN RESEARCH, PO Box 125, Washmatten Ave. Greenwile, Ohio 45331. Tel. (313) 548-1395 Distribution: M. Het. M. End. Product Sprakers

FRAZIER INC., 1900 Valley View Ln., Dallas, Low PC234 Tell (214) 241-3441 Distribution M. First

Product: Amplifiers, speakers, equalizers. FRIED PRODS, CO., 7619 City Line Ave., Philadespera. Pa. 19151 Tel (215) 473-7474 Pres. leving M. Fried, Sales Mgr. H. M. Fried Product: Speakers.

Product: CLONE TONE ampidium, pre-ampatiers, equippers

Tel (608) 257-1375

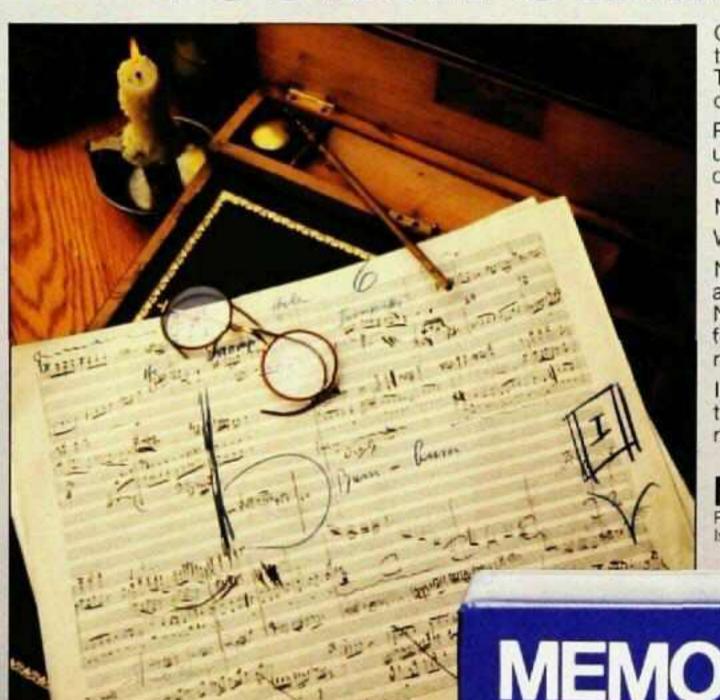
FULTON ELECTRONICS, 4421 Zace Ave. N. Minneapolis, Minn. 55422 Tel: (612) 537-Product: FMI speakers, microphones, NEXUS pre-amplifiers

Rafael, Calif. 94901. Tel. (415) 456-6766. Distribution: ID. Product: Pre-amplithers, equalizers, electronic crossovers, reverb units

FURMAN SOUND, 616 Canal St., Suite 25, San

G B L INC., 5697 New Peachtree Rd., Chamblee, Gu 30341. Tel (404) 455-1553 Product: Speakers, turntables.

WHICH NEW HIGH BIAS TAPE WINS WITH MAHLER'S FOURTH SYMPHONY?



Original manuscript sketch for the first

movement of Gustav Mahler's Fourth

Symphony, Courtesy of The Newberry

Library, Chicago.

Choose eight measures of Mahler's Fourth that are really rich in the high frequencies. The type of passage that high bias tapes are designed for.

Record it on your favorite high bias cassette. using the Chrome/CrO2 setting. Then again on new MEMOREX HIGH BIAS

Now play back the tapes.

We're convinced you'll have a new favorite.

New MEMOREX HIGH BIAS is made with an exclusive ferrite crystal oxide formulation. No high bias tape delivers greater high frequency fidelity with less noise, plus truer response across the entire frequency range.

In short, you can't find a high bias cassette that gives you truer 100 reproduction.



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BLANK TARRAY BURGEONING

his exclusive product and on but pages to all communicated some professional—audio and video tape fines at own a combine of additions since the August 1978 Blank Tape Spothgal, particularly with home videocassettes and new metal particle audiocassettes.

In video, 3M added a new VK-125 and VK-250 le-inch VHS, Maxell has a new 60 and 120 minute Epitaxial VHS; Fup has F30, T60, T90 and T120 VHS tapes and L125 L250, L370 (the first 45/90 minute for the U.S.) and L500 Beta units, Memorex has its new one and two-hour VHS tapes, Irish is marketing L250 and L500 Beta cassettes, and Dupont is testing its branded Primetime one, two- and three-hour Beta tapes, to be followed by one, two- and three-hour VHS products. Most will be available by mid-year.

Joining the 3M Metaline metal particle cassette at a superpremium price and performance level are the new Nakamichi ZX Metal Tape. 1DK Metal Alloy Cassette, Fuji Metal Tape and Philips Metal Particle. All will be available in the U.S. by summer, in C.60 and C.90 lengths.

replacing its chrome line. RKO Broadcast I normal bias ferric oxide tape, a new line, four other lines from Philips in Europe bowing in the U.S., including Ferric, Super Ferric, Chrome and Ferrichrome products, an Ampex Grand Master II premium high bias cassette, plus low-end Low Noise cassette and 381 8 track lines, new EHF (extra high fidelity) and improved Ferrichrome lines from Sony, a new M-30 Mini Cassette from Robins and improved M-30 and M-40 Mini Cassettes from Certron, plus branded premium Microcassettes from TDK and Sony.

Prices are higher from most lines since August, with virtually all others expected to go up by mid year as a result of extreme pressure on all petroleum related products—significantly tape oxides, binders and polystryrene shells. Already noted are hikes for Ampex reels, BASF cassettes, Maxell cassettes and 8 tracks, Fup cassettes and reels, firsh cassettes and reels, Robins Lecture cassettes and open reel. Memorex U-Matic and ENG videotapes, TDK cassettes, 8 tracks and reels.

Distribution: M. End. Br.

PRODUCT CHART KEY

AY-Autyn
BE-back scaled
C-choome
ED eq-chrome equivalent
CM-cobalt modified
DO, -chromium dicade
ES-editaval cobalt
EMO-estra high solpot
ED-epitaxial oxide
ER-extended range
E-berric
ES-terric cobalt
ES-terric chrome

FE9-terricobalt

FCr-ferrocryptal
FG-ferric gamma hemale
FG-ferric daide
FS-ferric
GFG-gamma ferric uside
HG-frigh density
HG-frigh leroc
HI-frigh ferric
HG-high surput
HF-high performance
LN-low come
M-mastering

P-polyester
PF-pure ferric
PLN-premium low noise
PsGH-Px gamma hematite
SE-super coating
SF-standard ferric
SHI-super high fidelity
SLN-super low noise
SF-standard performance
XHE-extra high energy

ME-master backed.

NE-normal bias

MO-maximum potput

10%" rest

**-5" 146

***-14" resi

TAPE/AUDIO/VIDEO EQUIPMENT MANUFACTURERS & IMPORTERS

G C ELECTRONICS, 400 S. Wyman, Ruckford, III 61101 Tel: (815) 968-9661

Product: AUDIOTEX pre-amplifiers, microphones (condenser, dynamic), headphones

G M I, see Brenner

G T O, see Professional Audio Systems Engig GALE, see Great White Whale

GALLIEN-KRUEGER, 5048 Vandell Way, Campbell, Calif. 95008. Tel. (408) 379-3344. Distribution: M. Ret. Product: Amplifiers.

GARRARD DIV., PLESSEY CONSUMER
PRODS., 100 Commercial St. Planview
N.Y. 11803 Tel (516) 938-8900 VP & Gen
Mgr. Marvin Paris. Mktg. Mgr. Neil Blatt.
Adv. Coord. Ann Olivier

Product: Turntables, noise reducers GAUSS, see Cetec Audio GENERAL AUDIO, 308 W. Sixth St., Austin, Tex.

78701 Tel (512) 477-3706

Product Amplifiers, pre-amplifiers.

GODZILLA, see Great American Sound GOLDRING, see Hervic GOTHAM AUDIO CORP. 741 Washingto

GOTHAM AUDIO CORP., 741 Washington St., New York, N.Y. 10014. Tell (212) 741-7411. Pres. Stephen F. Temmer, VP Sales. Eli Passin Branch: Hollywood, Calif., 1710 N. La Brea.

Ave Zip 90046 Tel (213) 874-4444 VP-Hugh S Allen Distribution: M/Ret M/OEM M/End M/C Product: TELEFUNKEN open reel (professional) rec'rs/players, KLEIN & HUMMEL

sonal) rec'rs/players, KLEIN & HUMMEL speakers, equalizers, EMT turntables, phono cartridges, reverb units; NEUMANN microphones (condenser), TELCOM noise reducers.

GRACE, see Sumiko

GRADO LABS INC., 4614 Seventh Ave. Brooklyn, N.Y. 11220 Tel (212) 435-5340. Distribution: M. Ret, M. DEM, ID. M. Rep. Product: Phono cartridges, styli—pickup.

GREAT AMERICAN SOUND CO. INC., 20940
Lassen St. Chatsworth, Calif. 91311. Tel.
(213) 998-8100. Pres. Ed Miller, Nat. Sales,
Mgr. John H. Sullivan, Adv. Mgr. Adam Zareba.
Distribution: M. Ret, M. Rep.

Product: GODZILLA, AMPZILLA ampidiers, THAEDRA, THOEBE, THALIA, pre-ampitiers, CHARLIE tuners (FM stereo), SLEEP-ING BEAUTY phono cartridges (moving coil)

GREAT WHITE WHALE DIST'N INC., 348 E. 84 51, New York, N.Y. 10028, Tel. (212) 861-9100

Product: BRYSTON amplifiers, GALE turntables speakers WATSON POINT 3 speak-

GROMMES-PRECISION, see Precision Electronics

H/H, see Audiomarketing

HANDIC USA INC., NW 57 Ave., Miamir Lakes, Fla. 33014. Tel. (305) 625-7555. Product: Cassette recirs/ players, receivers, speakers, turntables.

HARMAN KARDON INC., 55 Ames Court, Planview, N.Y. 11803. Tel. (516) 681-4000. Distribution: M. Rep.

Product: HARMAN KARDON cassette (home) recirciplayers, amplifiers, funers, receivers CITATION amplifiers pre-amplifiers tuners, receivers RABGO turnitables HARTLEY PRODS CORP, 620 Island Rd. Ramsey, NJ 07446; Tel (201) 327-4443. Pres &

Adv. Mgr.: Richard Schmetterer: Sales Mgr.: Joseph Cappadona
Distribution: M. Ret.
Product: CONCERTMASTER.: ZODIAC.

HOLTON TOWER REFERENCE speakers
HEARON, see Audio Innovations.
HEATH CO., Hillop Rd., St. Joseph, Mich.

A9085 Tel (616) 982-3200

Product: HEATHKIT amplifiers, pre-amplifiers, tuners, receivers, speakers, equal-

HEATHKIT, see Heath, HED, see Cerwin-Vega

HEIL SOUND LTD 2 Heil Ind 1 Blvd Marissa III 62257 Tet (618) 295-3000 Pres. Bob Heil Distribution: M/C Product: Amplifiers, pre-amplifiers, speak-

ers, equalizers, voice modifiers

HERALD ELECTRONICS, 6611 Lincoln Ave.,
Lincolnwood, III. 60016 Tel. (312) 675-1100

Pres. Charles F. Kellner, Sales Mgr., Hank

Product: Pre-Amplifiers, speakers, microphones (condenser, dynamic), head-

phones

Phones

HERESY, see Kilpsch & Assocs

HERVIC ELECTRONICS INC., 14225 Ventura

Blvd. Sherman Oaks, Calif. 91423. Tet.

Blvd. Sherman Oaks, Calif. 91423. Tet (213) 990-2777. Pres. William Herskovic, Sales & Adv. Mgr. James Cohen. Distribution: M./Rep. Product: HERVIC headphones, CONNOIS-

SEUR turntables, tonearms, GOLDRING phono cartridges, styll-pickup.
HILL TYPE 1, see Plasmatronics.
HITACHI SALES CORP. OF AMERICA, 401 W.
Arterio flast Computer Cost, 90220, Tel.

HITACHI SALES CORP. OF AMERICA, 401 W. Artesia Blad. Compton. Cabr. 90220. Tel. (213) 537-6253. Pres. 1 Kawamoto Sr. VP. Rox Feedbander. Nat I. Sales. Mgr. Jerry Sleenicks, Adv. Mgr. Robert Lyoenibal (Also Cabrington) (1976).

INFINITY SYSTEMS, 7930 Deering Ave. Ca noga Park. Calif. 91304. Tel. (213) 883-4800 Product: Speakers.

INTERPACE, see Electro-Voice INTERNATIONAL ELECTRO-MAGNETICS INC., 350 N. Eric Dr., Palatine, III. 50067. Tel. (312) 358-4622. Pres. John Pretto, Sales Mgr., Tony Pretto.

Distribution: M./OEM, M./End, M./C.
Product: IEM open reel (professional)
recirs/players, magnetic heads: IEM/OPTRO equalizers.

INTERNATIONAL SOUND CO SERVOLINEAR
AUDIO PRODS INC., 133 Kerr Ave. Modesto, Calif. 95351. Tel. (209) 524-6968.
Pres. Gary I. Elwell, Sales Mgr. Scott.
McAllister Adv. Mgr. Marlene Davison.
Distribution: M. Ret. ID, Br.

Product SERVOLINEAR speakers INTERPHASE 1, see Janis Audio.

JBL, see James B. Lansing
JVC CO., 58-75 Queens Midtown Expwy. Maspeth, N.Y. 11378. Ter (212) 476-8300. Pres. S. Hori, Sales Mgrs. Sparky Wren (High Fidelity). H. Elias (Home Entertainment). H. Schlass (Pro Video). Adv. Mgr. Cliff Shearer.

Branches: Compton, Calif., 1011 W. Arlesia. Blvd. Zip. 90220. Tel. (213) 537-6020—Arlington Heights, III., 3012. Malmo Dr. Zip. 60005. Tel. (312) 593-8997. Reg I Mgr. Mort. Golden.

Product Cassette (home portable) recirs players amplifiers tuners receivers speakers, turntables, phono cartridges equalizers, headphones.

J W S ACOUSTIC DESIGN CORP., 11407-A Rt. 14. Harvard III. 60033. Tel. (815) 943-6522. Pres. Jon W. Speckman, Sales Mgr. Ralph Meier, Adv. Mgr. Steve Manemann Distribution, IO, M. Rep.

Product: SPECKMAN speakers

JANIS AUDIO ASSOCS. INC., 2889 Roebling
Ave., Bronx, N.Y. 10461, Tel. (212), 8927419, Pres., John Marouskis
Distribution: M. Ret.

Product: INTERPHASE 1 amplifiers, JANIS speakers.

JELCO, see Ansta Ents
JENSEN SOUND LABS, DIV., PEMCOR INC.,
4136 N. United Pkwy. Schiller Park, III
60176 Tel (312) 671-5680 Pres. Jerry Kalov, Nat'l Sales Mgr. (home audio). John D.
Wood, Mktg. Servs. Mgr. (home audio).
Chuck Wendt.

Distribution: M. Ret. ID. M. Rep. Product: JENSEN LIFESTYLE speakers
K.L. H. RESEARCH & DEVELOPMENT CORP.,
145. University Ave., Westwood, Mass.
02090. Tel. (617) 326-8000. Exec. VP. Denis.
Wratten, Sales Mgr., Elliot Schwartz.
Product: KLH speakers, KLH BURWEN.

KEATING CUSTOM ELECTRONICS DESIGN, S000 Nash Dr., Lewisville, Tex. 75056, Tel. (214) 370-2859, Pres. Stephen C. Keating Distribution: M. End, M. C. Product: SUPREME amplifiers, pre-ampli-

fiers, equalizers, RMS & peak limiting amplifiers

DAVE KELSEY SOUND, see Audio Concepts

KENWOOD ELECTRONICS INC., 1315 E. Warsoncenter Rd., Carson, Calif. 90745. Tel.
(213) 518-1700. Pres., George T., Aratani,

Soncenter Rd. Carson, Calif. 90745. Tel. (213) 518-1700. Pres. George T. Aratarii, Sr. VP. Y. Nakase, VP. Mitg. Don Palmquist. Branch: Secaucus, N.J. 75 Seaview Dr. Zip. 07094. Tel. (201) 863-5600. Sr. VP. Bill Kasuga, VP. Henry Akia. Distribution: M. Ret. M. Rep.

Product: Cassette (home) recirs players, amplifiers pre-amplifiers tuners receivers, speakers turntables

KLARK TEKNIK, see Meteor KLEIN & HUMMEL, see Gotham Audio KLIPSCH & ASSOCS, INC., PO Box 688, Hope, Ark. 71801. Tel. (501) 777-6751. Pres. R.L. Moers, Sales Mgr., Don Petersen Distribution: Mr.Ret.

Product: BELLE KLIPSCH, CORNWALL HERESY, KLIPSCHORN, LA SCALA speakers.

KLIPSCHORN, see Klipsch & Assocs
KOEHN ELECTRONICS, 5630 Laurel St., New
Orleans, La. 70115, Tel. (504) 897-2154.
Pres. Terrence Kane, Sales Mgr., Donald
No. Adv. Mgr., Richard Rogers
Distribution, M. Ret, M. End.

Product: Pre-amplifiers, equalizers

KORG, see Unicord
KOSS CORP., 4129 N. Port Washington Ave.,
Milwaukee, Wis 53212 Tel (414) 964-5000
Pres. John C. Koss, Sales Mgr. Dave
McLeod, Adv. Mgr. Joseph E. Kotowski,
Mktg. Servs. Evelyn Lewis
Product: Speakers, headphones.

Flark Rd. Chicago, III 60634 Tel (312) 685-6609 Product: Speakers.

KUSTOM KREATIONS INC., 19316 Londelius St. Northridge, Calif 91324 Tel (213) 886-8383 Pres. William Lang: Nul'l Sales Mgr. Floyd Sanders. Distribution: M. Rep.

L T C CORP., 1401 E. Borchard, Sonta Ana, Calif. 92705, Tel. (714) 558-8484 Product Specimen.

Product: POWER UP amplifiers: XE speak-

A T L PLECTHONICS, son 11 Sr SF, Authors,

reducers, headphones, CRITERION speakers, styli-pickup

LANG ELECTRONICS INC., 14 E. 39 St., New York, N.Y. 10016, Tel. (212) 725-8110 Product: Open reet (professional) recirsi players, equalizers.

Product: LAFAYETTE 8-11 & cassette

(home, auto) rec'rs/players, amplifiers.

tuners, receivers, turntables, microphones

(condenser, dynamic, FM wireless), noise

JAMES B. LANSING SOUND INC., (JBL), 8500
Baiboa Blvd. Northridge, Calif. 91329. Tel.
(213) 893-8411. Pres. Sterling Sander Prof.
Div. & Sales Mgr. Peter Horsman. Adv.
Mgr. Ed. Walsh. Applications. Eng. Jim.
Brawley.

Distribution: M. Ret. M. OEM, M. C. Product: JBL amplifiers, pre-amplifiers, speakers

LA SCALA, see Klipsch & Assocs LEAK, see Rank Hi Fr & Ercona Corp LENCO, see Neosonic LENTEK, see American Audioport

MARK LEVINSON AUDIO SYSTEMS, 55 Circular Ave. Hamden. Conn. 06514. Tel. (203) 281-6333. Product: Open reel (home) rec.rs. players.

amplifiers pre-amplifiers LEXICON INC., 60 Turner St., Waltham, Mass.

02154 Tel (617) 891-6790 Distribution, M. End, M. C. ID, M. Rep. Product: DELTA-T digital delay systems. LIFESTYLE, see Jensen

LINEAR ACOUSTICS see Custom Audio LUSTRE, see Sumiko LUX AUDIO OF AMERICA LTD., 160 Dupont St. Plainview, N.Y. 11603, Tel. (516) 822-7070. Pres. A. Miura, VP. Gerald Kaplan, Nat'l Sales Mgr. Colin B. Evars, Adv. Mgr. J.

Distribution: M. Ret
Product: LUX: LUXMAN amplifiers, pre-amplifiers, tuners, receivers, furnitables, equal-

LUXMAN, see Lux Audio LYNN STEWART CO., 439 E. Minors St., Chrcago, W. 50611 Tet (312) 664-1515

Product: Tape playback equip

M.C.LINC., 4007 NE South Ave. Fort Lauderdale,
Fla. 33334. Tel. (305) 566-2653. Pres. G.C.
Harned, VP Mktg., Lutz H. Meyer
Distribution ID
Product: Open reel (professional) rec. rs.

M G A, see Mitsubshi Audio M & K, see Miller & Kreisel

M & R, see Miller & Kreisel

M X R INNOVATIONS INC., 247 N. Goodman St.
Rochester, N Y. 14507. Tel. (716) 442-5320
Pres. Keith Barr, Sales & Adv. Mgr. Ronald
Wilkerson
Distribution: M. Ret.

Product Equalizers (graphic), noise reducers digital delay systems. MAGNADYNE CORP., 20545 S. Beishaw Ave., Carson, Calif. 90746, Tel. (213) 639-2200.

Product: Tape playback equip
MAGNEPAN INC., 1124 First St., White Bear
Lake, Minn. 55110, Tel. (612) 426-1645
Product: MAGNEPLANAR speakers

MAGNEPLANAR, see Magnepan MARANTZ, see Superscope inc. MARSHALL, see Unicord.

MARTIN SPEAKER DIV. EASTMAN SOUND MFG CO INC., Rt. 295 & Harmony Rd., Mickleton, N.J. 08056. Tet (609) 423-0100. Pres. Fred Martin, VP. Eli Mizrahi. Product: Speakers.

MATRECS INDS., 805 Woodman Ave., Winslow, Will 61089 Tell (815) 367-3811 Pres. A.C. Valutus, Nat I Sales Mgr. Stanley Taylor, Adv. Mgr. Bill Sutherland Distribution: M. Ret. M. CEM. M. End. M. C. M. Rep.

Product: Speakers

McINTOSH LAB INC., 2 Chamber 5t, Binghamton, N Y 13903. Tel (607) 723-3512

Product: Amplifiers, receivers, speakers.

equalizers

McKAY DYMEK CO., 111 S. College Ave., Claremont. Calif. 91711. Tel. (714). 621-6711. Chm. George McKay Jr., Pres., Frank Johnson.

Distribution: M. End.

Product Tuners, AM antennas.

McMARTIN INDS, INC., 4500 S. 76 St., Omaha, Neb 68127 Tel (402) 331-2000 Pres. R.B. McMartin, Sales Mgr. Robert Anderman, Adv. Mgr. Eric Somers.

Product: Amplifiers, pre-amplifiers, funers.

MELCO SALES, see Mitsubishi Audio Systems.
MESA ELECTRONICS SALES LTD., 2940
Malmo Dr. Arkington Heights, III. 60005 Tel
(312) 437-6500
Distribution: M. Rep.

Product: Speakers.

METEOR LIGHT & SOUND CO., 155 Michael Dr.
Syosset, N.Y. 11791, Tel. (516) 364-1900.

Distribution: M. Ret, M. OEM, M.C. ID.
M. Rep.

Product: CLUBMAN ampilitors, pre-ampilitors, SOUND PANEL SUPER SOUND PANEL speakers, KLARK TEKNIK amplifiers, pre-ampilitors, METEOR ampilitors, pre-ampilitors, speakers

METRO-LITES INC., (formerly MGM Stage Equip.), 750-10 Ave., New York, N.Y. 10019 Tell (212) 757-1220. Pres., John Banson, Distribution: M. End, 10. Product. FAL Amphifors, pre-amplifiers, speakers.

METRON, see Cerwin Vegn.
MICRO-ACOUSTICS CORP., 8 Westchester
Plaza, Emisterd N Y 10523 Tel (914) 5927627 Pres. Amoid Schwartz, VP Sanford
Dretinger, Nat I Sales Mgr. Jack South
Distribution: M/Rep.
Product. Speakers, phono cartridges.

ISICRO TRAK CORP., 620 Hace St. Helyoke Mana 01040 Tel (413) 536-3551 Fres. Wil-Stacy, Sales Mgr. Alon Newhouse Distribution: M. Ret. M. OEM, M. End. M.C. ID. M. Rep. Product: Pre-amplifiers, furnishes.

MILLER & KREISEL SOUND INC., 19391 Jefferson Blvd. Culver City. Calif. 90230. Tel. (213) 204-2854. Pres. Ken Kreisel. Sales Mgr. Steve Smith. Adv. Mgr. Jan Baskin. Oistribution: M. Ref. ID. M. Rep.

elite system)
MINEROFF ELECTRONICS INC., 945 Downing
Ad. Valley Stream, N.Y. 11580 Tel. (516)
825-4702 Pres. Saul Mineroff, Promo.
Nancy Mineroff.

Product: M&K speakers (Nub woofers & set-

Product: LIHER cassette & open reel recirsi players, microphones (condenser), headphones

MINNEAPOLIS SPEAKER CO. (MISCO), 3606 Grand Ave. S., Minneapolis, Minn. 55409 Tel. (612) 825-1010 Distribution: M. Rep.

Product: MISCO-REDLINE speakers.

MIRACORD, see Benjamin Electronic
MISCO-REDUNE, see Minneapolis Speaker
MITSUBISHI AUDIO SYSTEMS-MELCO SALES
INC., 3030 E. Victoria St., Compton, Calif.
90221 Tel. (213) 537-7132 Pres. S.
Yamaguchi, Sales Mgrs., Steve Saake
(MGA), Fred Hartfelder (Mitsubishi), Adv.
Mgr., Barbara Richert. (Also see listing un-

der VIDEO) Branch: Lincolnwood, RL, 7045 N. Ridgeway Ave. Zip. 60645. Tel. (312): 973-2000. Reg I Mgr. Y. Yamashita.

Product: MGA cassette (home) rec rs. players: MITSUBISHI amplifiers, pre-amplifiers, tuners, speakers, furnitables, headphones, power level meters.

MONITOR, see Sonic Int')
N.A.D. see New Acoustic Dimension

NADY SYSTEMS, 1145-65-5t, Emeryville, Calif. 94608 Ter (415)-652-2411 Pres. John Nady Sales Mgr. Peter T. Kalmen, Adv. Mgr. Byron Stone

Product: NASTY CORDLESS, NADY VHF microphones (wireless), transmitters & receivers for wireless mics.

NAGATRONICS CORP., 2280 Grand Ave., Baid-

win N.Y. 11510 Tel (516) 546-3295 Pres. David B. Monoson, Sales Mgr. Seth E. Hochman. Distribution, M. Rep.

Product Phono cartridges (magnetic), styli-pickup NAGRA MAGNETIC REC'RS INC., 19 W 44 St. New York, N Y 10036 Tel (212) 840-0999.

Product. Open reel (professional) recirsi players speakers

NAKAMICHI CORP., 1101 Colorado Ave. Santa Monica, Calif. 90401. Tel. (213) 451-5901. Pres. E. Nakamichi. Exec. VP. T. Akiyama. Sales Mgr. Ken Ohba. Adv. Mgr. Ted T. Nakamichi. Tech. Mgr. H.K. Appleman. Branch: Carle Place, N.Y., 220 Westbury. Ave. Zip. 11514. Tel. (516) 333-5440. Distribution: M. Ret.

Product: Cassette (home: auto: portable) recirs/players: amplifiers: pre-amplifiers; tuners, receivers, speakers, phono cartridges microphones (condenser, dynamic), headphones.

NAMIKI USA, 1 World Trade Center. Suite 8905. New York, N.Y. 10048. Tel. (212) 466-0718. Telex. 425726. Gen. Mgr. N. Mryamoto. Sales Mgr. Douglas Bierschenk, Adv. Mgr. Dean Liska. Home office: Japan.

Distribution: MICEM

heads (audio & data), side force gauges.
NASTY CORDLESS, see Nady Systems.
NEAL, see Sound Studio.
NEOSONIC CORP. OF AMERICA, 188 Miller Pl.
Hicksville, N.Y. 11801, Tel. (516) 931-5558.

Product: Tonearms, styli-pickup, magnetic

Hicksville, N.Y. 11801 Tel. (516) 931-5558.
Pres. Joseph N. Benjamin, Sales Mgr. Michael S. Becker.

Distribution: M. Ret. M. OEM. M. C. ID.

Product: LENCO cassette (home, protessional) recirs players, turntables. NEPTUNE ELECTRONICS INC., 934 NE 25

Ave Portland Ore 97232 Tel (503) 232-4445 Pres Bob Herb Adv Mgr Gerald Dutty

Product: Amplifiers, pre-amplifiers, equalgers.

NEUMANN, see Gotham Audio

RUPERT NEVE INC., Berkshire Ind I Park, Bethei, Com. 05801, Tel. (203) 744-5230. Pres. & Adv. Mgr. Toru B. Nordahl, Mktg. & Sales Mgr. Anthony H. Langley Int'l branches: Canada, England Product: Open met (professional) recirs.

NEW ACOUSTIC DIMENSION (NAD) (USA) INC. PO Box \$29 Mark Hosh Lin Lincoln, Mass. 01723. Tel. (617) 259-9600. Pres-Martin L. Borish, Sales Mgr. Peter D. Tribeman, Admin. Der & Adv. Mgr. Janet K. Boynton.

Product: NAD amplifiers, funers, receivers, furnitables, phone cartridges (magnetic), casselle rec rs. players.
NEWCOMB AUDIO PRODS, CO., 12881 Brackey.

Ave. Sylmar Calif 91342 Tel (213) 367-1921 Product: Tapo playback equip.

NEXUS, see Fullon Electronics. NIKKO ELECTRIC CORP. OF AMERICA, 16270

Distribution: M. Rep.

Haymer St. Van Nuys, Calif. 91406. Tel. (213) 988-0105. Pres. K. Sato, Ass't to Pres. W. Miyahara, VF. Sales, J. Schroeder Branch, Hauppauge, N.Y., 320. Oser Ave. Zip. 11787. Tel. (516) 231-8181. Distribution: M. Ret. Product. Amplifiers, pre-amplifiers, tuners.

NORDMENDE, see Sterling Hi-Fidelity.

receivers, equalizers, time delay systems.

OASIS AUDIO INC., 5990 Plymouth Rd., Ann Arbor, Mich. 48165. Tel. (313) 665-6876. Pres. David M. Gillespie. Adv. Mgr., Ed Hru. Distribution: M./Ret. Product: Turntables. tonearms.

OBELISK, see Shahinian Acoustics
OHM ACOUSTICS CORP., 241 Taaffe Pt.
Brooklyn, N.Y. 11205 Tel (212) 783-1111
Pres. John Strobbeen, Nat I Sales, My.

Don Bouchard

Distribution: M. Ret.
Product: Speakers

OLSON ELECTRONICS INC., 260 S. Forge St.,
Akron. Ohio 44327. Tel. (216) 535-1800.
Pres. W.R. Wolf. Sales Mgr. Craig Smith.
Adv. Mgr. John Gaylor (Also see listing un-

der VIDEO).

Product: OLSON 8-tr (home, auto) & cassette (auto) rec rs players, amplifiers, tuniers, receivers, speakers, phono cartridges, microphones, headphones, TELE-

OMNITAONICS INC. (BETA SIGMA CORP.) 2711 E. Indian School Rd. Phoenix, Anz. 85016. Tel: (602) 955-9756.

Distribution: M / Ret. M / Rep. Product: ASPEN WOOD pre-amplifiers ONKYO USA CORP., 42-07-20 Ave., Long Island City. N.Y. 11105 Tel: (212) 728-4639 Pres. S. Tanaka: Nat I Sales Mgr., Mark R. Friedman, Adv. Mgr., Bob Salsaki.

Branches: Chatsworth, Calif., 20800 Nordholf St. Zip 91311. Tel. (213) 998-6501—Wood Dale, III., 935 Swert Dr. Zip 60191. Tel. (312) 595-2970. Midwest Sales Mgr. Frank Mailtz. Distribution: M. Rep.

Product: Cassette (home) recirs players, amplitiers pre-amplifiers tuners receivers speakers turnitables phono cartridges, equalizers control centers. OPAMP LABS INC., 1033 N. Sycamore Ave., Los

Angeles, Calif. 90038. Tel. (213) 334-3566.

Product: Amplifiers, pre-amplifiers, equalizers

OPTONICA DIV., SHARP ELECTRONICS, PO
Box 588, 10 Keystone Pt. Paramus, NJ
07652 Tel (201) 265-5600 Pres. T Sugawa, Sales Mgr. John Bermingham,
Product. Cassette (home) recirs players.

Distribution: M. DEM. M. Eng. M. C.

Pres B. J. Losmandy

Product: Cassette (Nome) nec'rs players amplifiers pre-amplifiers funers receivers speakers furniables.

ORANGE COUNTY ELECTRONICS INT'L INC., c o Parasound Inc., 680 Beach St., San Francisco, Calif. 84109, Tel. (415):E73-4544.

Product Equalizers, compressor limiters, ORTOFON, see Tannoy-Ortofon OTARI CORP., 921 Industrial Rd., San Carlos.

Pres. Bernard Krause VP. Sales & Adv. Sd.

Calif 94070 Tel (415) 593-1648 Mkg Mgr. J. Soma Product: Open reel (professional) reciti players

OXFORD SPEAKER CO., 4237 W 42 Pt. Chicago, III. 60632. Tel. (312) 327-3715. Pres. Harry Moskow Mxtg. & Sales Dir. Larry Salzwedel Distribution: M. DEM. M. End. M. C. ID. Product: OXFORD BEST. TEMPO speak.

P.A.S., see Professional Audio Systems.

PML see Ercona Corp. PANASONIC CO. (DIV. OF MATSUSHITA ELECTRIC CORP. OF AMERICA). 1 Partie sonic Way Secaucus, N.J. 07094, Tel. (201) 346-T000 Pres. Taylor Mizutani Exec. VP. Ray Gates, Exec. VP & Treasurer Nat Gilbert, VP & Gen, Mgr. (Midwest Group): J. Paul Michie VP & Gen. Mgr (Southern Group) F. Jack Pluckhan, VP & Gen Mgr. (Electronic Components Div.) Mark Urakawa, VP & Gen, Mgr. (Northeast Group). Raiph Wolfe, Gen. Mgr. (Video Systems Div.) Alvin Barshop, Gen. Mgr. (Technics & Hamie Audio Div 1: Jeff Berkowitz: Gen Mgr (Auto Prods Div.) C.J. Gentry, Gen Mgr & Dir Int'l Opns Lennart Harr (Exec office) Local branch: 50 Magdowlands Pkwy 20 07094. Tel: 348-7000. (Also see listing under

Branches: Beverly Hills, Calif., Newcraft Inc. 8383 Withing Blvd. Zip. 90211. Till (213) 655-1111-Cerritos, Calif., 17605 A Fabrica Way Zip 90701 - Duluth, Ga., Panasonic Allanta, 1 Meca Way, Zip. 30136. Tel (404) 923-9700-Honolulu, Hawaii, Panasonic Hawaii, PO Box 774, 2ip: 96808 Tel. (808) 847-5361-Arlington Heights, III., Panasonic Chicago, 425 E. Algonquin Rd. Z-p 60005 Tel (312) 364-7900 - Baltimore. Md., Panasonic Baltimore, 11 Azar Court Zip 21227 Tel (301) 247-4300-Westwood. Mass Panasonic Boston 75 University Ave 2:p 02090 Tel (617) 326-4000 - Carolina, P.R., Panasonic Sales Co., Victoria ind I Park. Ave. 65 de Infantena KM 9.7. Zip. 00630 Tel (809) 769-4320-living, Tex-Panasonic Dallas, 1825 Walnut Hill Ln. Zip 75062 Tel (214) 258-2828 Distribution M OEM ID M Rep.

Distribution M OEM ID M Rep.
Product: PANASONIC 8-tr (nome, auto) & cassette (nome, auto, portable) rec rs. players, magnetic heads. TECHNICS By PANA-SONIC cassette (nome, auto, portable) & open reel (home, professional) rec rs. players, amplifiers, pre-amplifiers, tuners, receivers, speakers, turn/ables, microphones (condenser, dynamic), equalizers, head-phones, meter systems, magnetic heads.

william Pany CO., 724 N Seventh St. Allentown. Pa. 18102 Tel. (215) 821-8984.
Owner, William Pany

Product: Receivers, speakers, microphones (condenser, dynamic), headphones. PAOLI HIGH FIDELITY CONSULTANTS INC. PO Box 876, Paoli, Pa. 19301 Tel. (215) 644-7083

PARADOX See Sonic Pa. 19301 Tet (213)

Product: Amplifiers, pre-amplifiers.

PARADOX, see Sonic Enway 11ed material

PARALLAX, see Wood Specially

Distribution: M. Ret.

www.americanradiohistorv.com

MICRO-SEIKL SON TIME

-1979 Blank Tape Product Chart-

Billboard®

AUDIO-CASSETTE

| AYING TIME | PWODUCT | COATING | LIST PRICE |
|--------------------------------|---|---------------------------|-----------------------------------|
| 2-170 | Al Prz | LN | 44 1 83 |
| 30 45 60 90 | IN/HO | FO | Contract |
| Custom Lengths | LN/HD | 10 | Contract |
| PEL | | 1 | |
| 45/50/90/178 | Le None Plus senes | FO 70 | 1.10/1.40/2.10/3.70 |
| 45/50/90/129 | 20/20 + senes | FO | 3.00/3.40/4.70/6.68 |
| 60/90 | Grand Master 1 | FO. | 4.60.6.00 |
| IDIO ACCESSORIES | Grand Master II | CMED | \$20,680 |
| Custom | SID | | |
| Up to 3 mins. | Endless Loop | | |
| DIOMAGNETICS | | | |
| 60 3-pack 43/50/90/170 | Audin Tracs. | LN | 39/1.09/1.69/1.99 |
| 45/60/96/120 | High Performance | HP. | 2 19/2 49/3 49/4 49 |
| ASF | | | |
| 45/50/90/129 | Performance | LN/H0 | 2 29/2 49/3 59/4 99 |
| 60/90 | Studio II | F0 00, | 7.99/4.49 3.29/4.79 |
| 60/90 | Professional I | FO/MO | 3 29/4 29 |
| 60/90 | Professional II | 00, | 3.89/5.29 |
| ELECTRONICS | Professional III | CrO, /FO | 3.89/5.29 |
| 1 to 90 | | LN:P:NB | 60 & up |
| PHTOL MAGNETIC | | | |
| 45/90/90/120 | Capital 1 | FO/LN | 89/99/149/199 |
| 45/80/90 2-pack 68/90 | The Music Tape Capitol 1 | FD/LN | 1.98/2.98 |
| 3-pack 60/90 | The Music Tape | EHO/LN | 4.98/7.38 |
| RTHON | | | |
| S8/90/120 | Certron HE | HE | 1.89/2.39/2.79 |
| 30/45/60 | Certipa LN Certipir LN | LN LN | 797.897.99 1.3971.59 |
| 30/45/50 | Certron HD | HO. | 39/1.13/1.29 |
| 30/120 | Cartron HD | HD | 1.68/1.99 |
| 30/40 | Mini | HD | 3.99/4.99 |
| MSE MEDIA 30,45-60,90 | F0 | BC . | 113/175/196/291 |
| MTIMENTAL AUDIOPS | | Br. | 11.13/13/2/13/02/20 |
| 45/60/90/120 | NB | F/H0 | 299/338/459/599 |
| 14/29/30/45/50 | Digital | HOVEN | Spec Quote |
| 11 | Total Control of the | HUCLE | A sper, Quote |
| 30/60/90/120 | Cseries | SP/NB | 65/77/98/166 |
| 30/50/90/120 | LNC series | LN/HD/NE | 74/88/1.12/1.89 |
| 2-122 40/50/90/120 | EE series HEC series | LN/HD/NB HE/HP/NB | 31 to 1.87 1.27/1.52/1.91/2.96 |
| 50/90 | Militaries | DIO/HE/NB | 1.65/2.19 |
| OTOME | | | |
| 30.50-90/129 WEBUT MFG. CO. | Ductone | HP | 1.25/1.50/1.95/2.50 |
| 45/50/90/120 | HE | HE | 1.25/1.40/1.75/2.25 |
| 18 | VIEW POR | | |
| 45/50/90 45/50/90 | Fun FX I | FO/LN/HD Benoder LN/HD | 4.00/4.70/6.20 |
| 46/50/30/120 | Fup Fi | FD/SLN | 3.00/3.40/4.70/6.50 |
| 45/50/90 | Metal Tape/pure metal | EHO/LN | TBA |
| IKONI | | | Committee Committee |
| 50/90 | UDER | 23 | 4.00/5.50 |
| SI MACRETIC | TODER | III | 4 90/3 30 |
| 30/60/90 | Insh | FS | 1.40/1.60/2.95 |
| 45/50/90/120 | Irish : | FS | 1.95/2.20/3.00/5.30 |
| 66/90 | Insh | F | 2.95/3.70 |
| 30/50/90/120 | Le-80 | FO | 99/119/169/199 |
| 50/90/120 | Le Bo | FD | 1,59/1,99/2.99 |
| 180/270 | Le Bo | FO . | 7.39/3.79 |
| 46/52/97 | T Hg | F | 1.55/1.75/2.25 |
| 46/52/92 | *ANI | C | 2.00/2.25/2.75 |
| unt | | | |
| 45/50/90/129 | Low Node | GF0 | Z.45/2.70/4.10/5.30 |
| 46/50/90/129 60/90 | Ultra Dynamic | PrGH ED/OM | 3.70/4.00/5.90/7.90 |
| 60/90 | DD XI II | ED/OM | 5.25/7.25 |
| DIA MITL | | | |
| 30/45/90/90/120 | | HOVEN | 75/1.00/1.25/1.75/3.50 |
| 30/45/60 | MRX. | 10 | 2 59/2 79/7 99 |
| 90/120 | MRX | 10 | 4.49/5.99 |
| 60/90 | High Burs | FE,O, (CM) | 4.39/5.99 |
| CANCHI | Makamata Pa | Ten | Take is no |
| 60/90 60/90 | Nakamichi EXI Nakamichi EXII | FCa FCa | 4.50/5.80 5.20/7.00 |
| 50/90 | Nakamichi SX | FCa FCa | 5.50/7.20 |
| 60 | Nakamichi VCZ | Metal | 9.75 |
| EM PA | | Tr. | I 2 50/3 20 |
| 60/90 | | Super Ferric | 3.00/3.90 |
| 60/90 | | £ | 3.90/4.80 |
| 50/90 | | ITh . | 4.20/6.60 |
| 60/90 | | Metal | 7.30/8.80 (tentative) |
| 60/90 | Broadcast 1 | F | 179/575 |
| | | Control of the | |
| L RASE PROO'NS | | - | |
| C1 thru C97 | | 80 | |

| EOBINS | | | market by the same |
|---------------------|---------------------|--|--------------------------|
| 80/90 | Robins Brand 5 | 30 | 125:140 |
| 68/90/120 | Lecture Brand | | 240(3.15/3.90 |
| 3 pack 60 | Robins Brand 5: | | 2.75 |
| Popular M. 30 | Mini Cassette | | 3.60 |
| SONY | | A STATE OF THE PARTY OF | |
| 30/60/90/120 | Low Note | LN | 1.98/2.18/1.00/4.00 |
| 46:90:90:120 | High Fidelity | 10 | 279/3.00/4.00/5.00 |
| 60-90 | | 00 | 3.9075.20 |
| 46/60/90 | Ferris Charina | #Ch | 420-450/530 |
| 60 | Micro-cassette | FO: | 2.00 |
| 68/90 | Descrite | 1.N | X 00 / 10 60 |
| 60.190 | Dessette | 106 | 18-68/12-90 |
| 46/60/90 | BIL | 0.0 | 3.50/3.90/5.20 |
| 46/60/90 | Ferric Chrome | FEN | 4.70/4.60/5.90 |
| SOUNDEND | | | mental make |
| 45/60/90 | SoundPro | 1.00.00 | 3.49.3.99.4.63 (2 for 1) |
| 45/60/90 | Smart Pro XI. | F0./Mg | |
| SUPERSCOPE | | | |
| 82/92/122 | Superioripe | 16 | 1.49/1.99/7.79 |
| 62/92/122 | Saperscope | SHI | 1.99/2.79/3.99 |
| 62/92 | Superitripe | 100, | 2.99/3.99 |
| SWIRE INTERMACHETIC | | 100 | |
| 45/60/90/129 | Informagnetics | 1 | 59/89/109/149 |
| 45/60/90/120 | (IND Exter- | F0: | 1.29/1.49/1.89/2.39 |
| TOR | | | |
| 60.790 | Super Avdyn (SA) | FC/AV | 3.99/5.89 |
| 45/60/90/129 | Audica (AD) | NB/HIL/DE | 2.89(3.09)4.89(6.19) |
| 30:45/50 | Dynamic. | LN/HD | 1.79/1.99/7.19 |
| 90/170/180 | Dynamic | EN/HD | 3.09/3.79/5.39 |
| 20 sec/30 sec | Endless | LN/BC | 4.19.4.29 |
| 1/3/6/12 | Endless | - LN/BC | 4.39/4.49/4.99/5.99 |
| 3M-SCOTCH | April St. 1 Control | The state of the s | |
| 45/60/90/170 | Highlander | LN | 1.49/1.69/2.49/3.79 |
| 45:60/90/120 | Dynarunge | LN | 2.39/2.79/3.89/5.39 |
| 45/60/90 | Master I | HO/LN | 3.29/3.59/4.69 |
| 45/60/90 | Master II | HP/HF/CDeq | 3.89/4.19/5.29 |
| 45/60/90 | Master III | Fernchrome | 3.89/4.19/5.29 |

8-TRACK

| LAYING TIME | PRIODUCT | COATING | LIST PRICE |
|---------------------|--|--|--|
| MPEI | | | 49.00 |
| 45/90 | 383 | 10 | 230/250 |
| 45:90 | Plus Series | FO | 2.90/3.90 |
| 45/90 | 201/20+ series | FO. | 3.5674.40 |
| 45/90 | Grand Mader | F0 | 4.10/5.00 |
| LUDIO ACCESSORIES | | | |
| Custum | Cartridge | 1000 | |
| UDIOMAGNETICS | | | William Co. |
| 45/90 | Tracs | 1.9 | 1.79/2.19 |
| 15/90 | High Performance | HP | 2.59/3.29 |
| IASE | | 0 | |
| 45/90 | Performance | LN/ER | 2.89/3.49 |
| 45/90 | Studie | LN/HO | 3.29/3.99 |
| MZZY ELECTRONICS | | 10-20-00 | |
| 1 to 90 | | PLN | .73.6 up |
| CAPITOL MAGNETIC | AND DESCRIPTION OF THE PARTY OF | - | 1.12.44 |
| 45/60/90 | Capital 1 | LN | 1.79/1.99/2.29 |
| 45/60/90 | Capital 1 4 pack | LN | 549/599/599 |
| 45/60/90/100 | The Music Tape | HO/LN | 249/279/299/319 |
| 45/90 | The Music Tape 2 pack | HO/LN | 3.79/4.49 |
| CENTRON | The same office days | T. House, Co. | 14/2/44 |
| 45/60/90 | Certron | LN | 1.49/1.69/1.89 |
| DUOTORE | The same of the sa | 1.50 | 13/43/444/443 |
| 35/70/80 | Duotone | HP: | 2 95/3 20/3 58 |
| MERILT WIG. CO. | 1 training | THE STATE OF THE S | 2.32/3.20/3.00 |
| 45/90 | BT | HD | Lincon |
| RUIII | 101 | THU | 1,95/275 |
| 45/90 | Fig. | FO-LN/HO | 4.20/5.60 |
| RISH MAGNETIC | 1.09 | Tana Ma | 14/01/330 |
| 45/90 | Trish | 15 | T2.06-2.25 |
| | 1 man | 173 | 2.05/2.35 |
| E-80 | Links | Ten | T1 00 1 00 1 00 1 00 |
| 40/45/80/90 | LeBo | F0 | 1.89/1.89/1.99/1.99 |
| 90/180 | Twin Pack | FD | 3.49/3.95 |
| MELL | | Total | To be a second |
| 46760790 | Low Noise | EF0 | 3.95/4.40/4.95 |
| 46/90 | Ultra Dynamic | PxGH | 520/650 |
| MEDIA INT'L | | Total | 1 |
| 45/60/90 | | H0/LN | 1.50/2.00/2.56 |
| MEMOREX | Ta a sa | Ton | Tree are an |
| 45/60/90 | Cartridge | HO/IN | 2.99/3.29/3.59 |
| ECOTON | 1 | - | |
| 40/45/80/90/100 | Hecoton | 1 | |
| ROBIAS | Total Control | Ter | Total and |
| 40/64/60 | Brand 5 | SC | 2.95/3.25/3.45 |
| DUNDPRO | | | 4 |
| 45/60/99 | SmindPro | HD/LH | 3.49/3.99/4.69 (2.for 1) |
| DUPERSCOPE | | | - |
| 45/90 | Superscope | HE | 2.79/3.49 |
| WIRE-INTERMAGNETICS | | | |
| 45/90 | Intermagnetics EL | FD | 1.49/2.69 |
| DK | | | |
| 45/90 | Reduc (AD) | HO/ER | 4.09/5.29 |
| 45/90 | Dynamic | HD/D4 | 129/199 |
| IM-SCOTCH | | | |
| | Dynarunge | LN | 2.99/3.69 |
| 45/90 | \$ Mynarange | and the latest terminal termin | The second secon |

OPEN REEL

| PLAYING TIME | PRODUCT | COATING | LIST PRICE. |
|--------------------|---------------------------|---------|-------------------------|
| AMPEX | | | |
| 12/18 | 70/20+ | 10 | 9.28-11.20 |
| 17/18 | Plan Series | FO | 7.40/9.20 |
| 12/18 | 496/407 | F0 | 9.99/11/12 |
| 6** | 4116 | 10 | 7.70 |
| 50*** (2") | 406 | 10 | 340.21 |
| 9* (917)/36* (717) | 407 | 70 | E47/19E21 |
| 12/18/25/36 | Grand Master (356 series) | 70 | 10.90/12/50/28 70/33 10 |
| 58*** (2") | Grand Master (456 series) | FO | 432.55 |
| 12/25* | Grand Master (#56 series) | FO | 11.84/29.71 |
| 25(1°,2°) | Grand Master (456 series) | FO | 84.32/184.77 |

| 127/18/24 | Tracs | 1.9 | 5.89/6.29/E.49 |
|-------------------|--|-----------------|--|
| HAST | | The Market | Accessed to the second |
| 38/24/36 | Pedamane | LN/H0 | TAN/93/2/15/99 |
| 18/24/H2 | Shide | 10 | 5.99/14/99/19/99 |
| 18/36" | Professional | 110 | 11.35 (21.9) |
| MAZZY ELECTRONICS | | | and the second |
| 18 | PLB | flurk tubicated | 5.00 |
| CAPITOL MAGNETIC | | No record | CONTRACTOR STATE |
| Arrays | Capital 1: | (1) | 2.65/239 |
| 12/21* | The Mass: Tape | JD. | 5.79/17.29 |
| A.K. | | | A STATE OF THE PARTY OF THE PAR |
| 6/12/24 | 00710 | LN/HD | 1.37 to 5.18 |
| 9/13/36 | 00951 | 1.77/10 | 7.07.to.7.50 |
| UII | | | |
| 12/18/36* | EugiFB: | BC/FD/(N/HB | 17.25/15/85/43:20 |
| 17/18/36* | Fap7 G | T0/LN/H0 | ±65/11/50/37 40 |
| 9**/12/18 | Fugd M | F0/1N | 6.90/8.30/9.40 |
| HISH MAGNETIC | HANGE BOOK | | |
| 12/18/22.5 | Emerald | 15 | 2.75/3.49/4.35 |
| 6**/12/9** | beats: | 15 | 5.00/7.35/6.00 |
| 18/24/18** | losh | 15 | 9/25/16/10/17/05 |
| 12/18 | linstr | 1/80 | 13.15/17.30 |
| 115 | | | |
| 16 | HO | F | 3.25 |
| - 18 | M | 1 | 4.25 |
| MAXELL | | | |
| 12/25*/18 | Law Roge | GFO | 8.70/24.70/10:00 |
| 36*/24/36 | Low None | GFD | 28 00/14 95/21 25 |
| 12/25/18/36 | Ultra Dynamic | GFO | 9 55/28 30/11 50/31 90 |
| 12/25/18/36 | TROKE | CM/GF0 | 12 45/33 75/14 00/38 50 |
| MEMOREX | | | |
| 12/18/24 | Gamma | F/SF/HG/LN | 5.49/6.59/8.99 |
| 18/24/36* | Quantum | F/RP/LR/HD | 8.59/11.39/22.49 |
| RECOTOR | Sales and the latest of | | |
| 6**/9**/12**/18 | ** Recator 5" | Poly | |
| 12/18/24/36 | Receton 7" | Poty | |
| ROBIRS | | | |
| 1 | Brand 5 | P | 1.25 (3 rest) |
| 12**/21/36 | Brand 5 | P | 4.25/7.25/10.75 |
| 9**/18 | Brand 5 | P | 4.00/6.00 |
| 17 | Park Brand | Recycled tape | 325 |
| DA | No. of Concession, Name of | | |
| 13/36* | Audice (LE) | HO/ER/EC | 11/49/31/29 |
| 12/18 | Audica (1.) | HO/ER | 7.59/9.39 |
| 36P*/36M* | Audus (L) | HO/ER | 26 99/26 59 |
| 12/18 | Superior (5) | LN/HQ | 6.89/7.69 |
| 36P*/36M* | Superior (5) | LN/HO | 18.59/23.19 |
| M SCOTCH | A seek Control Control | 1000 | The annears |
| 17/18 | Highlander | LN | 4.79/6.59 |
| 12/18/24/18* | Dynarange | LN | 549/7.19/10/89/14/29 |
| 12/18 | 796-797 | HO/LN | 6.99/8.59 |
| 18/24/36* | Mailer | HO/LN | THE RESIDENCE OF THE PARTY OF T |
| 5512913B | - Millions | I MUCCUM | 3.95/12.95/25.99 |

| PLAYING TIME | PRODUCT | FORMAT | LIST PRICE |
|--------------------|-----------------------|--|---|
| AGFA-GEVAERT | | STATE OF THE PARTY | 1 |
| 10.50 | Videodyom | U-matic | |
| 30/65 | Videochiom | VCR. | |
| 35/66/98 | PfV500 | Quad | |
| AMPEX | | 1 | |
| 10/40 | U-matic Cartridges | Helical | 21.77/42.53 |
| 30/60 | 1" (open reel) | Hefical | 49.57/102.60 |
| 30/68 | 'm" (apen reel) | Helical | 30.89/53/41 |
| 30-60/60-120 | ls" (cassette) | Beta | 15.95/19.95 |
| 15/95 | Quadraples | High band colu | 73.71/57331 |
| CASSETTE MASTERS | | | |
| Custom | Studio N" | U-matic: | |
| DAK | - | | Lines |
| 60 | DV2400.7 | in reel | 17.50 |
| DUPDAT | | Tues | Tar as as as |
| 29-90 | Captys | VCN U Matic | 26.00.36.00 |
| 5/10/20/30 | Crolyn Crolyn | U Matic | 17.00-56.00 |
| 1750tt 3600ft | | Open reel | 27 A up |
| 60-180 60-180 | Crolyn. Primetime | Beta | 13 45 21 95 |
| 60:360 | Primetime | VHS | 17.95.31.95 |
| FUR | A FORESTONE | Contract of the contract of th | P. 1931.31 |
| 10/15/20 | Fupi Beridos | U-matic | 22.65-25.50/27.30 |
| 30/60 | | | 28.85/37.10 |
| 130/160/190/1127 | Fugi Enridos | YHS | 15.50/18.35/22.95/25.50 |
| 1125/250/310/500 | Fuji Baratos | Beta | 11.05/12/95/14/95/16/95 |
| 34/66/96 | Fup Baridax H621 1"HD | Broadcast width | |
| 27/34/65/95 | Broadcasting tape | 2" apen revel | |
| IRISH MAGNETIC | | | |
| 30/60 | leish: | W" (feet) | 26.95/46/45 |
| 10/26/30/60 | Ireit | A (cametro) | 75.95/27.95/31.95/44.45 |
| 1.250 / 1.500 | Irish | Beta cassette | 1755/1955 |
| MAXELL | E-A | VHS | 19.95/28.50 |
| 68/120 38/68 | Epitanal Epitanial | U-matie: | 28.50/41.50 |
| 30/60 | High Density | Open to TSAI | 19 00:30 00 |
| MEMOREX | Trigo location | Lagren of these | 32.00-20.00 |
| 19:60 | UCA | THOMAS TO | 22:30/37:40 |
| 10/20 | DCE | ENG(NT) | 22.80/27.50 |
| 30:60:93 | MRX 716 | Broadcast (17) | £3:10/175:10/190:60 |
| 160/1120 | | VHS. | (available spring) |
| 1250/1500/1750 | | Sets | (available fall) |
| SONY | | | |
| 30 40/63 120/3 hrs | %"(cassette) | BetaMac. | 12.45/16.95/20.95 |
| 60 | %" (cassette) | U matic | 35.00 |
| 20/30/60 | %" (open red) | EIAI | 17.00/22.50/37.50 |
| 5/10 | Cartridge | Endless Loop | 20.00/25.00 |
| 30/60 | 's" topen mel) | I HD | 38 00 44 00 |
| TOE | | Inge | T12.00. 10.00 |
| 30/60 | Anniyo | U Matic | 32.00/40.00 |
| 17 hrs | Super Asilyn | VHS. | 19.95 |
| 24 tes 250/500 | Super Avilyts | Beta | 27.95 |
| 3M-SCOTCH | | Lucia | 14.95/19.95 |
| | 1250 | Beta | 12.25 |
| NO CHAPT | 0.00.000 | # HICSO | 1 11/3 |
| 30/60 | £500 | Beta | 16.95 |

TAPE/AUDIO/VIDEO EQUIPMENT **MANUFACTURERS & IMPORTERS**

PASO SOUND PRODS, INC., 14 First St., Polnam, N.Y. 10803, Tel. (914) 738-4800, Pres. Paul Mastrangelo Distribution: ID, M. Biip. Product Amplifiers, pre-amplifiers, speak-

ers, microphones (dynamic) PEERLESS AUDIO MFG., 40 Jytuk Dr. Leominster, Mass 01453 Tel (617) 537-6001 Pres. James R. Hancock, VP Mktg. Walter

E Schwartz Distribution: M. Ret. M. DEM, ID. M. Rep. Product: Speakers

PFANSTIEHL 3300 Washington St. Wackegan III 60085 Tel. (312) 623-1360 Pills Merle R Nemon Sales Mgr. C. A. Clinton, Adv. Mgr Robert B Wight (Sold only through authorized dealers & distributors.) Distribution: M. Rut, M. CEM. ID. Product: Phone cartridges, styli-pickup. cables, connectors

PHASE LINEAR CORP., 20121 48 Ave. W. Lynnwood, Wash 98036 Tel (201) 774-3571 Pres Donald E Prewett VP Mkdg Robert E Mornit Sales Mgr. Bruce Lowry

Distribution: M/Ret, M/C, M/Rep. Product: Amplifiers, pre-amplifiers, tuners, noise reducers, audio delay systems. PHASE MATRIX, see Audioanalyst

PHILIPS HIGH FIDELITY LABS. LTD., 1700 Magnavox Way, Fort Wayne, Ind. 46801 Tel. (219) 432-6516. Pres. & Adv. Mgr. Gerald Orbach, Nat') Sales Mgr., Phil Weich. Distribution: M. Rep.

Product: Cassette (home) & open reel (home) rec'rs/players, amplifiers, pre-ampitiers, funers, receivers, speakers, turn-

PHILMORE MFG. CO., 40 Irrip Dr., Inwood, N.Y. 11696 Tel (516) 239-6161 Pres Jerry Branch North Hollywood, Calit., 11045

Weddington St. Zip. 91601. Tel. (213) 763-Distribution: ID, M. Rep.

Product: Amplifiers, pre-amplifiers, tuners, tonearms, microphones (condenses a) namic), headphones

PIONEER, see U.S. Pioneer PLASMATRONICS INC., 2460 Alamo SE, Suite 101 Albuquerque, N.M. 87106 Tel (505) 843-9430 Pres. Alan E. Hill: Sales & Adv. Mgr Carol A Hill Distribution: M/Ret Product: HILL TYPE 1 speakers.

POLK AUDIO INC., 1205 S. Carey St., Baltimore.

POINT 3, see Great White Whale

Md 21230 Tel (301) 837-4300 Pres George M. Klopfer, Sales & Adv. Mgr. Sandy Gross Distribution: M./ Ret.

Product: POLK speakers, FORMULA FOUR

POLYDAX SPEAKER CORP., 2 Park Ave. Suite

2002, New York, N Y 10(s) Tel (212) 684 Product: ERA speakers POLYPLANAR-MAGITRAN, see ERA

POSTHORN REC'GS, 185 Ave. C. New York N Y 10009 Tel (212) 577-4082 Pres Jerry Bruck, Sales Mgr., Noel Harrington, Distribution: M End. Product: SCHOEPS microphones (condenser).

POWER UP, see Kustom Kreations PRECEDENT AUDIO PRODS. INC., 306 E. OL ver, Baltimore, Md 21202 Tel (301) 685-6620 Pres. & Sales Mgr., Murray Zeligman VP & Adv. Mgr. Brad Olschansky Distribution; M. Ret.

Product BERNING pre-amplifiers PRECE DENT speakers. Z-MOD phono cartridges PRECISION ELECTRONICS INC./GROMMES PRECISION, 9101 King St., Franklin Park III. 60131 Tel (312) 678-5350 Pres. William

5 Grommes Sales Mgr. Robert Franzen Adv. Mgr. Bill Stow. Distribution: M. Ret. M. OEM, M. End. M.C. ID: M/Ret

Product: GROMMES-PRECISION, ampltiers, pre-amplifiers, tuners, receivers, equalizers PROFESSIONAL AUDIO SYSTEMS, 1214 W.

252 St., Harbor City, Calif. 90710, Tel. (213) 534-3570 Pres. Larry Doran, Sales Mgr. Marityn Doran. Product: PA5 speakers PROFESSIONAL AUDIO SYSTEMS ENG'G INC., 7330 Laurel Carryon Blvd. North Hotlywood, Calif. 91605. Tel. (213) 982-1141.

Pres Richard Guy, VP. Lon E. LeMaster Distribution: M. Ret. M. DEM, M. End M.C. Product: PROFESSIONAL MONITOR

STANDARD GTO speakers PROFESSIONAL MONITOR STANDARD, See Professional Audio Systems Engig PROGRAMMA-BUHL see Buhl inc

PULSE TECHNIQUES INC., 1411 Palisade Ave. Teaneck, N.J. 07666, Tel (201) 837-2575. Sales Mgr. E.R. Shenk Distribution: M. End. ID

Product: PULTEC equalizers, filters. PULTEC, see Pulse Techniques. PYLEDRIVER, see Pyle Incs. PYLE INDS. INC., 501 Center St., Huntington

ind 46750 Tet (219) 356-1200 Pres. Frank Pyle Jr. & Sales Mgr. Mark Pyle: Adv. Mgr. Al Altenhot Distribution: M. DEM. ID. M. Rep. Product PYLE DRIVER speakers

PYRAMID INDS / ELITE MOBILE SOUND DE-VICES, 12970 Brainford St., Arleta, Calif. 91331 Tel (213) 767-4600 Pres. William J. Schnell, VP: Helen Jameson Distribution: M. Ret. M. DEM. ID. M. Rep. Product: Amplifiers, pre-amplifiers, speak-

ers, equalizers Q M I, 21356 Deering Court, Canoga Park, Calif. 91304. Tel: (213) 340-1313. Pres. & Sales Mgr. Gary Goodwin, Adv. Mgrs. Gary Goodwin, Charles Bootjer, Product: Amplifiers, pre-amplifiers

Q R K ELECTRONIC PRODS. INC., 1568 N. Sierra Vista Ave., Fresno, Calif. 93703. Tel. (209) 251-4213, WATS (800) 344-2181. Pres. & Adv. Mgr.: Robert D. Sidwell: Sales Mgr. Robert Martin. Distribution: M / Bet, M / OEM, M / End, M / C.

Product: ORK pre-amplifiers; ORK REK-O-KUT turntables tonearms. Q R K/REK-O-KUT, see QRK Electronic

QUAD, see Audiophile QUANTUM AUDIO LABS INC., 1905 Riverside Dr. Glendale, Calif. 91201. Tet (213) 841-

Product Pre-amplifiers. QUIET SOUND SYSTEMS, 105 Walnut, Bloomington, Ind. 47401. Tel. (812) 336-0963. Product: Speakers.

QYSONIC RESEARCH CORP., 920 S. Placenta

Ave., Placentia, Calif. 92670, Tel: (714) 630-5321 Pres. J. Phillip Grieves, VP Micg & Adv. Mgr., Steven Danz, Sales Mgrs.: Steven Dana, Barry Foster Distribution: ID, M. Rep. Product: Speakers R C A. COMMERCIAL COMMUNICATIONS

SYSTEMS DIV., Front & Cooper Sts., Camden, N.J. 08102. Tell (609) 338-3000 (Also see listings under VIDED) Product: Open reel tape decks/rec is, an plifiers, speakers, turntables, styli-pickup microphones, equalizers

R C S AUDIO INT'L INC., 1214 34 St. NW. Wash ington, D.C. 20007, Tel: (202) 342-0400. Product: SPENDOR speakers.

R.S., see Walker Transducing R T R INDS. INC., 8116 Deering Ave., Canoga Park, Calif. 91304. Tel. (213) 883-0116 Product: Speakers

RABCO, see Harman Kardor RADIO SHACK (DIV. OF TANDY CORP.). 1 Tandy Center, Fort Worth, Tex. 76102. Ter. (817) 390-3011

Product REALISTIC 8-tr. & cussette (home. auto) amplifiers, fullers, receivers, speakers. lumtables, phono cartridges, microphones (condenser, dynamic), equalizers,

RAM AUDIO SYSTEMS INC., 17 January St. Danbury, Conn. 06810, Tel. (200) 748-7698 Pres. R. Majestic, Sales Mgr., William Bar-

Product Amplifiers, pre-amplifiers, funers, phono cartridges, styli—pickup. RAMKO RESEARCH INC., 11355-A Folsom

Blvd. Rancho Cordova. Calif. 95670. Tel. (916): 635-3600. Pres. Ray Kohleid. Sales Mgr. Jack M. Ducart, Adv. Mgr. Linda Koh-Distribution: M End. M Rep. Product Amplifiers, pre-amplifiers, equal-

RANDALL INSTRUMENTS INC., 1132 Duryea trvine, Calif. 92714. Tel. (714) 556-1030. Pres. Donald D. Randall, Sales Mgr. Charles R. Widener Adv. Mgr. W. Grover

Distribution: M. Ret. Product: Amplifiers, pre-amplifiers, equal

BANK HI FI INC., 20 Bushes Lin., Elmwood Park N.J. 07407 Tel: (201) 791-7888 Pres. & Adv. Mgr. Geoffrey Miller, Sales Mgr. Karl Ja-

Distribution: M. Ret. M. Rep. Product WHARFEDALE LEAK speakers

REALISTIC, see Radio Shack RECOTON CORP., 46-23 Crane St. Long Island City, N Y 11101 Tel (212) 392-6442 Pres Robert L. Borchardt, Evec VP Peter Wish Reg I Sales Mgr. Walter Wattenberg, Sales

Branch: Culver City, Calif., Marshank Sales 3940 Higuera St. Zip. 90230. Tel. (213) 558-2591. Chief Exec. Norman Marshank. Distribution: M. Ret. M. OEM, ID. M. Rep.

Product: Speakers, styli-pickup, microphones (condenser dynamic), equalizers, REFERENCE, see Hartley

RIM, see D T S-electro-acoustics. ROTEL OF AMERICA INC., 1055 Saw Mill River Rd. Ardsley, N.Y. 10502 Tel. (914) 693-3355 Pres. Alfred Choy. Sales & Adv. Mgr.

Distribution: M. Ret. M. DEM. ID, M. Rep. Product Cassite (home) rec is players mixers, amplifiers, pre-amplifiers, tuners

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RUSSCO ELECTRONICS MFG. INC., 5690 E Shields Ave., Fresno, Calif. 93727. Tel. (209) 291-5591 Pres. Russell C. Friend, Sales Mgr. Barbara Gaudin, Adv. Mgr. Pat De-

Distribution: M/Ret Product: Amplifiers, pre-amplifiers, turn-

North Miami Beach, Fla. 33169, Tel. (305) 652-3838 Pres David Riemer, Sales Mgr. R. Riemer, Adv. Mgr. J. Coster. Distribution: M./Ret. M./DEM, ID, M./Rep. Product: Cassette (auto) rec'rs/players.

headphones S A E, see Scientific Audio Electronics S T A R INDS, INC., 149 Otto Circle, Sacra-mento, Calif. 95822. Tel. (916) 422-6365. Distribution: M/Rep.

Product STR speakers 5 T R, see STAR.

SAMSON, see Sam Ash SANKYO SEIKI (AMERICA) INC., 149 Fifth Ave. New York, N Y. 10010. Tel: (212) 260-0200. VP. Y. Takeda, Mktg Dir Raymond

Branches: Torrance, Calif., 991 Francisco. St. Zip. 90502 - Lyndhurst, N.J., 1275 Valley Brook Ave. Zip 07071 Tel (201) 935-

Product: Cassette (home) rec'rs/players.

SANSUI ELECTRONICS CORP., PROFES-SIONAL PRODS. DIV., 1250 Valley Brook Ave. Lyndhurst, N.J. 07071. Tel: (201) 460-9710. Tel. (201) 460-9710. VP. Noboru Kouchi, Sales Mgr., Kevin Dauphinee. Branch: Gardena, Calif., 333 W. Alondra

Blvd Zip. 90248. Tel. (213) 532-7670. Reg'l. Sales Mgr. K. Yoshino. Home office: Japan Distribution: M/Rep.

Product Amplifiers, pre-amplifiers, equal-SANYO ELECTRIC INC., 1200 W. Artesia Bivd., Compton, Calif. 90220. Tel: (213) 537-5830. Pres. Y. Takimoto, Sr. VP, Sales & Mktg. William J. Byron, Adv. Mgr. Douglas Wal-misley, PR Mgr. Florence Towers, (Also see

listing under VIDEO). Distribution: M /Rep. Product: 8-tr. & cassette (home, auto). rec'rs/players, amplifiers, tuners, receivers, turntables.

SCHOELER-AKUSTIK, see DTS-electro-acous-

SCHOEPS, see Posthorn SCIENTIFIC AUDIO ELECTRONICS INC.,

(SAE), 701 E. Macy St., Los Angeles, Calif. 90012 Tel (213) 489-7600 Pres Morris Kessler, Professional Prods. Dir., Mark P. Cahen. Distribution: M. Ret. Product: Amplifiers, tuners, equalizers,

noise reducers, headphones, electronic

H H SCOTT INC., 20 Commerce Way, Woburn, Mass 01801 Tel (617) 933-8800 Pres. Solomon Boucai, Nat'l Sales Mgr.: William

Distribution: M. Rep. Product: Cassette (home) rec'rs/players, amplifiers, pre-amplifiers, tuners, receivers, speakers, turntables

SCULLY REC'G INSTRUMENTS, DIV. OF DIC-TAPHONE CORP., 475 Ellis St., Mountain View. Calif. 94043. Tel. (415) 968-8389. Pres. William Krehbiel, Sales Mgr.: Homer

Hull Adv. Mgr. Bob Baker Branches: Los Angeles, Calit., 548 Kingsley Dr. Zip. 90020. Tel. (213) 380-7980. Western Reg I Mgr. Phil Flad-Chicago, III., 3434 W Peterson Ave. Zip 60645. Tel: (312) 583-7878 Midwest Reg'l Mgr. Gareth Nelson-Tenaffy, N.J., 285 County Rd. Zip. 07670. Tet. (201) 568-4414. Eastern Reg'l Mgr.: Bill Hamilton, Eastern Serv. Mgr. Ed Zobdinski Distribution: M/OEM, ID.

Product: Open reel rec'rs players SEAS (USA) INC., PO Box 64, Maple Glen, Pa. 19002 Tel (215) 643-7327 Sales Mgr (USA): Edward A. Laurent.

Distribution; M/OEM, ID. Product: Speakers.

Hame office: Norway

SENNHEISER ELECTRONIC CORP., 10 W 37 St., New York, N.Y. 10018, Tel: (212) 239-0190 Pres. T. Schillinger, VP. I. Hieret. Sales Mgr., C. Hofman, Adv. Mgr., H. Ankermann

Distribution: ID, M/Rep. Product: Microphones (condenser, dynamic), headphones.

SENTRY, see Electro-Voice

SEQUERRA CO. INC., 143-11 Archer Ave., Ja-maica, N.Y. 11435 Tel (212) 297-5000 Distribution: M. Ret.

Product: Tuners SERIES 20, 20 Jewell St., Moonachie, N.J. 07074 Tet (201) 440-1220 Mktg Dir & Sales Mgr. Jim Teal Distribution: M/Rep.

Product: Amplifiers, pre-amplifiers, tuners, turntables, tonearms, cross-over networks. program source selectors.

SERVOLINEAR AUDIO PRODS., see International Sound SETTON INT'L LTD. (USA), 60 Remington Blvd. Bonkonkoma, N.Y. 11779. Tel. (516) 981-

Distribution: M. Ret. Product: Amplifiers, pre-amplifiers, tuners,

receivers, turntables. SHAHINIAN ACOUSTICS LTD., 4 Seiden Court, Selden, N.Y. 11784 Tel (516) 736-0033 Pres. Richard Shahinian: Gen. & Adv. Mgr. Marc S. Aspesi.

Distribution: M/Ret, M/Rep. Product: OBELISK, SHAHINIAN ACOUS-TICS: SDRAKETS

SHERWOOD ELECTRONIC LABS INC., 4300 N California, Chicago, III 60618 Tel: (312) 478-7300

Distribution: M/Ret. Product: Amplifiers, pre-amplifiers, funers, receivers, equalizers.

SHOT-GLASS, see White Electronics. SHOWCO MFG, CORP., 1225 Round Table, Dallas, Tex. 75247 Tel. (214) 630-7121. Pres. Busty Brutsche, Gen. Mgr. Gary Sawyer, Sales Mgrs (east) Duncan Tompkins, (west) Rusty Duke

Product: Speakers SHURE BROS. INC., 222 Hartrey Ave., Evans-ton, III. 60204. Tel. (312) 866-2200. Pres. S.N. Shure, Sales Mgr. L. Morgan, Adv. Mgr. L. Habich

Distribution: M/Ret, M/QEM, M/Rep. Product: Amplifiers, pre-amplifiers, speakers, tonearms, phono cartridges, stylipickup, microphones (condenser, dynamic, ribbon), equalizers, microphone acces-

SIGNET DIV., AUDIO-TECHNICA (US) INC., 33 Shiawassee Ave , Fairlawn, Ohio 44313. Tel: (215) 836-9302. Pres. (Audio-Technica US) Jon R Kelly, Nat'l Sales Mgr Howard K. Brown, Adv. Mgr. Donald Kirkendall. Distribution: M/Rep.

Product: Phono cartridges (magnetic movng coil), styli-pickup, headphones

SINDELL ORG., 11046 Santa Monica Blvd., Los Angeles, Calif. 90025. Tel. (213) 478-3515. Pres: Gerald Sindell. Sales Mor. John Con. rad, Adv. Mgr.: Susan Stromberg.

Distribution: M/Ret. M/End, M/C, M/Rep. Product: ARMSTRONG amplifiers, tuners, receivers, speakers, FONS turntables SINUS, see CCI

SLEEPING BEAUTY, see Great American Sound.

SMITHALL ELECTRONICS INC., 2001 Vine St. Cincinnati, Ohio 45210. Tel (513) 381-2828. Pres. George C. Smith, Sales Mgr. Gary Wright Adv. Mgr. M.P. Smith Distribution: M. Ret. M. OEM, M. End, M. C.

Product: Amplitiers, pre-amplitiers, speak-

SNELL ACOUSTICS, 10 Prince Pl. New buryport, Mass. 01950. Tel. (617) 462-2642. Pres. Peter Snell, Sales Mgr. Henry Distribution: M. Rot. Product: Speakers

SOLAR AUDIO PRODS., 3228 E. 50 St., Los Angeles, Calif. 90058. Tel: (213) 582-6383. Product: ULTRALINEAR speakers SOLAR SOUND SYSTEMS, 339 Fifth Ave. New

York, N.Y. 10016, Tel. (212) 689-5730. Product: 8-tr & cassette rec'rs/players. headphones. SONEX, see Sumiko SONIC ENERGY SYSTEMS, 6010 Harwin Dr.

Houston, Tex. 77036 Tel (713) 781-0280. Distribution M/Rep Product: PARADOX speakers SONIC INT'L CORP., 12 Greek Ln _Edison_N J 08817 Tel (201) 287-8900

Distribution: M/Rep. Product: SONIC speakers, headphones, MONITOR, STUDIO LAB speakers SONIC RESEARCH INC., 27 Sugar Hollow Rd.

Danbury, Conn. 06810 Tel (203) 792-8822. Pres. Peter E. Pritchard, Mktg. & Sales TAPE/AUDIO/VIDEO EQUIPMENT **MANUFACTURERS & IMPORTERS**

Mgr. George P. Petetin; Adv. Mgr. Elliot Edrick Distribution: M. Ret. M. Rep.

Product: SONUS phono cartridges, styli-

SONIC SYSTEMS INC., 137 Rowayton Ave. Rowayton, Conn. 06853. Tel. (203) 838-8427 Pres & Sales Mgr. Carl Erua. Distribution: M. Ret. M. End. M.C. ID Product: SOUNDSPHERE speakers

SONUS, see Sonic Research

SONY CORP. OF AMERICA, 9 W. 57 St., New York, N.Y. 10019. Tel (212) 371-5800. Exec.

VP Kenji Tamiya, Gen Mgrs. (tape dw.) Teruaki Aoki. (hi-fi div.) Frank Leonardi, Adv. Mgr. John Coghlan, PR. Mgr. Mits. Ohki Local branch: 47-47 Vari Dam St. Long Island City 11101 Tel 361-8600 East-ern Gen. Mgr. Allen Shevin. (Also see listing under VIDEO).

Branches: Dolhan, Ala., Sony Magnetic Prods Inc of America, Hwy 84 W. Zip. 36301 Tel (205) 793-7655 Exec VP Clinton Michaelis-Brisbane, Callf., 230 West Hill PL, Grocker Ind I Park Zip 94005 Tel (415) 467-4900 Gen Mgr. Norm Gallen-

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St Zip 96814 Tel (808) 531-5981 Gen Mgr M Nishina-Niles, III., 6801 W Jarvis St Zip 60648 Tel (312) 792-3600 Gen Mgr. Oick Meyers-Langley Park, Md., 1358 Holton Ln Zip 20783 Tel (301) 439 3500-Novi, Mich. 22791 Heslip Dr. Zip 48050 Tel (313) 348-3500 Gen Mgr. John Arnos-Kansas City, Mo., 10707 Airworld D/ Zip 64153 Tel (816) 891-7575 Distribution Mgr. Edwin E. Trainer-Cherry Hill. N.L., 1050 Kings Hwy, N., Suite 200, Zip. 08034 Tel (609) 667-9464 Gen Mgr. Ira Halpern-Moonachle, N.J., 1 Spriy Dr. Zip

07074 Tel: (201) 641-1400 Ass LVP Martin Berman-Cleveland Ohio, 4650 W 160 St. Zip 44135 Tel (216) 433-7722 Gen Mgr. Tony Utsunomiya-Delano, Pa., Majic Ind Park Zip 18220 Tel (717) 467-3333 Mgr William Collins-Dallas, Tex., 9004 Ambassador Row. Zip. 75247 Tel. (214) 631-3431 Gen Mgr Jim Young Distribution: Br.

Product: 8-tr., cassette & open reel (home)

rec'rs players, amplifiers, pre-amplifiers,

tuners, receivers, speakers, turntables, tonearms, phone cartridges, styli-pickup microphones (condenser, dynamic, ribbon), SOUND BOUND SPEAKERS INC., 805 Ninth St.

Gothenberg, Neb 69138, Tel (308) 537-Product: Speakers.

SOUND CONCEPTS INC., PO Box 135, 27 New

ell Rd Brookline, Mass 02145 TV (617) 566-0110 Pres Joel M. Cohen, Sales DV. Howard C. Jacks, Adv. Mgr. Dick Lewis Distribution: M/Ret. M/Rep Product: Time delay systems

SOUNDCRAFTSMEN INC., 2200 S. Ritchey St. Santa Ana, Calif. 92705. Tel. (714) 556-6191. Pres. Ralph Yeomans, Sales Mgr. Roger Distribution: M/ Rep

Product: Amplifiers, pre-amplifiers, equal-

SOUND & LIGHT CO. INC., 1169 Tower Rd. Schaumburg, III. 60795 Tel: (312) 885-2341 Pres. J. Boyd Hildebrant, Sales Mgr. Bill Grittis Adv. Mgr. Kevin McKenna. Product: Equalizers, amplifier tail-safe

SOUND PANEL, see Meleor SOUNDSPHERE, see Sonic Systems Daniel Silv 3.0 57701 To (605) 342-9917 Conald Bolmgren, Sales & Adv. Mgr. Earl Darling Distribution: M/Ret Product: NEAL cassette (home) & FERRO.

SOUND STUDIO LTD., 1438 Mosettain View Rd.

GRAPH open rest (professional) rec'rs/ SOUND TECH SYSTEMS (formerly Krypton

Electronics Corp.), 18 Mileed Way, Avenet N.J 07001 Tel (201) 574-2777 Pres Richard Beda, VP & Adv. Mgr. Steven Beda Sales Mgr Mike Jaso Distribution; M.Ret. M.OEM, M.End. ID

Product 8-11 & cassette (home) rec'rs players, receivers, speakers, turntables, equalizers

SOUTHWEST TECHNICAL PRODS. CORP., 219 W Rhapsody San Antonio Tex. 78216. Tel. (512) 344-0241

Product: Amplifiers, pre-amplifiers, equalizers, decoders & demodulators

SPEAKERLAB INC., 735 N. Northiske Way. Seattle, Wash 98103 Tel: (206) 633-5020 Pres. Jim Klein. Distribution: M/End, M/C, Br.

Product: Speakers

SPECKMAN, see JWS Acoustic Design. SPECTRO ACQUISTICS, INC., 3200 George

Washington Way, Richland, Wash, 99352 Tel (509) 375-3082 Pres. G.L. Maddox. Distribution: M. Ret.

Product: Amplifiers, pre-amplifiers, tuners, equalizers.

SPECTRUM BY ARISTA, see Arista. SPENDOR, see RCS Audio

STAGE, see Unicord

STANTON MAGNETICS INC., 200 Terminal Dr. Plainivew, N.Y. 11803. Tel (516) 681-0200. Pres Walter O. Stanton, VP Professional Prods. Jim Fox, Professional Prods Nati Sales Mgr., Pete Bidwell Distribution: M. OEM

cartridges, styll-pickup, headphones STARK DESIGNS CO., 1211 Branford St., Sun Valley, Calif. 91352. Tel. (213) 896-0556. Pres & Adv. Mgr. John M. Starkweather

Product: Pre-amplifiers, turntables, phono-

Sus. & Sales Mgr.: Lee A. Starkweather. Product: Speakers STAX, see American Audioport

STEPHENS ELECTRONICS INC., 3513 Pacific Ave. Burbank, Calif. 91505. Tel. (213) 842-Product: Open real (%", 1", 2" professional)

STERLING HI-FIDELITY INC., 22-20 40 Ave. Long Island City, N.Y. 11101. Tel: (212) 361-8989 Pres. L. Sever VP. R. Sever, Sales Mgr. G. Weinstein

rec'rs players SMPTE code synchronizers

Product: NORDMENDE speakers, head-

STRAIGHTAWAY, see David Clark. STUDER REVOX AMERICA INC., 1819 Broadway. Nashville, Tenn. 37203. Tel. (615) 329-9576 Pres. Bruno Hochstrasser, Sales

Mgr. Rob Robinson Branches: Van Nuys, Calif., 14046 Burbank Blvd Zip 91401 Tel (213) 780-4234 Mgr. Bill Van Doren-New York, N.Y., 155 Ave. of the Americas. Zip. 10014. Tel: (212) 255-

4462: Mgr.: Fred Layrie. Distribution: M. Rep. Product: Open reel (home, professional) rec'rs/players, amplifiers, tuners, speakers. turntubles microphones (dynamic), head-

STUDIO LAB, see Sonic Int'l.

SUMIKO INC., PO Box 5046, Berkeley, Calif. 94705 Tel (415) 843-4500 Pres. Blair M. Boyd: Sales Mgr.: Bob Graves: Adv. Mgr. Mark Kelly, Technical Servs, Dir., David Fiet-

Distribution: M. Ret.

Product: SONEX speakers: GRACE tonearms, phono cartridges, styl-pickup, SUPEX phono cartridges, styll-pickup LUSTRE tonearms: ANDANTE phono car Indges, styli-pickup, PREMIER phono car-

SUNN MUSICAL EQUIP. CO., Ambum Ind'I Park, Tualatin, Ore. 97062. Tel. (503) 538-6551 Pres. Larry Lynn, Sales Dir. Robert

Branch: Williamstown, Ky., 107 Industrial Rd. Zip. 41097. Tel. (606) 824-5091. Plant

Mgr. Mike Dockendorf. Distribution: M. Ret. M. Rep.

Product: Amplifiers, pre-amplifiers, speakers, microphones (condenser, dynamic). SUPEREX ELECTRONICS CORP., 151 Ludiow St. Yonkers, N.Y. 10705, Tel: (914) 965-

6906 Mktg Dir. Michael Solomon Sales Mgr. Hai Rothenberg Distribution: M. Ret. M. OEM, M. Rep. Product: AUDIO SCIENTIFIC amplifiers. pre-amplifiers, equalizers, SUPEREX head-

phones, tape duplication switchers. SUPER RED, see Audiomarketing

SUPERSCOPE INC., 20525 Nordhoff St. Chatsworth, Calif. 91311 Tel. (213) 998-9333 Pres. Joseph S Tushinsky, VP Sales. Paul A. Markoff.

Branches: Itasca, III., 1300 Norwood Avn. Zip. 60143. Tel. (312) 773-2810-Webum, Mass., 24 Cummings Park. Zip. 01801. Tel. (617) 935-8250-Woodside, N.Y., 56-08 37 Ave. Zip. 11377, Tel: (212) 446-1275

Distribution: Br., M. Rep. Product: SUPERSCOPE 8-tr (nome)
MARANTZ SUPERSCOPE cassette (home. auto, portable, professional) rec'rs: players SUPERSCOPE speakers, microphones (condenser), headphones, MARANTZ amplifiers, pre-amplifiers, tuners, receivers, speakers, turntables, decoders & demod-

SUPER SOUND PANEL, see Meteor

SUPEX, see Sumiko.

SUPREME, see Keating Custom Electronics. SWITCHCRAFT INC., 5555 N. Elston Ave., Chicago, III. 60630. Tel. (312) 792-2700. Pres. R Dowling Sales Dir G Mills, Adv Mgr. G

Distribution: M. OEM, M. C. ID, M. Rep. Product: Dolby FM compensators, audio

TANDBERG OF AMERICA INC., Labriola Court. Armonk, N.Y. 10504 Tel: (914) 273-9150 Pres. Kjell S. Hoel, Sales Mgr. Kevin J. Byrne, Adv. Mgr. Bryan Stanton. Distribution: M Ret. M Rep.

Product: Cassette & open reel (home) rec'rs players, receivers, speakers, microphones (dynamic).

TANNOY-ORTOFON INC., 122 Dupont St., Plainview, N.Y. 11803. Tel: (516) 681-4000 Distribution: M/Ret Product: TANNOY speakers, ORTOFON

TAPCO (TECHNICAL AUDIO PRODS. CORP.). 3810 148 Ave. NE, Redmond, Wash, 98052 Tel (206) 883-3510

Product: Amplifiers, equalizers, rever beration systems TAPE ATHON CORP., PO Box 814, 502 S. Isis.

Inglewood, Calif. 90301 Tel. (213) 775-6933. Pres. Lee Tate. Exec. VP. Wally Rubin, Sales Mgr. Bob Mayfield, Adv. Mgr. Bob Haller

Distribution: ID. M. Rep. Product: TRAK-4 open reel (professional)

TEAC CORP. OF AMERICA, 7733 Telegraph Fig. Montabella Calif 90640 Tel (213) 726-0303 Pres N Tariwa Sales Mgrs



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at home in a recording environment broadcast studio. When hand-held it puts sex appeal in a voice with its bassboosting proximity effect. With shaped

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When boom mounted, the CS15P has better gain-beforefeedback and a better signalto-noise ratio than most shotguns. It's phantom powered and it's rugged.

The CO15P condenser omni

extends frequency response to the very limits of audibility, 20 to 20,000 Hz. Unlike other "omni's," the CO15P maintains ils omnidirectional polar pattern at the

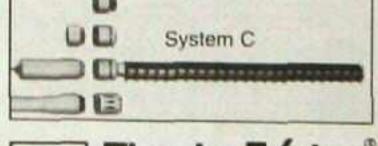
> very highest frequencies. Perfect for the distant miking of an entire orchestra as well as up close on individual instruments. And like the CS15P, it's phantom powered and it's rugged.

The Electro-Voice warranty

Electro-Voice backs up these two microphones with the only unconditional warranty in the business: for two years we will replace or

repair your CS15P or CO15P microphone, when returned to Electro-Voice for service, at no charge - no matter what caused the damage!

We can do this because we build these microphones to meet our standards for performance, ruggedness and durability. We accept nothing less, and if you're a professional, buying a professional quality microphone, you shouldn't either.





600 Cecil Street, Buchanan, Michigan 49107

Branch: Little Ferry, N.J., 63 Bergen Topk Zip 07643. Tel (201) 641-5600. Office Mgr. L Miyauchi.

Distribution: M. Rep. Product: TEAC cassette (home) open reel (home, professional) & Elcaset rec'rs/players, microphones (condenser, dynamic), equalizers, noise reducers, MICRO-SEIKI turntables, tonearms, TASCAM open reel (professional) rec'rs/players, noise reduc-

TECH-CRAFT BY BOGEN, see Bogen TECHNICS BY PANASONIC, see Panasonic TELCOM, see Gotham Audio TELEDYNE, see Olson Electronics.

TELEFUNKEN, see Gotham Audio. TELEPHONICS (DIV. OF ISC), 770 Park Ave. Huntington, N.Y. 11743. Tel. (516) 549-

Product: Headphones. TELEX COMMUNICATIONS INC., 9600 Aldrich

Ave. S., Minneapolis, Minn. 55420, Tel. (612) 884-4051 Pres. Ansel Kleiman, VP; Mktg. James Arrington, Mktg. Servs. Dir. Peter Schwarz Mktg Dir (Pro Audio Prods.) Don Distribution: M. OEM, ID, M. Rep.

Product: TELEX 8-fr., cassette & open reel rec'rs players, cartridge tape equip (NAB standard), pre-amplifiers, headphones, TELEX/MAGNECORD open reel (professignal) rec'rs players

TELEX/MAGNECORD, see Telex Communications

TEMPO, see Oxford Speaker TETRA-2, see Fosgate. THAEDRA, see Great American Sound.

THALIA, see Great American Sound THOEBE, see Great American Sound THOMSON-CSF LABS., 37 Brownhouse Rd. Stamford Conn 06902 Tel (203)327-7700 Pres : Renville H. McMann, VP & Mktg. Dir. William Fink, Adv. Mgr. Robert J. Estony. Branches: LaCanada, Calif., PO Box 36 2016 Tondolea Ln. Zip. 91011 Tel (213)

790-4393 Reg | Mgr Jim Smith Americus, Ga., PO Box 623, 522 S Lee St Zip 31709 Tel: (912) 924-2421 (6309, Reg) Mgr Bud Milis-St. Louis, Mo., 396 Chez Paree Dr. Zip 63042 Tet (314) 831-3320 Reg1 Sales Mgr. Harvey Captan-Allef, Tex., PO Box 903, 11911 Sixth St. Zip. 77411, Tel. (713) 495-3195, 933-1700. Southwest Reg'l Mgr. Martin J. McGreevy-Alexandria, Va., 8519 Buckboard Or Zip 22308 Tel (703) 360-3288, (202) 295-9189. District Liaison Sales Mgr., A) Audick.

Distribution: M/DEM, M/End, M/C, ID. Product: THOMPSON-CSF amplifiers (distribution), microphones (wireless), equalizers: AUDIMAX automatic level control: VOLUMAX automatic peak controller THORENS, see Elpa Mktg.

3 M CO., 3M Center, St. Paul, Minn. 55101 Tel. (612) 733-9653. A/V Div. Adv. Mgr. Pete Gavin, Mincom Div. Adv. Mgr.: Dick Johnson, PR Supervisor, Clark Dutley Distribution: M / OEM, M / End, ID, Br Product: 3M open reel (professional) rec'rs/

players. WOLLENSAK cassette (audio-via-

ual sync) recirs players TONMEISTER INSTRUMENTS INC., 4007 NE Sixth Ave. Fort Lauderdale, Fla. 33334. Tel: (305) 566-2853 Pres. Lutz H Meyer Distribution: 10

Product: ADVANCED MUSIC SYSTEMS digital delays systems, R. BARTH limiter/ compressors, WOELKE test equip.

TOSHIBA AMERICA INC., 280 Park Ave., New York N Y 10017 Tel (212) 557-0200 Pres Motoo Shinio, Sales Mgr. (audio) Peter Dyke (Also see listing under VIDEO) Distribution: M. Ret. ID. M. Rep.

Product: Cassette rec'rs/players (home), amplifiers, pre-amplifiers, tuners, receivers, speakers, turntables, microphones (condenser), headphones (electret) TRACER, see BML Electronics.

TRAK-4, see Tape-Athon TRANSCRIPTOR-MICHELL, see Audiophile TRANSDUCTION LTD., Box 608, Bristol, Pa. 19007 Tel (215) 945-7563 Sales Mgr. R.A.

Distribution: M/Ret, M/C Product: Amplifiers, pre-amplifiers, speak-

TRIANGLE ACOUSTICS INC., 6211 SW 116 PL Miami, Fla 33173 Tel (305) 595-8234 Pres Todd Gifford Smith, Sales Mgr. Tom Waters, Adv. Mgr., Karen Smith. Distribution: M. Ret. M. Rep. Product: TRI-DELTA speakers.
TRI-DELTA, see Triangle Acoustics.

TROUPER SERIES, see Uni-Sync. TRUSONIC, see Utah Electronics TURNER DIV. CONRAC CORP., 716 Oakland Rd. NE. Cedar Rapids, Iowa, 52403. Tel. (319) 366-8311

Product: Microphones (dynamic) US PIONEER ELECTRONICS CORP., 85 Oxford Dr. Moonachie, N.J. 07074, Tel (201) 440-8100 Pres. Bernie Mitchell, Sr. VP & Sales Mgr. Ken Kai, Adv. Mgr. Steve Elgort, PR Dir.: Ronald F. Petty

Branches: Gardena, Calif., PO Box 70 13300 S. Estrella Ave. Zip. 90247. Tel. (213) 323-3101. Reg I VP Marvin Lazansky—Elk Grove Village, III., 737 Fargo Ave Zip 60007 Tel (312) 593-2960. Reg I Sales Mgr. Tom Friel-Irving Tex., 1875 Walnut Hill Ln Zip 75062. Tel (214) 258-0200. Reg I Sales Mgr. Phil Green.

Distribution: M/Rep Product: PIONEER cassette & open reel (home, professional) rec'rs/players, amplifiers, pre-amplifiers, tuners, receivers, speakers, turntables, microphones (dynamic), equalizers, headphones.

UHER, see Mineroff. ULTRALINEAR, see Solar Audio

Distribution: M/Ret

UNICORD DIV., GULF + WESTERN MFG. CO., 89 Frost St. Westbury, N.Y. 11590 Tel. (516) 333-9100 Pres. S. Hack: Mktg. & Sales Dir M Haber

Product: UNIVOX microphones (condensity, dynamic). STAGE, MARSHALL amplifiers. KORG echo units, vocoders

UNI-SYNC INC., 742 Hampshire Rd., Westlake Village, Calif. 91361. Tel. (805) 497-0766 Pres. Michael Ragsdale, Sales Mgr. Jay Simmons

Distribution: M/Rep. Product: TROUPER SERIES equalizers. UNISYNC amplifiers UNITED AUDIO PRODS. INC., 120 S. Columbus

Ave., Mount Vernon, N.Y. 10553 Tel. (914) 664-6211 Product: DUAL cassette (home) rec'rs/

players, turntables UNITED RESEARCH LAB. CORP., 681 Fifth Ave. New York, N Y. 10022 Tel (212) 751-4663 Pres George Adams, Sales Mgr Mrs Lee Rand Adv Mgr Anita Adams Lo-cal branch: 16 E 52 St. Zip 10022 Distribution: M/End, M/C, ID, M/Rep.

Product: AUTO-TEC open real (professional) rec'rs/players, amplifiers UNIVOX, see Unicord

Huntington Ind 46750 Tel (219) 356-5800 Product: TRUSONIC & UTAH speakers V A SYSTEMS INC., 12217 Riverwood Dr., Burneville, Minn. 55337. Tel. (612) 890-7606 Press Al Clark. Distribution: M/Ret, ID, M/Rep. Product VAN ALSTINE amplifiers, pre-amplifers, VA SYSTEMS turntables, tonearms

VAN ALSTINE, see VA Systems VANDERSTEEN AUDIO, 1018 S. Mooney Blvd. Visalia, Calif. 93277 Tel. (209) 625-0679 Pres. Richard Vandersteen, Sales Mgr. Nevin House, Adv. Mgr. Greg Belemjian, Opns Mgr. Paul Norcross Distribution: M. Ret.

Product: Speakers, turntables

Product: Pre-amplifiers, headphones. VISONIK OF AMERICA INC., 1177 65 St., Oak land, Calif. 94608. Tel. (415) 653-9711. Pres. Henry Eberle, Sales Mgrs. (east) Hielmuf Slieglitz, (west) Douglas Kim Distribution: M. Ret.

VERITAS ELECTRONICS CORP., 22 Grand

Ave., Farmingdale, N.Y. 11735 Tel. (516)

VOLUMAX, see Thomson-CSF WALD SOUND INC., 11131 Dora. Sun Valley, Calif. 91352. Tel. (213) 875-0480 Product: Speakers

Product: Speakers, turntables

WALKER TRANSDUCING SYSTEMS INC., 1905 E Maple Rd., Troy, Mich. 48084 Tel. (313) Product: RS speakers.

WATSON, see Great White Whale WHARFEDALE, see Flank Hi Fa. WHITE ELECTRONICS, 800 Morse Ave Schaumburg, III. 60193. Tel: (312) 529-7580.

Product: SHOT-GLASS sprakers. WIXON AUDIO ENG'G, 118 S. Clinton St., Chicago, III. 60606. Tel: (312) 454-1303. Pres-David Wixon, Chief Eng. Bernie Wixon, Branch: Palos Verdes Estates, Calif., 655 Deep Valley Rd., No. 5, Zip. 90274, Tel. (213) 541-7328 Reg'l Sales Dir Mal Kuhn,

TAPE/AUDIO/VIDEO EQUIPMENT MANUFACTURERS & IMPORTERS

Distribution: M. End. M. C. M. Rep.

Product: Speakers WOELKE, see Tonmeister WOLLENSAK, 1000 JM CO

WOOD SPECIALTY PRODS., 1501 Vine St., Harrisonville, Mo. 64701; Tet. (816) 884-5113. Pres David Kinney, VP. Gen & Adv Mgr. Hoy L. Johnson Distribution: M. Rep.

Product PARALLAX speakers. WORLDEX MFG CO. LTD., 1212 N La Brew Ave. Hollywood Calif 90038 Tel (213) 466-3324

Product: Amplifiers, speakers, furntables X K, see Kustom Kreations

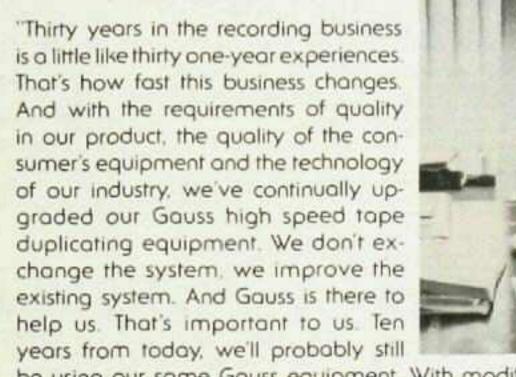
YAMAHA INT'L CORP., 5500 Grangethorpe Ave. Buena Park, Calif. 99620 Tel. (714) 522-9105 Pres Ryu Higashiyama, VP Stewart Greenberg, Prod. Specialist Alan

Product: Cassette (home) rec'rs players, amplifiers, pre-amplifiers, tuners, receivers, speakers, turntables, decoders & demodulators

Z-MOD, see Precedent ZODIAC, see Harriey

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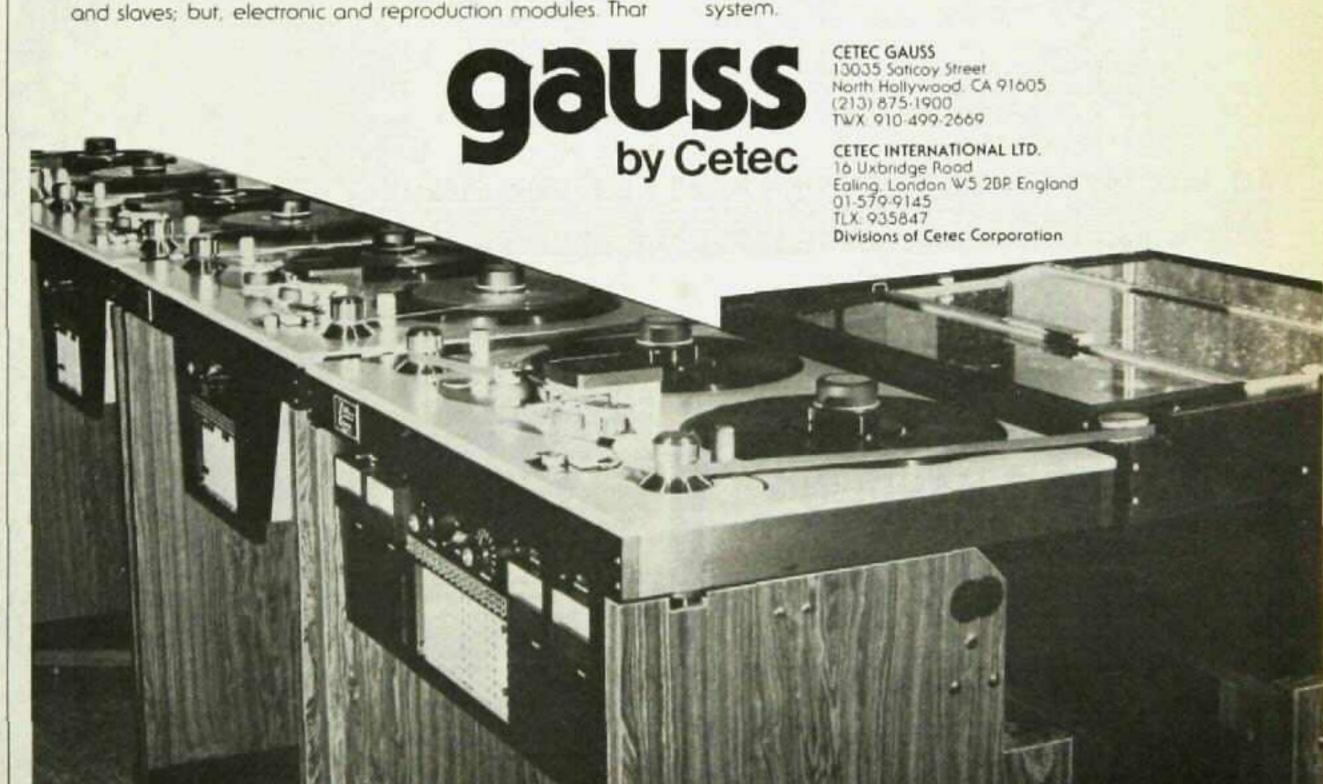
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VIDEO

ADVENT CORP., 195 Albany 51 Cambridge. Mass 02139 Tel (617) 661-9500 Pres Peter J. Sprague, Sales Mgr., Robert Hasche. (Also see listing under AUDIO) Distribution: M. Ret.

Product: VIDEOBEAM large screen television/video projectors.

AKAI AMERICA LTD., 2139 E. Del Amo Blvd. Compton Calif 90224 Tel (213) 537-3880. (A)so see listing under AUDIO): Distribution: ID, M. Flep

> Product: Video tape recirs/players (%7). video cameras (B&W, color)

AMPEX CORP., AUDIO-VIDEO SYSTEMS DIV., 401 Broadway, Redwood City, Calif. 94063. Tel (415) 367-2011 Pres. Arthur H. Hausman, Adv. Mgr. Al Fisher. (Also see listing under AUDIO) Branches: Glendale, Calif., 500 Rodier Dr.

Zip 91201 Tel (213) 240-5000 Reg | Sales Mgr. Tom Nielson-Atlanta, Ga., 3135 Chestnut Dr., Suite 101 Zip. 30340 Reg i Sales Mgr. Paul Hansil-Elk Grove Village. III., 2201 Lunt Ave. Zip. 60007. Tel. (312) 593-6000 Reg'l Sales Mgr. Len Hase-Bethesda, Md., 10215 Fernwood Rd Zip. 20034 Tel (301) 530-8800-- Hackensack, N.J., 75 Commerce Way. Tel. (201) 489-7400 Reg'l Sales Mgr. Al Sloter-Dallas, Tex., 1615 Prudential Dr. Zip. 75235 Tel. (214) 637-5100 Reg'l Sales Mgr. Frank

Distribution: M/Ret, ID, M/Rep. Product: Video rec rs / players (2" quad, 1" helical)

BETACORD, see Sanyo. BETAMAX, see Sony

CINEMA SYSTEMS INT'L INC., 8821 5W 129 Terr., Miami, Fla. 33176 Tel. (305) 255-0500 VP. H.M. Stern, Sales Mgr. Joel Lustgarten, Adv. Mgr., Jean Ferrell Distribution: M/Ret, M/OEM, ID Product: Projection televisions

CINEMAVISION, see Panasonic Co. CINEVISION, see Projection Systems Inc. COLORMATION, see Roctronics

see listing under AUDIO)

GTE CONSUMER ELECTRONICS CO., 700 EIIIcott St., Batavia, N.Y. 14020, Tel. (716) 343-3470 Pres. T.R. Shepherd, VP, Sales K. Thomson, Adv. Mgr.: J. Keller Distribution: M. Ret, ID, Br. Product: PHILCO, SYLVANIA videocassette

rec'rs/players (VHS). HITACHI SALES CORP. OF AMERICA, 401 W Artesia Blvd., Compton, Calif. 90220. Tel (213) 537-8383. Pres. I. Kawamoto, Sr. VP. Ron Friedlander, Nat'l Sales Mgr. Jerry Henricks: Adv. Mgr. Robert Tygenhof (Also

Distribution: M/Ret. Product: Videocassette rec'rs/players (VHS), closed circuit cameras.

I V C, see International Video Corp. INTERNATIONAL VIDEO CORP. (IVC), 453 W Maude, Sunnyvale, Calif. 94086. Tet. (408)

Product: IVC video tape rec rs : players (2" &), closed circuit cameras J V C INDS. INC., 58-75 Queens Midtown Ex-

pwy. Maspeth, N.Y. 11378 Tel. (212) 476-Product: VIDSTAR videocassette rec'rs/ players (VHS)

JAVELIN ELECTRONICS, 8357 Arizona Circle. Los Angeles, Calif. 90045. Tel. (213) 641-

Product: Video tape rec'rs/players

KALART VICTOR CORP., Huttenius St., Plainville, Conn. 06062. Tel. (203), 747-1663. Pres. Leonard J. Quartin, Sales Mgr. J.J. Costag Distribution: M. Ret.

Product: TELEBEAM large screen television: video projectors.

M. C. A. DISCOVISION INC., 100 Universal City Plaza, Universal City, Calif. 91608. Tel. (213) 985-4321 Pres. John W. Findlater, Exec. VP James Fiedler, Sr. VP, Programming Norman W. Glenn; Nat'l Sales Dir. Archie C. Porvis Jr

Distribution: M. Ref. M. End. M. C. Product: Videodisks

M G A, see Mitsubishi

MAGNAVOX CONSUMER ELECTRONICS CO...

1700 Magnavox Way, Fort Wayne, Ind. 46804 Tel (219) 432-6511 Product: Videocassette recirs/players

ALLAN MARKOFF THEATERVISION INC., 61

North St. Middletown, N.Y. 10940, Tel. (914) 343-0766 Pres. Allan Markoff, Sales Mgr. Glenn Ussery: Adv. Mgr. Nancy Rothenberg Distribution: M. Ret. M.C. ID.

Product: THEATERVISION large screen

MIAMI FLOCK EQUIP. CO. INC., 304 NE 79 St., Miami, Fla. 33138 Tel. (305) 759-3124, 751-8931 Pres & Sales Mgr William Spellman Adv. Mgr.: Kris Guldner Distribution: M/Ret, ID

Product: Large screen television / video proectors, projection screens

MITSUBISHI AUDIO SYSTEMS-MELCO SALES INC., 3030 E. Victoria St., Compton, Calif. 90221 Tel (213) 537-7132 Pres. S. Yamaguchi, Sales Mgrs. Steve Saake (MGA). Fred Hartfelder (Mitsubishi), Adv. Mgr. Barbara Richert. (Also see listing under AU-

Branch: Lincolnwood, III., 7045 N. Ridgeway Ave. Zip. 60645. Tel. (312) 973-2000. Reg I Mgr.: Y. Yamashita Distribution: M/Ret.

Product: MGA videocassette rec'rs/ players (VHS); MITSUBISHI large screen felevision/ video projectors

OLSON ELECTRONICS INC., 260 S. Forge St. Akron Ohio 44327 Tel (216) 535-1800. Pres. W.R. Wolf, Sales Mgr. Craig Smith.

Adv. Mgr. John Gaytor. (Also see listing under AUDIO: Product: Closed circuit cameras.

PANASONIC CO. (DIV. OF MATSUSHITA

OMNIVISION, see Panasonic

ELECTRIC CORP. OF AMERICA), 1 Panasonic Way, Secaucus, N.J. 07094, Tel. (201) 348-7000 Pres. Taylor Mizutani, Exec. VP Ray Gates, Exec VP & Treasurer Nat Gilbert, VP & Gen. Mgr. (Midwest Group) J. Paul Michie: VP & Gen. Mgr. (Southern-Group): F Jack Pluckhan, VP & Gen. Mgr. (Electronic Components Div.) Mark Urakawa, VP & Gen. Mgr. (Northeust Group) Raiph Wolfe, Gen. Mgr. (Video Systems Div) Alvin Barshop, Gen. Mgr. (Technics & Home Audio Div.) Jett Berkowitz, Gen. Mgr.

(Auto Prods. Div.), C.J. Gentry, Gen. Mgr. & Dir Int'l Opns Lennart Harr (Exec office) Local branch: 50 Meadowlands Pkwy. Zip. 07094. Tet: 348-7000. (Also see listing under AUDIO)

Branches: Beverly Hills, Calif., Newcraff Inc. 8383 Wilshire Blvd Zip 90211 Tell (213) 655-1111-Cerritos, Calif., 17605 A Fabrica Way. Zip. 90701 - Duluth, Ga., Panasonic Atlanta, 1 Meca Way Zip 30136 Tel (404) 923-9700-Honolulu, Hawali, Panasonic Hawaii, PO Box 774. Zip 96808. Tel. (808) 847-5351-Arlington Heights, III., Panasonic Chicago, 425 E. Algonquin Rd. Zip 60005 Tel (312) 364-7900 - Baltimore, Md., Panasonic Baltimore, 11 Azar Court Zip 21227 Tel (301) 247-4300-Westwood, Mass., Panasonic Boston, 75 University Ave. Zip. 02090. Tel (617) 326-4000. - Carolina, P.A., Panasonic Sales Co., Victoria Ind Park, Ave. 65 de Infanteria KM 9.7. Zip. 00630 Tel. (809) 769-4320-Irving, Tex., Panasonic Dallas, 1825 Walnut Hill Ln. Zip. 75062 Tel (214) 258-2828

Distribution: M/DEM, ID, M/Rep. Product: CINEMAVISION large screen television/video projectors, OMNIVISION videocassette rec'rs players (VHS), PANA-SONIC closed circuit cameras, monitors (B&W, color), special effects generators

PHILCO, see GITE PROFESSIONAL AUDIO VIDEO SERVS., 3117 Gillham Rd., Kansas City, Mo. 64109 Tel (816) 931-5070 Pres. Tom Bengimina, Sales Mgr., Jim Gullison, Adv. Mgr., Joe. Spallo

Branch: St. Louis, Mo., 4569 Chestnut Park Plaza Zip 63129 Tel (314) 487-7120 Sales Mgr. Butch Grassi Distribution: M/Ret, M/DEM, M/End, M/C.

Product: SUPERVISION large screen fellvision/video projectors, screens PROJECTA-VISION INC. 444 Brickell Ave. Miami, Fia. 33131. Tel. (305) 358-8967.

Distribution: M/Ret. ID Product: Large screen television projectors. PROJECTION SYSTEMS INC., 517 Van Houten Ave., Passaic, N.J. 07055 Tel: (201) 473-0180 Pres. Patrick F. Gambuti.

Distribution: ID Product: CINEVISION large screen leievision/video projectors.

QUASAR CO., 9401 W Grand Ave., Franklin Park, III 60131 Tel (312) 451-1200 Pres Alex Stone, Sales Mgr., Al Tute, Adv. Mgr. Bob Farris, Nat'l Mdsg. Mgr. & Sales Promo. John Fortino

Distribution: ID, Br. Product: Videocassette rec'rs/playace (VHS), video cameras (B&W, color)

R C A CONSUMER ELECTRONICS DIV. Selecta Vision Videocassette Opns. 600 N Sherman Dr. Indianapolis, Ind. 46201. Tel. (317) 267-5000

Product: SELECTAVISION videocassette rec'rs players (VHS)

R C A. CONSUMER ELECTRONICS DIV., SelectaVision Videodisk Opns , 7900 Rockville Rd , Indianapolis, Ind. 46224 Tel. (317) 267-5000: VP. SelectaVision (videodisk) Indianapolis Opns. T.T. Callahan; VP. SelectaVision (videodisk) R & D. D.S. McCoy, Dir. SelectaVision Prod. Mgmt. G.W. Bricker Product: SELECTAVISION videodisk

rec rs. players ROCTRONICS ENTERTAINMENT LIGHTING INC., 22-DS Wendell St., Cambridge, Mass. 02138 Tel (617) 354-4444 Pres. & Adv.

Mgr. Richard Iscobucci, Sales Mgr. Robert Distribution: M. Ret. M. Eng. M.C. ID, M.

Product: COLORMATION large screen tele-

vision/video projectors. SANYO ELECTRIC INC., 1200 W. Arlesia Blvd Compton, Calif 90220 Tel (213) 537-5630 Pres Y Takimoto, Sr VP, Sales & Mktg William J. Byron, Adv. Mgr. Douglas M. Wajmisley, PR Mgr. Florence Towers. (Also see listing under AUDIO). Distribution: M/Rep.

Product: BETACORD, V-CORD videocassette rec rs players (Beta) SEGA OF AMERICA INC., 2550 Senta Fe Ave. Redondo Beach, Calif. 90278 Tel. (213)

679-1775 Distribution: ID, Br.

Product: Large screen television/video pro-



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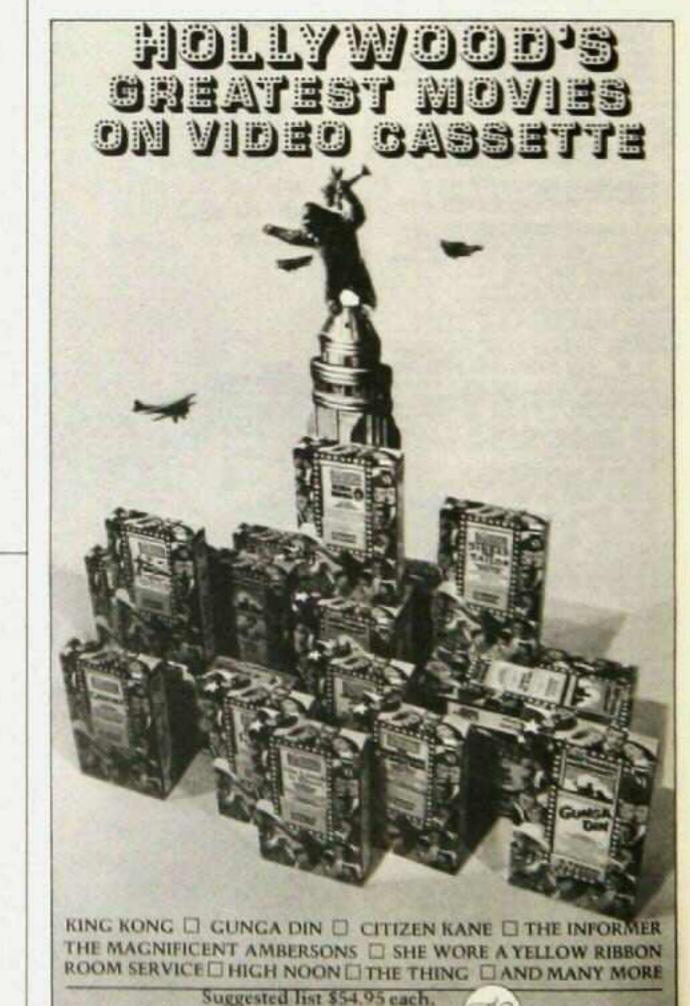
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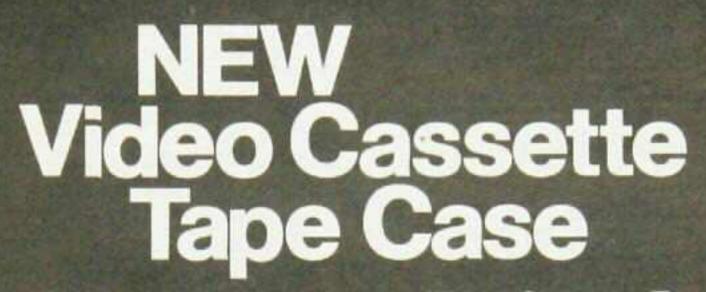
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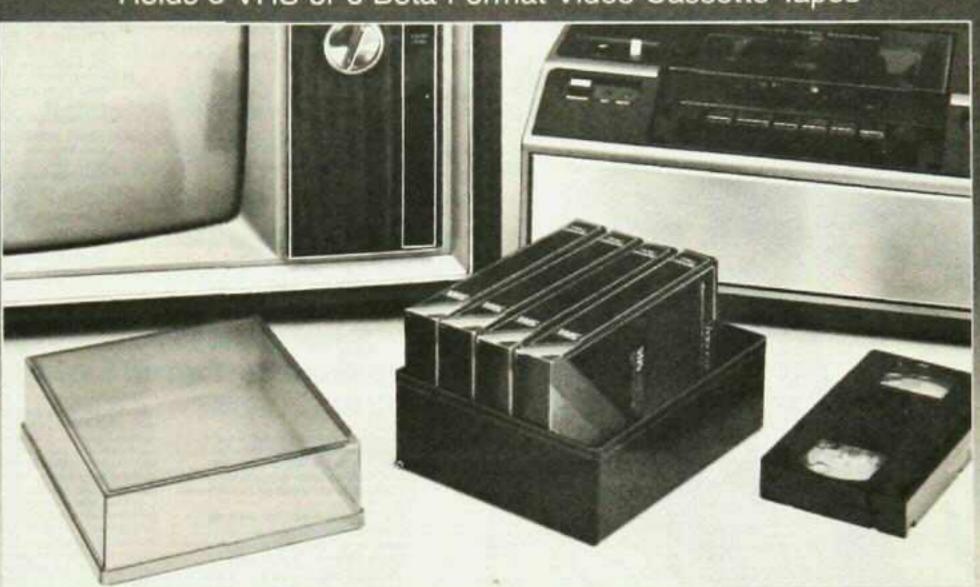
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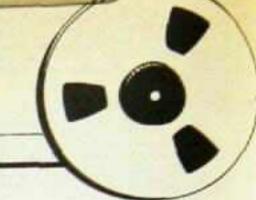
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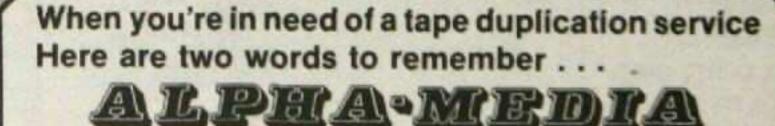
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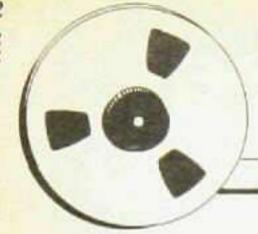
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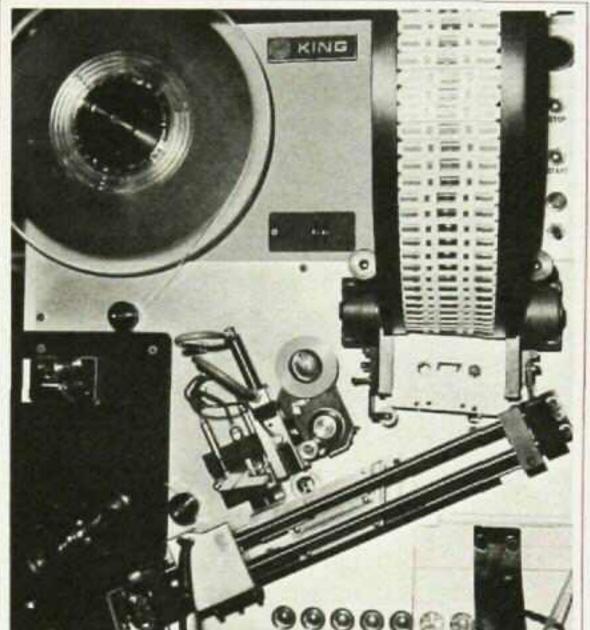
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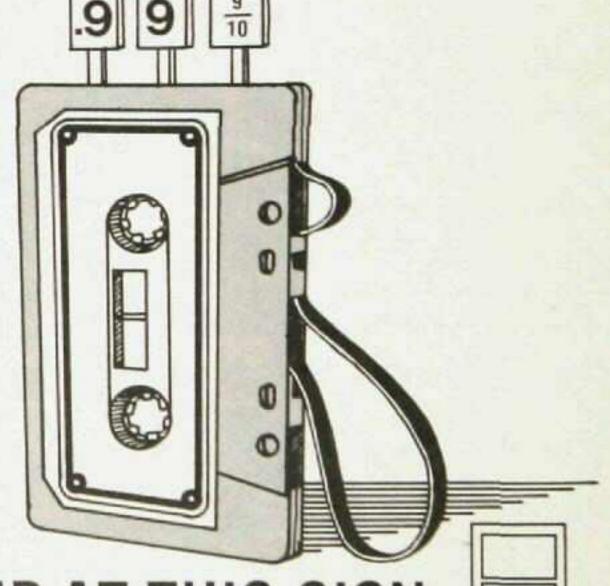
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Video: 14" cassette Abbey Tape Dupl'rs. 5358 Cartwright Ave. North Hollywood 91601 Tel 985-3136 Gen Mgr. Norman C Cooke (PKG)

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Home office: Warren (Detroit Metropolitan Area). Mich. Audie: 8-tr. 8-tr. quadraphonic cassette.

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Manna del Rey 90291. Tel: B23-1228. Pres. Michael Huemmer, Sales Mgr. Joseph Camache, Adv. Mgr. Joseph Gerbino. Video: %" cassette.

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Capitol Inds. 1750 Vine St. Zip. 90028. Tel. 462. 6252 Plant 3061 Fletcher Dr. Zip 90065 Tel: 254-9111 Audio: Bitt

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Audio: 8-tr Superscope Tape Dupl g Prods Inc isub of Superscope Inc), 20525 Nordhoff St., Chatsworth 91311 Tel 998-9333 x 2294 Contact G T Thalberg (PKG)

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Tape Specialty Inc. 13411 Satisfy St., North Hollywood 91605 Tel 873-5400 786-6111 Contact Len Feldman

Trans-American Video Inc., 1541 N. Vine St., Hollywood 90028 Tel 466-2141 Pres. Murray Schwartz, VP Sales, Harvey Plotnick, Lou Selener, VP Comm I Sales Jeff Ross (PKG-video

Video: 1/2" quad Video Dup'n Inc. 1136 N. Highland Ave. Holly-wood 90038 Tel. 464-7579 Pres. Andy McIntyre, VP & Sales Dir. Robert Creamer (PKG-video only)

Video: 2" quad & helical scan 1s" cassette. 19" Beta & VHS cassette Vine Street Video Centre, 1224 N. Vine St., Hollywood 90038 Tel 462-5860

Mgr. John Alden Video: 1" open reel, %" casserra, 1/4" EIAJ

Whitney Studios, 1516 W. Glenoaks Blvd. Glendale 91201 Tel 245-6801 (PKG) Audio: Cassette, open reel, open reel quadra-

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Alpha Media Inc. PO Box 254452 Zip: 95825 Tel 383-4385 Owner Vladimir Sirota (PKG) Audio: Cassette, open reel

Bill Rase Prod ns Inc., 955 Venture Court. Zip. 95825. Tel. 929-9181. Owner & Pres. Bill Rase. (PKG-audio only) Audio Cassette, open reel

Video: 14" cassette, 15" EIAJ open reel, 15" EIAJ cartridge, 1/2" Beta & VHS cassette

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open reel, open reel quadraphonic

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Audio: Cassette, open reel, open reel quadra-

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Com Audio Tope Ems. 351 G St. San Ratant 94901 Tol 456-8035 Pars. Don Gers Sales Mgr. Mary Gers. Adv. Mgr. John Gois Audio: Open rest.

Highland Labs. 90 Tohama St. Zip. 94105. Tell 986-5480 (PKG-sideo only)

Video: %" cassette, 15" Beta & VHS cassette Harry McCuna Sound Serv. Inc. 951 Howard St. Zip. 94103 Tet 277/2700 Pres. Harry McCone Jr. (PKG) Branch: Anghoim Calif. Audie: Cassetta, open reul

Video: 1" open real, %" cassette, %" EIA,I Sonic Arts Corp. 665 Harrison St. Zip. 94107 Tell 781 6307 Pres. Loo de Gar Kulka, Gen

Mgr. Herbert P. Haus, Sales Mgr. Joseph. Speck (PKG) Audio: PCM Digital Dupl n

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94086 Tot 734-2910 Pres Gordon R Ed wards VP Opns Dae R Boyd, VF Sales & Mktg David Traves VP & Gen Mgr Music Tapes: Birrita McSharm Branch Nashville, Tonn

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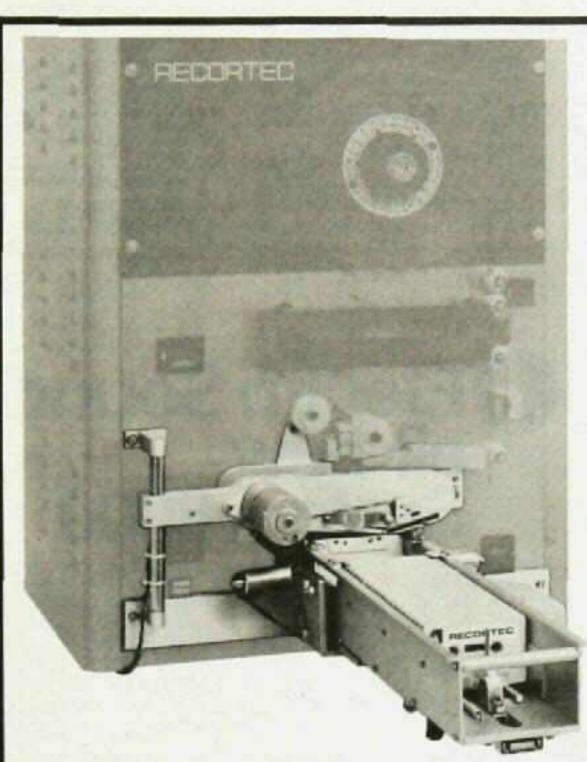
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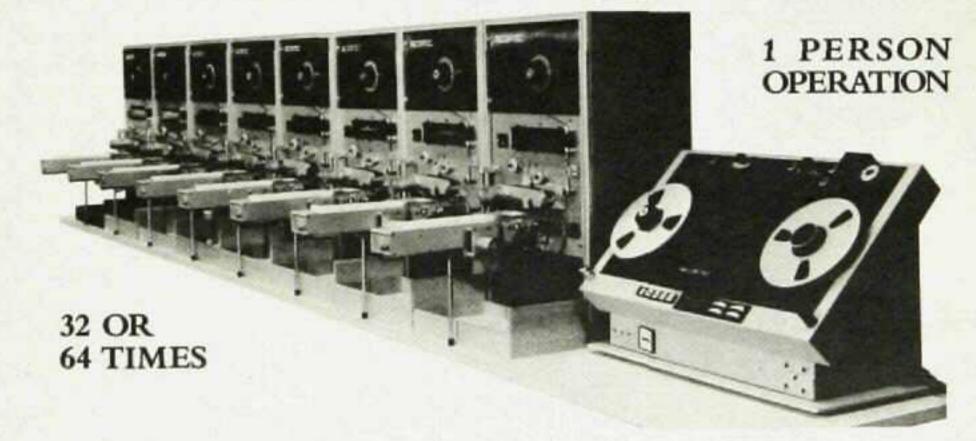
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Tape Dupl'rs of Florida Inc., 785 W 83 St. Hiamah 33014 Tel 822-7585 Pers. Joho-R. Digett. Sales Mgr. Altrerto Mestre (PKG) Audio 8-tr 8-tr quadraphonic cassette

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npen reel. Victor Munic Corp., 770 W. 27.St., History 33010. Tel 885 9156 Gen Mgr. Angel Tamargo Audio 8 tr. 8 tr. guadraphonic cassitte.

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Ampex Corp., Magnetic Tape Div., PO Box 15008. B. Zip. 32808. Tel. 423-2962. (Sales office) Home office Redwood City (San Francisco &

Bay Areas Calif. Audio 8-tr. 8-tr quadraphonic cassette.

open reef, open reef quadraphonic Christian Duplins Inc., 1710 Lee Rd. Zip. 32810. Tel 299.7363 (PKG)

Audio: Cassette Magnetix Corp., 770 W. Bay St., Winter Galden 32787 Tel 656-4494 Pres John Lory Audio li tr. cassette open reel

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Ampex Corp., Magnetic Tape Div., 3135 Chestnut. Dr. Suite 101 Zip 30340 Tel 451-2112 Southeast Reg | Sales Mgr R E Douglass Jr (Sales office only) (PKG) Home office: Redwood City (San Francisco &

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open reel, open reel quadraphonic Cartridge Control Corp., 2091 Faulkrer Rd, NE. Zip 30324 Tel 633-4577 Fres R Don Comstock Gen Mgr Matt Polakoff Audio: B.tr., cussette.

Coppler Studios Inc., 1922 Perdmont Circle NE. Zip 30324 Tel 873-6941 Pres. Pelin Cal-Audio: Open reel

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Zip 60622 Tel 227-2000 Pres Leonard

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Commercial Features Inc., 3650 N. Washington Blvd Zip 46205 Tel 926-5570 Pres Paul

Audio: Cassette, open reel. R C A Recs . 6550 £ 30 St Zp 46219 Tel 542. 6301 Div VP Ernest Ruggien Home office: New York, N.Y.

Audio: 8-tr., 8-tr. quadraphonic, cassette. Rutgers Packaging Corp. (div. of Queens Lithographic Corp J. 620 S. Belmont Ave. Zip. 46221 Tel 635-7777 Pres. Abe Garde Sales & Arty Mgr. Morton D. Shecter IPKG aniyi

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Infanics Inc. PO Box 1111, 238 Hwy 212, Zip 46360 Tel 879-3381 Pres Paul C Lloyd Audio: 8-tr. cassette open reel

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Audio: 8-tr. cassette

 TERRE HAUTE (Area Code 812) Columbia Rec. Frod rs. 1400 N. Fruitridge Ave. Zip. 47805. Tel. 466-8125. Sales offices: Hollywood (Los Angeles Metropolitan Areas, Calif. Chicago, Ill. New York. N.Y. Nashville, Tenn. Audie: 8-tr., 8-tr. quadraphonic cassette

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open reel

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Kajac Recs. (drv. of Ozark Opry Inc.), 155 First St. Zip 50047 Tel 989-0876 Contact Harold Audio 8-tr. 8-tr. guadraphonic cassette

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Capitol Recs. Inc. 2101 5: 35 St. Zd; 51501; Tel. 328-8060 Gen Mgr. Marvin L King Sales Mgr. Jim Cook (PKG)

Audie: 8-tr., 8-tr. quadraphonic, cassette Moss Recig Serv., PO Box 417, 708 W. Broadway Zip 51501 Tel 322-4513 (PKG)

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Audio Cassette, open reel. Triad Prods. Inc., 1910 Ingersall, Zig. 50309 Tel. 243-2125 (PKG) Audio Cassette open reel

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WICHITA (Area Code 316)

open reel, open reel quadraphonic

High Fidelity Rec g Inc. 1059 Porter Zip: 57203 Tel: 262 6456 Pres. James Strattan. (PKG) Audio (I-tr. B.tr. guadraphonic cassette Video: '4" cassette, 15" Beta & VHS cassette.

KENTUCKY

LEXINGTON (Area Code 606)

Lemco Custom Rec g. 2518 Southview Dr. Zip. 40503, Tel. 277-1183. Audio: Casseme, open reel

LOUISVILLE (Area Code 502)

Allen-Martin Prod na Inc., 9701 Taylorsville Rd. Zip 40299 Tel 267.9558 Pres. Ray Allen. Activ. Mgr. Carolyn Davidson. Audio: Cassette

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Ampex Corp. Magnetic Tape Div. PO Box 14754 Zip. 2080B. Yel. (504) 766-6270. (Sales of fice only) (PKG) Home office: Redwood City (San Francisco & Bay Area). Calif. Audie 8 tr., 8-tr. quadraphonic cassette.

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Ampex Corp., Magnetic Tape Div., PO Box 1020. Framingham 01701 Tel 877-8060 (Sales office only) (PKG)

Home office: Redwood City (San Francisco & Bay Area) Calif.

Audio: 6-tr. 8-tr. quadraphonic. cassette open real, open real quadraphonic Commental Reciga Inc. 210 South St. Zip. 02111 Tel: 426-3131 Pres. Sales & Adv. Mgr. L.

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Revere 02151. Tel 289-6800. Pres. V.P.

sette. Rik Tinory Prod ns. 622 Rt. 3A. Cohasset 02025 Tel: 383-9494 Pres. Richard F. Tinory, Artist. Relations Claire L. Babcock

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Audio: B-tr. cassette, open reel

Dielectrics Inc., 6 Second Ave. Zip. 01020 Tel. 598-8308 Pres. Earl S. Stahl, Exec VP. Sales & Adv Eric Craig Stahl (PKG only)

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American Sound Corp. 3319 E. Ten Mile Rd., Warren 48091 Tel 539-2900 Pres. Frank Day VP & Sales Mgr. Paul E. Adams. (PKG) Branches: North Hollywood (Los Angeles Metropolitan Area). Calif.: Demarest: N.J. Audio: 8-tr. 8-tr. quadraphonic cassime open reel.

Artie Fields Prod ns. 9430 Woodward Ave. Zip. 48202 Tel 873-8900 (PKG) Audio: Open reel.

General Television Network, 13225 Capital Ave. Oak Park 48237 Tel 548-2500 Pres R Randolph Hippier (PKG) Video: 2" quad. 1" open reel. 1" cartridge. 14" cassette. 15" EIAJ open reel. 15" EIAJ car-

Magnetic Video Corp., 23434 Industrial Park Court. Farmington Hills 48024 Tel 477. 6066 Pres. Andre A. Blay, VP Consumer Prods Bob Vandegrift, Sales Mgrs. (audio) Kevin Youngs, (videa) Al Eicher. Audio: 8-tr., cassette.

Video: 1" open reel. %" cossette, 15" EIAJ open reel, 15" Beta (I&II) & VHS cassette Sound Patterns DXM, 38180 Grand River, Farmington Hills 48018 Tel 477-6444 Pres. Dan Dallas

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MOUNT CLEMENS (Area Code 313)

Bazzy Electronics Corp. 39 N Rose Zip 48043 Tel 463-2592 Pres. L Allan Bazzy, Gen. Mgr. Mike Tattan (PKG) Audia: 8-tr. 8-tr. guadraphonic cassette

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A 5 I (Audiotek Systems Inc.), 711 W. Broadway. Minneapolis 55411 Tel 521-7631 Pres. Dan R. Holmes Sales Mgr. Wes Hayne Adv. Mgr.: Sandra Milani

Audio: Cassette, open reel Bethany Fellowship Inc. 6820 Auto Club Rd. Minneapolis 55438. Tel: 944-2121. Pres. T.A. Hegre Sales & Adv. Mgr. David W. Anthony Audio: Cassette

Communication Arts Inc. 2526 27 Ave. S., Minneapolis 55406 Tel 721-5357 Pres Roger Klietz Gen Mgr Kathleen Dale Sales Mgr. Mike Pallansch. Audio Cassette

EMCCorp. 180 E Sixth St. St. Paul 55101 Tel 227-7356 Pres. David E Feinberg Sales Mgr. Richard T. Stevens. (PKG) Sales office: Hollywood (Los Angeles Metropolitan Areai Calif

Audio: Cassette, open reet Metacom Inc. 1401-B W River Rd N Min-neapolis 55411 Tel 588-2781 Pres James McCann: Sales Mgr. Phillip T Levin: Adv Mgr J J Binsfeld (PKG) Audio: Cassette, open reel

MISSISSIPPI

JACKSON (Area Code 601)

Malaco Sound Rec g (div. of Malaco Inc.) 3023 W. Northside Dr. Zip. 39213, Tel. 982-4522 Audio: Open reel

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KANSAS CITY (Area Code 816)

Warren C. Moore & Assocs. PO Box 8451 Zip: 64114 Tel: 333-7654 Owner W.C. Moore Audio: 8-tr_ cassette:

N M I/Master Sound Studios, 516 W 75 St. Zip. 64114 Tel: 333-9617 Pres: Mike Green Sales Mgr. Eugene Gold, Adv. Mgr. Charles Smith Audio: 8-tr cassette open reel

Stage 3 Sound Prod ns Inc., 12 E 39 St Zip 64111 Tel 531-1375 Pres Don Warnock Audio: Cassette open reel

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K B K Earth City Sound Studio. 4288 Riverline Earth City 63045 Tel: 291-4840 Pres. Kent Kesterson, VP. Jim Lake Audio: Cassette, open reel

Technisonic Studios Inc., 1201 S. Brentwood Blvd Zip 63131 Tel 727-1055 Pres Edward H Audio: Cassette: open real

SPRINGFIELD (Area Code 417)

National Audio Co. Inc., 1911 S. Stewart, Zip. 65804 Tel. 683-5377 Audio Cassette open seel

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HELENA (Area Code 406)

Valtron Hec g Studio. 305 Allen St. Zip. 59601. Tel 442-0734 Pres. & Actv. Mgr. Lester Liedle: Sales Mgr., Sandy Liedle. Audio Cassette apen ruel

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Recorded Publims Latin, (div. of Recorded Publims Mfg Co Inc.), 1100 State St Zip 08105 Tel. 963-3000; Philly (215) 922-8558; Pres. David H. Goodman, Sales Mgr., Pat Landon. Adv. Mgr. Edward J. Goodman. (PKG) Sales office: New York, N.Y. Audie E-tr quadraphonic cassette open reel quadraphonic special cartridges for back-

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Unaworld Corp., 210 Knickerbecker Rd. Zip. 07626 Tel 871-0555 Fres Fred Cooper Audio: 8-tr. 8-tr. quadraphonic, cassette:

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American Sound Corp. 18 Christie Zip 07627 Tel 767-9033

Home office: Warren (Detroit Metropolitan Area). Michigan Audie: B-tr., B-tr. quadraphonic cassette.

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A S R Rec g Servs. Inc. 344 Kaplan Dr. Zip. 07006 Tel 575-7010 Co-Pres. Allen Weintraub Sani Rothberg, VP Sales, Charles Cerasia (PKG) Branch: Canoga Park (Los Angeles Metropoli-

ton Area), Calif. Audio 8 tr., 8 tr. quadraphonic cassette. open reef, open reel quadraphonic

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Ampex Corp. Magnetic Tape Div. 65 Commerce Way Zip 07601 Tel 489-7400 (Sales of fice only) [PKG] Home affice: Redwood City (San Francisco & Bay Arnal, Calif.

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S / T Videocassette Dupl g Corp. 500 Willow Tree Rd Zip 07605 Tel 947-5450 (PKG) Hame affice: New York, N.Y., Video Corp. of America

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Tel 574-1400 (PKG)

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08052 Tel 667.1667 Pres Donald A

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VP. Maxine Chrein Audio: Cassette

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Miller [PKG] Branch: Chicago, III. Audio: Il tr. B.tr. quadraphonic, cassette open reef, open reef quadraphenic

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HUNTINGTON STATION (Area Code 516)

Shelley Prods Ltd. 220 Brandway Zip. 11746. Tet: 423-7090 Audio 8 tr. 8 tr quadraphonic cassette. open real, open real quadraphonic

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Ario Recs. Inc. (BHR Recs. Inc., 7635 Telephone Rd Zip 14482 Tel 442-9112 Pres Kennoth Bearce: Sales Mgr. Jill Welzel Adv. Mgr James L Bearce Audio 8 tr. quadraphonic open reel

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691-0976 Pres. Samuel Adwar, Sales Mgr. Ken Levy, Astv. Mgr., Claudia Karie. Video: %" cassette: "" Beta & VHS cassette

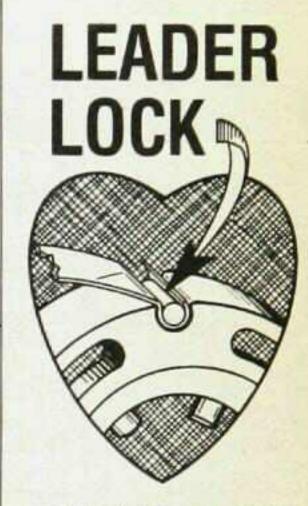
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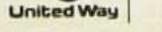
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Video: 1" open reel, 14" cassette, 15" EIAJ open reel, 15" EIAJ cartridge

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Audio Innovators Inc., 216 Blvd. of the Allies, Zip. 15222 Tel 281-9605 Pres & Gen. Mgr. Norman J. Cleary: Opns. Mgr. Martha J. Wil-

WARREN (Area Code 814)

Audio: Cassette, open reel.

Loranger Mfg Corp., Entertainment Prods Div. 10-38 Clark St. Zip. 16365. Tel: 723-8600

SOUTH CAROLINA

(PKG only-audio)

GREENVILLE (Area Code 803)

Pres. J. Albert Loranger: VP. Robert Loranger

Duplication Serv. Idiv. of Custom Rec g & Sound Inc.). PO Box 7647, 1225 Pendiaton St. Zip. 29611 Fel 269-5018 Pres. Robert W. Edwards (PKG) Audio: B-tr. cassette, open rest

MYRTLE BEACH (Area Code 803)

Dec Bee Rec g Serv., 204 Ninth Ave. S Zip. 29577 Tell 448-8091 Pres. Stan Deppen

TENNESSEE

Par Gerrick (PKG)

FAYETTEVILLE (Area Code 615)

Jr., Sales Mgr., Kerstwith Deppers, Aifv. Mgr.

Kim-Pat Ents. PO Box 654 Hillwood Dr. Zip. 37334 Tel: 433-2323/5663 Owner Bill Trigg Sales Mgr. Rits Armstrong (PKG) Audio II-s II-s quadraphonic cassette. open rest open rust quadraphonic

MEMPHIS (Area Code 901)

Short Prod ins Inc., PO Box 12025, 485 N. Hollywould Zip 38112 Tel 458-4496 (PKG) Audio Cassette, open real

TAPE SERVICES

NASHVILLE AREA (Area Code

615) Columbia Rec. Prod'ns, 34 Music Square E. Zip. 37203 Tel 259-4321 Acct Essc Jerry

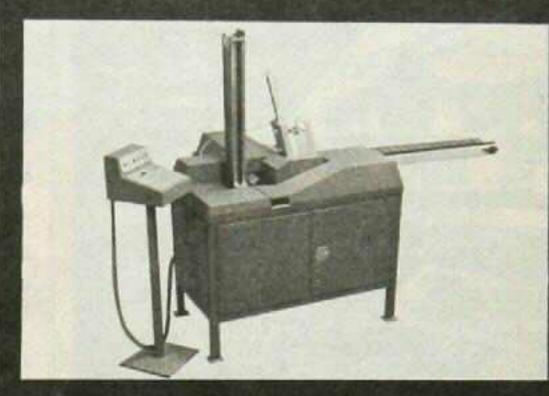
Parkins (Sales office only) Plants: Terre Haute, Ind . Pitman, N.J. Audia 8 tr. quadraphonic cossette open real Custom Tape Duplins Inc., 341 Hill Ave Zip 37210 Tel: 256-1728 Pres. L.C. Tant. Sales.

Mgr. Mike Tant. (PKG) Audio: B-tr., cassette Fanta Professional Servs. 1213 16 Ave. S. Zip.

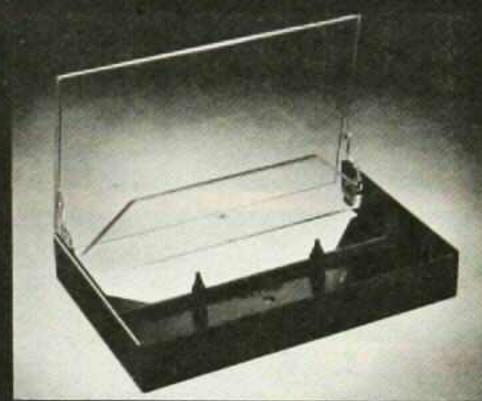
37212 Tel 327-1731 Pres Johnny Rosen

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What makes SHAPE cassettes and 8-track carfridges so special? We think it is the care we take the high quality components we use and the high standard we uphold for old time craftsmanship and modern quality control. We take pride in what we manufacture and how we do it. SHAPE the best C-O's and 8-tracks on the market. And special well, just call or write our President, Tony Gelardi he will convince you why.

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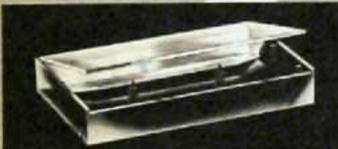
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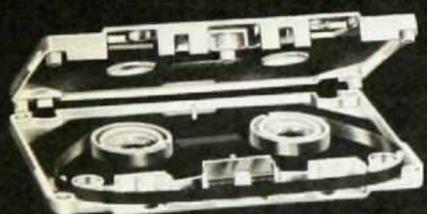


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- sealed
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100% Inspected and Guaranteed

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TAPE SERVICES

Audio 8 tr. 8 tr. quadraphonic, cansutte Open mel.

Video: 2" quad. 14" cassette. G RT Rec. Pressing Topes 1110 48 Ave. N. Zip. 37209 Tel. 383-7881. Gen. Mgr. Chuck Doncan, Sales Mgr. John Paul Jones. (PKG) Home office: Surreyvale, Cald

Audio: fi-tr_cassette. Globe Rec y Studie Inc., 1313 Dickerson Rd. Zip. 37207 Tel 226-0811 Gen Mgr. Jim Maswell, Sec y Treas. Glenna Maxwell.

Audio: Cassette, open reel, Nastrylle Album Prodins Inc., 617 Seventh Ave. 5 Zip. 37203 Tel 258-0121 Pres Steve Botts (PKG)

Audio: 8-tr_connette Nashville Int I Corp., 20 Music Square W. Zip. 37203 Tel 256-2885/3271 (PKG)

Audio: E-tr. cassette, open reel R C A Recs. 30 Music Square W. Zip. 37203, Tel. 244 9880 VP Jerry Bradley Home office: New York, N.Y. Plant Indianapolis, Ind.

Audie: 8-tr., 8-tr., quadraphenic, cassette, open reel, open reel quadraphonic

Sound of Nashwille Inc., 1207 Demonbreum St. Zip. 37203 Tel 256-2521 Pres John Ivanits Sales Mgr. Gary W. Moore (PKG enly-Au-

TEXAS

DALLAS (Area Code 214)

Ampex Corp., Magnetic Tape Div., 1615 Pruden tial Dr. Zip. 75235. Tel. 637-5100. (Sales of fice only) (PKG) Home office: Redwood City: 15an Francisco &

Bay Areas Cold Audio 8-tr. 8-tr quadraphonic, cassette, open reel, open reel quadraphonic

Mother Dubbers Inc., 2537 Carlisle, Zip. 75201 Tel 651-9544 (PKG) Audia: 8 tr., cassette, open reel

. FORT WORTH AREA (Area Code 817)

Oakridge Music Rec g Serv. 2001 Elton Rd. Hal-tom City 76117 Tel 838-8001 Eng. Horner Lee Sewell Audia: 8 tr., cassette, open reel.

SAN ANTONIO (Area Code 512)

A S I (Abadon/Sun Inc.). PO Box 6520, 10330 Kotzebue Zip: 78209 Tel 824-8781 Pres. Galeri Carol Audio: Cassette

BCLEnts Inc., 1002 Hoefgen St. Zip 78210 Tel 532-3216 Pres C Foy Lee, Sales Mgr Jimmy Burton, Adv. Mgr. Jeannie Hill. (PKG) Audio: 8-tr. 8-tr guadraphonic

SAN BENITO (Area Code 512)

Rio Grande Music Co. 119 5 Sam Houston Blvd. Zip 78586 Tel 399-5377y Pres & Adv Mgr. Lionel C. Betancourt: Sales Mgr. John. F. Phillips Audio: 8 tr., cossette.

WACO (Area Code 817)

Creative Communications Inc. (sub. of SMI), 918 N Valley Mills Zip 76710 Tel: 776-6553 Audio: Cussette

UTAH

PROVO (Area Code 801)

Sound Concepts Corp. PO Box 299, 108 W. Center Zip. 84601. Tel. 375-7333. Pres. Michael Jensen Sales Mgr Kaye Jensen (PKG) Audio: Cassene

SALT LAKE CITY (Area Code 801)

Ampex Corp., Magnetic Tape Div., 2880 S. Main St., Suite 105 Tel. 84115, Tel. 487,8181 Sales office only) (PKG) Audio: 8 tr. 8 tr. quadraphonic cassette.

open reel, open reel quadraphonic Bonneville Prod ns. 130 Social Hall Ave. Zip.

84111 Tel 237-2400 Gen Mgr. Dick Alsop. Sales Mgr. Dave Whipple. Studio Mgr. Dave Michelsen Audio: Cassette, open reel

Chase Media Inc., Beneficial Life Tower, Suite 1723 Zip 84111 Tel 363 5858 Pres & Adv. Mgr. Randal S. Chase, Sales Mgr. Irel L. Audio: 8-tr., cassette open reel, open reel quadraphonic

Covenant Recigs Inc., 1345 Major St. Zip. 84115 Tel 487-1096 Pres & Sales Mgr. V Lewis Kofford, Adv. Mgr. Jeff Lund. (PKG) Audio: Cassette

VIRGINIA

MANASSAS (Area Code 703)

Memory Maxers, 9202 Amelia Court, Zip. 22110. Tel 631-9465 Pres Jim Corrado, VF Donna Audie: 8-tr. cassette open reel, open reel

quadraphonic

WASHINGTON

OLYMPIA (Area Code 206) Sound Preservers Co., 911 E. Fourth Ave. Zip.

98506 Tel 352-9097 Owner Alten P Giles Audio: 8 tr. cassette, open reef.

SEATTLE (Area Code 206)

Investment Technology Inc., 1940-124 Ave. NE., Bellevue 98005, Tel. 454-7220, Pres., David. F. Hilliard, VF George Woodley, (PKG only-

Music Firm Inc. 615 E. Pike St. Zip. 98122 Tel. 323-6847 Free Jim Wolfe Audia: Open real

WISCONSIN

MILWAUKEE (Area Code 414)

Dave Kennedy Rec g Studios 231 W Wisconsin-Ave 2ip 53203 Tol. 273-5720 Pres. Dave Kennedy Chief Eng. Larry Drydyk. (PKG-tabeling service enty) Audio: Bitr Bitr quadraphenic cassette. cipiers reed.

Drange Prod n House, 6055 W. Fond du Lac. Zip. 53218 Tel: 461-3600 Pres. Larry Lee Hansen Sales Mgr. Effen Westeedorf (PKG) Audio: 8-tr. cassette, open real. Video. 1" open real. %" cassette. 15" EIAJ

open reel, "y" EIAJ cartridge

Adv. Mgr. Charles Beres Jr. Audio: Cassette, & sub-assemblies of cassette

Duplicator/ Marketers of 8-tr., Cassette & Open Reel



Ampro Prod ns Inc., 150 Fifth Ave., New York. N.Y. 10011 Tel (212) 243-7726 Cable TA PEXXRON Telex 425233 Pres. Manuel Kopelman, Exec. VP Mktg. Susanne Tarter, VP. Arthur Lipton

Tape lines: Ampiro, Locumotive, Omega. Barclay-Crocker, 31 Broadway, New York, N.Y. 10004 Tel (212) 952-0068 Partner Henry A. Barclay, Jr.

Open reel: Argo Desmar, Entracte, Halcyon, Musical Hentage Society, L'Oiseau-Lyre, Telefunkeri, Unicom, Vanguard

GRT Corp. 1286 N. Lawrence Station Rd. Sunny vale, Calif. 94086. Tel. (408) 734-2910. WATS (800) 538-1770. Pres. Gordon Ed. wards, VP & Gen. Mgr. Music Tapes Binuta McShane

B-tr. & Cassette, ABC, ABC, Audio Trasury. ABC/Blue Thumb, ABC/Dot, ABC/Duke ABC / Dunhill ABC / Impulse. ABC / Peacock At-Home, Barnaby, Bomp, Cardinal, Casino Chelsea Cream Fantasy Flying Fish, GNP Crescende, GRT, Galaxy, Hi, Hickory, Import. Inner City, Janus Kaleidoscope LS, Mile stone, Muse, Music Is Medicine, Prestige, Ranwood Shadybrook Shelter, Sound Bird Stang Stax Sunnyvale Tomato Vanguard Everyman Vibration, Visa

8-tr. only: ABC/Songbird, Cadet, Checker, Everest. RatCity. Roulette. Cassette only: ABC / Westminster Gold

Kim-Pat Ents., PO Box 654, Hillwood Dr., Fayette ville, Tenn. 37334. Tel. (615) 433-2323/ 5661 Owner Bill Trigg Tape lines: Blaze, Davis Unlimited, HSE, JSJ

Jima, Ken-Tone, Kim-Pat, Sav-All, Su-Ann. StereoTape idiv. of Magteci, 8125 Lankershim. Blvd North Hollywood, Calif. 91605. Tel. (213) 768-6200 Open reel & open reel quadraphonic Lon-

don, Polydor, RCA, Warner Bros. Utopia Ultra-Sound 38-40 S First St. Newark Ohio 43055 Tel (614) 345-9426 Owner Robert H. Kirk Jr. 8-tr. Jessup. Mac. SAM. Shields. UUS

Empty Cartridge, Cassette & Reel Manufacturers



A & E Data Technology Corp. 350-C Fischer Ave. Suite C. Costa Mesa. Calif. 92626. Tel. (714) 549-8353 Pres Kenneth L Smith VF Mktg. William H. Adair: Sales Serv. Mgr. Sue. Carpenter Video: 14" U-matic cassette, 15" VHS cas-

A/V Paragon, see Universal Tope. Ampex Corp., Magnetic Tape Div., 401 Broadway. Redwood City, Calif. 94063, Tel. (415) 367. 2011 Pres. A.H. Hausman, Sales Mgr., R.A. Antonio Atty Mgr A Fisher

sette

Sales offices Glendale, Calif., 500 Roder Dr Zip 91201 Tel (213) 240 5000 - Den-ver, Colo., 2121 S Birch Zip 80222 Tel (303) 757 6491-Orlando, Fla., PO Bux 15008-8. Zip 32808. Tel (305) 423. 2962-Atlanta, Ga., 3135 Chestnut Dr. Suite 101 Zip 30340 Tel (404) 451 7112 Overland Park, Kan., PO Box 7282 Dp 66707 Tel (913) 383-1951-Baton Rouge La PO Box 14754 Zip 70808 Tel (604) 766-6270-Bethesda, Md., 10215 Ferriwood Rd Zip 20034 Tel (301) 530-8800 District Mgr. Max McCollough-Framingham. Mass., PO Bits 1020. Zip. 01701 Tel. (617) 877 8060 - Hackensack, N.J., 65 Commerce Way Zip. 07601 Tel (201) 489 7400 Pittsford, N.Y., PO Box 175 Zip 14534 Tel (716) 586 2580 Dellas Tex 1615 Prudential Dr. Zip. 75235. Tel. (214) 637 5100 - Salt Lake City, Utah, 2880 S. Main St., Suite 105 Zip 84115, Tel (801) 487-8101

Plants: Opelika, Ala., PO Box 190 Zip. 36801. Tel. (205) 745 7643 - Elk Grove Vil. lage, III., 2201 Lunt Ave. Zip. 60007 Tel. (312) 593-6000...

Audio: Il-tr. cassette metal & plastic reels. Ampro Prod ns Inc. 150 Fifth Ave. New York N.Y. 10011 Tel (212) 243 7726 Cable TA-

PEXXRON Tales 425233 Pres. Manual Kopelman Exec VP Mksg. Susanne Tarter VP. Action Lipton Audio 8 tr. cassette Athema Inds. Inc. 90 Brighton Rd. Clifton, N.J. 07012 Tel. (201) 471 8044 Pres. Sales & Audio Inds. Inc., Broad & Linden, Cos. Ridgefield, Nul. 07657 Tel (2011 84: 4545 Pres. M. onalds, Customer Serv. Michael Kates

Audio: 8-tr_cassette Audiomatic Corp., 1290 Ave. of the Americas, New York N.Y. 10019 Tel (212) 582-4870 Teles 126419 Pres. Milton B. Gelfand, VP Sales Timothy A Cole Adv Mgr JP Loh.

Int'I branch: France

Audio: 8-tr. cossette Burlington Audio Tapes Inc. 10 Commercial St. Hicksville, N Y 11801 Tel (516) 433-4466 Pres. Buth Schwartz: VP & Sales & Adv. Mgr. Rudy Schwartz

Audio: Resis Brand name: Olimpic Cadet Recs. Inc., 5810 5. Normandia Ave., Los Angeles. Calif. 90044. Tel. (213) 753-5121 Pres. Julies Bihari Mgr. Don Macmillan Branch Park Ridge, N.J., PO Box 175 Zip 07656 Tel (201) 391-3676. Sales Mor Robert K. Herrington.

Audio: 8-tr. Carrier Corp., 1916 11 St., Rockford, III. 61101 Tel (815) 397-3200 Pres Robert L Fleming VP Sales & Mktg Sandra L Fleming: Adv. Mgr. Janet K. Ratner

Audio: Reels Cassette Masters Corp. 2 Bashford St., Yonkers. N Y 10701 Tel (914) 968-1605

Audio: Screw-type cassettes

Centron Corp. 1701 S. State College Blvd . Anaheim, Calif. 92806; Tel. (714) 634-4280. WATS (800) 854-3943. Pres. Edwin Gamson VP Mktg Ray Allen, Adv Mgr Hall Audio: B-tr., cassette, reels.

Custom Cartridge Inc. 341 Hill Ave., Nashville, Tenn 37210 Tel (615) 244-5668 Pres

Audio: 8-tr Custom Duplin Inc., 6330-36 Anzona Circle, Los Angeles, Calif. 90045 Tel. (213) 670-5575. 776-4810 Pres. Leonard Gross. Sales Mgr. Frank Rohloff Prod'n: Jen Gonzales

Audio: 8-tr., cassette D.A.K. Inds. Inc. 10845 Vanowen St., North Hollywood Calif. 91605. Tel. (213) 984-1559. WATS (800) 423-2636. Pres. Drew Alan

Audio: Cassette, open reel. Dalsung America Inc., 155 E. 44 St., New York. N Y 10017 Tel: (212) 682-6045

Home office Kores Audio: Cassette Brand names: Secs. Solta. Data Packaging Corp., 205 Broadway, Cambridge, Mass. 02139 Tel. (617) 868-6200 Exec.

VP: Greg Malthus: VP Mktg.: Jere R. Hill. Nat I Sales Mgr. Gene Hull. Audio: 8-tr., consette Video: '4" cussette Dyna/Day Plastics Inc., 3319 E. Ten Mile Rd. Warren, Mich. 48091 Tel: (313) 755-2530

Pres. Frank Day, VP. Paul M. Hayes, Plant

Audio: 8-tr. cassette E.H.C. see Electronic Homes. Electronic Homes Co., 24-64 Crescent St., Astonia N.Y. 11102 Tel (212) 545-3094 Bd Chm. George T Saddler Pres. Paula Saddler, Sales

Mgr. Phil Kelly

Mgr. Elias Smyrnakis. Audio: Cassette Brand name: EHC. El Mar Plastics Inc. 921 E. Artesia Blvd. Carson. Calif. 90745. Tel. (213) 327-3180 Pres.

Harry Schor, VP Mktg. Allen Schor Audio B-tr. cassette (5-screw & sonic welded) 3" 5" & 7" open reels Fidelipac (div. of Harvel Inds.) 109 Gaither Dr. Mount Laurel, N.J. 08057, Tel (609) 235-

3511 Fres. Roger Cappello: Sales & Masq. Mgr. Arthur Constantine Audio: NAB cartridges (A. B & C sizes) Brand names: Fidelipac, Master Cart.

Angeles, Calif. 90061. Tel: (213) 515-0623 Pres. Vic Flores. Audio: 8-tr

Filam National Plastics, 415 El Segundo Blvd., Los

Gabriel Mfg. Co. Inc., 125 S. Liberty Dr., Stony Point, N.Y. 10980, Tel: (914) 942-0100 Audio: Cassette I F S. 107 Bridge Rd. Hauppauge, N.Y. 11787.

Audio: Cassette

Tel: (516) 234-3322

I T I, see Investment Technology Investment Technology Inc., 1940 124 Ave. NE. Bellevue, Wash 98005 Tel (206) 454 7720. Pres. David P. Hilliard. VP. George

Audio: Cassette Brand name: ITI. Ray Jacobs Audio Inc., 2739 Signal Pkwy., Long. Beach, Calif. 90806. Tel. (213) 595-6811.

Pres. Ray Jacobs, Sales Mgr. Larry Stagnars; Adv. Mgr.: Robert Elsworth. Audio: 8-tr.: cassette. Brand name, RJA.

Jet Pak, see Tape-A Thori Kyric Corp., 2111 E. 20 St., Tueson, Ariz. 85719. Tel: (602) 624-2406. Pres. & Sales Mgr. Keyvan Mokhtarian Audio: Cassette

coln. Neb. 68507 Tel: (402) 464-7488 Pres. Don Leonhardt, Sales & Adv. Mgr. Daryl O. Chapelle. Branch: Indianapolis, Ind., Box 507, Rt. 2. Zip: 46231 Tel: (317) 839-6673 Mgr. Scott

Lence Co., PO Box 29128, 3901 N. 69 St., Lin.

Audio: Cassatte Loranger Mtg. Corp. Entertainment Prods. Drv., 10-38 Clark St. Warren, Pa. 16365 Tel (814) 723-9600 Pres. J. Albert Loranger, VP. Robert Loranger

Audio: B-tr., cassette M I P. see Moided Ind I Plastics.

M J S. 2514 Seaboard Ave., San Jose, Calif. 95131 Tel (408) 262-8793 Pres. Michael

Audio: B-tr., cassette, reels. M M C see Magnetic Mktg.

Magnetic Mktg. Corp., 29 Valley View Terr., Wayne, NJ 07470 Tel: (201) 694-3502 Pres. Thomas J. Hofbauer, Sales Mgr., Brendan F Browne, Adv. Mgr., M. Judge Audie 8 tr. cassette. Brand name: MMC

Magnetic Media Corp., 500 Eastern Pkwy., Farmingitale, N.Y. 11735, Tel. (516) 293-1010 Pres. Aaron Wasserstrom, Gen. Sales Mgr. Douglas Scutt.

Audio: Cassette Marriac, see Mastro

Audio: B-tr., cassette

Brand name: Marmac

Master Cart, see Fidelipac Mastro Inds. Inc., 3040 Webster Ave., Brons, N.Y. 10467 Tel (212) 547-5600 Pres. Mario Maccafern

Meister Mfg. Co., Washburn Rd., Downey, Calif 90241 Tel (213) 861-3198. Audia: 7", 815" 1015" aluminum mels.

Miami Tape Inc., 8180 NW 103 St., Hislesh Gardens. Fla. 33015. Tel. (305) 558-9211. Pres. Cartos Garcia. Sales Mgr. Mirella Tu-Audio: fl-tr., cassette

Molded Ind I Plastics Inc. Ansonia. Conn. 06401 Tel: (203) 735-2331. Audio & Video: Rests Brand name MIP

Olimpic, see Burlington.

P R C Rec a Co joint of Resignment Rec g Corp I

WEEK AFTER WEEK RECORDS AND TAPES JIGGER AND FASTER. REASON WHY...

SUPERCHARTS INSIDE TO PULL OUT AND PUT UP!

SUPERQUOTES FROM RETAIL IN AND THE BILLBOAR

RETAIL PROFITS:

"It makes selling records a whole lot easier for us...
and for our customers."

- David Estes, Manager TOWER RECORDS (Las Vegas) "Now our customers can find exactly what they want.
It really helps out sales."

- Greg Schmit, Manager TOWER RECORDS (Panorama City)

"They obviously help to sell records to customers who wouldn't necessarily have bought anything in the first place."

- Paul King, Store Director PEACHES (Denver) "Our customers purchase new product more now because of...the chart. We even see parents using the charts to buy records for their kids..."

"A definite boost to our profits. Keep them coming!"

— Sheri Weser, Manager

RECORD THEATRE (Rochester)

-Carl Keel, Head Buyer FLIPSIDE/RECORDLAND (Lubbock)

RETAIL DISPLAYS:

"We hang them up every week and will continue to do so... The new super size is easy to use and to place in the store."

- Lyle Minnick, Store Director PEACHES (Hollywood) "Fantastic!...Top LP and Hot 100 Traffic Center charts are displayed adjacent to their respective bins. Customers now have something to look at."

- Howard Rosen, VP WEE THREE RECORDS (Conshohocken)

"We put it up right by the counter, and customers love it!"

-Bill Cochran, Manager RECORD THEATRE (Erie) "We have great usage for the Disco Top 40 and Hot 100 charts in special in-store locations."

"Our disco buyer has not only posted Billboard's Traffic Center chart, but is also using it to order from...Great idea!"

- Greg Hettrick, Asst. Manager TOWER RECORDS (Seattle) - Diane Mitchell, Catalog Buyer BROMO DIST./SOUND WAREHOUSE (Okla. City)

UNIFOLD ALL THE POWER FOR YOURSEL

PRAISE OF THE SUPERCHARTS... D TRAFFIC CENTER:

THE TRAFFIC BUILDS AND BUILDS:

"We look forward to it each week...They make record-buying much simpler for the customer, and much easier for us."

- Karlen Ulssparre, Asst. Manager RECORD THEATRE (Cincinnati) "We love 'em, and we use 'em every week. They really help customers pinpoint the name of the song they like (so) they can pick out their LPs and tapes. The charts definitely help our sales."

- Larry Webb, Store Director PEACHES (Greensboro)

"Response has been excellent in our store...and we really look forward to getting the Traffic Center charts every week."

> - Rick Hernandez, Manager TOWER RECORDS (Sacramento)

"Our customers are now requesting product that they have not heard locally... Great sales stimulator! ... Has really improved local sales in our thirteen stores."

> - John Grandoni, Buyer/Advertising Mgr. CAVAGES RECORD STORE (Buffalo)

"Terrific... we love the idea! We frame the charts and display them in a prime location for customers to see."

- Ken Herman, Store Director PEACHES (Bethel Park)

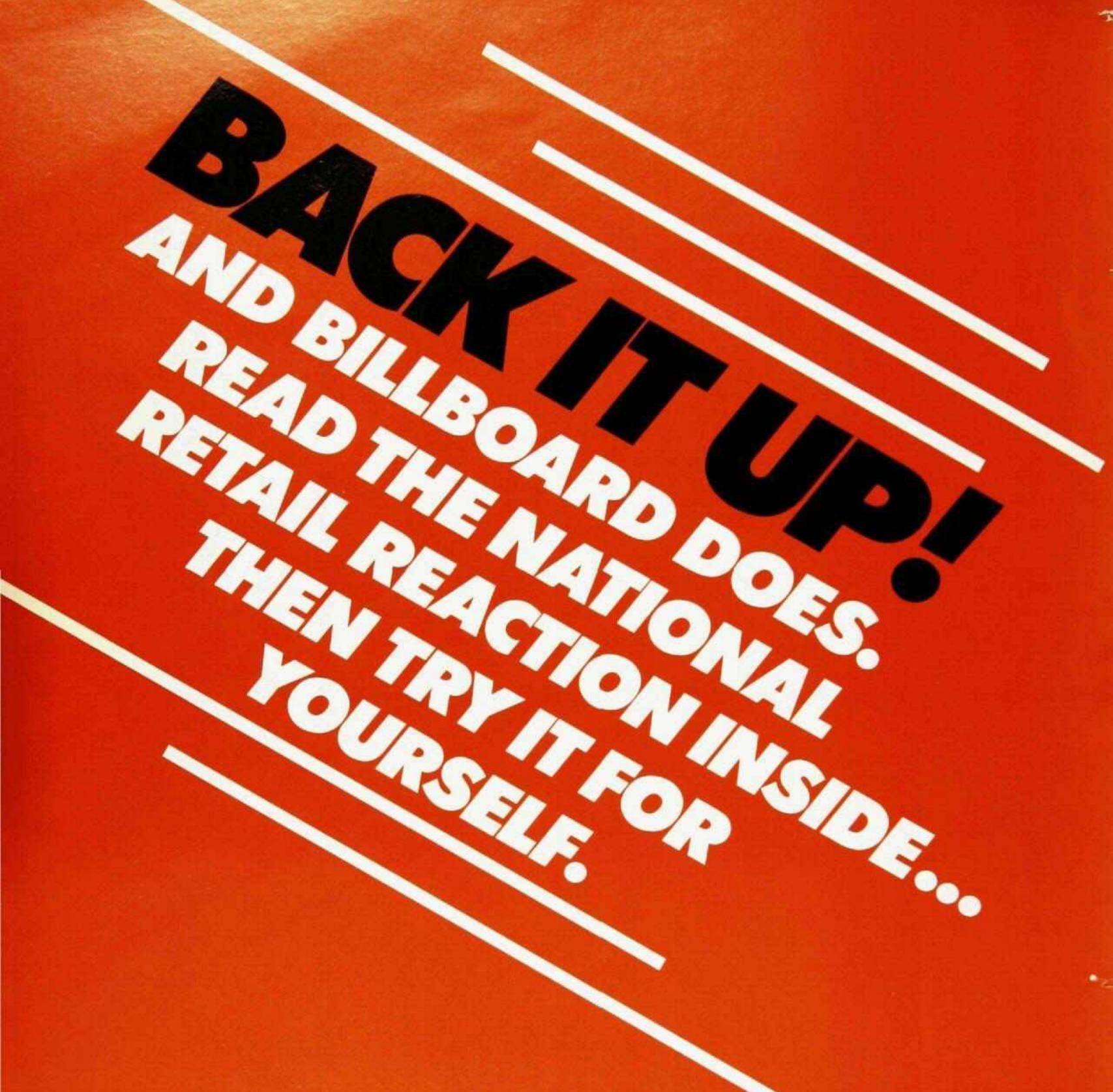
"Possibly the best marketing tool since Billboard itself."

- Jim Angiulo, Asst. Buyer PEACHES (Columbus)



Billboard.

F. PULL IT OUT. PUT IT UP. EVERY WEEK.



SUPERCHARTS INSIDE TO PULL OUT AND PUT UP!

10036 fal (212) 997-1250, Pres. Hugh T. Landy, VP sales Grand Grand

Plants: Compton. Calif., 187000 Laurelpark Rd Zip 90220 Tel (213) 979-8545 Plant Mgr. Ray Glithero-Richmond, Ind., 1600 Rich Rd &p 47374 Tel (317) 962-9511 Plant Mgr Greg Speer Audio: Cassette

Plastic Reel Corp. of America, 540 S. Commercial Ave. Carlstadt, N.J. 07072 Tel (201) 933 9125 Pres. Robert A. Miller, Soles Mgr. Pat.

Audio: 215" 7" reels, hubs. Video: Open reel for 15", 1", & 2" tape. Brand name: Plio-Magic

Plio-Magic, see Plastic Reel Polyline Corp., 1233 Rand Rd., Des Plaines, III 60016 Tel. (312) 298-5300 Pres. John Kai-

Audio: Plastic reels. Pro I Prods. PO Box 33. Highland Park, III. 60035. Tet (312) 432-5536. Pres. Roy Pink, Sales. Mgr. Martin Pink, Adv. Mgr. Deona Pink Audio: 8-tr. & cassette

R J A. see Ray Jacobs Audio. Raynor Sales Co. Inc., 2698 W. Pico Blvd., Los Angeles, Calif. 90006, Tel. (213) 737-3737 Pres. & Adv. Mgr. Ray Abrams Sr. Sales Mgr. Ray Abrams Jr.

Recording Supply Co. (div. of Polyline Corp.), 1233. Rand Rd Des Plaines, III 60016 Tel (312) 297-0955. Pres. John Kaiser

Audio & video: Reess. Robins Inds. Corp. 75 Austin Blvd. Commisca, N.Y. 11725 Tel (516) 543-5200 Pres. Herman Post, Nat I Sales & Adv. Mgr. Stu Came. Audio: Cassette, open met Brand name: Brand 5.

Royal Sound Co. Inc. 248 Buffalo Ave. Freeport. N.Y. 11520 Tel (516) 868-2880 Pres. Mervin A. Dayan. Audio: 8-tr., cassette.

Scotch, see 3M.

Sentry Inds. Inc., 221 N. Macqueston Pkwy. Mount Vernon, N.Y. 10550, Tel. (914) 664 2909 Pres. Harold Rosen, Sales & Adv. Mgr.: Barry Rosery.

Audio: B-tr., cassette, open reel. Shape Inc. PO Box 366. Biddleford Ind I Park Biddeford, Ma. 04005, Tel. (207) 282-6155. Pres. Anthony L. Getardi, Sales & Mktg. Mgr. Joe Ciccone: Adv. Mgr. Bob MacLeod. Audio: 8-tr. caszerte

Solfs, see Dalsung. Studio Magnetics Co. Inc. 83 Carlough Rd. Be-hemia, N.Y. 11716. Tel. (516) 589-4300 Pres. George Claharte, VP. Craig M. Balaban

Audio: Screw-type cassette Swire-Intermagnetics Co. 1311 Colorado Ave. Santa Monica Calif 90404 Tel (213) 393-9281 Pres. George Johnson, VP Sales & Mktg. Robert Dunn, VP Communications Bruce Weber

Audio: 8-tr. & cassette Tape A-Thon Corp., 502 S. Isis, Inglewood, Calif. 90301 Tel (213) 776-7933 Pres. Lee Tate.

Pro And Semi-Pro: Systems Go

Continued from page TAV-4

 Autosound is becoming better known as "highway hi fi" as components move into the aftermarketseparate tuners, amplifiers and tape decks with hi fi specs. Cassette combinations continue to grow at the expense of 8-track, though the latter format is still more popular overall. However, 8-track has dropped to a total 61% market share in 1978, down from 76% just five years ago. In-dash units continue to increase their dominance. particularly cassette/ radio combinations, up 37% to 1,700 units in 1978. All autosound shipments were up only about 1%-dramatic cassette gains offset by 8-track losses-to 7.655 million units, but retail value rose more than 8% to a whopping \$805 million as the industry closes in on its first \$1 billion

The growth of all tape software is reflected in the increased competition in the industrial tape area, and in custom duplication for audio and video as well. All categories of tape services, equipment and supplies indicate expansion of capacity and sophistication both in the U.S. and abroad.

Listings for record and tape accessories also are expanded, again showing that more companies are recognizing this growing market for added profits. Consumers are paying a higher price for better records and tapes, and acknowledging the need to take better care of their software investments.

Additional copies of this expanded 1979 Billboard Tape/ Audio/Video Market Sourcebook are available at \$10, prepaid to Billboard Circulation Dept., 9000 Sunset Blvd., Los Angeles 90069, or 1515 Broadway, New York 10036.

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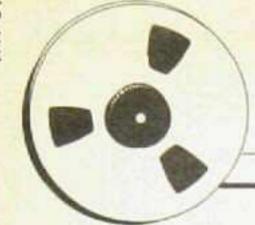
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Cook Consultants Inc., see Cassettes Inc. Cory Sound Co., 440 Brannant St., San Francisco Calif 94107 Tel (415) 543-0440 Pres George Cory, VP & Prod n Mgr. Phillip C. Markinson: VP Sales: Lou Sinclair. Audie: Cassene: open reel & broadcast Jour

tom lengths) Creative Communications Inc. (sub. of SMI), 920 N. Valley Mills, Waco. Tex. 76710 Tel (617)

Audin: Cassette Cre'8 Video Servs. Ltd., PO Box 5138. Zp. 85010. Embassy Square, 805 N. Fourth Ave., Phoenix Ariz 85003 Tel (602) 257-2978. Video: 1" open reel. %" casseme: 16" EIAJ open met. 1911 EIAJ carcridge (custom lengths)

Crofyn, see E.I. du Pont. Custom Dupl n Inc. 6330-36 Anzona Circle, Las Angeles Carit 90045 Tel: (213) 670-5575 776-4810 Pres. Leonard Gross. Sales Mgr. Frank Rohloff: Prod n. Jan Gonzales.

Criterian, see Lafayette

Audio: 8-tr., casseme Custom Tape Dupl is Inc. 341 Hill Ave. Nashville. Tenn 37210 Tel: (515) 256-1728 Pres F L.C. Tant. Sales Mgr.: Mike Tant.

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Dalsung America Inc., 155 E. 44 St. New York N.Y 10017 Tel: (212) 692-6045 Home office: Kores Audio: 8-tr., cassette (30 60 90 120), open

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2400' 3800' 5"-1200' 1800's Dutittine Co. Inc. 6875 SW 68 Ave. Mam. Fla. 33143 Tel (305) 565-1121 Pres. Stephen Nester Sr., Sales & Adv. Mgr., Stephen Gibson.

Audio: 8 t): (35.70.80) cassette (30.60.90.120) Duplicator Fremium, see Recordex Corp.

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Duratape, see Mallory. Electronic Homes Co., 24-64 Crescent St., Astona, ** N.Y. 11102 Tel (212) 545-3094 Chm. George T. Saddler: Pres. Paula Saddler: Sales Mgr. Elias Smymakis. Audio: S-tr., cassette, mini-cassette, open reel.

Videa: 14" cassette. Brand names: Mr. Cossette. Toyota. El Mar Plastics Inc., 821 E. Artesia Sivo., Carson. Calif. 90746 Tel. (213) 327-3190.

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Wheeler Adv. Mgr. J.D. Johnson. Audio: Cassette, open reel Brand name: Excellence. Emerald, see Irish Magnetic Exactions, see SSK

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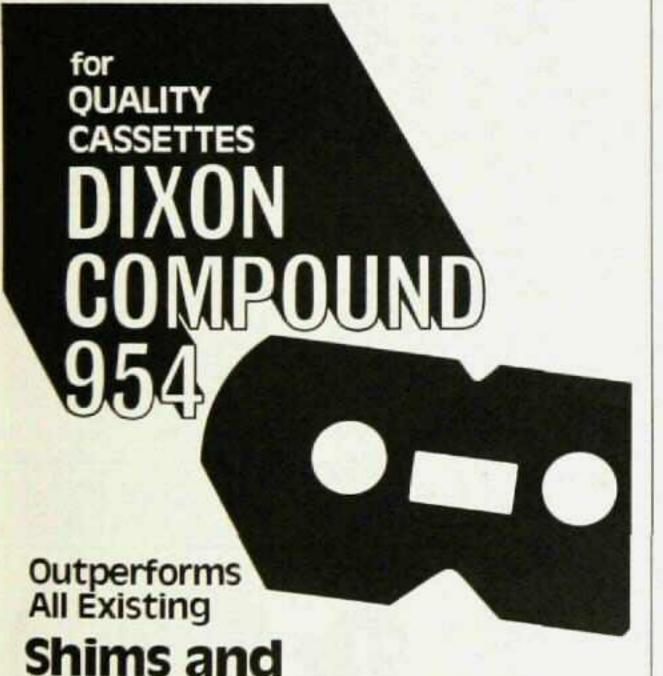
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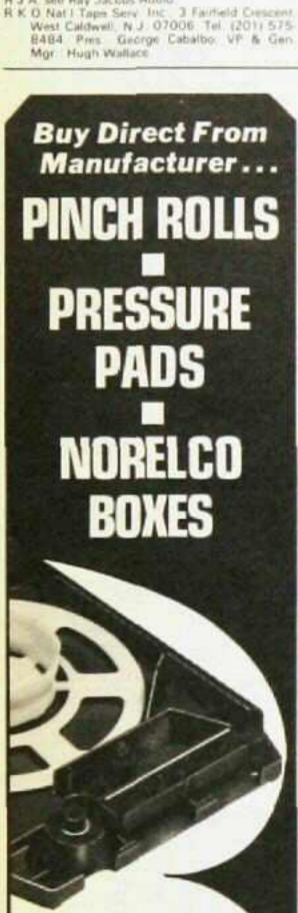
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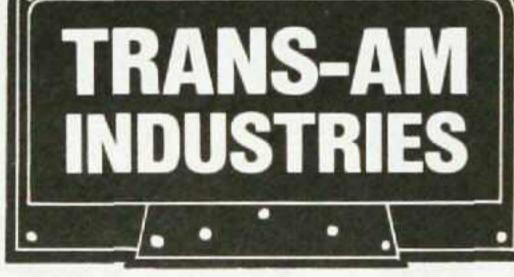
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Audio: Magnetic tape calendars, filled & nylon shell rolls, cooling rolls, unwinds, rewinds splice jumping & edge guiding Phoenis, see Infonics.

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winders (all formats), quality control playback systems (all formats). Brand names: Ed Pic. Recordes.

Professional Cassette Equip. Co. (PCE), 1660-20. St. Santa Monica. Calif. 90404. Tel. (213) 829-2282

Audio: Cassette loader Recordex Corp., 1300 Booth Ave., Atlanta, Ga. 30318 Tel (404) 351 7062 Pres. Tom Allen (Also see Pickering Audio-Tranics & Singer Prods)

in-cassette duplicating systems. Brand name: Mini Max. Recorder, Super Pro-Recortectinc . 77.7 Palomar Ave . Sunnyvale. Calif. 94086 Tel (408) 735-8821 Pres Lester H

Audio: Cassette & reel to cassette duplicators

Lee Sales Mgr. Ron R Troxell Audio Automated cassette duplicators & loaders. S.S.K. Ents. Inc., 2488 Townsgate Rd., Westlake

Village Calif. 91361 Tel. (805) 495-1214. Audio: Reel to cassette, reel to hub & continusus loop to pancake for 8-tr Shape Inc., PO Box 366. Biddeford Ind I Park, Biddeford, Me 04005 Tel (207) 282-6155

Pres. Anthony L. Gelardi. Sales & Mktg. Mgr. Joe Ciccone, Adv. Mgr. Bob MacLeod. Audio: Automatic & semi-automatic cassette & Bitr assembly equip automatic 8-tr. splicers & winders. Singer Prods. Co. Inc., 875 Mernick Ave., West-

bury, N.Y. 11590, Tel. (516) 333-2000. Pres Anhur A Singer Sales Mgr Steven Schiffman Adv Mgr. 5 M Berman (Export Audio: Tape winders & duplicators.

Brand name: Recordes

Studer Revox America Inc. 1819 Broadway, Nashwille. Tenn. 37203 Tel. (615) 329-9576. Pres Brung Hochstrasser, Nat I Sales Mgr. Rob Robinson

Audio Master recorders quality control recorder / reproducer: Super Pro. see Recordex Corp.

Superscope Tape Dupling Prods, Inc. 1249, of Super-scope Inc.), 20525 Nordholf St. Chatsworth, Calif. 91311, Tel. (213), 998-9333 23384 Pres. Joseph S. Tuchinsky, Mkig & Sales Mgr Jerry Epstern Audia Automatic cassette loader

T D K Electronics Corp. 755 Eastgate Blvd. Gar-den City, N Y 11530 Tel (515) 246-0880 VP. Ken Konda, Nat'l Mktg, Mgr., Bud Barger Ass I Adv. Mgr. Bob Miller

Branches Irvine Calif. 17072 Daimler St. Zip 92705 Tel (714) 979-5811 Div Sales Mgr Sandy Cohen-Chicago, III., 2906 W Poterson Ave. Zip. 60645 Tel. (312) 973-

Audio Cassette 5 open reel pancakes Tapemaker Sales Co. Inc., 629 W. Merrick Rd. Valley Stream, N.Y. 11582, Tel. (516) 561

Audio. Programmable cassette testing unit loop him Telectro Systems Corp. 96-18-43 Ave. Gorona

6080 Pres. Arthur Brandwein, Sales Mgr.

NY 11368 Tel (212) 651-8900 Fms Harry Sussman Audio: High speed duplicators

Telefunken, see Gotham Audio

Telex Communications Inc., 9600 Aldrich Ave. 5. Minneapolis, Minn. 55420, Tel. (612) 884-4051 Pres. Anset Kleiman, VP Mktg. James 5. Arrington Adv. & Sales Promo Dir Peter

Audio Cassette & open reel modular duple cators/copiers, broadcast real & cartridge recorders reproducers Brand name: Magnecord, Teles

Trackmaster Inc. 1310 5 Dine Hwy West Formpano Beach. Fia 33060 Tel (305) 943-2334 Free Roy Parsons, Sec y Treat. Lupe Parsons. Audio B-tr duplicators

U.M. C. Electronics Co., 460 Sackett Point Rd. North Haven, Conn. 06472 Tel. (203) 288-Audio 8-tr tape machine

Brand name: Beaucart United Research Lab. Corp., 681 Fifth Ave. New

York N.Y. 10022 Tel. (212) 751-2663. Pres. George Adams, Sales Mgr. Lee Rand. Adv. Mgr. Annta Adams. Audio Exact duplicate replacement parts for professional recorders Brand name: Auto-Tec

Verbatim Corp., 323 Soquel Way, Sumnyvale Calif 94086 Tel (408) 245-4400 Pres. Dr. Peter McCuen, Sales Mgr. Scott Cochran. Adv. Mgr. Linsta Mancies Audio: Cassette tension monitors, head & guide gauge, turque tester.

Wollersak, see Ray Jacobs.

Professional Tape Supplies Manufacturers & Importers



J.C. Anglum Co. Inc. / Tapeponents Inc., Box 236. 36 Midvale Rd. Mountain Lakes, N.J. 07046. Tel (201) 263-1442 Pres. J. Clifford Ang-

Audio: Casserre boxes

Audiolab Electronics, 3725 Esperanza Dr., Sacramento, Calif. 95825. Tel (916) 485-0500. Pres. R.E. Stofan, Sales & Adv. Mgr. J. Hodges: Audio: Degaussers

Audiomatic Corp., 1290 Ave. of the Americas, New York, N.Y. 10019, Tel. (212) 582-4870. Teles: 126419 Pres: Milton B Gelfand, VP Sales Timothy A Cole, Adv. Mgr. J.P. Loh-Int'I branch: France.

Audio Splicing, cleaning & leader tapes.

Beaucart, see UMC Bagen -- Germany, see International Rac g.

W H Brady Co. 2221 W. Camden Rd. Mil waukee, Wrs. 53201. Tel. (414) 332-8100. A/V Prods Mgr John Arnold Sales Mgr John Griffins

Audio: 8-tr. & cassette leader & splicing tape 6-tr: sensing table, master splicing tape. Burlington Audio Tapes Inc., 10 Commercial St.

Hicksville, N.Y. 11801, Tel. (516) 433-4466 Pres. Ruth Schwartz, VP. Sales & Adv. Mgr. Rudy Schwartz Brand name: Olimpic

Colonese Plastic Materials Co., Hood Rd., Green S.C. 29651 Tel (803) 877-8471 Pres J Mitchell Sales Mgr. John Sten, Adv. Mgr. Jack Large

Audio & video: Celanar polyester film tape Cetec Broadcast Group, Mark Ave. Carpenteria.

Calif. 93013 Tel. (805) 684 7686 Audio: Bulk erasers Coastal Specialty Tapes Inc. (formerly Peats Spector

Corp.). 274 Bangor St., Lindenhurst, N.Y. 11757 Tel (516) 226-5900 Fres. Tom Carroll: Sales Mgr. Stanley Gilman, Adv. Mgr. Dan Dobbs Audio. Splicing & sensing tape, splicer, paper

leader tape Video: Helical sideo lead-in splicing tape

Columbia Magnetics (die. of CBS Inc.), 51 W. 52 St. New York, N.Y. 10019, Tel. (212) 765

4321 Dir Glenn Hart Branch Century City, Calif., 1930 Century Park W. Zip. 90067. Tel. (213) 556-4836.

Nat I Sales Dir Jerry Bronaugh Plant Danbury, Conn., 15 Great Pasture Rd Zip: 06810. Tel: (203) 744-3555. Plant Mgr. Ray Hughes

Audie: Splicing & abrasive tape, liquid magnetic pattern detecting kit (Magna See) Mar Plastics Inc., II21 E. Artesia Blvd., Carson. Calif 90746 Tel (213) 327-3180

Audio: B.tr. & cessette splicing tape

Adv Mgr Paul Kaufman Product: Fire retardant plastic shippers for 1" 199 Gotham Audio Corp. 741 Washington St. New York N.Y 10014 Tel (212) 741-7411 Pres. Stephen F. Temmer, VP. Eli Passin Audio: Splicing & editing equip (Gotham)

Filam National Plastics, 416 El S fundo Blvd. Los Angeles, Calif. 90061, To (213) 515-0623

Full Photo Film USA Inc., Magnetic Tape Drv., 350 Fifth Ave., New York, N.Y. 10001 Tel. (212)

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hubs, cassette hub locks.

Audio: Cassette boxes (Noreleo type), 15" NAB

736-3335 VP & Gen Mgr John Dale Sales

Mgr. (autho) Gary Corrway, (video) Al Bedross

precision tape timer (Lyrec). Grandy Inc. 1275 Bloomfield Ave. Fairfield: N.J.

D7006 Tel (201) 575-1433 Pres. John R. French Adv. Mgr. Jesse Rosenzweig Audio Studio duplicating & ferrite replacement heads

Hi-Flex Corp., 289 Huyler St., South Hackensack NJ 07606 Tel (201) 487-3027 Audio: Cassette leader tape:

I C I United States Inc. Plastics Drv. New Murphy Rd. Wilmington Del. 19897 Tel (302) 575.

Audio & video: Polyester film tape base Brand name Melinex

Infonics Inc., PO Box 1111, 238 Hwy. 212, Michigan City, Ind. 46360 Tel. (219) 879-3381 Pres Paul C. Lloyd

Audio: Alignment tapes kits duplicator perighterals. International Rec g Co., 49 Desmond Ave., Brone ville. N.Y. 10708 Tel (914) 337-5726

Pres. Claire Rie. Audio: Heads (Bogen-Germany) Latayette Radio Electronics Corp., 111 Jericho Tripk Syosset, N.Y. 11791, Tel. (516) 921.

Audio: Tape sphcers Lenco Co. PO Box 29128, 3901 N 69 St. Lincoln. Neb. 68507. Tel. (402) 464-7488 Pres. Don Leonhardt Sales & Adv. Mgr.

Daryl O Chapelle Branch: Indianapolia, Ind., Box 507, Rt. 2 Zp. 46231 Tel (317) 839-6673 Mgr. Scott

Audio: Cassette leader tape Lipps Inc. 1630 Euclid St. Santa Monica Calif. 90404 Tel. (213) 450 1324. Pres. Bernard. D Lipps Mitty Dir Lome R Law.

Audio: Magnetic heads. Lyrec, see Gotham: M P M Idiv. of Plizer Inc. | 640 N 13 St. Easton Pa 18042 Tel (215) 253-5261 Pres: J.P.

Barrels Int I Mktg Mgr. C. Alan Lindquist Jr. Adv. Mgr., H.F. Stolta Audio & video: Magnetic iron skide for tape coating M R L see Magnetic Reference Lab

Magna, See, see Columbia Magnetics.

Magnetic Reference Lab. Inc. 229 Polans Ave.

Suite 4. Mountain View Calif 94043 Tel (415) 965-8187 Fres John G. McKnight Audio: Test tapes (MRL)

Mastro Inds. Inc. 3040 Webster Ave. Brons, N.Y. 10467 Tel. (212) 547-5600 Pres. Mano. Audio: Reels for bulk cassette tape

Melines, see ICI

Nortranics Co. Inc., 8101.10 Ave. N., Minneapolis.

Minn 55427 Tel (612) 545-9937 Audio: Magnetic heads Olimpic, see Burlington Audio.

Permatab Prods Co. Inc., Rt. 1, Social Circle, Ga.

30279 Tel (404) 787-1910 Pres. W.B. Thompson. Audio: Splicing tape & pre-cut tabs. Phoenix Ents: see Infonics.

Q Splice see Webrek.

Q.A.I Inc. (formerly Saxon Adhesive Prodx): 540 Dell Rd. Cartstadt, N.J. 07072, Tel. (201) 935-5100 NYC (212) 736-1980 Pres. Steven Daumani Sales Mgr. George Ratowsky. Audio: Cueing & splicing tapes, end tabs.

S.T.L. see Standard Tape Lab. & Taber Mfg.

Saki Magnetics Inc., 1649 12 St., Santa Monica, Calif. 90404. Tel. (213) 450-1551. Audio: Magnetic recording heads Speedick Electronics, 400 S. Wyman, Rockford, III.

61101 Tei (815) 968-9661 Audio. Head demagnetizers, test tape, bulk erasers, splicing & editing equip.

Splicette: see Webtek Standard Tape Lab. Inc., 26120 Eden Landing Rd.

Hayward, Calif. 94545, Tel. (415) 786-3546. Audio: Test tapes (STL): Studio Magnetics Co., Inc., 83 Carlough Rd., Bohemia N.Y. 11716. Tel (516) 589-4300.

Pires: George Clahane, VP: Craig M. Balaban. Audio: 'A" ferro dynamic mastering tape, cassette editing kit. splicing, sensing & leader Switchcraft Inc., 5555 N. Elston Ave., Chicago, III.

60630 Tel. (312) 792-2700 Audio Connectors, cable assemblies, adapt ers, patch cord systems, jacks & plugs

T D K Electronics Corp., 755 Eastgate Blvd., Garden City, N.Y. 11530, Tel. (516) 746-0880 VP Ken Kohda, Nat'l Mktg. Mgr. Bud Barger Ass I Adv. Mgr. Bob Miller Branches: Invine. Calif., 17072 Damier St. Zip 92705 Tel (714) 979-5811 Div Sales Mgr. Sandy Cohen-Chicago, III., 2906 W. Peterson Ave Zip 60645 Tel (312) 973-

Taberacers, see Taber Mtg.

Taber Mtg. & Eng.g. Co., 2081 Edison Ave., San. Leandro, Calif. 94577 Tel. (415) 635-3831 Pres Veldon Leverich, Gen Mgr. R.H. Kaserns Audio Heeds (Taber), bulk erasers (Tab-

erasers), test tapes (STL) Tapernaker Sales Co. Inc., 629 W. Merrick Rd.

Valley Stream, N.V. 11582 Tel (516) 561-6080 Pres. Arthur Brandwein, Sales Mgr. M. Medina Audio Splicing & sensing tape, pre-cut Q-Video: Splicing tabs & leader tape.

Tapeponents Inc., see J.C. Anglum. U. M. C. Electronics Co., 460 Sackett Point Rd.

Audio: Heads, motors (Beaucart). Ventas Electronics Corp., 22 Grand Ave., Farmingdale, N.V. 11735, Tel. (516) 541-5373.

North Haven, Conn. 06472 Tel. (203) 288-

Audio: Head demagnetizers, bulk erasers, cassette & open reel splicers. W.R.E. see Wide Range Electronics.

Webtek Corp., 4326 W. Pico Blvd., Los Angeles

Calif. 90019. Tel. (213) 937-3511. Pres. Joseph Klein, VP & Prod. Mgr. John A. Pace. Sales Mgr Ken George Branch Northfield, III., 778 Frontage Rd., Suite 115 Zip 60093 Tel (312) 446-6046. Audio: Pre-cut tape splices (Q.: Splice for 8-tr., Splicette for cassettes), cassette splicing &

splicing / sensing roll tape Wide Range Electronics Corp., 2119 Schoetz Rd. St. Louis. Mo 63141 Tel (314) 567-5386 Audio Bulk erasers, degaussers, magnetic

erasing pencil (WRE) Xcel Corp., 290 Ferry St., Newark, N.J. 07105. Tel. (201) 344-2300. Product Acetate film base hiled malerial

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Anco Packaging Co. 347 Madison Ave. New York. N.Y. 10017 Tel. (212) 662-8076 Product: Pressure sensitive labels & automatic applicators.

Artco Press Inc. PO Box 1445. Terre Haute, Ind. 47808 Tel (812) 232-0926 Pres. James S. Royse Sales Mgr. Don Wilson. Product: Cassatte folders.

Athenia Inds. Inc. 90 Brighton Rd. Clifton, N.J. 07021 Tel: (201) 471-8044 Pres. Sales & Adv. Mgr. Charles Beres Jr. Product: Norelco-style cassette boxes

Audico Ltd. 219 Crossen Ave., Elk Grove Village. III 60007 Tel (312) 640-1030 Pres. J.W. Holmes, VP Sales Claudia Yarbrough, Sales Mgr. Norman Deletzke Product: Cassette labels.

Audicom Corp., 4950 Name St.: Unit C. Derryer Colo 80239 Tel (303) 371-3076 Pres Jack H. Dunham Product: Cassette labels & custom packages

Audio Accessories Co., 38W515 Deerpath Rd., Batavia, ill 60510 Tal (312) 879-5998 Sales Mgr John S. Maloney Product Boxes labels cassettes & printed

materials in styro block (book) formats. Brand name: Infopak

A. So Inds. Inc., Broad & Linden Aves., Ridgefield. N.J. 07657 Tel. (201) 945-4545 Pres. M. Donalds Customer Serv Michael Kates Product: Norelco-style boxes

Austomatic Corp., 1290 Ave. of the Americas. New York N.Y. 10019 Tel (212) 582-4870 Telex 126419 Pres Milton B Gelfand, VP Sales Timothy A Cole Adv Mgr J.P. Lot-

Int'l branch: France Product: Printers, inserters, wrappers, (Distributor for Apes Machine & others)

Audiopack, see A.C. Hampson. AudioVisual Communications Inc., 435 Crooked Ln. King of Prussia, Pa. 19406 Tel: (215) 272-8500 Pres. John Ballantyne, VP Sales John Butterworth

Product: Cossette labels Bozzy Electronica Corp., 39 N. Rose, Mount Cle. mens. Mich 48043 Tel (313) 463-2592 Pres. L. Allan Bazzy, Gen. Mgr., Mike Tatton. Product Shrink wrap swaler & film

Benson & Co. Printers Inc., 116 Nassau St. Brooklyn, N.V. 11201 Tel (212) 596-9100 Pres. Gorald J. Benson, VP Sales. Gil Benson. Adv. Mgr. Rosanne Evans.

Product: 8-tr. & cassette pressure-sensitive la

Blackbourn Inc., 1821 University Ave., St. Paul. Minn. 55104 Tel. (612) 646-2781 Pres. George F. Sneigrove: Sales Mgr.: Tom Sabow Product: Audio fi video vinyl packaging

Bruce Packaging Co., 8025 N. Kenneth Ave. Skokiii. III. 60076 Tel (312) 583-2818 Pres.: Joseph Halperin. Product: Open reel boxes, cassette packaging

& boxes, corrugated packaging. Cheshire in Xerox Co.), 408 Washington Blvd. Mundelein, III. 60060, Tel. (312) 949-2000

Product: Labeling machines. Coastal Specialty Tapes Inc. (fermerly Pratt Specior Corp.) 274 Bangor St. Lindenhurst, N.Y. 11757 Tel (516) 226-5900 Pres. Tom Carroll, Sales Mgr. Stanley Gilman, Adv. Mgr.

Product: 8-tr. & cassette labels & labeling machines, tape mailer packages.

Comsette Corp., 12417 W. Olympic Hivd., Los Angeles Calif. 90064 Tel: (213) 825-4528 Pres. Richard W. Moore, Sales Mgr. J.A. Buchange Product: Pressure-sensitive cassette labels.

shrink wrap equip. Norelco-style & soft poly style cassette boxes Container Kraft Inc., 8321 De Celn Pl., Sepulveda.

Cislif. 91343. Tel: (213) 893-9721 Copy-Art Photographers Idiv. of James J. Knegsmann), 165 W. 46 St., New York, N.Y. 10036 Tel (212) 757-0233 Pres James J Knegsmann, Local branch: 1619 Broadway Tel: 757-0236.

Product: 8-tr & cassette labels. Cre & Video Servs. Ltd., PO Box 5136, Zip. 85010. Embassy Square 805 N Fourth Ave. Phoenix Ariz 85003 Tel (602) 257-1978 Product Covers, stickers, labels

D A K Inds. Inc., 10845 Vanowen St., North Holly wood Calif 91605 Tel (213) 984-1559 WATS (800) 423-2636 Pres Drew Alan Product: Cassette labels.

Delta Magnetics, 1901 McDonald Ave., Brooklyn. N.Y. 11223. Tel. (212) 627-2556. Product: Novelco-style boxes

Disc Printing (div. of Pickwick Int I). Cardinal Ind I Park Gilpin Ave., Hauppauge, N.Y. 11787 Tel: (516) 234-1400 Product: 8-fr. & cassette labels.

Dyna/Day Plastics Inc. 3319 E. Ten Mile Rd. Warren Mich. 48091 Tel (313) 755-2530 Pres. Frank Day: VF Faul M. Hayes, Plant Mgr. Phil Kelly Product: Novelco-style baxes.

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E-System, see Econocorp. Econocorp Inc., 71 Fourth Ave., Needham Heights. Mass 02194 Tel: (617) 444-8070 Pres Richard G. Lee: Sales & Mksg. Mgr. James F.

Product Horizontal-loading packaging equip Brand name: E:System: Econoscal

Econoseal, see Econocorp. El Mar Plantics Inc., B21 E. Artesia Blvd., Carson, Calif. 90746. Tel. (213) 327-3180

Product: Ampex Notelica soft poly style & open reef boxes. Ever-Bready Packaging & Assembly (dev. of Reliance Folding Carton Corp.). 225 Belleville Ave. Biografield. N.J. 07002 Tel. (201): 748-

Product: Cardboard hoxes & maders.

Fenton Label Co., Coral & Buckup Sts., Philadelphia. Pa. 19124. Tel. (215) 288-2910. Product 8-tr 5 cansists labels (M)

Fidelipac (div. of Harvell Inds.), 109 Gaither Dr. Mount Laurel, N.J. 08057, Tel. (609) 235-3511 Pros. Roger Cappello: Sales & Mktg. Mgr.: Arthur Constanting Product 6 tr. labels.

Gabriel Mfg. Co. Inc., 125 S. Liberty Dr., Stony Point, N.Y. 10980, Tel (914) 942-0100 Product: All types of plastic cassems boxes:

Gem 8-R Conteney Corp., 48-20-50 Ave., Woodside N V 11377 fel (212) 784 8800 Product: Corrugated cartons, folders &

Golly Co., 2320 E. 26 St., Minneapolis, Minn. 55406 Tel: i612i 721-7466 Pres. Kon Lawrence Mktg. Rick Muscoplat. Product: Audio & video cassette labels.

Gapher Prods. Corp. PO Box 1812, 2201 Lockhead Way, Carson City, Nev. B9701. Tel-(702) 882-9333 Post. Warren Perkins. Product: Labelers. Brand names Roses Unione

A. C. Hampson Ponning Co. Inc., 168 City Hill St. Union City, Conn. 06770 Tel. (203) 729-2294 Pres. Augustus D. Hampson, Sales Mgr. John W. Berry

Product: Pressure-sensitive & heat seal cassette labels, cassette inserts. Brand name: Audiopack

IFS 107 Bridge Rd , Hauppauge N V 11787 Tel: (516) 234-3322 Product: Norelco-style boxes.

I T I see investment Technology

Image Devices Inc., 1825 NE 149 St., North Miami, Fia 33181: Tel (305) 945-1111 Sales Mgr. Bill Reiter Product: Pressure-sensitive labels.

Infopak, see Audio Accessories

Investment Technology Inc., 1940 124 Ave. NE. Bellevue, Wash 98005, Tel. (206) 454-7720 Pres David P Hilliard VP George Woodley Product: Cassette labeler, label printing equip.

Brand name: ITI Keystone Printed Specialties Co. Inc., 321 Pear St. Scranton, Pa. 18505, Tel. (717) 346-1761 Pres. P.G. Fischer Jr., Sales & Adv. Mgr.

Martin Fischer. Product 8-tr & 4-tr labels

M. Latter Mfg. & Sales, 3208 W. Jefferson Blvd. Los Angeles Calif. 90018 Tel (213) 737-0440 Owner Mel Latter Product: Shrink packaging machinery & plas-

Lenco Co., PO Box 29128, 3901 N 69 St., Lincoin Neb 68507 Tel (402) 464-7488. Pres Don Leonhardt Sales & Adv. Mgr. Daryl O. Chapelle.

Branch Indianapolis, Ind., Box 507 Rt 2 Zip 46231 Tel (317) 839-6673 Mgr. Scott Product: Ampex Noreico C-Box & soft poly

Linear Prods. Inc., 37 W. 20 St., New York, N.Y. 10011 Tel (212) 255-2917 Branches: College Park, Ga., Data-Linear Prods Inc. 4507 K Mills Pl. SW. Zip. 30366 Tel (404) 691-1254-Puerto Nuevo, P.R., Linear Prods, of Puerto Rico, Old Long Bldg.

Product: Automatic applicating equip. pressure-sensitive labels & stickers

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Loranger Mfg. Corp. Entertainment Prods. Div. 10-38 Clark St., Warren, Pa 16365 Teli814) 723-8600 Pres. J. Albert Loranger, VP. Entertainment Prods Dry Robert Loranger Product: Norelco-style cassette boxes

M i P. see Moided Ind i Plastics.

M M C. see Magnetic Mktg

MacMurray Press Inc., 230 W. 17 St. New York. N V 10011 Tel 924-1530 Pres Bernard Product: Cassette labels & cards.

Magnetic Mktg. Corp., 29 Valley View Terr., Wayne, N.J. 07470, Tel. (201), 594-3502 Pres. Thomas J. Hofbauer, Sales Mgr., Bren. dan F Browne, Adv Mgr. M. Judge Product: Cassette labeler Brand name: MMC

Mastro Inds. Inc., 3040 Webster Ave., Bronx, N.Y. 10467 Tel (212) 547-5600 Pres Mano Maccalern Product: Ampex & Norelco-style boxes

Mike's Print Shop, 2507 Grim, Waco, Tex. 76707.

Tel: 752-2321 Product: Pressure-sensitive cassette labels Moided ind I Plastics Inc. Ansonia, Conn. 06401

Tel (203) 735-2331 Product: 5", 7" & 101/2" hinged paper boxes Brand name: MIP

N A C. see National Audio

N J M Inc., 15 St. & Willow Ave., Hoboken, N J. 07030 Tel (201) 659 0483 Pres Richard Wellbrock, Sales Mgr. M.C. Smith. Adv. Mgr. G.K. Leeson

Branches San Mateu, Calif., 307 5. 8 51 Zp 94401 Mgr T.A. Paul Des Plaines. III., 2720 Des Plaines Ave. Zip. 60018. Tel. (312) 296-1021 Mgr. E. Kristensen. Product: Pressure sensitive labeling equip. Brand name: Pony Label DRI, Pony Pacer

Nastrville Int I Corp., 20 Music Square W., Nashvilla Tenn 37203 Tel (615) 256-2885. Product: Labels & sleeves: Brand name: Nicco

National Audio Co. Inc., 1911 S. Stewart. Springfield Ma 65804 Tel (417) 883

Product: Cossette buses, 8-tr & cossette le treary labels Brand name: NAC

Nisco, see Nashville Int I

Pace Setter.

Pace Setter, see NJM

Pak Wik Corp., 128 Twoli St. Albany, N.Y. 12207 Tel (518) 465-4556 Pres. Samuel A Strasser Sales Mgr Myron S. Strasser Jr. Product: Folding cartons, pirfer proof cassette & 8-or boxes backer cards for 45's & LP's poside shorik wrapt, 45 RPM 5 reni-to-reni boxes

Pauli Prods. PO Box 29, Dept. BD. Collingswood N J 08108 Tel (609) 547-8925 Product: Cassette fabels

Pederson Label Printing Co., 11152 Fleetwood St. Sun Valley, Calif 91352 Tel (213) 768-3122 Pres. Herman A. Fredriksz, Prod. Mgr. S. Kadonago

Product: B.br. cuspette & box labels, cuspette

Peerless Vid Tronics Corp. 60 West St. Bicomfield, N.J. 07003 Tel. (201) 429 8600 Pres. Harb Ravis, VP & Mktg. Dir. Janome Geller, Sales Mgr. Andy Dunneco. Product: Videocrasette packaging

Polyline Corp., 1233 Rand Rd., Des Plaines, III. 60016 Tel (312) 298-5300 Pres. John Kai-

Product: Soft hinge & Ampenistyle cassette

Poly Plastic Packaging Co. Inc., 44-80 11 St., Long Island City, N.Y. 11101 Tel. (212) 392-

Product: Polypropylene & polyethylene pack

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Pres Tige Latief Corp. 255 Over Ave. Hauppauge. N.Y. 11787, Tel. (536) 273-0020. Product: If m. & causette presoure sonsitive labols & stickers.

Progressive Label & Little Co.: 286-290 Stanhope. St. Brooklyn, N Y. 11237 Tel (212) 497 2320 Pres. Jerome J. Rood, Sales Myr. Enc. P. Road, Prod. Mgr. Bernard Stein. Product: Bitr. & casnette labels.

Q.A.I Inc. (formerly Saxon Adhesive Prods.), 640 Dell Rd. Carlstadt. N.J. 07072. Tel. (201) 935 5100 NYC (212) 736-1980 Pres Steve Dauman, Sales Mgr., George Ratowsky. Product 8 in & cassette labels. Brand name: Adhero-on-

Queens Lithographing Corp., 52-35 Barnett Ave., Long Island City, N.Y. 11104, Tel. (212) 457-7700 Pres. Jack L. Hecht, VP. Leonard Vere-

Branch Hollywood, Calif., 6290 Surget. Blvd . Suite 304 Zip. 90028 Tel (213) 464-7700

Plant: Indianapalis, Ind., Butgers Packaging Corp. 620 S. Belmont Ave. Zip. 46221. Tet 635.7727 Plant Mgr. William Swanson Product: B-tr. & cossette labels, boxes, inserts. shpcases & collars

Ramart Printing Corp., 3180 J Expwy. Dr. S., Central Islip, N Y 11722 Tel (516) 234-0050 Product: 8-tr. & cassette inserts & labels.

Recording Supply Co. idiv. of Polyline Corp.). 1233 Rand Rd. Des Plaines, III 60016 Tel (312) 297-0955 Pres John Kaiser

Product: Open reel & cassette boxes. Reco-Sleeve Packaging, 620 S. Belmont, Indianapolis, Ind. 46221. Tel. (317) 635-7777. Pres. Leonard Verebay, Sales & Adv. Mgr., Leonard Dimend Product: Cassette inserts.

Reliance Plastics & Packaging Div., Reliance Folding Carton Corp., 108-18 Queens Blvd., Forest Hills, N.Y. 11375. Tel. (212) 544-9800. Pres. Marshall Weingarden, Sales Mgr. Alison Kriaperek, Adv. Mgr. Barbara Weingar-Product: Audio & video passette porrugated

Robins Inds Corp., 75 Austin Blvd., Commack N.Y. 11725 Tel. (516) 543-5200 Pres. Herman Post, Nat 1 Sales & Adv. Mgr. Stu Caine Product: Cassette mailers & boxes, open reel

Rotex, see Gopher Rutgers Packaging Corp., see Queens Lithograph-

TAPE SUPPLIES

Scandia Packaging Machinery Co. 180 Brighton Co. Rd. Cliffon, N.J. 07012 Tel (201) 473-Product: Packaging machinery for wrapping.

cartoning, labeling & shonking Shape Inc., PO Box 366, Biddeford Ind I Park, Biddeford. Mr. 04005. Tel. (207) 282-6155. Pres. Anthony L. Gelardi, Sales & Mktg. Mgr. Joe Ciccone, Adv. Mgr. Bab MacLeod Product: Automatic cassette packaging machines, automatic 8-tr. & cassette labelling .equip.

Shorewood Packaging Corp., 10 E. 53 St. New York, N.Y. 10022, Tel. (212) 371-1500 Pres. Paul Shore, Exec VP Mktg. Floyd S. Glinert, VP Sales Ken Rosenblum Branch Los Angeles, Calif., 1830 Glendale

Blvd Zip 90026 Tel (213) 660-3043 Sales Mgr. Maric Shore Product: 6" x 6" 8-tr. & cassette peckage Studie Magnetics Co. Inc., 83 Carlough Rd., Bohemia, N.Y. 11716 Tel: (516) 589-4300. Pres. Goorge Clahane, VP. Craig M. Balaban.

Product: Cassotte soft plastic Ampex & Norelco-style boxes, pressure-sensitive labels & mailing envelopes. T.D.K. Electronics Corp., 755 Eastgate Blvd., Gar-

den City, N.Y. 11530, Tel. (516) 746-0880 VP. Ken Kohda: Nat i Mktg. Mgr. Bud Borger Ass t Adv. Mgr. Bob Miller Branches: Irvine, Calif., 17072 Damler St.

Zip 92705 Tel (714) 979-5811 Div Sales Mgr. Sandy Cohen-Chicago, III., 2906 W. Peterson Ave. Zip. 60645 Tel. (312) 973-1222 Product Labels & carriers.

Tapemaker Sales Co. Inc., 629 W. Mernck Rd. Valley Stream, N.Y. 11582 Tel (516) 561-6080 Pres Arthur Brandwein, Sales Mgr. M. Medina

Product Cassette labels Tape Packaging Assocs., 740 W. Collins Ave., Orange, Calif. 92667. Tel. (714) 997-4173. 4177 Pres & Sales Mgr William L Starling Jr., Adv. Mgr. Joyce A. Starling Product Shrink wropping systems video-

cassette (Beta & VHS) shipping cases Thalco, 2 Dickens Ave. Dix Hills, N Y 11746 Tel (516) 667-1616.

Product: 8-tr. & cassette Norelco-style boxes. Tri-Lon Color Lithographers Ltd. 54 W 21 St. New York, N.Y. 10010. Tel (212) 255-6140. Pres. Morris Strickler, VP. David Strickler. Product: 8-tr. & cassette inserts & labels.

Tropical Paper Box Co.: 7000 NW 25 St.: Miami. Fla 33122 Tel (305) 592-5520 Roc Div. Mgr.: Dale Quartin

Product: 8-tr. 5 cassatte boxes. Troy Hills Mfg. Corp., 501 Division St., Boonton. N J 07005 Tel (201) 334-2020 Pres Edward F. Joyce Sr., Sales Mgr. Edward F. Jayce Jr.

Product: Norelco-style cassette boxes Uruline, see Gopher

Universal Marking Systems Inc., 2320 E. 26 St. Minneapolis Minn 55406 Tel: (612) 721-7466 Pres Ken Lawrence: Mktg & Sales Mgr. Rick Muscoplat. Product: Audio & video cassette labels

Vulcan Binder & Cover (dry. of EBSCO Inds. Inc.) PO Box 29, Vincent, Ala. 35178 Tel. (205) 672-2241 VP R Denson Parker, Sales Mgr. Dudley Fendleton III Adv Mgr B R Cum-

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Owner R.B. Armis Product: Demagnetizers (Han-D-Magi. pocket

N Y 11797 Tel (516) 234-7000 Pres. Alan E. Leifer Product Cleaners cloths brushes 45 rpm

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Dallar, Tex 25234 Tell (214) 243-8921 Pres & Sister Mgr. Trever Glanger Product: Tope carrying & storage cases, clearem cloths brushes head cleariers demagnatimore applicing tape

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Product: Carrying & storage cases. [M]

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Carola, see Devon Design. Cartel Corp. 1916 11 St. Rockford III. 61101 Tel (815) 397-3200 Pres. Robert L. Fleming VP Sales & Mkrg. Sandra L. Fleming Adv. Mgr. Janes K. Rutner

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Product: Leader tape: splicing tape (CMC). Comsette Corp., 12417 W. Olympic Blvd. Los An. geles, Calif. 90064 Tel. (213) 826-4528 Pres. Richard W. Moone, Sales Mgr. J.A. Bu-

Continental Electronics 4087 Glencoe Ave., Ma. rina del Rey, Calif. 90291. Tel. (213) 922. 2045 Sales Mgr John Adams Product: Record cleaners, cloths & brushes.

Product: Head cleaners (M)

head cleaners, splicing tape (Leda) Crestmark Inds. 500 Eighth Ave. New York, N.Y. 10018 Tel (212) 947-9166 Pres Leon

Product: Record & tape carrying & storage cases (M)

Custom Case Mtg. Co. 5232 Bragg Blvd. Fayette-ville, N.C. 28303. Tel. (919) 867-4106. Pres. Al Metzger, Nat I Sales Mgr. Judy Har-

Product: Record & tape carrying & storage Custom Duplin Inc. 6330-36 Arizona Circle, Los

Angeles, Calif. 90045, Tel. (213) 670-6675. 776-4810 Pres Leonard Gross Sales Mgr. Frank Rohloff, Prod n. Jen Gonzales Product: Head cleaners (CDI) (M)

D.A.K. Inds. Inc. 10845 Vanowen St. North Holly wood, Calif. 91605. Tel. (213) 984-1559. WATS (800) 423-2636 Pres. Drew Alan

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D-Stat II, see Discwasher

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Product: Record & tape carrying & storage cases (Dynasound) (M) Delrama Int I, 37 Newtown Rd. Plainnew, N.Y.

11803 Tel (516) 293-8740 Product: Tape carrying & storage cases, clean-

ers. cloths & brushes. (M)

01020. Tel: (413) 598-8308. Earl 5. Stahl Exec VP Ene Craig Statil Product: Record & tape carrying & storage

cases (custom fabrication) (M) DISContinued Recs. 444 5 Victory Blvd. Burbank, Calif. 91502. Tel. (213) 849-4791. Dwner Les Szarvas

Product: Reference library of out-of-print recorded material. DiscTraker, see Discwaster

Discwasher Group of Cos. 1407 N. Providence

Rd. Columbia, Mo. 65201, Tel. (314) 449. 0941 Pres. Bruce R. Maier: Nat I Sales Mgr.

James D. Hall, Adv. Mgr., Vickie Hargrove. Product: Record cleaner (Discwasher System). stylus cleaner (SC-1), piezpelectric anti-static gun (Zerestati), audio connector cables (Goldena), anti-static turntable max (D-Stat II) timearm / cartridge damper (DiscTraker)

Display Media Inc. 120 Laura Dr. Addison. III. 60101. Tel. (312) 543-8330.

Product: Carrying & storage cases (DMI) (M) Donnak Inds. PO Box 422 Ridgeteid N.J. 07657 Tel (201) 945-6920 Pres. Marvin. Donalds, VP. Rudolph Puntillo, Customer Serv. Michael Kares

Product: Head cleaners, leader tape. Dosis, see Double Sisteen

Double Sixteen Co. PO Box 1616, Wheston, 407. Gundersen Ave. Carol Stream, III 60187 Tel (3.12) 653-1616 Product: Tape carrying & storage cases (Do-

Duptone Co. Inc. 6875 SW 68 Ave. Miams: Fla. 33143 Tel (305) 665-1121 Pies Stephen Nester Sr. Sales & Adv. Mgr. Stephen Gibson

Product: Tape carrying & storage cases, cleaners, cluths, brushes, 45 rpm adapters, head cleanurs, demagnetizers, needles, spicing

tope: (M) Dustlicater, see Ampro

Dynasound, see Data Packaging

E. V. Game Inc., 186 Buffalo Ave., Freeport, N.Y. 11520 Tel (516) 378-0440 Pres Michael Damsky, Nat I Accounts Mgr., Bill Ranshous, Sales Mgr. Syl Landro Adv. Co-out. Char. totte Larsers Product: Cleaners, cloths, brushes, 45 spm

adapters, head cleavers (EV Garris) keedles (Electro-Voces (M) Editall, see Elpa

Electrodister, see Audiotes;

Electronic Homes Co., 24-64 Crescent St., Astoria. N.Y. 11102 Tel (212) 545-3094 Chm. George T. Saddler, Pres. Paula Saddler, Sales. Mgr. Elias Smyrnakis. Product: Tape storage cases, head cleaners.

demagnetizers (Toyota) (M) Electro-Vince, see EV Game

El Mar Plastics Inc., 821 E. Artesia Blvd., Carson. Calif. 90746 Tel. (213) 327-3180 Pres. Harry Sichor, VP Sales, Alten Schor, Product: Consette storage box, head cleaners.

ferriagnetizers, splicing tape. (M) Eiga Mktg tods inc. Thomas & Atlantic Aves Garden City Park, N.Y. 11040 Tel. (516) 246-3002

Branch, Scottsdale, Ariz., 7301 E. Evans Rd. Zip. 85280: Tel. (602) 948-1070. Product Cleaners cloths brushes (Audio Buff. Wats Recordcare): aplicing block & tape

(Editalli (M) Empire Scientific Corp., 1055 Stewart Ave., Gar. den City, N.Y. 11530, Tel. (516) 222-1400. Exec. VP & Gen. Mgr. Kenneth Busch: Adv. Mor. John Hegquist, Tech. Dir. Mitch Ravitz Product Cleaners & brushes (Audio Groome

Erase-Sure, see Magnisonics. Erect a Set, see Fuji

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Product: Record & tape carrying & storage cases (Music Library) (M).

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Product: Cossette albums. (M. Fidelipsc (div. of Harvell Inds.). 109 Gaither Dr. Mount Laurel N.J. 08057 Tel (609) 235-3511 Pres. Roger Cappello: Sales & Mktg.

Mgr. Arthur Constantine. Product: Tape carrying & storage cases, head cleaners, demagnetizers, splicing tape. (M) Finebill Mig. Co. Inc., 931 N. Citrus Ave., Los Av.

geles, Calif. 90038. Tel. (213) 466-9511. Pres. Alwin P. Schmid, Sales Mgr., Joseph Product: Head cleaners leader tape (Fine-

Fine Design Prods. Inc., 1433 S. Wabash Ave. Chicago III 60605 Tel (312) 935-5420. Product: Record & tape carrying & storage cases: (M)

Finetape, see Finebilt. Gabriel Mfg. Co. Inc., 125 S. Liberty Dr., Stoney Point, N Y 10980 Tel. (914) 942-0100. Product: Head cleaners: (M)

Gold-ens, see Discwasher Gusdorf Corp., 6900 Manchester Ave., St. Louis. Mii 63143 Tel (314) 647-1207

Product: Carrying & storage cases, record storage cabinets Han-D-Mag see R B Annis.

Hartzell Custom Prods. Turtle Lake. Wis. 54885 Tel: (715) 986-4407 Product: Audio & video record & tape carrying

& storage cases (The Organizer) (M) Herald Electronics (div. of American Electronic Paris Corp.) 5611 Lincoln Ave., Chicago III 60645 Tel (312) 675-1100 Pres Charles F Keliner, Sales Mgr., Hank Katz. Product: Tape carrying 5 storage cases, 45

rpm adapters, demagnetizers. Honan Eng g Inc., 12381 Schwefer Hwy., Detroit, Mich 48227 Tel (313) 933-6900 Pres Richard C. Honan, Sales Mgr., Robert L. Honan Adv. Mgr. Claudette Orr

Product: Record & tape carrying & storage cases, cleaners, cloths & brushes (Calibron, Clean-Sweep), head cleaners & demagnetizers. (Calibron, Clean-Track) (M)

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Product: 8-tr. & cassette head cleaners. Barry Imhelf Prod ns Inc., 4 E. Eighth St. York N.Y. 10003, Tel (212) 533-9550 Product: Mirrors from album jackets.

Irish Magnetic Recig Tape (div. of Morhan Nat I Sales Co. Inc.). 270-78 Newtown Rd. Planview. N.Y. 11803. Tel. (516) 293-5582. Cable MORHANEX Tales 96-7680 Pres. Sol Zigman Sales Mgr. George Krug, Adv. Mgr. George Taub.

Product: Head cleaners (M) Itera Ltd., 1535 Broad St., North Bellmore, N.Y. 11710 Tel: (516) 785-6480 Product: Cassette storage library, tape carbo-

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Northridge Calif 91324 Tel (213) 885-6383 Pres. William Lang, Sales Mgr., Floyd Sanders, Adv. Mgr., Bruce Lang. Product: Tape carrying & storage cases. (M) Lafayette Radio Bectronics Corp., 111 Jericho

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7700 Product Demagnatizers (M) Le-Bo Prinds: Co. Inc. 58-60 Grand Ave. Maspeth.

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Product: Tape carrying & storage cases. (M) M J S. 2514 Seeboard Ave. San Jose Calif. 95131 Tel (408) 262-3793 Pres. Michael

Product: Head cleaners. M. M. C., see Magnetic Mktg.

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dan F Browne Adv Mgr M Judge Product: Demagnetizers (MMC). (M) Magnetic Media Corp. 500 Eastern Pkey Farm-ingdale, N.Y. 11735 Tel. (516) 293-1010

Pres. Aaron Wasserstrom, Gen. Mgr. Douglas Scott

Int'l branch Korea, IPO Box 5006, Seoul. Preduct: Leader tape. (M)

Mallory Dest Prods Co. 4760 Kentucky Ave., Indianapolis, Ind. 46222 Tel. (317) 856-3731, Product: Head clearers (M)

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Product: Record & tape carrying & storage

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Product: Storage cabinets (Psenubile). (M) Akro-Mils, 1293 S. Main St. Akron. Ohio 44319 Tel: (216) 253-5593 Product Record & tope carrying & storage cases (Record-Mate: Tape-Mate) (M)

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guen, Nat I Sales Mgr. Stephen I. Osemon, Adv. Mgr. Juy W. Troyka Product: Record preservative & cleanscaprays

Product: Head cleaners & demagoststers Billi H. F. Accessories Inc., 336.3 Garden Brook Or.

Product. Replacement record alsows (Lifetone Protectors, Product Visco Becours, LP & taper gift packages, polyethelene jacket cosers. (M)

John Griffins

ILLBOARD

Angeles Colf 90016 Tel (213) 938-2755 Exec VP Mode A Waterman Sales Mgr Bon Newswander Product: Record & tape carrying & storage

cases (M) Mustro Inds. Inc., 3040 Webster Ave., Bronx, N.Y.

10467 Tel (212) 547-5600 Pres Mario Product: Head cleaners, 8 ir dust caps

Vernon McMillan Inc. 801 Newark Ave. Elizabeth N J 07208 Tel (201) 352-8800 Product: Record & tape carrying & storage cases (Amberg) (M)

Mechanical Mirror Works Inc., see MMW. Memores Corp., 1600 Memores Dr., Senta Clara Calif 95052 Tel (408) 987-1752 Pres. Robert C. Wilson, Sales Mgr. John R. Humphreys Promo Co-ord Elizabeth D Nash Local branch: 2400 Kiter Rd. Zip. 95052. Tel. 987.

Branches: Los Angeles, Calif., 11340 W. Olympic Blvd Zip 90064 Tel (213) 478 3051-Lombard, III., 335 Eigenhower Ln. S. Zip 60148 Tel (312) 620-3240 South field. Mich., 24681 Northwestern Hey Suite 24 Zip 48075 Tel (313) 354-0240. 353-2670-New York, N.Y., 1700 Broadway Zip 10019 Tel (212) 541-7780-McLean, Va., 7798 Old Springhouse Rd. Zip. 22101 Tel (703) 821-3300

Product: 8-tr. & cassette bead cleaner, 8-tr. head & capstan cleaner, cassette cleaning kir. record cleaner & cleaning fluid record care kit Metacom Inc., 1401-B W. River Rd N. Minneapolis, Minn. 55411 Tel. (612) 588-2781 Pres. James I. McCann. Sales Mgr. Phillip T.

Levin Adv Mgr J J Binsfeld Product: Tape carrying & storage cases. (MD) Metrocare, see RNS

Metrosound, see RNS Micro-Trak Corp. 620 Race St. Holyaka, Mass. 01040 Tel (413) 536-3551 Pres. & Adv. Mgr. William E. Stacy, Sales Mgr. Alan G.

Product: Tape carrying & storage cases. (M) Microtran Co. Inc., PO Box 236, 145 E. Mineola Ave., Valley Stream, N.Y. 11582, Tel. (516) 561-6050

Product: Head cleaners & demagnetizers. (M) Mid America Plastics Corp., PO Box 1713 Santa Monica. Calif. 90406. Tel. (213) 451-2565. Pres. Jari Brey, Sales Mgr. Hal Brey, Arty Mgr. Gary Brwy

Plant: Reseds. Calif., 6850 Canby Zip. 91335 Branch: Denver, Colo., 7255 E. Quincy. Zip. 80209 Tel (303) 758-0663 Mgr Jerry O'Neill

Product: Audio & Video cassette albums. M. A. Miller, see Pageant Miller Music Library, see Oxford Pendafles.

N ERT (New England Record & Tape) (div. of PBN Survey), PO Bax 268, 641 Haverhill St., Lawrence Mass 01841 Tel (617) 686-4293 Pres. Jerry P. Marcus, Sales Mgr. Melvin L. Marcus, Adv. Mgr. B.J. Kankey. Product: Record & tape catalog servs. (PBN)

Nakamichi Research (USA) Inc. 1101 Colorado Ave. Santa Monica, Calif. 90401. Tel. (213) 451-5901. Pres. E. Nakamichi: Mkrg. Dir Ted Nakamichi, Sales Dir. Ken Ohba, Technical Dir. Harron K. Appleman Product: Demagnetizers. (MDI)

Heisn Neushaefer Div. see Supronica Nortranics Co. Inc., B101 10 Ave. N., Minnespolis, Minn. 55427. Tel. (612) 545-9837.

Product: Tape carrying & storage cases, head cleaners, demagnetizers, splicing tape. (M) Nuclear Prods Co. PO Box 5178, El Monte 91734 2519 N. Merced Ave., South El Monte, Calif. 91733 Tel. (213) 283-2603. 444-3852 Fres. & Gen. Mgr. Richard M. Ev-

Product: Record cleaning brush (Staticmas-Otson Electronics Inc. (sub. of Teledyne Corp.), 260

S Forge St. Akron, Ohio 44327 Tel (216) 535-1800 Fres. W.R. Wolf, VP Mdsg., Jack D. Hardke, Sales Mgr. Tom Wilkinson, Adv. Mgr.: John Gaylor Product: Demagnetizers, splicing & editing

One-Spot Publig (day of Trade Serv. Publims Inc.). 701 E Prospect Ave. Mount Prospect, III 60056 Tel (312) 392-1720 Pres J.A. Simpson: VP & Gen. Mgr. E.V. Mironko. Product: Record catalog servs. (New Release

Reporter, Numerical Index, Popular Guidel The Organizer, see Hartzell P B N Survey, see NERT P/M I, see Pageant Miller.

Pack Rack, see Jacksonville. Pageant Miller Inds 605 Northern Blvd Chinchilla. Pa. 18410. Tet. (717) 587-4771 Owner & Pres. Alan F. Wormser. Nat I Sales. Mgr MJ Fields Adv Mgr J A Johndrow Product: Cleaners, cloths, brushes, 45 rpm. adapters, head cleaners (all P/MI) needles (M.A. Miller, Pageant) (M)

Paramount Housewares, 1035 Westminster Ave. Alhambra, Calif. 91803. Tel. (213) 570-1601 Pres. Joseph D. Winston, Sales & Adv. Mgr. Charles W. Holmes.

Product: Tape storage cases. Peerless Vid-Tronics Corp. 60 West St. Bloomfield, N.J. 07003, Tel. (201), 429-8600 Pres Herb Ravis; VP & Mktg. Dir Jerome Geller: Sales Mgr.: Andy Danzico Product: Record & tape carrying & storage cases, head cleaners, demagnetizers. (M)

Planstiehl Chemical Corp. 3300 Washington St. Waukegan, III 60085, Tel (312) 623-1360 Pres. Merle R. Nelson: Sales Mgr. C. Al Clin-

Product: Cleaners, cloths, brushes, 45 rpm adapters, head cleaners (all Pfantone), needles (Pfanstiehl)

Plantone, see Planstiehl Phonolog, see Trade Serv.

Pickwick Mfg. Co., 7500 Excelsion Blvd., Minneupois, Minn. 55426 Tel. (612) 932-7641 Pres C Charles Smith: Nat'l Sales Mgr Duane Halter

Product: Record & tape carrying & storage cases, cleaners, cloths & brushes, head cleaners, needles (M)

Pixmobile, see Advance Prods Pixoff, see Sonic Research.

Plasti Plex Corp., 1209 Chicago Rd., Troy, Mich.

48084 Tel (313) 589-1771 Pres. Joseph E. Stanton

Product: 8-tr. & cassette storage cases. Port-A-Tune (div. of Action Leathercraft Inc.), 5340 E Harbor, Commerce, Calif 90040 Tel (213) 728-1155 VP & Gen Mgr Arnold Gilden, Sales & Adv. Mgr. Andy Livian, Customer Serv. Mgr. Cathy Burgess Product: Record & tape carrying & storage

Pro I Prods . PO Box 33. Highland Park . III. 60035 Tel (312) 432-5536. Pres. Roy Pink, Sales Mgr., Martin Pink, Adv. Mgr., Deena Pink, Product: Record & tape carrying & storage

Protect Your Records, see Bowers.

Product: Needles. Quietone, see August Ke

QA-I Inc. (formerly Saxon Adhesive Prods.), 640 Dell Rd Carlstadt, N J 07072 Tel (201) 935-5100; NYC (212) 736-1980; Pres Steve Dauman, Sales Mgr. George Ratowsky

Q R K Electronic Prods. Inc., 1568 N. Sierra Vista Ave., Fresno, Calif. 93703 Tel. (209) 251B.38 S Electronics Inc., 50 Antin Pt., Bronx, N.Y. 10462 Tel (212) 892-6700 Pres. Arthur A Fink: Sales Mgr Seymour Goldberg

Product: Tape carrying & storage ceses. (M) R N S Inc. 7 Manor Dr. Oak Ridge, N.J. 07438 Tel (201) 697-2212 Pres. Robert N Schwartz, Customer Serv. Mgr. Elizabeth

Product: Tape carrying & storage cases, cleaners, cloths & brushes (Metrocare, Metrosounal) head cleaners, leader & splicing tape: (I)

Radio Shack (div. of Tandy Corp.), 1 Tandy Center, Fort Worth, Tex 76102 Tel (817) 390 3011 Pres. Lewis Korrifeld, Sales Mgr. Ber. nard Appel, Adv. Myr. David Bockarmon. Nat'l Pub Mgr: Hy Siegel Product: Record & tape carrying & storage

cases cleaners cloths brushes 45 rpm adapt ers, head cleaners, demagnetizers, needdles,

kits (Realistic). (M) Rapid-Winder, see Magnesonies Raynor Sales Co. Inc., 2698 W. Pico Blvd., Los Angeles. Calif. 90006. Tel. (213) 737-3737. Pres & Adv. Myr. Ray Abrams Sr. Sales

Mgr. Ray Abrams Jr.

leader & splicing tape, B-tr. & cassette repair

Product Carrying & storage cases, cleaners,

cloths, brushes, 45 rpm adapters, head clean ers demagnetizers, needles, record gift sleeves, leader & splitting tape. Realistic, see Radio Shack Record Basic, sen Audiotex

Record-Mate: see Akra Mils Record Plus, see Audiotes. Brened Punfar, see Audiotes. Record Research Inc., PO Box 200, Menomoree Falls. Wei. 53051 Tel. (414) 251-4508. Pres. Jeel Whitburn.

Product: Record chart compilation servs.

RECORD & TAPE ACCESSORIES **MANUFACTURERS & IMPORTERS**

Recoton Corp., 46-23 Crarie St., Long Island City. NY 11101 Tel (212) 392-6442 Pres. Robert Berchardt Sales Mgr. George Calvi; Adv. Mgr. Peter Wish

Product. Record & tape carrying & storage cases, 45 sprs adapters needles leader & splicing tape (all Recutor); choners, cloths & brushes (Black Magic Clean Sound), head thomers & demagnencers (Black Magic & Recoton) (M)

Rehance Pleatics & Packaging Div. Rehance Folding Carton Corp., 108-18 Queens Blvd., Forest Hills, N.Y. 11375 Tel (212) 544-9800

Pres. Marshall Weingarden, Sales Mgr. Alison Knaperek, Adv. Mgr. Barbara Weingar

Product: Record & audio & video cassatte vimyl storage cases: (M) Rivertone Corp. Dillon Rd. Monticello, N.Y.

12701 Tel (914) 794-8888 Product: Carrying & storage cases, cleaners, cloths, brushes, 45 rpm adapters, head cleaners, rieedles (custom plastic & rubber injection modding only)

Rubius Inds Corp. 75 Austin Blvd., Commack. N Y 11725 Tel (516) 543-5200 Pres Her-



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Retel of America Inc., 1055 Saw Mill River Rd. Ardsley, N.Y., 10502; Tel. (914) 693-3355

Product: Cleanurs & finastics. (M) Royal Sound Co. Inc. 248 Boffalo Ave., Freeport. N Y 11520 Tel (516) 868-2880 Pres Microst A. Diryani

Product: Record & tape carrying & storage cases (Add in Stac) (M) head cleaners & demagnetizers (Royal Sound) (I)

S.C.1. see Discovasher 5.5 K. Ento Inc. 2488 Townspate Rd. Westfake Village. Calif. 91361. Tel. (805) 495-1214. Pres. Mrs. S.F. Kara.

Product: Head cleaners. (M) M. R. Sand & Co. PO Box 2255, 6211 Milan Hd. Sandusky, Ohio 44870, Tel. (419) 625 0028 Fres. & Sales Mgr. Joseph F. You III. Product: Head cleaners (MRS) (M)

Say A Tape: see Audio Accessories Savey Leather Mfg. Corp., #O Box 176, Ward Hill. Ind I Park, Neck Rd., Haverhill, Mass, 01830. Tel (617) 374-0351 Pres. Norman E Savoy. Sales Mgrs (USA) Frank Rockman, Ed

Dougherty, (Carada) George Kusmes Sales office Newton Upper Falls, Mass. 1039 Chestnut St. Zip. 02164 Tel. (617) 964-0530

Product: Record & tape carrying & storage

Saxton Prods. Inc., 215 N. Rt. 303, Congers, N.Y. 10920 Tel (914) 268-6846 Product Demagnetizers (DI), needles (M).

Schweitzei Design Inc., see Ampro. Scotch, see 3M.

Seebro Prods. Co. 2416 5 Michigan Ave. Chicago: III 60616, Tel: (312) 842-8221. Pres. I Siegal Sales Mgr. R. Siegal. Product: Record & tape carrying & storage

cases, wire record racks, pole record racks record carts. (MD) Sentry Inds. Inc. 221 N. Macquesten Pkwy. Mount Vernon, N.Y. 10550; Tel: (914) 664

2909 Pres Harold Rosen Sales & Adv Mgr. Barry Rosen Product Cleaners, cloths, brushes, head cleaners, demagnetizers, leader & splicing

Service Mfg. Co. Inc., 155 Saw Mill River Rd., Yonkers: N.Y. 10701. Tel. (914) 476-1700. Pres. Joseph L. Berkman, VP Sales. Richard.

Product Record & tape carrying & storage cases, videocassime storage cabinets, (M) Shape Inc. PO Box 366. Biddeford Ind I Park, Biddefort. Me. 04005 Tel (207) 282-6155 Pres. Anthony L. Gelardi Jr., Sales & Mkrg. Mgr. Joe Ciccone: Adv. Mgr. Bob MacLoed. Product Audio & Video carrying & storage

Snap Jack Inc. 805 Citton Ave. Clitton N.J. 97013 Tel (201) 779-0225

Product LP jacket wall frames Some Research Inc. 27 Sugar Hollow Rd. Danhury. Conn. 06810 (203) 792-8822 Pres. Peter E Protchard Mktg Mgr George Pete-

Product: Cleaners (Pixoff) (I), cartridges & needies (Sonus) (M)

Sonus, see Sonic Research: The Sound Bug, see Trans Continental

Orange, Calif. 92667, Tel. (714) 771-1080 Pres. Maxine J. Knorr.

Product. B.tr. & cassatte storage systems (Soundstacker) Sound Furniture Co., PD Box 11499, Clayton, Mo.

63105 Tel (314) 241-1759 Pres. Borne Product: Tape carrying & storage cases (The

Spinner) (M) Sound Guard, see Ball

Sound/Pro Inds. Inc., 347 Culver Blvd., Playa del Rey, Calif. 90291 Tel. (213) 822-0510 Pres. Donald K.M. Rothgery, Sales Mgr. Pierre Basbous, Adv. Mgr.: Linda Newton

Product: Tape carrying & storage cases, head. Soundstacker, see Sound Containers

Soundtrack Scrubber, see Rubins

Speaker Uppers 20946 Curner Rd Zip 91789 Tel 598-1906 Pres Steve Karsh, Sales Mgr. Bruce Gellis, Adv. Mgr. Dick Gary Branch Downers Grove, III., Audiocore. 2460 Wisconsin Ave. Zip. 60515. Tel. (312) 960-1616 Eastern Reg'l Sales Mgr. Dave Larson Product Speaker stands.

Speedex Electronics, 400 S. Wyman, Hockford, III 61101 Tel (815) 968-9661

Product Cleaners, cloths, brushes 45 rpm adapters, head cleaners, demagnetizers, splicmy tape. (M)

The Spinner, see Sound Furniture Stac-All Inc. PO Box 771, Rochester Mich.

48063 Tel (313) 652-9711 Product: Tape carrying & storage cases (Audio-Star; (MD)

Stack Rack, see Audio Works.

Staticmaster, see Nuclear Prods Sterling Prods Co. Inc., 1689 Oakdale Ave., West St. Paul. Minn. 55118. Tel. (612) 455-6691. Product: Tape carrying & storage cases

Studio Magnetics Co. Inc., 83 Carlough Rd., Bo-hemia, N.Y. 11716, Tul. (516), 589-4300. Pres: George Clahane, VP, Craig M, Balaban, Product: Non-abrosive cassette head cleaners. aerosol head cleaners, cassette storage modules (Add N Stact (M)

Styl-Ton Development Corp., see Rivertone

T.D.K. Electronics Corp., 755 Eastgate Blvd., Gar. den City, N.Y. 11530, Tel. (516) 746-0860. VP. Ken Kohda, Nat'l Mktg. Mgr. Bud Barger. Ass I Adv. Mgr. Bob Miller

Branches: Irvine, Calif., 17072 Damier St. Zip: 92705; Tel: (714) 979 5811; Div: Sales Mgr. Sandy Cuhon-Chicago, III., 2906 W. Peterson Ave. Zip. 60645 Tel. (312) 973

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

T.P.C. see Audio Kare

Tabernoer, see Taber Mfg.

Taber Mfg. & Eng.g.Co., 2881 Edison Ave., San. Lnandro, Calif. 94577, 7el. (415) 635-3831. Pres. Veldon Loverich, Gen. Mgr., R.H. Kitarna

Product: Demagnetizers (Taberaser). (M) Tapermaker Sales Co. Inc., 629 W. Merrick Rd. Valley Stream, N.Y. 11582 Tel. (516) 561 6080 Pres: Arthur Brandwein, Sales Mgr M. Medica

Product: Audio 5 video head cleaners, leader & splicing tape, video leader tape & splicing table: (M)

Tape Mate, see Akro-Mits. Tape Servs. Inc., Cherry Hill Ind I Park, 1 Keystone. Ave., Cherry Hill, N. J. 08003, Tel. (609) 424. 9450 Sales Mgr. Michael T. Mulcahy Product: Cleaners, cloths, brushes (private label), head cleaners, demagnetizers. (M)

Tesc Corp. of America. 7733 Telegraph Rd., Mon. tebello Calif 90640 Tel (213) 726-0303 Pres. Nidno Tamura, Sales Mgrs., Barry Goldman David Gren. Bill Mohrhoff, Adv. Mgr.

Product Head cleaners & demagnetizers (M) eleves, see Aldshire

Tempo idn of Hagerstown Leather Goods Co.J. BSill Willow Circle: Hagerstown, Md. 21740. Tel (301) 797-6600 Pres. Or H.N. Taylor.

VP Mktg - David L. Handler Product: Record, tape & videocassette carry

ing & storage cases 3 M Co. Magnetic Audio/Video Prods. Div. 3M Center Bidg 223-5N St Paul Minn 55101 Ter (612) 733 1466 Dry VP John E Povotry Sales Mgr S.R Frederickson Adv. Mgr. Peter M. Gayin

Branches Arichorage Alaska, 5531 M.n. nesota Dr. Zip. 99502 Tel. (907) 276-2363 - Burbank, Calif., 126 W. Eim Court Zip 91507 Tel (213) 848-5534-Los An geles, Calif., 6023 5 Garlield Ave. Zo. 90040 Tel (213) 726-6300-South San Francisco, Calif., 320 Shirw Rd. Zip. 94080 Tel 3415) 589-2653 Washington, D.C. 1101 15 St NW Zip 20005 Tel (202) 331 6900 - Atlanta, Ga., 2860 Barkers Ind I Dr. Zp 30360 Tel (404) 447-7000-Hono lulu, Hawaii, 2880 Uzlena Sr. Zip. 96819 Tel (808) 841-0147-Argo, III. 6850 5 Hartern Ave. Zip. 50501 Tel. (312) 496 6500-Needham Heights, Mass., 155 Fourth Ave. Zip 02194 Tel: (617) 449 0300 - Farmington, Mich. 23923 Research Dr. Zip. 48024 Tel. (313) 477-5000-Ea gan, Minn., PO Box 3211, 5t. Paul 55133 3130 Lexington Ave. 5. Zp. 55121. Tel (612) 733 3300-5t Lnuis, Mo. PO Box 510, 10725 Baur Blvd Zip 63186 Tel (314) 991-1320-West Caldwell, N.J., FO Box 76, 15 Henderson Dr. Zip. 07006. Tel. (201) 575-2000-Cincinnati Ohio. 4835 Paris Dr. Zip. 45237 Tel. (513) 242-2313-Cleveland, Ohio, 12200 Brookpark Rd. Zip. 44130 Tel. (215) 267-1800-Philadelphia Pa., 5698 Rising Sun Ave. Zip. 19120. Tell (215) 728-5300-Dallas, Tex., 2121 Santa Ana Ave. Zip. 75228. Tel. (214) 324-3100-Seattle, Wash., Andover Ind I Fark. 100 Andover Park W Zip: 98188 Tel (206) 244

Product: Tape carrying & storage cases. head cleaners, leader & splicing tape (Scotch), (M) Toyota see Electronic Homes

Trade Serv. Publins Inc., 2720 Beverly Blied. Los Angeles, Calif. 90057. Tel. (213) 385-4211. Pres. J.A. Simpson, VP. W.A. Mundy

tape information Stat O Tapen) Kent Wash 98031 Tel (206) 854-4478 Pres. Jack V. Bitter 1st VP & Adv. Mgr. Cappry Ricks: VP Sales, John Cowen. Branch Sumner, Wash PO Box 127 Zip

Product: Bite & cassette repair kits head cleaners, record care kirl, splicing kirl, tape deck lubricating & cleaning kit (The Sound Bug) (M) Transcriber Co. Inc. PC Box 478. Attleboro, Mass. 02703 Tel (617) 222-3525 VP John

Product Record information serv. (Phonological

Sheasgreen Nat I Sales Mgr. John Mc. Donald Product: Cleaners, cloths, brushes, 45 rpm adaptors, head cleaners, demagnetizers, hea-

dles, leader & splicing tape U.T.C. see Universal Tape

Universal Tape Corp. Inc. 821 E. Artesia Styd. Carson, Calif. 90745. Tel. (213) 327-3203 Pres Edward O Praeger Product Head cleaners demagnesizers

leader & splicing tape (A/V Paragon, UTC

Universali (M) Utopia Ultra Sound, 38-40 S. First St. Newark Ohio 43055 Tel (614) 345-9426 Owner Robert H. Kirk Jr.

Product: Head cleaners (MD) Videotype Club of America, 311 Sunny Isles Blvd. North Miami Beach, Fla. 33160 Tel. (305)

944-3929 Pres & Sales Mgr. Gary Zwenn Product: Videocassette storage unit. (VHS or Beta formats) Vui Co. 1-Box 283, Ellipsy, Ga. 30540, Tel. (404)

Product: Cassette carrying & storage cases.

Vulcan Binder & Cover (dry. of EBSCO Inds. Inc.).

PO Box 29 Vincent, Ala 35178 Tel (205) 672-2241 VP R. Denson Parker: Sales Mgr. Dudley Pendiston III: Adv. Mgr. B.R. Cum.

Product: Tape carrying & storage cases (M) W.R.E. see Wide Range Electronics.

Walto-Linck Corp. 1234 Hwy. 46 Clifton N.J. 07015 Tel (201) 471-1070 Pres J Ly nam, Sales Mgr. A.W. Brill, Adv. Mgr. ET. Spirko. Product: Needles: (M)

Warts, see Empire

Warts Recordoare, see Eps.

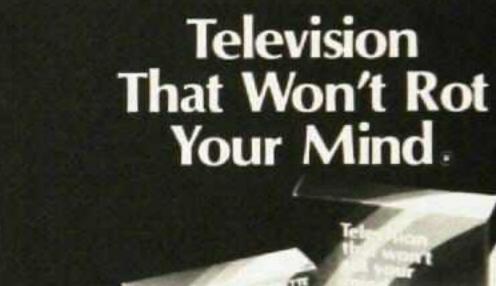
Wybrek Corp., 4326 W. Pico Blvd., Los Angeles. Calif. 90019 Tel. (213) 937-3511 Pres. Jo. seph Klein, VP & Prod. Mgr.: John A. Pace. Sales Mgr., Ken George Branch: Northfield, III., 778 Fromage Rd.

Suite 115 Zip: 60093 Tel: (312) 446-6046 Product: Leader & splicing tape. (M) Wide Range Electronics Corp. 2119 Schuetz Rd. St. Louis Mo 63141 Tel (314) 567-5366

Product: Bulk erasers, magnetic erasing percil

Zerostat, see Discwasher.

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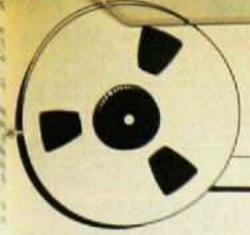
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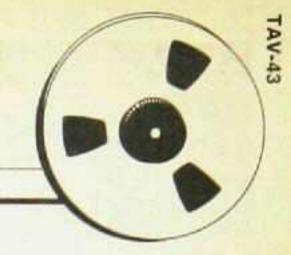
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ARIZONA

PHOENIX (Area Code 602) All Label West Inc., 3304 N 27 Ave. Zip. 85017.

Tel: 258-1542 Alta Distig Co., 2950 W. Catalina Dr. Zip. 85017. Tel 269-1411 Pres. George W. Souvall, VP & Gen. Mgr. Lee Weimar, One Stop Mgr.

Accessory Buyer: Fred Rivers. Branch: Salt Lake City, Utah Lines: Audio Magnetics, Dynasound, Fidelitone, Le-Bo. Maxell, Memorex, Savoy, Scotch, TDK, Tracs, Watts.

Terr.: Anz. Calif. Nev.; N.M. Tex. Associated Dists. Inc., 3803 N 36 Ave. Zip. 85019. Tel. 278-5584

Pickwick Int'l Inc., 3422 W. Whitton Ave. Zip: 85017. Tel: 272-9343. Home office: Minneapolis, Minn.

Unes: Ampex. BASF, Dynasound, Maxell,

Memorex, Pickwick, Scotch, Sound Guard. Video Dist'g, 3127 W. Virginia Ave. Zip. 65009. Tel: 278-8137 Sales Mgr. Gary Leemaster Lines: Custom Case, JVC, Le-Bo, Maxell, Nortronics, RCA, Scotch, TDK, Terr.: Anz national mail order

ARKANSAS

LITTLE ROCK (Area Code 501)

Seberts Inc. (sub. of Handleman Co.), 6301 Forbing Rd. Zip. 72209. Tel: 562-8800.

WEST MEMPHIS (Area Code 501)

Boss Ugly Bob Recs., 2314 E. Broadway. Zip. 72301. Tel. 735-6420. Branch Mgr.: Ruby

Home office: Memphis, Tenn. Lines: Astatic, Capitol, Ductone, Fidelitone, Le-Bo, Memorex, Savoy, Shure. Terr.: Ark. Colo., III., Ky., La., Miss., Mp., Tenn Texas

CALIFORNIA

BUENA PARK (Area Code 714)

Brown Rec. Dists., 7342 Meirose St. Zip. 90621 Tel: 522-8351 LA (213) 921-0811 Pres. David Mingus, Sales Mgr. George Reese Lines: Audio-Technica, BASF, Empire, Le-Bo, Maxell, Memorex, Pfanstiehl, Pickering, Port-A-Tune Scotch, Shure Sound Guard TDK: Warts Terr.: Alaska: Ariz. Calif. Hawaii, Idaho; Mont, Nev., N.M., Ore., Utah; Wash., Wyo.

LOS ANGELES METROPOLITAN AREA (Area Code 213)

Cal-Mex Int'l One-Stop, 4819 E. Whittier Blvd. Zip. 90022. Tel. 261-6723. Pres. John O'Valle, Sales Mgr.: Edward G. Jaloma, Retail Sales Mgr. Anthony M. Jaioma. Lines: AVM, BASF, Le-Bo, Memorex. Planstiehl, Recoton, Scotch, Sound Pro. Terr.: Ariz. Mont. N.M. Ore.; Tex. Wash. Mexico.

Garmisa Sales, 10457 Lindbrook Dr. Zip. 90024. Tel: 475-8884. Owner: Robert M. Garmisa. Lines: Columbia Magnetics, Le-Bo.

Terr.: Ariz.: Calif.: Hawaii, Southern Nev. Pickwick Int line 7100 Tujunga Ave North Holywood 91605. Tel. 764-5050. Home office: Minneapolis, Minn.

Lines: Ampex. BASF, Dynasound, Maxell, Memorex, Pickwick, Scotch, Sound Guard Valley One Stop, 6737 Vallean Ave., Van Nuys 91406. Tel: 782-6420.

Home office: Oakland (San Francisco & Bay Area Calif. The Music People Inc. Lines: BASF, Columbia. Terr.: Southern Calif.; Hawaii.

SACRAMENTO (Area Code 916)

Alpha-Media, PO Box 254452, 8996 Fruitridge Zip 95825 Tel 383-4385 Pres. Vladimir Sirota, VP. Tom Conrad. Lines: AMP, Ampex, Capitol. Terr.: Ariz. Calif. Nev. Ore. Wash.

SAN FRANCISCO & BAY AREA (Area Code 415)

Major Dists Inc., 4189 First St., Livermore 94550 Tel 455-6868 Pres. Robert Anderson, Branch Mgr. Don Thurman. Home office: Tukwila (Seattle Area), Wash. Lines: BASF, Le-Bo, Memorex, 3M, Transcriber Terr.: Northern Calif.

The Music People Inc., 1025 W. MacArthur Blvd , Oakland 94608. Tel: 653-5811. Pres. Michael Lipton; Exec. VP. Elliot Blaine, VP. Jason Blaine. Branch: Van Nuys (Los Angeles Metropoli-

tan Area). Calif., Valley One Stop. Lines: Capitol, Columbia Magnetics, Le-Bo, Recoton Terr.: Northern Calif.

Pickwick Int'l Inc., 11 Guittard Rd., Burlingame 94010. Tel: 697-6800 Home office: Minneapolis, Minn. Lines: Ampex, BASF, Dynasound, Maxell, Memorex, Pickwick, Scotch, Sound Guard

SAN LUIS OBISPO (Area Code 805)

Square Deal Rec. Co., 169 Prado Rd. Zip: 93401. Tel: 543-3636. TWX (910) 351-6700. Owner: Richard W. Ferris. Lines: BASF, Capitol, Scotch, TDK. Terr.: Midwest & Western USA.

COLORADO

DENVER AREA (Area Code 303)

D L M Music Inc., 4990 Nome, No. 3D Zip. 80239 Tel 371-3260 Pres Larry Gentry. VP & Gen. Mgr.: Mel Nimon. Lines: Ampex, Discwasher, Le-Bo, Maxell, Scotch, Sound Guard, TDK, Watts. Terr.: Southwestern USA, Rocky Mountain

Mile Hi One Stop Inc., 150 Rio Grande Blvd. Zip. 80223 Tel 629-1960, Colo WATS (800) 525-6094 Gen Mgr. Bob Jacobs Home office: Skokie (Chicago Metropolitan Area), III., Sound Unlimited Inc. Lines: Ampex, Capitol, Discwasher, Hagerslown, Le-Bo Marsand, Maxell, Memeren,

Planstiehl, RCA, Savoy, Scotch, Sound Guard, TDK Terr.: Calif.: Colo.: Idaho.: Kan., Mont., Neb.

N.M., Ore., Utah, Wash, Wyo. Pickwick Inf Tine . 4675 Kingston St. Zip. 80239 Tel: 371-0900

Home office: Minneapoils, Minn. tines: Ampex, BASF, Dynasound, Maxell, Memorex, Pickwick, Scotch, Sound Guard

CONNECTICUT

HARTFORD AREA (Area Code 203)

Aguarius Dist. of New England Inc., 479 Park Ave., East Hartford 06108. Tel: 278-4061 Pres Marvin Ginsburg Lines: Maxell, Memorex, Savoy, Sony,

Terr.: New England, N.Y. One Stop Music Serv., 24-26 Clark St., East Hartford 06108. Tel: 528-4126. Pres. Richard J. Godlewski, Sales Mgr. Frank Sutter Line: Memorax Terr.: Conn. Mass.; Vt.

Tin Pan Recs Inc., 157 Charter Oak Ave. Zip. 06106 Tel 278-5222 Pres. Thomas J Markoski, Sales Mgr. Lou Concolilli Lines: Electro-Voice, Peerless, Recoton. Terr.: New England, N.J., N.Y., Pa.

DISTRICT OF COLUMBIA

WASHINGTON (Area Code 202)

Schwartz Bros. Inc., 2146 24 Pl. NE. Zip. 20018. Tel: 529-5700 Pres: James Schwartz: Sales Mgr. Jerry Jacobs

Branches: Bala Cynwyd (Philadelphia Metropolitan Area). Pa. Norfolk, Va. Tidewater

Lines: Ampex, BASF, GRT/Design, Maxell, Memorex, Recoton, Scotch, Sony, Sound Guard, TDK, Watts. Terr.: Washington, D.C.: Md.: Va.: W. Va.

FLORIDA

FORT LAUDERDALE (Area Code 305)

Central Audio Visual Inc., 1212 S. Andrews Ave. Zip 33316 Tel 522-3796 Pres D Robert Schwartz, Sales Mgr. Michael Lever Lines: Maxell, Recoton, Studio Magnetics, TDK_3M Terr Fla

HOLLYWOOD (Area Code 305)

Together Dist. Co., 450 N. Park Rd. Zip. 33021 Tel: 966-1101 Home office: Norcross (Atlanta Metropoli-

tan Area). Ga.

JACKSONVILLE (Area Code 904) Calco Dists Inc., 7656 Lem Turner Rd Zip

32208 Tel 768-4883 Pres Calvin Davis Sales Mgr. Jeff Cohen Lines: Audio Magnetics, BASF, BSR, Calco, Fidelitone, Le-Bo, Pageant, Savoy, Walco Terr.: Fla Ga

MIAMI METROPOLITAN AREA (Area Code 305)

M J S Entertainment Corp. 8228 NW 56 St. Zip. 33166 Tel 592-6085 Pickwick Int'l Inc., 13145 NW 45 Ave., Opa Locka

33054 Tel 685-7601 Home office: Minneapolis, Minn. Lines: Ampex. BASF, Dynasound, Maxell.

Memorex, Pickwick, Scotch, Sound Guard. Southern Rec. & Tape Servs. Inc., 1020 E. 14 St., Hialeah 33010. Tel: 865-4625. Specialty Dists. Inc., PO Box 4155, Normandy

Sta., Miami Beach 33141. Tel. 758-0000.

GEORGIA

· ATLANTA METROPOLITAN AREA (Area Code 404)

Duplex Rec. Dist. of Atlanta, PO Box 4003, 699 McDaniel St. SW. Zip. 30303 Tel. 524-9174 Pres. Alex Williams Jr., Sales Mgr. Lonnie. Lines: EV Game, Electro-Voice, General Electric, Hitachi, Panasonic, RCA, Sony

Terr.: Ala., Fla., Ga., N.C., S.C., Tenn. One Stop Rec. House Inc., 1872 Marietta Blvd. NW. Zip. 30318. Tel. 351-9140. Pres. S.R. Freeman, Opns. Mgr. John I. Boggan, Sales Mgr... Terry Lawson Lines: Alisop, BASF, Capitol, Le-Bo, Memo-

rex, Pfanstiehl, Savoy, Shure Terr.: Ala Fla Ga Miss N.C. S.C., Tenn. Pickwick Int'l Inc., 365 Patton Dr. SW. Zip. 30336. Tel: 696-1850

Home office: Minneapolis, Minn. Lines: Ampex, BASF, Dynasound, Maxell, Memorex, Pickwick, Scotch, Sound Guard. Tara Rec & Tape Dist Co Inc., 582 Armour Circle NE Zip 30324 Tel 875-8271 Pres.

Gwen M. Kesler, Gen. Mgr. Steve Begor.

Lines: Capitol, Discwasher, GRT, Le-Bo, Sony, Sound Guard Terr.: Ala., Ga., Ky., N.C., S.C., Tenn. Together Dist. Co., 6405 Atlantic Blvd., Norcross 30071 Tel: 449-7900 Gen. Mgr. Chuck

Huesman. Branch: Hollywood, Fla. Lines: Dynasound, Port-A-Tune, Savoy Terr.: Southeastern USA.

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Clarkesville Rec. Sales Co. Inc., PO Box 198, 608 N. Washington St. Zip. 30523. Tel. 754-2152. Sales Mgr. Peter J. Rosetty, Mgr. James Stockton Lines: Ampex, Capitol, Le-Bo, Pfanstlehi, Terr.: Southeastern USA

HAWAII

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Nylen Bros & Co Ltd 820 S Beretania Zip 96813 Tel: 538-1171 Pms. Bill Nylon Jr. Sales Mgr.: James Fernie. Lines: Chemtronics, Electro-Voice, General

Terr.: Hawaii Pickwick Int'l Inc., 2959 Koapaka St., No. 2, Zip. 96819 Tel: 847-2258

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ILLINOIS

CHICAGO METROPOLITAN AREA (Area Code 312)

Galgano Dist. Corp., 4147 W. Armitage. Zip. 50639 Tel: 235-3800

Pickwick Int'l Inc., 779 Church Rd., Elmhurst 60126 Tel 832-8850 Home office: Minneapolis, Minn.

Lines: Ampax, BASF, Dynasound, Maxell, Memorex, Pickwick, Scotch, Sound Guard Sound Unlimited Inc., 5404 W. Touhy Ave. Skokie 60077 Tel 674-0850 Pres. Noel A. Gimbel, Gen. Mgr. David Solomon, Mgr.

Stan Meyers Branch: Denver, Colo., Mile Hi One Stop Inc. Lines: Calibron, Capitol, Hagerstown, Le-Bo, Maxell, Memorex, Nortronics, Pfanstiehl, RCA, Scotch, Sony, TDK Terr.: III. Ind : Mich : Wis.

INDIANA

ANDERSON (Area Code 317)

Circle City Dists., 1601 Arrow Ave. Zip. 46011. Owner Celester Neeley Lines: Allsop, Fidelity, Memorex, Pfanstiehl, Supreme, 3M.

INDIANAPOLIS (Area Code 317)

Father's & Sun's Inc., 4100 Industrial Blvd. Zip. 46254 Tel: 293-5310 Sales Mgr. Steve Druley

Lines: Audio-Technica, Capitol. Discwasher, Maxell, Memorex, Savoy, Service, Sound Guard, Sound Saver, TDK, Watts Terr.: Midwest

IOWA

DES MOINES (Area Code 515)

Pickwick Int'l Inc., 2400 Sunset Rd. Zip. 50321. Tel: 282-8185 Home office: Minneapolis, Minn. Lines: Ampex, BASF, Dynasound, Maxell, Memorex, Pickwick, Scotch, Sound Guard

KANSAS

SHAWNEE MISSION (Area Code 913)

Vanguard Systems Inc. 4210 Johnson Dr. Zip. 66205 Tel: 432-6520 Pres. Robert L. Stutz. Lines: Simplector, Studio Magnetics. Terr.: Iowa, Kan, Mo., Neb

KENTUCKY

CAMPBELLSVILLE (Area Code 502)

Central Electronics, PO Box 340, 113 N. Central Ave Zip 42718 Tel 465-5631 Pres. Randall B. Herron.

Lines, Electro-Voice, TSI, Transcriber Terr.: ind Ky Tenn

LOUISIANA

NEW ORLEANS (Area Code 504)

All South Dist., 1924 Lafayette St. Zip: 70113. Tel: 568-0971. Pres. Warren Hildebrand, Sales & Opns, Mgr., Richard Brown. Lines: Capitol, Le-Bo. Memorex, Recoton, Savoy, Sony Terr.: Ata. Gulf Goast, La. Miss.

VILLE PLATTE (Area Code 318)

Floyd's Whsle Dist'g Co. Inc., 434 E. Main St. Zip. 70586 Tel. 363-2184 Owner & Pres. Floyd Soileau, Sales Mgr. Ray Laffeur Lines: Capitol, Le-Bo, Memorex, Pfanstiehl, Scotch, Seetiro Terr : La Miss Tax

MAINE

PORTLAND (Area Code 207) Commercial Dist., B Somerset St. Zip 04101

Tel: 774-5362 Diamond Corp., 8 Somerset St. Zip. 04101. Tel. 774-5362 Pres. Herbert S. Holmes Jr., Gen. Mgr. William Hemmens, Opns, Mgr. Wil-

Lines: Akai, Audio-Technica, BASF, Discwasher, Maxell, Memorex, Nortronics, Planstiehl, Pickering, Recoton, Savoy, Sound Guard, Shure, Watts Terr.: Me.

MARYLAND

BALTIMORE (Area Code 301) Pickwick Int'l Inc., 142 Alco Pt. Zip. 21227. Tel

Home office: Minneapolis, Minn. Lines: Ampex, BASF, Dynasound, Maxell, Memorex, Pickwick, Scotch, Sound Guard The Zamoiski Co., 1101 Desoto Rd. Zip. 21223

Tel 644-2900 Pres C Zamoiski VP Irv Gomprecht. Lines: Le-Bo, Memores, Recoton, Service, Terr.: Washington, D.C., Md., Tex., Va.

MASSACHUSETTS

 BOSTON METROPOLITAN AREA (Area Code 617)

Royal Dists, 96 Sagamore St. North Quincy 02171 Tel 328-1822 Mgr. Aaron Gros. Lines: Maxell, Recoton Terr.: New England.

LAWRENCE (Area Code 617)

Nert of New England, PD Box 268, 641 Havernill St Zip 01842 Tel 686-4293 Pres. Jerry P. Marcus, Sales Mgr., Melvin L., Marcus Lines: Audio-Technica, BASF, Black Magic Capitol, Discwasher, Empire, Maxwell Memorex, Pickering, Recoton, Savoy, Scotch, Shure, Sony, Sound Guard, TDK Terr.: Australia, Austria: Canada, Israel, Japan, Sweden, USA, West Germany

SOMERSET (Aréa Code 617)

Pickwick Int'l Inc. 185 Riverside Ave. Zip. 02725. Tel: 676-3061 Home office: Minneapolis, Minn Lines: Ampex. BASF, Dynasound, Maxell. Memorex, Pickwick, Scotch, Sound Guard

MICHIGAN

DETROIT METROPOLITAN AREA (Area Code 313)

Ami Dist. Corp., 34411 Industrial Fld., Livonia 48150 Tel 525-7600 Pres Harry Manoogian, VP Mgr. Carl Mooradian. Branch: Beechwood (Cleveland Metropolitan Area), Ohio, Ami Dist. of Cleveland Lines: Memorex, Panasonic, Sony, Toshiba Terr.: Ind Ky Mich Ohio

Angott Rec. & Tape Sales, 2616 Puritan Zip. 48238 Tel: 341-7053 Pres Ron Rogers. Partner: Ken Walker. Lines: GRT, Le-Bo, Memorex.

Terr.: USA Cadet Dist. Co. Inc., 13380 Capital, Oak Park 48237 Tel: 548-3171 Pres. Harry Levin. Lines: Capitol, Memorex. Recoton

Music Peddlers Inc., 1755 E. Maple Rd., Troy 48084 Tel 524-2800 Music Trend Inc., 24611 Crestview Court, Farmington Hills 48018. Tel. 474-0300. Pres. Eugene L. Silverman, Opns. Mgr.: Sandra M.

Lines: Dynasound, Panasonic, Savoy,

Memorex, Pickwick, Scotch, Sound Guard

Terraind Mich. Ohio.

Scotch

Terr.: Mich Pickwick Int'l Inc., 26010 Pinehurst Ave., Madison Heights 48071. Tel: 398-0400. Home office: Minneapolis, Minn Lines: Ampex, BASF, Dynasound, Maxell,

Radio Frank Inc., 15250 Mercantile Dr. Dearborn 48121 Tel. 336-2900 Pres. Frank M. Neckrock, Sales Mgr., William F. Neckrock Lines: Ampex, Astatic, Marsand, Recoton, Toshiba

Terr.: Southern Mich. Simpson's While Inc., 16540 James Couzens Hwy Zip 48221 Tel 341-1885 Pres Calvin Simpson Jr., Warehouse Mgr. Tommy

Jackson Lines: A-Bee Syndicate, BASF, Bib, Columbia Magnetics, Le-Bo, Memorex, Planstent, Recoton, Sony, TDK

Terr.: Ga. Mich., Miss., N.C., Ohio Tant Ents. Inc., 23745 Research Dr., Farmington Hills 48024 Tel: 476-5620

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Audio-Video Prodins, G-3163 Flushing Rd. Zip. 48504 Tel 234-1313 Pres. James A. Hamitton, Retail Sales & Mktg Dir. Peggy A Ir-Lines: RCA, Sony

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Terr.: National

MINNEAPOLIS-ST. PAUL AREA (Area Code 612)

Pickwick Int I Inc., 7500 Excelsior Blvd., Minneapolis 55426. Tel. 932-7550. Pres. C. Charles Smith, Music Prods Div Gen Mgr.

Robert Mitchell Branches: Phoenix, Ariz., Burlingame (San Francisco & Bay Area), North Hollywood (Los Angeles Metropolitan Area), Calif. Denver, Colo., Opa Locka (Miami Metropolitan Area), Fla. Atlanta, Ga., Honolulu, Hawaii, Elmhurst (Chicago Metropolitan Area), Ill., Des Moines, Iowa, Baltimore, Md Somerset, Mass.; Madison Heights (Detroit Metropolitan Area), Mich., St. Louis, Mo., Albany, N.Y., Arlington (Fort Worth Area), Tex., Seattle, Wash

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Pickwick IntTinc., 1401 N. Price Rd. Zip. 63132. Tel 997-1800

Home office: Minneapolis, Minn-

Lines: Ampex. BASF, Dynasound, Maxell, Memorex, Pickwick, Scotch, Sound Guard.

MONTANA GREAT FALLS (Area Code 406)

Holm-James Dists. Inc., Fourth Ave. & Sorth St. S. Zip. 59401. Tel. 761-2420.

NEW JERSEY

HILLSIDE (Area Code 201)

Apex / Martin Rec. Sales Inc., 467 Mundet Pt. Zip. 07205 Tel 923-7474 Gen Mgr. Spi Gleit. Mgr. Howard Kollar Lines: Maxell, Memores, Walco Terr., N.J., N.Y.

 PENNSAUKEN (Area Code 609) Richman Bros Recs Inc , 6935 Airport Hwy Ln. Zip 08109 Tel 665-8082 Pres Advantage

Lines: Capitol, Columbia Magnetics, Fidelitone, Le-Bo, Maxell, Memorex, Pfanstiehl, Sound Guard, TOK Terr.: National

UNION (Area Code 201)

Program Recs. Inc. 950 Greeley Ave. Zip. 07083. Tel 964-3434

NEW MEXICO

ALBUQUERQUE (Area Code 505)

Tocino Music Ents. 900 Fourth St. SW Zip 87102 Tel 247-8051

NEW YORK

 ALBANY AREA (Area Code 518) Bee Gee Recs & Tape, 10 Northway Ln. N. La mam 12110 Tel 785-1122 Exec VP Law rence Smith, VP Sales Herbert Dorfman, Lines: Capitol Magnetics, Columbia Mag-netics, E V Game, GRT, Hartzell, Le-Bo. Memorex, Peerless, Savoy, Scotch. Terr.: New England, N.J. N.Y., Ohio, Pa.

Latham Music Studio, 8 Westview Dr., Latham 12110 Tel 785-9225 Owner Phil Wiele

winski. Line: E V Game. Terr.: Albany, Montgomery, Rensselaer

Saratoga, Schenectady counties, N.Y. One Way Recs. Inc., 12 Commercial Rd Zip. 12205 Tel 489-3288 Pres. David Schlang

Sales Mgr. Gerald McCarthy Lines: Discwasher, Le-Bo, Maxell, Memorex. TDK.

Terr.: National Pickwick Int'l Inc., 100 Watervliet Ave Zip. 12206 Tel 489-2654 Home office: Minneapolis, Minn.

Lines: Ampex, BASF, Dynasound, Maxes

Memorex, Pickwick, Scotch, Sound Guard Trans World Music Corp., 874 Albany-Shaker Fld., Latham 12110 Tel. 783-5152, Pres Robert J. Higgins: Gen. Mgr., Frank Griffin Lines: Audio Magnetics, Black Magic, Captol. Columbia Magnetics, Discwasher, 8-Ball, Fidelitone, GRT, Hagerstown, Intermagnetics, Irish, Le-Bo, Maxell, Memorex Pfanstiehl, Pinwheel, Recoton, Robins Savoy, Scotch, Sound Guard, TDK, Watts Terr.: New England, Md N.J. N.Y. Pa

AMSTERDAM (Area Code 518)

Almor Playtime Co. Inc., 140 Guy Park Ave. Zip. 12010. Tel: 843-3801. Pres. Albert A. Hyman, VP. Bruce M. Hyman; Sales Mgr.: Tony Lines: Auto Butler, BASF, Columbia Magnetics, Disc-Go-Case, Le-Bo, Maxelli,

Memorex, Recoton, TDK. Terr.: Conn. Mass. N.H., N.J., N.Y., Ohio:

BOHEMIA (Area Code 516)

Studio Magnetics Co. Inc., 83 Carlough Rd. Zip. 11716. Tel: 589-4300. Pres: George Clahane: VP Craig M. Balaban Lines: Add in Stac, Studio Magnetics. Terr: National

FREEPORT (Area Code 516)

Candy Stripe Recs. Inc., 371 S. Main St. Zg. 11520 Tel 379-5151 Pres. Stan Gecht. Mgr. Michael Schlackman. Lines: Ampex. Capitol. Columbia Magnetics Hagerstown Le-Bo Memorex, Pickering. Recoton, Savoy, Shure, Sony, Sound Guard, TDK.

Terr: National & Export ISLAND PARK (Area Code 516)

Price Rite Rec. Corp., 4245 Austin Blvd. Zip. 11558, Tel. 431-8783

NEW YORK METROPOLITAN AREA (Area Code 212)

Citywide Sales (div. of Intercontinental Electronics Ltd.), 419 Park Ave. S. Zip. 10016 Tec. 589-2700 VP Sales: Leon J. Sternheim. Lines: ADC, Ampex, Audio-Technica, Empire. Pickering, Shure.

Terr.: National Olympia Rec. Ind. Inc. 239 W 18 St. Zip 10011 Tel: 989-7200

Tara Audio Sales Ltd., 1370 Ave. of the Americas Zip 10019 Tel 581-6950 Pres San Ferrara, Gen. Mgr., Ed Berkowitz, Ass't Mgr. Gabrielle Voelker. Lines: Ampex, Dupont, Fus. JVC, Maxet Polaroid RCA Sharp, Sony, TDK, 3M.

Win Recs. Inc., 41-43-39 St., Long Island City 11104 Tet 786-7667 Pres Sam Wess Sales Mgr.: George Weiss

POUGHKEEPSIE (Area Code 914)

Toy House of Hudson Valley, Manchester Rd. Zip. 12603 Tel: 471-2740 Pres. Lou J. Kus-Lines: Capitol: Hagerstown, Marsand, Marell Memorex Recoton Terr.: Eastern N.Y.

ROCHESTER (Area Code 716)

House of Guitars Inc. 645 Titus Ave. Zip. 14617. Tel: 544-3500

WESTBURY (Area Code 516)

All Rec Dist Inc., 44 Bond St. Zip. 11590. Tel 997-7160 Pres. Michael R. Cono. Lines: Capitol, Le-Bo, TDK. Terr :: National

NORTH CAROLINA

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Bib Dati g Co., 101 Yorkmont Rd. Zip. 28210. Tel. 527-0440

OHIO

AKRON (Area Code 216)

Lee Hall Prods 2748 Canheld Rd Zip: 44312. Tel: 784-6349: Owner: Lee Hall. Lines: Capitol, Electro-Voice, Le-Bo. Terr_ Ohio.

Tweigrenn Ents. Inc., 2775 Vellow Creek Rd Zip. 44313 Tel: 835-5591 Pres. J. Hugh Macey Mgr.: Catherine E. Macey Lines: E-V Game, Hagerstown, Newcomb. Terr.: Canada, USA

CINCINNATI (Area Code 513)

Supreme Dist. Co. Inc., 1000 Broadway Zlp. 45202 Tel: 421-0747 Mgr. Al Klayman Line: Fidelitone. Terr Bioomington, Indianapolis, Ind. Lexington, Louisville, Ky.; Cincinnati, Columbus, Dayton, Ohio.

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Action Music Sales Inc., Hayes Ind'l Park, 6541 Eastland Rd Zip 44142 Tel 243-0300 Pres. Len Silver VP Dennis Baker Lines: Design, Maxell, Memorex, Sound Guard, Tracs.

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Beachwood 44122 Tel. 831-5310 Home office: Livonia (Detroit Metropolitan Area), Mich., Ami Dist. Corp.

Lines: Memorex, Panasonic, Sony, Toshiba. Man in The Middle, 5923 Cantwell Dr., Mayfield Heights 44124 Tel 461-3342 Pres Sherman Lieberman. Lines: Fidelitone, Savoy

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M G Prod ns. 1118 Stratford Ave. Zip 19126. Tel 635-4640 Pres. Mike Grosswald, Mgr. Mark Layman. Lines: Discwasher, Maxell, Panasonic, TDK. Terr.: Delaware Valley, Montgomery

County, Philadelphia, Pa

A I Rosenthal Assocs Inc., 1035 Louis Dr. Warminster 18974. Tel: 441-8900. Pres. Alned Rosenthal; Sales Mgr. Hugh Boyle. Lines: Ampes Audio-Technica Bib. Capitol, Discwasher, Dynasound, Maxell, Memorex, Pickering, Recoton, Scotch, Shure Sony, Sound Guard, TDK, Watts Terr.: National & Export.

Schwartz Bros. Inc., 1 Bala Cynwyd Plaza, Suite 227. Bala Cynwyd 19004 Tel 667-2090. Sales Mgr. Richie Salvadore. Home office: Washington, D.C.

Lines: Ampex. BASF, GRT Design, Maxell. Memorex, Recoton, Scotch, Sony, Sound Guard, TDK, Watts Tern : Del N.J. Pa

Villanueva Asturias Corp., 401 W. Girard Ave. Zip. 19123. Tel: 236-4544.

Vintage Recs. Inc., PO Box 251, Darby 19023. Tel: 586-5200 Pres: Murray Graber Lines: Columbia Magnetics, E V Game. Magnatone, Memorex, Rivertone, Savoy Terr.: Worldwide.

SOUTH CAROLINA

Terr Ga NC S.C.

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Custom Rec'g & Sound, PO Box 7647, 1225 Pendleton St. Zip. 29610 Tel. 232-5389 Pres. Bob Edwards, Sales Mgr. Jimmy Sha-Lines: Ampax, Scotch, Studio Magnetics

TENNESSEE

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A & R Diet. Co. Inc., 1301 Prosser Rd. Zip. 37914. Tel: 546-7881

Knox Rec. Rack Co., 1539 Amherst Rd. Zip. 37919: Pres. Jay Jacobs. Lines: Memorex, Recoton, Savoy Terr.: Southeastern USA.

MEMPHIS (Area Code 901)

Boss Ugly Bob Recs. (BC Ent. of Memphis Inc.). 726 E. McLemore. Zip. 38106. Tel. 947-2553 Pres. Robert L. Catron Jr., Mgr. Linda Hilliard. Branch: West Memphis, Ark

Lines: Astatic Capitol Duotone, Fidelitone, Le-Bo, Memorex, Savoy, Shure.

Terr.: Ark., Colo. III., Ky. La. Miss., Tenn. Hot Line Rec. Dist. Inc., 421 S. Main St. Zip. 38103. Tel: 525-0756.

NASHVILLE (Area Code 615)

Music City Rec. Dists. Inc. 25 Lincoln St. Zip. 37202 Tel: 255-7315 Pres. E. Hutch Carlock: Sales Mgr. Mike Wise Lines: Capitol, Discwasher, Empire, Fidelitone, GRT, Hagerstown, Maxell, Memorex, Peerless, Sony, TDK, Watts. Terr : Ala : Ark : Ga . Ky . La . Miss . N.C . S.C. Tenn, Va. W. Va.

TEXAS

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Big State Rec. Dist'g Corp., 1337 Chemical St. Zip 75207 Tel 631-1100

Galaxy Sales Co. 9106 Chancellor Row Zip. 75247. Tel: 688-1931. Pres.: Thomas P. Sins: Sales Mgr.: Don Baker. Lines: Bib, Le-Bo, Maxell, Memorex, Savoy, Scotch, TDK. Terr. Ark. Okia. Tex.

FORT WORTH AREA (Area Code 817)

Pickwick Int'l Inc., 2200 E. Randol Mill Rd., Arington 76011. Tel: 261-4281. Home office: Minneapolis, Minn. Lines: Ampex, BASF, Dynasound, Maxell, Memorex, Pickwick, Scotch, Sound Guard.

HOUSTON (Area Code 713)

H. W. Daily Inc., 3409 Brinkman, Zip. 77016, Tel. 861-9251 Pres. Donald M. Daily Lines: Capitol, Le-Bo, Memorex, Pranstiehl. Sony, Sound Guard, Watts Terr.: South Tex.

Sound Rec g Co., 2015 S. Shepherd Zip. 77019 Tel: 526-1634 Pres. Joseph A. Zimmerman, Serv. Officer. Montie Pinnell. Lines: Electro-Voice, Le-Bo, Memorex, Planstiehl, Plantone, Pickwick, Savoy. Terri La. Tex.

SAN ANTONIO (Area Code 512)

South Texas Whale, Recs. & Tapes Inc., 724 Lexington Zip 78212 Tel 224-0754 Pres Richard W Powers Sales Mgr. Robert Guillerman.

Lines: Capitol, Le-Bo, Memorex. Terr .: South Central USA

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Rio Grande Music Co., 119 S. Sam Houston Blvd Zip 78586 Tel 399-5377

UTAH

SALT LAKE CITY (Area Code 801)

Alta Dief'g Co. Intermountain Div., 2270 Bridger. Rd Zip 84104 Tel 972-3800 Pres George Souvall: VP & Gen Mgr Joseph E Sasich Branch: Phoenix, Ariz Lines: Dynasound, Le-Bo. Maxell, Memorex, Savoy, Scotch, TDK, Tracs, Watts.

Terr Colo Idaho Mont Nev Utah Wyo. VERMONT

WHITE RIVER JUNCTION (Area Code 802)

Electronic Supply Inc., Prospect St. Zip 05001 Tel: 295-3183

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Contact Norfolk Inc., 1011 W. 25 St. Zip. 23517 Tel 625-7801 Con Mgr.: way H. Qua

Lines: Audio Magnetics, Le-Bo, Recoton. Terr.: Fta . S.C.: Va Scott Dist'g Corp., 3418 Azalea Garden Rd. Zip.

23513 Tel: 855-0188 Tidewater One-Stop, 1910 Granby St. Zip. 23517 Tel: 622-8663 Sales Mgr. Floyd Home office: Washington, D.C., Schwartz

Lines: Ampex, BASF, GRT/Design, Maxell, Memorex, Recoton, Scotch, Sony, Sound Guard, TDK, Watts. Terr Md N.C S.C Va.

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Major Dists., 16292 Andover Park W., Tukwila

96188 Tel 575-0081 Pres: R G Anderson VP Sales: Gary Clark Branch: Livermore (San Francisco & Bay Area), Calif. Lines: Alsop, BASF, Le-Bo, Scotch, Transcriber, Vanco. Terr.: Alaska, Northern Calif., Idaho, Western Mont. Ore. Wash. Pickwick Int'l Inc. 9860 40 Ave. S. Zip. 98118

Tel: 725-2500. Home office: Minneapolis, Minn Lines: Ampex, BASF, Dynasound, Maxell, Mamarax, Pickwick, Scotch, Sound Guard Super Sound One Stop. 725 S. Fidalge Zip 98108 Tel: 767-3910. VP & Gen. Mgr. Ed

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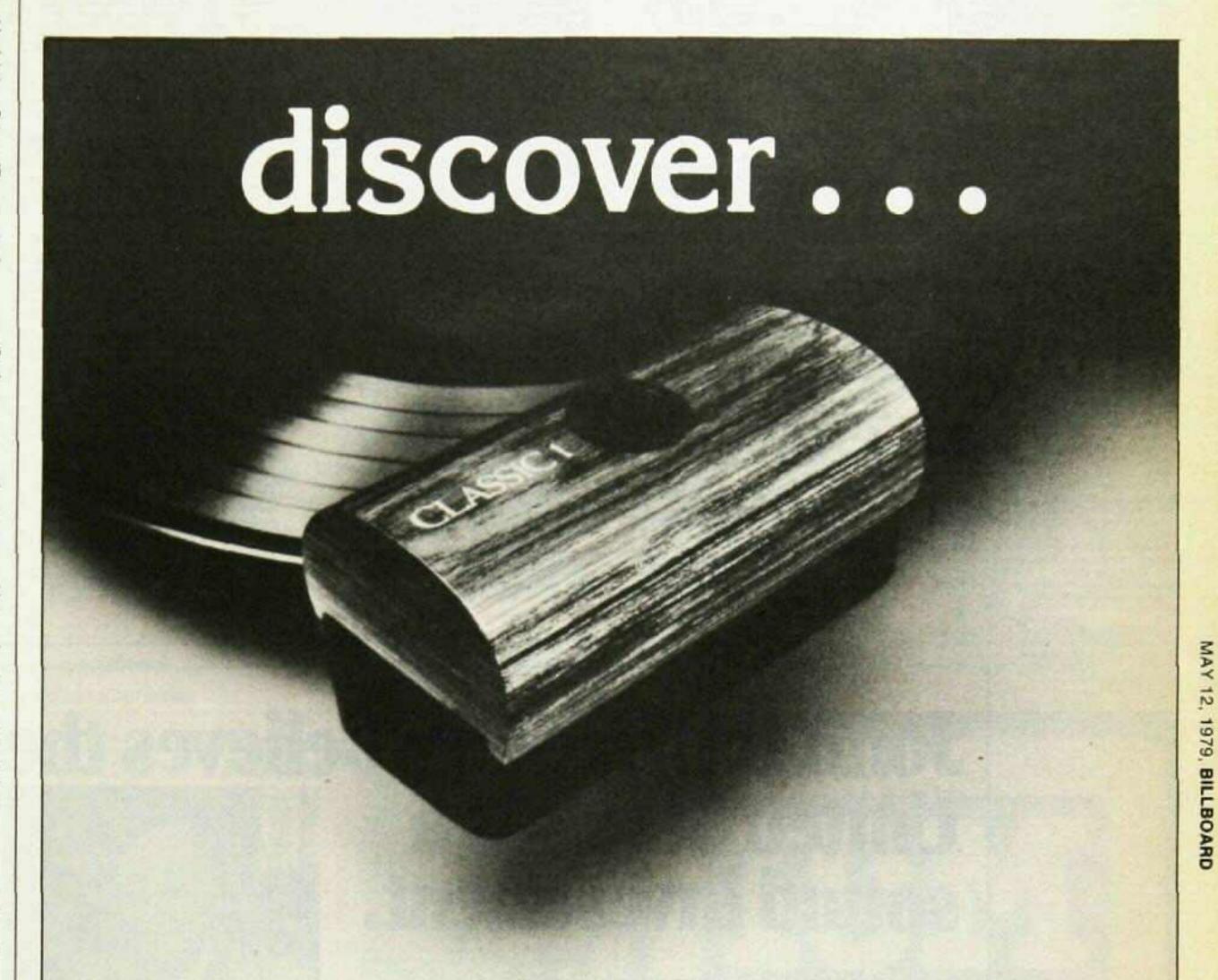
3-D Electronics Inc., 2393 Swsonwille Dr. Zip. 25312 Tel 343-9501 Pres D.L. Ferrell. Sales Mgrs. David Ferrell Jr. Dwight Sis-

Lines: Arista, Capitol, EVG, Le-Bo, Memo-Terr.: Eastern Ky., Southeastern Ohio. Western Va., W. Va.

WISCONSIN

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Record Rack Corp., 901 Clark St. Zip. 54481. Tel: 341-8445. Pres: Veronica Peyovich: Mgr.: George Gazell Lines: GC Electronics, Le-Bo, Maxell, Pageant, Recoton, Scotch Terr.: National



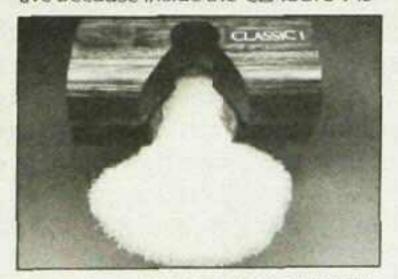
The inside story of a classic.

Introducing a new type of record cleaner. Meet the CLASSIC 1, the only cleaner of its kind. Developed to satisfy you, the discriminating audiophile.

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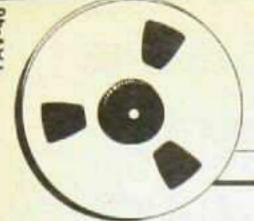
the exclusive MICRO STOR SYSTEM which utilizes a humidification/cleaning process rather than a 'wet' technique.

The secret to the MICRO STOR SYSTEM is a permeable matrix of many thousands of tiny glass beads which retain the cleaning fluid. Through capillary action, a vapor penetrates the velvet surface creating a field of humidity sufficient to reduce static charges. Disc contaminants can now be removed safely and easily without wetting the record and risking residue build-up.

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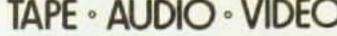
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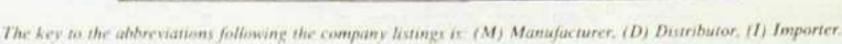
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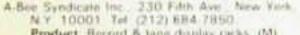


Store Fixtures & Merchandising Aids Manufacturers & Importers

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Product: Record & tape display cachs. (M) George Alexander Group Inc., 1063 Past Rd., Da nes Cons 06820 Tel (203) 655-7791 NYC (212) B86-5600 Piers. Key Developed Product: Fincord & tape browser boxus, record & tape display racks, record & tape stivider CMtts

Ampre Inc. (sub. of GRT Corp.), 1624 Tool St. Charlotte N.C. 28206 Tel (704) 334-5341 VP & Gen. Mgr. Fred E. Martinitz.

Product: Record & tape browser boxes, record & tape display racks, record & tape divider

An Phyl Creations, 162-50 NW 48 Ave., North-Miami Fla 33127 Pres. Art Hochman: Adv. Mgr. Lori Sidlar

Product: Record browser boxes, record display racks. (M)

Ted Bushman Signs, 627 Broadway, Massapegus, N.Y. 11758 Tel (516) 798-8590 Owner Ted Bushman Product: Record & tape storder cards & signs.

C E S. Rec g Inc.: 4960G S 83 East Ave. Tursa. Okta 74145 Tel: (918) 627-8474 Product: Tope display racks. (M)

Carner Corp. 1916 11 St. Rockford, III 61108 Tel (815) 397-3200 Pves Robert L Fleming: VP Sales & Mktg. Sandra L. Fleming Adv. Mgr. Janet K. Batner Product: Record display racks (Carter Craft)

Container-Kraft Inc. 8321 De Celis Pl. Sepulveda. Calif. 91343 Tel. (213) 893-9721. Product: Record & tape browser boxes, record

& tape display racks. Creative Store Equip. Inc., PO Box 933, 1000 Airport Rd Terrell Tex 75160 Tel (214) 563-5869, 226-7248 Pres. Jerry G. White. Sales Mgr John Bowen, Adv. Mgr. Jackie Feather-

Product: Record & tape display racks Custom Case Mfg Co. 6232 Bragg Bivd. Fayette ville, N.C. 28303 Tel (919) 867-4106 Pres. Al Metzger: Nat I Sales Mgr. Judy Har

Product: Record & tape divider cards: (M) Dajim Corp., 1 Park St., Amsterdam, N.Y., 12010 Tel (518) 842-4800

Product: Record browser boxes, record & tape display racks (Monark). (M)

Design Fabrications, 1215 Wheaton St. Triv. Mich 48084 Tel. (313) 689 8206 Pres. Bruce R. Dych.

Product: Record & tape display racks: (M) Dielectrics Inc., 6 Second Ave. Chicopee Mass. 01020 Tel (413) 558 8308 Pres. Earl 5 Stahl East: VP Enc C Stahl Product: Record & tape deader cards joursons

Display Media Inc. \$20 Laura Dr. Addison, III. 60101 Tel (312) 543 8330

Product Tape Display racks (Securetti) (I) E V Game Inc., 186 Bullato Ave., Freeport, N.Y. 11570. Tel: (516):378-0440

Product Record & tape doplay racks (M): Elpa Mktg. Inds. Inc., Thornes & Atlantic Aves. Garden City Park, N.Y. 11040 Tel (516)

746.3002 Branch: Scottadale, Ariz: 7301 E. Evans Rd. Zip 85260 Tel (602) 948 1070 Product. Record display racks, record divider

Fidelipac (div. of Harvell Inds.), 109 Garther Dr. Mount Laurel, N.J. 08057 Tel: (609) 235-3511 Pres Roger Cappello: Sales & Mktg Mgr Anthur Constantine Product: Tape display racks. [M]

Fixture Concepts Inc. (formerly Display Equip Mfg Co J. 104 Nelson Pt. Tukwila, Wash, 98188 Tel (206) 226-1450 Gen. Mgr. Jerry Schoeler, Sales Mgr. Peter Scott, Adv. Mgr., Lynda

Product: Record & tape fectures, tables, counters & related mems for display & merchandis-

Freedman Amoratt Eng g Corp. PO Box 228. Char Impaix. Mich. 49720. Tel. (616) 547-6501. Pres. Jack C. Grubaughi, Sales Mgr. L.L. Espich Adv. Mgr. Max E. Hosmer Branch. City of Industry. Calif., 14424 Bonellist Zip 91744 Tel (213) 968-9591 Sales & Opns, Mgr. Han Lloyd. Product: Record & tape browser boxes, record

& tape display racks. Gopher Prods. Corp. PO Box 1812, 2201 Lockheed Way, Carson City, Nev. 89701 Tel-(702) 882-9333 Pres. Warren Perkins. Product: Record & tape divider cards: (M)

Hamilton Fixture Co. PO Box 658, Zip. 45012. 4805 Hamilton-Middletown Rd., Hamilton Ohio 45011 Tel (513) 868-2144 Pres. John Schlegel Sales Mgr. John Overmann Product: Record & tape browser boxes, record & tape display racks. (MD)

by Hill Communications inc., 4800 5, Santa Fe. Ave. Los Angeles, Calif. 90058, Tel. (213) 587-3131 Eact VP Russell Murr. Sc VP a Jack Schr. Anhur Kern

Product: Record & tape browser boxes, record & tope display racks, recent & tape divider

Kapic (dev. of Ozark Opry tric.), 155 First St., Car-liste Iowa 50047, Tel (515) 989-0876, Contact Harold L Luck.

Product: Record & tape display racks: (M) Kalny Mdsg., 4700 S. Santa Fe Ave., Los Angeles, Calif. 90058. Tel. (213) 587-1164. Customer Serv. Arter Hirsch.

Product: Record browser boxes record display racks, record divider confi-Kobrin Store Fixture Co. 254 Wallabout St. Brooklyn, N.Y. 11206 Tel. (212) 387 1747

Sales Mgr. Samuel Kobrin. Product: Record & tape browser boxes: record & tager display racks. (Mx.

Le Bo Prods, Co. Inc., 58-60 Grand Ave., Maspeth N.Y. 11378 Tel (212) 894-5155 Pres. At Alexander, Mkty, Mgr. Gary Schwartz Product: Record & tape divider cards: (Mr.

Liberty Figure Inc. 2467 Manposa Rd. Stockton. Calif. 95206. Tel. (209) 948-1176. Pres. Sales & Adv. Mgr.: Leonard Semiler. Product Browser boxes, display racks. (M)

Loranger Mfg. Corp. Entertainment Prods. Div. 10-38 Clark St. Warren, Pa. 16365 Tel. (814) 723-8600 Pres. J. Albert Loranger VP Robert Loranger.

Product: Tape Browser bases (M). Mallory Dist. Prods. Co., 4760 Kentucky Ave., Indianapolis, Ind. 46222 Tel. (317) 856-3731 Product: Tape display racks: (M)

Monark see Daym. N E R T (New England Record & Tape) (do: of PBN Survey), PO Box 268, 641 Haverhill St., Lawzence, Mass, 01841, Tel. (617), 696-4293 Fres Jerry P. Marcus, Sales Mgr., Melvin L. Marcus, Aife, Mgr. B.J. Kankiiy, Product Record browser boxes, record display racks.

Nortronics Co. Inc. B10110 Ave. N. Minneapolis. Minn 55427 Tel (612) 545-9837

Product: Tape display racks Nostalgra Lane Inc. 211 W 56 St. Suite 33J New York N Y 10019 Tel (212) 583-5390 Owners Lee Halpern, Nina Mattikow, Customer Relations Supervisor: Yvonne Simpkins. Sales Mgr. Paul Kahan

Product: Record browser rucks, record display racks, record divider pards

Paramount Housewares, 1035 Westminster Ave. Albambra, Calif. 91803. Tel. (213) 570-1601 Pres. Joseph D. Winston, Sales & Adv. Mgr. Charles W Holmes

Product Record browser boxes, record display racks, tape storage cases. (M)

Pickwick Mfg Co 7500 Excelsion Blvd, Minneapolis, Minn 55426, Tel (612) 932-7641 Pres. C. Charles Smith, Nat'l Sales Mgr. Dyparae Haltae

Product: Browser boxes, display racks, (M) Pro J Prods PO Box 33, Highland Park, III: 60035 Tel (312) 432 5536 Pres. Roy Pink Sales Mgr. Martin Fink Adv Mgr. Deena Pink Product: Tape display racks

Raynor Sales Co. Inc., 2698 W. Pico Blvd., Los Angeles, Calif. 90006. Tel. (213) 737-3737 Pres: & Adv. Mgr. Ray Abrams Sr. Sales Mgr. Ray Abrams Jr. Product: Record & tape browser boxes, record

& tape display tacks, record & tape divider

Record Wide Dists., 1755 Chase Dr., Fenton, Mo. 63026 Tel (314) 343-7100 Contact: Jim Artains.

Product: Record & tape browser boxes, record & tape display racks.

Recoton Corp., 46-23 Crane St., Long Island City. N V. 11101 Tel (212) 392 6442 Pres: Per ter Borchardt, Sales Mgr., George Calvi, Adv. Mgr.: Peter Wish.

Product: Record & tape browser boxes, record & tape display racks record & tape divider cands

Rockford Central Plastics, see Central Plastics. Sontch, see 3M.

Secureme, see Display Media.

Seebro Prods. Co., 2416 S. Michigan Ave., Oticago: III 60616 Tel (312) 842-8221 Pres Siegal, Sales Mgr. R. Siegal Product: Record display racks, wire pegboard

Star Title Strip Co. 842 Western Ave. Prisburgh Pa 15233 Tel (412) 231-4314 Pres 6 Adv. Mgr.: Norman W. Morgan, Sales Mgr. William P. Miller

Product: Record divider cards. (MD) 3 M Co. Magnetic Audio/Video Prods. Div. 3M Center Bidg 223-5N St Paul Minn 55101 Tel (612) 733-1110. Div. VP. John E. Povolny, Mktg. Dir. Bill Madden, Retail Prods Mgr D E Rushin Nat I Sales Mgr S R Fred

erickson. Mks. Communications & Mdsg. Su-

pervisor Vicki Hanson Mkt Development Mgr R F Burnett Adv Mgr Feter M Gavin Branches Anchorage, Alaska, 5531 Minnesota Dr. Zip. 99502 Tel. (907) 276-2363-Burbank, Calif., 126 W. Elm Court Zp. 91502. Tel. (213) 848-5534-Les Angeles, Calif., 6023 5 Garfield Ave. Zip. 90040 Tel: (213) 726-6300-South San Francisco, Calif., 320 Shaw Rd Zip: 94080 Tel (415) 589-2563--Washington, D.C. 1101 15 St NW Zip 20005 Tel (202) 331 6900-Atlanta Ga., 2850 Bankers Ind I Dr Zip 30360 Tel (404) 447-7000-Honotuly, Hawaii, 2880 Usiena St. Zip. 96819 Tel (808) 841-0147-Argo, III., 5850 S. Harlem Ave. Zip. 60501 Tel (312) 496-6500-Needham Heights, Mass. 155 Fourth Ave. Zip. 02194 Tel. (617) 449. 0300-Farmington, Mich., 23923 Research. Or Zo 48024 Tel (313) 477 5000-Es gen, Minn., PO Box 3211, St. Paul SS133 3130 Lexington Ave. 5. Zip. 55121. Tel. 1612: 733-3300-St. Louis. Mo. PO Box 510, 10725 flaur 8lvd Zip: 63166. Tel [314] 991-1320-West Caldwell, N.J. PO Box 76, 15 Henderson Dr. Zip 07006. Tel. (201) 575-2000 - Cincinnati, Ohio, 4835. Para Dr. Zip. 45237 Tel. (513) 242-2313-Cleveland, Ohio, 12200 Brookpark Rd Zip. 44130 Tel (216) 267-1800-Philadelphia Pa., 5698 Rising Sun Ave. Zip. 19120 Tel. (215) 728-5300-Dallas, Tex., 2121 Santa Anna Ave. Zip 75228 Tel (214) 324 3100-Seattle, Wash, Andover Ind I Park 100 Andover Park W. Zip 98188. Tel. (206)

Product: Tape display racks (Scotch) (M) Vulcan Binder & Cover Idiv. of EBSCO Inda Inc.).

PO Box 29 Vincent, Ala 35178 Tel (205)

672-2241 VP. R. Denson Parker, Sales Mgr.

Product: Record & tape browser boxes, record

& tape display racks, record & tape divider

Dudley Pendleton III. Adv. Mgr. B.R. Cum-Product: Tape display racks: (M) Westland Graphics: 2237 N. Hollywood Way: Burbank Calif 91505 Tel (213) 846-1205

Wiremaid Prod. Corp. (div. of Cove Four Stide) 60 West Ave. Patchogue, N.Y. 11772 Tel. (516) 475-0193 Pres. Barry Juffe Sales Mgr. A. Boden Adv. Mgr. Leigh Boden Product: Record & tape display racks. (M)

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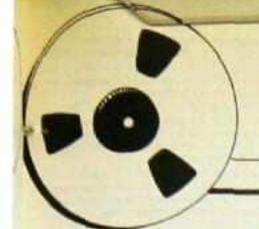


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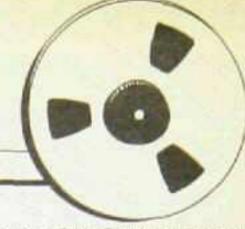
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Druce Printing Office, 273 Beerstraat, B-1500 Hate, Tel. (02) 356-3835 Telex, 25832 Sales Mgr. Jan Neet

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Fabeldis SAL (div. of Sobelpress), 30 Gossetlaan, B-1720 Groot-Bijgaarden, Tel (02) 466-0666. Pres. & Gen. Mgr. E.W. Pelgrims de Bigard: Sales Mgr Georges

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Clown Music NV, PO Box 24, B-3680 Maaselk. Tel (11) 56-59-13 Dir. Djamschidi Scharyar. Audia: 8-tr., cassette.

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Advent, see BEAM. Agfa-Gevaert NV, Verkooporganisatie Benefux, Septestr 27, B-2510 Mortsel. Tel: (031) 40-59 00 Telex 31223 Mng Dir J Davignon; Sales Mgr. B. van den Broek

Audio: Cassette, open reel Video: 1" open reel, 1" cartridge, 4" cassette

es: Agfa Carat, Agfa Ferrocolor, Agfa Magneetband, Agfa Stereochrom, Agta Superchrom, Agta Superterro, Agta

Ampex SA, 5 Rue de l'Industrie, 8-1400 Nivelles Tel. (067) 22-49-21. Telex. 57432. Sales Mgr. R. Thys. (Blank only) Audio: 8-tr., cassette, open reel Video: 1" open reel, %" cassette.

Audio Magnetics, see Trialco. B A S F Chimie SA, 14 Av. Hamoir, B-1180 Brussels Tel (02) 375-2400 Cable BASFBRU Telex 22016 Sales Mgr Jacky

Audio & Video: Cassette, open reel. BEAMINT'I Leopoidstr. 6, 8-2000 Antwerp. Tel. (031) 33-45-37 Cable BEAMAUDIO Telex 33941 Mng Dir. Edward S Savoir, Sales Mgr. Jimmy Guze, PR Mgr. Charles Lipschutz (Importer-blank only)

Brand name: Advent Ets. Blomhof SA, 172a Rue Brogniez, B-1070 Brussels. Tel. (02) 522-1813 Dir. C. Janssen; Sales Mgr., W. Menge. Audie: 8-tr., cassette, open resi

Audio: Cassette

Grand name: Maxell. Discosoul Int'l, 31 Nationalstraat, B-2000 Antwerp. Tel: (031) 31.11.47 Telex: 31635 Gen. Mgr., H. Lelleu, Sales Mgr., Beumer Walter (Importer-blank only)

Audio: Cassette. Honey Bee Recs., 93 Rue de la Cambre, B-1150 Brussels Tel: (02) 218-6747 Gen Mgr J Bagno (Importer-blank only) Audio: Cassette

Brand name: Ross Electronics. Trialco, 25 Rue des Alcyons, B-1080 Brussels Audio: 8-tr., cassette, open reel. Brand name: Audio Magnetics.

accessories manufacturers

Anvers Radio SA, 10 Pt de l'Yser, B-1000 Brussels Tel (02) 218-7400 Cable ANRAD Telex 62526 Admin Dir Y Jordans, PR. Vidal Miguel (Importer) Product: Record & tape carrying & storage Cases cleaners, cloths, brushes

Aracor SA, 12 Blvd. Sylvain Dupuis, B-1070 Brussels, Tel. (02) 521-2370, 522-9327 Telex: 61450 Mng. Dir: Werner Huys Product: Carrying & storage cases. cleaners, cloths, brushes, 45 rpm adapters. head cleaners, demagnetizers, needles Brand name: Aureae

Ets. Blomhof SA, 172a Rue Brogniez, B-1070 Brussels, Tel: (02) 522-1813 Dir. C. Janssen; Sales Mgr., W. Menge Product: Carrying & storage cases.

cleaners, cloths, brushes, needles Ets. De Greef, 367 Chaussee d'Alsemberg, B-1180 Brussels Tel (02) 345-3918 Cable MATRADIO Mng Dir F Morris Gen Mgr P Moulaert Product: Needles

Brand name: Stanton

Bagno (Importer)

Discsoul Int'l, 31 Nationalstraat, 8-2000 Antwerp. Tel: (031) 31.11.47. Telex. 31635. Gen Mgr. H Lelieu, Sales Mgr. Beumer

Product: Record carrying & storage cases. record catalog servs, cleaners, cloths, brushes, 45 rpm adapters. Honey Bee Recs., 93 Rue de la Cambre, B-1150

Brussels Tel. (02) 218-6747 Gen Mgr J

cleaners & demagnetizers Interclub Belgium (International Rec. & Music Business), 34 Kleine Bareelstraat, B-2800 Mechelen Tel: (015) 41-13-31 Mgn Dir. Ghistain Piroux, Gen. Mgr. Ghistain Piroux Jr., Sales Mgr., Joseph C. Piroux. Product: Catalog servs, cleaners, cloths &

Product: Cleaners, cloths & brushes, head

Vogue SA, 35 Blvd Barthelemy, B-1000 Brussels Tel (02) 511-7991 Telex 22560 Gen Mgr. Roger Meylemans, Sales Mgr. Jose Leruth

Product: Record & tape carrying & storage cases, head cleaners & demagnetizers.

store fixtures & merchandising aids manufacturers

Ets. Blomhof SA, 172a Rue Brogniez, B-1070 Brussels, Tel. (02) 522-1813 Dir. C Janssen, Sales Mgr., W. Menge. Product: Tape display racks.

Discosoul Int'l, 31 Nationalstraat, B-2000 Antwerp Tel (031) 31 11 47 Telex 31635. Gen. Mgr. H. Lelieu, Sales Mgr. Beumer

Product: Record & tape browser boxes record & tape display racks, record & tape. divider cards

playback/ recording equipment

Ets. de Greef Sprt., 367 Chaussee d'Alsemberg. B-1180 Brussels. Tel. (02) 345 39 18. Cable. MATRADIO Mng Dir F Morris Gen Mgr P. Moulaert

Audio: Pryal (France) Trialco, 25 Rue des Alcyons, B-1000 Brussels Chief Exec. G. Striguaert.

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Dynacom Communications Int'l. PO Box 702. Snowdon Sta., Montreal, P.Q. H3x 3x8, Tel. (514) 342-5200 Pres Dave Leonard (Record only Global Prods., 350 Sorauren Ave., Toronto, Ont

M6R 2G8 Tel (416) 531-5751 Cable GLO-BOLPROD Pres G. Kyron; Gen Mgr. Jerry Stevens (Tape only). Golden Rec. Mtg. Ltd., 500 Coronation Dr., West

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Cinram Ltd., 8355 Devonshire Rd., Montreal, P.O. H4P 2L1 Tel (514) 739-2281 Telex Audio: 8-tr. quadraphonic, cassette.

Eastern Sound Co. Ltd., 48 Yorkville Ave., Toronto, Ont. M4W 1L4. Tel: (416) 920-2211 Gen Mgr Salim Sachedina, Studio Mgr John Ellison Audio: Cassette, open reel

Globol Prods., 359 Sorauren Ave., Toronto, Ont., M6R 2G8, Tel. (416) 531-5751, Cable, GLO-BOLPROD Pres G Kyron, Gen Mgr. Jerry Stevens (PKG-audio) Audio: 8-tr. & cassette

Golden Rec. Mfg. Ltd., 500 Coronation Dr., West. Hill. Ont. M1E 4V7 Tel. (416) 281-9527 Audio: 8-tr., cassette.

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Audio: 8-tr., cassette, open reel Capitol, see Will Farrow Assocs, Ltd. Will Farrow Assoca Ltd , 5200 Dixie Rd., Unit 33, Mississauga, Ont. L4W 1E4. Tel: (416) 625-8151 Pres & Adv. Mgr.: Will Farrow, Sales Mgr.: Julie Thompson. (Canadian sales office for Capitol Magnetic Tape Div.)

Audio: 8-tr., cassette, open reel. Brand name: Capitol Global Prods., 350 Sorauren Ave., Toronto, Ont. M6R 2G8 Tel (416) 531-5751 Pres G Kyron, Gen. Mgr. Jerry Stevens

Audio: 8-tr., cassette Hardman Inds Ltd., 34 Greensboro Dr., Rexdale. Ont. M9W 1E1 Tel (416) 245-7890. Telex (06) 989393 Chm. Eric H. Hardman, Pres. Eric S. Hardman, Sales Mgr. Walter

Audio: 8-tr. shells & 5 screw cassette shells (sonic weided). Pacific Int'l Magnetics Inc., 11031 Bridgeport Rd. Suite 200, Richmond, B.C. V6X 3A2

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B A S F (Canada) Ltd : PO Bax 430, Sta. St. Lau-Liesse Rd. Town of Mt. Royal, P.Q. H4T

1201, open reet

rent, Montreal, P.O. H41, 4V8, 5850 Cote de-IB2 Tel (514) 341-5411 Telex (05) Audio: Cassette, open reel

Capitol Recs -EMI of Canada Ltd., 3109 American Dr. Mississauga, Ont. L4V 1B2. Tel. (416) 577-5050. Cable CAPITOL REC. Pres. J.D. Evans VP Mktg. R. Rowe, VP Sales M. Rosicki, Nat'l Mdsg & Adv. Mgr. D. Elliot. (Also see Will Farrow Assocs.) Branches: Calgary, Alta., 519 Manitou Rd SE. Postal Code. T2G 4C2 Tel (403) 287-0823 Western Reg 1 Sales Mgr A Andruchow-Vancouver, B.C., Century Plaza, Suite 503, 1015 Burrard St. Postal Code V6Z 1Y5 Tel (604) 589-8667 Sales D Bertsch, B. Maniove-Dorval, P.Q., 9245 Cote de Liesse Rd., Postal Code, H9P 2N9. Tel (514) 631-9073 Eastern Reg 7 Sales Mgr. W. Rotan. Audio: 8-tr_ cassette.

Cinram Ltd. 8355 Devonshire Rd. Montreal P.O. H4P 2L1 Tel (514) 739-2281 Telex (05) 827788 Audio: 8-tr., cassette

Cycles, see Audio Magnetics Corp. of Canada Deramic Sound, see London Reca of Canada

Brand name: TM 100

Dynapak, see Stereodyne (Canda) Ltd. Edmund Scientific Prods Co., 3500 Bathurst St. Toronto, Ont M6A 2C6 Tel: (416) 787-4563

Audio: Endless-loop cassette. Will Farrow Assocs 1.td , 5200 Dixie Fld , Unit 33 Mississauga, Ont. L4W 1E4: Tel: (415) 625-8151 Pres & Adv. Mgr. Will Farrow, Sales Mgr. Julie Thompson (Canadian sales of-

lice for Capital Magnetic Tape Div I Audio: 8-tr. (32,40,45,60,64,80,90,100,120). cassette (20,30,45,60,90,120), open reel-Brand name: Capitol.

Finetape Canada Ltd., 800 Islandton Ave., Toronto, Om. M8Z 4N7 Tel (416) 252-7209 Pres. J. Bouzagiou, Sales Mgr. Herbert A. Gumess. Audio: 8-tr (40,45,60,90), cassette (30,45,60,90,120), open reel (600',990',

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cassette (40.45,60,90 & custom lengths). open reel

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(418) 529-0261 Telex (511) 3799 Mgr Fred Reffca Audio: n-tr / assette

Brand name: Deramic Sound Magna-Tape Mfg Inc . 34 Greensboro Dr . Rexdale, Ont M9W 1E1 Tel (416) 245-7890 Telex (06) 989393 Pres EH Hardman VP & Gen Mgr John M Morgan

Audio: 8-tr., cassette, open reel Maxell, see McKeen Electronics McKeen Electronics Ltd. PO Box 4054, 780 Bank St., Ottawa, Ont. K1S 5B1 Tet (613)

236-7242 (Audio only)

Brand name: Maxell Pacific Int'l Magnetics Inc., 11031 Bridgeport Rd. Suite 200, Richmond, B.C. V6X 3A2 Tel. (604) 273-6015. Pres. Paul Brown.

Mktg Dir Brian Larsen Audio: Cassette. Pacific Tape, see International Audio Visual Pan Can, see Pan Canada Magnetics.

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Sales Rep. Brian Burrows-Vancouver, B.C., La-Go Music Ltd., 3446 Bridgeway St. Postal Code: V5K 186: Tel: (604) 294-6226 Winnipeg, Man., Box 57, Group 550 AR = 5. Postal Code R2C 222 Tel (204) 889-9545 Sales Rep. Fred Crookes-St. Laurent, P.Q., Place Trans Canada, Suite 223-A. 7033 Trans Canadienne. Postal Code H4T 152 Tel (514) 337-1022 Sales Rep. Pierre St. Georges.

Audio: 8-tr., cassette. Praise Recs. of Canada Ltd., 6979 Curragh Ave. Burnaby, B.C. VSJ 4V6, Ter. (604) 438-8268 Gen Mgr. Paul Yaroshuk.

Audio: Cassette Brand name: Presonic

Presonic, see Praise Sony Of Canada Ltd., 1370 Sony Pt., Winnipeg Man. R3C 3C3 Tel (204) 284-7160 Pres. A.D. Cohen, VP. Sales B.E. Martin, Adv. Mgr.: D.G. William

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Audio: 8-tr. (40,45,80,90), cassette (60,90) Brand name: Dynapak. Superior Electronics Inc., 1330 Trans Canada

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Audio: Cassette Pan Canada Magnetos Ltd., 1972 Rangeview Ad Port Credit Ont LSE 1H3 Tel (416)

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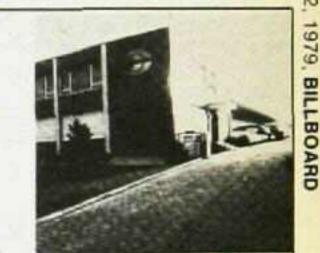
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Home office: USA Product On-cassette printers, high-speed & in-cassette duplicators. OC machines.

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Guesde, 92303 Lavallois, Tel: 739.33.22

Telex: 620445. Comm'l.Dir.: Robert Kaplan C N A I Fideound (Compagnie Nationale d'Applications Ind'lles), 19 Rue Coysevox, 75018 Paris. Tel. (01) 228.05.91, 229.24.61 Pres & Dir Gen Jean-Claude Theul-Chas-

accessories manufacturers

B A S F (Compagnie Francaise), 140 Rue Jules

Guesde, 92303 Lavallois TJ 739.33.22 Telex 620445 Commil Dir Robert Kaplan

Product: Leader & splicing tape
Delta Magnetics, 41 Quai des Martyres de la Pie sistance, 78700 Conflans. Tel: 972 69 81 Product: Needles (Stanton)

Ets Lavainne, 62 Rue des Desportes, 45200 Montargis, Tei (1538) 85 24 17 Gen. Mgr. M. Lavainne. Product: Cleaners, cloths & brushes.

Impregna Sarl., 167 Rt. de St. Leu, Epinay Sur Seine Tel (01) 822 64 32 Contact Jacques

Product: Anti-static record cleaning mate-

Ma-Co SarL, 10 Rue Malakoff, 92600 Asnieres. Tel: 793.37.83. Gen. Mgr. Ms. Benadon. Product: Cleaners, cloths & brushes, 45 rpm adapters, head cleaners 5 demagnetizers,

Mageco Electronic, 119 Rue du Dessous des Berges, 75013 Paris, Tel 583.65.19 Product Needles (Pickering)

Publison Audio Professional, 7-9 Rue Crespin du Gast, 75011 Paris. Tel: (01) 357.64.07 Dir. Peter Dean: Gen. Mgr.: Dany Dean. Product: Carrying & storage cases, catalog servs., head cleaners & demagnetizers, leader tape, splicing tape.

Pyral SA, 47 Rue de l'Echat, 94000 Creteil, Tel 207 48.90 Telex 230742 Chm Mr. Piani Gen Mgr. Claude Goudal Prod Mgr. Louis Delaistier: Comm'l Mgr.: Jean Bra-

Product: Leader & splicing tape:

Vogue MPP (Manufacture de Prod'ns Phonographiques) 84 Rue Maurice Grandcoing 93430 Villetaneuse Tel (01) 826.55.00 Cable VOGDISC Telex 620380 Pres Cesar Rossini. Product: 45 rpm adapters

store fixtures & merchandising aids manufacturers

Glory Impression Cartonnage, 7 Rue Louis Armand 92604 Asnieres Tel: 790 62 31 Pres & Dir Gen. Marcel Glory. Technical Mgr. Jacques Lesueur, Sales Mgr. Frederic Bus-

Product: Rec. browser boxes, divider cards. Vogue MPP (Manufacture de Prod'ns Phonographiques) 84 Aue Maurice Grandcoing 93430 Villetaneuse Tel (01) 826.55.00 Cable VOGDISC Telex 620380 Pres. Cesar Rossini Product: Display racks

playback/ recording equipment

Ampex Sart., 21 Rue du Dome, 92100 Boulogne Tel (01) 609.91.55. Telex. 250025. Mng Dir Michel Candeller, Audio Video Sales Mgr. B. Berthomier, Audio Sales Eng. C. Paquet. Cineco, 72 Av. des Champs-Elysees, 75008

Paris Tel: (01) 225 11 94 Audio: Ferrograph Enertec, PO Box 225, 296 Av. Napoleon Bona-

parte 92505 Rueil Malmaison Cedex Tet

Caryn Miron, errograph, see Cineco Harman-France, 33 Rue Mai de Lattre de Tassigny, 94120 Fontenay/Bois Tet (01) 876-1144. Audio: Teac Nagra, see Simplex Otari, see Redited

Philips SA, Ste. Portenseigne, 50 Rue Roger Salengro, Peripole 14, 94126 Fontenay-Sous-Bois Cedex Tel 676 11 33 Telex 280746 Mng Dir. Yves Tourel Sales Mgr. B. Montagnier, Adv. Mgr. Jean Louis Lecesve. Reditec, 27 Rue du Progres, 93107 Montreuil.

(01) 732 92 23 Teles: 2036 Ming Dir. R. Senechal; Sales Dir. J. Schwob, Adv. Mgr.

Tel 328.25.80 Telex 28823 Audio: Otari Revox, see Schaeffer, Riesser & Co. Schaeffer, Riesser & Co., 14 bis Rue Marbeut

75008 Paris. Tel: (01) 225.00.24

Audio: Revox Siemens SA, 39-47 Blvd d'Ornano, 93200 St. Denis Tel: 820.61.20

Simplex Electronique, 48 Blvd. Sebastopol, 75003 Paris Tel (01) 271-5330 Telex 230045 Cable SIMETRO Mng Dir C ALbustroff; Sales Mgrs.: C. Raimbault, G. Cot-

Audio: Nagra, Telefunken. Studer France, 12/14 Rue Desnouettes, 75015 Paris. Tel: (01) 533.58.58 Telex 204744 Mng Dir. O. Mikoska (Audio only)

Teac, see Harman-France Telefunken, see Simplex.

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services

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6900 Heidelberg 1 Tel (06221) 3-37-79 Telex (04) 61538 Cosmic News GmbH, PO Bax 850227, D-5000

Gologne 80 Tel: (0221) 68-25-74 Telex (08) 873445. Pres. Rolf Kaiser Branch: D-1000 Berlin 31, Wittelsbacherst

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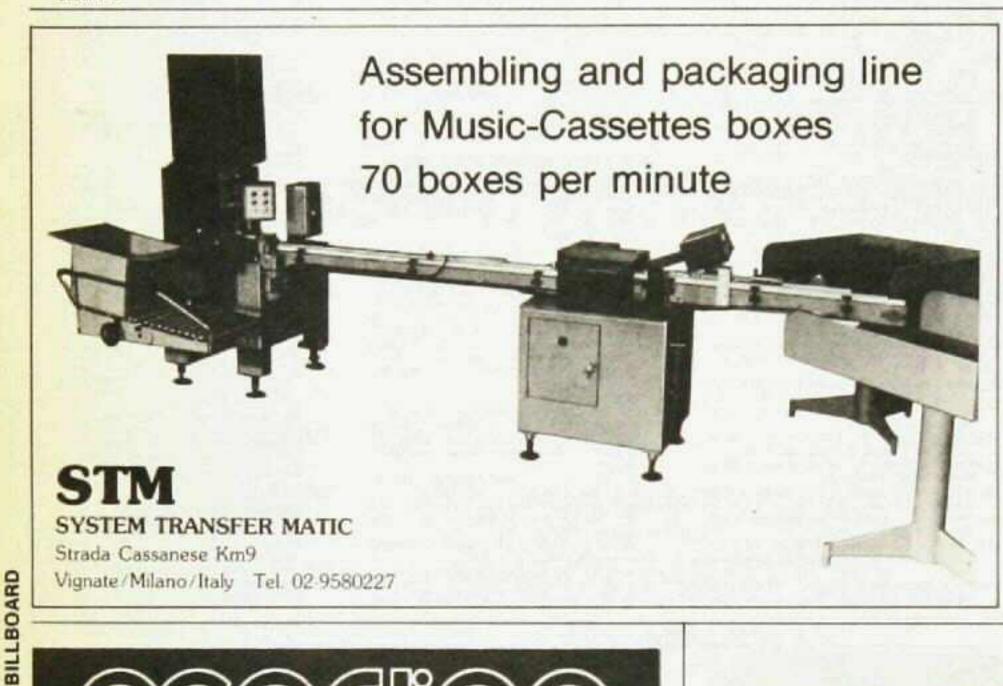
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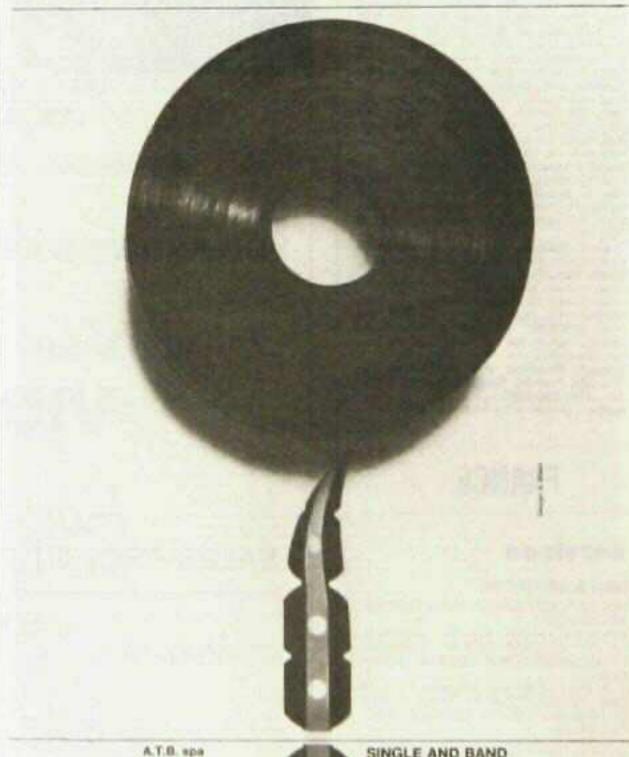
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Sonopress Gesellschaft fuer Tontraegerherstellung mbH. Carl Bertelsmannstr. 161, D-4830 Guetersloh. Tel. (05241) 831. Telex. 933822. Gen. Mgr. Dr. Uwe Swientek, Sales. Mgr. Heinz Kirchberg. Tempo (Schallplatten-Vertrieb) Meissner & Co.,

Rotwandstr. 16. D-8023 Pullach-Grosshesselche Tel (089) 79-42-86 Telex (05) 212035 Mng Dir Kurt Meissner Tonomatic Tontraeger GmbH, Schwabelstr. 2.

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M C S Music & Cassette Supply GmbH Lenzburgerstr 2, D-7890 Waldshut Tel (07751) 32-58 Gen Mgr Mario Taravella Audio: 8-tr. 8-tr. quadraphonic, cassette M D R (Magnetic Disc Rec'g) GmbH Germany

PO Box 140105, D-8500 Nuernberg, Tel. (0911) 63-64-08, (09122) 8-64-40. Telex (06) 23987, Dir. Erich Rabe, Sales Mgr. M. Rabe. (PKG-video only) Orchestrola GmbH, PO Box 186, Auf Dem Esch.

8, D-2840 Diephotz Tel (05441) 2293, 1812 Cable PALAS Telex (09) 41221 Gen & Sales Mgr. Rolf Neumann, Ass't Ingeborg Grossmann Audio: Cassette

Polyband Gesellschaft fuer Tontrager mbH & Co. KG, Sonnenstr. 20, D-8000 Munich 2. Tel. (089) 55-41-98, 59-41-00 Telex. 522636 POLY.

Audio: Cassette.

Video: %" cassette. %" cassette.

Polydor Int I GmbH, PO Box 1409, Podbielskistr 164, D-3000 Hanover 1, Tel. (0511) 69-68-1 Telex, 922807

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Rhenus Music Fuer Fernseh, Film & Musicproduktion mbH & Co. KG. Otto Hahnstr. D-5000 Cologne 50. Tel. (0221)

38-01-47 Telex 08881404 Gen Mgr. Karl-Heinz Muenchow

Dietrich Scharschmidt Studioausruestung Gernotstr 11, D-8000 Munich 40 Tet (089) 30-65-46 Cable PROSTUDIO Pres Dietrich Scharschmidt

Audio: Cassette, open reet.

Arthur Shishmanian Export-Import, Boeckmanstr. 15, D-2000 Hamburg 1, Tel. (040) 24-67.

Sonopress Gesellschaft füer Tüntraegerstellung mbH, Carl Berteismannstr. 161. D-4830 Guetersich Tet (05241)831. Telex 933822 Gen Mgr. Dr. Dwe Swientek Sales Mgr. Heinz Kirchberg. Audle: Cassette

Teldec Telefunken-Decca Schallplatten GmbH.
Heussweg 25. D-2000 Hamburg 19. Tel
(040) 40-19-1 Mrg. Dira. Gerhard Schulze.
Kurt Richter: Comm'l Opra. Dir. John L.
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Audio: Cassette.

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Audie: Cassette
Heinz Llim-Music & Promos , Voelkstr. 34, D8900 Augsburg. Tet (08202) 555 (0821) 5155-55 Cabler HELMMUSIC Dir Heinz Ulm
(PKG).

Audio: Cassette
W. D. Warren Co. KG, Im Steingrund S. D-6072
Dreieich-Buchschlag Tei (06103) 6-10-51
Cable WAMESCO Telex (04) 189391
Owner William-Dirk Warren, Exec. VP.
Eugene Elskens, VP. Sales. Helmut.
Rossmaler, VP.& Controller, Karl Schoon,
Video: '4" cassette, '9", EIAJ open reel

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C C M Kunststoffe GmbH, Schwarzwaldstr. 19. D-7893 Jestetten Tel. (07745) 75-08 Telex. 7921476 Pres. & Gen. Mgr. Peter K. Wirz. Audio: Cassette parts.

Magna Tontraeger Produktions GmbH, Juliusstr 10-11, D-1000 Berlin 44. Tel. (030) 684-4028. Telex. 183845. Dirs. Karl Moegsnang, Juergen Freidank. Audio: Compact cassette parts.

Dietrich Scharschmidt Studioausruestung, Gernotstr 11 D-8000 Munich 40 Tel (089) 30-65-46 Cable PROSTUDIO Pres Dietrich Scharschmidt Audio: All cassette parts

Arthur Shishmanian Export-Import, Boeckmanstr 15, D-2000 Hamburg 1, Tel (040) 24-67-74.

3 M Deutschland GmbH, Carl Schurzstr 1, D-404 Neuss 1, Tel (02101)141 Gen Mgr. Bo Ekman, Sales Mgr. Juergen Wagner

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Agla-Gevaert AG. D-5090 Leverkusen 1. Tel (02172) 30-48-83 Telex 8510871 Contact. Georg Rindfleisch Audio: Cassette, open reel

Amerindian, An Der Alte Muehle 9, D-5067 Wesseling-Berzdorf, Tel. (02232) 51780 Chief Exec. Ingrid Renate Roehre Audio Club, see Magna C. C. M. Kunststoffe GmbH, Schwarzwaldstr. 19,

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7921476 Pres & Gen Mgr. Peter K Wirz

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Scotch, see 3M
3M Deutschland GMbH, Carl Schurzstr. 1, D-404
Neuss 1, Tel. (02101) 141. Gen. Mgr. Bo.
Exman, Sales Mgr. Juergen Wagner.
Audio: 8-tr., cassette, open reel.

Brand names: Audio Club, Magna.

Dietrich Scharschmidt Studioausruestung.

Audio: 8-fr., cassette.

Audio: 8-tr., cassette.

Audio: Open reet

Dietrich Scharschmidt

Audio: Cassette

Brand name: MDA

Freidank.

Video: VCH

Strand Tel (04503) 38-49

M D A. see Dietrich Scharschmidt.

Eurotape, PO Box 233, D-2408 Timmendorfer

Magna Produktions GmbH, Juliusstr. 10-11, D-

1000 Berlin 44 Tel. (030) 884-4028 Telex

183845 Dirs. Karl Moegsnang, Juergen

Gernotstr 11, D-8000 Munich 40, Tel: (089)

30-65-46 Cable PROSTUDIO Pres

Video: Cartridge, cassette, open reel Brand name: Scotch

PROFESSIONAL TAPE SUPPLIES

Audio Magnetics GmbH, PO Box 10226. Dieselstr 13-15, D-6072 Dreieich Tel (06103) 37-06. Telex 417913. Product: Cassette duplication tape.

Dietrich Scharschmidt Studioausruestung. Gernotstr 11, D-8000 Munich 40, Tel (069) 30-65-46, Cable PROSTUDIO Pres. Dietrich Scharschmidt Audio: Heads

Brand name: Photovox-Vacodur.

TAPE, BLANK LOADED & RAW

Agfa-Gevaert AG, D-5090 Leverkusen 1 Tet (02172) 30-48-63 Telex 8510871 Contact Georg Rindfleisch

Audio: Cassette Video: 1" open reel, %" cassette

Brand names: Agta Agta Stereochrom. Agta Videochrom

Amerindian, An Der Alte Muehle 9, D-5067 Wesseling-Berzdorf Tel (02232) 51780. Chief Exec. Ingrid Renate Roehre (Blank only) Audio: Cassette, open reel.

Ampex Europa GmbH, Walter Kolbstr 9-11, D-6000 Frankfurt 70, Tet (0611) 60581 Telex 0413774 Gen Mgr E Sadeler Tape Sales Mgr B Schwartz, Video Sales Mgr L Nietsch, Audio Sales Mgr P Classen. Audio: Cassette, open reet

Brand name: Grand Master/20/20 + Video: Blank-2" open reel, 1" open reel, %" cassette, %" EIAJ open reel Audio Magnetics GmbH, PO Box 102226,

Diesetstr 13-15, D-6072 Dreieich 1 Tel (06103) 37-06 Telex 417913 (Also see Waltham) Audio: 8-tr., cassette, open reel B A S F Ag., Gottlieb-Daimlerstr, 10, D-6800

Mannheim 1 Tei (0521) 40081 Telex 462621 Chief Exec. H. Thurn, Gen. Mgr. H.J. Versemann, Sales Mgr. H.J. Seitz Audio: Cassette, open reel. Video: Blank-1" open reel. %" cassette.

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Cassetton, Wallensteinstr 22, D-8192
Geretsried 2 Tel (08171) 60840 Telex (05)
26331
Galaxy, see Toka

Grundig AG, Kurgartenstr. 37, 8510 Furth/Bay Tel. (0911) 70-31. Telex. (06) 23431. LDS (International Disc Servs.), PO Box 140105.

INTERNATIONAL

Stedlungsstr 22, D-8500 Nuernberg 14 Tel (09122) 8-64-40, (0911) 63-64-08 Telex (06) 23987 Gen. Mgr. Hans-Joactim Rabe, Sales Mgr. D. Stecher

Audio: Cassette Inter-Cassette Ltd. Poststr. 14, D-2000 Hamburg 36 Tel (040) 35-30-79 (Blank only) (Importer)

Home office: USA Int'l branch: Hong Kong Audio: Consette

Audio: 5-tr _ cassette

M C S Music & Cassette Supply GmbH, Lenzburgerstr 2, D-7890 Waldshut Tel (07751) 32-58 Gen Mgr Mario Taravella

Magna Tontraeger Produktions GmbH, Juliusstr 10-11, D-1000 Berlin 44 Tel (030) 684-4026 Telex 183645 Dirs Karl Moegsnang, Juergen Freidank Audio: Blank—cassette, open reel

Audio: Blank—cassette, open reel.
Video: Blank—N" cassette, N" EIAJ open reel, N" EIAJ cartridge

Maxell Europe SmbH, Stresemannstr 9, D-4000 Dusseldorf 1, Tel: (0211) 8-41-31, Telex: (06) 587288, Dir. A. Matsumoto, Ass't Dir. H. Hayashi

Home office: Japan Audio: Blank-8-tr. cassette, open reet, raw-8-tr. cassette

Video: Blank-%" cassette.

Memorex, see W.D. Warren. Orchestrola GmbH. PO Box 186

Orchestrola GmbH, PO Box 186, Auf Dem Esch 8, D-2840 Diepholz, Tel (05441) 2293, 1812 Cable, PALAS, Telex (09) 41221, Gen & Sales Mgr., Rolf Neumann, Ass't, Ingeborg Grossman Audio: Cassette

S.E.C.I. see Dietrich Schurschmidt.

Dietrich Scharschmidt Studioausruesfung. Gernotstr 11, D-8000 Munich 40 Tel (085) 30-65-46 Cable PROSTUDIO Pres Dietrich Scharschmidt

Audio: Cassette, open reel Video: 1" open reel, %" EtAJ open reel Brand name: SECI

Brand name: SECI. Scotch see 3M

Brand name: Scotch

Arthur Shishmanian Export-Import, Boeckmanstr. 15, 0-2000 Hamburg 1. Tel. (040) 24-67-74. (Blank only) Sony, see W.D. Warren.

T D K Electronics Europe GmbH, Georg Glock Str. 14, D-4000 Dusseldorf, Audio: Cassette 3 M Deutschland GmbH, Carl Schurzstr. 1, D-

404 Neuss 1 Tel. (02101) 141 Gen. Mgr. Bo Ekman, Sales Mgr. Juergen Wagner Audio: 8-tr. cassette, open reel Video: 1" open reel, 1" cartridge, %" cassette, %" EIAJ open reel, %" EIAJ cartridge

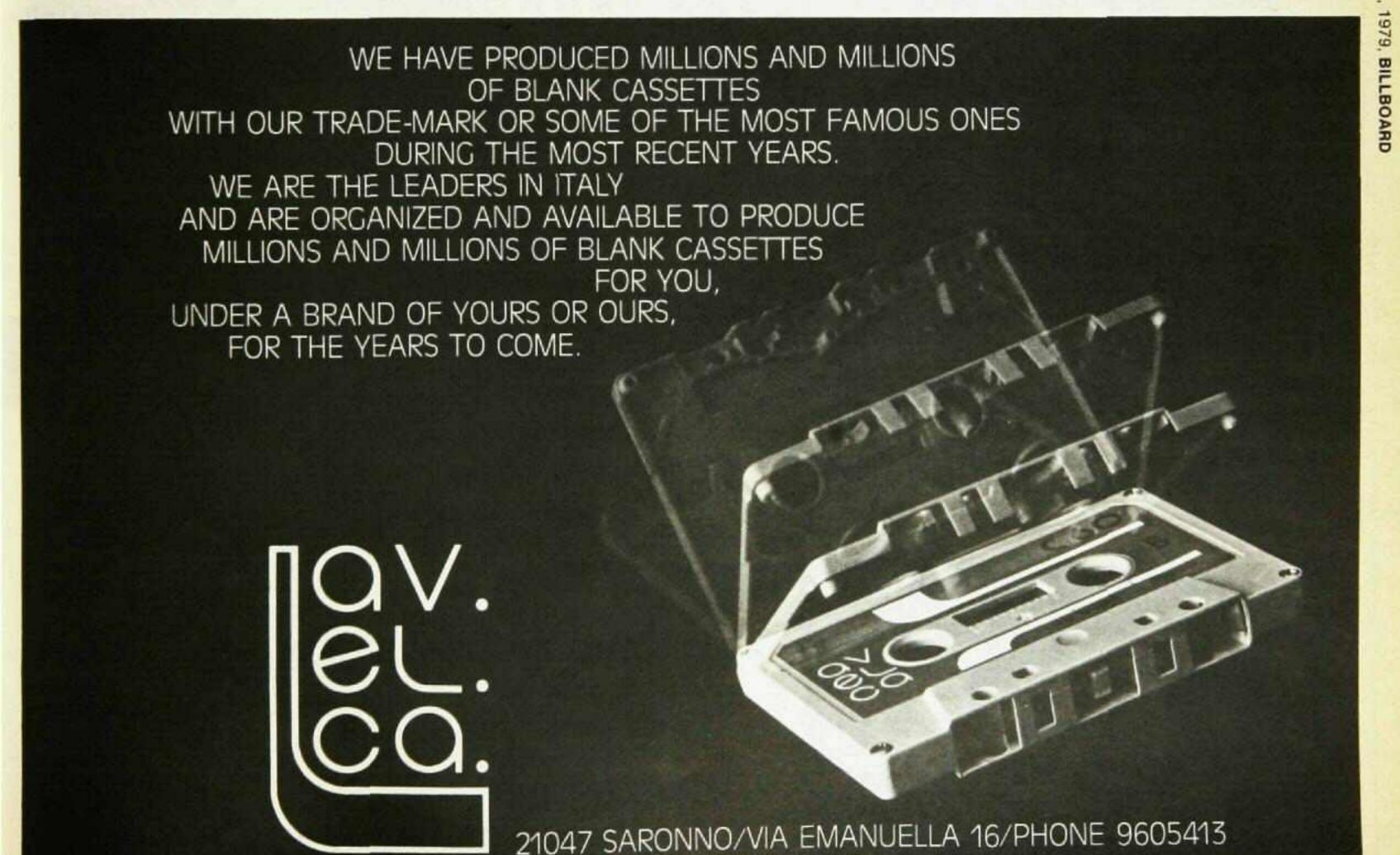
Toka Vertriebsgesellschaft mbH, Im Gaessle 13. D-7250 Leonberg 7. Tel. (0611) 73-20-71. Pres.: Hugo von Blumenthal. Audio: Cassette. Brand names: Galaxy, Toka.

Triad Musikverlag, Guentzelstr. 54, D-1000 Berlin 31. Tet. (030) 67-07-40. Chief Exec. Walter Ruff. Audio: Raw-cassette, open reel.

Video: Blank—" cassette
Waitham Electronics GmbH, Anzingerstr. 1, D8000 Munich 80
Audio: 8-tr., cassette, open reel.

MAY

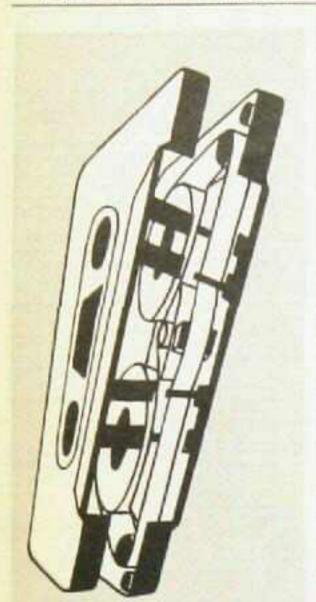
Brand name: Audio Magnetics



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INTERNATIONAL

W. D. Warren Co. KG, Im Steingrund 5, D-6072 Oreierch-Buchschlag Tel (06103) 6-10-51 Cable: WAMESCO Telex (04) 185391 Owner William-Dirk Warren, Exec. VP Eugene Elskens, VP Sales Helmut Rossmaler, VP & Controller, Karl Schoon



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Brand names: Memorex: Sony

Video: "\" cassette, "\" EIAJ open reel

TAPE DUPLICATING & PROCESSING EQUIPMENT

Agla-Gevaen AG, D-5090 Leverkusen 1 Tel (02172) 30-48-83 Telex 8510871 Contact Georg Rindfleisch. Audio: Calibration topes, cutter sets.

Asona, see Auris-Asona. Auvis-Asona KG, Stollbergstr. 7, D-8000 Munich 22 Tel (089) 22-50-57 Cable ASONA Telex (05) 22084 Dir. All Kunrzeder, Gen. Mgr. Horst Koffmane

Audio: Turnkey cassette duplicating plants. Brand name: Asona

Bellaphon Recs GmbH & Co KG Mainzer Landstr. 87-69, D-5000 Frankfurt. Tet. (061) 23-08-01 Telex (04) 16046 Pres Branko Zivanovic, Sales Mgr. Wolfgang Sattler Technical Dir. Helmut Schmilewski. Machi, see Dietrich Scharschmidt.

Magna Tontraeger Prod ns GmbH, Juliusstr. 10. 11. D-1000 Berlin 44 Tet (030) 684-4028 Telex 183845 Dirs Karl Moegsnang Jurgen Freidank

Audio: Cassette equip Dietrich Scharschmidt Studioausruestung Gernotstr. 11, D-8000 Munich 40, Tel. (089) 30-65-46 Cable PROSTUDIO Pres Dietrich Scharschmidt.

Audio: Cassette screwing machines Brand name: Machi

3 M Deutschland GmbH, Carl Schurzstr 1, D-404 Neuss 1, Tel (02101) 141, Gen. Mgr. Bo. Ekman, Sales Mgr., Juergen Wagner, Audio: Cassette duplicators Brand name: Wollensak

Eberhard Vollmer, Schillerstr. 7, D-7310 Plochingen N. Tel. (07153) 2-10-04. Cable: VOLLMERWERK Gen Mgr & Eng. Etierhard Vollmer, Sales Mgr. Ms. I Marcon

Wolfensak, See 3M.

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Magna Tontraeger Produktions GmbH Juliusate 10 11 D-1000 Berlin 44 Tel (030) 68-44-028 Telex 183845 Dira Karl Moegsnang, Juergen Freidank

accessories manufacturers

Agfa-Gevaert AG, D-5090 Leverkusen 1 Tel (02172) 30-48-63. Telex 8510871. Contact. Georg Rindfleisch Product: Head cleaners, leader & splicing

Amerindian, An Der Alte Muehle 9, D-5067 Wesseling-Berzdorf, Tel. (02232) 51780 Chief Exec Ingrid Renate Roehre Product: Record & tape catalog servs. cleaners, cloths & brushes, needles, leader & splicing tape.

Ampex Europa GmbH, Walter Kolbstr. 9-11, D-5000 Frankfurt 70. Tel: (0511) 60581. Telex 0413774 Gen Mgr. E. Sadeler, Tape Sales Mgr. B. Schwartz, Video Sales Mgr. L. Nietsch, Audio Sales Mgr. P. Classen Product: Head cleaners, demagnetizers. Bellaphon Recs, GmbH & Co., KG, Mainzer

Landstr. 87-89, D-6000 Frankfurt. Tel. (061) 23-08-01 Telex (04) 16046 Pres Branko Zwanovic: Sales Mgr. Wolfgang Sattler Product: Record & tape carrying & storage cases, catalog servs, cleaners, cloths, brushes, 45 RPM adapters, head cleaners, demagnetizers, needles, leader & splicing I D S (International Disc Servs.), PO Box 140105,

Siedlungsstr. 22, D-8500 Nuernberg 14, Tel. (09122) 8-64-40 (0911) 63-64-06 Telex Sales Mgr. D. Stecher

Product: Splicing tape. Inter-Cassette Ltd., Poststr. 14, D-2000 Hamburg 36 Tel (040) 35-30-79 Home office: USA

Int'l branch: Hong Kong. Product: Record cleaners, head cleaners, 971217 Mng Dirs G Deja Dr M Galer record sweep arms.

D. Kretz (Automaten-Serv.), Sofienstr. 179, D-7500 Karlsruhe 1 Tel (0721) 55-56-60, 59-07-20 Pres Diethelm Kretz, Sales Mgr. Gertrud Drost.

Product: Carrying & storage cases. cleaners, cloths, brushes, head cleaners, demagnetizers, needles Magna Tontraeger Produktions GmbH.

684-4028 Telex 183845 Dirs. Karl Moegsnung, Juergen Freidank Product Tape carrying & storage cases, catalog servs, head cleaners, demagnetizers, leader & splicing tape

Juliusstr. 10-11, D-1000 Berlin 44. Tel. (030)

Maxell Europe GmbH. Stresemannstr. 9, D-4000 Dusseldorf 1 Tel (0211) 8-41-31 Telex. (08) 587288 Dw. A. Matsumoto, Ass't Dw.

H. Hayashi Home office: Japan Product: Head cleaners.

C. Melchers & Co., Schlachte 39-40, D-2800 Bremen Tel (9421) 316-9323 Product: Cartridges & needles Brand name: Pickering

Orchestrola GmbH, PO Box 186, Auf Dem Esch 8. D-2840 Diephotz. Tef (05441) 2293, 1812. Cable PALAS Telex (09) 41221 Gen & Sales Mgr. Rolf Neumann, Ass't, Ingeborg

Product: Carrying & storage cases. cleaners, cloths, brushes, 45 rpm adaptors, head cleaners & demagnetizers. Pickering, see C. Melchers

Dietrich Scharschmidt Studioausruestung Gernotstr 11, D-8000 Munich 40, Tel. (089) 30 65 46 Cable PROSTUDIO Pres Dietrich Scharschmidt

Product: Head cleaners & demagnetizers,

Schweizer Design Eurosale GmbH, Koenigsweg 3. D-4973 Viotho, Tel. (05733) 50-41. Telex. 971217 Mng Dirs G Deja Dr M Galer Product: Carrying & storage cases, cleaners, cloths, brushes, head cleaners & demagnetizers

Stanton, see Teledyne. Teac Tonband-Anlagen-Vertriebs GmbH. Egerstr 2, D-6200 Wiesbaden-Erbenheim Tel (06121) 742-25 Tele: (04) 186159 Pres. Katsuma Tani. Gen. & Sales Mgr. Haruo Onda

Product: Head cleaners & demagnetizers: Teledyne Acoustic Research, Burgstr. 6-8, D-6200 Wiesbaden Tel (06121) 3-91-71 Product: Needles (Stanton)

3 M Deutschland GmbH, Carl Schurzstr. 1, D-404 Neuss 1. Tel (02101) 141. Gen. Mgr. Bo. Ekman, Sales Mgr., Juergen Wagner Product: Leader & splicing tape

W. D. Warren Co. KG, Im Steingrund 5, D-6072 Dreieich-Buchschlag Tel (06103) 6-10-51 Cable WAMESCO Telex (04) 185391 Owner William-Dirk Warren, Exec VP Eugene Elskens, VP Sales Helmut Rossmaier, VP & Controller, Karl Schoon Product: Tape carrying & storage cases.

store fixtures & merchandising manufacturers

Amerindian, An Der Alte Muehle 9, D-5067 Wesseling-Berzdorf, Tel. (02232) 51780 Chief Exec Ingrid Renate Roehre Product: Record display racks & divider

Bellaphon Recs GmbH & Co. KG. Mainzer Landstr. 87-89, D-6000 Frankfurt, Tel. (061) 23-08-01 Telex (04) 16046 Pres Branko Zivanovic, Sales Mgr., Wolfgang Sattler. Product: Browser boxes, display racks,

D. Kretz (Automaten-Serv.), Sofienstr. 179, D-7500 Karlsrufie 1. Tel. (0721) 55-56-60, 59-07-20 Pres Diethelm Kretz Sales Mgr. Gertrud Drost

Product: Display racks Schweizer Design Eurosale GmbH, Koenigsweg 3. D-4973 Viotho Tel: (05733) 50-41 Telex

Product: Browser boxes, displey racks 3 M Deutschland GmbH, Carl Schögstr 1, D-404 Neuss 1 Tet (02101) 141 Ger Mer. Re. Ekman, Sales Mgr. Juergen Wagner Product: Display racks

W D Warren Co KG, Im Steingrund 5, D-6072 Dreleich-Buchschlag Tel (06103) 6-10-51 Cable WAMESCO Telex (04) 185391 Owner: William-Dirk Warren, Exec. VP Eugene Elskens, VP Sales: Helmut Rossmaler, VP & Controller, Karl Schoon, Product: Display racks

playback/ recording equipment

A E G-Telefunken, Energie & Nachrichtentechnik, Buecklestr 1-5, D-7750 Konstanz Tel (7531) 86-24-60 Cable TELEFUNKEN KONSTANZ Telex 733233 Gen Mgr Dr Gillmann, Sales Mgr. Mr. Hermann Audio: Magnetophon, Telefunken

A S A Musik Vertrieb GmbH, Friedrichstr. 40, D-6000 Frankfurt/Main. Tel. (0611) 72-78-72 Brand names: SMS, Susi B

Aiwa, see W.D. Warren. Akai, see W.D. Warren

Ampex Europa GmbH, Walter Kolbstr 9-11, D-6000 Frankfurt 70, Tel: (0611) 60581 Telex (04) 13774 Ming Dir. E Sadeler, Tape Sales Mgr. 8 Schwartz, Video Sales Mgr. L. Nietschi, Audio Sales Mgr.: P. Classen; Adv. Mgr. G. Rosin.

Audio Club, see Magna Audiolive-Schoenbohm, Kyffhaeuserstr, 10 A. D-5000 Cologne † Tel (0221) 23-09-10 Mng. Dir., K.C. Schoenbohm

R. Barth, Elektronik & Akustik KG, Grillparzerstr 6a, D-2000 Hamburg 76 Tel (040) 229-8883 Telex 212095 Pres & Gen Mgr Ruediger Barth, VP. Hartwig K. Puetz. Robert Bosch GmbH Geschaeftsbereich Fern-

sehahlagen, Robert Bosch Str. 7, D-6100 Darmstadt Tel (06151) 8081 Cable FERN-SEH DARMSTADT Telex 419256 Mng Dir. Otto R. Oechsner, Sales Mgrs. Hans. J. Goeller, Ulrich P. Heimes, Broadcast Equip Prod. Mgr. Hermann K.J. Zickbauer Video: Bosch Fernseh

Denon, see Nippon Columbia E M I Voxson GmbH. Aachenerstr. 312. D-5000

Cologne 41 Grundig AG, Kurgartenstr. 37, D-8510 Fuerth Tet. (0911) 7031. Telex. (06) 23431. Mng. Dir. Max Grundig, Adv. Mgr., Mr. Siegert, Press Officer: Halmut Reichel

I D S (International Disc Serv.), Nuemberger Leithe 11, D-854 Schwabach 7, Tel. (0911) 64-96-44 Telex 623987 Mng Dir. H. Rabe. Sales Mgr. Mr. Ruff Audio: IDS Video: MDR

M.C.I., see R. Barth. M D R, see IDS.

Magna Produktions GmbH, Juliusstr. 10-11; D-1000 Berlin 44 Tel (030) 684-4028 Telex 183845 Gen Mgr. Juergen Freidank. Audio: Audio Club, Magna Video: Magna

Magnetophon, see AEG-Telefunken Nippon Columbia Co. Ltd., Kaufmannshans 1. Zimmer 126, D-2000 Hamburg 36 Brand name: Denon

S.E.C.I. see Dietrich Scharschmidt.

S M S. see ASA Dietrich Scharschmidt Studioausruestung, Gernotstr. 11, D-6000 Munich 40, Tel. (089) 30-65-46 Cable PROSTUDIO Pres Dietrich Scharschmidt.

Audio & Video: SECI Sony, see W.D. Warren. Susi 8, see ASA

Teac Tonband-Anlagen-Vertriebs GmbH Egerstr. 2, D-6200 Wiesbaden-Erbenheim Tel. (06121) 7-42-25. Telex. (04) 186159. Pres. & Sales Mgr. Haruo Onda. Audio: Teac (Japan)

Teldec (TED), Heussweg 25, D-2000 Hamburg

Telefunken, see AEG-Telefunken

3 M Deutschland GmbH, Carl Schurzstr. 1, D-

404 Neura 1 Tel (02154) 141 (Audio & Video) W. D. Warren Os. 110, Im Steingrund 5, D-6072 Dreieich-Buchschlag Tel (06103) 5-10-51 Cable WAMESCO Telex (04) 185391 Pres William-Dirk Warren, Audio Sales Mgr. R. Frantz, Video Sales Mgr. K. Beer Audio: Alwa, Akai

Video: Sony (Japan) Konrad Wolf Musikproduktion, Alte Dorfstr. 22 D-2000 Hamburg 65. Tel. (040) 605-2333.

ITALY

services

DESIGN & ARTWORK

C G D-Messaggerie Musicali SpA, Via Quintiliano 40, 20138 Milan Tel (02) 50.84. Cable CIGIDISC. Telex. 35063. Pres. Ladislao. Sugar, Mng. Dirs. Piero Sugar, Franco Crepax, Exec. VP's: Gluseppe Giannini, Sandro Delor, Comm'l Mgr. Roberto Guerrazzi Sales Mgr. Romano Razzini. Promo Mgr. Johnny Porta:

Branches: Ban. Bologna, Catania, Flor-ence, Naples, Padus, Pescara, Rome, Turin Mario Convertino, Via Giovannino dei Grassi 3. Milan: Tel: (02) 808 716

Durium SpA, Via Manzoni 40/42, Milan Tel: (02) 701 703 Telex 25564 Pres & Mng Dir Krikor Mintangian; Chief Admin'r Giulio Galimberti, Sales Mgr.: Amleto Silvestri

Gianni Greguoli, Via Vincenzo Monti 77, Milan Tel: (92) 498-9467. Ass't: Luca Greguoli Tel. (06) 678-4949 Telex 52319 (Record

L E M (Lavorazione Nastro Magnetico) SpA, Via G.b. de La Salle 4/A, 20132 Milan Tel (02) 256.9998 Gen Mgr Roberto Arnold (Tape only) Sciascia SaS (Ed.), Via Giacomo Brodolini,

20089 Rozzano (Milan) Tel: (02) 825-8041 Pres. Armando Sciascia; Gen. & Sales Mgr. Sergio Sciascia Luciano Tallarini. Via Washington 25, 20146

Milan Tel: (02) 804 908 Chief Exec Luciano Tatlanni.

PRINTERS & LITHOGRAPHERS

C G D-Messaggerie Musicali SpA, Via Quinti-liano 40, 20138 Milan, Tel: (02) 50.84. Cable CIGIDISC Telex: 35063 Pres: Ladislao Sugar, Mng. Dirs. Piero Sugar, Franco Crepax Exec VP's Gluseppe Giannini, Sandro Delor: Comm'i Mgr.: Roberto Guerrazzi Sales Mgr.: Romano Razzini, Promo Mgr. Johnny Porta Branches: Bari, Bologna, Catania, Flor-

ence, Naples, Padua, Pescara, Rome, Turin. Ecofina Srt., Via Leopardi 8, 20123 Milan, Tel (02) 869-0121, 806.125, Telex: 32473, Chief Exec.: Mourad Sabet: Factory: Via Monviso 21 Tel (02) 314 765

G T E (General Tape Equip) SrL, Via Ragusa 8. Milan. Tel: (02) 589.8065. Telex: 25046 Gen. Mgr. Ottaviano Clerici Bagozzi (tape

I O (International Org.), Vic. Borbhetto 20, Rome. Tel: (06) 678-4949. Telex: 62319. I R I (Industrie Riunite Italiane) Srt., Via Vespo-

late 22, 27030 Confienza (Pavia), Tel: (0384) 64.054 L E M (Lavorazione Nastro Magnetico) SpA, Via G.B. Battista de La Salle 4/A, 20132 Milan. Tel: (02) 256.9998. Gen. Mgr.: Roberto Ar-

noid. (Tape only) RIFF Rec. Co. SpA. Corso Buenos Aires 77. 20124 Milan. Tel. (02) 273 641 Mng. Dir. & Gen. Mgr. Giovanni Battista Ansoldi

Sciascia SaS (Ed.), Via Giacomo Brodolini, 20089 Rozzano (Milan), Tel. (02) 825-8041 Pres. Armando Sciascia, Gen. & Sales Mgr. Sergio Sciascia.

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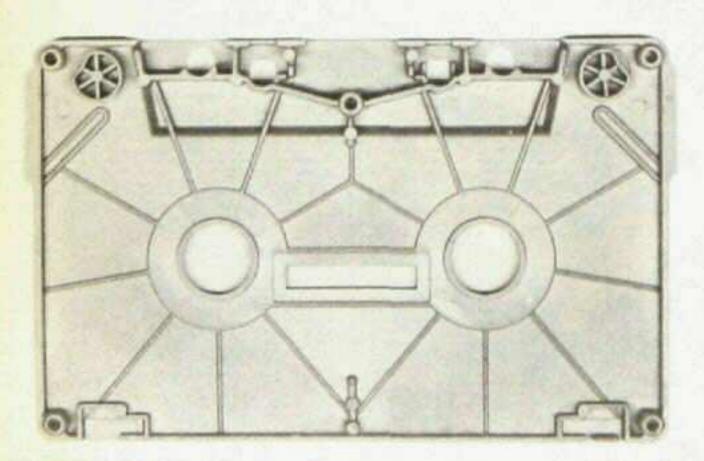
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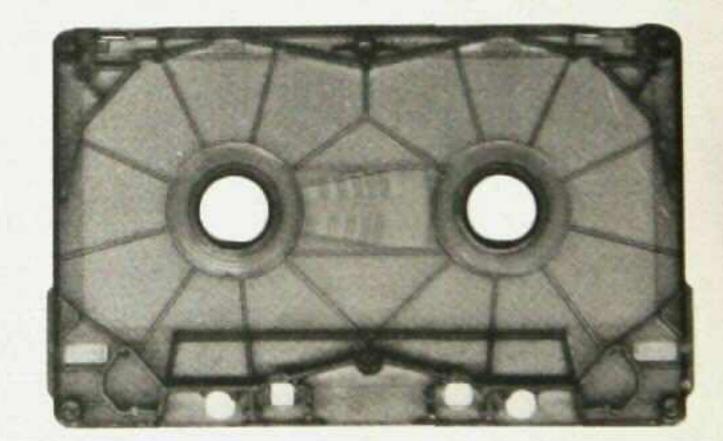
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Ambrosio Discografica SaS, Via Brasile 13, 20090 Limito di Pioltello (Milan) Tel (02)

Branch: 20121 Milan, Via San Paolo 15. Tel (02) 865.678 Audio: 8-tr., cassette.

Ampes Italiana SpA, Via Riccardo Gigante 4. Rome, Tel. (00396) 546 991. Cable. AMPEX ROME Telex 61492 Mng Dir Riccardo Crippa Sales Mgr Domenico Rossi Home office: USA

Audio: 8-tr., cassette Ariston Srt., Via Massimo Gorki 21, Strada Zwido 20098 San Giuliano (Milan). Tel. (02) 984-6974 Telex 35466 Pres Alfredo Rossi, Factory Mgr. Carlo Barbareschi. Sales Mgr. Riccardo Benini, Int'l Mgr. Graham Johnson (Audio only) (PKG) Branch: 00195 Rome, Via Cantore 17. Tel

(06) 386 259 Audio: 8-tr., cassette. Aveica Srt., Via Emanuella 16, 21047 Saronno. Tel (02) 960 5413. Admin r & Gen Mgr Sergio Moretti, Sales Mgr. Ambrogio Campanan (PKG)

Audio: Cassette Avelca Video Rec. SpA, Via Lumiere 4, 20093 Cologno Monzese (Milan) Tel (02) 253:2524 Telex: 26502 Ming Dir & Gen. Mgr. Luciano Podifii, Mktg. Mgr. Ambrogio Campanari. (PKG). Audio: 8-tr. cassette

Video: 1" open reel, 1" cartridge, %" U-matic, 'h" ElAJ cartridge

C G D-Messaggerie Musicali SpA, Via Quintiliano 40, 20138 Milan Tel (02) 50.84 Cable CIGIDISC Telex 35063 Pres Ladislao Sugar, Mng Dirs. Piero Sugar, Franco Crepax, Exec VP's Giuseppe Giannini, Sandro Delor, Comm'i Mgr. Roberto Guerrazzi, Sales Mgr. Romano Razzini Promo Mgr. Johnny Porta (PKG) Branches: Bari, Bologna, Catania Florence Naples, Padua, Pescara, Rome. Audio: 8-tr cassette

Cinevox Rec. SpA, Via Romeo Romei 15, Rome Tel (06) 311 280, 311 870

Branch: Mitan, Via Borgogna 7, Tel. (02)

Ducale Ind Musicali SpA, Via Per Cadrezzate 5 21020 Brebbia (Varese) Tel (0332) 770 784 189 Teles 380231 Cable DUCALEMUSIC Pres & Gen. Mgr. Davide Matalon (PKG) Audio: 6-tr. 8-tr. quadraphonic, cassette.

Duplimatic Srt. Via Natale Battaglia 4, 20127

Milun Tel (02) 281 226 Gen Mgr Guido Mezzadra, Sales Mgr. Enrico Mezzadra Audio: 5-tr., 8-tr. quadraphonic, cassette. open reel quadraphonic

Duplo Magnetic, Via Leida 8, 37100 Verona. Tel (045) 504 491 Audio: 8-tr., 8-tr. quadraphonic, cassette.

open reel, open reel guadraphonic Durema (Duplicazioni Registrazioni Magnetiche) SpA. Via Imperia 28, 20142 Milan. Tel. (02). 843 7344 0740, Mng Dir., Gen. & Sales Mgr. Dr. Claudio Occhiena, Technical Mgr. Paolo Maggiolini (PKG)

Audio: 8-tr. cassette open reel. Video: 1" open reel, %" cassette, %" EIAJ open reel, '5" cassette

Dunum SpA, Via Manzoni 40/42, Milan, Tel. (02) 701 703 Telex 25564 Pres & Mng Dir. Krikor Mintangian, Chief Admin'r Giulio Galimberti, Sales Mgr. Amleto Silvestri

Audio: 8-tr., 8-tr. quadraphonic, cassette EM I Italiana SpA, Viale dell'Oceano Pacifico 46 00144 Rome Tel (06) 592 0751. Cable EMIGRAM ROMA, Telex, 613208, Ming, Dir. John L. Bush, Vice Mng. Dir. Vittorio Magnoli, Sales Mgr. Nerio Alunni Audio: 8-tr_ cassette

Ecofina Srt., Via Leopardi B. 20123 Milan. Tel (02) 669 0121 Telex 32473 Chief Exec Mourad Sabet Factory: Via Monviso 21. Tel

Audio: 8-tr_ 8-tr_ quadraphonic, cassette. open reel open reel quadraphonic Exhibo Italiana Srt., Via F. Frisi 22, 20052 Monza Tel (039) 360.021 Cable EXHIBOMI Telex 25315 Pres F Anguissola d Altoe Prod Mgr G Granito Adv Mgr L Portiri Branch: Rome, Via P Emilio 7 Tel. (06)

Audio: 8-tr., cassette. Fiven, Via Di Bandecca B. Galleria Giusti, Vecchiano (Pisa): Tel. (050) 868.079.

318.026 Contact S Bertoli

Audio: Cassette, open reel Font-Cetra SpA, Via Giuseppe Meda 45, 20141 Milan Tel (02) 843 2551 Cable FONITCETRA Pres. Giuseppe Piccione. VP: Georgio Agosti: Gen & Sales Mgr. Mano Zanoletti

Genca (General Cassette) SaS, Via Don Minzoni 16, 20061 Carugate (Milan). Tel. (02) 904-8815 Telex. 31371, 37607.

Audio: 8-tr., 8-tr. quadraphonic cassette I A F (International Audio Film SaS di Ravelli Clementa & Fedeli Ornella), Via Zara 129, 25100 Brescia Tel (030) 293 128, 41379

Audio: E-tr_ cassette. I R I (Industrie Riunite Italiane) SrL. Via Vespolate 22, 27030 Contienza (Paira) Tel (0384) 54 054

Audio: 8-tr., cassette. LEM (Lavorazione Nastro Magnetico) SpA, Via G.B. Battista de La Salle 4/A, 20132 Milan. Tel (02) 256.9998 Gen Mgr. Roberto Armoldi (PKG) Audio: 8-tr., cassette

M D A SrL. Via San Giuseppe 137, 21047 Saronno Tel (02) 962-0914 Telex 380426 Gen Mgr. Pinuccia Grassi Audio: 8-tr., cassette

Manplast SrL. Via G. Di Vittorio 307/6, 20099 Sesto San Giovanni (Milan). Tel. (02) 248-

Audio: 8-tr., cassette. Phonoster SpA, Via G. Rossini, 20067 Tribiano (Milan), Tel (02) 90 64 646

Phonotype Rec. Srt., Via Enrico de Mannis 4. 80134 Naples, Tel. (081) 206 642, 205 873 Chief Exec. Vincenzo Esposito: Gen. Mgr. Fernando Esposito, Sales Mgr. Roberto Esposito Audio: 6-tr., cassette.

R C A SpA. San Alessandro 7, Rome Tel (06) 43.561 Telex 61428 Pres Giuseppe Omato Gen Mgr Ennio Mellis Sales Mgr Luciano Bernacchi

Home office: USA Revival Srt., Via Privata Denti 17, 22051 Bellano (Como) Tel (0341) 821 250 Audio: 8-tr., cassette.

Ricordi SpA (Dischi) Via Barietta 11, 20141 Milan Tel (02) 539-2392. Admin. Mgr. Giuseppe Maurelli Audio: Cassette

Ri-Fi Rec Co. SpA. Corso Buenos Aires 77, 20124 Milan Tel (02) 273 641 Mng Dir & Gen. Mgr.: Giovanni Battista Ansoldi.

Saar Srt. Via Gramsci 4, 20016 Pero (Milan) Tel 353-0573/0564 Pres. Walter Gurtler, Mgr Luigi Maurizio

Audio: Casse &

Sciascia SaS (Ed.), Via Giacomo Brodolini

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Settimo Milanese (Milan) Tel (02) 328-Audio: All parts. Fraem (Società Individuale di Gantam Cesaro). 2366 2337 Mng Dir Francesco de Paola Via Niccodemi 5, 20154 Milan. Tel: (02) 367.093. Gen. Mgr.: Cesare Gaetans. Audio: 8-tr., 8-tr. quadraphonic cassette

Genca (General Cassette) SaS, Don Minzoni 16, 20061 Carugate (Milan) Tel (02) 904-8815 Telex 31371 37607 Audio: Hubs & rollers.

L.E.M.(Lavorazione Nastro Magnetico) SpA, Via. G.B. de La Salle 4 A, 20132 Milan. Tel. (02) 256-9998 Gen Mgr. Roberto Amoldi

M D A SrL, Via San Giuseppe 137, 21047 Saronno Tel (02) 962-0914 Telex 380426. Gen. Mgr. Pinuccia Grassi.

Neumannacustic di Roberto Beppato, Via G. Spontini 3, 20131 Milan. Tel. (02) 228 120. 276.893 Cable: BEPPATOMIL Owner Roberto Beppato, Sales Mgr. David

Branch: 00143 Rome, Via G. Armellini 31 Tel: (06) 591-4609. Contact: Livio Argentini. Brand name: Audio Devices

Nuova SIAT (Societa Italiana Articoli Tecnici) Srt. Via dell'Orto 21, 21047 Saronno (Varese) Tel (02) 960-7485/7450 Cable NSIAT Telex 334502 Mng Dir Edoardo

Sonorex Tape SpA, Via Bonfadina 14, Cazzago San Martino (Brescia). Tel. (030) 725-382. Telex 30826 Chief Exec Dr. Giuseppe Zani, Sales Mgr. Italo Capoferri.

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A T B SpA, Via Palmiro Togliatti 30, 20030 Senago (Milan) Tel (02) 998-9976 Cable ATHUSENAGO Telox 36479 Mng Dir. Abramo Bordignon

Alfapolymer Srt., Via Lamarmora 33, Milan, Tel. (02) 546-6986

Audio: C-O cassettes Ampex Italiena SpA, Via Riccardo Gigante 4, Home Tol (00396) 546 991 Cable AMPEX ROME Telex 61492 Mrig Dir Riccardo Crippa, Sales Mgr. Domenico Rossi,

Home office: USA Audio: 8-fr. cassette, open reel. Video: 2", 1", 3", 5" open reel. 5" cassette, 5" Beta cassette.

Brand names: Ampex, Shamrock Audio Devices, see Neumannacustic

Aveica Srt. V Emanuella 16, Saronno Tet (02) 960 5413 Mng Dir & Gen. Mgr. Sergio Moretti. Audio: 8-tr., cassette

Bresolin Corrado, Via XXV Aprile 205, 20092 Cinisello Balsamo (Milan). Tel. (02): 618-8064 Pres. Corrado Bresolin. Audio: 8-tr_ cassette.

Ducale Ind. Musicali SpA, Via Per Cadrezzate 5, 21020 Brebbia (Varese) Tel (0332) 770.784/189 Cable DUCALEMUSIC BREBBIA (VARESE), Telex 380231 Pres & Gen Mgr Davide Matalon.

Fraem (Societa Individuale di Gaetani Cesare), Via Niccodemi 5, 20154 Milan Tel (02) 367 693 Gen Mgr Cesare Gaetani G T E (General Tape Equip) SrL, Via dei Cybo 4,

INTERNATIONAL

20127 Milan: Tell (02) 689-8065 Telex 25046 Gen Myr. Ottaviano Clerici Bagozzi

Audio: 6-tr., cassette. Genca (General Cassette) SaS, Via Don Minzoni 16, 20061 Carugate (Milan) Tet (02) 904-8815 Telex 31371, 37607

Audio: Cassette Brand name: King Sound King Sound, see Genca.

L E M (Lavorazione Nastro Magnetico) SpA, Via G B de La Salle 4/A, 20132 Milan Tel (02) 256-9998 Gen Mgr. Roberto Arnoldi M D A Srl., Via San Giuseppe 137, 21047

Saronno Tel (02) 952-0914 Telex 380426

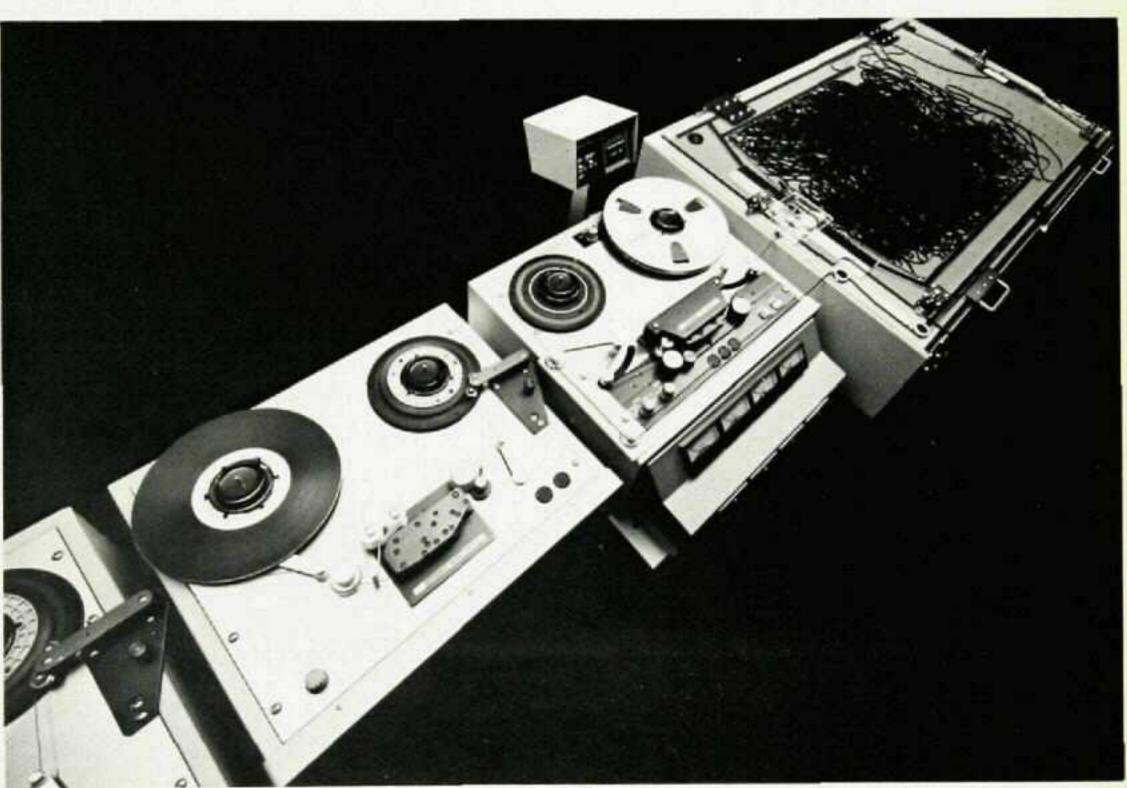
Gen Mgr. Pinuccia Grassi. Audio: 8-tr., cassette Neumannacustic di Roberto Beppato, Via G Spontini 3, 20131 Milan Tel (02) 228 120, 276 893 Cable BEPPATOMIL Owner Roberto Beppato, Sales Mgr. David

Butterworth Branch: 00143 Rome, Via G. Armellini 31 Tel: (06) 591-4609. Contact: Livio Argentini.

Brand name: Audio Devices Nuova SIAT (Societa Italiana Articoli Tecnici) Srt., Via dell'Orto 21, 21047 Saronno (Varese) Tel (02) 960-7485/7450 Cable: NSIAT: Telex: 334502 Mng Dir Edoardo

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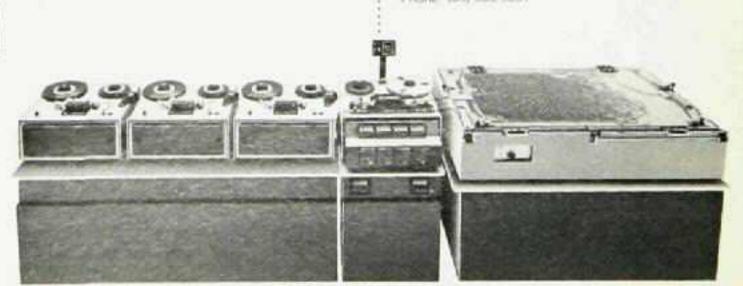
The 16:1 system is specially designed for medium-scale cassette duplicating. Up to 300 C-30s, for instance. Thanks to the latest full-modular concept, it meets your specific need exactly and economically.

Name your master. Reel-to-reel or bin-loop up to 1,800 ft. Half or quarter inch. And name your production format and scale. Two or four tracks. We deliver the full-industrial system with the 60/120 ips two-speed master reproducer featuring centralized automatic control of slaves up to five units. That means you can have the tailored system best suited to your production plan. Not too large, not too small. With room for economical upgrade.

Hundreds of heavy-duty applications have proven its economy, productivity and reliability as well as easy operation and sheer professional performance for the highest sound reproduction quality. For the full story about the DP-1010, ask anyone who owns it, or get in contact with us.

981 Industrial Fload, San Carlos, California 94070. Phone: (415) 593 1648

Japan: Otari Electric Co. Ltd. 4:29:18 Minami: Ogikubo: Suginami-ku, Tokyo 167. Phone (03) 333 9631



SIAT, see Nuova Shamrock, see Ampex

Sonorex SpA, Via Bontadina 14, 25046 Carde pa San Martino (Brescia) Tel (030) 725 382 Telex 30826 Pres Guseppe Zani, Sales Mgr. Italo Capolerii. Audio: li-tr. cassette

Start Inc., Corso Garibaidi, No. 120, 20030 Seveso (Milan) Tel (0362) 508 701 Telex 312080 Pres Mario Colombo: Gen Mgr. Dr. Dario De Benedetti, Sales Mgr. Dr. Luigi

Audio: Cassette & library boxes Brand names: Comp-Ray, Techno-Ray Techno-Ray, see Start

PROFESSIONAL TAPE SUPPLIES

Agta-Gevaert SpA, Viale de Gasperi, 20151 Mi. lan Tel (02) 30 741 Telex 37182 Chief Exec Benito Chiucchini Sales Mgr. Giorgio Dordoni

Product: Broadcast & studio tape, magnetic film, video tape & cassette, cassette bulk Brand name: Agfit Videochrom.

TAPE, BLANK LOADED & RAW

Agta-Gevaert SpA, Viale de Gasperi, 20157 Milan Tel (02) 30 741 Telex 37182 Chies Exec Benito Chiucchini, Sales Mgr Giorgio Dordoni Audio: Cassette, open reel

Video: Cassette, 2" open reel, 1" open reel Brand names: Agta Carat. Agta. Stereochrom

Ampex Italiana SpA. Via Riccardo Gigante 4. Rome Tel: (00396) 546 991 Cable: AMPEX ROME Telex 61492 Mng Dir Riccardo Crippa Sales Mgr. Domenico Rossi Home office: USA Audio: 8 tr., cassette, open seet.

Video: Blank-2" quad. 1" open reel. " cassette, " EtAJ open reel to" Beta cassette. Audio Devices, see Neumannacustic

Audio Magnetics, see Melchioni Avelca SrL. V. Emanuella 16, Saronno Tel (02) 960-5413 3248 Mrig Dir & Gen Mgr. Sergio Moretti. Audio: 8-tr. cassette

BASF, see SASEA

Bresolin Corrado, Via XXV Aprile 205, 20092 Cinisello Batsamo (Milan). Tel. (02) 618-8064 Pres Corrado Bresolin (Blank only) Audio: 8-tr., cassette.

C G D-Messaggerie Musicali SpA, Via Quintiliano 40, 20138 Milan Tel (02) 50 84 Cable CIGIDISC Telex 35063 Pres Ladislao Sugar Mng Dirs Piero Sugar Franco Crepax, Exec VP's Giuseppe Giannini, Sandro Delor, Comm'i Mgr Robert Guerrazzi, Sales Mgr., Romano Razzini, Promo Mgr. Johnny Porta (Blank

Branches: Bari, Bologna, Catania, Florence, Naples, Padua, Pescara, Rome, Audio: Cassette.

Diamante, see Start Duplimatic Srt. Via Natale Battaglia 4, 20127 Milan Tel (02) 281 225 Gen Mgr Guido Mezzadra Sales Mgr Enrico Mezzadra Audio: 8-tr., cassette, open reel.

E M E C SpA, Via Baracchini 10, 20122 Milan. Tel (02) 863 849 (Importer-blank only) Audio: Cassette Brand name: Memorex.

BOA

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Ecofina SrL, Via Leopardi 8, 20123 Milan Tel-(02) 869-0121, 806-125. Telex 32473. Chief Exec Mourad Sabet Factory: Via Monviso 21 Tel (02) 314 765 (Blank only) Audio: Cassette Ellepielle Srt., Viale San Gimagnano 11, 20146

Milan Tel (02) 418 315 (Blank only) Audio: 8-tr., cassette

Fraem (Società Individuale di Gaetani Cesare) Via Niccodemi 5, 20156 Milan Tel (02) 367 693 Gen Mgr Cesare Gaetani (Blank Audio: 8-fr., cassette, open reel

G T E (General Tape Equip.) Srt. Via Ragusa 8. 20127 Milan. Tel. 689-8065. Telex. 25046 Gen Mgr. Ottaviano Clerici Bagozzi (Blank

Audio: 8-tr. cassette. Gilberto Gaudi SpA. Corso di Porta Nuova 48 20121 Milan. Tel. (02) 664 981, 655 272 (Importer-blank only) Audio: Cassette, open reel Brand name: TDK

Genca (General Cassette) 5a5, Via Don Minzoni 16, 20061 Carugate (Milan) Tel (02) 904-8815 Telex 31371 37607 (Blank only) Audio: 8-tr., cassette.

LEM (Lavorazione Nastro Magnetico) SpA. Via G B de La Salle 4/A, 20132 Milan, Tel (02) 255-9998 Gen Mgr. Roberto Arnoldi Audio: 8-tr., cassette, open reel.

M D A Cassettes Srt. Via San Giuseppe 137 21047 Saronno Tel (02) 962-0914 Gen Mgr. Pinuccia Grassi. Audia: 8-tr., cassette

Melchioni SpA, Via P. Coletta 37, 20135 Milan. Tel (02) 57.94 Telex 320321 Pres. Mario Melchioni, Gen. Mgr. Aurelio Reali Audio: 8-tr _ cassette_open reel

Brand name: Audio Magnetics Memorek, see EMEC Neumannacustic di Roberto Beppato, Via G. Spontini 3, 20131 Milan. Tel. (02) 228 120 276 893. Cable BEPPATOMIL Owner

Roberto Beppalo, Sales Mgr. David Butterworth. Branch: 00143 Rome, Via G. Armellini 31. Tel: (06) 591-4609: Contact Livio Argentini Audio: 6-tr_ cassette_open reel Brand name: Audio Devices

Nuova SIAT (Societa Italiana Articoli Tecnici) 5rL. Via dell'Orto 21, 21047 Saronno (Varese) Tel: (02) 960-7485-7450. Cable NSIAT Telex 334502 Mng Dir Edoardo Berietton (Blank only) Audio: 8-tr., cassette.

Panarecord SpA, Via Cimarosa 4, 20144 Milan Tel (02) 430 045, 485 609 Pres. Sergio De. Gennaro VP Mario Paroletti

Branch: Bologna, Disco Express, Via Barberia 13. Tel: (051):276 697 Audio: Cassette

Video: " cassette SASEA (Societa Aniline Solventi & Affini) Spa. Via Vincenzo da Seregno 40-48, 20161 Milan Tel (02) 64 08 Telex 37257 Sales Mgr. Claudio Barlucchi Home office: Germany, BASE

Audio: 8-tr cassette Brand name: BASE S.E.C.I (Societa Elettrorecnica Chimica Haliana)

SpA, Via G.B. Griess 97, 20157 Milan Tel 102) 355-5146. Cubia: SELECHIMIT Telev. 321269 Gen Mgr. Roberto Sanzone: Salos Mar. Nexotay Karadjo? Author 6-11 Killsoffs, open rend

The same SMA Secret Tall Vallentages of Section of

Brand marrie Vision T.D.K. lett Gebyets Groot

Street Sunt & Street May 18 Sunt St. Video 7 A 1 open real, N/ Casselle N/ caspette 1.º ETAJ open reet Brand name: Scotch

Dr. David Da Borner L. L. C.

TAPE DUPLICATING & PROCESSING EQUIPMENT

A E.G. Telefunken SipA, Via Pirelli 12, 20124 Mitan Tel (02)61798 Cable AEGITAL Telex 310473 Pres. Dr. M. Bortolussi, Gen. Mgr. Dr. B. Lenzi, Sales Mgr. A. Bosco Audio: Duplicators & winders Brand name: Telefunken.

Ampex Italiana SpA, Via Riccardo Gigante 4, Rome Tel (00396) 546 991 Cable AMPEX ROME Telex 61492 Mng Dir. Riccardo Crippa, Sales Mgr. Domenico Rossii Home affice: USA

Audio: Duplicutors Audio Prods. Int I, Via Spontini 3, 20131 Milan. Tel (0039) 222 8120 Cable BEPPATOMIL Owner Beppato Roberto Gen Mgr. G Munato: Sales Mgr. David Butterworth: (Audio

Brand name: Studer Ducale Ind. Musicali SpA, Via Per Cadrezzate 5: 21020 Brebbia (Varese) Tel (0332) 770.784 189 Cable DUCALEMUSIC BREBBIA (VARESE) Telex 380231 Pres & Gen Mgr. Davide Matalon (Audio only)

Exhibo Italiana Srt., Via F. Frisi 22, 20052 Monza Tel (039) 350 021 Cable EXHIBOMI Telex 25315 Pres F Anguissola d'Altoe, Prod Mgr. G Granito Adv Mgr. L Portiri Branch: Rome, Via P Emilio 7 Tel (06) 318 026 Contact 5 Bertoli Audio: Duplicators Brand name: Otari

Fraem (Società Individuale di Gaetani Cesare). Via Niccodemi 5, 20156 Milan Tel (02) 367 693 Gen. Mgr. Cesare Gaetani Audio: Assembling & winding equip-

GTE (General Tape Equip.) Srt. Via Ragusa 8. 20127 Milan Tel 689-8065 Telex 25046 Gen. Mgr. Ottaviano Clerici Bogazzio Audio: Automatic, semi-automatic & manual tape winders, ultra high speed duplicators. automatic cassette assemblers & automatic cassette screwdriver.

M D A SrL, Via San Giuseppe 137, 21047 Saronno Tel (02) 962.0914. Gen Mgr. Pinuccia Grassi (Audio only) Audio: Processing equip

M I P (Music Industry Prods) Srl., Corso di Porta Vittoria 31, Milan Tel (0332) 770 784. 770 169 Telex 38231 Contact D Matalon. Audio: Fully automatic cassette assembly equip.

Neumannacustic de Roberto Beppato. Via G Spontini 3, 20131 Milan, Tel. (02) 228 120. 276 893 Cable BEPPATOMIL Owner Roberto Beppato, Sales Mgr. David Butterworth.

Branch: 00143 Rome, Via G. Armellini 31 Tel (96) 591-4609 Contact Livio Argentini Audio: Duplicators, winders Otari, see Exhibo Italiana

Roje Telecomunicazioni SpA, Via Sant' Anata-Ione 15, 20147 Milan Tel (02) 415 4141 Cable TELEROJE Telex 332202

Siemens (Societa Italiana Telecomunicazioni) Piazzale Zavattari 12, 20149 Milan, Tel. (02) 4388, Cable, AUSOSIEMENS, Telex, 39015 Sonorex Tape SpA, Via Bontadina 14, Cazzago San Martino (Brescia) Tel. (030) 725 382 Telex 30826 Chief Exec Dr Giuseppe Zani, Sales Mgr., Italo Capoterni, Studer, see Audio Prods

Sumat Srt., Via San Giuseppe 137, Saronno (Varese) Tel (02) 962-0915 Gen Mgr. Roberto Macchi (Manufacturer: Importer) Audio: Automatic cassette winders, tools. TTL (Tape Technology Lab.) di Rizza Attitio. Via

Pirandello 4 A. 20144 Milan. Tel. (02) 469-5213, 498-4371 Pres. Attilio Rizza Audio: Cassette winders Tapematic, Via Unione 13, 20050 Mezzago (Mitan) Tel (039) 692 359 Dir Luciano Pe-

rego, Technical Mgr. Giovanni Brignani Audio: Tailoring machines w loaders Telefunken, see AEG-Telefunken. 3 M Italia SpA, Milano San Felice (Segrate) Tel (02) 75 451 Telex 31275 31159 Mng Dir

T Skoog Sales & Mktg Mgr. M. Bianchi Audio: Cassette copiers, visual sync, equip. Brand name: Wollensak Telefunken, see AEG-Telefunken. Wolfensak, see 3M

TAPE PACKAGING & LABELING **EQUIPMENT & SUPPLIES**

Ecofina SrL. Via Leopardi 8 20123 Milan Tel (02) 869-0121; 806-125 Telex 32473. Chief Exec. Mourad Sabet. Product Boxing machines

Brand name: Ponzone & Vico. G T E (General Tape Equip) SrL. Via Ragusa 8. 20127 Milan. Tel: 689 8065, 376 4171 Product: Automatic cassette labeling & boxing machines

M D A SrL. Via San Giuseppe 137, 21047 Saronno Tel (02) 962-0914 Telex 380426 Gen Mgr. Pinuccia Grassi Ponzone, see Ecolina

Start Ltd. Corso Ganbaldi. No. 120, 20030 Seveso (Milan) Tel (0362) 508 701 Teles 312080 Pres. Mano Colombo Gen. Mgr. Dr. Dario De Benedetti: Sales Mgr. Dr. Luigi. Cane Product 8-tr. A cassettes library cases.

Brand name: Comp-Ray, Techno-Ray Sumat Srt. Via San Gruseppe 137, 21047 Saronno Tel (02) 962-0915 Gen Mgr. Roberto Macchi (Manufacturer, Importer) Product: Cassette & cartridge plastic shelves pressing machines, boxes pressing machines, cassettes-into-boxes automatic importions

Tapematic: Via Unione 13, 20050 Mezzago (Milar) Tel (039) 692 359 Dir Luciano Perego Technical Mgr. Giovanni Brignani. (Audio only)

Product Boxing & labeling machines Vico see Ecotina

accessories manufacturers

Agta-Gevaert SpA. Viale de Giespen. 20151 Milan Tel (02) 30 741 Telex 37182 Chief Exec Benito Chiucchini, Sales Mgr. Giorgio Dordoni

Product Fread Cleaners demagnotizers leader & splicing tape.

Altapolymer Set., Via Lamarmora 33, Milan, Tel. (02) 546-6906 Product: Carrying & storage cases, head

constants & demangrations the Rainba tod. Via thecards capante 4.

Traduct livedles (Ortotan) ameda di Caselle 63, 10040 Lenni 1916 4941 (Importer)

Product Norther (Pickering) WHILLIAM SER NEC Francis 16 Saronno Tel (02) Admin's & Gen. Mgr. Sergio

Marrielle Sales Mgr. Ambrogio

Product Deshers, croffie & srushes Bresown Corrado, via XXV Aprile 205, 20092 Circustic Barcamo (Milan) Tel (02) 618-8064 Pres. Corrado Bressio

Product: Tape carrying & storage cases, head cleaners & demagnetizers

Centro Leader Hi-Fi, Via J. Paima 5, 20146 Milan Tel (02) 408-2458 (Importer) Product: Record brush & cleaner (Decca).

anti-static gun (Zerostat) Codea Sri., Via G.B. Carta 36, Milan Tel: (62) 256-3189 (Importer) Product: Cleaners: cloths & brushes

(Metrosquind). D B D. Via Grovanni XXIII 33, 50040 Settimello di Calenzano (Florence), Tel. (055) 887-7464. Product: Record cleaner & brush Decca, see Centro Leader

Ducale ind Musicali SpA, Via Per Cadrezzate 5. 21020 Brebbia (Varese) Tel (0332) 770 784 189 Telex 382031 Pres & Gen Mgr. Davide Matalon

Product: Leader & splicing tape. (O (International Org.), Vic. Borghetto 20, Rome Tel (06) 578-4949. Telex: 62319

Product: Record carrying & storage cases. tape catalog servs cleaners cloths. brushes, 45 rpm adapters, needles, leader & splicing tape.

Dust Jockey, see Musica Diffusione Gilberto Gaudi SpA, Corso di Porta Nuova 48 20121 Milan, Tel. (02) 664 981, 655 272 (Importer) Product: Record cleaner (Sound Guard).

mendles (Sansur) Kenital, Via Guercino 8, Milan, Omportera Product: Needles (Kerwood)

Kenwood, see Kenital L.E.M.(Lavorazione Nastro Magnetico) SpA, Via G.B. de La Salle 4: A. 20132 Milan Tel (02) 256-9998 Gen. Mgr. Roberto Arnoldi Product: Leader & splicing tape

M D A SrL. Via San Gluseppe 137, 21047 Saronno Tel (02) 962-0914 Telex 380426 Gen Mgr. Pinuccia Grassi Product: Head cleaners & demagnetizers, cassette testers, cassette tools & moulds

tape certifiers Metrosound, see Codea Musica Diffusione. Via Del Gambero 30, 00187 Rome.

Product: Record cleaner & brush (Dust Jockey), anti-static furntable mat. N T C s.a.s. di Giuseppe Gianani & Co., Via Montebello 27, Milan Tel. (02) 65 98 181. 63 27 17 Cable NETICI Mng Dir Giuseppe Gianani, Gen Mgr Carlo Ferrario (Importer)

Product: Needles (Audio-Technica) Net-franic, see Phonola

Ortofon, see Audel Pickering see Audio

Phonogram SpA, Via Borgogna 2, 20122 Milan Tel (02)796 541 Cable COMINFON Telex (843) 26140 Mng Dir & Gen Mgr. Alain C. Product: Catalog servs, cleaners, cloths &

Phonola, Via Montenapoleone 10, 20121 Milan. Tel (02) 708 781

Product: Record brush (Net-tranic) S E C I (Societa Elettrofecnica Chimica Italiana) SpA. Via G.B. Grassi 97, 20157 Mitan. Tel. (02) 355-5146 Cable SELECHIMIT Telex: 331269 Gen Mgr. Roberto Sanzone Sales Mgr. Nikolay Karadjov

Product: Head cleaners, leader tape Saar Srt. Viale di Porta Vercellina 14, 20123 Milan Tel 469-6251 Pres: Walter Gurtler: Sales Mgr Sergio Balloni Product: Catalog servs

Sansui, see Gilberto Gaudi Siemens SpA (Società Italiana Telecomunicazione), Via A Canova 19 A Milan Tel (02) 43.88 (Importer) Audio: Needles (Stanton)

Sonorex Tape SpA, Via Bontadina 14, Cazzago San Martino (Brescia) Tel (030) 725 382 Telex 30826 Chief Exec Or Giuseppe Zam, Sales Mgr., Italo Capotern. Product: Head cleaners & demagnetizers. eader tape.

Sound Guard, see Gilberto Gaudi

Stanton, see Siemens. Start Inc. Corso Ganbald No 120, 20030 Seveso (Milan) Tel (0362) 508 701 Telex 33080 Pres. Mano Colombo, Gen. Mgr. Dr. Dario De Benedetti: Sales Mgr. Dr. Lugi Carie

Product: Head cleaners & demagnetizers Sumat SrL. Via San Gluseppe 137, 21047 Saronno Tel (02) 962-0915 Telex 380426

Gen Mgr. Roberto Macchi Product: Head cleaners & demagnetizers 3 M Italia SpA, Milano San Felice (Segrate) Tel-(02) 75 451 Telex 31275 31159 Mng Dir Skoog Sales & Mktg. Mgr. M. Bianchi Product: Carrying & storage cases, catalog. servs head cleaners, demagnetizers, leader & splicing tape

store fixtures & merchandising aids manufacturers

Zerostat, see Centro Leader

Affapolymer Srt. Via Lamarmora 33 Milan Tel. (02) 546-6986 Product: Display racks

Phonogram SpA, Via Bergogna 2, 20122 Milan Tel (02) 796 541 Cable COMINFON Telex (843) 26140 Ming Dir & Gen Mgr. Alain C. Trossat

Product: Browser boxes, display racks Saar Srt. Viale di Porta Vercellina 14, 20123 Milan Tel 469-6251 Pres. Watter Gurtler. Sales Mgr. Sergio Balloni Product: Browser boxes, display racks.

playback/ recording equipment

A.E.G. Telefunken SipA. Via Pretti 12: 20124 Mi-Ian Tel (02) 61798 Cable AEGITAL Telex 314073 Pres Dr. M. Bortolussi, Gen. Dir. B. Lenzi, Sales Mgr. A. Bosco. Audio: Tolofankeri Alpage, see Socofin Ampeix Haliana SpA, Via Riccardo Gigante 4.

ROME Telex 61492 Mng Dir Riccardo Crippa, Tiales Mgr.: Domenico Rossi. Audio & Video: Amperi (USA) Aveles Sit V. Emanuella 16 Saronio Tel.

Romo Tol (00395) 546991 Cable AMPEX

9015413 Ming Dr. & Gen. Mgr. Single Tell (1009) Dec Color Color Extracolar Tellas

333315 Mng Dir. G. Granito: Sale, Mgr. L. Porfiri. Branch: Rome, Via P Emilio I Tel 9961 318026 Contact S Bertoli

Audio: Otari, Stellavox Grundig Italiana SpA, 38015 Lavis-Trento. Audio: Grundig (Germany) Linear Italiana SpA, Via Arbe 50, 20125 Milan

Audio: Teac M.C.I., see Roje Magnetofoni Castelli, see Remco. Mincom-Wollensak, see 3M. Nikko, see Socofin Otari, see Exhibo.

Philips SpA Sistemi Audio Video, Viale F. Testi 327, 20162 Milan Tel 64 45 (Audio 8 Video)

Remco Italiana SpA, 20060 San Pedrino di Vignate: Tet: (02) 956041. Audio: Magnetotoni Castelli, Remco.

Roje Telecomunicazioni SpA. Via Sant Anata-Jone 15, 20147 Milan Tel: (02) 415:41:41 Audio: MCI

Socofin Divisione Elettronica, Sala dei Longobardi 2, 20121 Milan, Tel (02) 89 81 20 Mng Dir. V.I. Totah, Sales Mgr. E.M. Sassoon. Adv. Mgr. R. Totah Audio: Alpage, Crown, Nikko, Tecsonic

Stellavox, see Exhibo Studer Raliana, Via G. Spontini 3, 20131 Milan Tel (02) 228 120 Cable BEPPATOMIL Telex 32402 Gen Mgrs. Roberto Beppato Walter Conti. Sales Mgr. David Bufferworth Audio: Studer (Switzerland)

Teac, see Linear. Tecagnic see Socotin Telefunken see AEG-Telefunken

3 M Italia SpA, Milano San Felice (Segrate) Tel (92) 75 451. Telex. 31275, 31159. Mng. Dir. T. Skoog Sales & Mktg. Mgr. M. Bianchi. Audio: Mincom-Wollensak

Japan

services

DESIGN & ARTWORK

P.C.C.(KK), Shibuya Central Bidg., SF, 3-14 Udagawa cho Shibuya ku Tokyo Tei (03) 464-6045 Pres. Jyosuke Matsumoto

Teichiku Recs. Co. Ltd., 1-2 Nighi-Shimbashi, Minato-ku, Tokyo 105, Tel. (03) 502-7213 Pres. Shigeji Nanko, Gen. Mgr. Johiro. Kinoue Sales Mgr. Minori Ozaki Toyo Kasei Co. Ltd. 2-5-5 Hirakawa-cho, Chi-

yoda ku, Tokyo 102 Tel (03) 264-3041 (Record only)

PRINTER & LITHOGRAPHER

Toyo Kasei Co. Lfd., 2-5-5 Hirakawa-cho, Chiyoda-ku. Tokyo 102. Tel (03) 264-3041 (Record only)

TAPE CUSTOM DUPLICATORS

Apollon Music Ind I Corp., 1-5 Wakabu-cho, Shinjuku-ku, Tokyo 160 Tel (03) 353-0191 C B S Sony Recs Inc. 156-2 Alkawa, Ohigawacho Shida-gun Shizuoka-ken 421-02 Tel (05462) 2-1321 Pres. Nono Ohga Rep. Exec Mng Dir Tokio Sasaki Audio: 8-tr. cassette.

Eastern Sun Ents Co Ltd. Hirasawa Bldg. 34 Kotohira-cho, Shiba, Minato-ku, Tokyo 105 Tel (03) 501-0344. Cable EMPSUNMU-SERV

Audio: 8-tr. 8-tr quadraphonic cassette. open reet Pony Inc. World Trade Center Bidg. 24F, 2-4-1

Hamamatsu-cho, Minafo-ku, Tokyo 105. Tel (03) 435-4925 T B S Serv. Co. Ltd., 5-3-50 Akasaka, Minato-ku. Tokyo 107 Tet (03) 584-7351 Audio: 8-tr., cassette

Video: 17 open reel T D K Electronics Co. Ltd., 13-1 Nihonbashi Tchome. Chuo-ku, Takya 103. Tel. (03) 278-5111 Pres Fukujiro Sono Gen Mgr. Shohachi Okiyama, Sales Mgr. Bud Barger. Audio: 8-tr., cassette, open reel.

Video: "4" cassette, "5" EIAJ open reel 16" ElAJ carridge 1, VHS & Beta cassene Teichiku Recs Co Ltd. 1-2 Nishi-Shimbashi, Minato-ku, Tokyo 105, Tel. (03) 502-7213. Pres Shigeli Nanko Gen Mgr ichiro Kinoue, Sales Mgr., Minori Ozaki Audio: 8-tr. 8-tr. guadraphonic & cassette.

Victor Co. of Japan Ltd. 4-1 Nihonbashi, Honcha Chuo-ku Tokyo 103 Tel (03) 241-7811 Cable VICTOREXPORT TOXYO Telex: 26222 Int'l branches: Canada, England, USA (all

Audio: 6-fr 8-fr quadraphonic cassette. open reel, open reel quadraphonic Video: 1" open reel

supplies

CARTRIDGE & CASSETTE PARTS

Magnadyne Corp.: Royal Higashi Azabu Bidg. 2-23 Higashi Azabu, Minato-ku, Tokyo 106 Tet (03) 583-8335 Home office USA

EMPTY CARTRIDGES. CASSETTES & REELS

Magnadyne Corp. Royal Higashi Azabu Bidg. 2-23 Higashi Azabu Minato-ku, Tokyo 106 Tel (UJ) 583-8335 Home office: USA

Audio: 8-tr Sany Corp. PO Box 10. Airport PO. Tokyo 149. 6-7-35 Kita-Shinagawa, Shinagawa Au Tokyo 141 Ter (03) 448-2111 Int'l branches: Brazil Canada England. Germany, Greece, Hong Kong, Panama. Singapore, South Africa, Switzerland, USA

Audio & Video: Reeis. PROFESSIONAL TAPE SUPPLIES

Namile Precision Jewel Co. Ltd., 3-8-22 Adachi-No. Tokyo 123 Tell (03) 919-0101 Pres. Kazu Namiki, Sales Mgr. M. Shimizu: Ass. t. Sales Mgr. H. Narita Int'l branch: LISA Product: Magnetic tape heads.

cho, Chuo-ku, Tokyo 103 Tel (03) 241-7811 Cable VICTOREXPORT TOKYO Tatlers 26227 Inf'i branches; Canada, England, USA (all

Victor Co. Of Japan Ltd. 4-1 Nibonbash-Hon-

Audio: Test tape, heads, splicing & editing Brand name JVC

TAPE, BLANK LOADED & RAW

BASF Japan Ltd. Tozan Bldg. 4-9 Ninonbashi-Hancho, Chuo-ku, Tokyo 103 Tel (03) 270-1461 Telex 2222130 Pres Dr Cantzler Div Mgr. H. Kreuels, Sales Mgr. K. Suzuki, Adv. Mgr. D. Herzer

Audio: Blank-Cassette, open met rawcassette Video: Blank - 1" open reel, "4" cassette.

Foii Photo Film Co. Ltd., 2-26-30, Nishi-Azabu 2chome Minato-ku Tokyo 106 Tel (03) 406-

open reel, 55" EIAJ cartridge.

2409 Telex 24306 Pres Kasuo Hirata; Sales Mgr. Junichi Takahari, Adv. Mgr. Shoto Magneta Int'l branches: England, Germany, USA

Audio: 8-tr., cassette, open reel. Video: 1" open reel, %" cassette, %" EIAJ open reel % EIAJ cartridge Brand name: Fujifilm Hitachi Maxell Ltd. Ginza Toho Seimei Bidg. 3-3-1 Ginza Chuo-ku, Tokyo 104 Tel (03)

567-6221 Cable MAXELLELEC Int'l Dept Mgr. Ken Kakurai, Sales Mgr. Tom Inque. Ass I Sales Mgr. Bob Fujiwara (Blank only) int'i branches: Germany, Hong Kong, Kuwait, Singapore, USA.

Audio: 8-tr. cassette, open reel. Video: "" cassette, "" EIAJ open reet, "" EIAJ cartridge, "" VHS cassette

J V C. see Victor Magnadyne Corp., Royal Higashi Azabu Bidg. 2-Tel (03) 583-8335 (Blank only)

Matsushita Electric Ind'l Co. Ltd., PO Box 51. Osaka Central 530-91, 1006 Oaza Kadoma. Kadonia-city 571. Tel. (06) 908-1121. Cable MATSUDEN MORIGUCHI Telex 63426 Pres. Toshihiko Yamashita (Blank only)

Audio: Cassette, open reel. Video: %" cassette, %" EIAJ open reet, %" EIAJ cartridge, %" VHS cassette, %" VX

Maxell, see Hitachi.

Dir Toshio Kikutsogi Audio: Cassette, open reel.

Tokyo 141 Tel (03) 448-2111 (Blank only) Int'l branches: Brazil Canada, England, Germany Greece Hong Kong Panama Singapore South Africa, Switzerland USA Audio: 8-tr., cassette, open reel

open real. W Beta cassette Sumitomo 3M Ltd. 3M Bldg. 2-33-1 Tamagawa-

tr., cassette & open mei. Video: 1" open reel. " catsette: " ElAJ open reel. Brand name: Scotch.

Int'I branches: UK, USA Audio: 8-tr., cassette, open reet. Video: %" cassette, "1" EIAJ open reet, "1"

Telex 26222 Int'l branches: Canada, England, USA (all

TAPE DUPLICATING EQUIPMENT

Magnadyne Corp. Royal Higashi Azabu Bidg. 2-23 Higashi Azabu, Minato-ku, Tokyo 106. Tel. (03) 583-8335

Kadoma-city 571. Tel. (06) 906-1121. Cable. MATSUDEN MORIGUCHI. Telex: 63426 Pres Toshinko Yamashita

Brand name: National Panasonic Otan Electric Co. Ltd. 4-29-15 Minami Dgikubo. Suginami-ku, Tokyo 167 Tet (03) 333-9631 Cable OTARIDENKI Telex 26604 Pres.

Audio: High speed tape duplicators (8x, 16x, 32x, 64x), rewinders.

Sony Corp. PO Box 10. Airport PO. Tokyo 148. 6-7-35 Kita-Shinagawa Shinagawa-ku. Tokyo 141 Tel (03) 445-2111 Int'l branches: Brazil Canada, England Germany, Greece, Hong Kong, Panama. Singapore South Africa Switzerland USA

Audio & Video: Duplicators. TAPE PACKAGING & LABELING

Magnadyne Corp., Rayal Higashi Azabu Bidg. 2-23 Higashi Azabu Minato-ku, Tokyo 106 Tel (03) 583-8335 Home office: USA

accessories manufacturers

Akai Electric Co. Ltd.: 2-12-14 Higashi-Kojiya.

Nu. Tokyo 150 Tel (03) 463-6161 Int'l branches: Germany, Hong Kong, USA Product: Carrying & storage cases, catalog

3-1 Ginza Chuo-Au, Tokyo 104 Tel (03) 567-6221 Telex 26391 Cable MAX-ELLELEC Int'l Dept Dir Ken Kakura. Sales Mgr. Tom Inoue. Ass't Sales Mgr. Bob Fullwara int'l branches: Germany, Hong Kong, Ku-

wait, Singapore, USA. Product: Head cleaners Magadyne Corp., Boyal Higashi Azabu Bidg. 3-23 Higashi Azabu Minato-ku Tokyo 106

Home office: USA Product: Tape storage cases, cleaners, cloths & brushes, splicing tape.

Nagaoka Seiki 3-16-3 Kita-Otsuka, Toshima-ku. Tokyo 170 Product: Needles. Namiki Precision Jewel Co. Ltd., 3-6-22 Adachi-

Nu. Takya 123 Tel (03) 919-0101 Pres. Kazu Namiki, Sales Mgr. M. Shimizu, Asi 1 Sales Mgr. H. Narita Int'l branch: USA

Product: Needles Nippon Columbia Co. Ltd., 4-14-14 Akasaka, Minato-ku Tokyo 107 Tel (03) 584-8111 Cable NIPPONCOLUMBIA TOKYO Telex 22591 Japanola Pres Takami Shobochi,

Dir Toshio Kikutsugi.

Ogura Jewel Ind. Conditor 57/32 Omore 68a

Brand name: Maxell

23 Higashi Azabu, Minato-ku, Tokyo 106 Home affice: USA Audio: 8-tr

Int'l branches: Germany, USA

Brand names: National, Panasonic, Quasar,

National, see Matsushita. Nippon Columbia Co. Ltd., 4-14-14 Akasaka Minuto-ku, Tokyo 107, Tel. (03) 584-8111 Cable, NIPPONCOLUMBIA TOKYO, Telex 22591 Japanota Pres. Takami Shobochi

Panasonic, see Matsushita Quasar, see Matsushita. Scotch, see Sumitomo Sony Corp. PQ Box 10. Airport PO, Tokyo 149. 6-7-35 Kita-Shinagawa, Shinagawa-ku

Video: 1" open real, %" cassette, %" EIAJ

dai, Setagaya-ku, Tokyo 158, Ter (03) 709-Audio: Blank-cassette, open reet raw-5

T.D.K. Electronics Co. Ltd., 13-1 Nihorbashi 1chame, Chuo-ku, Tokyo 102 Tel (03) 278-5111 Fres Fukujiro Sono Gen Mgr. Sho-Nachi Okyama, Sales Mgr., Bud Barger

EIAJ cartridge, '9" VHS & Beta cassette. Technics, see Matsushita. Victor Co Of Japan Ltd 4-1 Nihonbashi-Hon-cho Chuo-ku, Tokyo 103 Tei (03) 241-7811 Cable VICTOREXPORT TOKYO

Brand name: JVC.

Home office: USA Audio 8-tr duplicating equip Matsushita Electric Ind I Co. Ltd., PO Box 51. Osaka Central 530-91 1006 Cara Kan

Int'l branches: Germany, USA. Video: Duplicator.

Masayuki Hosoda, Sales & Adv. Mgr., Takao Video: Tape winders

EQUIPMENT & SUPPLIES

Product Shrink packaging

Ohta-ku, Tokyo 144 Tel (03) 742-5111 Product: Head cleaners & demagnetizers. Clanon Co. Ltd. 1-22-10 Dogenzaka Shibuya-

Hitachi Maveil Ltd. Ginza Toho Seimei Bldg. 3-

Tel. (03) 583-8335

Product: Needles (M). Nippon Chikushin, 3-8-35 Tozuka-cho Shin-JUNIU-NIL TONYO 160

Product: Demagnetizers

Ota-ku, Tokeo 143, Tel (03) 383 3441 Telex 02466088 Pres. Kozaburo Ogura, Export Import Mgr., Tadashi Takaira Product Needles

Sharp Corp., 22-22 Nagaike-cho, Abeno-ku, Osaka 545. Tel. (06) 621-1221. Cable LABOMET Sony Corp., PO Box 10, Airport PO, Tokyo 149.

6-7-35 Kita-Shinagawa, Shinagawa-ku, Tokyo 141. Tel: (03) 448-2111 Int'l branches: Brazil, Canada, England. Germany, Greece, Hong Kong, Panama, Singapore, South Africa, Switzerland, USA Product: Head cleaners & demagnetizers.

needles, splicing tape. Sumitomo 3M Ltd., 3M Bidg., 2-33-1 Tamagawadai, Setagaya-ku, Tokyo 158. Tel: (03) 709-

Product: Tape catalog servs., leader & splicing tape. T D K Electronics Co. Ltd., 13-1 Nihonbashi 1chome, Chuo-ku, Tokyo 103. Tel. (03) 278-5111 Pres Fukujiro Sono, Gen. Mgr. Sho-

hachi Okiyama, Sales Mgr. Bud Barger Int'I branches: UK, USA Product: Head cleaners & demagnetizers. leader & splicing tape.

Tamradio, see Tamura. Tamura Seisakusho Co. Ltd., 433 Higashi-Oizumi, Nerimaku, Tokyo 177. Tet (03) 925-1111 Pres. Itsuya Tamura, Sales Mgr. Ju-

Product: Head demagnetizers (Tamradio). Teac Corp., 3-7-3 Naka-cho, Musashino-shi, Tokyo 180. Tel: (0422) 53-1111 Cable. TEAC MITAKA Telex 2822551 Pres. Katsuma Tani; Gen. Mgr. Norio Tamura; Sales Mgr.: Masao Morita

Int'l branches: Germany, Hong Kong, USA Product: Head cleaners & demagnetizers.

store fixtures & merchandising aids manufacturer

Clarion Co. Ltd., 1-22-10 Dogenzaka, Shibuyaku, Tokyo 150, Tel: (03) 463-6161 Int'I branches: Germany, Hong Kong, USA Product: Browser boxes, display racks.

o playback/ recording equipment

Aiwa Co. Ltd., 1-11-9 Ueno, Taito-ku, Tokyo. Tel. (03) 835-1201 Pres. Yusuke Sambe, Sales Mgr. K. Juen, Adv. Mgr. H. Tsuchida, Sales Planning Dept. M. Watanabe. Local branch: 3-24-13 Yushima, Bunkyo-ku. (Audio only)

J V.C. see Victor Matsushita Electric Ind'l Co. Ltd., PO Box 51. Osaka Central 530-91; 1006 Oaza Kadoma. Kadoma, Osaka 571, Tel: (06) 908-1121 Cable MATSUDEN MORIGUCHI Telex 63426 Pres. Toshiniko Yamashita. Int'l branches: Germany, USA.

Audio & Video: National, Panasonic, Tech-Mechanism, see Tamura Seisakusho.

National, see Matsushita.

Otan Electric Co. Ltd., 4-29-18 Minami Ogikubo, Suginami-ku, Tokyo 167. Tel: (03) 333-9631 Cable: OTARIDENKI, Telex. 26604. Pres. Masayuki Hosoda, Sales & Adv. Mgr. Takao. Panasonic, see Matsushita.

Sansui Electric Co. Ltd., 2-14-1 Izumi, Suginamiku, Tokyo 168 Tel (03) 323-1111 Pres. Keizo Fujiwara: Sales Mgr. Akio Oki. Adv. Int'I branches: Belgium, USA.

Sony Corp., PO Box 10, Airport PO, Tokyo 149. 6-7-35 Kitashinagawa, Shinagawa-ku, Tokyo 141. Tel: (03) 442-5111 Int'l branches: Brazil, Canada, England, Germany, Greece, Hong Kong, Panama.

Singapore, South Africa, Switzerland, USA. Tamura Seisakusho Co. Ltd., 433 Higashi-Oiz-umi, Nerima-ku, Tokyo 177. Tel. (03) 925-1111 Pres. Itsuya Tamura, Foreign Dept. Sales Mgr. Junichi Noda Audio: Mechanism

Tascam, see Teac Teac Corp., 3-7-3 Naka-cho Musashino-shi, Tokyo 180 Tel (0422) 53-1111 Cable

TEAC MITAKA Telex 2822551 Pres Katsuma Tani, Gen. Mgr., Norio Tamura, Sales Mgr., Masao Monta, Adv. Mgr., Hiroshi Satoh. (Audio & Video) Int'I branches: Germany, Hong Kong, USA. Audio: Tascam, Teac.

Technics, see Matsushita. Victor Co. Of Japan Ltd., 4-1 Nihonbashi-Honcha, Chuo-ku, Tokyo 103 Tel. (03) 241-7811 Cable: VICTOREXPORT TOKYO Telex: 26222. Pres. Kokichi Matsuno, Gen. Mgr. Heitaro Kikuchi, Sales Promo. Chief. Mitsuo Ichikawa

Int'l branches: Canada, England, USA (all Audio & Video: JVC.

MEXICO

services

Video: Teac.

DESIGN & ARTWORK

C B 5/Columbia Int'l SA, Av. 16 de Septiembre 784, Naucalpan, Tel. (905) 576-0333. Pres. Jose Manuel Villareal P. VP. Armando de Llano Arana

Coro SA, Bahia de Perula 80, Mexico 17, D.F. Tel (905) 531-2900. Pres. Federico E. Ricjas; Gen Mgr. Gloria Oliveros. Gurtarra SA (Discos), Nilo 50, Mexico 16, D.F.

Tet (905) 527-4549 Dir. Luis A. San Martin, Gen Mgr. Marcelo Gorraez G. Gen Admin'r Eduardo Zarate Laminados & Acabados Especiales SA, Olivar

27. Colonia Aifonso XIII, Mexico 19. D.F. Tel. (905) 563-9625. Pres. Rafael Ficachi Gonzalez, Admin Mgr., Raul J. Castro, Prod'n Mgr. Marco Antonio Renteria, Sales Mgr. Alma Ficachi de Rivas

Mexicanos SA (Discos)/Orfeon Videovox SA Alce Blanco 26, San Bartolo, Naucaldan Tel (905) 576-4935

Musert SA (Discos), Apdo. 17503, Zone. 17: Av. Cuitlahuac 2335, Mexico 16, D.F. Tel: (905) 527-0100/0020 Pres Eduardo L Baptista, Gen. Mgr. Eduardo A. Baptista; Sales Mgr. Francisco Liopis, Int'l Mgr., Frank J.P. Se-

Promoton (Promotora Fonografica), Calle de la Colima 25-B, Mexico 7, D.F. Tel. (905) 514-7941 Owner: Gabriel Gonzalez de la O Gen. Mgr. Guillermina Lozano

R C A SA de CV. Av. Cuittahuac 2519, Col. Xochmanca, Mexico 16, D.F. Tel (905) 527-6020, 399-7440, Pres & Dir Gen: Louis Courtolenc: Sales Mgr. Jose Martin del Campo Adv. Mgr. Bernardo Garza. Sonomedios SA, Av. Vallarta 2590, Guadalajara, Jal. Tel. (9136) 16-56-10. Pres. Alejandro Diaz. Gen. Mgr.: Alfredo Romo, Sales Mgr. Enrique Corvera (Record only)

PRINTERS & LITHOGRAPHERS

C B S/Columbia Int'l SA, Av. 16 de Septiembre 764, Naucalpan. Tel. (905) 576-0333. Pres. Jose Manuel Villareal P. VP. Armando de Coro SA, Bahia de Perula 80, Mexico 17, D.F.

Tel (905) 531-2900 Pres. Federico E Riojas, Gen. Mgr. Gloria Oliveros. Guitarra SA (Discos), Nilo 50, Mexico 16, D.F. Tel (905) 527-4549 Dir Luis A San Martin, Gen Mgr Marcelo Gorraez G. Gen Ad-

min'r Eduardo Zarate I M Ed. SA, Sanctorum 86, Mexico 17, D.F. Laminados & Acabados Especiales SA, Olivar 27, Colonia Alfonso XIII, Mexico 19, D.F. Tel-(905) 563-9625. Pres. Rafael Ficachi Gonzalez, Admin Mgr. Raul J. Castro, Prod'n Mgr. Marco Antonio Renteria, Sales Mgr.

Alma Ficachi de Rivas Mexicanos SA (Discos)/Orfeon Videovox SA, Alce Blanco 26, San Bartolo, Naucalpan. Tel (905) 576-4935

Musart SA (Discos), Apdo 17503, Zone 17, Av. Cuitlahuac 2335, Mexico 16, D.F. Tel. (905) 527-0100/0020 Pres Eduardo L Baptista Gen Mgr. Eduardo A. Baptista, Sales Mgr. Francisco Llopis, Int'l Mor Frank J.P. Se

Peerless SA (Fabrica de Discos), Laguna de Mayran 232, Mexico 17, D.F. Tel (905) 531-3320, 545-7215. Exec. Pres. Heinz Klinckwort Gen Dir: Leo Ponas, Gen Mgr. Peter Ulrich, Ass't Mgr. Jurgen Ulrich, Int'l Mgr. Octavio Rubio

R C A SA de CV, Av. Cuitlahuac 2519, Col. Xochimanca, Mexico 16, D.F. Tel. (905) 527-6020, 399-7440 Pres. Louis Couttolenc. Sales Mgr. Jose Martin del Campo. Adv. Mgr.: Bernardo Garza. (Record only)

Ster eo Jet de Mexico SA, Calle Dos 13-B, Naucalpan Tel: (905) 576-6866. (Tape only)

TAPE CUSTOM DUPLICATORS TAPE PACKAGING & LABELING

The Audio and Video lines indicate the configurations which the firms duplicate. Companies which offer packaging and labeling of tape product are indicated by: (PKG) which appears after the main body of their respective listings.

C B S/Columbia Int I SA, Av. 16 de Septiembre 784, Naucalpan Tel. (905) 576-0333. Pres. Jose Manuel Villareal P., VP. Armando de Llano Arana (PKG) Audio: 8-tr., cassette

Coro SA, Bahia de Perula 80, Mexico 17, D.F. Tel (905) 531-2900 Pres. Federico E Riojas, Gen. Mgr. Gloria Oliveros. Audio: 8-tr., cassette

Duplicaset SA, Jose Vasconcelos 218, Mexico 11, D.F. Tel. 553-12-06, 286-14-97 Pres. Jose Ignacio Morales, Gen Mgr. H. Eugenia de Betancourt, Sales Mgr. Robert J. Benitez Audio: 8-tr., 8-tr. quadraphonic.

E M I-Capitol de Mexico SA de CV. Rio Balsas 49, Mexico 5, D.F. Tel. (905) 525-1700. Cable CAPRECORDS Pres Roberto O Lopez Deputy Gen. Mgr., Comm I Opns. Miguel Audio: 8-tr. cassette.

Guitarra SA (Discos), Nilo 50, Mexico 16, D.F. Tel (905) 527-4549 Dir. Luis A San Martin. Gen Mgr Marcelo Gorraez G. Gen Admin'r Eduardo Zarate Audio: Cassette

Laminados & Acabados Especiales SA, Olivar 27. Colonia Alfonso XIII. Mexico 19. D.F. Tel. (905) 563-9625 Pres: Rafael Ficachi Gonzales, Admin Mgr. Raul J. Castro, Prod'n Mgr. Marco Antonio Renteria, Sales Mgr. Alma Ficachi de Rivas. Audio: Cassette

Matrices SA (Discos), Lago Chalco 122, Mexico 17. D.F. Tel. (05) 250-1499 Cable MELMEX Pres Ignacio Morales Perea, Gen. Mgr. Arturo Campero

Audio: 8-tr., cassette Mexicanos SA (Discos)/Orteon Videovox SA Alce Bianco 26, San Bartolo, Naucalpan

Tel (905) 576-4935 Audio: 8-tr., cassette, open reel. Musart SA (Discos), Apdo 17503, Zone 17, Av. Cuitlahuac 2335, Mexico 16, D.F. Tel (905) 527-0100 / 0020 Pres. Eduardo L. Baptista. Gen Mgr. Eduardo A. Baptista, Sales Mgr.

Francisco Liopis, Int'l Mgr. Frank J.P. Se-Audio: 8-tr., cassette Peerless SA (Fabrica de Discos), Laguna de Mayran 232, Mexico 17, D.F. Tel (905) 531-

3320, 545-7215. Exec. Pres. Heinz Klinckwort, Gen. Dir. Leo Porias, Gen. Mgr. Peter Ulrich, Ass't Mgr Jurgen Ulrich, Int'l Mgr Octavio Rubio Audio: 8-tr. cassette

Promoton (Promotora Fonografica), Calle de la Colima 25-B, Mexico 7, D.F. Tel (905) 514-7941 Owner Gabriel Gonzalez de la O. Gen Mgr. Guillermina Lozano Audio: Cassette

Sonomedios SA, Av. Vallarta 2590, Guadalajara, Jal Tel. (9136) 16-56-10. Pres.: Alejandro Diaz, Gen. Mgr. Alfredo Romo, Sales Mgr. Enrique Corvera.

Audio: Cassette, open reel Sovi SA, Arquimedes 98, Mexico 5, D.F. Tel. (905) 250-6000 / 6200 Dir. Gen. Oscar Rivero, Sales Mgr.: Victor Hernandez Vieyra Audio: 8-tr., cassette, open reel.

Stereo Jet de Mexico SA, Calle Dos 13-B, Naucalpan Tel: (905) 576-6866 Audio: 8-tr., cassette, open reel

supplies

EMPTY CARTRIDGES, CASSETTES & REELS

Coro SA, Bahia de Perula 80, Mexico 17, D.F. Tel (905) 531-2900 Pres. Federico E Riojas Gen Mgr Gloria Oliveros Audio: 8-tr., cassette

Brand names: Avon, Corp. Musik TAPE, BLANK LOADED & **BULK RAW**

Agfa-Gevaert de Mexico SA, Apdo 7256, Mexico 1, D.F., Ing. Zapadores 1, Naucalpan. Tel 761-800 Telex (017) 74479 Audie: Blank-compact-cassette, open reel. raw-cassette, broadcast, studio.

Video: Cassette Brand names: Agta Carat. Agta Stereochrom, Agfa Videochrom

Ampex de Mexico SA de CV, Div. Del Norte 1832. Col. Portales, Mexico 13, D.F. Tel (905) 539-6870 Gen Dir. Miguel A Hernandez. Ad-Din Mgr. Isaias Trujillo, Audio Prods. Sales Mgr. M. Villela; Video Prods Sales Mgr. Oscar Luna, Tape Prods Sales Mgr. Santillana

Video: 1" open reel, 5" cassette, 5/" EIAJ open real, %" EIAJ curtnidge. Avon, see Coro. Coro SA, Bahia de Perula 80, Mexico 17, O.F. Tel (905) 531-2900 Pres Federico E

Audio: 8-tr., cassette, open reel.

Riojas, Gen. Mgr. Gloria Otiveros (Blank Audio: 8-tr., cassette. Brand names: Ayon, Corp. In. In, see Cero

Montage Mexico SA, PO Box 244, Cuidad Ind'l El Framboyan, Lotes 1, 2 & 3, Veracruz, Tel: 3-42-00 Gen Mgr. Rauf Valenzuela Aguirre. Audio: 8-tr., cassette, open reol. Sovi SA, Arquimedes 98, Mexico 5, D.F. Tel.

(905) 250-600076200 Dir Gen. Oscar Rivero, Sales Mgr. Victor Hernandez Vieyra. Audio: 8-tr., cassette, open roel.

TAPE DUPLICATING & PROCESSING EQUIPMENT

Ampex de Mexico SA de CV. Div. del Norte 1832. Col. Portales, Mexico 13, D.F. Tel (905) 539-6870 Gen Dir Miguel A Hernandez, Admin. Mgr. Isaius Trujillo, Audio Prods. Sales. Mgr. M. Villela, Video Prods Sales Mgr. Oscar Luna, Tape Prods Sales Mgr. M. Santillana Audio & Video: Recorders

accessories manufacturers

Ampex de Mexico SA de CV. Div. del Norte 1832. Col. Portales, Mexico 13, D.F. Tet (905) 539-6870 Gen Dir. Miguel A Hernandez. Admin Mgr. Isaias Trujillo, Audio Prods Sales Mgr. M. Villela, Video Prods Sales Mgr. Oscar Luna, Tape Prods. Sales Mgr. M. Santillana.

Product: Head cleaners & demagnetizers. leader & splicing tape.

Centro Musical de Tijuana SA, PO Box 292, San Ysidro, Calif. 92073, USA, 917 Constitucion Ave., Tijuana, B.C. Tel. (903) 385-1322 Pres. Luis B. Alonso, VP. Tessy Alonso, Sales Mgr. Manuel Magdalerio C Product: Record & tape carrying & storage cases, cleaners, cloths, brushes, 45 rpm adapters, needles.

Coro SA, Bahia de Perula 80, Mexico 17, D.F. Tel (905) 531-2900 Pres. Federico E. Riojas, Gen. Mgr. Gloria Oliveros. Product: Tape carrying & storage cases.

head cleaners & demagnetizers. Sovi SA, Arquimedes 98, Mexico 5, D.F. Tel. (905) 250-6000 / 6200. Dir. Gen. Oscar Rivero, Sales Mgr.: Victor Hernandez Vieyra Product: Leader tape

store fixtures & merchandising aids manufacturers

Coro SA, Bahia de Perula 80, Mexico 17, D.F. Tel (905) 531-2900 Pres. Federico E Riojas, Gen. Mgr. Gloria Ollveros. Product: Record & tape display racks.

playback/ recording equipment

Ampex de Mexico SA de VC. Div. del Norte 1832 Col Portales, Mexico 13, D.F. Tel (905) 539-6870 Gen Dir. M.A. Hernandez Audio Prods Sales Mgr. M. Villela, Video Prods Sales Mgr. O Luna, Tape Prods Sales Mgr M Santillana

Coro SA, Bahia de Perula 80, Mexico 17, D.F. Tel (905) 531-2900 Pres Federico E Riojas, Gen. Mgr. Gloria Oliveros. Audio: Ocean (Japan)

NETHERLANDS

services

DESIGN & ARTWORK

Almere Printing BV, PO Box 45, Bedrijvenpark, De Vaart 1, 1300 AA Almere. Tel: (03240) 2-05-54 Telex: 70442 Ming Dir Koert Bolhurs; Sales Mgr. Wim Trouw

C B S Grammafoonplaten BV, Nijverheidsweg 32-36, 2031 CP Haarlem. Tet (023) 31-94-10 Cable COLRECORD Telex 41538 Gen Mgr. Peter P. Bouwens, Sales Mgr. W.F. Ariens.

Continental Sound, PO Box 81065, Rotterdam Tel (010) 21-10-98, 21-48-28 Pres.-Dir Gen. Leen La Riviere, Dir. Nico Zwarts. Gen. Mgr.: Kees Klaassen.

E & E Prod'ns, PO Box 1525, Amsterdam. Tel (020) 93-62-49. Gen. Mgr. Peter Rensen; Sales Mgr. Paul Rodenhuis

E M I-Holland Produktie BV, Industrielaan 24, 5406 XC Uden: Tel. (04132) 68155. Cable EMIHP Telex 50477 Mng Dir JHG Vos-

Johnny Hoes Benelux Music Inds, BV, Uilenweg 38, Weert Tel (4950) 3-65-40 Telex 51285 Pres Johnny Hoes, Sales Mgr. Adrian Ivory Tower Studio's, Tusveld 55, Bornerbroek

Tel (05408) 261 Dir Fred Rootveld, Gen Mgr. Angie Rootveid, Eng. Jaap Hilbink Nederlandse Normaal Drukkerij BV (Bramson

Groep), PO Box 191, 3800-AD Amerstoort: Nyjverheidsweg Noord 126-128 Amersfoort Tel: (033) 3-16-64 Telex 79448

P.C.M.P. Inc. Holland, PO Box 479, 3130 AL Vlaardingen. Tel. (010) 35-71-20. Polydor BV, Vernin Stuartlaan 36, 2288 EL

Rijswijk Tel (070) 90-76-00 Telex 31481 Mng Dir. Hans van den Broek, Sales Mgr. Joop Veen. Ring Workshop BV, Orchideestr 19a, Hilversum Tel (02150) 4-38-41 Mng Dir Niek Lucas, Gen. Mgr. Theo de Vos. Sales Mgr.

George Nissen, D&A Dept Head Letty Annokkee Universe Prod ns. Spanjaardshan 33, Leeuwarden. Tel. (05100) 2-01-94, 2-45-22. Pres. Wobbe van Seijen, Sales Mgr. Wim de

Wax-Europe, Kattengat 2, 1012 SZ Amsterdam Tel. (020) 25-48-14. Pres. Morton D. Wax. European Mgr. Jules Farber

PRINTERS & LITHOGRAPHERS

Almere Printing BV, PO Box 45, Bedrijvenpark, De Vaart 1, 1300 AA Almere Tel (03240) 2-05-54 Telex: 70442 Mng Dir Koert Bolhuis, Sales Mgr. Wim Trouw

Amsterdam Drukkerij, N. Berchemstraat 1, Amsterdam. Tel (020) 79-10-45 Biljetdrukkerij Nederland, Binnenkant 40, Am-

C B S Grammofoonplaten BV, Nijverheidsweg

sterdam Tel (020) 22-16-31

32-36, 2031 CP Haariem. Tel: (023) 31-94-10 Cable COLRECORD Telex 41538 Gen, Mgr.: Peter P. Bouwens, Sales Mgr.

W.F. Ariens Drukkerij van de Steeg BV, Hyacintstr 40B, Enschede Tel (053) 33-05-55. Chief Exec. J.

W van de Steeg, Gen, Mgr. H. H. Smit. E. M. I-Holland Produktie BV, Industrielaan 24, 5406 XC Uden Tel (04132) 68155 Cable EMIHP Telex 50477 Mng Dir JHG Vos-

Habo/Ducosta Grafische Industrie, Coloradodreaf 18, Utrecht. Tel: (030) 61-68-21. Telex.

Johnny Hoes Benefux Music Inds. BV, Ullenweg 38, Weert Tel (4950) 3-65-40 Telex 51285 Pres: Johnny Hoes, Sales Mgr. Adnan Hoes

Interdisc BV/Interprint BV, Tulpenkade 1, Haarlem. Tel: (023) 31-93-80 Moonlight, Hurwensestr, 5, Rossum, Tell

(04182) 790 N N D, PO Box 191, Amerifoot Tel (033) 3-16-

Nederlandse Normaal Drukkerij BV (Bramson Groep), PO Box 191, 3800-AD Ameristoort. Nyjverheidsweg Noord 126-128, Amersfoort Tel (033) 3-16-64 Telex

P.C.M.P.Inc. Holland, PO Box 479, 3130 AL. Vlaardingen. Tel. (010) 35-71-20. P.P.I. Torenlaan 17, Baarn. Tel. (02154) 1-99-11

Telex 43382 Polydor BV, Verrijn Stuartlaan 36, Rijswijk Tel (070) 90-76-06. Telex 31481 Mng Dir Hans van den Broek, Sales Mgr. Joop Veen Sonclair Nederland, Postbus 1110, Hilversum

Tel: (035) 6-21-46 Arno van Orsouw BV, Oostenburgervoorstr. 71-73. Amsterdam. Tel. (020) 22-28-98, 25-21-13 Telex 13442 Chief Exec. Arno van Or-

PROFESSIONAL TAPE SUPPLIES

Nederlandse Normaal Drukkerij BV (Bramson Groep). PO Box191, 3800-AD Amerstoort Nyjverheidsweg Noord 126-128 Amerstoort Tel (033) 3-16-64 Telex 79448 Audio: Inlays

TAPE CUSTOM DUPLICATORS TAPE PACKAGING & LABELING

The Audio and Video lines indicate the configurations which the firms duplicate. Companies which offer packaging and labeling of tape product are indicated by: (PKG) which appears after the main body of their respective listings.

Audio Studio & Magnetronics BV, de Wetstr. 10-12, Arnham. Tel. (085) 22-91-23. Telex: 75037 Pres Gert van der Garde, Gen. Mgr.: Alfred van der Garde, Chief Eng. Charles van Cattenburch Audio: Cassette, open reel

C B S Grammotoonplaten BV, Nijverheidsweg 32-36, 2031 CP Haarlem Tel (023) 31-94-10 Cable COLRECORD Telex 41538 Gen Mgr. Peter P. Bouwens, Sales Mgr. W.F. Ariens Audio: Cassette

E.M. I-Holland Produktie BV, Industrielaan 24, 5406 XC Uden Tei (04132) 68155. Cable EMI HP Telex: 50477 Mng Dir. J H G Vossen, Cassette Dept. Gen. Mgr. W. M. Klinkenbijt Audio: Cassette Johnny Hoes Benelux Music Inds. BV, Uilenweg

38, Weert Tel (4950) 3-65-40 Telex 51285 Pres Johnny Hoes, Sales Mgr. Adman Hoes (PKG) Audio: 8-tr., cassette Polydor BV, Verrijn Stuartlaan 36, Rijswijk Tel. (070) 90-76-00 Telex 31481 Mng. Dir

Hans van den Broek, Sales Mgr., Joop Veen Audio: Cassette Sonortape BV, PO Box 113, Dennelaan 42, 3600 AC Maarssenbroek Tel (030) 43-11-44 Telex 40354 Chief Exec M.C. Groeneveld, Mgr. H. Dijkkamp

Audio: Cassette. van der Garde's Audio Studios BV, De Wetstr 10-12, 5814-AP Amhem Tel (0031) 85 22-91-23 Dir Gert van der Garde. Audio: Cassette.

TAPE DUPLICATOR/MARKETERS

Eriksound (Nederland) BV, Singel 104, Amsterdam. Tel. (020) 23-43-61.

Johnny Hoes Benefux Music Inds. BV, Urlenweg 38, Weert Tel (4950) 3-65-40 Telex 51285

INTERNATIONAL

Pres. Johnny Hoes, Sales Mgr. Adrian Ch. Hoes.

e supplies

EMPTY CARTRIDGES. CASSETTES & REELS

Ampex BV, Zamenholdreef 65A, 2505 Utrecht Tel. (030) 61-29-21. Telex: 47856 Mgr. G C A de Jong

E & E Prod'ns, PO Box 1525, Amsterdam Tel: (020) 93-62-49. Gen Mgr.: Peter Rensen. Sales Mgr. Paul Rodenhuls

TAPE DUPLICATING & PROCESSING EQUIPMENT

Ampex BV, Zamenhofdreef 65A, 2505 Utrecht Tel (030) 61-29-21 Telex 47856 Mgr. G.C.A. de Jong

Audio Studio & Magnetronics BV, de Wetstr. 10-12. Arnhem. Tel. (085) 22-91-23. Telex. 75037 Pres. Gert van der Garde, Gen Mgr. Altred van der Garde, Chief Eng. Charles van Cattenburch

Audio: Duplicators, loaders Brand name: Telefunken

Telefunken, see Audio Studio & Magnetronics. Unaworld Corp., PO Box 6730, De Perponcherstr 14, The Hague Home office: USA

TAPE, RAW & BLANK LOADED

(070) 90-66-80 Mng Dir. J Davignon, Sales Mgr. D van den Broek Audio: Cassette, open reel.

Brand Names: Agta-Carat, Agta-Ferrocolor, Agfa-Stereochrom, Agfa-Superchrom, Agfa-Superferro, Agfa-Videochrom

Ampex BV, Zamenholdreef 65A, 2505 Utrecht Tel (030) 61-29-21 Telex 47856 Mgr. G.C.A. de Jong

Video: Blank-1" open reel, 1" cartridge, " cassette, ";" EIAJ open reel, ";" EIAJ cartridge, raw-1" open reel, 1" cartridge, %" cassette, "" EIAJ open reel, " EIAJ

Audio Studio & Magnetronics BV, de Wetstr. 10-12. Amhem. Tel: (085) 22-91-23. Telex. 75037 Pres Gert van der Garde, Gen-Mgr. Alfred van der Garde, Chief Eng. Charles van Cattenburch

Mgr., Willem van Workum, Audio & video: Cassette & open reel Chairos BV, Mensinge 51, Amsterdam Tel: (020) 44-13-77. Telex: 18118. Pres. W.F. Har-

Audio: 8-tr., cassette. P C M P Inc. Holland, PO Box 479, 3130 AL. Vlaardingen Tel (010) 35-71-20 (Rawonly) Audio: Cassette, open reel

Almere Printing BV, PO Box 45, Bedrijvenpark, De Vaart 1, 1300 AA Almere Tel (03240) 2-De Vaart 1, 1300 AA Almere Tel (03240) 2-05-54 Telex 70442 Mng Dir Koert Bol- (0 huis, Sales Mgr., Wim Trouw

Product: Browser boxes, dividers cards Ampex BV, Zamenholdreef 65A, 2505 Utrecht Tel (030) 61-29-21 Telex 47856 Mgr

sedijk 107, Loosdrecht Tel. (02158) 5104 Dirs. P. de Ruig, J.L. Cluysenaer. Product Needles Chairos BV, Mensinge 51, Amsterdam. Tel (020)

Product: Tape carrying & storage cases head cleaners & demagnetizers Ineico Nederland BV, Turfstekerstr 63, 1431 GD Aalsmeer Tel (02977) 28855 Cable INTE-

LECT Telex: 14168 Product: Needles (Pickering) Munich Recs BV (VHB Munnikendam's Groothandel NV), Albert Schweitzerlaan 9, 6721

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Laettichstr. 8 CH-6340 BAAR-Switzerland - contact us on the AES-shows

Audio: Duplicating heads

Agfa-Gevaert NV. Polakweg 10-11, Rijswijk. Tet

Video: 1" open reel, 1" cartridges, 1/4" cas-

Audio: Blank-8-tr., cassette, open reel, raw-8-tr., cassette

cartridge

Audio: Cassette, open reel Video: 1/2" EIAJ cartridge B A S F Nederland BV, PO Box 1019, Kadestr 1. Tel (085) 71-71-71 Telex 45111 Sales

rems, Gen. Mgr. Mrs. B. Harrems. (Blank

accessories manufacturers

G.C.A. de Jong Product: Head cleaners & demagnetizers Audioscript BV, Postbus 80, Nieuw Loosdrecht-

44-13-77 Telex 18118 Pres W.F. Harrems Gen Mgr. Mrs. B. Harrems

AW Bennekom: Tel: (06389) 67-77 Cable MUREC Pres. Job C. Zomer, Gen. Mgr.

INTERNATIONAL

Huuts Trauthwein: Sales Mgr. Judith Builddings, Engs. Wil Hirsen, Knos Hoepet. Product: Needles

P.C.M.P. Inc. Holland, PO Box 479, 3130 AL Visardingen Tel (010) 35-71-20

Product: Needles loader & spricing tape Pico Recs Ganzenhoet 28, Amsterdam Tell (020) 99-47-36. Dir., Hans Douw, Girn, Mgr. Kees Kulper: Sales Mgr. Atma Ramcha-

Product: Record carrying & storage cases. catalog servs, cleaners, cloths, brishes, 45 rpm adapters, needles.

Polydor BV, Verrijn Stuartiaan 36, Ripswijk, Tel. (070) 90-76-00 Telex 31481 Mag Dir Hans van den Broek, Prod. Mgr. Nico van Biemen Mktg Mgr. Bob Spits, Sales Mgr. Joop Veen

Product: Record carrying & storage cases cleaners, clothes, brushes, 45 rpm adapt-

Twinkle Stars Prod'ns BV, PD Box 341 Schaloenstr 36, Sittard, Tel (04490) 83-23 Cable MAASTRICHT Gen Mgr Rudolph de Nes Sales Mgr. Roy Sinclair Product: Record carrying & storage cases. leader tabe

store fixtures & merchandising aids manufacturers

Chairbs BV, Mensinge 51, Amsterdam, Tell (020) 44-13-77 Telex 18116 Pres. W.F. Harrems Gen Mgr Mrs B Harrems Product: Tape display racks

Polydor BV, Verrijn Stuartlaan 36, Rywyk, Tei (070) 30-76-00 Telex 31481 Mng Dir Hans van den Broek, Prod. Mgr., Nico van Biemen, Mktg. Mgr. Bob Spits, Sales Mgr. Joop Veen Product: Display racks

playback/ recording equipment

Ampex BV, Zamenhotdreef 65A, 2505 Utrecht Tel (030) 61-29-21 Telex 47855 Mgr G.C.A. de Jong.

Audioscript BV Postbus 80, Nieuw Loosdrechtsed ik 107. Nieuw Loosdrecht Tel. (02158) 5104 Dirs. P. de Ruig, J.L. Cluysenser Audio: Luxman

Audio Studio & Magnetronics BV, de Wetstr. 10-12. Arnhem Tel (085) 22-91-23. Telex 75037 Pres. Gert van der Garde, Gen. Mgr., Alfred van der Garde, Chief Eng. Charles van Cattenburch Audio & Video: Magnetronic

Audiotronics, see Selectronic Chairos BV, Mensinge 51, Amsterdam Tel (020) 44-13-77 Telex 18118 Pres. W.F. Hacrems, Gen. Mgr., Mrs. B. Harrems

Audio: Motorola (USA), Shibuya (Japan) Magnetronic, see Audio Studio Motorola, see Chairos Revox see Selectronic

Selectronic BV, 1 Zydeiry, 1420-CA Unhoorn. Tel (02975) 60-600/562 Teles 15728 Pres. G.J. Muhlenbaumer, Sales Mgr., R. Muhlenbaumer, Adv. Mgr., F. Mikaswinkel Audio: Audiotronics, Revox, Titters Shibuya, see Chairos.

Titten, see Selectronic

8

4

SWITZERLAND

services

DESIGN & ARTWORK

Ackeret Design Studios, Schaffhauserstr 15, Zurich Tel: (01) 60:38:72

E Schweizer Design AG, Spalentorweg 54, CH-4051 Basel Tel (061) 22.17.65 Gen. Mgr. Peter Krummenacher Int'l branches: Germany, USA

Sonographic Recig Co. AG. Kampstr. 16 CH-8952 Schlieren, Tel. (01) 730-22-29 Pres. R Egli, Gen Mgr. W.A. Wettler, Sales Mgr.

PRINTERS & LITHOGRAPHERS

M C S (Music & Cassette Supply Ltd.) Schufelistr, CH-8863 Bultikon SZ (055) 57 14 14. Telex 75144 Pres. Werner Weber, Gen. Mgr. Mario Taravella, Sales Mgr. Ulrich Plocher.

Sonographic Rec g Co AG, Kampstr 16, CH-8952 Schlieren, Tel (01) 730 22 29 Pres R. Egli: Gen. Mgr. W.A. Wettler, Sales Mgr. A. Brand

Tuncaphon AG Schweizer Schallplattenhabele. CH-8611 Riedikon/Zurich Tel (01) 941 13:11

TAPE CUSTOM DUPLICATORS

Atlantida SA, Chemin Moise-Duboulit 49, CH-1211 Geneva 28: Tel (022) 98:33:22: Cable: ASAINTER Intertage Ltd. (International Tape Org.)

Spinnereistr 21, CH-8753 Mollis, Tel. (058) 34 31 34 Telex 75162 Gen Mgr. Peter Baumgartner, Sales Mgr. Louis Bischof (Audio & Video) M G 5 (Music & Cassette Supply Ltd.).

Schufelistr, CH-8863 Buttikon SZ, Tel. (055) 67-14-14. Telex: 751-64. Prins: Werner Weber Gen, Mgr. Mana Taravella: Sales Mgr. Ulrich Plocher Int'l branch: Germany.

Audio: 6-tr., cassette, open reel Musiciand AG, Atthardstr 224, Cn-8105 Regensdorf Zunch Tel (01) 840 60 40 Telex 56359 Pres. & Gen. Mgr. Glan Carlo Astere: Domestic Sales Mgr., Huns Vetterk. Sales Dir Fredy P Frei, H&D Dir Richard

Audio: 8-tr., 8-tr. quadraphonic, caspette. ODON FORK

Ruba, Beem & Co. Arthcok Ch. E. Iteoric PO. Box 300, Claragraber 78, CH-4000 Basel Tel: (061) 33 23 94

Uniton Studios E Hears, Schulstr 56, CH-8105 Regensdorf

supplies

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Alchemoo AG, Allhurdstr. 224, Ch. 8105 Regerodart/Zurich, Tel. (01) 840-65 06 Telev. 56359: Pres. & Gen. Mgr. Gran Carlo. Astore; Comestic Sales Mgr., Have Vetterle Sales Dir Fredy P Frei H&D Dir : Bichard

Audio: Cassette bodies, hubs, rolls, foils pads, shields, all cartridge plastic parts

C.C.T. (Compact Cassettes Trading AG). Birmensdorferstr. 55: CH-8036 Zwich. Tel (01) 241 47 11 Telex 58975 Chief Exec. Hugo von Blumenthal, Gen. Mgr., Peter Int'l branches: Austria, Germany.

TC M Cassette Moses Ltd. Muchlebachstr 27 CH-9800 Thatest Tel: (01) 720-29-42 Telex 53753 Pres. Warrier Weber, Gen. Mgr. Andy Baur, Sales Mgr., Rolf Sager

Lake County Recs Bois Noir 39, CH-2300 La Chaux-de-Fonds, Tel: (039) 26:93:60. Chief Exec Michel Cattiri, Gen & Sales Mgr. Eluine Cattin

Toka: AG: see CCM Werner Weber Kunstoffwerk AG. Soodstr. 52. CH-5134 Adhiswill Tel. (01) 710 40 51 Pres Werner Weber, Ass't to Pres. Mario.

Int'l branch: Germany

Tranzissedia:

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Alchemico AG, Althardstr. 224, CH-5105 Regensdorf: Zurich Till (01) 840 55.06 Tenna 56359 Pres & Gen Mgr. Gian Carlo Astony, Domestic Sales Mgr., Hans Vetterli, Sales Dr Freidy P Frei R&D Dir Richard

Audio: C-O cassette, cartridges, digital cassettes

C C T (Compact Cassettes Trading AG). Birmensdorferstr. 55, CH-8036 Zurich, Tel. (01) 241.47.11 Telex 58975 Pres Hugo von Siumenthal, Gen. Mgr. Peter Wirz Int'l branches: Austria, Germany

I.C.M. Cassette Midsrs. Ltd., Muehlebachstr. 27. CH-8800 Thalwil, Tel. (01) 720-29-42. Telex. 53759 Pres. Werner Weber, Gen. Mgr. Andy Baur, Sales Mgr. Rolf Sager. Lake County Recs., Bois-Noir 39, CH-2300 La

Chaux-de-Fonds Tei (039) 26 93 60. Chief

Exec Michel Camin, Gen. & Sales Mgr.

Eliane Cattin. Musiciand AG, Althordstr. 224, CH-8105 Regensdorf / Zunch Tel (01) 840.60.40 Telex 56359 Pres & Gen Mgr. Gian Carlo Astore Domestic Sales Mgr., Hans Vetterli,

Sales Dir Freddy P. Frei: R&D Dir Richard. Toka AG, see CCT Werner Weber Kunstoffwerk AG, Soodstr. 52, CH-8134 Adliswit Tel: (01) 710 40 51 Pres Werner Weber, Ass't to Pres. Mario.

PROFESSIONAL TAPE SUPPLIES

Int'I branch: Germany.

Тагаунна

Audio Magnetics SA Geneve. PO Box 54, 2 Rte. des Acacias, CH-1227 Geneva Tet (022) 43.51.15 Tellex 27152 Gen Mgr Jewn Pierre Murbach, Sales Mgr., Werner Meier, Mktg Mgr. Jean-Jacques Eschenmoser Int'l subsidiaries: England, France, Germany Portugal (All Audio Magnetics) Audio: 6-tr. & cassette duplication tapes on NAB hubs.

TAPE, RAW & BLANK LOADED

Agta-Gevaert AG SA, Stettbachstr. 7, CH-8600 Duebendort. Tel. Zurich 821 02:40. Telex 56961 Zurich Mng Dir. R. Klett Sales Mgr. U. Buehring

Audio: Blank-Compact-cassette, open reel, raw—cassette, broadcast, studio. Videa: Cassette, open reel

Brand names: Agfa Carat, Agfa Stereochrom, Agfa Videochrom. Alchemico AG, Althardstr 224, CH-8105 Regensdorf Zunch Tel (01) 840.66.06 Telex: 56359, Pres & Gen. Mgr.: Gian Carlo Astore: Domestic Sales Mgr. Hans Vetterli. Sales Dir Fredy P Frei, R&D Dir Richard Stemer

Audio: Raw-8-tr., cassette, open reel. blank-6-tr_ cassette

Audio-Electronic AG. Raffeistr. 25. CH-8045 Zurich Tel (01) 66.26.90 Telex 56556. Chm. Manfred Frank, Sales Mgr. Ed Isenring (Importer) (Blank only). Audio: Cassette, open reel-Brand name: Full

Audio Magnetics SA Geneve, 2 Rte. des-Acacias, CH-1217 Geneva 24, Tel. (022) 43.51.15 Telex 27152 Gen Mgr Jean-Pierre Murbach, Sales Mgr., Werner Meier, Mktg Mgr. Jean-Jacques Eschenmoser Int'l subsidiaries: England, France. Germany, Portugal (All Audio Magnetics) Audio: 6-tr. cassette & open reel

B A 5 F (Switzerland) AG, Soestr. 40, CH-8802 Kilichberg, Tel. (07) 15 19:21. Telex. 52396. Sales Mgr. Ueli Schori Home office: Germany

Audio: Cassette, open reel Video: Cassette, open reel

C C T (Compact Cassettes Trading AG). Birmendorfenstr. 55. CH-8036 Zurich Tel (01) 241 47.11 Telex 58975 Chief Exec Hugo von Blumenthal Gen Mgr.: Peter WITZ

Audio: Cassette Brand Name: Toka: Galaxy

Fuji, see Audio-Electronic TD M, see MCS

Intertape Ltd. (International Tape Org.) Spinnereistr 21 CH-6753 Mollis Tel (058) 34 31 34 Telex 75162 Gen Mgr. Feler Baumgartner, Sales Mgr. Louis Bischof (Audio & Video)

M C S (Music & Cassettes Supply Ltd.). Schuletistr., CH-8863 Buttikon SZ Tel (055) 67.14.14 Teles 75144 Pres Werner Weber, Gen. Mgr. Mario Taravetta, Sales Mgc. Ulrich Plocher. Audio: 8-fr., cassette

Brand name: ECM

MagneTec: Noc. Schwarzterstr 36, CH-3007 Berne (Consuming & Engineering) Musicland AG, Aithardstr. 224, Ch-8105

Regenedorf/Zurich: Tel (61) 840.60.40 Toles: 56359 Pres & Gen. Mgr. Gran Carlo Astore, Domestic Sales Mgr., Hans Vetterli. Sales Oir Freity P. Frei. R&D Dir. Richard Steiner Audio: 8.fr., cassette, open rest.

Pyral (Produits) SA, 3 Rue Beau Site, CH-1211 Genova Tel: 44.65.50 Toles 23756 (Ettank Home office: France

Revox-ELA AG, Atthardstr. 146, CH-8105 Regensdorf Tel (01) 840 26 71. Fres. William Studer, Gen May, Michel Ray (Blank only) Audio: Open met

Sony Cheroeus SA, Baarenstr, 59, CH-6381 Zug. Tel. (042) 23-31-21. (Blank only): Audie: Cassette, Open mei

Video: 1" open real, 5" causette, 5" EIAJ carringe Toka/Gallaxy, see CCT.

Werner Weber Kunstoffwork AG, Sondstr. 52, CH-8134 Adhiwit Tel (01) 710 40 51 Pres Werner Weber, Ass't to Pres. Marin Taravella Int't branch: Germony.

raw-consette & open neer

Audia Blank-9.tr consetts & open resi

TAPE DUPLICATING EQUIPMENT Alchemou AG, Allhardste 224, CH 810s. Regnosdorf Zurich Tol (01) 840.66.06. Teles, 56359 Pres & Gen Mgr. Gian Carto Astone, Domestic Sales Mgr. Hars Vetterlo

Sales Dir. Fredy P Frei. R&D Dir. Richard Audio: Quality control equipment for CC production, cossette winders, audio acquistical equipment

Audio Magnetics SA Geneve, PO Box 54, 2 Rtm.

des Acacias, CH-1227 Geneva, Tel. (022)

43.51.15 Telex 27152 Gen Mgr: Jean-

Pierre Murbach, Sales Mgr., Werner Meier,

Int'l subsidiaries; England, France,

Audio: 8-fr., cassette & open reel copiers &

Consultants Ltd.), Case Postale 475, 4 Rue

Audio: Design & implementation of facilities.

Germany, Portugal (All Audio Magnetics)

intertectinika (div. of Nichibei Technical

Sony Oversions SA, Baarerstr. 59, CH-6300 Zug.

Alchemico AG. Allhardstr. 224, Ch-8105

Regensdorf Zurich, Tel. (01) 840.66 bs.

Talex 56359 Pres & Gen Mgr. Gran Carlo

Astore: Domestic Sales Mgr., Hans Vetterk,

Sales Dir. Fredy P. Fred B&D Dir. Richard

Product Carrying & storage cases, head

cleaners, demagnetizers, leader & splicing

Dynavox Electronics, route de Villars 105, CH.

LC M Cassette Mdsrs Ltd. Muehlebachstr 27,

CH-8800 Trulest Tel (01) 720 29 42 Telex

53759. Pres. Werner Weber, Gen Mgr.

Product: Tape carrying & storage cases.

Chaux-de-Fonds Tel (039) 26 93 69

Owner Michel Cattin, Gen & Sales Mgr.

(055) 67.14.14. Telex. 75144. Pres.: Werner

Weber, Gen. Mgr.: Mario Taravella, Sales

Lake County Recs., Bors Noir 39, CH-2300 La

Product: 45 RPM adaptors, needles.

M C S (Music & Cassette Supply Ltd). Schutelistr. CH-8863 Buttikon S2. Tel

Musicland AG, Althurdstr 224, CH-8105

Regensdorf Zurich Tel (01) 840 60 40.

Telex: 56359 Pres & Gen. Mgr. Gian Carlo

Astore, Domestic Sales Mgr. Hans Vetterli,

Sales Dir Fredy P Frei R & D Dir Richard

Product: Carrying & storage cases, head

Regensdorf Tel (01) 840 26 71 Pres. Willi

Product Tape carrying & storage cases.

Revox-ELA AG. Althardstr. 146, CH-8105

E Schweizer Design AG, Spalentorweg 54, CH-4051 Basel Tel (061) 22 17 65 Telex

63403. Gen. Mgr. Peter Krummenacher

Product: Carrying & storage cases.

Wettingen Tel (056) 26 28 61 Mng Dir.

Remy A. Thorens, Sales Dir. Armin Graf.

cleaners, cloths. & brushes, head cleaners

Thorens-Franz AG, Hardatr, 41, CH-5430

Product: 45 rpm adapters, needles

store fixtures &

aids

Sheiner

merchandising

manufacturers

Product: Tape display racks

Product: Tape display racks.

Int'l branches: Germany, USA.

services

DESIGN & ARTWORK

Alchemco AG. Althardstr. 224. CH-8105

Musicland AG Althardstr 224 CH-8105

E Schweizer Design AG Spalentorweg 54 Ch-4051 Basel Tel (061) 22 17:65 Telex

63403 Gen Mgr. Peter Krummenacher

Product: Browser boxes, display racks.

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Maurice Mindel, Sales Mgr. Ales Murray.

Tel (01) 666-7748 Chief Exec. & Gen. Mgr.

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Sales Dir. Fredy P. Frei, R&D Dir. Richard

Regensdorf Zurich, Tel: (01) 840 50 40

Titlex 56359, Pres. & Gen. Mgr.: Gian Carlo

Astore: Domestic Sales Mgr., Hans Vetterin

Sales Dir. Fredy P. Frei, H&D Dir. Richard

Telex 58359 Pres & Gen Mgr. Gran Carlo

1700 Fribourg, Tel. (037) 24 55 30

Andy Baur, Sales Dir.: Rolf Sager.

Brand name: Pickering

Eliane Cattin

Mgr. Ulrich Plocher

Int'l branch: Germany.

Product Head cleaners

cleaners & demagnetizers

Studer: Gen Mgr Michel Ray

Int'l branches: Germany, USA.

head cleaners & demagnetizers

Product: Needles, stereo cartridges.

Ami-Lullin, CH-1251 Geneva 3.

manufacturers

Brand name: Pontagon

Tell (042) 23:31:21

accessories

Mktg Mgr Jean-Jacques Eschenmoser.

45123 Owner S.L. Bird, Gen Mgr. D. Gamron Design Ltd 32 Pancras Rd Lores NW1 2QP Tel (01) 837-8328 Owners Malcolm Macdonald, Lynda Watkins

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Dir. 8 Gen. Mgr. Mike Baron, Sales Mgr. Peter Duncari, Publig Dir. Nik Daktey. Nelson Rec g Studio, Nelson House, 93 Castle Hill Fld. Hindley, Wigan, Lancs, WN2 4BH, Tel (0942) 58777, Contacts, S.M. Millard, W.

Leyland. P D Graphics Ltd., 14 Forest Rd., Woodford Green, Essex S04, Tel (01) 504-1549, Mng. Dir. Philip Duffy Gen Mgr. John Copeman

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S & B Trading, Stylus House, 34 / 38 Verulam Rd St. Albans, Herts, AL3 4DF, Tel: (0727) 50611 Mng Dir P.H. Grant Prod'n Dir S.H. Blank, Sales Dir. B. Blank, Dir. D.N.

Audio: Cassette parts Thorn Consumer Electronics Ltd., 284 Southbury Rd., Enfield, Middx, EN1, 1TJ. Tel: (01) 366-1155. Telex 263201 Mng Dir. R.E. Norman, Sales Dir. J. Ross, Adv. Mgr. M.L. Doman

Audio: Cassette mechanisms Ziphurst Ltd., Stylus House, 34:38 Verulam Rd. St. Albans, Herts AL3 4DF, Tel. (0727) 50611 Telex 28675 Mng Dir P.H. Grant, Dir D.N. Lever, Sales Dir. B. Blank, Prod'n Dir. S.H. Blank

Audio: Cassette parts EMPTY CARTRIDGES. CASSETTES & REELS

Ampex Great Britain Ltd., Acre Rd., Reading Berks: RG2 0QR Tel (0734) 85200 Cable AMPEX READING Telex 847611 Gen Mgr. W. Scullion, Mktg. Servs. Supervisor C. Murphy-O'Connor, Sales Mgr. J. Cripps. Adv. Mgr. P. Vaughan

Audio: All configurations Audio Devices, see Lee B A S F UK Ltd. Haddon House. 2: 4 Frizroy St. London W1P SAD. Tel. (01) 637-8971. Telex 28649 Div. Mgr. H.C. Pattinson, Prof. Prads Mgr. R.M. Hine.

Audio: Cassette Video: 1" open reel, cassette C.S.B.Ltd., 577 Carnaby St., London W1V 1PG Tel (01) 439-9281 Telex 895691 Mng Dir Mafaida Hall, Dir. & Prod n Mgr. Mike Shaw, Sales Mgr.: Paul Cumming, Int I. Caroline

Lacy-Thompson. Copel see Cosmocord Cosmocord Ltd. Eleanor Cross Rd. Wallham Cross, Herts EN8 7NX Tel Lea Valley 716-666 Cable ACOS WALTHAM CROSS Telex 24294 Mng Dir VJ Swyer Sales & Mittg Dir. G.E. Brewin

Audio: 6-tr., cassette, open reel. Brand name: Copel EMITape Ltd. Tape House, Dawley Rd. Hayes Middx UB3 18T Tel (01) 573-3888 Cable EMITAPE LONDON Telex 932161 Mng Dir., E.A. Naet, Comm I Controller, P.K. Mitchell Gen Sales Mgr. P. Sollitt, Mktg.

Mgr. M.W. Cross Audio: Cassette, open reet Fidelipaci see StS. Landmark (Precision Mouldings) Ltd. 2 Albone Way, Langford Rd., Biggleswade, Beds. Tel-(0767) 314-231. Telex 23384 Mng. Dir. David Ritchie, Prod'n Dir. George Jardine.

Works Dir Don Pearson

Branch: Potters Bar, Herts., Deneway. House, Darkes Ln. Audio: 8-tr., cassette. Lee Engig Ltd., Napier House, Bridge St., Walton-on-Thames, Surrey KT12 1AP, Tel. Wall-

ton-on-Thames 43124 Cable LEETECH Telex 928475 Mng Dir Thomas Lee, Gen. Mgr. Chris Welsh, Sr. Sales Eng. R.J. White. Audio: NAB

Brand name: Audio Devices Musonic, see S&B Trading & Ziphurst Mational Panasonic (UK) Ltd., 107 109 Whitby Rd. Slough, Berks SL1 3DR Tel. (0753)

27516 Cable PANASONIC Telex 848761 Mng Dir A Imura Sales Mgr. J Aoki, Adv. Mgr.: Ron Fry. Branch: Stourton, Leeds, Skelton Grange Rd Tel. (0532) 702541. Reg'l Sales Dir. Tony Nishigaki Video: "" EIAJ open reel. "" EIAJ car-

www.americanradiohistory.com

tridge. Brand name: National Professional Tapes Ltd., Cassette House, 329 Hunslet Rd., Leeds LS10 1NJ, Tel. (0532) 706066 Telex 95293 Mag Dir Raymond Linton

Audin: Cansette: Racal-Zonial Ltd., Station Hill, Pound Hill, Crawley, Sussex RH10 4AZ, Tel. (0293) 34982 Cable CASSETTES CRAWLEY Telex 87851 Mag Dir. D.S. Worman, Gen. Sales. Mgr. John Rooke: A/V Sales Mgr. Eric. Mould Audio: Cassotto:

S & B Trading, Stylus House; 34: 38 Verulam Pd. St. Albans, Herts. AL3 4DF, Tel. (0727) 50611 Mng. Dir. P.H. Grant, Prod'n Dir. S.H. Blank, Sales Dv. B. Blank, Der. D.N.

Audio: 8-tr., cassette Brand name: Musonic.

Mgr. Bob Hill

NN1 2PB Tell (0604) 32965, 30559 Mng. Dir. D.P.D. Mitchell, Sales Mgr. 1. Brown. Audio NAS A & C Brand name: Fidelipac Scotch, see 3M Tandberg (UK) Ltd., 81 Kirkstall Rd., Leeds.

S I S Ltd. 57 St. Andrews Rd., Northhampton

Yorks LS3 1HR Tel (0532) 35111 Cable TANBERG LEEDS Tolex 557811 Mng Dir. John Farnell, Dir. & Sales Dir. W.A. Harrison, Adv. Mgr., M.R. Cowing. Audio: Cassette The Tape Duping Co. (GB) Ltd., Freedex House. 4-10 North Fld., Islington, London N7 9HN

Tel: (01) 609-0087. Telex. 264773. Pres.

Mark Myers, Mng Die Peter Robey, Sales

Audio Cassette 3 M United Kingdom Ltd., PO Box 1, 3M House, Bracknell, Berks, RG12 1JU, Tel. (0344) 26726 Tolex 849371 Mng Dir Donn Osmon, Div. Dir. P.G. Hutchings, Sales & Mklg Mgr. C. Hobbs Mklg Co-ard P.A.

Stockwell-Jones Reg'l sales offices: Belfast BT1 5JE, Northern Ireland, 11 Donegall Square 5. Tel. (0232) 42811, 42926—Birmingham B3 3EL, Edmund House, 12-22 Newhall St. Tel. (021) 236-5077-Glasgow G4 0AY, Scotland, 3M House, 9 Canal St. Tel (041) 332-9622-London SE20 7TR, PD Box 38, Yeoman House, 63 Croydon Rd., Penge Tel (01) 659-2323-Manchester M15 4PA, 3M House, 28 Great Jackson St. Tel. (061) 236-

Audio: B-fr. cassette & open reel. Video: Open reet, cassette Brand name: Scotch

Ziphurst Ltd., Stylus House, 34, 38 Verulam Rd. St Albans, Herts AL3 4DF Tel (0727) 50611 Telex 28675 Mng Dir. P.H. Grant, Dir. D.N. Lever, Sales Dir. B. Blank, Prod'n Dir. S.H. Blank Audio: 8-tr., cassette

Brand name: Musonic.

PROFESSIONAL TAPE SUPPLIES

A T (Associated Tape) Ltd., 214 Bowes Rd. Southgate London N11 Tel (01) 368-2309 (importer) Audio: Automatic 8-tr. changer

Brand name: Telex.

Agfa-Gevaert Ltd., Unity House, 27 Great West Rd Brentford Middx Tel (01) 560-2131 Cable ARTOVEG Telex 28154 Mng Dir G. Ahrens, Div. Mgr. E.J. Drew, Sales Mgr. E.A. Bowden

Product: Broadcast & studio tape, magnetic film, video tape & cassette, cassette bulk Brand name: Agfa Videochrom.

Amos of Exeter Ltd. Weircliffe Court, Exwick. Exeter, Devon EX42AG Tel (0392) 72-132 Telex 42786 Mng Dir R.E. Amas Audio & Video: Bulk tape erasers Brand name: Weircliffe

Ampex Great Britain Ltd., Acre Rd., Reading Berks RG2 0QR Tel (0734) 65200 Cable AMPEX READING Telex 847611 Gen Mgr. W Scullion Mktg Servs Supervisor C. Murphy-O'Connor, Sales Mgr. J. Cripps, Adv Mgr. P Vaughan Audio: Studio mastering tape

Video: 2" broadcast, 1" broadcast, & U-matic tape

Audiotape, see Lee Audua, see TDK

White.

BASF(UK) Ltd. 2/4 Fitzroy St. London W1P 5AD Tel (01) 637-8791 Telex 28649 Chief Exec H.C. Pattinson, Prof. Prods. Mgr. R.M. Hine Product: Cassette duplicating tape.

Chroma 90, see Memorex.

E.M. Tape Ltd., Tape House, Dawley Rd., Hayes, Middx UB3 1BT Tel (01) 573-3888 Caple EMITAPE LONDON Telex 932161 Mng Dir EA Naet Commit Controller PK Mitchell, Sales Mgr. P. Sollitt, Mktg. Mgr. M.W. Cross Audio: Standard & long-play professional

Editall, see Scenic Sound Equip A. C. Farnell Ltd., Kenyon Ltd., Sheffield S1 48D. Tel: (0742) 78901

Product: Bulk erasers Lee Engig Ltd., Napier House, Bridge St., Walton-on-Thames, Surrey KT12 1AP. Tel Walton-on-Thames 43124 Cable LEETECH Telex 928475 Mng Dir Thomas Lee; Gen Mgr. Chris Welsh, Sr. Sales Eng. R.J.

Audio: Tape Brand name: Audiotape Memorex UK Ltd., Hoechst House, 50 Salisbury Rd., Hounslaw, West Middx, TW4 6JN, Tel. (01) 570-7716. Cable: MRXLON, Telex. 935013 Mng Dir JEM Kitching: Audio Prods Sales Mgr. G. Creach, Video Prods. Sales Mgr. G. Worthington

Video: 1 tiroadcast Racal-Zonal Ltd., Station Hill, Pound Hill, Crawley, Sussex RH10 4AZ, Tel. (0293) 34982. Cable CASSETTES CRAWLEY Telex 87651 Mng Dir D.S. Worman Gen Sales

Mgr. John Rooke, A.V. Sales, Mgr. Eric Mould: Audio: 2", 1", 15" & 14" tape Brand name: Triple Three, Triple Six, Triple

S.S.E. see Scenic Sound Equip. Scenic Sounds Equip . 97-99 Dean St., London W1 Tel (01) 734-2812 Telex 27939 Mng Dir. David Hawkins. Audia: Splicing & editing equip.

Scotch, see 3M. T D K Tape Dist (UK) Ltd., 341 Brighton Rd. South Croydon, Surrey CR2 6EQ Tel (01) 688-7372 Telex 946727 Mng Dir John C Buchan, Sales Mgr. Derek Huthwaite

Brand name: Editail 55E

Brand name: Audua Tolex, see AT. 3 M United Kingdom Ltd., PO Box 1, 3M House. Bracknell, Berks. RG12 1JU. Tel (0344) 26726 Telex 849371 Mng Dir Donn Osmon, Div. Dir. P.G. Hutchings, Sales & Mirty Mgr C Hobbs, Mktg Co-ord P.A.

Stockwell-Janes Reg'l sales offices: Bellast BT1 5JE, Northern Ireland, 11 Donegall Square S Tel. (0232) 42811, 42926—Birmingham B3 3EL, Edmund House, 12-22 Newhall St. Tel (021) 236-5077-Glasgow G4 0AY, Scotland, 3M House, 9 Canal St. Tel. (041) 332-9622-London SE20 7TR, PD Box 38, Yeoman House, 63 Craydon Rd, Penge, Tel (01) 559-2323-Manchester M15 4PA, 3M House, 28 Great Jackson St. Tel: (061) 236-

8500

INTERNATIONAL

Audio: 2", 1", "5" & "" professional rec'g

Video: Broadcast & nelical scan tapes Brand name: Scotch Triple Three, see Racal-Zonal,

TAPE, BLANK LOADED & BULK RAW

Triple Six, see Racat-Zonal

Triple Eight, see Racal-Zonal

Weircliffe; see Amos of Exeter

Acoustic Dynamic, see TDK Adastra Electronics Ltd., Cricklewood Trading Estate, Unit N22, Claremont Rd. London NW2 1TU Tet (01) 452-6288 Cable WEST-QUIP Mng Dir Michael Leaver, Gen & Sales Mgr. J. Boyce (Blank only) Audio: Cassette, open reel

Brand name: Syncassette, Synchrotape. Agta-Gevaert Ltd., Unity House, 27 Great West Rd Brentford, Middle Tel. (01) 560-2131 Cable ARTOVEG Telex 28154 Mng Dir. G. Ahrens, Sales Mgr. Ted Bowden, Adv. Mgr. P. Miller Home office: Germany

Audio: Cassette, open reel Video: 1" open reel, " cassette Brand names: Agta Carat. Agta Stereochrom. Agta Videochrom

Air Check, see Sound Alwa Sales & Serv. (UK) Ltd., 30/32 Concord Rd., Westwood Park Trading Estate, Western Ave., London W3 0TH Tet: (01) 993-1672 Telex 936239 Mng Dir S.R Chor-ley, Sales Mgr. D.J. Wright, Adv. & Press Of-

ficer T.D. Spira. Ampex Great Britain Ltd., Acre Rd., Reading Berks, RG2 0GR, Tel (0734) 85200 Cable AMPEX READING Telex: 847611 Gen Mgr. W. Scullion, Mktg. Servs, Supervisor C Murphy-O'Connor, Sales Mgr.: J. Cripps. Adv Mgr. P Vaughan

Audio: 8-tr., cassette, open reel. Video: 2" broadcast, 1" open reel, %" cassette, "" ElAJ open reel, "" ElAJ cartridge Audiogenic Ltd. 34-36 Crown St., Reading, Berks, RG1 2SN, Tel. (0734) 595647 Dir. Martin Maynard, Gen. Mgr. Moira Farrell, Sales Mgr. Henry Smithson (Blank only) Audio: Cassette

Audio Magnetics Inc. (UK) Ltd., 121 Loverock Rd. Reading, Berks RG3 1JZ Tet (0734) 598036 Telex 849113 Mng Dir Nigel W Bryden, Reg'l Sales Mgrs. Scott Murdoch (South), Hugh Smith (North), Export Mgr. ian Swash

Audio: 8-tr., cassette, open reel Audiosonic, see Cassette Developments Audiotape, see Lee Eng'g. Audua, see TDK.

Avcom Systems Ltd., Newton Works, Stanlake Mews. London W12 7HJ. Tel (01) 749-2201 Cable CINEPRO LONDON Telex 896691 Mng Dir Enc R. Bastin, Gen Mgr. Marc Hulf, Sales Dir. Nick Gillieron Audio: Cassette

BASFUK Ltd., Haddon House, 274 Fitzroy St. London W1P 5AD Tel. (01) 637-8971. Teles. 28649 Drv. Mgr.: H.C. Pattinson, Prof. Prods Mgr.: R.M. Hine Audio: Cassette, open reel

F W O Bauch Ltd., 49 Theobald St., Boreham Wood, Herts Tel. (01) 953-0091 Telex. 27502 Mng Dir John Bauch, Sales Mgr. Stephen Holmes, Press Officer, David Neal Brand name: Revox

Capitol Magnetics (div. of EMI Tape Ltd.), Tape House, Dawley Rd , Hayes, Middx UB3 18T. Tel: (01) 573-7860, Cable EMITAPE LON-DON Telex 932161 Mng Dir EA Naet, 19 Gen Mgr. P Sollitt

Audia: 8-tr., Cassette, open reel Brand name: Blank-The Master Tape; raw-Capitol Cassette Developments (Audiosonic) Ltd., Micra

8

House, 138 Lower Mortlake Rd., Richmond, Surrey TW9 2JZ Tel: (01) 940-8186 Cable MICRONETICS Telex 8813481 Gen Mgr. D. Dixon Audio: Cassette

Brand name: Audiosonic Certron, see Laltex. D & B Tape Servs. 23 Croydon Rd. Reigate. Surrey RH2 OLY Tel 49505 Owner EG

Dowley Audio: 8-tr., cassette, broadcast. Decca, see Selecta. Duplitage, 1/7 Harewood Ave., London NW1.

Tel (01) 724-2497. Telex 21879 Chief Exec. R. Jackson Moore, Gen & Sales

Mgr. B.R. Lambden (Blank only) Audio: Cassette. Brand name: ITD Dynamic, see TDK EMITape Ltd., Tape House, Dawley Rd., Hayes, Middx UB3 18T Tel: (01) 573-3888 Cable

Dir. E.A. Naet Comm'l Controller P.K. Mitchell, Gen. Sales Mgr. P. Sollitt, Mktg. Mgr.: M.W. Gross Audia: Cassette, open reel Video: VHS cassette

E P S (Educational Publig Servs.), 75 Holloway Rd., London N7 8JZ, Tel. (01) 607-60597 3755 Telex 21120 Ref 2106 Pres David Cavatier (Blank only) Audio: Cassette, open reet.

Fidelipac, see SIS Recig Fifth Ave. Rec'g Co (UK) Ltd. Avenue House, River Way, Templefields, Harlow, Essex CM20 2DN Tel (0279) 39256 Mng Dir. Harold Leonard Collins, Gen. Mgr. Bert Hamilton, Prod'ns Mgr. Mike Stancevic. (Blank only)

Audio: Cassette Fuji Photo, see Pyser. Golding Audio Ltd. 26 Hythe Quay, Colchester, Essex Tel. (0206) 77224 Mng Dir A.B. Golding Dir D.P Golding Gen Mgr P Walsh, Sales Mgr. R.K. Golding (Blank

Audio: 8-tr., cassette. Grampian Recs. Ltd. Airport Ind I Estate, Wick-

Caithness, Scotland, Tel (0955) 2787 Dir. J. Johnston, Mgr.: John Hunter. (Blank only) Audio: Cassette T.D. see Duplitage International Video Corp. (UK) Ltd., 10 Portman

Rd Reading Berks RG3 1JR Tel (0734) 585421 Telex 847579 Cable INTER-VIDEO Mng Dir. John D. Jeffery Video; 2" & 1" Professional J V C (UK) Ltd., Eldonwall Trading Estate, 6-8

Priestley Way, London NW2 7AF, Tel (01) 450-2621 Mng Dir. Kurt Lowy, Sales Mgr. A. Nishina, Adv. & Press Officer: Geoff Flem-

Video: "VHS, cassette. Laftex & Co. Ltd., Laftex House, 1 Canal St.

Manchester M60 4AX: Tel (061) 236-8186 Cable ALMIGHTY Telex 669431 Dirs. R J. Mulchand, K C. Bhavnani (Blank only) Audio: Cassette Brand names: Certron, Monatone, Winth-

Leda, see EPS. Lee Eng'g Ltd., Napier House, Bridge St., Walton-on-Thames, Surrey KT12 1AP, Tel: Walton-on-Thames 43124 Cable: LEETECH, Telex 928475 Mng Dir, Thomas Lee: Gen

EMITAPE LONDON Telex 932161 Mng.

Brand name: Leda, Tape ? Ferrotape see North East Audio INTERNATIONAL

Mgr. Chris Weish, Sr. Sales Eng. R.J. White. Audio: NAB Brand name: Auditotape

Maxelf, see Natural Sounds Media Sound, see Metropolitan Communications

The Master Tape, see Capitol

Memore* (UK) Ltd., Hoechst House, 50 Salisbury Rd., Hounslow, West Midds. TW4 6JN Tel (01) 570-7716 Cable MRXLON Telex 935013 Mng Dir J.E.M. Kitiching, Audio Prods Sales Mgr. G. Creach, Video Prods Sales Mgr. G. Worthington (Blank only) Audio: Cassette

Video: 1" open reel, %" cassette, %" EIAJ open reel.

Metropolitan Communications, Ba Frognal Gardens, London NW3 6UX, Tel. (01) 435-8803. Mng Dir. Mark R F. Hanau. (Blank only) Audio: Cassette

Brand name: Media Sound Monatone, see Laftex.

Audio: Cassette

Musonic, see S&B Trading & Ziphurst. National Panasonic (UK) Ltd., 107/109 Whitby Rd. Slough Berks SL1 3DR Tel (0753) 27516 Cable PANASONIC Telex 848761 Mrig Dir A Imura, Sales Mgr. J. Aoki, Adv.

Mgr.: Ron Fry (Blank only) Branch: Stourton, Leeds, Sketton Grange Rd Tel (0532) 702541 Reg I Sales Dir Tony Nishigaki

Video: 1/2" EIAJ open reel. 1/2" EIAJ car-

Brand name: National, National Panasonic, Technics. Natural Sound Systems, 10 Byron Rd., Weald-

stone, Harrow, Middx. Tel. (01) 863-8622 Telex 922573 Sales Dir. Malcolm Kays. Maxell Prod Mgr. Mike Crawshaw (Blank Audio: Cassette, open reel. Brand name: Maxell North East Audio Ltd., Simonside Works, South

Shields, Tyne & Wear NE34 9NX, Tel. (0632) 566321 Mng Dir AJ Helliwell, Sales Mgr J. Sparrow Brand name: Ferrotape Paragon Int'l Prods, 16 Holmes St., Belfast,

Northern Ireland. Tel. (0232) 48260. Dir. John O.P. McCourt, Gen. Mgr., Anne Heaps, Sales Mgr Edwina Heaps Audio: Cassette, open reel Pebble Recs. Ltd., 46 Maddox St., London W1

Tel (01) 629-3266, 491-4140. Telex: 25247 Mng Dir James Pollard: Gen Mgr Julia Slocombe Audio: 8-tr., cassette.

Philips Electrical Ltd., City House, London Rd. Croydon, Survey, Tel (01) 689-2166. Telex. Audio: Cassette, open reel.

Videa: 1/2" EIAJ open reel, VCR.

Products 2000, The Maltings, 63 High St., Ware, Herts SG12 9AD Tel (0920) 66242 Mng. Dir R.C. Bayes. Gen. Mgr. C.W. Bayes. (Blank only) Audio: Cassette Brand name: Sonorex/Audiogramm

Professional Tapes Ltd., Cassette House, 329 Hunslet Rd. Leeds LS10 1NJ Tel (0532) 706066 Teles 55293 Mng Dir Raymond Linfon

Audio: Cassette, open reel Video: 15" EIAJ cartridge.

Pyral Magnetics Ltd., Airport House, Purley Way Croydon, Surrey CR0 0XZ, Tel (01) 681-2272 Telex 946670 Mng Dir H.J. Hutchings, Sales Mgr. John P. Thurley Branch: Eastbourne, Sussex, Courtlands Rd Tel: (0323) 638-965

Audio: Cassette, open reel Pyser Ltd., Fircroft Way, Edenbridge, Kent TN8 6HA Tel: (0732) 864111. Telex. 95527. Mng Dir JP Tilt, Sales Dir JR Carpen-

Branch: Harrow, Middx. 102 College Rd. Tel: (01) 427-2278

Audio: 8-tr. cassette open reel Brand name: Fuji Photo

Racal-Zonal Ltd. Station Hill, Pound Hill, Crawley, Sussex RH10 4AZ Tel (0293) 34982 Cable CASSETTES CRAWLEY Telex 87651 Mng Dir D.S. Worman, Gen Sales Mgr. John Rooke, A.V Sales Mgr. Enc.

Audio: Catsette, open reel Brand name: Triple Three, Triple Six, Triple Revox see F.W.O. Bauch

Ross Electronics, 32 Rathbone PL, London W1P. 1AD Tel (01) 580-7112 Cable ROSSI-LECT Telex 22747 Pres. Ross I L. Marks. Gen & Sales Mgr. A.C. Murphy (Blank

Audio: 8-tr., cassette. 5 & B Trading, Stylus House, 34/38 Verulam Rd. St Albans, Herts AL3 4DF Tel (0727) 50611 Mng Dir. P.H. Grant, Prod'n Dir. SH Blank Sales Dir. B. Blank, Dir. D.N.

Lever Audio: 8-tr., cassette Brand name: Musonic SIS Ltd., 57 St. Andrews Rd., Northampton NN1 2PB Tel (0604) 32965, 30559 Mng Dir

DPD Mitchell, Sales Mgr. I Brown Audio: NAB A & C Brand name: Fidelipac S R T Prod ns Ltd. 987 High Rd. Finchley, London N12 Tel (01) 445-3218 Mng Dir George Bellamy, Dir. David Richardson

Audio: Cassette Scotch, see 3M Selecta (London) (div of Decca Rec Co Ltd.). 125/127 Lee High Rd., Lewisham, London SE13 5NX. Tel. (01) 852-9171/9191. Telex.

896029 Gen Mgr. J.D. Roberts, Sales Mgr. D Barsby: Sales Co-ord. E. Packham (Blank only) Audio: Cassette

Brand name: Decca. Sonorex/Audiogramm, see Products 2000 Sony (UK) Ltd. Pyrene House, Sunbury Cross Sunbury-on-Thames, Mddx, Tel. (76) 87644 Telex 265371 London

Video: 5" U-matic cassette, 5" EIA. open Sound, 1 Ogdershaw Mews, Maidenhead; Berks

Tel (0628) 33011 Mng Dir 5.M Webb. Sales Mgr. M. Lloyd, Adv. Mgr. C. McVie. (Audio only) Brand name: Air Check.

Soundrider, see James Yorke Strathclyde Sound & Video Ltd., Central Chambers, 93 Hope St., Glasgow, Scotland G2 6LD Tel (041) 221-2244 Telex 777283 Mng Dir Raymond E Orr Sec'y Pat R Black

Audio: 8-fr_cassette_apen reel Super Avilyn, see TDK Syncassette, see Adastra Synchrotape, see Adastra

T D K Tape Dist (UK) Ltd., 341 Brighton Rd. South Croydon, Surrey CR2 6EQ Tet 688 7372 Telex 946727 Mng Dir J.C. Buchan; Sales Mgr.: Dorek Huthwaite. Audio: Blank-8-tr cassette open real raw-cassette

Brand names: Acoustic Dynamic, Audus, Dynamic, Super Avilyn. T.R.A.D. Electronics Sales Ltd., 149B. St. Albans

Rd. Walford Herts WD2 588 Tel (92)

Audio: Cassette, open reel The Tape Ouplig Co (GB) Ltd. Freedex House, 4-10 North Rd. Islington, London N7 9HN Tel (01) 609-0087 Telex 264773 Pres Mark Myers, Mng. Dir. Peter Robey, Sales Mgr Bob Hill (Blank only)

47988 Telex 262741 Mng Dir. J.E. South-

Tape 7, see EPS Technics, see National Panasonic

Audio: 8-tr_ cassette:

3 M United Kingdom Ltd., PO Box 1, 3M House, Bracknett, Berks RG12 1JU Tet (0344) 26726 Telex 849371 Mng Dir. Donn Co. mon, Div Dir P.G. Hutchings: Sales & Mktg Mgr. C Hobbs, Mktg Co-ord P.A. Stockwelt-Jones

Reg'l sales offices: Belfast BT1 SJE, Northem Ireland, 11 Donegall Square S Tel (0232) 42811, 42926-Birmingham B3 JEL, Edmund House, 12-22 Newhall St. Tel: (021) 236-5077-Glasgow G4 0AY, Scotland, 3M House: 9 Canal St. Tel: (041):332-9622-London SE20 7TR, PO Box 38 Yeoman House, 63 Croydon Rd., Penge, Tel. (01) 659-2323-Manchester M15 4PA, 3M House, 28 Great Jackson St. Tel (061) 236-

Audio: 8-tr_ cassette, open reel Video: 1" open reel. 1" cartridge, %" cassette, %" EIAJ open reel, %" EIAJ cartridge, " cansette. "/" open reel

Brand name: 5cotch. Trident Audio Developments Ltd., 312/314 Wardour St. London WTV 3AU Tel (01) 734-9901 Telex 27782 Mng Dir Malcolm Tott. Sales Mgrs. Mike Rogers, Derek Fox.

Audio: 8-tr_ cassette Triple Three, see Flacal-Zonal. Triple Six, see Racal-Zonal Triple Eight, see Racal-Zonal. Winthronics, see Laltex

James Yorke Ltd., Oak House, Northleach, Gloucestershire GL54 3ET Tel: (04516) 509 Chief Exec. J. Scarlett, Sales Mgr. Peter Fanshawe, Technical Mgr. Mike McClarron, Studio Mgr. Peter Rinnie (Blank only) Audio: 8-tr., cassette.

Brand names: Soundrider, James Yorke. Ziphurst Ltd., Stylus House, 34:38 Verulam Rd. St. Albans, Herts ALJ 4DF Tel (0727) 50611 Telex 26675 Mng Dir. P.H. Grant. Dir D.N. Lever Sales Dir B. Blank, Prod n. Dir. S.H. Blank. Audio: 8-tr_ cassette

TAPE DUPLICATING & PROCESSING EQUIPMENT

Brand name: Musonic

copiers.

Ampex Great Britain Ltd., Acre Rd., Reading. Berks, RG2 0QR, Tel. (0734) 85200, Cable AMPEX READING Telex 847611 Gen. Mgr W Scullion Mktg Servs Supervisor C. Murphy-O Connor, Sales Mgr. J. Cripps Adv. Mgr. P. Vaughan

Audio: Professional tape duplicators Auvis-Asona, see Lennard

Avcom Systems Ltd., Newton Works, Stanlake Mews, London W12 7HJ, Tel. (01) 749-2201. Cable CINEPRO LONDON Telex 896691 Mng Dir Enc R Bastin, Gen Mgr. Marc Hulf, Sales Dir Nick Gillieron. Audio: Cassette duplicators & high-speed

Brand name: Telex Cetec Int'l Ltd. Sapphire House, 16 Uxbridge Rd., Ealing, London W5 2BP, Tel. (01) 579-9145 Telex 935847 Mng Dir Brian C.A. Wills, Sales Mgr. Michael J. Cotter

Audio: High-speed duplicators Brand name: Gauss Cintron Group, Grove House, 551 London Rd. Isleworth, Middx, TW7 4DS, Tel. (01) 568-0131 Telex 935054 Sales Dir. Bernard G.

Rawson. (Audio only) Brand name: Pentagon (USA), Telex (USA), Wollensak (USA) Harewood Ave London NWT

Duplitape, 1/7 Tel (01) 724-2497 Telex 21879 Chief Exec R Jackson Moore, Gen & Sales Mgr. B.R. Lambden. Audio: Duplicators & loaders

Brand name: Otari (Japan)

Gauss, see Cetec Hayden Labs Ltd. Hayden House Churchfield Rd Chalfont St. Peter, Bucks SL9 9EW Tel: (02813) 88447 Telex 849469 Chm. K.E. Owens, Mng Dir, E.J. Barrett, Sales Mgr. P. Harwood, Technical Mgr. J. Rudling, Adv. Mrs. A.C. Sandrey.

Branch: London NW1 6SN, 6 Bendall Mews. Bell St. Tel. (01) 723-4441 Mgr. P. Ferns Serv. Mgr.: G. Davis.

Audio: Cassette duplicators & loaders Brand name: Telefunken. Industrial Tape Applications, 1-7 Harewood Ave., London NW1 Tel (01) 724-2497 Telex 21879 Dir. M. Parmiter, Gen. Mgr.

B. Lambden, Sales Mgr. P. Leader

Audio: Cassette duplicators Brand name: Otari (Japan) Lee Eng'g Ltd., Napier House, Bridge St., Walton-on-Thames, Surrey KT12 1AP, Tel. Walton-on-Thames 43124 Cable LEETECH Telex 928475 Mng Dir Thomas Lee, Gen Mgr. Chris Welsh, Sr. Sales Eng. R.J.

White Audio: Duplicators, loaders, printers Leevers-Rich Equip. Ltd., 319 Trinity Rd., Wandsworth, London SW19 3SL. Tel. (01) 874-9054 Cable LEEMAG Telex 923455 Mng Dir. R.C. Biezard, Gen Mgr. W.A. Costello, Sales Mgr. J. Robinson

Audio: Bulk erasers Lennard Developments Ltd., 206 Chase Side Enfield, Midds, EN2 OQX, Tel: (01) 363-8238 Cable LENNARD ENFIELD Mng Dir G Lennard

Audio: Cassette loaders Brand name: Auvis-Asona

B. H. Morns & Co. (Radio) Ltd., Precision Centre. Heather Park Dr., Wembley, Middx, HAO TSU Tel (01) 902-9422 Telex 922131 Mng Dir K Lasky Mktg Mgr BT Cockram, Sales Dir.: A. Allenstein Brand name: Trio-

National Panasonic (UK) Ltd., 107/109 Whithy Rd., Slough, Berks, SL1 3DR, Tel (0753) 27516 Cable PANASONIC Telex 848761. Mng Dir. A. Imura, Sales Mgr. J. Aoki, Adv. Mgr. Hon Fry Branch: Staurton, Leeds, Skelton Grange

Rd. Tet (0532) 702541 Reg'l Sales Dir. Tony Nishigaki Video: High speed %" cartridge duplicator

Brand name: National Otari, see Duplitage, C.D. Hammond & Industrial Tape

Pentagon, see Cintron. Philips Electrical Ltd., City House, London Rd., Croydon, Survey Tel (01) 689-2166 Talax

Sumbury-on-Thames, Mdd+, Tet (76) 87844.

Audio: Cassette duplicators Videa: VCR duplicators. Scotch, see 3M. Sony (UK) Ltd. Pyrene House, Sunbury Cross.

Telefunkon see Hayden Telex and Avcom & Cintran.

3 M United Kingdom Ltd., PO Box 1, 3M House, Bracknett, Berks, Ri512 LRJ Tel (0344) 26726. Tetes 849371 Mng Dic Donn Osmon; Div. Dir.: P.G. Hutchings, Sales & MkNg Mgr C Hobbs, Mktg Co-old, P.A.

Telex. 256371 London (Video only)

Stockwell-Jones: Reg'l sales offices: Belfast, BT1 5JE, Northern Ireland, 11 Donegall Square S. Tel (0232) 42811, 42926—Birmingham B3 3EL, dmund House, 12-22 Newhall St. Tel (021) 236-5077-Glasgow G4 0AY, Scotland, 3M House, 9 Canal St. Tel. (041) 332-9622-London SE20 7TR, PO Box 38. Yeoman House, 63 Craydon Rd., Penge, Tel. (01) 659-2323-Manchester M15 4PA, 3M House, 28 Great Jackson St. Tel. (061) 236-

Audio: Cassette pancakes Brand name: Scotch Trio, see B.H. Morris Wollensuk, see Cintron.

TAPE PACKAGING & LABELING **EQUIPMENT & SUPPLIES**

Garrad & Lofthouse Ltd., fi Langley St., London WC2H 9JA Tel (01) 240-3322 Telex 262554 Chm & Mng Dir Norman J Gar-

E Hannibal & Co. Ltd., Pinfold Rd., Thurmaston, Leicester LE4 BAP Tel (0533) 695413 Telex 34627 Mng Dir C Hetherington Sales Dir. N.L. Cartwright.

4RA Tel: (01) 801-6222 Telex 21400 Gen. Mgr. Paul R.S. Rogers, Technical Mgr. Barry Heath Lennard Developments Ltd., 206 Chase Side

8238 Cable LENNARD ENFIELD Mng Dir. E.G. Lennard Product: Cassette labelling machines (Auvis-Asona)

Professional Tapes Ltd., Cassette House, 329 Hunslet Rd., Leeds LS10 1NJ Tel: (0532) 706066 Telex 55293 Mng Dir Raymond

Product: Cassette labeling machines

accessories manufacturers

Adastra Electronics Ltd. Cricklewood Trading Estate, Unit N22, Claremont Rd., London NW2 1TU Tel (01) 452-6288 Cable WESTQUIP LONDON NW2 Ming Dir Michael Leaver: Gen & Sales Mgr J

cleaners, head cleaners & demagnetizers Agla-Gevaert Ltd., Unity House, 27 Great West Rd Brentford Middx Tel (01) 560-2131 Cable ARTOVEG Telex 28154 Mng Dir G Ahrens, Div Mgr EJ Drew, Sales Mgr E.A. Bowden.

Product: Splicing & editing equip Ampex Great Britain Ltd., Acre Rd., Reading. Berks RG2 0QR Tel (0734) 85200 Cable AMPEX READING Telex 847611 Gen. Mgr. W Scullion Mktg Servs Supervisor Murphy-O Connor Sales Mgr. J. Cripps Adv Mgr P Vaughan

leader & splicing tape. Francis Antony Ltd., Trenance Mill. Blowinghouse Hill, St. Austell, Cornwall PL25 5AH Tel (0726) 3476, 61264

Arrowtabs Ltd. Humber Rd. London NW2 6EP Prod Mgr Paul Rinne Product: Tape carrying & storage cases,

cleaners, brushes, head cleaners, demagnetizers, leader & splicing tape Audio Magnetics Inc (UK) Ltd 121 Loverock

lan Swash. Audio: Cassette hubs. BASFUK Ltd. Haddon House, 2/4 Fitzroy St. London W1F 1AD. Tel (01) 637-8971 Telex

Prods Mgr. R.M. Hine Product: Cleaners, cloths, brushes, head cleaners & demagnetizers, leader & splicing tape, test tape

Barrester Music Co. Ltd. 23/5 Wilton Way London Eff 3EE Tel (01) 254-3652 Mng Dir John Barratt

cases, cleaners, cloths & brushes F W O Bauch Ltd. 49 Theobald St., Boreham Wood, Herts Tel (01) 953-0091 Telex 27502 Mng Dir. John Bauch, Sales Mgr. Stephen Holmes, Press Officer, David Neal Products: Heads, splicing & editing equip.

Bib Hi-Fi Accessories Ltd., Kelsey House, Wood Ln End, Hemel Hempstead, Herts, HP2 4RQ Tel (0442) 61291 Telex: 826437 Chm & Mng Dir PB Arbib, UK Sales Dir J. Embley, Int'l Sales Dir. R.G. Everett. Product: Tape carrying & storage cases, cleaners, cloths, brushes, head cleaners, demagnetizers, splicing tape

Bradleys Tapemaster Tape Directory, Kempsey Works WRS 3PN Tel (0905) 820-137, 352 131 Ed & Compiler James Bradley Research: Kathleen Bradley Product: Tape catalog servs

House, 138 Lower Mortlake Rd., Richmond. Surrey TW9 2JZ. Tel. (01) 940-8186. Cable. MICRONETICS Telex 8813481 Gen Mgr. D. Dixon

Cintron Group, Grove House, 551 London Rd. Rawson Product: Head cleaners & demagnetizers

Clendisc (Mail Order), Ltd., 7 Trinity Court. Grays Inti Rd London WC1 Tel (01) 837-9088 Pres. Erna Smith, Gen. Mgr., Beatrice. Parker

Colctene, see Future Film. Condor Electronics Ltd. 100 Coombe Lo.

London SW20 0AY. Tel (01) 946-0033. Cable CONDORELEC SW20 Telex 926502 Mng Dir C.A. Wolff, Sales Mgr. L. Allny Product: Catalog servs cleaners, cloths,

Cross, Herts. ENB 7NX. Ter. Lea Valley 716-666 Cable ACDS Telex 24294 Mng Dir. V.J. Sivyer, Sales & Mktg. Dir. G.E. Browin Product: Tape carrying & storage cases. cleaners, cloths, brushes, 45 rpm adapters. head cleaners & demagnetizers, needles. Crown Arrow Co., B Gatelodge Close, Round

Product Record & tape carrying & storage

Mitchell, Gen. Sales Mgr. P. Sollitt, Mktg. Mgr. M.W. Cross Product: Cleaners, cloths, brushes, head cleaners, demagnetizers, leader & splicing tape

E M I Tape Ltd., Tape House, Dawley Rd., Hayes,

Middx. UB3 18T. Tel: (01) 573-3888. Cable

EMITAPE LONDON Telex 932161 Mng

Dir. E.A. Nast. Comm'l Controller P.K.

Product: Head cleaners & demagnetizers

Eagle Int I, Precision Centre, Heather Park Dr. Wembley, Middx HA0 1SU. Tel (01) 902-8832 Cable EAGLINT Telex 922131 Mng Dir. K. Lasky, Sales & Mktg. J.P. Simon. Product: Bulk erasers, head demagnetizers.

Editall, see Scenic Sounds. Elcon Magnetek, see Pro-Bel

Discleaner, see Vac-O-Rec

cleaners, cloths & brushes

Emerald Recs Ltd 120 Coach Rd Templepatrick Ballyclare, Co. Antrim. Northern Ireland BT39 0HB Tel (D8494) 32711 Telex 747293 Mng Dir Mervyn Solomon: Gen. Mgr. Les R. Paterson, Sales Mgr. Noel A. Spiller Product: Cleaners, cloths, brushes,

needles. Entre, see Lentek

Ferrograph, see North East Audio.

N & S.B. Field & Co. Ltd. Record Housing, 17-A Newham Rd., Wood Green N22, Tel (01) 888-7487 Chm. N. Field, Gen. Mgr. F. Dayis Sales Mgr J Edwards, Promo Dir. M.C. Field Product Carrying & storage cases. Fittall Prods Ltd., Coastguard Rd., Larne.

Northern Ireland Tel (0574) 3015 Telex 747386 Mng Dir. C Rumble Product: Tape storage cases Future Film Developments (Allotrope Ltd.), 36

38 Lexington St. London WIR 3HR Tel. (01) 437-1892 Cable ALLOTROPE LONDON WI. Telex 21624 Dirs C.S. Young, Tim Blackham, Sales Mgr. John Product Head cleaners (Colciene)

Golding Audio Ltd., 26 Hythe Quay, Colchester. Essex Tel (0206) 77224 Mng Dir. A.B. Golding Dir DP Golding Gen Mgr P Walsh, Sales Mgr. R.K. Golding Product: Tape carrying & storage cases. head cleaners & demagnetizers. C E Hammond & Co Ltd. 105/109 Oyster Ln. Byfleet, Surrey KT14 7JH, Tel. (09323)

51051 Telex 262525 Mng Dir Peter M Hammond, Sales Mgr., Tony Smith, Co. Sec'y Edgar A. Thomson. Product: Record & tape storage cases John Harwood-Bee Assocs, The Maltings, 63 High St., Ware, Herts Jel (0920) 66310 Telex 299929 Mng DW John Harwood-

Product: Record & tape carrying & storage cases Hi-Fi Pro. 22/24 Buckingham Palace Rd London SW1 Tel (01) 834-9382 Telex 929679 Dir Ms. M.H. Ling, Gen. Mgr.: Jeff

Product: 45 rpm adapters, head cleaners. demagnetizers, needles, leader & splicing Highgate Acoustics, 38 Jamestown Rd., London NW1 7EJ. Tel. (01) 267-4936.

Product Needles K-tel Int'l (UK) Ltd., 620 Western Ave., London W3 Tel (01) 992-8000 Cable KAYTELE Telex 934195 Mng Dir Tony Johnson Sales Mgr. Colin Ashby Product: Record & Tape carrying & storage

L G R Prods 105 Eastern Esplanade, Southendon-Sea, Essex Tel (0702) 65695 Owner L.G. Raven

Product: Carrying & storage cases. Landmark (Precision Mouldings) Ltd. 2 Albone Way, Langford Rd., Biggleswade, Beds. Tell (0767) 314-231. Telex 23384 Mng Dir. David Ritchie, Works Dir Don Pearson Prod n Dir George Jardine

Branch: Potters Bar, Herts., Deneway House Darkes Ln. Product: Head cleaners & demagnetizers. cassette library cases. Lee Engig Ltd., Napier House, Bridge St.

Walton-on-Thames, Surrey KT12 1AP, Tell 43124 Gable: LEETECH Telex 928475 Mng Dir. Thomas Lee, Gen Mgr. Chris-Weish, Sr. Sales Eng. R.J. White. Product: Tape carrying & storage cases. head cleaners, demagnetizers, splicing

tape (Nortronics) Lennard Developments Ltd., 206 Chase Side. Enfield, Middx, EN2 0QX, Tel. (01) 363-8238 Cable LENNARD ENFIELD Mng Dir. E.G. Lennard

Product Tape carrying & storage cases. cleaners, cloths, brushes, 45 rpm adapters. head cleaners, demagnetizers, needles, splicing tape.

Lentek Audio Ltd., Ind i Estate, Edison Rd., St. Ives, Huntingdon, Cambs, PE17 4LF, Tell (0480) 62225 Telex 32303 Dir P.M. Swift Product Needles (Entre) Lightning Recs Ltd 839 Harrow Rd

Harlesden, London NW10 5NH, Tel. (01) 969-7155-5255 Telex: 927813 Mng Dir. Raymond Laren, Mktg. Dir., Keith Yershon, Financial & Admin. Dir.: Norman Mandell. Product: Catalog servs, 45 rpm adapters. Lygton & Co. Ltd., PO Box 182, Cross Ln.

Hormsey, London N8 7SB. Tel. (01) 348-8211 Mng Dir. Walter Ficker: Gen & Sales Mgr John Sully Product: Record & tape carrying & storage cases, cleaners, clothes, brushes, head

cleaners, demagnetizers, needles, leader &

splicing tape Metrosound Audio Prods. Ltd., Freedex House 4-10 North Rd., Islington, Landon N7 9HN Tel: (01) 607-8141 Cable METROS Telex 264773 Mng Dir. David Mason, Sales Mgr. Lan Levene

Product: Carrying & storage cases, cleaners, cloths, brushes, 45 rpm adapters head cleaners, demagnetizers, needles, leader & splicing tape. Multiple Sound Pressings Ltd., Deacon St

Leicester Tel (0533) 56608 Telex 914382 Mng Dir Ian F Miles Gen Mgr John S. Coats, Sales Mgr. J. Colgrove, Chief Eng. D. Auderson. Product: Record carrying & storage cases, cleaners, cloths, brushes.

Denmark Rd., London SE5. Tel. (01) 737. 0480 Mng Dir John Hardman, Prodin Mgr. Martyn Ward. Product: Record & tape carrying & storage cases, cleaners, cloths, brushes, head cleaners & demagnetizers

Musicase Ltd., Camberwell Ind'l Estate, Unit 6.

Music Master, Music House, 1 de Cham Ave. Hastings, Sussex Tel: (0424) 440104. Publ's & Ed. John Humphries. Adv. Mgr. Colin. Parker, Prices & Company News Ed. Verena Couchman, Classical Ed. John Bath, Pop Ed. Michael Preston Product: Catalog servs. Musonic, see Ziphurst

North East Audio Ltd., Simonside Works, South Shields Tyrie & Wear NE34 9NX, Tel (0632) 566321 Mng Dir : A J. Helliwell: Sales Mgr. J. Sparrow

Product: Head demagnetized test tapes (Ferrograph).

E M I Recs. Ltd., Shopfitting & Supplies Die in Uxbridge Rd., Hayes, Middx. 48H 0SY Tel. (01) 561-8722 Dir R.E. Matthews, Special Projects Mgr. D.L. Watson Product: Carrying & storage cases, Middx HAB BYG Tel 958-9314 Mng Dir C Greenlick Product: Bulk erasers & head demagnetizers

Paragon Int'l Prods., 16 Holmes St., Beltast. Northern Ireland Tel (0232) 48260 Dir. John O.P. McCourt, Gen. Mgr. Anne Heaps Sales Mgr. Edwina Heaps.

Product: Catalog servs. Philips Electrical Ltd. City House, London Rd. Croydon, Surrey. Tel. (01) 689-2166. Telex 946169. Product: Cassette head cleaning tape.

leader & splicing tape. Pinnacle Electronics Ltd. Electron House, Cray Ave. St. Mary Cray, Orpington, Kent BRS 3QJ Tel (66) 27099 Telex 896141 Chm & Mng Dir, Terry Scully, Mng Dir, Jack Bass Gen Mgr G.F. Stone, Sales Mgr Ray Phillips Product: Carrying & storage cases.

cleaners, cloths, brushes, needles, leader & splicing tape Plastic Sales Leicester Ltd., 10/12 Dartford Rd. Leicester LE2 7PQ Tel (0533) 833691

Chief Exec. T.H. Winfield, Gen. Mgr. Mrs. B.E. Flude Product: Carrying & storage cases. Pro-Bel Ltd. Terrace Rd. Birifield, Bracknett Berks, Tel. (0344) 56999 Telex 848314

Mng Dir. Derek Owen, Press Officer K

Product: 2" & 1" tape cleaner/profiler (Elcon Magnetek). Products 2000, The Maltings, 63 High St., Ware. Herts SG12 9AD. Tel: (0920) 56242 Mng Dir. R.C. Bayes, Gen. Mgr. C.W. Bayes

Product Carrying & storage cases, head cleaners Professional Tapes Ltd. Cassette House, 329 Hunslet Rd. Leeds LS10 1NJ. Tel. (0532) 706066 Telex: 55293 Mng. Dir. Raymond

Linton Product: Head cleaners, demagnetizers, splicing tape Purpax Plastics Ltd., Longbank Works, Alva.

Clackmannanshire. Scotland. Tel. (0259) 60307 60067 Mng Dir. J.M. Fuller, Sales Mgr M Pink Prod n Dir R.B. Dunbar Product: Carrying & storage cases Pyral Magnetics Ltd., Airport House, Purley Way. Croydon, Surrey CRG GXZ, Tet. (G1) 681-2272 Telex 946670 Mng Dir. H.J. Hutchings Sales Mgr. John P. Thurley

Factory: Eastbourne, Sussex, Courtlands Rd. Tel: (0323) 638-965 Product: Carrying & storage cases, head cleaners & demagnetizers, leader & splicing

tape. Pyser Ltd., Fircroft Way, Edenbridge, Kent, Tel (073271) 864111. Telex: 95527 Mng. Dir. J.P. Tilt. Sales Dir. Malcolm Blockley. Branch: Harrow, Midds, 102 College Rd. Tel: (01) 427-2278 Product: Record preservative (Sound

Quality Audio Supplies, Wollaton Rd. Beeston. Notts Tel. (0502) 25-22-22 Product: Head cleaners R I Audio, Kernick Rd., Penryn, Comwail TR10 9DQ Tel: (0326) 72753 Cable RIMICRON

Guard), head cleaners & demagnetizers

Mng Dir M.A. Lee Product: Groovec antistatic vacuum record cleaners. Racal-Zonal Ltd., Station Hill, Found Hill. Crawley, Sussex RH10 4AZ Tel (0293) 34982 Cable CASSETTES CRAWLEY

Telex: 87651 Mng Dir. D.S. Worman, Gen. Sales Mgr. John Rooke, A. V. Sales Mgr. Enc Mould Product: Head cleaners, demagnetizers, leader tape.

Rainbow Sound Servs. 1A St. Andrew St. Plymouth, Devon, Tel: (0752) 25781 (day) 774381 (night) Chief Exec Phil E.R. Product: Record catalog servs.

Record Holding Soundmaster, 17A Newsham Rd. Wood Green N22 Tel: (01) 889-0139. Co-Chm. M.L. Field. Gen. Mgr. J. Cohen. Sales Mgr. J. Devan, Prod n. Buyer F. Davis.

cases, storage racks, cabinets, trolleys. Record Housing, see N & S.B. Field Revox, see F.W.O. Bauch. Ross Electronics, 32 Rathbone Pt., London WTP TAD. Tel: (01) 580-7112 Cable ROSSILECT Telex 22747 Pres. Ross IL

Marks: Gen & Sales Mgr.: A.C. Murphy

Product Rec. & tape carrying & storage

Product: Cleaners, cloths, brushes, head cleaners & demagnetizers. S & B Trading, Stylus House, 34-38 Verulam Rd. St. Albans, Herts. AL3 4DF, Tel: (0727) 50611 Telex: 26675 Mng Dir: P.H. Grant. Prod n Dir. S.H. Blank, Sales Dir. B. Blank

Dir. D. N. Lever. Product: Carrying & storage cases, catalog servs. cleaners, cloths, brushes, 45 rpm adapters, head cleaners, demagnetizers. needles, leader & splicing tape.

Scenic Sounds Equip Ltd 97-99 Dean St. London W1V SRA, Tel: (01) 734-2812, Telex: 27939, Owner David Hawkins. Product Splicing & Editing Equip (Editali). Sculthorp Plastics Ltd. The Barge Walk, East Molesey, Surrey KTS 9AZ, Tel. (01) 941-

2929 Ming Dir. R.H. Sculthorp. Product: Carrying & storage cases.
Securette Ltd., 25 Bluebridge Ind'l Estate.
Halstead, Essex CO9 2EX Tel (07874) 5912 Mng Dir Bruce T Samson Dir Mary

B. Valentine

Product: Tape carrying & storage cases. Selecta (London) (div. of Decca Rec. Co. Ltd.). 125, 127 Lee High Rd., Lewisham, London SE13 5NX Tel: (01) 852-9171 9191 Telex 896029 Gen Mgr. J.D Roberts Sales Mgr. D. Barsby, Sales Co-ord, E. Packham Product: Record & tape carrying & storage cases, cleaners, cloths, brushes, 45 rpm adapters, head cleaners, demagnetizers, needles.

P & J Sibert & Co., 161 Finborough Rd, West Brompton, London SW10 9AP Tet (01) 373-9509 Technical Sales Alan & Paul Sibert.

Product: Record stylus & tape head inspection equip. Solomon & Peres Ltd., 120 Coach Rd.

Templepatrick, Ballyclare, Co. Antrim. Northern Ireland BT39 OHB, Tel. (08494) 32711 Telex 747293 Mng Dir Menyn A Solomon, Gen. Mgr. Les Paterson, Rec. Tape Mgr. Michael H. Ross. Sales Mgr. Noel A. Spiller Product: Record carrying & storage cases.

cleaners, cloths, brushes, head cleaners & demagnetizers, needles. Sound Guard, see Pyser Stanton, see Wilmex. T D K Tape Dist. (UK) Ltd., 341 Brighton Rd.

South Croydon, Surrey CR2 6EQ Tel (01) 688-7372 Telex 946727 Mng Dir JC

Buchan, Sales Mgr. Derek Huthwaite Product: Head cleaners & demagnetizers. T. I. Crown Merton Ltd., Trafalgar Works, Station Rd., Merton Abbey, London SW19 2NJ, Tel. (01) 542-1012 Sales Mgr. John Pengilly Product: Injection-molded plastic & wire record & cassette storage racks (Crown

Merton) Tapemaster Publins, Kempsey, Worca, WR5 3PN Tel: (0905) 82-01-37, 35-21-31

www.americanradiohistory.com

Product: Cartridge & cassette labels, inlay S. Kempner Ltd., 61 Markfield Rd., London N15 Enfield, Midds, EN2 0QX, Tel. (01) 363-

Product: Carrying & storage cases.

Home office: Germany

Product: Head cleaners & demagnetizers

Product: Catalog servs Tel (01) 450-2411 Telex 923034 Mng Dir Maurice Mindel, Sales Mgr. Alex Murray,

Rd. Reading, Berks RG3 1JZ, Tel. (0734) 598036 Telex 849113 Mng Dir. Nigel W. Bryden, Reg'l Sales Mgrs Scott Murdoch (South), Hugo Smith (North), Export Mgr.

28649 Div Mgr. H.C. Pattinson, Prof.

Product: Record & tape carrying & storage

Brand name: Revox

Cassette Developments (Audiosonic) Ltd., Micra

Product: Head cleaners & demagnetizers. Isleworth, Middx. TW7. 4DS. Tel. (01) 568-0131 Telex 935054 Sales Dir Bernard G.

Product: Cleaners & cloths:

brushes, head cleaners & demagnetizers, mondless Cosmocord Ltd., Eleanor Censs Rd., Waltham

Spinney, Northampton NN3 4RJ: Tel: (0604) 48744 Telex 311165 Owner Robert J

Crown Merion, see T.I. Crown Merion. D & B Tape Servs., 23 Croydon Rd. Reigate. Sixtrey RH2 0LY Tel. 49505 Owner: E.G.

3 M United Kingdom Ltd., PO Box 1, 3M House Bracknell, Berks. RG12 1JU. Tel (0344) 26726 Telex 849371 Mng Dir Donn Osmon, Div. Dir. P.G. Hutchings, Sales & Mktg Mgr C Hobbs, Mktg Co-ord P.A. Stockwell-Jones

Reg'l sales offices: Belfast BTt 5JE. Northern Ireland, 11 Donegall Square S. Tel: (0232) 42811, 42926-Birmingham B3 JEL, Edmund House, 12-22 Newhall St. Tel. 1021) 236-5077-Glasgow G4 0AY, Scotland, 3M House, 9 Canal St. Tel. (D4) 332-9622-London SE20 7TA, PO Box 38. Yeoman House, 63 Croydon Rd., Penge. Tel (01) 659-2323-Manchester M15 4PA 3M House, 28 Great Jackson St. Tel (061)236-6500

Product: Head cleaners, leader & splicing tape, antistatic turntable mats

Trident Audio Developments Ltd., 112, 114 Wardour St., London WIV 3AW Tel: (01) 734-9901 Telex 27782 Mng Dir Malcolm Tolt Sales Mgrs. Mike Rogers, Derek Fox. Product: Library cases.

James Upton Ltd., Tinsley House, 67 Rosoman. St. London EC1 Tel: (01) 278-2916 Cable TINROBOR Sales Mgr. W.G.A. Howe Product: Catalog servs.

V O R Int'l, Unit 16F, Randles Rd , Knowsley Merseyside L34 9EZ Tel (051) 548-7400 Telex 627791 Mng Dir. Jim Thornton Product: Record care prods (Discleaner

Vac-O-Rec, see VOR Cecil E Watts Ltd., Darby House, Lower Hampton Rd., Sunbury-on-Thames, Middx. Tel Sunbury 83252 Cable DUSTBUG Telex 27750 Mng Dir. Mrs AH Watts Gen & Sales Mgr. D.W. Luxford-Watts. Product: Record maintenance equip (Dust

Bug. Disc Preener Manual Parastat, Hi-fi Parastatt shrus cleaner (Humid Mop) Wilmex Ltd. Compton House, New Malden Surrey KTJ 4DE Tel (01) 949-2545

Product: Needle (Stanton) Wynd Up Recs, Ltd., Greengate Ln., Prestwich, Manchester Tel (061) 798-9252 0533 Mng Dir. Colin Reilly, Gen Mgr B. Patchett, Purchasing Dir N.K. Raggett. Sales Dir. L.J. O Meara

Product: Carrying & storage cases, catalog servs, cleaners, cloths, brushes, 45 rpm adapters, head cleaners, demagnetizers, needles leader & splicing tape

M. Young & Co. Industrial Estate, Southgate Ave. Mildenhall, Suffolk IP28 7AT Tel Mildenhall 712553. Partner M. Young. Product: Polythene lined covers, master bags, cardboard record covers cassette master bags.

Zeepa Instruments Ltd., 15 Richmond Grove. Surbiton, Surrey KT6 6AH Tel (01) 399-0966 Cable ZEEPA SURBITON Telex 929679 Mng Dir. W Ling, Sales Mgr. R.S.

Audio: Carrying & storage cases, record cleaners, cloths, brushes, tape head spray demagnetizers bulk erasers needles Zerostat Components Ltd., Edison Road Ind'I

Estate St. Ives, Huntingdon, Cambs Tel (0480) 62225 Telex, 32303 Dir. L.W.W. Product: Cleaners, cloths, brushes,

Ziphurst Ltd., Stylus House, 34/38 Verulam Rd.

St. Albana Herts AL3 4DF Tel (0727) 50611 Telex 28675 Mng Dir PH Grant Dir DN Lever Sales Dir B Blank Prodin Dir. S.H. Blank

Dfeduct: Carrying & storage cases cleaners, cloths, brushes, 45 rpm adapters, head cleaners, demagnetizers, needles, leader & splicing tape (Musonic)

store fixtures & merchandising manufacturers

Amazing Exhibitionists Ltd., 20 Gloucester Place Mews, London W1H 3PD, Tel (01) 486-3977 Dies. Ariatou Azar, Lawrence Miller Sales Mgr Janet Lamport Product: Browser boxes, display racks

Ateka & Co., Industrial Estate, 23 Station Rd. Hailsham, East Sussex BN27 2ER. Tel. (0323)843191 Gen Mgr G.J Willamowski.

Sales Mgr. K.W. French. Product: Record & tape browser boxes tape display racks.

Ballantine Advertising Ltd. 8 Chepstow Pt. London W2 Tel. (01) 229-6071 Mng Dir. A.N. Gill, Gen. Mgr., Max Arnold. Product: Record divider cards.

Bilabel, 3 Speedwell Close, Chandlersford ind't Estate Eastleigh, Hants Tel (04215) 63434 Gen Mgr & Mktg Dir Malcolm Paton. Sales Mgr Martin Bennett Product: Browser boxes, display racks,

Broomhall Joinery Co. Ltd. 222 High St. Uxbridge Middx Tel 37311 Mng Dir SJ Hurley, Gen. Mgr. R.F. Allen

Product: Record browser boxes record display racks. Caroline, 56 Standard Rd., London NW10, Tel. (01) 961-2919 Telex 22164 Mog Dir C

Stylianou Studio Electronics Exec. Roger Eliman Product: Browser boxes, displays tacks,

divider cards. Crown Merton, see T.I. Crown Merton. Decor Shopfitting Servs, Ltd., Horton Bank Top. Mills, Cooper Ln., Bradford, Tel. 76109 Branch: Cupar, Fife, Scotland, G. Walker.

Audio, The Studio, South Bridge, Tel. 2400. E.M. Recs. Ltd., Shopfitting & Supplies Div. 1/3 Uxbridge Rd , Hayes Middx 48H 0SY Tel (01) 561-8722 Dir. R.E. Matthews: Special Projects Mgr. D.L. Watson

Product: Browser boxes, display racks EMITape Ltd., Tape House, Dawley Rd., Hayes, Middx UB3 1BT Tel (01) 573-3888 Cable EMITAPE LONDON Telex: 932161 Mng Dir E.A. Naet. Comm'l Controller P.K. Mitchell, Gen. Sales Mgr. P. Sollitt, Mktg. Mgr. M.W. Cross. Product: Tape display racks.

Film & Television Prodin Servs Pinewood Studios, Iver Heath, Bucks

Product: Tape display racks: Fittall Prods Ltd., Coastguard Rd., Larne, Northern Ireland Tel (0574) 3015 Telex 747386 Mng Dir C Rumble

Product: Tape display racks John Harwood-Bee Assocs. The Maltings, 63 High St. Ware, Herts Tel (0920) 66310. Telex 299929 Mng Dir. John Harwood-

Product: Record & tape browser boxes Hunt-Leigh (Showcard & Display Co.), 119 Alterburg Gardens, London SW11 1JQ

Lightning Recs Ltd . 841 Harrow Rd Harlesden, London NW10 5NH Tel (01) 969-7155-5255 Telex 927813 Mng Dir Raymond Laren, Mktg. Dir. Keith Yershon, Financial & Admin. Dir. Norman Mandell Product: Display racks, browser boxes

Lugton & Co Ltd. Cross Ln. Harrisby Landon NB 75B Yel (01) 348-8211 Mag Dir Walter Ficker, Gen. & Sales Mgr., John Product: Record because beautiful

display racks: Metropolitan Communications, 79-32 Park Lin London W1 Tet (01) 435-8883 Mog Da

Mark R.F. Harvan, Gen. Mgr. H. Fry. Sales Mgr. R. Hanau: Admiri. A. Lohmeyer. Product: Tape display racks, audio samples

Metrosound Audio Prods Ltd. Freedex House 4-10 North Rd., Islangton, London N7 9HN Tel (01) 607-8141 Cable METROS Teles 264773, Mng. Dir.: David Mason, Sales Mgr. tan Levene:

Product: Display racks Musonic, see Ziphurst.

Natural Sound Systems, 10 Byron Rd. Wealdstone, Harrow, Middx. Tel. (01) 863-8622 Teles 922573 Sales De Malcolm

Product: Display racks, divider cards. Pinnacle Electronics Ltd. Electron House, Cray Ave. St. Mary Cray, Orpington, Kent BR5 3QJ. Tel: (66) 27099. Telex: 896141. Chm & Ming Dir Terry Scully, Ming Dir Jack Bass, Gen. Mgr. G.F. Stone, Sales Mgr. Ray Phillips.

Product: Browser boxes; display racks. divider cards.

Plastic Sales Leicester Ltd., 10: 12 Dartford Fid. Leicester LEZ 7PQ Tel (0533) 833691 Chief Exec T. H. Winfield, Gen. Mgr., Mrs. B.E. Flude

Product: Record & tape divider cards Realmheath Ltd., 15:23 Porteus Rd., London. W2 Tet (01) 723-8495 Dir. Bryan Whitman Product: Browser boxes, display racks. divider cards.

S & B Trading, Stylus House, 34: 38 Verulam Rd. St Albans, Herts AL3 4DF Tel (0727) 50611 Mng Dir P.H Grant Prod'n Dir SH Blank Sales Dir B Blank Dir DN

Product: Browser boxes, display racks, divider cards.

Securette Ltd., 25 Bluebridge Ind I Estate. Halstead, Essex CO9 2EX Tel (07874) 5912 Mng Dir Bruce T Samson Dir Mary B. Valentine. Product: Tape display racks (Secette).

Selecta (London) (div. of Decca Rec. Co. Ltd.). 125 127 Lee High Rd Lewisham, London SE13 5NX Tel (01) 852-9171 9191 Telex 896029 Gen Mgr. J.D. Roberts Sales Mgr. D. Barsby, Sales Co-ord. E. Packham. Product: Record divider cards

T D K Tape Dist. (UK) Ltd., 341 Brighton Rd. South Croydon, Surrey CR2 6EQ, Tel. (01) 688-7372 Telex 946727 Mng Dir J.C. Buchan Sales Mgr. Derek Huthwaite Product: Display racks

T. I. Crown Merton Ltd., Trafalgar Works, Station Rd , Merton Abbey, London SW19 2NJ Tel (01) 542-1012. Sales Mgr. John Pengilly. Product: Cassette display racks (Crown Mertion)

Wynd Up Recs. Ltd., Greengale Ln., Prestwich. Manchester. Tel. (061) 798-9252/0533. Mng Dir. Colin Reilly Gen Mgr B Patchett, Purchasing Dir. N.K. Baggett. Sales Dir. L. J. O'Meara

divider cards. Ziphurst Ltd., Stylus House, 34:38 Verulam Rd. St. Albans, Herts. AL3 4DF. Tel (0727) 50611 Telex 28675 Mng Dir. P.H. Grant. Dir D.N. Lever, Sales Dir. B. Blank, Prod'n Dir S.H. Blank

Product: Browser boxes, display racks.

Product: Browser boxes, display racks, divider cards (Musonic)

e playback/ recording equipment

A E. G. Telefunken (UK) Ltd. Bath Rd. Slough. Elerks, SL1 4AW, Tel. (2) 872-101, Cable AEGITER Ming Dir Dr. H.W. Klemm, Sales Mgr. R.B. Jackson, Adv. & Pub. Mgr. R.

Audio: Magnetephon: Telefunken (Germany). A & H. see Allen & Heath AMS Trading (Amstrad) Ltd. #9 Ridley Rd. Dal-

ston, London EB. Tel (01) 249-5237 Audio: Amstrad

Acoustic Research, see Teledyne Advent see Cintron Aiwa Sales & Serv (UK) Ltd., 30/32 Concord

Rd. Westwood Park Trading Estate, Western Ave., Acton, London W3 0TH, Tel. (01) 993-1672 Telex 936239 Mng Dir Stephen R Chorley, Sales Mgr DJ Wright, Adv. Mgr. T.D. Spiro Audio: Aiwa (Japan) Akai, see Rank Audio Visual.

Allen & Heath Ltd /Brenell Engig Ltd. Pem-

broke House, Campsbourne Rd. London

N8. Tet (01) 340-3291. Telex. 267727. Mng. Dir. Neit Hauser, Mktg. Mgr., Andy Munro. Audio: A&H. Brenell

Alpha, see Highgate Acoustics Ameron, see Macinnes Labs. Ampex Great Britain Ltd. Acre Rd. Reading. Berks RG2 00R Tel (0734) 85200 Cable AMPEX READING Telex 847611 Gen. Mgr. W. Scullion, Mktg. Servs. Supervisor. C. Murphy-O'Connor, Sales Mgr., J. Leeson,

Adv. Mgr. P. Vaughan Audio & Video: Ampex (USA)

Amstrand, see AMS Audi-Cord, see Lee.

Audiodecks Ltd., PO Box 7, Sandback Way. Wetherby, West Yorks LS22 4YS Tel (Wetherby) 5477 Audio: Dual

Audix Ltd., Station Rd., Wenden, Saffron Waiden Essex Tel (0799) 40888 Cable AUDIX SAFWALDEN Telex 817444 Mng Dir C J. Billett, Sales Mgr. Raymond Moore, Adv. Mgr. J. A. Billett. (Audio only)

BASFUK Ltd., Haddon House, 2/4 Fitzroy St. London W1P 5AD Tel (01) 637-6971 Telex 28649 Div Mgr. H.C. Pattison, Prof. Prods. Mgr. R.M. Hine, Press Officer, Chris Baker. (Audio only)

B | C. see British Inds. Co. Bang & Olutsen UK Ltd , Eastbrook Rd , Gloucester GL4 7DE Tel. (Gloucester) 21591. Audio: Beocord

F W O Bauch Ltd. 49 Theobald St., Boreham Wood, Herts. WD6 4RZ Tel (01) 953-0091 Telex 26502 Mng Dir John Bauch, Sales Mgr. Stephen Holmes, Press Officer David Neal Audio: Revox

Bell & Howell A-V Ltd., Alperton House, Bridgewater Rd., Wembley, Middx. Tel. (01) 903-5411 Telex 261378 Cable BEHOW Mng Dir. D.M. Coupe, Sales Mgr. A. Gell, Adv. Mgr. B. Clark, Press Officer M. Wainwright. (Audio)

Beocord, see Bang & Olutsen

Binatone Int'l Ltd., Binatone House, 1 Berestord Ave., Wembley, Middx, HAD 1YX, Tel. (01) 903-5211 Cable BINATONE WEMBLEY Telex 923810 Mng Dirs IT & PT Laivani, Sales Mgr. John Lock, Adv. Mgr. Paul Audio: Binatone Empress

INTERNATIONAL

Blaupung are troined by Robert Bosch Ltd. PD Box 168, Rhodes Way Wattord, Herte WD2 4LE Tel (0923) 442-

Audio: Blaupunkt. Video: Bosch Fernseh. Brenett see Alten & Heath British Inds. Co., 60/61 Leslie Park Rd., Croydon. Surrey CR0 6TP. Tet (01) 656-2631 Telex 947912 European Opns Dir VL

Audio: BIC Carltone, see C.F. Fraser

Parrett.

Cintron Group, Grove House, 551 London Rd. Isleworth, Middx TW7 4DS Tel (01) 568-0131 Telex 935054 Sales Dir Bernard G. Flawson

Audio & Video: Advent, Revox (USA)

Crown Int'l, see Macinnes Labs

Crown Radio Co. Ltd. Russell Gardens, Wickford, Essex SS11 BRT. Tel: Wickford 634-14 Telex 995109 (Audio only)

D J Electronics (Hackney) Ltd. 83 Queens Rd. Southend-on-Sea, Essex SS1 1PY Tel (0702) 353033 Telex 99181 Mng Dir. George Sheppard: Sales Mgr.: Jim Sheppard (Audio)

Decca Radio & Television Ltd., Neachells Ln., Willenhall, Wolverhampton, Staffs Tel. (Wolverhampton) 67367 (Audio only) Dokorder, see REW

Dual, see Audiodecks & Hayden Labs

Duplitage, 1/7 Harewood Ave., London NW1 Tel (01) 724-3768 Telex, 21879 Dir B.R. Lambden, Gen. Mgr. Fl. Jackson Moore Audio: Otari (Japan).

Eagle Int'l, Precision Centre, Heather Park Dr. Wembley HA0 1SU Tel (01) 902-8832 Cable EAGLINT Telex 922131 Mng Dir K Lasky Sales & Mktg Mgr J.P. Simon. (Audio only)

East Anglian Prod ns. 21 Walton Rd. Frinton-on-Sea, Essex CO13 BAA Tel (02556) 6252

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Bryant (Audio only-from Sept. 1979) Eumig (UK) Ltd., 14 Priestley Way, London NW2 7TN Tel (01) 450-8070 Telex 923812 Mng Dir. D. Vaughan, Hi-Fi Prods Mgr. J.R. Carpenter

Audio: Eumig Metropolitan Ferguson, see Thorn Ferrograph, see North East Audio Formula 4, see Mayware

C F Fraser Ltd. 21 Princess Rd. London NW1 BJR. Tel (01) 722-6633 Audio: Caritone

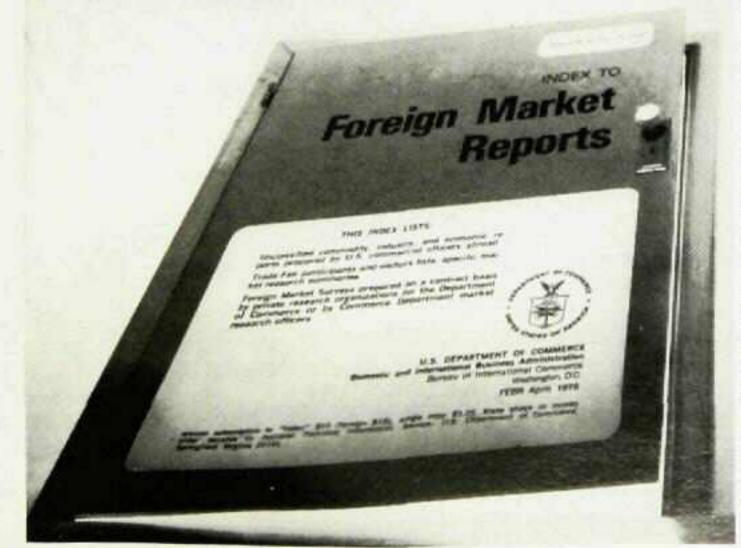
Goodmans Loudspeakers Ltd. Downley Rd. Havant, Hants Tel (0705) 486344 Telex 86296 Sales Mgr. R.A. Hawkes, Mktg. Exec. Nigel Bain. (Audio only) Grundig Int'l Ltd., Newlands Park, London SE26

5NO Tel (01) 659-2468 Telex 22854 Mng Dir W.H.A. Raabe, Sales Mgr. R.P. Cope, Adv. Mgr. Leo Stephens

C E Hammond & Co Ltd., 105:109 Oyster Ln. Byfleet, Surrey KT14 7LA Tel (91) 51051 Cable APTRAN BYFLEET Telex 262525 Mng Dir R.L. Higgin, Mktg Mgr R.J. Sharpe

Audio: Lenco, Otan (Japan) Harman UK, St. John's Rd. Tyler's Green, High

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Hayden Labs Ltd. Hayden House. Cruechtele Rd. Chalfont St. Peter. Bucks SLESSEW Tel Gerrards Cross 88447. Teles. 849469. Mng Dir. E.J. Barrett, Technical Sales. D. Hughes, R. Hull, P. Whiting, Adv. Mrs. A.C. Sandry.

Audio: Dual Nagra, Sundor Telefunken
Highgate Acoustics, 38 Jamestown Rd., London
NW1 7E3 Tel. (01) 267-4936. Cable HI.
MANCO Mng Dir F Strauss, Gen Mgr. H.
Rimington.

Audio: Arpha Issue Historic Eules (Unit Fld. Hos 8787 Tones Books May See Audio Adv. Mary Arpha R. Brown Mary See

T T Concessor Proces (LPC) LPC Charles 1 Self-Lo. Gardon Especialist Letter for 100050, 1040 Tenas Botto Mrs. Dr. 4447 Habet. Sales My Honthouse Adv. My David H Growy T V C. see internal onal Video Corp.

Image Transformine, 17 Old Church Ln. Kingsbury London NW9 8TG. Tel. (01) 205-3231 Int I Mitg. D.L. Werschker. (Audio only) Industrial Tape. Applications, 177. Harriwood

industrial Tape Applications, 1/7 Harewood Ave. London NW1 Tel (01) 724-2497 Telex 21879 Mrsg. Dir. B.R. Lambden Sales & Adv. Mgr. M.E. Parmiter Audio: Ram Gara RG3 LJR Tel (9734)

Tracing Estate, 500 Country Control of Priestley Way, London NV92 FAF Tel (01) 450-2621 Mag Dir Kurt Lowy, Sales Mgr. A. Nishkus, Adv. Mgr. Geoff Fleming.

Audio & Video: JVC (Japan)
Lee Eng'g Ltd., Napier House, Bridge St., Walton-do-Thames, Surrey KT12 LAP Tel: Walton-do-Thames, 43124, Cable, LEETECH Teles, SC8475, Mng. Dir., Thomas Lee, Gen. Mgr., Chris, Weish, Sr., Broadcast, Sales, Eng. R.J. White, Audio: Audi-Cord (USA), Scully (USA).

Lenco, see C.E. Hammond
M.C.I. (Professional Studio Equip.) C.d., MCI
House 54/56 Stanhope St., London NWI
3EX Tel. (01) 388-7867 Telex 261116
Mng Dir. Dag Fellner, Sales Dir. Bill Dyer
(Audio only)

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Park Ind'l Estate. Saxmundham, Suffolk
IP17 2NL. Tel. (0728) 2262, 2615. Cable
MACLABS IPSWICH, Mng. Dir. LM. Matshall, Sales Mgr., C.R. Flack

shall, Sales Mgr. C.R. Flack
Audio: Amcron, Crown Int I (USA)
Magnetophon, see AEG-Telefunken
Marantz Audio UK Ltd., 203 London Rd.,
Staines, Middx. Tel. (0784) 50132. Telex

935196 Exec Dir John A Walker Prod Mgr Steve Harris (Audio only) Marconi Communication Systems Ltd. New Street Chalmstord, Essex Tel (0245)

Mng Dir T Mayer Studie Sales Mgr J.R.
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Middx HAB 9TS Tel. (01) 958-9421 Cable
MAYWARE EDGWARE Chm. & Mng Dir.
G Bearman, Mgr. Lee Smith.
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Mincom, see 3M
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B. H. Morris & Co. (Radio) Ltd., Precision Centre. Heather Park Dr., Wembley, Middx, HAQ 1SU Tel (01) 902-9422 Telex 922131 Mng. Dir. K. Lasky, Mktg. Mgr., B.T. Cockram, Sales Dir. A. Alfenstein. Audio: Trio

N E A L, see North East Audio Ltd. Nagra, see Hayden Labs Nakamichi, see Natural Sound

National Panasonic (UK) Ltd., 107/109 Whitby Rd. Slough, Berks SL1 3DR Tel. (0753) 27516 Cable PANASONIC Telex 848761 Mng Dir. A Imura Gen Mgr. J Aoki, Adv. Mgr. Ron Fry

Audio: National Panasonic (Japan), Technics (Japan). Video: National Panasonic (Japan).

Natural Sound Systems Ltd., Strathcone Rd., North Wembley HA9 8QL. Tel. (01) 904-0141. Audio: Nakamichi, Yamaha.

North East Audio Ltd., Simonside Works, South Shields, Tyne & Wear NE34 9NX, Tel. (0632) 566321, Cable, BRITFERRO, Mng, Dir., A.J., Helliwell, Sales Mgr., J. Sparrow Audio: Ferrograph, NEAL

John Page Ltd., Wesley House, Wesley Ave.

London NW10. Telex: 24224 Ref. 568: Mng. Dir. John Page, Sales Mgr. John Vickers: Artv. Janet Heir.

Otari, see Duplitape, C.E. Hammond.

Audig: Stellavox
Pandamatic see James Yorke
Philips Electrical Ltd. City House, 420 London
Rd. Croydon, Surrey, Tel. (01) 689-2166

Telex 946169 (Audio & Video)
Pioneer High Fidelity (GB) Ltd. Pioneer House
The Ridgeway, Iver. Bucks. Tel. (9753)
652222 Telex 847533 Mng Dirs. R. Todd.
K. Ito Sales Mgr. M. Emery, Sales Promo
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Purpax Plastics Ltd. Longbank Works, Ava. Clackmannanshire, Scotland Tel (0259) 50307 Mng Dir. J.M. Fuller, Prodin Dir. R.B. Duribar

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Audio & Video: Philips R E W Audio Visual Co., 10: 12 High St., Collect Wood, London SW19 ZBE, Tel. (01) 540-9684, Telex. 896691, Mng, Dir., Mark Mur-

Video: DES monitors, REW Tri-Standard.

Rank Audio Visual Ltd. PO Box 70. Great West Rd. Brentford, Middx, TW6 SHR, Tel. (01) 568-9222. Cable, RANKAUDIO BRENT-

Audio: Dokorder (Japan)

Realistic, see Tandy

568-9222 Cable RANKAUDIO BRENT-FORD Telex 27976 Mng Dir. G.W. Provan Audio: Akai (Japan), Rotel (Japan). Video: Akai (Japan).

Revox, see F.W.O. Bauch & Cintron Group.
Rotel see Rank Audio Visual.
Saba Radio & Television Ltd., 10:12 Combrook
Park Rd., Manchester M15 4EE, Tel. (081)
872-7661, Telex, 669131, Mng. Dir., R.C.

Medford (Audio only)
Sansui Audio Europe S.A. 39:41 Maple St.
London W1P SFU. Tel. (01) 580-5353 (Audio only-distributed by Vernitron)

Scully, see Lee.
Sharp Electronics (UK) Ltd., Sharp House, 197
Hulme Hall Ln., Manchester M10 SHL, Tel.
(061) 205-7321 (Audio only)

Skantic (UK) Ltd. Station Rd. Edenbridge Kent. Tel. (0732) 865231. Telex. 957149. Mng. Dir. George J. Korbel, Sales Dir. Denhal Swannack. (Audio & Video) Sondor, see Hayden Labs.

Sonifex Sound Equip. 15 College St. Inthlingborough. Northants. Tel. (0933) 650-700 Ming. Dir. P. Brooke (Audio only) Sony (UK) Ltd. Regent St. London W1R 60J. Tel. (01) 439-3874. (Audio & Video)

Stellavox, see John Page.
Tandberg (UK) Ltd. Farnell House, 61 Kinkstall
Rd. Leeds, North Yorks, LS3 1HR. Tel (0532) 35111 Cable, TANBERG LEEDS Telex, 557611, Mng, Dir. John Famell Sales Dir., W.R. Harrison, Promo, Sens

Mgr. M.R. Cowing (Audio)
Tandy Corp. Bilston Rd. Wednesbury West
Midlands WS10 7JN. Tel. (021) 556-6101
Audio: Realistic

Tascam, see Harman Teac, see Harman

Technics, see National Panisonic. Telefunken, see AEG-Telefunken & Hayden

Labs.
Telex, see Avcom
Thorn Consumer Electronics Ltd., 284 South

bury Ro, Enfield Middx, Tell (01) 366-1155. Telex 263201 Mng Dir R.E. Norman, Mxtg Mgr St J.C. Jackson, Sales Dir J. Ross, Adv. Mgr M.L. Doman, Audio: Ferguson

3M United Kingdom Ltd. PO Box 1, 3M House, Bracknell, Berks, RG12, 1JU, Ter (0344) 26726 Telex, 849371, Mng, Dir, D.R. Osmon, Mktg, Co-ord, P.A. Stockwell-Jonits, Sales & Mktg, Mgr, D.J. Pacy, Adv. Mgr, R. Bilboon

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8500. Audio: Mincom, Wollensak

Audio: Mincom, Wollensak. Video: 3M / Datavision video character generators.

Toshiba (UK) Ltd., Toshiba House, Girling Way, Great South West Rd., Feltham, Middx, Tel. (01) 751-1281, Cable, TOSHIBA FELTHAM, Telex, 935162, Pub., Mgr., Michael Hales, (Audio only)

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Audio: Sansui (Japan).
Waitham Electronics (UK) Ltd. 155: 159 QueentRd. Wafford, Herts. WD1 2OH. Tel. Wafford
24543. Cable. TELERENT. Telex. 923071.
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Audiophile Recordings

RAVEL: BOLERO-Berlin Philharmonic (Karajan), Angel SS-45002, \$8.98 list.

Angel could hardly have chosen a better work to display the potential of its new 45 r.p.m. LP series than Ravel's "Bolero." It builds in inexorable crescendo from whispered opening to ear shattering climax under the master hand of Karajan, just about spanning the practical limits of analog dynamic range. For any remaining doubters, the record offers evidence of the measurable increment of quality contained in the best analog tapes that too often remains buried in the murk of standard processing. Side two presents a slick reading of the ever popular "Blue Danube" waltz.

MACHO MARCHES—Frederick Fennell conducts the Cleveland Symphonic Winds, Telarc Digital DG100043, distributed by Audio-Technica, \$17.98 list.

This release will please the growing number of enthusiasts for digital recording, with Telarc again designing a program that carries the listener into audio's newly opened frontier. The glorious big wind band sound is reproduced in its full dynamic splendor in a 45 minute march program that can be returned to repeatedly.

Fennell contrasts little known gems such as
"Belgian Paratroopers March" and Vaughan Wilhams "Sea Songs" with classical marches and
favorite strains such as "Anchors Away" and
"The Stars And Stripes Forever," as the program
moves from one exciting climax to another. As a
top interpreter of this repertoire, Fennell uncovers every beautiful facet, drawing brilliant playing from the Cleveland players that emphasizes
dynamic contrasts with a wealth of subtle gradations.

The amazingly transparent digital sound proves the music's willing handmaiden in disclosing these nuances. Sonics are somewhat brighter and more resilient than Telarc's first Fennell taping, though balances may not be as ideal. Start with Samuel Barber's "Commando March," a unique modern piece that contains the album's most brilliant and exciting moments.

FAMOUS CLASSICAL MUSIC ON SCREEN—Diverse artists, Denon OX-7146-ND, distributed by Discwasher, \$14 list.

Denon missed a good market opportunity here, but with a little extra effort dealers can minimize the lapse. The drab cover and tired album title provide no clue that at least two highly commercial titles are included in this sampler type package—Pachelbel's "Canon" and Albinoni's "Adagio for Strings," both of which enjoy wide currency and crossover penetration. Highlight this, and more sales should result. Otherwise, the album represents characteristically clean sound in a diverse digitally recorded program of excerpts from earlier albums which also includes works by Mozart, Bizet, Bach and Beethoven, all having had some past movie exposure.

ASPEN GOLD—Kingston Trio, Nautilus Recordings, NR2D, distributed by Orion Marketing, \$12.95 list.

If this ambitious effort to recapture the magic of the Kingston Trio at the height of its popularity misses the full mark, perhaps the main reason is that folk music just can't be stretched to fit the total dimensions offered by digital sound. The tight harmonies backed by guitars and banjo that were the Trio's hallmark

Sound Waves

Continued from page 44

stereo, virtually eliminated by a 50% reduction in spacing.

Filing of replies to the FCC in the form of an original and 11 copies (assuring that each commissioner gets a copy) should not deter either commercial or private interests who feel strongly about the efficacy of these proposals.

The comments deadline for any group or individual has been extended to May 16, with replies to June 18. All should be addressed to William J. Tricario, FCC Secretary, 1919 M St., N.W., Washington, D.C. 20554.

in its heyday 15 years ago are too often flat in translation—though there are flashes of the old brilliance, particularly in "MTA," "Early Morning Rain" and "Reuben James." However, even with the addition of bass and drums on some cuts.

there is little latent dynamic range to be extended by the Soundstream digital process—one of the medium's biggest assets. The effort is there in the clean production, and two new songs, title track "Aspen Gold" and "Longest Beer Of The Night," will be used as a 7-inch digital promo single, a first for the audiophile mart. But the real question is—does "pure" tolk music qualify? And, if so, then perhaps the consumer has to use different listening guidelines.

Audiophile Recordings for review should be sent to Alan Penchansky, Chicago, and Stephen Traiman/Is Horowitz, New York. Earlier reviews appear in issues of Nov. 4, 18; Dec. 2, 16; Jan. 3; Feb. 3, 17; March 10, 17, 31; April 14, 28.



Each was dropped seven times on its side from six feet onto the office floor. Nothing much was happening. So we repeated the series, this time dropping each microphone on its nose. Seven times from six feet. Still no problems. They looked good and sounded good, but we were getting tired.

So we moved to an unyeilding slate floor. Here it took three more drops on its side from six feet, and three more on its nose from four feet to finally affect the ATM41. A truly remarkable record!

Fixed-Charge Condenser? It should have given up long before a dynamic. But quite the contrary! The ATM91 withstood four side drops onto slate from six feet, three drops right on the

Our little test left us arm-weary but convinced that the ATM Series microphones could easily earn their "Road Tough" name in the field. That's the testing which really counts. Try us.



Part of the secret of ATM toughness is this 3-layer windscreen. An outer heavy wire, a finer wire screen just inside, and an inner layer of woven bronze. All soldered to each other and to a solid brass ring. There's nothing else like it on any microphone.





AUDIO-TECHNICA U.S., INC., Dept. 79BL, 33 Shiawassee Avenue, Fairlawn, Ohio 44313

Tape/Audio/Video

Accessory Showcase



GRT DESIGN Dustbuster counter tray prepack has 24 4-oz, units with pump and brush pad, at \$3.95 list.



QUIETONE record care spray from Hammond Industries has anti-friction, high-conductive Electrolube, blister-packed 4-oz., 7-oz. sizes.



LE-BO tape care line includes Cassette Repair Kit with a C-O, splicing block, screwdrivers, blade, tabs.



METROSOUND Supercling disk cleaner, distributed by RNS Marketing, has polymer roller, \$16.99 list.



NORTRONICS Auto Sound tape care center has cassette, 8-track head cleaners, demagnetizer, spray. swabs in new line

Blank Audio/Video Tape

Continued from page 44

catching up quickly with the Beta lead, as the 3 million Beta tapes shipped last year represent a 50% gain, while the 2.5 million VHS units are 150% ahead of 1977. In dollars, the higher priced VHS format is up 163% to \$50 million, while Beta retail value rose 61% to \$45 million.

With forecasts ranging from 475,000 to 700,000 half-inch machine sales in 1979, compared to just over 400,000 in 1978, more than 1 million households will be VTRequipped by year-end-a significant market for rapidly expanding competition.

Since last August, or due for introduction by the Summer Consumer Electronics Show in June, 3M added a new VK-125 and VK-250 VHS; Maxell has a new 60- and 120-minute Epitaxial VHS; TDK is bowing the first 45 and 90-minute VHS lengths here; Fuji is adding T30 and T90 VHS tapes to its T60 and T120 lengths; and will offer L125, L250. L370 (the first 45/90-minute unit here) and L500 Beta tapes; Memorex is launching its new one and twohour VHS tapes; Irish is marketing L250 and L500 Beta cassettes, and Dupont is testing its branded chrome Primetime one, two and three-hour Beta tapes, to be followed by one, two and three-hour VHS products.

With the first metal-capable cassette decks already on the market in the U.S. from Nakamichi, Aiwa and

Tandberg Taking **Outside Investors** Home & Abroad

OSLO-Tandberg Industrier, the newly-structured Norwegian consumer electronics company, now has official government approval here to accept both private and foreign capital investment.

This move signals an important financial shift from previous total government ownership towards much broader-based international and private capitalization for Tandberg following a long period of commercial uncertainty.

The company was set up early this year with government backing, and as an interim company, to "rescue" the most viable divisions of the old Tandberg company Tandberg Industner quickly re-created the Tandberg educational products division, biggest supplier of language "laboratories" in the world, plus the noted hi fi products division.

Now Olav Haukvik, minister for industry here, says there is full government approval for the company's new international investment initiatives and promises government aid in new investment negotiations.

In a related development, the independent U.S. company Tandberg of America, is participating in the capitalization of Tandberg Industrier A/S up to 51%. Per Grude, chairman of Tandberg Industrier, and William Ausman, chairman, Tandberg of America, express combined support for both U.S. and other foreign private investments.

Pop Video Tape in U.K.

LONDON-VCL Video Services is looking for a first video pop act success with a specially recorded Tina Turner concert, staged at London's Apolio Theatre in March. The edited 30-minute videocassette is due out this month in VHS. Beta and VCR (Philips) long-play formats, at retail prices ranging from \$40 to \$70.

JVC, among others, and at least a dozen more anticipated by CES time, the 3M Metafine metal-particle cassette has growing competition. Metafine is listed at \$6.25 for a C-46, \$6.95 for a C-60 and \$8.95 for a C-90.

Nakamichi ZX Metal Tape, manufactured by TDK, is \$9.75 for a C-60, while TDK itself is bowing a new die-cast aluminum super-shell with a C-60 to be priced at \$13.95.

The Fuji Metal Tape in both C-46 and C-60 lengths initially will be slightly higher than Metafine, and Philips, entering the U.S. mart for the first time, has tentative list prices for its Metal Particle line of \$7.30 for C-60 and \$8.80 for a C-90.

Philips of Holland also will be marketing four other lines through Philips Hi Fi Labs here, including Ferric, Super Ferric, Chrome and Ferrichrome products, EMI Tapes is moving in from the U.K. via Empire Scientific here, with three premium lines-Gold/High Fidelity, \$5.75 to \$9.95 for a rare C-120 length; Silver/Super, \$4.40 to \$8.70, and Bronze/Standard, \$2.95 to \$5.85.

Joining the two European giants are other new products since last August in audiotape. Memorex has a high bias ferric oxide cassette replacing its chrome line; RKO is shifting from its duplicating stance to also market a new RKO Broadcast I normal bias ferric oxide tape, Ampex bowed a Grand Master II premium high bias cassettes, plus a low-end Low Noise cassette and 381 8-track lines. Sony has a new EHF (extra high fidelity) premium cassette and an improved FerriChrome product, and both TDK and Sony will have branded premium Microcassettes this year

Since last August, prices are higher on virtually all lines, with others expected to go up before long as a result of extreme pressure on all petroleum-related products-significantly tape oxides, binders and polystyrene shells.

Already noted in the current product grid in the Sourcebook are hikes for Ampex reels, all BASF cassettes, Maxell cassettes and 8-track, Fuji cassettes and reels, Irish cassettes and reels, Robins Lecture cassettes and open reel, TDK cassettes, 8-track and reels.

There are some line climinations as well, with Columbia Magnetics out of the consumer market except for private-label business in cassettes, 8-tracks and reels; Audio Magnetics dropping its XHE cassette, 8-track and reel lines; Ampex climinating its chrome cassettes; BASF no longer offering C-120 Studio I and II cassettes, and elminating 64-minute Performance and Studio 8-tracks. Irish dropping its chrome cassettes and the Mortone low-end 8-track line.

PIONEER: VIDEODISK, MORE SEMI-PRO AUDIO

NEW YORK-U.S. Pioneer Electronics is in "make-ready phase one" of its three-period launch of the joint venture Universal (MCA) Pioneer optical videodisk player with the consumer model and first four markets to be announced in October.

Bernie Mitchell, president of the American subsidiary of Japan's Pioneer Electronics, showed the new in-store display of the videodisk system for selected dealers at the preview of 13 new audio products.

These include such semi-prooriented units as a four-head open reel deck that takes both 10 and 7-inch reels, an auto-reverse cassette deck with stationary four-track head design and metal tape capability, and three component accessories: reverb amplifier, graphic equalizer and dynamic range expander.

The consumer version of the industrial MCA videodisk player Pioneer is now building in Japan is not expected until sometime in 1980, since a General Motors order for 11,000 players obviously takes precedence, Mitchell notes.

But the industrial model is being shown at selected dealer shows, most recently in Miami "where we could have sold 500 at \$1,000 and grossed \$500,000 with a \$100,000 profit to the dealers (or 25%)," Mitchell observes. No pricing is set on the consumer player, but with inflation alone it will undoubtedly be higher than the current \$695 Magnavox-built Philips/MCA unit. He doesn't expect full national rollout until

Radio Shack Music Expo Has Its Pilot Run In Atlanta

ATLANTA-The pilot run of a special "We're In It For Music" show by Radio Shack premiered Saturday (5) at the World Congress Center here, featuring a multimedia production followed by a cassette recording session with a live band.

The afternoon expo, promoted by free tickets distributed through the chain's 46 area stores, is a test for similar productions in other markets, according to Patrick Lee, responsible for producing the show.

Emphasizing the Fort Worthbased web's accelerated push on audio components ranging from the novice enthusiast to the serious audiophile, the presentation "will better acquaint people with Radio Shack's home music system components and demonstrate the quality of recordings possible with today's cassette decks," he notes.

Hour-long shows were planned from 1 to 5 p.m., with a prize drawing held after the last presentation for Radio Shack's featured \$1,150retail value Sound Of Gold music system that includes a Realistic STA-2000D receiver, belt-drive LAB-65 record changer and a pair of Mach One speaker systems.

First part of the show featured a history of sound beginning with a "world without music," enhanced by an original music score and narrated by actor Richard Basehart. Special signal processing and live-mix 24channel techniques were used to produce a dynamic range of nearly 100 dB, according to Lee.

Animation effects using a bank of computer-actuated slide projectors

for the car as well as five Linear

Products include model 40A

power amp, featuring 20 watts per

channel with a suggested list of

\$81.95; model 60A at \$129.95 fea-

turing 30 watts per channel; with

models 90, 150 and 300 being added

in time for the June CES in Chicago.

explains Neal, "much more stringent

than those typically quoted in the

autosound industry. They are the

identical ones mandated for home

high fidelity products with the ex-

ception of a 13.8 volt DC power sup-

ply instead of 120 volts AC."

"We use true FTC power spees,"

Power amplifiers.

provided a visual enhancement consistent with the three-dimensional audio soundtrack in its overall impact, projected on a custom-made 10 by 24-foot wide screen.

The followup recording session at each show offered the first 50 members of each audience a chance to make a live recording of the Atlantabased Jerome Olds Band, using the Realistic SCT-30 stereo cassette

The expos also included a display of the full line of Realistic stereo receivers, turntables, speaker systems and tape recording equipment, with Radio Shack "audio advisors" on hand to discuss the products and answer questions.

Response to the first show will determine the followup pattern, Lee says, with future productions determined by market needs and consumer reaction.

MAGNAVOX: TV AUDIO & **VIDEODISK**

NEW YORK-Magnavox becomes the first major television manufacturer to dramatically improve the sound of most 19-inch and larger models for its 1980 line, at the same time bowing a portable VHS-format VTR system and announcing the second market entry date for its (Philips/MCA) optical videodisk system.

Audio amplifier power has been increased in all 19- and 25-inch tv units: two "super sound" 25-inch models have separate 12-watt amps and three-way speaker systems, and a "voice/music" tone control is added to most top-line 25-inch Touch-Tune and STAR models.

Two new portable VTR systems, available in 2/4-hour play/record formats, feature a battery-operated remote unit and tuner/time control center, with a one-hour charge in the battery pack

Scattle/Tacoma joins Atlanta as a videodisk market May 18, with units available at T. Bon Marche (Allied Stores chain), Doees Home Furnishings Stores and Frederick & Nelson (Marshall Field unit). Although MCA has not fully delivered the 202 titles in its initial catalog to Atlanta, a full supply of software is assured to the second market, spokesmen for both partners confirmated material

3 NEW AMPS AT CES Schmegg Expands Car Audio Power

LOS ANGELES Begun as a one-man, "garage-type" business in the California city of Roseville near Sacramento in 1976, Schmegg Electronies has emerged as a new major factor in the expanding esoteric car stereo market.

According to Mike Neal, who notes the company was founded by Peter Werback, formerly with speaker maker ESS, Schmegg has swelled to a 30 people operation, has six products in its lineup and expects to do in the neighborhood of 52% million in gross sales for 1979.

The firm markets a preamplifier

www.americanradiohistory.com

AY 12, 1979, BILLBOARD

RepRap

April 10 meeting of the New York Chapter ERA had a mini Distributor Manufacturer Rep format with six member executives from neighboring chapters as guest speakers. In cluded were Tim Coakley, Coakley Boyd & Abbott, "Industrial Distribution," Mike Scott, Michael Scott Co., "Advertising & Promotion for Hi Fi Stores," Milt Dieges, AB&I Corp. "Home Entertainment Dealer Personnel—How To Turn Em On," Jay Allen, Leonard D. Allen Inc., "Industrial Distribution Relationships." John Stinson, Stinson Assoc. "The General Line Distributor And The Rep." and Herb Webb, Ossmann Instruments, "Perils Of The Stocking Rep/Distributor

Mid-Lantic Chapter of ERA had a fine turnout for its March 8 roast in Philadelphia honoring Harold Powell, former NEDA president who founded Powell Electronics there some 30 years ago, retiring in 1977. Roast emcee was rep Richard Lewis of Richard Lewis Sales, with other roasters including distributors Al Kass, Kass Electronics, J. Pekin, Peak Electronics, Seymour Schweber, Schweber Electronics, Marvin Perkel, Q.A.R. Electronics; manufacturers Jack Kirshbaum, Cole Flex, Hank Russell, Russell Industries, and Jack Ohlrich, Erie Technical Products, and rep Robert Trinkle, T.S.I., Inc.

Recently joining the Jack Berman Co., audio sales team are Alan Adler and Bob Prescher Ir., both with prior audio/consumer electronics experience. Based at Inglewood, Calif., headquarters, they will service multi-branch store operations and have direct account responsibilities, according to Dick Gravley.

* * *

Ron Liliquist has joined Paston-Hunter Co., Syracuse, N.Y., as a district sales rep covering distributor, communications and commercial sound accounts in Eastern New York, after prior experience with Gordon Electronics and Seidon Sound.

Paramus, N.J. based Sharp Electronics recently honored nine sales rep firms for outstanding 1978 performance. Best overall award went to Fine Sales Corp., Hialeah, Fla., with runner-up Southwest Marketing. Phoenix, and a third-place tie with Royal Sales, Burbank, Calif., and Seinick & Sons, Baltimore. In audio, Southwest Marketing took first place, with Selnick & Sons second, and a third-place tie for Fine Sales, Representatives Northwest, Portland, Ore., and M. Rothman & Co., Hackensack, N.J.

GR Electronic Corp., U.S. distributor for Grundig autosound products, recently named Bron-

Belgian Recording Group Taps Leaders

BRUSSELS-Stanley Robins has been elected president of Syndicat de l'Industrie Belge d'Enrigistrements Sonores & Audio-Visuels, SIBESA, the Belgian sound and visual recording organization.

Formerly vice president, he was elected by delegates to the 1979 general assembly, held here. Added to the general board is Xavier Pelgrims de Bigard, Fonior general manager.

New vice president is Hans Gout, from Polygram, with Alain Olivier, CES named second vice president. Administrative treasurer for the next year is Roger Maylemans of Voqur. Pierre Leblink remains director and a new board member is Pierre Goemaer Inelco, former president of the organization.

New Agfa Tape Post

BRUSSELS—The growth within the magnetic tape section of Agfa Gevaert, which operates in Mortsel, Belgium, and Rijusijk, Holland, has resulted in Edward Bebrens being appointed production manager of a separate tape division. His main role is to control and devise worldwide marketing strategy.

stein Associates, headed by J.R. Bronstein, to handle the line in the New York metro area. Firm is at 28 Hemingway Dr., Dix Hills, N.Y. 11746.

The Solomon Co., Los Angeles, has been appointed to rep the Sports World Cinema line of prerecorded sports videocassettes in Southern California, Arizona and Clark County, Nev. Perry Solomon reports. The firm currently offers 23 to tles, with a dealer program that includes an annual rebate, prepaid freight, 100% paid ad allowance and a printed quarterly stock

adjustment program, Solomon headquarters is at 2116 Stradella Rd., Los Angeles 90024, phone (213) 467-7768.

Minneapolis based Nortronics has named TMC Sales Corp, Fort Lee, N.J. as Metro New

York/New Jersey rep for the firm's line of recorder care products in both audio and video. Newest addition to the TMC sales staff is Jeff Hale, formerly audio manager with Sam Goody, Livingston, N.J., and Sight & Sound, Morristown, N.J.

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Billboard's Expanded C.E.S. Section in the June 9 Issue (On Newsstands June 4)

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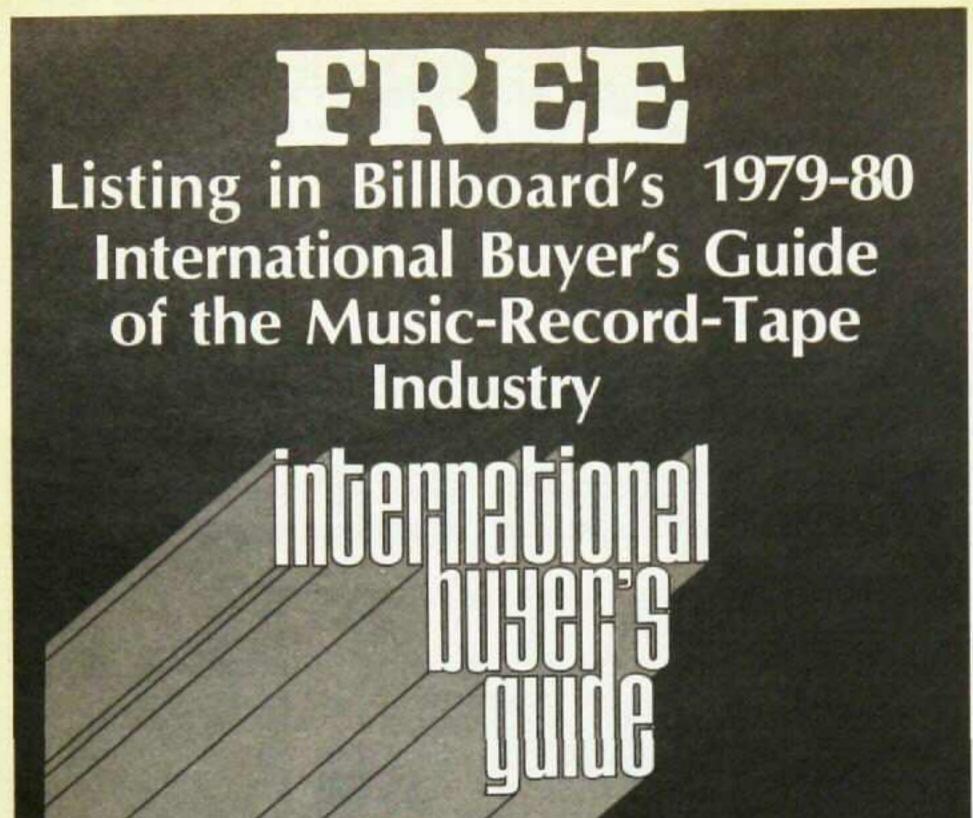
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SUPPLIERS

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Cafe Audio, Ithaca_ N.Y._ completing recording and mixing Russ Barenburg for Rounder Records, Barney Cole engineering. Jeff Glixman producing Blind Date for Windsong at Axis,

Sound Business Studio Instrument Rentals Finds a Nashville Market

By SALLY HINKLE

NASHVILLE-Since its debut on the local music scene some 21/2 years ago. Studio Instrument Rentals has had a growing affect with artists, producers and studios.

As the newest facility of a chain operation with locations in Los Angeles, San Francisco, New York and Chicago, the company has offered the Nashville community such alternative accommodating features as halls for tour preparation, videotapings and studio rehearsal, as well as instrument and equipment rental

Among the artists who have taken advantage of the Nashville location are Crystal Gayle, Jimmy Buffett, Kenny Rogers, Dottie West, Eddie Rabbitt, Gene Cotton, Tommy Overstreet, Lynn Anderson, Donna Fargo, Michael Murphey, Nazareth, Golden Earring and John Prine.

Others include the Country Music Assn., which has utilized its services for its annual televising of the "CMA Awards Show," among other projects: producers Jimmy Bowen, Steve Gibson, Dane Erich and Shannon Williams with Nashboro Records, a gospel label; CBS and Elektra Records and Tree International.

Video work has also been done with such acts as Janie Fricke and Stella Parton, and Michael Mohoney has completed several video projects here.

A breakdown of Studio Instrument Rentals' facilities includes a three-hall location at 206 12th Ave., and a two-hall location across the street at 205 12th Ave. S. Dimensions for each include Studio A at 18 feet by 35 feet, Studio B at 26 feet by 24 feet, Studio C at 35 feet by 38 feet with a 14 foot ceiling that accommodates video work, Studio D at 24 feet by 42 feet and Studio E at 24 feet by 34 feet.

Each room comes complete with Yamaha mixing boards, Shure mikes, floor monitors, elevated stages, stage lighting, out-p.a. systems, all are acoustically insulated and come with baby grand pianos.

There are also storage lockers for equipment and parking accommodations for some 40 cars with space for trailers and buses.

Head of the Nashville operation is Steve Bauer, who joined Studio Instrument Rentals in 1974 and was a prime force in the company's move from primarily day-to-day rentals to the servicing of touring groups.

He now serves as president and general manager of the Nashville office, and has brought in an experienced staff, including David Wright. who ran Casablanca Records' rehearsal studies in Los Angeles for some two years, and David Brickett. who ran the company's Los Angeles studios for some three years, for service to this community.

"There are three key uses for rehearsal facilities," notes Bauer. "One is showcases, which we don't get much exposure to here, but it's still a

(Continued on page 59)

Studio Track

LOS ANGELES-Visitors to the 63rd Audio Engineering Society convention next week (15-18) in Los Angeles will miss the peripatetic Jacqueline Harvey, exhibits coordinator and the AES veteran "can-do" girl Friday. She's recovering nicely from surgery for a broken hip, and can be cheered with a note at New York Hospital, Whitney Wing, 525 E. 68th St., New York, N.Y 10021

Box Skaggs is doing vocal overdubs with engineer/producer Bill Schnee at Redwing Sound. Also there, Barry Fasman producing Jim Grady for Mushroom with Dave Miller and Tom Seufert at the console

At Dawnbreaker: A&M's Alessi Brothers finishing up their LP. Bob Gaudio producing. Thom Wilson engineering, and Jay Graydon producing Marc Jordan for Warner Bros., Joey Bogan at the

Tom Dowd producing Kenny Loggins at International Automated Media (IAM), Irvine, Calif.

Steve Nathanson producing Street King at Fidelity with Phil Spector acting as sound direc-

Activity at Sierra Pacific sees Delaney Bramlett with Art Kimbel arranging. Reed Stanley engineering, and Bill Champlin with Michael Stewart producing, Barron Abramouitch and Patrick McDonald engineering

Pardo Jones producing Daddy Dewdrop for Inphasion Records at Dr. Musix. Tommy Li-Puma producing Dr. John for Horizon at Sound Labs, Norm Kinney engineering with Stuart Whitman, while al Schmitt and Mike Manners produce Ben Sidran for Horizon.

Filmways/Heider recorded and Filmways Audie Services produced complete audio facilities at the Country Music Awards Show Wednesday (2) at the Hollywood Palladium ... Paul Grupp engineering Tonio K for Epic at Record Plant, Karat Faye assisting

Michael McGlory producing himself for CBS at Brian Elliot Recording.

Tom Scott working on a Columbia LP at Crimson Sound, co-producing with Hank Cicalo. Also there. Al Schmitt and Ben Sidran working on new Horizon material

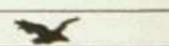
Atlanta Hamilton Bohannon also in Axis working on a new project. Mece Monarde at Kingdom Sound, Syosset, N.Y., producing his upcoming LP "Moondancer" for Casabianca, Clayton Hutchinson engineering

Tuxedo Junction recording its second LP on the Butterfly label at Criteria, Miami, Laurin Rinder and Michael Lewis producing, Galen Senogles engineering and Michael Guerra assist ing Also there. Don Gehman, along with Ron and Howard Albert producing Breathless for EMI America, Gehman also engineering with Rick Al-

Dick Schory producing Mark Gaddis for Ovetion at Streeterville, Chicago ... Ed Green producing Cleveland Eaton for Ovation also at PS Studies in Chicago. Little Richard back in the studio working on a new LP producing himself with Gary Laney and Billy Sherrill engineering The scene: Nashville's lack Clement.

Producer Buddy Killen working at Nashville's Soundshop with Louise Mandrell for Epic and Bill Anderson for MCA.... The Ramones finishing up a new Sire LP at Moogy Klingman's West End Sound, Ed Stasium producing with Michael Finlayson at the board.

JIM McCULLAUGH



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A 12 YEAR ODYSSEY: WOODLAND STUDIO'S RICH DIUERSITY

By KIP KIRBY



That's Frank Sinatra, Jr. conferring with producer Billy Strange, left, and Glenn Snoddy, right in a Woodland session.

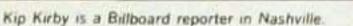
As Woodland Sound Studios celebrates its 12th birthday and prepares for an even stronger 12 more years, it doesn't require a crystal ball to see that this studio has a remarkably bright track record to be proud of.

Many in the recording industry recall Woodland as the creative birthplace of the Nitty Gritty Dirt Band's gold album, "Will The Circle Be Unbroken." Others remember it as the studio where Jimmy Buffett cut many of his singles along his path to stardom. Still others think of Woodland as the facility director Robert Altman chose for recording the soundtrack to his movie, "Nashville ."

More recently, the studio won itself additional kudos for recording and mastering the first rock album ever to go platinum out of Nashville-"Point Of Know Return" by Kansas.

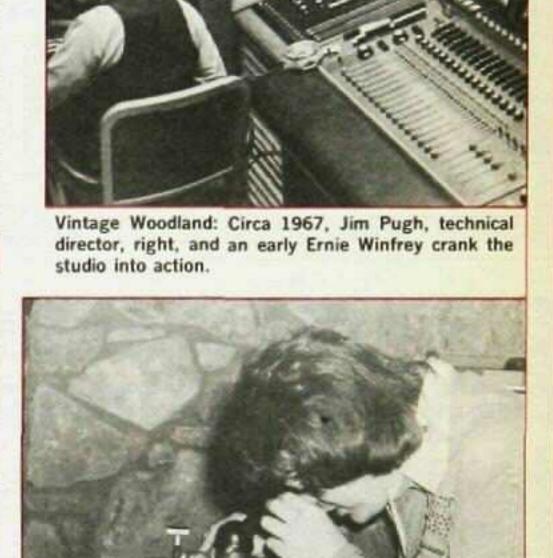
The latest achievement occurred on Saturday, April 7, when Woodland became the site for the first digital recording session on Sony digital equipment ever done in Nashville. The session, which took place in Woodland's recently redecorated Studio A, featured top Nashville jazz session men and guest artists Ron Carter and Stan Getz, and marked another first for Woodland.

Woodland was built in 1967 by the Crescent Corp., owners of the Crescent-Loew's movie theatre chain, to house Excellorec Publishing and Nashboro Records as well as provide a studio for in-house recording. Glenn Snoddy, president and technical director, and chief engineer Jim Pugh commuted to Atlanta where Woodland's first 4-track console was being cus-(Continued on page 55)





Woodland's newest addition, the Neve 8078 console with VCA subgroupings, capable of 40 inputs and 32 outputs.



Ronnie Milsap is funning us again. The blind singing great "takes a look" at Woodland's mastering machine.



Woodland's Glenn Snoddy delivers a Woodland plaque to Kansas, signifying the first rock LP in Nashville to go triple platinum.



Germany's Freddy, the first international act to record at Woodland, receives appropriate recognition from Snoddy in 1968.



Few men in the recording industry have a more qualified background than Woodland Sound Studios' president and technical director, Glenn Snoddy.

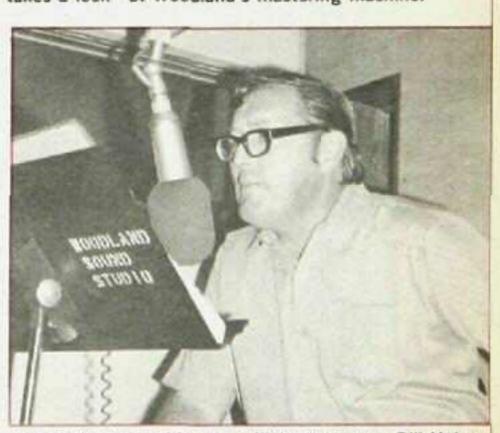
Snoddy received his basic electronic training during World War II with the Signal Corps and served in the Pacific area in the field of communications.

He moved to Nashville in 1949 to work at what was then only the second recording studio in the entire city. Called Brown Radio Productions, the operation included production of the Eddy Arnold show, regional radio network shows and live feeds to the Mutual Radio Network.

In 1950, Snoddy moved to WSM Radio as a studio engineer, handling sound for the "Grand Ole Opry" radio program for five years. Three years later, he transferred to WSM-TV to fill a position as audio and video engineer.

During this same period. Snoddy also served as assistant engineer at Castle Recording Studios on ses-

(Continued on page 56)



The father of rock? Before Elvis, there was Bill Haley and his Comets with "Rock Around The Clock" and other hits. Here's Haley, in Nashville, at Woodland.





Carroll Baker has that feeling that she's just cut the first gold country LP in Canada.



Genius producer Bill Justis casts his usual displeased pleased look during a Woodland session.

WOODLAND'S WORLD

By GERRY WOOD

Recording, religion and motion pictures.

Those divergent ventures have long been associated with 1011 Woodland St. in Nashville.

From 1925 through 1955, the Woodland St. Theatre prospered as the Saturday afternoon mecca for posses of popcorn munching, badguy hatin', goodguy lovin' young cowboys who came to see the silver screen glow with the images of Roy Rogers. Hoot Gibson and Tex Ritter.

When Nashville converts a building, it's usually made into a bar or church. This movie house became a house of religion in 1955 when it was turned into a revival center where thousands came to hear the word preached.

The final transformation came in 1967 when the building was turned into a recording studio. Primarily used for Nashboro Records, a black gospel label and subsidiary company, the studio became an immediate success.

It was built as a 4-track facility with an original console constructed by Electronics Equipment Co. of Atlanta, using solid state Altec Lansing components with the capability to progress to 8- and 16-tracks.

Because of the studio's success, that capability was soon needed as the list of clients grew with such names as Linda Ronstadt, Joan Baez, Slim Harpo, Gordon Lightfoot, Jerry Jeff Walker, John Stewart, Bobby Goldsboro, Jean Shepard, Ferlin Husky, and Jack Blanchard and Misty Morgan.

A second studio was planned and constructed in 1969. Studio A was part of the old theatre building with the control room built on the old stage. The new studio was an addition adjacent to the old building, with complete sound isolation.

Almost immediately, hit records started coming from the new facility. The hits included the great Nitty Gritty Dirt Band LP "Will The Circle Be Unbroken," Jimmy Buffett's "A1A" album and "Point Of Know Return" by the soaring rock group Kansas. The latter LP is the first triple platinum rock album to be cut in Nashville.

1968 was a pivotal year. President Glenn Snoddy and chief engineer Jim Pugh designed a console that was years ahead of its time, replacing the original Studio A Altec console. The new unit, constructed by Neil Muncy in his Washington D.C. shops, was a 24 input, 16 buss console with

Gerry Wood is Billboard's Nashville Bureau Chief.

quad capabilities, four echo sends, two cue busses and simultaneous four, two and mono mixdown facilities—something that was unavailable on the market in 1968.

Built and installed in 1969, the console made Woodland a state of the art studio before that term became common.

From 1969 to 1978, sessions cut using this console featured such acts as Billy "Crash" Craddock, Roy Clark, Bobby Goldsboro, Freddie Weller, Hank Thompson, Carol Channing, Mary Costa and Bobby Blue Bland.

Studio B was upgraded from 16-track to 24-track in 1976 with the addition of a Neve 24-track console and Studer 24-track and 2-track tape recorders. Studio A also was upgraded to 24 track Studer machines, making Woodland one of the largest Studer installations in the country.

During this period, disk mastering was not being overlooked. Woodland became one of the first Nashville independent disk mastering facilities using a Neumann stereo cutting system. The first installation came in 1968.

Tom Hidley heeded the call in 1975 to assist in designing a listening/cutting room that could be considered a standard

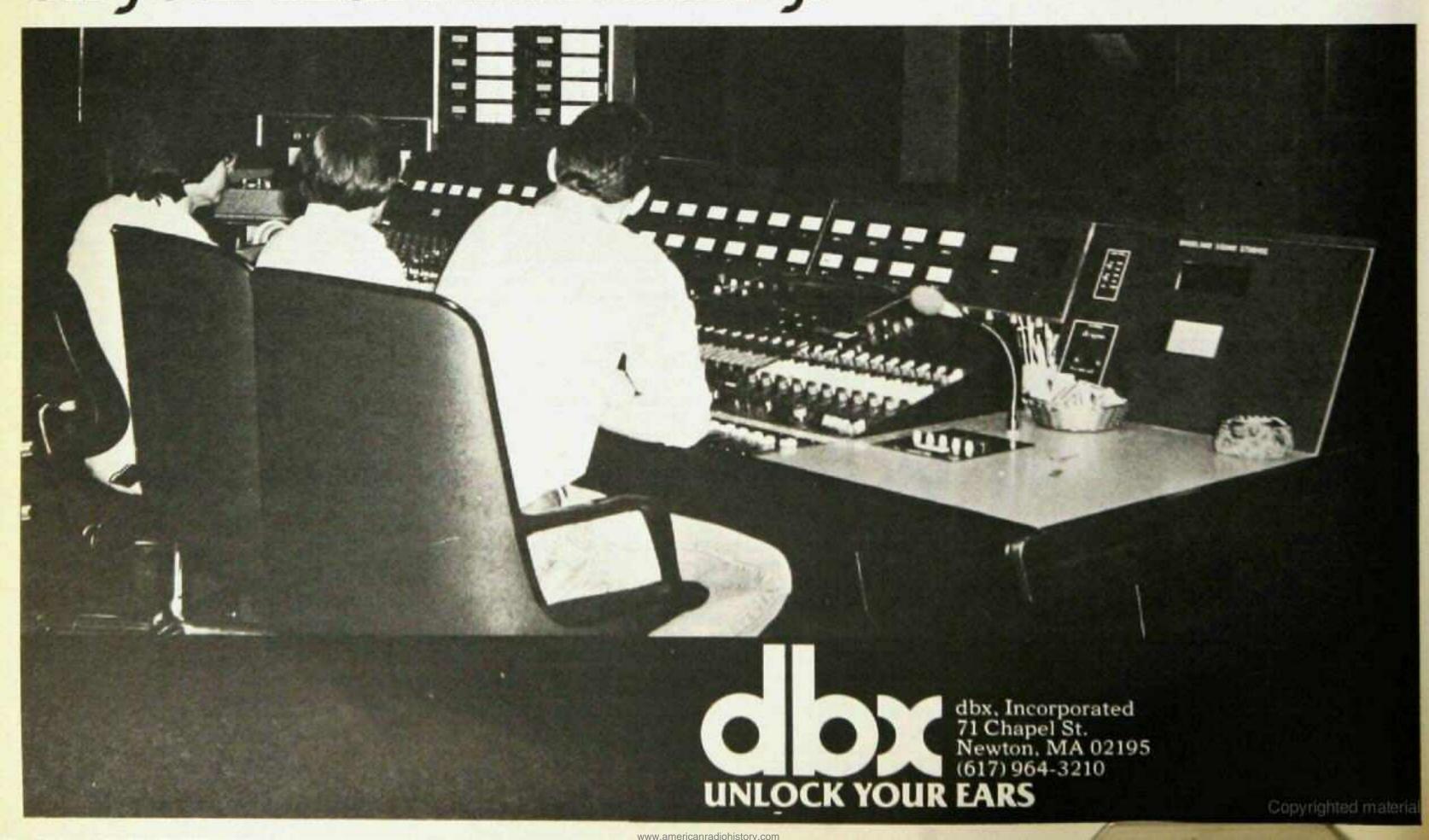
It's December, 1978, and time for another major improvement at Woodland. The Studio A console was replaced with the largest Neve console that the company makes—the Neve 8078. It's capable of 40 inputs and 32 outputs.

This was a special order console from the standpoint of Woodland's needs since Snoddy wanted more patch points than normal. The maintenance department, headed by Jim Pugh, worked with Neve engineers to build a sophisticated patch panel that interfaced with the 8078 via connector cables and blue ribbon connectors.

The console was constructed over a weekend and sessions were booked on Tuesday. Again, the installation proved successful, attracting such acts as the Oak Ridge Boys, Charlie Daniels Band, Donna Fargo, Conlee, Twitty, Eddie Rabbitt, Roy Head and Earl Thomas Conley.

And it's just another reason why Woodland Sound Studios is not only one of the most successful studios in Nashville, but one of the best in that everchanging world of pop, country and religious music.

Congratulations Woodland Sound Studios on your 12th Anniversary.



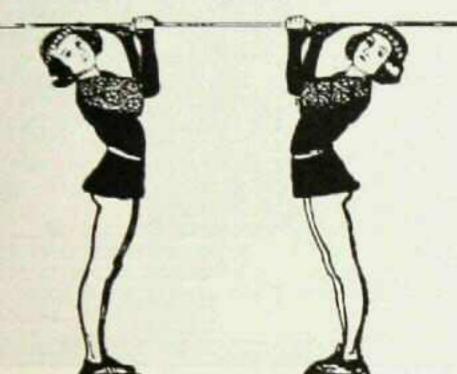
Congratulations on your 12th anniversary.

We appreciate your belp and also your friendship.

From your



family of friends



WOODLAND SOUND STUDIOS'
RECORD OF SUCCESS
WAS MASTERED ON
SCOTCH RECORDING TAPE.

Congratulations to Woodland Sound Studios on their twelfth anniversary. They might have done it without us. But they chose to do it with us. And for that, we add our thanks to our congratulations.



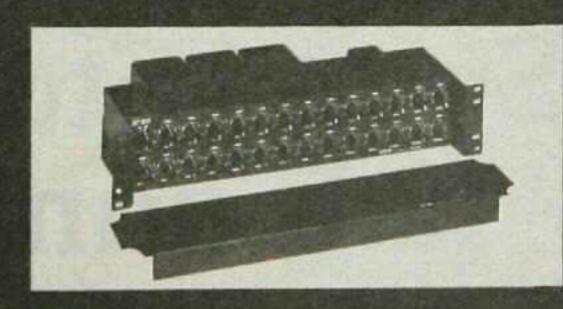
MAGNETIC A/V PRODUCTS DIVISION

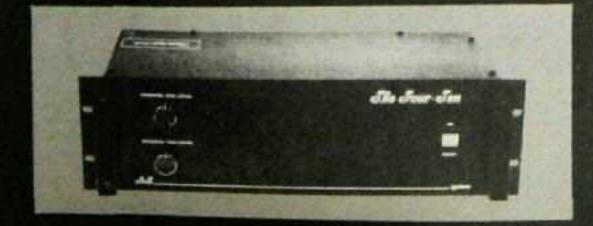
31

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- AB Systems Power Amplifiers
- White Instruments Crossovers And 1/3 OCT Filters





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Jim Pugh: Jim started as a broadcasting engineer with WGST-AM, Atlanta. He also furnished and installed record systems for studios in the Atlanta area. He installed the system for Acuff-Rose and, in 1967, installed Woodland's system. He joined Woodland in 1969, and is technical director, maintaining all equipment for the studios.

WOODLAND STAFF



David McKinley: David came to Woodland in 1971 as a trainee engineer. He has been especially interested in gospel music.



Rex Collier: Rex came to Nashville in 1968, sold jingles and operated his own studio, C&M Sound Studios. He has been in the music business since the early '60s when he was road manager for pop singer Troy Shondell.



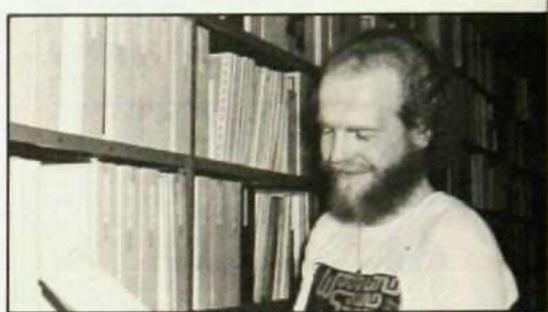
Denny Purcell: A top mastering engineer, Purcell once helped build a remote truck for Elliot Mazer, then toured the country two years recording artists in concert. He worked at the Alembic Studios in San Francisco before coming to Woodland. He's mastering supervisor at Woodland.



Hank Williams: Hank's training for the recording industry came through his B.A. degree in Music/Business at Belmont College, Nashville. After college, he went to Calgary, Alberta, Canada to work in the Sound West Studio.



Danny Hilley: Danny joined Woodland in 1977 from the Univ. of South Carolina where he worked in the audio department and did independent recording. Hilley has also worked for the Public Broadcasting System.



Steve Goostree: A graduate of Belmont College's Music/ Business School, Steve came to Woodland in 1978. He has progressed quickly, working with a variety of name acts.

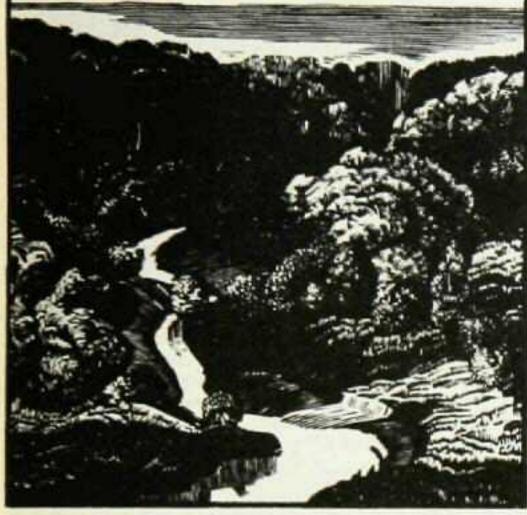
Glenn Snoddy and all of the staff at Woodland Sound Studios on your 12th anniversary.

From all of your friends at MCA Records

Woodland. you're the greatest.

Thanks to all the staff.

Tom Collins



The people at

AKG acoustics

with the people at

WOODLAND SOUNDS STUDIOS

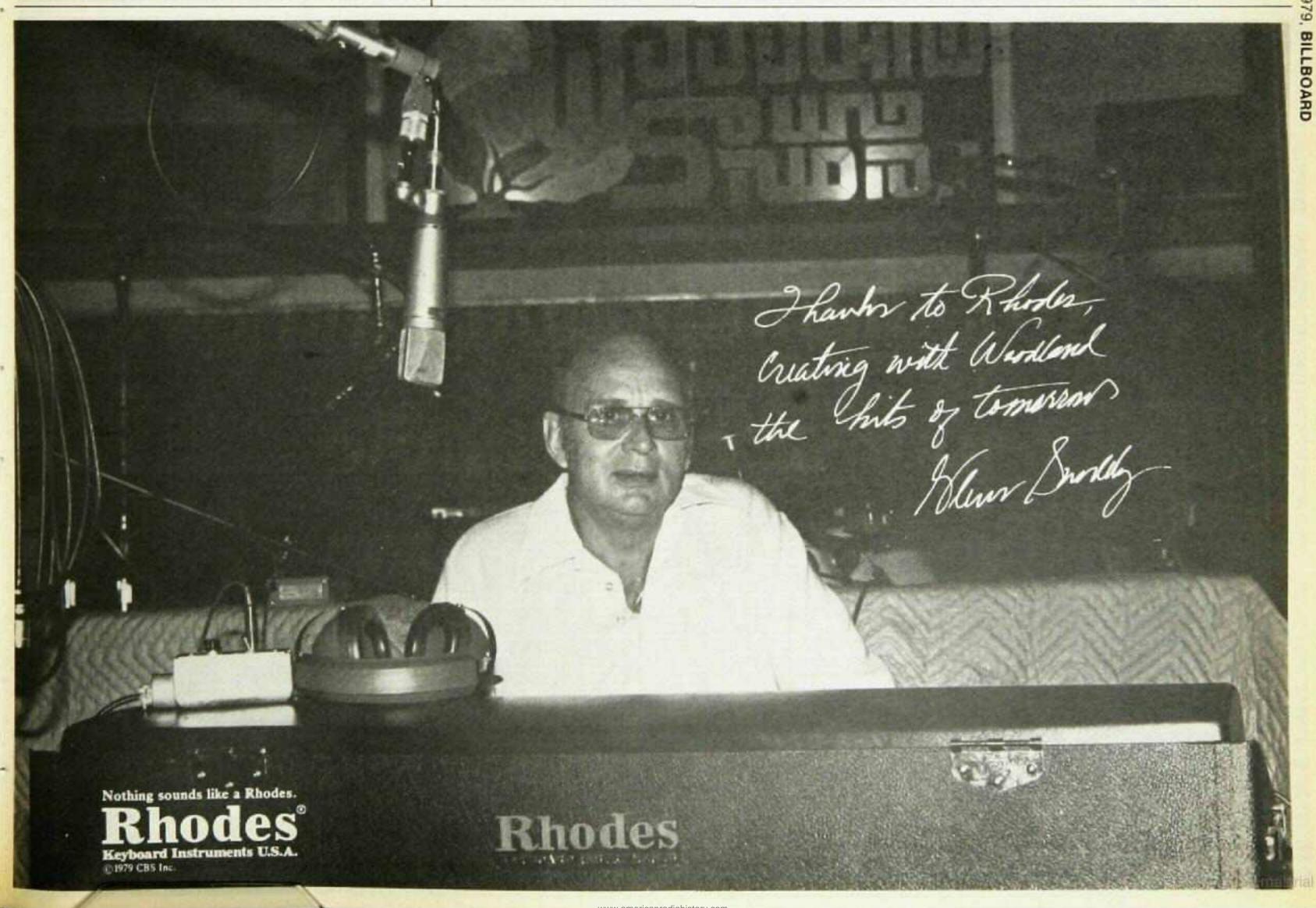
Nashville, Tennessee

on their 12th Anniversary of recording the great sounds of great entertainers with the help of AKG microphones, headphones & reverberation equipment.



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WOODLAND STAFF



Carol Sullivant: After graduating from Middle Tennessee State Univ. with a degree in public relations and advertising, Sullivant worked for Opryland U.S.A. for five years. She came to Woodland in 1977 as a receptionist but soon went into the mastering secretary field where she books two mastering rooms and ships lacquers to pressing plants across the world.



Sunny Smith: The sunny disposition at the front desk is noted quickly by the visitor to Woodland. It comes from Sunny, an expert receptionist who also handles public relations for Woodland.



Skip Shimmin: After spending seven years in San Francisco with Fantasy Films/Fantasy Records, Fantasy/Prestige/Milestone Records and as an independent engineer, Skip moved to Nashville in 1978 and joined Woodland. He received a Grammy nomination in 1976 for best engineer recording/classical. He also engineered the sound track for the Oscar nominated film, "One Flew Over The Cuckoo's Nest."



Ema Jean Bean: Bean has been in the music business for nine years, for six of those years as secretary/bookkeeper/booking agent for the Joe Taylor Artist Agency. She came to Woodland in February 1977 and has the position of traffic manager. Ema Jean is responsible for the booking of studio time and of the bookkeeping chores that are fed to the in-house computer system.



Kerry Kopp: He's the newest member of the Woodland staff, having joined in March 1979 as assistant maintenance engineer. Kopp is also attending Belmont College's Music/Business program. He spent two years as production mixer at Opryland, and worked at Quadrafonic Studio in Nashville before coming to Woodland.

Congratulations to
Woodland Sound Studios
- our second home.

We think you're the greatest!!



Continued from page 49

tom-built through the auspices of Electronic Equipment Co. To fill available vacancies, the studio was leased to outside clients for sessions.

Within two years, Studio A had gained such popularity that Nashboro often couldn't get in at all, and a second, slightly smaller room was added.

Snoddy has been with the operation since it first opened its doors; it was he who designed, supervised and built Woodland for the Crescent Corp. Previous to joining Woodland, Snoddy had constructed Acuff-Rose recording studio, as well as designing Columbia Recording Studio in Nashville.

Snoddy, a humorous, soft-mannered, farsighted man highly attuned to the constantly shifting demands of the recording industry, speaks of the growth of Woodland with obvious pleasure and affection.

"I'd have to attribute our success to three factors," he says, "and they are superior equipment, constant maintenance programs, and qualified employes with friendly professional attitudes.

"None of these things sound exotic by itself," Snoddy adds, "but they are all very basic to the smooth operation of a good studio. I believe that one of the main reasons we get such a high percentage of return clientele at Woodland is the excellent attitude of our staff."

When it comes to technology, Woodland doesn't take a back seat to anyone. All of its extensive in-house equipment and wide range of instruments is owned by the studio, and two full-time maintenance engineers are on duty to handle any technical emergencies. In its 12 years of operation, Snoddy notes. Woodland has had less than one-half hour of "down time" due to equipment malfunction.

Additionally. Woodland has five mixing engineers and two mastering engineers, all of whom are constantly looking for improvements and innovations in the recording field. Each new piece of equipment that comes on the audio market is carefully researched and evaluated by Snoddy and Pugh before Woodland decides whether to purchase it.

"It boils down to a guessing game," laughs Snoddy. "You have to stay one step ahead and anticipate the industry's needs every time a new technical advancement rolls off the drawing board.

"We've tried to shy away from allowing ourselves to become guinea pigs with new equipment; we want to be sure that the bugs are out first and that there's really a need for the item. We strive to keep the best state of the art equipment in our studios, but we also like to know that we're spending our money wisely."

In December of 1978, Woodland took a giant step forward

by purchasing and installing the Neve 3078 console in Studio A. Capable of 40 inputs and 32 outputs, this console is only the third of its kind in this country, with the other two open ating at Caribou Ranch and Village Recorders.

"Incidentally, we hope to have the first digital Ampex machine in house as well," adds Snoddy, "and we've already had a booking request for it. It's difficult these days to have something that another studio doesn't have in the way of equipment, but we're constantly adding new things, new outboard gear, a new phaser, a new time delay unit, and so forth. We even changed our monitoring system recently and installed speakers called 'The One,' to boost the audio quality in our control rooms."

No discussion of Woodland would be complete without mention of its mastering department. A number of years ago, Snoddy initiated a survey which showed that a large percentage of producers and labels who cut records in Nashville were then sending their product off to New York or Los Angeles for mastering, thus routing out of the local music community an important share of the recording industry business.

Recognizing the need for a custom disk, in house facility where producers could supervise the transference of their records from tape to disk. Woodland installed its first mastering room with Neumann equipment.

That was in 1970. In 1973, when Woodland's mastering volume had peaked to the point of requiring a second room, Snoddy hired Tom Hidley of Westlake Audio to design and construct Woodland's additional mastering facility, which is the only one of its kind in the Southeast.

Today, 30% of Woodland Sound Studios' business comes from pop, r&b and rock sessions, a trend that Snoddy actively encourages. Clients such as Charlie Daniels, Michael Murphy, John Prine, Neil Young and Kansas, along with producers like John Boylan and Barry Beckett, have helped establish Woodland's reputation in this field.

Another strong 30% of Woodland's volume comes from country, through the talents of producers such as Tom Collins, Ron Chancey, David Malloy, Even Stevens, Jim Malloy, David Barnes and Dave Burgess and by artists of the caliber of Barbara Mandrell, the Oak Ridge Boys, Kathy Barnes, Ronnie Milsap and Stella Parton, to name just a few.

"The country charts each week show a substantial number of songs recorded or mastered here," mentions Snoddy, "as well as a large percentage of country albums. We're proud to be such a big part of Nashville's thriving country music industry."

(Continued on page 56)



CONGRATULATIONS

WOODLAND! IT'S GREAT TO BEIN SUCH A

NICE PLACE! DENNY PURCELL, CSI'S NASHVILLE MAN TOLD ME TO GIVE YOU HIS BEST. I'LL BET YOU'VE GOT SOME GREAT FRIENDS WHO MIGHT LIKE ME TO COME TO THEIR PLACE TOO!



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A 12 Year Odyssey

Continued from page 55

Gospel accounts for an additional 30% of total sessions at Woodland, with the remaining 10% spanning national jingles, commercials, educational projects and film soundtracks.

Nothing fascinates Glenn Snoddy more than a lively discussion relating to the musical and recording future of Nashville. Although he is certainly a pioneer in the early days of studio technology—he has been active in the field of sound recording since the earliest days of mono—Snoddy has retained a very up to the minute approach in his long-range hopes and views.

"This really is a subject I feel strongly about," he says emphatically, "because I believe that Nashville can become one of the recording meccas of the pop industry just as it has with country.

"In fact," he says, "this is one of the primary reasons we've invested so much money installing the new Neve console, extra Studer machines, and so forth in our studio. We want the pop and rock music community to know they can come here to Nashville and find the best equipment available anywhere, as well as engineers capable of achieving the best results for them."

Snoddy points to the extensive range of in house instruments Woodland keeps handy, including "one of just about every keyboard made today." He bought Woodland one of the first electric Rhodes on the market, and later, Woodland was one of the first studios around to have the stereo model, which attracted additional business. This is all part of his scheme of events designed to lure out-of-town business to Nashville for recording.

"I think pop recording in this area is just beginning," says Snoddy animatedly. "This is a wonderful place to come and spend time in the studio. The weather is temperate, people are friendly and laid-back, the session musicians are among the best in the world, the cost of living tends to be lower than in other major cities, it's easy to drive and park here, and after a long session, you can hop in the car and in 10 minutes be out in the country.

"As a matter of fact," he chuckles, "we've had several popacts in recently from the Coast who've gotten so acclimated to the Nashville way of life that we could hardly run them off when their albums were finished."

As the guiding and motivating force behind Woodland Sound Studio, Glenn Snoddy in just 12 years has created an excellent track record. Woodland is known and respected in the recording realm for the quality of its product and the superiority of its technical equipment.

Snoddy is optimistic about the next 12 years at Woodland.
"I'm always pleased when a Nashville studio lands a recording

session that might have gone to another city," be says equitably. "I know that as long as we continue to attract clientele from other markets here, Woodland will always get its share."

Perhaps Charlie Daniels sums up Woodland best when he says, "I like recording at Woodland partly because it's a state of the art studio commensurate with any I've found in New York or L.A., and partly because, well, they're just plain nice, friendly folks."

Glenn Snoddy

· Continued from page 49

sions by artists such as Kitty Wells, Kay Starr, Red Foley, Ernest Tubb and Hank Williams.

In 1960, Snoddy accepted a position as studio supervisor at Bradley's Recording Studios on Nashville's famed Music Row. It was here that he built the first 3-channel stereo console ever constructed in this area, while at the same time recording and mixing artists such as Johnny Cash, Marty Robbins, Connie Francis, Flatt & Scruggs, Bobby Blue Bland, Roy Acuff, Brenda Lee, the Statler Bros. and Bill Anderson.

Acuff-Rose was the next stop for Snoddy as he left Columbia Records in 1967 for the dual role of building studios for both Hickory Records and Woodland Sound Studios. The consoles for these studios were designed and built through the auspices of Electronic Equipment Co. of Atlanta, Ga.

Two years later, Snoddy moved to Woodland as its president and technical director. Almost immediately, he began construction of Woodland's second recording facility, Studio R

Further upgrading included the addition of mastering and editing facilities and the gradual evolution from 8-track through 16-track to 24-track capabilities.

Snoddy's personal devotion to the state of the art in Nashville recording has led him to search continuously for new projects for Woodland. Under his direction, the studio has hosted artists who range from Gordon Lightfoot to the Purify Brothers to Bill Haley & the Comets, and more recently. Woodland has been the site for several direct to-disk sessions, as well as the first Sony digital recording session ever to be done in Nashville.

Woodland has made great strides in advancing the reputation and quality of Nashville studio recording, and its success during its first 12 years is a solid tribute to the skill and foresight of Glenn Snoddy.

CREDITS

Editorial planning: Gerry Wood; art direction, Salvatore Scorza, assistant editor, Susan Peterson, editor, Earl Paige.





WOODLAND EQUIPMENT

The total impact of today's recording can be traced to a large degree back to the available equipment used during the mixing process.

Woodland Sound Studios is, and has been, in the forefront of providing the latest and most requested outboard equip-

Following is a list of in-house available equipment. Anything not listed is normally available locally at rental prices:

CONSOLES

Studio A-NEVE 8078 24 Track

Studio B-NEVE 24 Track

TAPE RECORDERS

2-Studer 24T (16T)

6-Studer 2T (Variable Speed)

1-Ampex 8T

4-Ampex 2T

2-Ampex 4T

1-Studer 1/4T 1-Scully 2T (TM)

CONTROL ROOM MONITORS—Equalized Systems (White)

2 Sets THE-1-Stereo

4 Sets Auratone 4 Sets MDM-4

5-EMT-140-Sterem

2-Live Chambers

1-AK G-Stereo

1-Cooper Time Cube (UREI)

LIMITERS

4-Neve 10-UREI 1176

2-Teletronix LA 3A

MONITOR AMPS

2-Crown

6-AB-Four-Ten

2-2200 McIntosh 4-M175 McIntosh

OUTBOARD

1-Orban Parasound Dynamic Sibilance Controller

1-MDA Speed Control

1-14 KHZ Sync Generator

1-60 HZ Sync Generator

2-Altec High Pass Filter

2-Altec Low Pass Filter

1-Pultec Program Equalizer EQH 2

1-Pultec Equalizer MEQ 5 1-Instant Phaser (Eventide)

I-Time Line Digital Delay (Pandora)

2-Harmonizers (Eventide)

I-Electronic Digital Metronome

2-Parametric Equalizers

1-White Analyzer 1-Vocal Stresser

2 MASTERING ROOMS

Equipped with Neuman SAL 74 Cutting Systems, Westlake monitors, MDM-4 and Auratone Speakers

INSTRUMENTS

2-Steinway Grand Pianos-6Ft.

2-Hammond Organs 1-B3, 1-C3

2-Wurlitzer Electric Pianos

2-Fender Rhoades Pianos

1-Hohner Clavinet

1-Allen Electronic Harpsichord

1-Celeste 1-Electronic Chimes 15

I-Vibes (Musser)

1-Tac Piano 1-Latin Percussion Congas

1-Arp Pro Soloist

1-Arp String Ensemble

1-Set of Orchestra Beils 2-Sets Studio Drums

5-Fender Guitar Amps

DOLBY 66 Channels

DBX

| WESTERN ELECTRIC | 33500 | 2 |
|------------------|---|---------------------------------|
| | 520 A | |
| STUDER | SKM5-U | 2 |
| | C-22 C-55 FET | 5 4 2 2 |
| SONY: | ECM-50 ECM-22P | 5 |
| | SM-53 5M-54 SM-7 | 2 3 1 2 |
| SHURE: | SM-56 | |
| SENNHEISER: | MD 421U | 2 |
| | KM-86 M 249B RM-84 | 5 7 4 2 3 2 |
| NEUMAN: | U-87 U-47 U-67 | 5 7 4 |
| | RE 20 RE 50 635-A 668 1751 649 | 4 3 1 5 2 3 1 |
| ELECTRO VOICE | RE-11 RE-15 RE-16 | 1 2 4 |
| ALTEC | M-49 | 1 |
| AKG: | C414 EB C452 EB D224 E | 4 4 2 |
| 58 Channels | | |

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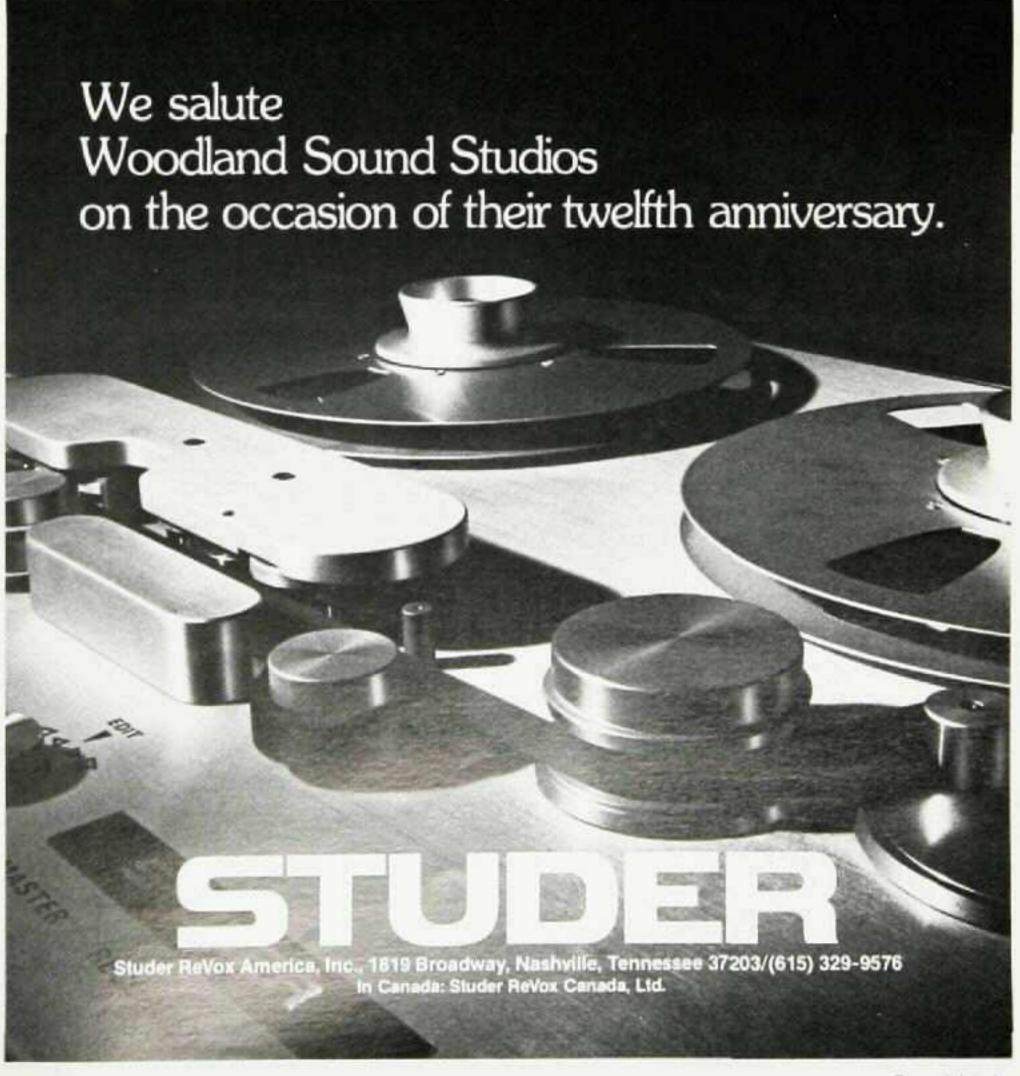
WOODLAND SOUND STUDIOS

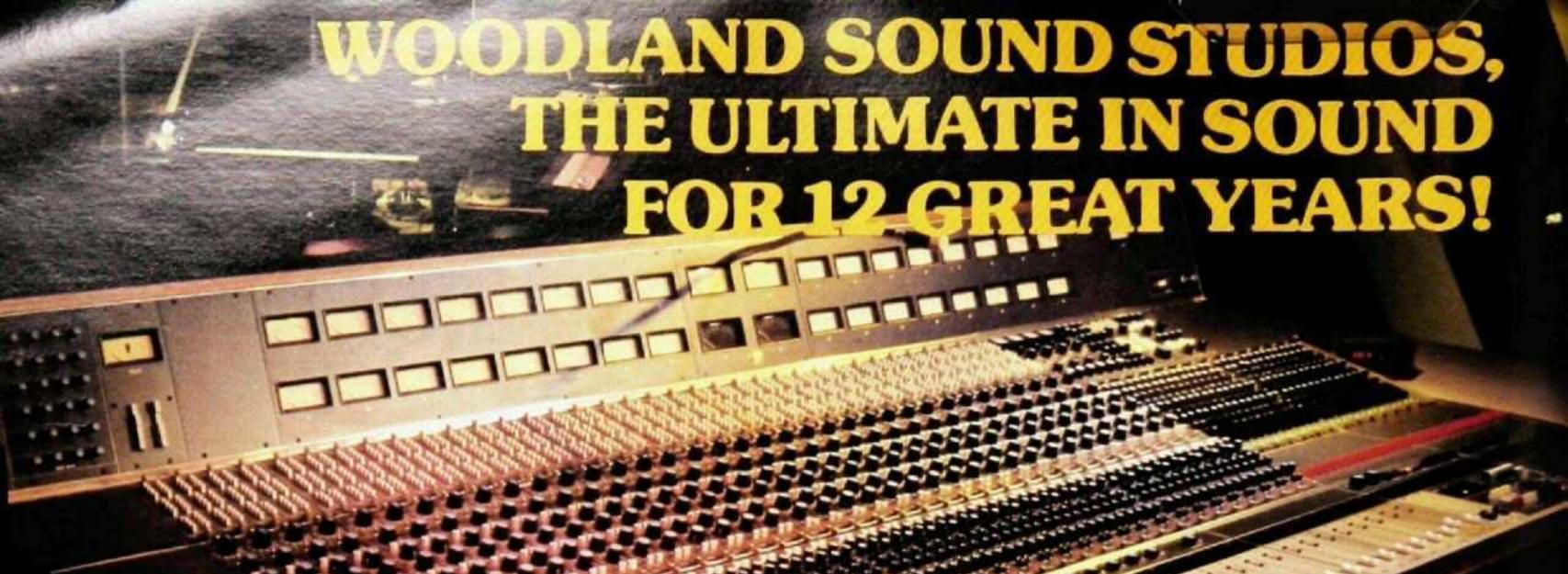
NASHVILLE

Neve is proud to be a part of Woodland's new studio featuring the Neve model 8078 music recording console. This new facility must be the most advanced studio in Nashville, if not in all of North America! We sincerely thank Glenn Snoddy for again choosing Neve, and we appreciate the high technical expertise of Jim Pugh and his dedication to excellence. You can't find better people to work with! Try Woodland for your next recording date. Call (615) 227-5027.



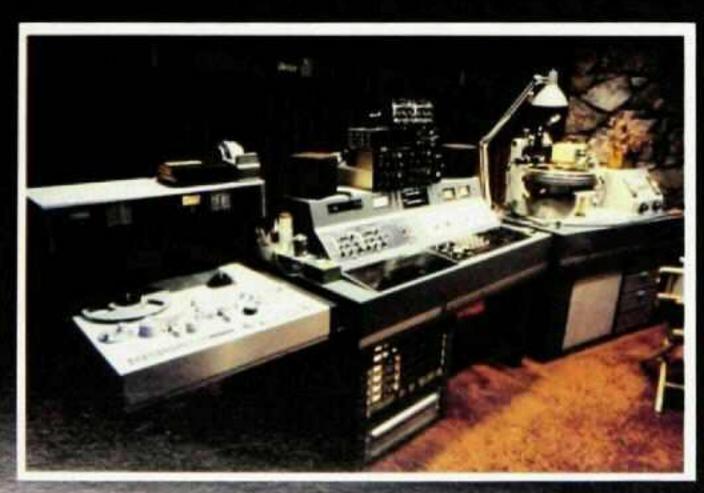
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Twelve years ago Woodland opened a four-track studio. Today the state of the art is twenty-four track and beyond. The Neve 8078 Recording Console shown above is our way of saying "thanks" to the many clients that have grown with us through a dozen great fun filled years. If you aren't having fun doing sessions, just maybe you should try the Neve & Woodland Way – 40 input – 32 output with all the bells and whistles, including VCA Grouping. We bet you'll like it.









Country

Music Week Set

By SALLY HINKLE

NASHVILLE-Annual country music week activities, jointly sponsored by the Country Music Assn. and the "Grand Ole Opry" in celebration of the radio program's continuing service for more than half a century, will undergo changes in dates and formats this year.

Traditionally slated for the second week in October in Nashville, this year's convention will run Oct. 9-13. with activities to center at the Opryland complex.

"We have made two significant changes in planning the Opry's 54th birthday celebration," notes Hal Durham, general manager of the "Grand Ole Opry."

"First, we will begin the week's activities one day earlier, on Tuesday instead of Wednesday, and will be incorporating a couple of broadcasting seminars and business sessions to our format.

"Secondly, we will be holding all of the label shows and other stage shows, plus other activities at the Opryland complex in either the Opry House or Opryland Hotel."

Explains Durham: "In past years, we have split our show locations between the Opry House and Nashville's downtown Municipal Auditorium. This has proven to be inconvenient for most registrants, therefore the centralizing of loca-

With the Country Music Assn.'s 13th annual awards show televising

on Oct. 8 from the Grand Ole Opry House, via the CBS network, it will make for a "more compact, efficient, and we hope, a more productive week," says Tom Collins, chairman of the board of the CMA.

According to Durham, plans have not yet been finalized concerning potential subject areas for the broadcasting seminars and business sessions, nor have plans for label shows and any additional shows.

"With the merging of ABC into MCA Records and United Artists with Capitol Records, we're not exactly sure how the shows will be handled at this point," notes Dur-

Some 3,000 industry registrants attended last year's convention, and were treated to dinners, luncheons, shows and deejay tape sessions among other activities that commenced with the "Grand Ole Opry" dinner and spectacular and climaxed with the final cake-cutting finale onstage at the Saturday night "Grand Ole Opry" broadcast.

A registration fee of \$35 covers the entire week's activities with half of the fee channeled to the Opry Trust Fund, which was established in 1965 to give financial assistance in time of need or emergency to all country musicians or their families.

The Opry Trust Fund has distributed, since its inception, more than \$600,000 to families and individuals throughout the U.S.



Nashville Meet: Phonogram/Mercury artist Sonny Throckmorton, left, gets acquainted with Carol Forney, director of business affairs, Phonogram, and Bob Sherwood, president, Phonogram, during the company's recent a&r meet at Nashville's Opryland Hotel.

COUNTRY TILT Mercury Staff Has Nashville Conclave By SALLY HINKLE

NASHVILLE-The entire national staff of Phonogram/Mercury convened here recently for two days of a&r meetings, marking the first time in company history such a meeting has taken place outside Mercury's Chicago headquarters.

The Nashville gathering, which involved the complete a&r staff in addition to the marketing, sales and promotion department heads, was further designed to underline the company's commitment to country music, as well as to acquaint the staff with Nashville-based artists

"The reasoning for our Nashville meeting was to show that we're serious about the country business," explains Bob Sherwood, president of Phonogram. "By no means is it a satellite operation for us or something to generate a few extra dollars in profit volume."

The main thrust of the meetings was to acquaint new company personnel and Nashville artists with company procedures and their roles as part of a successful operation. In reference to artists, Sherwood expressed the need for them to be involved in the decision processes.

"It's as important to the artist as it is to the record company," notes Sherwood. "We want all our artists to become acquainted with the marketing, sales and promotion personnel. We want to bring them to Chicago, sit down and listen to their music, talk about where they're going, talk about touring and get our complete marketing plan rolling as soon as possible with no surprises to the artists."

Sherwood noted he expects proper preparation to precede the efforts of the distribution network. This, he adds, allows for more intelligent sales of the record-after "they hear the music, see the tour and see the advertising support. I want the artist to understand that that's why we do these kinds of things."

"I don't want to take records to the marketplace not prepared properly before we have a chance to put together all that we do to get the distribution network turned on.

"If they hear the music, see the tour and see the advertising support, they can go out and intelligently sell the record. If you miss that step, I don't care how good the record is; you double the effort required just to hit your basic selling assignments. And I want the artist to understand that that's why we do these kinds of things."

For the Nashville operation, Sherwood sees a higher profile of non-Nashville-based company personnel in Nashville. "People will see us more on the streets, and we're looking for expansion in Nashville."



ROBBINS' ROOST-Marty Robbins performs one of the songs that helped him get elected to the International Cowboy Hall of Fame in Oklahoma City. The Columbia artist recently received the Golden Trustee's medal from the organization.

Wins a Dinner

DENVER-A random drawing from postcards selected the winner of a recent KERE-AM Jewel Blanch promotion. Mike Williams of Greeley, Colo., won a dinner at a Denver restaurant with the RCA artist, along with Jay Hoffer, KERE operations manager, and Carson Schrieber, RCA manager of regional promotions.

FOUNDATION **ELECTS PAIR**

NASHVILLE-The Country Music Foundation board of officers and trustees has named Frank Jones, vice president and general manager of Inergi Records, and radio and television personality Ralph Emery. as its new board of trustees' chairman and president, respectively, at its second quarterly meeting held in Nashville recently.

Others newly-appointed to board positions during the annual elections were Irving Waugh of Tree International, who was voted vice president; Bob Kirsch of Warner Bros., secretary, and Richard Frank of the firm Barksdale, Whalley, Gilbert and Frank, as trustee.

In addition to elections, board members toured the foundation's building with special emphasis focused upon the library's cataloging procedures and storage processes.

The board also discussed expanding the library's oral history project, which hopes to seek a significant increase in scope with country music figures by the fall of this year.

'Grapevine' Grows

GRAPEVINE, Tex.-Plans for additional seating are being explored for the "Grapevine Opry." the country music show that has been drawing SRO crowds. The weekly show will receive national publicity on a segment of "P.M. Magazine," a syndicated television 3 program.

> "Future Star?" We Think So.

Donna Duboy

Echoes

So Make Me Shiver SW-4582

Soundwaves Records

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Check your local television listings for the showing of "Future Star?"

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Studio Instrument Rentals Nashville

• Continued from page 48

vital use for situations such as managers wanting to showcase their acts for potential investors outside the music field, labels to show new talent and acts vying for label deals.

"Our two large studios are equipped with a better p.a. and lighting system than any club in town, and with our instrument and equipment stock, which can be rented for almost nothing for use here as opposed to renting it out, acts can try something new, such as a Polymoog or sophisticated keyboard, and possibly incorporate into their show.

The same goes for tour preparation and studio preparation-other key uses of our facilities."

Other advantages that have keyed the success of Studio Instrument Rentals in Nashville he claims, versus other rehearsal facilities, is the expense saved in perfecting material for recording projects.

"You can utilize one of the small rehearsal rooms for two days at what it would cost to go into the studio for an hour," notes Bauer.

In addition, studios are finding the company to be a viable service due to the ever-changing equipment

Lane For Germany

NASHVILLE-Due to the response generated from Cristy Lane's appearance on Germany's recently televised country music special, hosted by Freddy Quinn, LS Records of Nashville has agreed to release a Lane LP in that country on the Teldee label.

According to Lee Stoller, president of LS, the album is slated to contain all five of her latest top 10 country selections, including "Penny Arcade," "Shake Me I Rattle," "Let Me Down Easy," "I'm Gonna Love You Anyway" and "I Just Can't Stay Married To You," plus others.

"Studios can rent up-to-date equipment from us rather than purchasing say an Omni-2 that a few months later will be obsolete. Each studio can't afford to keep up with the buying of such sophisticated equipment at the pace it's going, so we can offer an alternative means.

"Eddie Rabbitt was the first customer we had here for rehearsal, and the first one in the country field to really realize the value," says Bauer. "This was almost three years ago, when Rabbitt was getting started and so were we here in town."

PICALIC TIE WITH LONDON

NASHVILLE-Chrysalis Music of London has concluded a publishing agreement with Roger Cook's Nashville-based Picalic Tunes, Inc.

Placing emphasis on the draw Nashville is acquiring-as it moves from its traditional country basefor talented rock writers and musicians who would normally surface in New York and Los Angeles, Chris Stone of Chrysalis sees the deal as a positive move to expand Chrysalis' range of catalog material.

Among the roster writers for Picalic are Bobby Wood, who worked with Elvis Presley as a keyboard player and co-wrote with Cook "Talking In Your Sleep" for Crystal Gayle as well as "What's Your Name, What's Your Number" for Andrea True Connection; Mark True, who wrote another Gayle offering, "Why Have You Left The One You Left Me For;" Charles Cochran, a Nashville arranger and writer, and Ralph Murphy, Ted Lindsey and Wally Zwol, who cowrote "Call Out My Name."

"Through Cook's company, we'll be acquiring some good pop songs with a country flavoring," comments Stone.

Nashville Scene

By SALLY HINKLE

Ronnie McDowell has recently completed a guest appearance with Ralph Emery for his syndicated radio program. Since signing with RCA Records, Mary K. Miller has been keep ing a full book with numerous concert appear ances and television interviews. Just recently, Miller appeared with Bob Hope at Houston's Celebrity Circle Threatre for three performances, and appeared with Andy Williams during the Houston Golf Pro-AM Friday (11), Miller will appear at a \$500 per plate Republican Party lund raiser, and closes the month, May 23, with a taping for "That Nashville Music

The combination of Jacky Ward and the Flying Wallendas resulted in a majority of SRO audiences on their recent three month tour which included Minnesota, Wisconsin, Illinois, South Dakota and North Dakota Zella Lehr recently promoted her latest RCA single, "Only Diamonds Are Forever," to radio stations along the West Coast While in Tucson, Lehr performed at the Maverick Club, where Charley Pride was a surprise visitor, and met with Bob Jones, music director for KIKX-AM, Doug Brannan, music director for KCUB AM, Jim Tyler, program director for KIKX AM, and Jim Jay, music director for KWFM-FM

Jimmy Gately has just completed recording his first album under a production agreement with Directions of Nashville Productions, headed by Frank Evans, Dave Lindsey and Billy Troy. Release is set for mid month.... The Hollywood, Fla., Amphitheatre was the scene of a concert presented by Razzy Bailey in conjunction with WGMA-AM. Some 3,000 were in attendance for the concert, which was broadcast live over WGMA and served as one of a series of concerts presented by the station over the past three years. Among previous entertainers are Johnny Rodriguez and Larry Gatlin.

True Records has released a first single by Lee Bynem entitled "Two Warm Bodies" backed with "Candy." ... Donna Fargo begins a Canadian tour with Asleep At The Wheel, Wednesday (16). Kicking off with a performance at the Winnipeg Convention Center in Winnipeg, Manitoba, the tour will include appearances in Saskatoon and Regina, Saskatchewan, Edmonton and Calgary. Alberta, and Kamloops and Vancouver, British Columbia, where it wraps up on May 26.

Freddy Fender visits the Kish Hotel in Stone boro, Pa., Sunday (13), and the Carlton Dinner Theatre in Bloomington, Minn., Friday Saturday (18 19). Cristy Lane has formed a new nine. member band, comprised of two guitars, two keyboards, bass, drums and backup vocalists with Chapin Hartford, Lane will take her show to the road beginning May 21, where she kicks off her personal appearances in Meridian, Miss.

Johnny Rodriguez will appear at the Capitol Theatre in Wheeling, W.Va., May 19 Mel Tillis is slated for appearances in Texas.

including the Rio Palm Isle in Longview, Friday (18), and the Tarrant County Convention Center in Ft. Worth, May 19. The Oak Ridge Boys perform May 20 at the Maryland Theatre in Hagerstown, Md Ray Price will entertain at the Student Ice Arena in Houghton, Mich., Sunday (13), and at the Van Braum Civic Center in Huntsville, Ala., Friday (18).

Don Tweedy, a Nashville-based producer and arranger, has been chosen to produce an upcoming LP for the 101 Strings by Alshire Records of Los Angeles. The album will be a tribute to Dolly Parton and her music with eight of the selections written by Parton, and two originals by Tweedy as a special tribute to Parton.

Song Team Tapped

NASHVILLE-The songwriting team of Julie Didier and Casey Kelly, recently tapped by Screen Gems/Colgems-EMI Music Nashville general manager Charlie Feldman for an exclusive writer's agreement, has scored with a major recording for Capitol Records' America:

The duo's tune, "Only Game In-Town," follows on the heels of a Grammy nomination for the Kenny Rogers and Dottie West recording of "Anyone Who Isn't Me Tonight." plus other recording credits by such artists as Loretta Lynn, Nitty Gritty Dirt Band, Helen Reddy and five film scores.

Billboard Hot Country Singles.

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| 33 | 100 | | | A | | | machanical, photocopying, recording or estiles. | - | | | |
|--------|--------|-------------------|---|--------|--------|-------------------|---|-----------|---------|-------------------|--|
| Week | Week | T T | | Week | Week | 25 | * STAR PERFORMER-Singles regi | 100 | E eates | No. | ionate upward progress this week. |
| This W | Last W | Weeks on Chart | TITLE - Artist (Woter) Label & Number (Ond. Label) (Publisher Licensee) | This W | Last W | Weeks on Chart | TITLE-Artist (Writer) Label & Number (Dist. Label) (Publisher: Licensee) | This Week | ast We | Weeks on Chart | TITLE - Artist (Writer), Label & Number (Dist. Label) (Publisher, Licenser) |
| 山 | 2 | 9 | DON'T TAKE IT AWAY - Conway Twitty | ☆ | 40 | 8 | MAY I—Terri Hollowell | 68 | 41 | 8 | MY PLEDGE OF LOVE-John Anderson |
| 4 | 5 | 8 | IF I SAID YOU HAD A BEAUTIFUL | 36 | 38 | 7 | HOLD WHAT YOU'VE GOT-Sonny James | | | | (J. Stafford Jr.), Warner Bros. 8770 (Wednesday Morning/Sur Children's, BMI) |
| | | | BODY WOULD YOU HOLD IT AGAINST ME—Bellamy Brothers | 台 | 48 | 4 | () Tex), Monument 45-280, (Tree, BMI) 1 WILL SURVIVE—Billie to Spears | 69 | 63 | 14 | SWEET MEMORIES - Willie Nelson (M. Newbury), RCA 11465 (Acutt/Rose, SMI) |
| 台 | 4 | 9 | (D. Beilamy), Warner/Curb. #790 (Beilamy Brothers, ASCAP) LAY DOWN BESIDE ME—Doe Williams | 1 | - | | (D. Fekaris, F. Perren), United Artists 1292 (Perren Vibes, ASCAP) | 台 | 82 | 2 | SPARE A LITTLE LOVIN' (On A Fool)—Armie Rue |
| 4 | 6 | 7 | LYING IN LOVE WITH | 血 | 49 | 3 | (D Rossen, D. Puett), Epic 8 50694 (Matlet/Darson, BMI) | 办 | N/a | 1111 | (A. Amarus, NSO 19 (Arme Rue, EMI) THERE IS A MIRACLE IN YOU—Tom T. Hall |
| | | | YOU - Jim Ed Brown & Helen Cornelius (D. Rutherford, G. Harrmon), RCA 11532, (P. Gem., BMI). | 血 | 51 | 2 | JUST LIKE REAL PEOPLE—The Kendalls (B. McDill), Ovation 1125 (Hall Clement, BMI) | 72 | 75 | 2 | ONLY DIAMONDS ARE FOREVER-Zella Lehr |
| 5 | 1 | 11 | BACKSIDE OF THIRTY—John Conless () Clinice), MCA 12455 (House Of Gold/Pommard, BMI) | 台 | 50 | 4 | FADED LOVE AND WINTER ROSES—David Houston | | /3 | 1 | (R. Leigh, C. Hardy), REA 11543 (United Artists, ASCAP) |
| 4 | 8 | 10 | DOWN ON THE RIO GRANDE—Johnny Rodriguez (1. Rudriguez, B. Billing, D. Teisley). Epic 8:50671 | ☆ | 53 | 4 | (F. Rose), Elektra 46028 (Milene, ASCAP) STEADY AS THE RAIN—Stella Parties | 血 | MEN | | DELLA AND THE DEALER—Hoyt Acton (H. Acton, M. Dawson), Jeremush 1000 (Lady Jane, BMI) |
| 故 | 9 | 6 | CHarboote (House OF Gold: Dark Stream, BMI) SAIL AWAY — Oak Ridge Boys | | | | (D. Parton), Bektra 46029 (Owepar, BMI) | 由 | 84 | 4 | DREAM LOVER—Rick Relson (B. Darier), Epic 8-50674 (The Hudson Bay/Rightsong) |
| 4 | 12 | 7 | (R. Van Hoy), MCA 17463 (Tree, BMI) HOW TO BE A COUNTRY STAR—The Statter Brothers | 血 | 54 | 5 | THE GIRL ON THE OTHER SIDE—Nick Mobile (N. Noble, L. Douglas), TMS 601 (Maryon, K&T, ASCAP) | 由 | 85 | 2 | Screen Gens EMI, BMI) I JUST WANNA FEEL THE |
| | | | (H. Reid, D. Reid), Mercury 55057 (American Cowboy, BMI) | 仚 | 55 | 2 | SIMPLE LITTLE WORDS—Cristy Lane (D. Johnson), L5 172 (Cristy Lane, ASCAP) | | | | MAGIC - Bubby Serchers (R. Bourke, M. McDaniel), Epic 8-50682 |
| M | 14 | 5 | (S.M. Theoret), United Articls 1288 (Jando, ASCAP) | 廿 | 56 | 4 | TOUCH ME (I'LL BE YOUR FOOL ONCE | 76 | 77 | 3 | (Chappell, ASCAP) BEDTIME STORIES—Fia Zadera |
| 10 | 11 | 10 | ISN'T IT ALWAYS LOVE—Lynn Anderson (K. Honoff), Columbia 3-18909 (Sky Harbor, RMI) | | | | MORE)—Big Al Downing UK Towning), Warner Bros. 8787 (ATV BMI) | 10 | " | | (V. Stevenson), Warner/Curb 8766 (House Of Gold/BMI) |
| 11 | 3 | 12 | WHERE DO I PUT HER MEMORY—Charley Pride (1 Weatherly), RCA 11477 (Reca. ASICAP) | ☆ | 62 | 2 | I CAN'T FEEL YOU ANYMORE - Loretta Lynn (T. Beaty, M. Stewart), MCA 41021 | 血 | 10. | 111 | SPANISH EYES—Durfe Rick (B. Kaemplert, C. Singleton, E. Snyder), Epic 8-50701 |
| 仚 | 15 | 9 | JUST LONG ENOUGH TO SAY GOODBYE-Mickey Gilley | 由 | 70 | 2 | (Cast Miners, BMI) / (King Coat, ASCAP) IF I GIVE MY HEART TO YOU—Marge Smith | 78 | 66 | 5 | SHADY STREETS—Gary Stream |
| 由 | 20 | 5 | () Firster, B. Rice), Epic B 9087 (April ASCAP) RED BANDANA/I MUST HAVE DONE SOMETHING BAD—Merle Haggard | 由 | 68 | 3 | () Grane A Jacobs, J. Brewster). Wormer Bros. 8806 (Miller ASCAP) MY MAMA NEVER HEARD | | - | | (B.R. Reynolds, D. Betts, D. Toler), RCA 11534 (Onhisows, Pangola, BMI) |
| 由 | 24 | 4 | (M. Haggard) (R. Lane), MCA 41007 (Shade Tree, BMI) (Tree, BMI) SHE BELIEVES IN ME—Renny Rogers | | | | ME SING—Billy "Crash" Craddock (J. Adrian), Capitol 4797 (Pick A Hit, BMI) | 79 | 71 | 13 | THIS IS A LOVE SONG—Bill Anderson D. Weatherly I. MCA 40992 (Reca. ASCAP) |
| | 7 | | (S. Gitti), United Artists 1273 (Angel Wing, ASCAP) | 血 | 61 | 3 | WORLD'S MOST PERFECT WOMAN - Nannie McDowell (R. McDowell), Epic 8 50698 (Ronnie McDowell. | 80 | 69 | 13 | (S. Bogard, M. Utley), Calumbia 310905 (Lyn-Lou/Algee, BMI) |
| 15 | | 13 | (L. Williams). Capital 4580 (Nestern Hills, BMI) | | | | SESAC/Tree, BMI) | 山 | sta | | PLAY TOGETHER AGAIN |
| 16 | 17 | 9 | YOU'VE GOT SOMEBODY, I'VE GOT SOMEBODY - Wern Gosalin (M. C. Johnson), Elektra 46021 | 由 | 58 | 4 | MOMENT BY MOMENT—Rarvel Felts (J. L. Waltace, T. Skinner), MCA 410(1) (Hall Clement, BMI) | | | | AGAIN — Buck Owens with Emmylou Harris. (B. Owens, C. Stewart, J. Abbott), Warner Briss, 8630 (Blue Book/Pantego Sound, SMI) |
| 由 | 19 | 10 | (Carpax/Sea Dob. ASCAP) WHAT A LIE—Sammi Smith (T. Sainner, J. Wallace), Cyclone 100 (GRT) | 血 | 57 | 4 | RUNAWAY HEART—Reba McEntire (P. Harrison), Mercury 55058 (Screen Gems EMI 8MI) | 血 | NCW | - | MY BLUE HEAVEN— Mac Wiseman & Woody Herman IS. Whiting W. Donaldson's. Churchilli |
| 18 | 18 | 11 | (Hall Clement, BMI) DARLIN'—David Rogers (0, S. Elandemer). Republic II38 | 51 | 13 | 12 | SLOW DANCING—Johnny Duncan (J. Tempchin), Columbia 310915 (WB/Jazz Birst, ASCAP) | 83 | 83 | 6 | 7735 (Lee Feest, ASCAP) NIGHT TIME MUSIC MAN-Judy Avgs |
| 血 | 21 | 10 | (September/Yellow Dog. ASCAP) NEXT BEST FEELING—Mary K. Miller (D. Hice. C. Hards). RCA 11554 | 52 | 16 | 11 | I'LL LOVE AWAY YOUR TROUBLES FOR | 84 | 87 | 2 | (T. Grant), ASJ 1819 (Jidobi, BMI) DISNEYLAND DADDY—Paul Exams |
| 由 | 22 | 6 | (HICE Haid, ASCAP) SWEET MELINDA—Rande Barlow | | | | (J. MacRae, B. Marrison), Columbia 310910 (Music City, ASCAP) | 0. | | | (P. Evans, F. Parnes), Sgring 193 (Polydor) (September, ASCAP) |
| 由 | 23 | 5 | (R. Barlow F. Kelly). Republic 039 (Frebar, BMI) ME AND MY BROKEN HEART—Rex Allen 3r. | 53 | 26 | 10 | I LOST MY HEAD—Charlie Rich (J. Slate, S. Pippin, L. Keith), United Artists 1280 | 85 | 86 | 3 | I CAN FEEL LOVE—Linda Calheon (). Haynen, Grape 2004 (Cedanwood, BMI) |
| 台 | 25 | 6 | ROCKIN' MY LIFE AWAY/I WISH I WAS EIGHTEEN AGAIN—Jerry Lee Lewis | 54 | 43 | 14 | SOMEONE IS LOOKING FOR SOMEONE LIKE YOU—Gail Davies | 86 | 90 | 4 | JUST BETWEEN US-Bit Wanty (M. Newtury) MCA-Hickory 54043 (Milete, ACCAP) |
| 由 | 27 | 4 | (M. Vickery) (S. Throckmorton), Elektro 46030 (Tree: BM(s/(Tree: BMI)) YOU FEEL GOOD | 由 | 65 | 4 | (G. Basies), Lifesong 8)784 (CBS) (Brechwood Dickerson, BMI) SHE'S BEEN KEEPIN' ME | 山 | NEW | - | GETTING OVER YOU AGAIN—Date McDinde (E. Rattort): Con Bros 151 (Bross Patch, BMI) |
| | | | ALL OVER—T. G. Sheppard (S. Thruckmorton), Warner Curb 8808 (Cross Keys, ASCAP) | - | 0.3 | | UP NIGHTS—Bobby Lewis (S. Lorher, J. R. Potts, J. Silbar), Caprocure (S18 (Bobby Goldsborn, ASCAP) | 88 | 93 | 2 | DEEPER THAN THE NIGHT- |
| W | 28 | 3 | NOBODY LIKES SAD SONGS—Ronnie Milsap 18 McDill, W. Hallytield L. RCA 11553 (Hall-Clement) Maplehill/Vogue EMI) | 56 | 10 | 13 | ALL I EVER NEED IS | | | | (T. Snow, J. Vaptanos, MCA 41009 (Braintree/Snow, 8MI) |
| 仚 | 29 | 5 | SEPTEMBER SONG—Willie Neison (M. Anderson, C. Weill), Columbia 3 10929 | | | | YOU - Kenny Rogers & Dottie West (J. Holiday, E. Reeves), United Artists 1236 (United Artists/Racer, AS(AF) | 89 | 94 | 2 | ACCENTUATE THE POSITIVE—Tommy D'Day (I. Mercar, N. Arlen), Nu Trayl 929 (Famous, ASCAP) |
| 台 | 31 | 6 | I'M THE SINGER, YOU'RE THE SONG—Tanya Tucker | 57 | 60 | 5 | STAY WITH ME—Dandy (1.P. Pennington), Warner/Curb 8771 (Chimoschap, BMI) | 山 | stu | 1111 | NO GREATER LOVE—Bity Stack (D. Lewis), Caprice 2058 (Sound, ASCAP) |
| ☆ | 30 | 8 | (1. Turker, J. Goldstein), MCA 45 1807 (Milwaukee) Tamin Turker, Far Out, LATM, BML/ASCAP) | 58 | 33 | 11 | TAKES A FOOL TO LOVE A FOOL—Burton Cummings | 91 | 91 | 2 | C. Putnam, R. Van Hoy), SCR 164 (Tree, BMI) |
| 14 | 30 | 8 | ON BUSINESS FOR THE KING/BLUE RIBBON BLUES—Joe Sun () Hamphill, J. Sunt/() Harshing, W. Halybeld). | 由 | 72 | 3 | (8 Cummings) Portrait 670074 (Shillelagh SMI) MY HEART IS NOT MY | 92 | 92 | 4 | WHAT CAN I DO (TO MAKE YOU LOVE ME)-Hugh E Lowis |
| 仚 | 34 | 4 | Ovation 1327 (Heimphilt, HMI)-(Yogue, HMI) IF LOVE HAD A | | | | OWN — Munde Earwood (M. Earwood), GMC 106 (Music West Of The Peces, EMI) | | | | (N. X. Lewis), Little Darkin 7913 (Dream City, BMI) |
| | | | FACE—Razzy Badey (S. Foppin, S. John), RCA 11536 (Found Of Gold, BMI) | 60 | 44 | 13 | WISDOM OF A FOOL-lacky Ward | 93 | 96 | 3 | CHAIN GANG—Michael Murphy (S. Cooke), Epic B 50686 (Nags. BMI) |
| 面 | 35 | 5 | WHAT IN HER WORLD DID 1 DO-Eddy Aroutd 1D Wayne, II Fischeri, IICA 11537 | 61 | 45 | 13 | (If Loving You Is Wrong) I DON'T WANT | 94 | 97 | 3 | MIDNIGHT FLYER—Charlie McCay (P. Craft), Monument 45-282 (Rocky Top. SMI) |
| 30 | 32 | 8 | (First Lady, Broken Lance, BML/Bobby Fricher, ASCAP) 1 WANT TO SEE ME IN YOUR | | | | TO BE RIGHT—Barbara Mandrell Of Barks, R. Jackson, C. Hamptoni, MCA 17451 (East Memphis, Blundika, BMI) | 95 | MÉW | THE P | FRAULEIN (The Texas National Anthem)—Curtis Potter |
| 1000 | | | EYES—Peggy Son (F. Stanfon, A. Kenti, Disor Resils 9094 (Wig) (Clop. N. Dale, NECAP) | 仚 | 80 | 2 | I'LL NEVER LET YOU DOWN—Tommy Descripted | 96 | MIN | W. | (I. Williams), Hillorde 79-03. (Un-Art. BMI) IT'S GOTTA BE MAGIC—George lames |
| 由 | 36 | 4 | DOWN TO EARTH WOMAN-Kenny Date | 63 | 46 | 11 | (O. B. Parne). Elektra 45023 (Gary S. Pachin, BMI). THERE'S ALWAYS ME—Ray Price. | 1 | | | (M. Sheriik L. Kimball, J. Whitmore), Jane 10417 (Al Galico, BMI/Easy Latening, ASCAP) |
| 由 | 39 | 3 | TWO STEPS FORWARD AND THREE STEPS BACK—Susie Allanson | 64 | 47 | 1 | WHAT'S ON YOUR MIND/SWEET | 97 | -111 | NITS! | (D. Heddock), Country International 140 (Rest A White/Shall, ASCAP) |
| 由 | 37 | 7 | (1 Crutished M.A. Leikor) Elektra-Euch 45(3)6- (Eluchess, RMI-World Song-Hot Cader, ASCAP) LO QUE SEA (WHATEVER MAY THE | | | | MELINDA—John Denver (3. Berver) (3. Gallette, D. MacKechnie), RCA 11535 (Cherry Lane, ASCAP) (Cherry Lane, ASCAP) | 98 | 98 | 3 | FIRST CLASS FOOL—Jimmy Peters and Lynda K. Lance |
| - | 41 | 100 | FUTURE BE) — Jess Garran | 65 | 52 | 12 | MUSIC BOX DANCER—Frank Mills (F. Mills), Polydor 14517 (Unichappet, BMI) | 99 | 67 | 6 | (B. Larkin), Vista 106 (Meritark, ASCAP) THE GREAT CHICAGO FIRE—Faron You've |
| 由 | 42 | 4 | ARE YOU SINCERE/ SOLITAIRE - Debt Prester | 66 | 59 | 9 | LOVE LIES Met McDaniel (C. Black, S. Barrett), Capitol 1691 (Tri Chappell Cinds Lee, SESAC) | | | | (D. Rieby, B. Frischer). MCA 41004 (Criss Reys: Bobby Frischer, ASCAP) |
| | | | (W. Waller) (N. Sedaha, P. Codyr, ACR 1153.) (Cedarwood: BMS) (Don Kashner, ATV, (MI/hashner) Wilbock, ASCAP) | 67 | 64 | 10 | MEDICINE WOMAN—Kenny O'Dell (#. O'Dell), Capricion (CELT (Hungry Mountain, BMI) | 100 | 74 | 7 | THE PIANO PICKER—George Feschoff (G. Fischoff), Drive 5273, (TK), (United Artists/Kimiyel/George Fischoff) ASCAPE/FIELD |

The Johnny Rodriguez album he's been waiting for.



NASHVILLE-With the release of Margo Smith's latest Warner Bros. album, "A Woman," some dramatic changes are in the making for the singer/songwriter.

"A Woman" marks Smith's fifth album release for Warner Bros., and the sixth of her recording career since her initial launching with 20th Century-Fox Records in 1975. In this period, she has had some seven top 10 singles, two of which recently attained the No. 1 slot. Both of these efforts were culled from her fourth LP, "Don't Break The Heart That Loves You."

Additionally, Billboard recognized her as one of the top female country singles artists for 1978 just behind Dolly Parton.

But even with the successful singles, people have found it hard to identify Smith's voice with her name.

"Songs like 'Little Things Mean A Lot,' 'Don't Break The Heart That Loves You' and 'It Only Hurts For A Little While' are really my kind of songs, my style, but people can't remember you by that," explains Smith. "You almost have to have a 'Coal Miner's Daughter' or 'Divorce'-type song before you can establish yourself to the people."

To remedy this identity problem and to work toward a wider acceptance, Smith, in collaboration with Mack David and producer Norro Wilson, came up with a song that would become a sort of national anthem for women, "Still A Woman."

Targeted for the middle age group, the song tackles the age-old threat to women of husbands looking at younger women with a reinforcing slant that women are not getting older, they're getting better.

"I wanted to write a song that said, 'hey, even though I may have a few children and a few gray hairs, I'm just as good now as I ever was." says Smith "I also wanted to say that I was now more intelligent, but I didn't want to say that I was better than anyone because I didn't want to put the young girl down he was looking at, and I never put a man down in a song. That's very important to me. So every line was labored over, and every line was true."

With this single, Smith didn't expect a No. 1 record, "It's a least a top

Golf Sept. 29-30

NASHVILLE-Sept. 29-30 has been set as the date for the 1979 Music City Pro-Celebrity Golf Tournament.

The tourney, gaining the aid and player participation of Nashville's music industry, will be held at Hillwood Country Club.

GENE WINN

"Love Almost is Worse Than None at All"

We wish to thank the many radio stations and the D.J.'s that are already playing this record.

Thanks to you it's on the way to number one!

B&S PROMOTIONS

P.O. Box 328 Waynesville, Missouri 65583

By SALLY HINKLE

10 record and that's what I'm aiming for," says Smith. She was right. The song peaked at seven.

Speaking of her new look, Smith notes that she's changed her hairstyle and makeup to look a little more modern. Now stylishly dressed with sun streaks highlighting her formerly dark hair, Smith relates that one has to change with the times.

"As time goes on, people, styles and music change, so you change with the times. I have had people ask

NASHVILLE FLIGHT

Seminar Eyes Plight Of the

NASHVILLE-The topic of discussion was "The Plight of Nashville-Talent Flight," as music industry executives participated in a seminar sponsored by Belmont College's artist management and booking class.

The lively meeting, which took place April 24 in the conference room of BMI's Music Row headquarters, found students from the college's commercial music program directing their questions to a panel composed of members of the Nashville music community.

Active in the panel session were Jack D. Johnson and Maggie Cavender, president and executive director respectively, of the Nashville Assn. of Talent Directors; Delores Smiley, agent for the William Morris Agency; S. Ralph Gordon, entertainment attorney: John Wesley Ryles, MCA recording artist; Frances Preston, vice president of BMI Nashville; Jay Collins, director of Belmont College's commercial music department. Ted Fuller of Music Park Talent; Al Embry of Al Embry International and Eloise Jones Hawkins of Dick Blake International

Randy Goodman, a graduate student enrolled in the Belmont music program, served as moderator of the two-hour session which touched upon numerous aspects facing the Nashville music industry.

Among the subjects debated by students and panelists alike were artist development, separation of booking and management responsibilities, film and tv in Nashville, the growth of the local industry in fields other than country, and how to stem the flight of Nashville-cultivated talent.

Commenting on the much-publicized exodus of certain local artists for alleged greener pastures on the Coasts, Johnson emphasized the commitment of the Nashville Assn. of Talent Directors toward fighting "the negative Nashville image."

"We are our own worst enemy in this respect," said Johnson. "There are fine management and booking agencies here with plenty of successful artists working all the time, yet you only hear about the few who leave."

Addressing the students, Preston added, "The Nashville music industry has grown like Topsy, and we are fortunate to have a close working relationship with each other. It will be your efforts in the future that will help us continue to grow creatively in every direction."

if I'm leaning toward pop music, but of course I'm not. My show this year is probably more country than it's ever been, but it's sophisticated country."

Outside of her single effort, "Still A Woman," which is included in her "A Woman" LP, Smith notes that other tunes included in the LP were chosen carefully with 50% of the selections written by Smith for a concept that would capture the moods of women.

"I just don't want to throw albums together like I did with some of my earlier projects because I was always on the run. Everyone did the best they could, but you can't make an album great if you're not around. It has to be up to me.

"I want my albums to happen with songs that I've labored over and other people's material. With this latest album. I did a dixieland flavored tune and some old-time movie feelings things, which I love to do. So the effort is there, and it has turned out to be a unified labor of love."

The second culling from her latest LP is entitled "If I Give My Heart To You," which has just shipped and dips back into Smith's nostalgia

With her new look and fine-tuned dedication to her career, she is looking for more exposure via television. Thus far, she has made repeated guest appearances on such syndicated programs as "Hee Haw," "Pop Goes The Country," "That Nashville Music" and the "Chuck Barris Rah Rah Show," but the drive now is toward more non-country exposure for a broader-based acceptance.



SPEAK-Jean Kennedy Smith, chairman of the Committee Arts For The Handicapped, congratulates Eddie Rabbitt backstage following the artist's performance at the Committee's benefit. The \$1000 a ticket fund-raising concert was held at Bloomingdale's in New York.

Chardon Plans **Expansion Move**

DALLAS-With an increased talent roster and construction of new offices now underway, Chardon, Inc. is embarking on an expansion program.

After 16 months in operation, the Dallas-based booking and management firm has acquired representation for Charley Pride, Dave & Sugar, Janie Fricke, Cliff Cochran and Sylvia

Additionally, the firm has purchased property for new headquarters to house Chardon, Fair Productions, Inc., Roz Tense Music Publishing Company and Cobbleston Productions, a concert promotion company. The facility is due to be completed in December.

The fan-voted awards ceremonies

Billboard SPECIAL SURVEY For Week Ending 5/12/79

Country LPs.

Billboard

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|--------|----------|---------|--|
| S Week | # Week | Chart | * Star Performer—LPs registering proportionate upward progress this week. |
| Ties | E | * 50 | TITLE-Artist, Label & Humber (Distributing Label) |
| 4 | 1 | 22 | THE GAMBLER-Kenny Rogers, United Artists UA-LA 934-H |
| 2 | 2 | 12 | NEW KIND OF FEELING-Anne Murray, Capitol SW 11849 |
| 台 | 4 | 4 | CLASSICS-Kenny Rogers & Dottie West, United Artists UALA 546H |
| 4 | 3 | 23 | WILLIE AND FAMILY LIVE-Willie Nelson, Columbus NC 2:35642 |
| 台 | 10 | 5 | THE OAK RIDGE BOYS HAVE ARRIVED, MCA AY 1135 |
| 6 | 6 | 14 | SWEET MEMORIES-Willie Nelson, RCA AHLI 32A3 |
| 7 | 7 | 53 | STARDUST-Willie Nelson, Columbia JC 35305 |
| 8 | 9 | 9 | OUR MEMORIES OF ELVIS-Elvis Presley, RCA AQL 13279 |
| 4 | 14 | 2 | GREATEST HITS-Waylon Jennings, BCA AHLI 3378 |
| 山 | 15 | 4 | THE ORIGINALS—The Statler Brothers, Mercury SRM 15016 |
| 11 | 12 | 46 | WHEN I DREAM-Crystal Gayle, United Artists UALA #58 H |
| 12 | 5 | 25 | TNT-Tanya Tucker, MCA 3066 |
| 13 | 13 | 23 | TOTALLY HOT-Olivia Newton-John, MCA 3067 |
| 14 | 11 | 34 | EXPRESSIONS-Don Williams, MCA AY 1969 |
| 15 | 8 | 19 | EVERY WHICH WAY BUT LOOSE-Soundtrack, Elektra 55:503 |
| 由 | 20 | 13 | THE BEST OF BARBARA MANDRELL, MCA AV 1119 |
| 17 | 18 | 13 | LEGEND-Poco, MCA AA-1099 |
| 18 | 21 | 68 | TEN YEARS OF GOLD-Kenny Rogers, United Artists UA-LA 835-H |
| 由 | 33 | 30 | MOODS—Barbara Mandrell, MCA AT 1088 |
| 20 | 23 | 26 | ROSE COLORED GLASSES-John Conlee, MCA 47-1105 |
| 21 | 22 | 65 | LET'S KEEP IT THAT WAY-Anne Murray, Capitol 57 11741 |
| 22 | 16 | 8 | JUST LIKE REAL PEOPLE, The Kendalls, Ovation OV 1739 |
| 23 | 24 | 8 | JIM ED BROWN AND HELEN CORNELIUS, RCA AHL 13258 |
| 山 | NIV. | HITT | BLUE KENTUCKY GIRL-Emmylou Harris, Warner Bros. RSX-3318 |
| 25 | 19 | 6 | IT'S A CHEATING SITUATION-Moe Bandy, Columbus NC 35779 |
| 26 | 30 | 24 | PROFILE/BEST OF EMMYLOU HARRIS, Warmer Bros. BSN 3258 |
| 27 | 25 | 23 | ARMED AND CRAZY-Johnny Paycheck, Epic RE 35444 |
| 28 | 28 | 69 | THE BEST OF THE STATLER BROTHERS, Mercury SRM 1 1037 (Phonogram) |
| 29 | 26 | 26 | LARRY GATLIN'S GREATEST HITS, VOL. 1, Monument MG 7528 |
| 30 | 32 | 3 | HEART TO HEART-Susie Allanson, Elektra/Curb 6E 177 |
| 31 | 31 | 5 | OUTLAW IS JUST A STATE OF MIND-Lynn Anderson, Columbia NC 25775 |
| 命 | 40 | 2 | JERRY LEE LEWIS, Elektra 6E-184 |
| 33 | 27 | 30 | I'VE ALWAYS BEEN CRAZY-Waylon Jennings, RCA AFLT 2979 |
| 34 | 17 | 10 | MEL TILLIS-Are You Sincere, MCA 3077 |
| 台 | sty t | ш | REFLECTIONS—Gene Watson, Capital SW-11805 |
| 36 | 39 | 48 | ONLY ONE LOVE IN MY LIFE-Ronnie Milsap, RCA AFLI 2780 |
| 37 | 29 | 40 | HEARTBREAKER-Dolly Parton, RCA AFL 12797 |
| 38 | 38 | 27 | BURGERS AND FRIES/WHEN I STOP LEAVING (I'LL BE GONE)-Charley Pride, RCA APLI 2983 |
| 39 | 41 | 55 | REDHEADED STRANGER-Willie Nelson, Columbia NC 33452 |
| 40 | 43 | 17 | DUETS-Jerry Lee Lewis & Friends, San 1011 |
| 45 | 36 | 67 | WAYLON & WILLIE-Waylon Jennings & Willie Nelson, RCA AFL 12686 |
| 42 | 42 | 57 | VARIATIONS—Eddie Rabbitt, Elektra 6E 127 |
| 43 | 45 | 7 | CONWAY-Conway Twitty, MCA 3063 |
| 44 | 34 | 5 | CON HUNLEY, Warrer Bros. X-3285 |
| 45 | 35 | 15 | JOHN DENVER, RCA AQL 1:3075 |
| 46 | 46 | 22 | ELVIS: LEGENDARY PERFORMER, VOLUME 3-Elvis Presiey, NCA CPL 1308 |
| 47 | MEN C | | THE BEST OF DON WILLIAMS, VOL. II-Don Williams, MCA 3096 |
| 48 | 44 | 48 | ROOM SERVICE-The Oak Ridge Boys, MCA 1065 |
| 49 | 37 | 55 | ENTERTAINERS ON AND OFF THE RECORD—The Statler Brothers, |
| 50 | 47 | 7 | A WOMAN-Margo Smith, Warner Brus. N.3286 |

Televise 'Cover Awards' June 4

NASHVILLE-June 4 is the date for the 13th annual Music City News "Cover Awards" show to be televised nationally on the Hughes Television Network.

will be telecast live from the stage of

Jim Owens Production Co. of

Nashville will produce the show which will honor winners in 15 categories.

the Grand Ole Opry House.

JOHN CONLEE

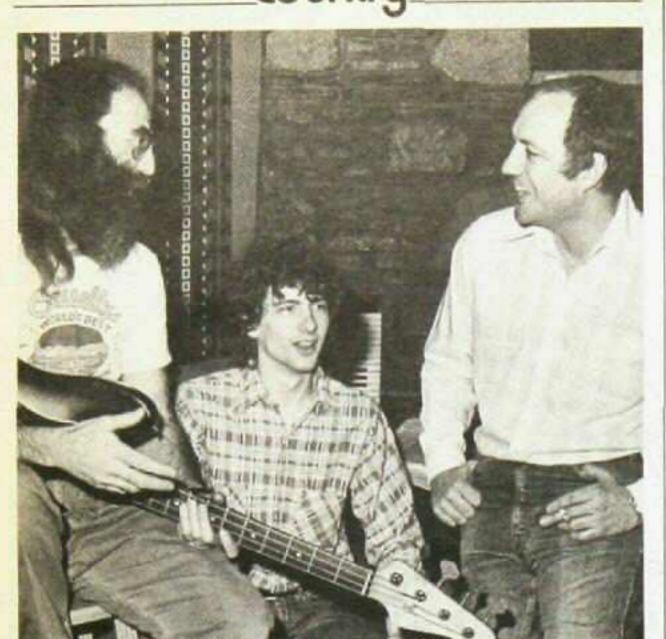
ROSE COLORED GLASSES

HIS DEBUTALBUM

INCLUDES THE HITS: "ROSE COLORED GLASSES," "LADY, LAY DOWN," AND THE CURRENT SINGLE "BACKSIDE OF THIRTY."

PRODUCED BY BUD LOGAN ON MCA RECORDS

MCA RECORDS



HOLLYWOOD HILLBILLY—One of Hollywood's most sought-after musicians, Leland Sklar, left, discusses a session in Nashville with writer-artist Rafe Van-Hoy, center, and VanHoy's producer, Don Gant.

DEADLINE EXTENDED TO SEPT. 30

Music City Song Festival **Expands Into Gospel Field**

NASHVILLE-With some 10,000 entries received in the Music City Song Festival, the country musicoriented competition is expanding into the gospel field.

Because of the amount of entries and a problem with overseas mail, the Aug. 15 deadline has been prolonged to Sept. 30.

"We plan to do this every year," comments Mick Lloyd, one of the ci three festival directors.

Besides gospel and country, will the festival expand into other music forms such as pop and soul? "It's a question of credibility," advises Lloyd. "We're not creditable enough to do pop or soul yet."

Lloyd has another reason: "If you start looking greedy, and start expanding into areas you're not qualified to do, people know it."

The Music City Song Festival Gospel Competition will solicit professional and amateur songwriters and lyricists and amateur vocalists to compete annually in the categories of contemporary, traditional/inspirational, black and country gospel music.

More than \$30,000 in cash and additional prizes will be awarded by the festival. Grand prize winners, amateur and professional, in the song competition will win \$3,000 and the chance to have their winning entry recorded in Nashville for a national record release

Grand prize winners in the lyric competition will receive \$1,500 each and the opportunity of having their winning lyrics professionally set to music and released on record. The vocal performance competition, limited to amateurs, will yield a grand prize winning solo vocalist and

Each will have the chance to record in Nashville two of the category winners for a nationally released record

All grand prize winners will be brought to Nashville to receive the awards at a special awards banquet.

Judges for the gospel competition are James Blackwood, member of the Gospel Music Hall of Fame; Shirley Caesar, writer-artist, Reba Rambo Gardner, writer-artist; Paul Johnson, president of Paul Johnson Productions: Mosie Lister, member of the Gospel Music Hall of Fame; and Otis Skillings, composer, arranger and conductor.

More judges will be announced. according to Lloyd.

The gospel competition will begin May I, with headquarters at the Music City Song Festival executive offices at 1014 16th Ave. S. Deadline for entries is Nov. 30.

Festival details are available from Alison Brockman, assistant to the di-

Hurry Up, Golfers

NASHVILLE-Registration for the third annual Acuff-Rose Golf. Invitational, which boasts of a celebnty field comprised of entertainers, industry executives, local dignitaries and top amateur golfers, is nearing a close. Play is slated for May 14-15. Invitational acceptance must be received by Monday (30).

Intl Fans Sponsor London Jaunt

NASHVILLE-The International Fan Club Organization has sponsored its second annual fan-artist tour to England. Included in the group's activities was the International Festival Of Country Music sponsored at Wembley by the Mervyn Conn Organization.

The organization joined with RCA artist Dottsy in hosting a display stand throughout the festival.

It also sponsored its second annual International New Country Showcase at Chris Forde's Ten-

nessee Country Music Centre in Wimbledon and the Avon Suite of the Wembley Conference Centre.

Meanwhile, the organization is planning its 12th annual dinner and show June 6 at Nashville's Municipal Auditorium. Joe Bob Barnhill has been signed as assistant to the producer for the event.

Already set to perform at the show are the Kendalls, Razzy Bailey and Chris LeDoux. Some 15 acts are stated for the show.

2-RECORD CUBAN SET

'Havana Jam' Due Out In June

By ELIOT TIEGEL

LOS ANGELES-"Havana Jam," a two-record set featuring musical highlights of the three evenings of U.S. Cuban artistry performed last March in Havana, is being readied for a second week in June release.

The LP, whose price is not yet determined, will be followed by other LPs, although CBS has not yet firmed up how the rest of the material producers Mike Berniker and Bert DeCoteaux taped at the Karl Marx Theatre will flow

There will surely be separarte LPs for pop, jazz and Latin music. Plus a second LP by Irakere, Cuba's top jazz-fusion band, which it just completed recording at CBS 52d St. Studies in Manhattan.

The "Havana Jam" LP will present cuts by Stephen Stills, Kris-Kristofferson, Rita Coolidge, Kris and Rita together, Bonnie Bramlett and Mike Finnegan, Irakere, the CBS Jazz All Stars, Tony Williams-Jaco Pastorius-John McLaughlin trio, Sarah Gonzalez, Orquestra Aragon and a Cuban percussion band.

DeCoteaux says he and Berniker have finished mixing 90% of the material brought back from Cuba.

The Irakere LP was the final act the 11-piece band performed in the U.S. before returning home after having been in this country on a 23city tour as the opening act for Stills.

Irakere's first LP was released several months ago and was a compilation of live dates and studio cuts. Its mixture of various moods of music-Latin, jazz and classical, hurt its radio exposure, CBS officials concede,

Big Act Schedule At Boston Theatre

BOSTON-The Modern Theater. a recently-renovated former moviehouse, continues in its plans to produce jazz concerts with a series of events beginning March 30.

In conjunction with Pires Productions, the Modern presented the Old and New Dreams Band, featuring Charlie Haden, Don Cherry, Eddie Blackwill and Dewey Redman Friday (30); Oregon, featuring guitarist Ralph Towner, Saturday (31); and avant-garde jazz pianist Cecil Taylor and his unit April 7 and 8.

The Modern, acquired some 18 months ago by theatre manager David Archer, also has plans to book theatre festivals and off-Broadway plays but has been more successful in launching jazz productions. The theatre opened last Christmas with a spectacular week of performances by Sun Ra.

Chi Jazz Tribute

CHICAGO-The Assn. for the Advancement of Creative Musicians, Chicago's avant-garde jazz collective, will be tributed with a week of concerts at a major art museum.

The Museum of Contemporary Art in conjunction with the Jazz Institute is staging the festival in performances by association member groups. Presentations run Monday through Saturday (14-19), with a lecture by jazz historian Robert Palmer highlighting opening night.

The influential jazz coalition, founded here in 1965, has been represented at several European festivals.

since broadcasters found the multiplicity of style difficult to deal with.

So the second Irakere LP is called much more commercial by producer DeCoteaux. Not that there are any disco cuts, but DeCoteaux notes that the rhythms are simplified and there are three female backup voices added to three cuts.

The session spanning April 23-27 was done without any overdubs. How come no laying down of rhythm tracks? "They're used to recording that way," answers DeCoteaux. "Their excitement seems to come across that way."

DeCoteaux says the band's distinctive style of jazz-Latin-classical remains throughout the eight tunes on the LP. All but two were written by band members. The other two are familiar Cuban works, "El Coco" and "Gira Gira."

"The band made an effort to in-

clude more commercial music without touching its sound," DeCoteaux

explains. Background vocals will be heard on "A Nunga Nunga," "Baila Mi

Ritmo" and "Gira Gira." DeCoteaux calls "Baila Mi Ritmo" a jazz blues.

The band, in addition to playing its arranged dates with Stills, wound up doing three additional shows. One was as guest musicians at a fashionable society wedding in New York where members of such blueblood families as the Rockefellers, Astors, and Mellons were present. According to people at the wedding Irakere was superb.

Its two other spinoff appearances were at Traxs, a New York disco where it played two sets.

No date has been set for the second Irakere Lp. The title? Still undetermined. The price? \$7.98.

Billboard SPECIAL SURVEY For Week Ending 5/12/79 Billboard Jazz LPS
Best Selling Jazz LPS Char Artist, Label & Number Artist, Lubel & Number (Dest. Label) (Dest. Label) LIVIN' INSIDE YOUR LOVE HEART STRING Earl Klugh, United Artists (IALA-942 (Capital) George Benson. Warner Bres. 2854-3277 PARADISE 2 27 25 Prover Washington Jr. Milestone Jazzstars, Milestone Elektra 6E 182 MORNING DANCE CHILDREN OF SANCHEZ 26 33 Chuck Mangione, ALM 57-6700 INF 9004 (MCA) 29 29 32 REED SEED 3 FEETS DON'T FAIL ME NOW 9 Grover Washington Jr., Herbie Hancock, Motown M7-910 Columbia IC 35764 5 22 TOUCHDOWN 5 27 30 30 ALL FLY HOME Bob fames, Tappan Al Jameau, Warner Bros. 858 3279 Zee/Galumbia JC-35594 28 31 6 10 BRAZILIA Red Carland Tre: Galaxy 625 John Klemmer, MCA AA-1116 5115 (Fantasy) 7 14 loe Sample, MCA AA 1126 STUFF IT 31 Stuff, Warner Bros. BSX-3262 LAND OF PASSION 6 4 Hubert Laws, Columbia 10:35788 33 25 33 PATRICE Patrice Rushes. Elektra 6E 160 FOLLOW THE RAINBOW 9 .5 George Duke, Epic IE 3570 (CBS) 34 32 ME MYSELF & EYE 13 Charles Mingus, Atlantic 50-8803 TIGER IN THE RAIN 10 8 9 Michael Franks 35 CILLIA LENGI AVENUE BREAKDOWN Warner Brm. BS# 2354 Arthur Bivthe, Columbia IC-35638 11 20 **GROOVIN' YOU** 36 41 2 Harvey Mason, Arista AS-4227 lor Sample. Ray Brown & Shelly 12 11 18 Manne, Inner City IC-8007 Angela Bolill, GRP/Anuta GRP 5000 37 37 2 WHEN LIGHTS ARE LOW 13 12 PAT METHENY Nenry Burrell, Concord lazz CI-83 Pat Metheny, ECM 1-1114 (Warner Bros.) 36 30 38 Weather Report, Columbia IC-35258 MEM EMILES **NEW CHAUTAUQUA** 14 Put Metheny, ECM ECM | 1131 30 39 7 (Warner Bres.) John Abercrombie Quartet, ECM AWAKENING 15 15 9 ECM 1 (133 (Warner Srow.) Narada Michael Walden 40 40 82 FEELS SO GOOD Attantic SD 19202 Chuck Mangione, ALM 59 4658 16 CHAMPAGNE 16 Wilhert Longmere 41 35 11 SUPER MANN Columbia 10:35754 Werbie Marm. Atlantic SD-19271 17 19 . HOT DAWG 42 38 RAW SILK David Grisman, Horizon Randy Crawford. SP-731 (ALM) Warner Bres. BSN-3293 13 18 . LIGHT THE LIGHT 37 42 COSMIC MESSENGER Seawind, Horizon SP 734 (AEM) Iran-Luc Ponty, Atlantic SD 19185 AN EVENING WITH HERBIE 18 19 . 44 44 10 HANCOCK & CHICK COREA Mongo Santamuria, Columbia Herbie Hancock & Chick Corea Tappen ZEE XE-35696 Columbia PC 235663 20 22 3 TO TOUCH AGAIN 34 25 INTIMATE STRANGER John Tropea, Martin 2222 (TK) Tom Scott, Columbia IC-35557 21 14 ELECTRIC DREAMS 4 with Talas NOSTALGIA IN TIMES SQUARE John McLaughlin With The One Charlie Mingus, Columbia No.35717 Truth Sand Columbia IC 35785 47 45 17 FINE AND MELLOW THE JOY OF FLYING 22 Ella Fitzgerald, Pablo 2310-829 (RCA) long Wellams. Columbia JC 35705 21 23 14 EXOTIC MEMORIES 48 MAGIC IN YOUR EYES Lonnie Liston Smith Earl Riugh, United Artists UA LA 877 Columbia JC 35654 23 30 24 FLAME Ronnie Laws. Crusaders, Blue Thumb United Artists UALA 881 BA 6030 (MCA) 24 STROKIN' 25 50 IRAKERE Richard Tee, Tapen Zee Irakare, Columbia JC-35655 IC 35895 (CBS)

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200 MILLION UNITS SOLD

German Business Breaks \$1 Billion Barrier In '78

· Continued from page 1 (sales were worth some \$1.2 billion, volume around 238 million records and tapes).

Sales in Germany have doubled inside six years, since the 100 million units barrier was broken in 1972.

The statistics, compiled by the German Federation of the Phonographic Industry, cover companies handling around 93% of the business, the remainder coming from direct imports and other

Whereas in the 1975-77 period, recorded music figured well down in the spending power breakdown of German consumers, it's now concluded that they're diverting more of their available income to disks and

This is particularly true of teenagers and lower age groups; figures suggest that the 12 to 14-year-olds

spend 40% of total disposable income on recorded products.

On the retail front, specialist disk stores still take top sales place, followed by department stores with record departments, then supermarkets.

Marketing developments in 1978 were greatly influenced by a number of hits selling in huge quantities, such as the "Saturday Night Fever" and "Grease" soundtracks. There was a substantial increase in the sales of television-promoted records. and, in addition to the straight tv merchandisers, the more traditional companies are becoming active in the small screen stakes.

After years of stagnation, singles sales were stimulated in a remarkable way through the year. In 1978, 6.7 million more singles were sold in comparison to the previous year-an increase of 17%. The 45, confidently

believed to be "dead" in Germany, came to life, with two one-million sellers and regular half-million suc-

International

But something of a warning note was sounded by an apparent slowdown in the cassette field-interestingly enough, the reverse of the recent Japanese experience.

In 1978, the cassette share of the total recorded music market was 29.2%, as against 29.3% the previous year. This is seen here by observers as straight emphasis of the dangers of home taping and blank cassette sales.

Blank tape is now seen as one of the most important, but damaging, aspects of the proliferation of music. Some 62% of all private households are equipped with a cassette recorder of some kind-only 1% less than those fitted with record-playing hardware.

In recent years, the proportion of increase in sales of lowprice product has been greater than that of fullprice repertoire. But in 1978, this trend was reversed, with a 22% increase in full price wares and only 8% in low price records and cassettes. For this year, then, the increase in sales is essentially due to the fullprice sector.

There's a 23% increase in units sold via the record club business in Germany, with a total of 17.9 million units. The previous year had shown only a 1% upturn, but the 1978 figures came largely from a 15% increase in sales of albums, as opposed to the 1977 emphasis on

An upturn of 21% in classical sales in the club sector is considerably higher than the norm among retailers in this field.

Some 30.9 million units of records and tapes were exported from Germany during 1978 (34.8 million in 1977) with an 83-17 ratio in favor of LPs over cassettes.



SPEAKING UP-The Jacksons' Michael Jackson, first left, chats with George Harrison, first right, during an interview session for Britain's BBC Radio 1. He and his brothers have been performing in Europe to SRO crowds, and took the opportunity to tape various radio and television shows. With Jackson and Harrison are, second right, Radio 1 deejay Kid Jensen and producer Mike

IF SATELLITES SOAR

TV Disk Advertising In France's Future?

By HENRY KAHN

PARIS-French record companies will, for the first time, be able to advertise their product on television if new, planned developments in European television satellite communications are consummated.

This prospective shot-in-the-arm for disk and tape advertising is being widely discussed in the industry here, now that it's confirmed that Andre Giraud, French minister for industry, is to meet his German counterpart soon to ponder the launch of a Franco-German tv satel-

This would mean that eventually it will be possible for European viewers to switch on to foreign tv programs. It would also effectively

put an end to the current French state television monopoly, and that, in turn, could open up a move \$ towards free radio here. Addition- < ally, private capital may well be no called upon to finance the project.

A guesstimate puts the cost at between \$250-\$300 million, and certainly French TV Direction here to could not invest anything like that. While the use of private capital to would raise a storm from certain political parties, there is a general feeling that tv monopoly is out of place in the France of today.

At a recent meeting, Jean d'Arcy, of the Audiovisual Superior Council, insisted that technical developments today made monopoly virtually impossible. Any country which launches a television satellite automatically eliminates the monopoly in another country.

It is suggested that Tele-Luxembourg might work with the Germans on the satellite link and this would mean the whole of France could receive Luxembourg television programs. Disk commercials are then viable. French record companies now do not use Tele-Luxembourg to any real extent because it covers only one-tenth of the country.

Introduction of private capital into French television areas would end the financial nightmare which has hamstrung the current monopolistic Production Company, leading to countless industry strikes.

With music an integral part of television, the prospects for the recording and publishing industries here look considerably enhanced by satellite prospects.

But political considerations could yet cause hold-ups.

Obituary

AUCKLAND-Sir Robert Kerridge, founder of Festival Records New Zealand in partnership with the parent Australian company, has died here at age 77. He was also managing director of the Kerridge

'Navy' Cover Conflict **Breaks Out In Japan**

TOKYO-International disk attraction, Village People, are up against Japanese superstars. Pink Lady, in a new cover battle which has broken out here.

The tune in question is "In The Navy," interpreted by Pink Lady (with different lyrics, but the same melody) as "Pink Typhoon." It's squaring off with the Village People original-and both are released by the same company, Victor.

The label describes the Pink Lady version as an unscheduled bonus 45. following their "Zipangu" success, but preceding their next official release, set for June.

Village People's single follows their big-selling "YMCA," which topped 500,000 sales in this market. Latter tune was also the subject of a local cover, as "Young Man" by Hideki Saijo, released by RVC.

Victor's director, Hisahiko Iida, says that the company is looking for a one-two market knockout with both releases, while giving Pink Lady the desired break from their regular songwriters and an opportunity to try their luck with a foreign

The femme duo, meanwhile, has their first U.S. release (and first Enghish language recording) with "Kiss In The Dark," issued by Elektra/

DG, EMI Tops

HAMBURG-A sales breakdown of chart entries and placings for the first three months of 1979 in Germany shows Deutsche Grammophon Gesellschaft as the top singles company and EMI Electrola as leading album outfit.

The Polydor label of DGG had 23.11% of the singles entries, followed by EMI Electrola (19.13%); WEA (8.64%); Teldec (7.7%); Metronome (5.2%); CBS (5.2%); RCA (3.44%).

In the album analysis, EMI Electrola had 18.97% of the entries, followed by: Deutsche Grammophon (14.95%); Phonogram (11.73%); Anola-Eurodisc (11.44%); CBS (10.22%); K-tel (8.48%); Arcade (8.24%); WEA (5.06%); Teldec (3.9%); Metronome (3.78%); and RCA (3.22%).

Curb (Billboard, March 31, 1979). They make their American television debut on May 18 on CBS-TV's "The Leif Garrett Special."

· All profits from Pink Lady's concert at the Osaka Exposition Park in Japan, which was scheduled to take place Saturday (5), will go to UNICEF, as the group's contribution to the International Year of the Child.

Over 200,000 fans were expected to attend the event, claimed to be the biggest of its kind held in this country. The day's festivities were set to include the Pink Lady concert, a carnival and a photography exhibition.

The event also serves as the rechristening ceremony of the park's Festival Square, which will be renamed Multi-Purpose Square.

POLITICS MEANS TROUBLE

Music: Casualty In Nicaragua?

By MARV FISHER

MIAMI-Besides the political and economic strife which has hit revolttorn Nicaragua, it's also possible that music might become a non-existent commodity there in the near future.

Should the situation between president Anastasio Somoza's government forces and the revolting Sandanista front remain unresolved over the next three months or so, all record and tape outlets are expected to disappear completely. As it is at the moment, there are only five open, from an original 50.

According to Alejandro Hutt, director of sales and promotion for Dicesa, one of Central America's leading suppliers of recorded music, based in neighboring El Salvador: "My handful of clients in Nicaragua tell me that it will be unrealistic to remain open longer than that."

Here for RCA Records' Latin American convention April 23-27, Hutt claims that the erosion has been increasing ever since the crisis began some eight months ago. The remaining clients of which he speaks are all located in Managua, capital with more than 800,000 inhabitants out of the Nicaraguan population of 2,300,000.

The nation has been the third leading market in all Central America, behind Guatemala and El Salvador. Adding in business from Costa Rica, Panama, Belize and Honduras, the grand retail tally for the area is normally put at around the \$12 million mark annually.

Continuing in pessimistic mood, Hutt, oldest son of Jose Antonio Hutt, former soccer star and president/founder of the label, observes that Nicaragua had been coming along fast with interesting local television programming of music. "But that's all gone now," he says.

The same applies to radio stations, which have been going off the air during the past few months. Of the 45 originally transmitting, only 15 continue now.

Street activity is confined to daytime only, and those who still seek records and tapes are just asking for "the latest international hits." Almost everyone is concerned with the bare necessities.

Hutt confirms that what used to be "steady" orders of 1,000 singles and albums have diminished to 10 or so. "And that just comes once every two weeks. But our purpose is to help, and keep them in business as long as possible."

Product still requested through Dicesa are releases by Abba, Village People, Al Stewart, Bonnie Tyler and Boney M.

Two other major companies, Dideca of Guatemala and CBS/Indica of Costa Rica, have also witnessed the shrinkage of their client lists in Nicaragua. Like Dicesa, they only ship by air, with all flights taking less than an hour.

Due to minimum freight costs, record and tape shipments into the strife-torn nation have been a costly proposition. "But if we can help them survive, it'll be worth the sacrifice," adds Hutt.

He's not making any predictions about the eventual outcome, yet hopes that business will return to how it was before the outbreak of hostilities in the nearby nation.

"We only know that it was a healthy market for us-and it conceivably could shape up even better once the dust has cleared. They're bound to be starved for music then," he concludes.

Odeon chain of 130 cinemas, material

RODRIGUEZ FACTS-Singer-songwriter Rodriguez, right, checks out the song folio of his "Cold Fact" album with Peter Hebbes, chief of Australia's Festival Music.

Recruit British Dealers In Disco Promotion Plans

LONDON-Record Sales, an independent retail/radio promotion company operating in Britain, has inaugurated a scheme which requires disk jockeys to pick up their free copies of some singles from retail stores, rather than receive them through the mail

This is a calculated attempt by the company to cut out dealer annoyance at usually being left out of disco promotion exercises, and instead involve them in the pre-release stage of "interest-building" in disco

Record Sales' director Alan Wade says: "It is during this early stage, when disk-jockeys are slipping new disco releases into programs, having received them free by mail, that retailers are most likely to be asked about the product by disco fans

"In the past, the dealer would probably have to admit ignorance. And anyway there was another feeling that direct mail-outs to diskjockeys cost dealers potential sales by those DJ's "

Wade adds: "Looking to tie in disco promotion with the dealer, we worked out this scheme. Instead of mailing out records to some thousand disk-jockeys, we sent promotional records to our 250-odd selected specialist shops. We notify the disk-jockeys where they can pick up their records.

"This means the dealer knows what is going on, what is being promoted in his local discos and he gains the goodwill and credibility of being able to hand the record over to the disk-jockey and know all about it when disco pre-release interest pushes the customer into the store.

Disk-jockey interest has generally been "very enthusiastic." Those who object to picking up their own disks from retailers will, for the time being, still receive mailed copies. Record Sales' Disco Promotion Company arm has this week worked on product from MAM, EMI, Jet, K-Tel and U.K., with special emphasis on Jonathan King's "Amazing Grace" 12-incher.

There is no extra incentive to dealers to take aboard the promotional records except that of general co-operation and potential goodwill with disk-jockeys and discos in the area.

Because the records go out around a month before release, and because they are in named and addressed packages, they will in no way be involved with chart returns from the selected retail outlets.

RCA's Summer Signals Expansion In Latin America, Via Affiliates

MIAMI BEACH-RCA Records president Robert D. Summer strongly hints the label will be assuming a stronger presence in the Latin American market in the next year, probably through deeper ties with existing affiliates there.

Summer mentioned that these changes could take place in one or two territories. He made the off-thecuff remarks during RCA's four-day Latin American convention at the Doral Hotel here which ended April 27 (Billboard, May 5, 1979)

The meeting was characterized by an emphasis on making further inroads into the highly competitive Latin American market. More than 20 countries and companies presented audio/visual demonstrations of musical wares that came to over 100 acts, all of which will be entering the Latin market in the coming months.

In addition to indigenous artists, there was a load of independent product generated by labels like Hansa (U.K. and West Germany). Kangaroo (Italy); Caytronics (U.S.); Can't Stop Productions (U.S.), and Sweden's Polar Productions.

RCA's outlets from Japan, Australia, Canada, France, Italy and West Germany also contributed heavily to the new releases set to enter the market this summer.

Much of the product reflected a new emphasis on a global pop sound, rather than on the folk-based music that has dominated Latin American product in the past.

Summer made special mention of these new directions being charted under the aegis of Jose Vias, who heads up RCA's Latin American region from an office established in Miami only six months ago. Adolfo Pino is chief for the bulk of the South American territories centered in Argentina and Brazil

"We admit to the further importance of Latin America and its meaning to us," Summer said. "Otherwise we would not have invited the rest of the people and the other independents from around the world."

Speaking before the more than 75 delegates from around the globe who assembled here, Summer said that an important key to RCA's presence in the area was that the label made "no differentiation" in its treatment of its various licenses in the market.

"You are our friends and we take great pride in considering you as something more than just licensees." he concluded.

Pino revealed that RCA will be building another 24-track recording studio in Rio de Janiero this year in addition to an existing 24-track facility in Sao Paulo.

He also pointed up the 40% market share claimed by RCA for Brazil, where it is affiliated with Discos Sigla, the recording arm of the giant TV Globo conglomerate. RCA manufactures and distributes for Discos Sigla

Pino says that despite the increased competition among international record companies in the Latin American market, "we are still way up there and we intend to go even higher."

Vias noted that "we are confident that a good percentage of international product will be picked up as we are seeking to interchange with other nations in the hemi-

"The avalanche of singles and LPs available for RCA release in Latin America includes several excellent regional entries," Vias added, "which indicates the growing importance of the area.

Although the majority of the product shown by the licensees will be circulated mostly in the Latin American market, at least one act is a strong contender for global acceptance (Continued on page 68)

Cronos Eyes Growth From Hinterlands HQ

MEXICO CITY-Most of Mexico takes a back seat to this giant metropolis when it comes to production and distribution of records and tapes. But lately, a fast-rising label in the so-called hinterlands of Guadalajara, Discos Cronos, is beginning to make some noise.

According to the standards of the international firms and the major independents, Cronos does not measure up in sales, nor in sophisticated marketing facilities and techniques. But it's getting there, and fast,

Early in April, the company, headed by former jeweller Antonio Gonzalez Padilla, inaugurated a modern, 16-track studio in the site of Jalisco capital. And in deference to his hot-selling ranchera star, Chayito Valdez, he named it after her. His next step was to open a branch office and warehouse here to penetrate this market and the Eastern part of the nation, basically the Yucatan peninsula.

"We have our goals set on breaking that territory on our own, exclaims general manager Felipe Fernandez. "And we are confident of doing it within the next year for

Previously, Cronos had its product distributed and promoted by Discos Cisne. "However, that has all changed since we started contruction of the studios and restructured the pressing facilities," Fernandez

At present, Gonzalez Padilla has four manual presses, with room to expand to eight or 10. He expects to put such plans into action before the end of the year, possibly via the assistance of Al Sherman of Los Angeles. Latter's Alshire company helped in the original installation.

Seven years of existence has not

only been confined to the environs of Guadalajara, either. Padilla's brother, also an ex-jeweler and parttime personal manager, Isaias, operates the Cronos branch in Los Angeles. He occasionally commutes back and forth, as does promotion man, Raul Rangel.

"I guess we saw more excitement and profits in handling disks rather than 'stones." brother Isaias recalls about the days of his dabbling in managing a pop group known as Los Freddys (now a steady standard seller for Discos Peerless).

Basically, the type of product Cronos distributes in the country is either tropical or ranchera, latter the form which has actually established Cronos as a solid entity via the literally money-in-the-bank Valdez.

No actual figures have ever been revealed, but it is estimated that Cronos in the past two years has increased its business by a phenomenal 250%. "Let's just say, we're in a very healthy position today, Fernandez implies.

At the marathon show Cronos staged following the benediction of the new studio (a general custom in this predominantly Catholic country) before more than 2,000 invited guests, almost all on the artists roster performed.

Among them, besides Valdez. were: Los Ases De Durango, Grupo Sedentario, Los Jinetes, Manuel De La Cruz, Los Atrevidos Del Norte and El Jefe Y Su Grupo, who actually occupy second place in sales behind Valdez. Latter has reeled off 12 LPs in her brief career, all selling on an average of around 100,000 each.

Vying for a share of the market along with Cronos in the Guadalajata area are Discos Fonorama, Discos Azteca, Discos Alfa, XE Discos, Magneto, RSA and Fauno, All except the former are basically economy lines. They service some 400 retail outlets.

Besides Cronos' new studio operation, others in Guadalajara include Canal 58 and Sonomedios, both with 8-track, and HK with two tracks.

"Whatever others may think, we have to consider ourselves now as a full-fledged independent. The added production to the manufacturing, promotion and distribution give us such credentials." Fernandez concludes. Copyrighted material

Scour Spain For Teenage Talent Post-Franco Trend Sweeps Labels, TV, Radio, Print

By FERNANDO SALAVERRI

MADRID-Following the political switch in Spain from the dictatorship of Franco to democratic government, there is near-hysteria in the pop industry to unearth new idols to meet unprecedented demand from the national teenagers.

Leif Garrett, from the U.S. and on

Belgian Start

BRUSSELS-RCA Belgium splits from Inelco this week to go independent from new offices at Square François Riga, 30, 1030 Brussels, with Carl Vos as general manager (Billboard, April 28, 1979).

Also on the Jeam is Ernic Moyarsoon, public relations manager, with Jan Walract as label manager for both classical and jazz product.

Becaud Renews

PARIS-French singer Gilbert Becaud, an exclusive Pathe-Marconi recording artist for 25 years, has renewed his contract with the label for a further five years

The news was announced at a special reception in the Hotel Negresco. Nice, held to celebrate the artist's quarter-century with the EMI comHispavox here, leads the international teen-rave stakes, but the local action stems from the young duo Pecos (Epic), creating the kind of fanaticism previously earned by Raphael and, more recently, Camilo

There has been a dramatic swing from the old "social-political" music so that today's young people are totally immersed in pop and rock New names and new sounds are represented in the charts, on radio and television and in the newspapers and magazines.

Pop music dominates the singles sales statistics and shares the lead with out-and-out rock in the album stakes. The success of Pecos has triggered off a national search for new idols as most of the major record companies switch almost fulltime into pop action.

And today some of the top international rock groups and soloists are attracted to Spain to appear, for example, on the "Aplauso" Saturday afternoon television series, directed by Jose Luis Uribarri and already with a huge audience.

The long-standing music magazine "El Gran Musical" carries on, but is joined today by such publications as "Fans," "Super-Pop" and "Pacha Pop," some now claiming circulations of around 350,000

On radio, the SER network has 56 AM and 56 FM stations and has been forced into programming changes through the demands of young folk. The other networks are insaliable in the search for programs aimed directly at this generation.

There are countless hundreds of rock groups springing into action all over Spain and more than one hundred have been in the recording studios over the past few months. As yet, this activity is not reflected in new-name disk sales, though Tequila and Triana are two outfits making fast progress.

REMIX OLDIES FOR DISCOS

LONDON - Several European disk companies are dusting off vintage U.S. soul repertoire available to them via long-standing license deals, and repackaging these titles as 12-inch disco singles.

Polydor in Britain, for example, has re-released Millie Jackson's 1972 "My Man, A Sweet Man" with a disco remix, while EMI Holland has shipped the Temptations' 1973 "Papa Was A Rolling Stone" in its full-length form (coupled with the same group's "Ball Of Confusion") on 12-inch.

The Joneses' 1974 "Sugar Pie Guy" has been remixed, extended and reissued by Phonogram in the U.K., where EMI has also coupled its 12-inch of Maryin Gaye's latest single, "A Funky Space Reincarnation," with the fulllength version of the singer's 1977 hit, "Got To Give It Up."

Greek Government Calls For Ethnic Music Preservation

By JOHN CARR

ATHENS—At a time when cultural outlines are blurring all over the world, many Greeks are turning to a greater appreciation of traditional demotic music as a reminder that their roots in music stretch back to the times of Homer.

Demotic is the Greek form of country music. It uses ancient and Byzantine scales and is closely related to Orthodox ecclesiastical chants. Over the centuries, it has absorbed some European, Slavic and Arab influences.

The major Greek recording companies devote no more than a small fraction of their total production to demotic, but now various music authorities are urging that more be done to record and preserve the country's musical heritage.

Actively working to that end is the Assn. for the Preservation of Ethnic Music, headed up by musicologist Simon Karras. It has recorded and released a series of prestige albums featuring samples of the demotic music of various Greek districts, in many cases with unique instruments that were scarcely known to exist until recently.

Influential in giving foreign tourists a genuine taste of demotic music is choreographer and musicologist Dora Stratou, whose dance troupe and folk ensemble appear nightly. Four major companies Lyra, Minos Matsas, Music Box and EMI, have demotic repertoire, Lyra under its Minerva label. But now the independents are muscling in to grab a growing share of the demand that is rising in rural areas.

Some critics aver that the indies care little for quality and that some parts of their demotic output threaten to give a bad name to the entire genre.

It was partly as a reaction to this phenomenon that ERT, Greek radio and television network, put out a set of acceptance guidelines for recording companies' domestic repertoire. Those guidelines were later modified.

But the ERT move, in fact, grew out of widespread concern that most Greek music was becoming a victim of mass culture and that Greeks were starting to forget their ethnic musical roots.

Now government officials are urging the record companies here, and the mass media, to be more receptive to emerging demotic talent. One tv show regularly features demotic singers and instrumentalists of surprisingly high caliber.

Often the show's "jury" panelists can do no more than urge the contestants to keep up with amateur efforts since the chances of earning a living by demotic music are currently very small.

CRITICS AT MEET

Quebec Promotions Law Is Seen As 'Over-Regulation'

Canada

Continued from page 17.

quest for control of the media in Canada. The Canadian Radio, Television & Telecommunications Commission has clearly stated that one of its chief functions is to ensure that the development of a Canadian consciousness is not thwarted by shoddy broadcast standards or the repackaging of U.S. transmissions. "The threat of license suspension is always over our heads," notes one Assn. member.

As it stands, AM radio in Canada must program a minimum of 30% Canadian content music between 6 a.m. and midnight, and it will shortly be regulated on the amount of variance in programming it is allowed to make.

FM radio is generally regulated to between 20%-30% Canadian content, the frequency of advertising per hour, the number of times it can repeat a disk per week, the frequency of surveillance notices in its programming and the quantity and quality of its information packages, termed "foreground."

Noted one programmer to the Telecommunications commissioners at the conference, "We can appreciate the statement of objectives the commission offers, that we must have systems of control in the industry. But it would seem that with regulations for everything, what we're coming to is control of every minute and second of transmission time."

But, as the Canadian Assn. of Broadcasters has opted to acquiesce to Ottawa's regulations, so the Commission has opted to abdicate its responsibility for what it does, say critics.

The commission recently assigned 26 analysts to make sense of its three-year-old FM policy—which no one understands, argue industryites, least of all the commissioners—and now the government body is actively urging the broadcast community to lobby elected officials in parliament for changes in the Commission's rulings, if they feel they're at odds with the industry.

The topic of government intervention in the broadcasting field was raised at the broadcasters meeting in a panel entitled, "Is There Reason To Think U.S. Deregulation Might Apply In Canada?"

Pierre Camu, chairman of the Commission, participated, along with four other commissioners. Traditionally, the Commission has been of the opinion that a "concentration of control" in the media is not in the public interest. Recently, it has reversed this attitude, and now, noted communications lawyer Christopher Johnson, "The commission seems to think that massive resources are required to produce competitive programming.

Broadcasters president Ernie Steele, whose association represents close to 90% of the private radio sector (both English and French) in Canada, emphasized the body's willingness to comply with Commission standards, when he stated recently: "We strongly support the federal jurisdiction as the best way to preserve the usefulness of the entire national broadcasting system as a transmitter of information and ideas."

In the same speech, he cautioned: "However, we recognize the legitimate claims of various provinces for a greater voice in national affairs. We think there should be an exploration of new techniques to bring provincial voices into federal institutions. Having provincial commissioners on the Commission might be one example."

From The Music Capitals Of The World

LONDON

Virgin Records here signed electronic group
The Human League to a long-term deal, but the
band retains its links with controversial
Edinburgh-based indie Fast Product which also
has new wave "finds" the Mekons and the Gang
of Four.

Lucian Grainge, brother of Ensign Records chief Nigel Grainge, now with CBS publishing arm April Music in the professional department.

Pye signed Elvis Presley impersonator Heathcliffe, otherwise Gary Heathcliffe Wilson, who has foured his Tribute To Elvis show here for eight months.

PVK Records, licensed to Creole and distributed by CBS, releasing the first LP in seven years from Peter Green, guitarist with Fleetwood Mac until 1970 and writer of such as "Man Of The World" and "Albatross."

James Last celebrated his 50th birthday after a self-out concert at the Royal Albert Hall here and was presented with an antique Nicole Freres musical box, circa 1845, by Polydor musical director A.J. Morris.

Rick Wakeman's seventh album for A&M,
"Rhapsodies," includes a reggae version of
"Swan Lake" and a disco version of "Rhapsody
In Blue." Hurricane Records, set up by
Iormer Rak label manager for EMI Phil Preskey,
signed four bands, Sore Throat, Magnets, the
Edge and the Paranoids. Follow up to the
Ioan Collins' movie "The Stud" is "The Bitch"
and the soundtrack album has been signed to
Warwick Records by producers Brent-Walker.

PETER JONES

HAMBURG

The German retail chain Govi has already sold more than 250,000 units of the WEA Yes album "Yes Songs" in West German. Ed Heine of Warner Brothers Music in Munich signed a writing contract with the group Foreigner.

U.S. country singer Ken Curtis had a big success here in the Freddy Quinn (Polydor) show and now releases a Polydor single here. Metronome launching a campoign for the Comman rock label Brain with groups like Jane, Guru Guru, SFF and Klaus Schulze.

Deutsche Grammophon Gesellschaft handling here records by successful Swiss puppeteer-ventriloquist Kliby, the deal pushed through by DGG's Werner Klose and Oskar Drechsler. Girl trio La Belle Epoque now with Polydor.

Sell-out concerts in Germany for the Polish piano duo Marek and Vacek. Intersong has the copyrights of Eurovision songs "Hallefujah," the winner, and "Su Cancion."

WOLFGANG SPAHR

PARIS

Didier Marouani, head of a family long interested in the promotion of popular music, is to organize a show in June at the base of the Eiffel Tower. He expects a crowd of 100,000 for a laser-boosted production but has to await final ratification from the Parisian authorities and the police.

Demis Roussos has recorded, for Phonogram, his latest album "Universon," in French, English, Italian, Spanish and German Yehudi Menuhin, hoping to launch a series of concerts in factories in France similar to those he gives in the U.K. and U.S., has already played one show in the Pernod distillery.

HENRY KAHN

MOSCOW

A big package of Polish classical and pop talent visited Russia for the "Days Of Polish Culture" series of shows, including pop singers Maryla Rodowicz, Zdislava Sosnicka and Anna German.

U.K. singer Wilma Reading backed by a Russian band on a debut tour here, appearing in Moscow, Leningrad and Kiev.

Another U.K. visiting act: the Musical Theater
Of Two, featuring Beryl Half and Ian Harry.

15th Leningrad Musical Spring event was a showcase of new modern classical and pop material by Leningrad-based creative folk, with Soviet copyright society VAAP co-organizing and visiting publishers attending from East German, Poland, Czechoslovakia, Italy, Finland and the U.S. (Continued on page 69)

Talent 'Drain': Radio To Blame?

TORONTO—The Maple music banner that's being hoisted abroad with increasingly successful results owes no debt to Canadian radio, many observers of the industry here are presently suggesting.

Indeed, they're saying the country is bearing witness to a talent drain not unlike that of the years 1969-70, prior to the Canadian content legislation.

Major Canadian acts such as Frank Mills, Nick Gilder, Rick James, Pat Travers, Claudja Barry, Gino Vannelli, Randy Bachman, Neil Young, Joni Mitchell and Paul Anka—in fact, just about every major Northern star beyond Gorodon Lightfoot and Anne Murray—all reside in the U.S. or Europe today.

Notes veteran Canadian music commentator, Ritchie Yorke: "The problem here is not with the talent, but an attitude taken by some of the radio programmers, who have severely damaged the ability of many Canadian acts to make that U.S. record connection."

Continues Yorke: "Perhaps the most topical case right now is the Downchild Blues Band, who are making a fortune, more than they ever made in their career, off this Blues Brothers record." (The Canadian combo has two tunes on the John Belushi/Dan Ackroyd hit LP.)

"But they hardly ever got any AM airplay in this country, and they made some pretty good albums which few people got to hear because the powers that be deemed them unsuitable. There's a whole string of artists that have got lost in the same way."

Onetime Torontonian, Rick James, agrees with Yorke's thesis, but takes it one step further: "Look, I worked in Canada for eight years, let's say starved, and nobody paid any attention. Even the agents took a pass on getting me work, so I left.

"The only person who was willing to take a shot on me was a guy called

www.americanradiohistory.com

Peter Horvath at Polygram, but basically the industry was preoccupied with keeping the funk away from the

people.

Another Canadian who has all but given up hope on the home country industry is Cliff Jones in Vancouver, manager of singer Valdy. We signed a deal with A&M in Canada, grew to the point of overkill here, and couldn't get the U.S. interested in supporting a release. I mean, we had won Junos, sold albums, had legitimate hits—and nothing I will never again sign with a Canadian label, because there's no future in it.

"Unless one has the support of the American label, you can criss-cross this country to the point of saturation," Jones explains. "Now, if your record is happening in the U.S., the Canadian company is going to sell the records anyway."

Asked if he thinks it possible for a Canadian production to break internationally based on the enthusiasm or support given it by Canadian radio. Jones deadpans: "Has it ever happened?"

Someone who is out to debunk the supposed myth that it can't happen in Canada first is veteran agent Tom Wilson. "Look at Burton Cummings, he's the king of Canada and he is as dead as a door nail everywhere else. Radio literally plays him to death here, so don't tell me there isn't radio support.

"The Canadian content legislation maintains an act's career here while they try to break in the rest of the world. As for Canadian stations not backing hit material, look at "Put Your Hand In The Hand" by Ocean That broke here, it's Canadian and it went on to sell two million copies internationally."

Anne Murray's manager, Leonard Rambeau, is more cautious in his assessment of the radio industry in Canada. "The U.S. played 'Snowbird' first and Canada followed, and maybe it's still that way. Definitely the bigger you are in the U.S., the bigger you become in Canada, but I'm not sure that it's imperative to have an American hit to make it up here. I had a discussion with someone recently on this subject, and the only tunes I could recall then breaking first at home were "The Homecoming," "Music Box Dancer" and "Sometimes When We Touch."

All three tunes, interestingly enough, were broken in Canada by MOR stations, shifting to pop stations as U.S. success materialized.

Discussing the talent "drain" abroad, many industryites point to the CHUM chain as the major impediment to creating across-theboard successes in Canada.

Program director J. Robert Wood has always declined to discuss its programming policy, citing "programming concepts and philosophies which I would prefer to keep confidential"

by his opponents is that CHUM plays it too safe in its programming selections, using many varied tip sheets of U.S origin to support his own decisions on what to add or pull, and that this U.S. input does not take into account new Canadian releases unless they have American distribution.

Whatever CHUM's criteria for music adds, the artistic community and industry in general claims that the Western Canada Moffat chain breaks Canadian acts, gets behind Western Canadian records and creates major stars like Jerry Doucette, Chilliwack and Trooper.

All three acts have had cool reaction in the East and, suggests one influential observer with several acts on the international circuit, "unfortunately CHUM doesn't get behind Eastern acts, nor translate the suc-

(Continued on page 68)



First Honor: IFPI director-general Stephen Stewart, right, with Eric Cooper, chief clerk to the Lord Chancellor and the Attorney General.

U.K. Honor To IFPI's Stewart

LONDON-Stephen Stewart, for 18 years director-general of the International Federation of Producers of Phonograms and Videograms (IFPI), has been appointed Queen's Counsel here.

It's the first time this honor has gone to a lawyer working in industry and not in private practice at the Bar. And it's seen as reflecting credit upon the recording and music industry as a whole, whereas it might have gone to a leading barrister with a major corporation.

The accolade is the ancient way of honoring eminent lawyers in Britain, being the last step in a legal career before appointment as a High Court judge.

Stewart was involved with the preparation of the Nuremburg war trials. His years with IFPI have taken him all over the world in the field of intellectual property, as well as monopolies and restrictive practices, negotiation of international recording contracts and the supervision of IFPI test cases in many countries.

He led legal teams at the Rome Convention 1961, plus the Phonograms Convention of 1971, the antipiracy confab, of which he was chief architect.

Bessy Wins In Czech Fest

PRAGUE—Top prize in this year's Czech International Pop Singing Contest went to Greek singer Bessy, with Kita Borova (Bulgaria) and Zara Tonikjan (Russia) in second and third places.

Honorary mentions went to Ivana Machova (Czechoslovakia) and Susana Matchich (Yogoslavia) with the special journalists' prize going to Austria's Marty Brem.

Main attractions among the visiting artists were Suzi Quatro and Drupi, but there was also success for Lips (U.K.) and Raphael (Italy).

The bi-annual contest was originally only for socialist countries but each event covers a wider territorial range. Entries this year came from Greece, Spain, El Salvador, Cuba, Bulgaria, Yugoslavia, Hungary, Poland, the German Democratic Republic, Russia and Czechoslovakia. BRITISH AND U.S. RETAILERS

Air Retail Issues At Jet Meet

By PETER JONES

LONDON-Price-cutting by the multiple retail chains on top chart product, so putting the squeeze of competition on the small independent storekeeper, was almost inevitably the key topic of the worldwide dealer seminar, part of Jet Records first international convention, staged here April 27-29.

But other vital trading areas were put into focus, including use of video in stores, the effects on retail traders of home taping, picture disks and colored vinyl and the importance of selling accessories as a "bottom line boost."

John Cohen, head of the Ohiobased U.S. chain Disc Records and Tapes, and outgoing president of NARM, went strongly for more "internationalisation" within the retail industry. He said: "NARM meets once a year, and there are local gettogethers through the U.S.

"But from here on in, we're putting more effort into making our activity international rather than just national. We're all in the same boat, worldwide. Rising costs and dwindling profits are international prob-

On the straight retailing side in the U.S., Cohen said: "Radio stations there are fragmented and it is a chaotic media. But we should start thinking of ourselves as a media. My shops are in main shopping centers. We have more people coming past one of our shops than listen to any local radio station. Maybe 150,000 pass by in a weekend. If you have a window display and something exciting to see, then the passers-by will buy.

"In the States, we're using video more and more. Really we look for commercial-style television spots, not the big films. We're not in show business. A half-hour film may be good, and the customers come in to your store and don't leave. But while it is wonderful, there are no sales." Yet it all adds up to using stores as a media, Cohen agreed.

Bob Egerton, chief record buyer for Woolworth in Britain, noted earlier that much was said about the price-cutting war, with the majors as the villains of the piece. "But we're not in business to put the independents out of a job. They are a vital part of the retail chain.

"Without the small indies, the record industry in the U.K. would probably disintegrate within five years."

Woolworth, he explained, used Record Merchandisers' rack-jobbing concern, the only way it could handle the sheer volume of business for such a big chain. "But we're not in it for a price war. We sell, say, 33,000 items through the Woolworth system, and there is competition from elsewhere on all of them. We've closed stores. We've thrown

Appoint Ferrari

PARIS - CBS Records International has appointed Jacques Ferrari to the new post of vice president in charge of European business development.

He moves over from president/director general of CBS Disques France, where he succeeded Jacques Souplet a year ago. Ferrari's replacement is Alain Levy, formerly vice president of creative operations in Europe for CRI.

Discussing his role, Ferrari says: "The field will be wide open and will include all operations relating to disks and music. This means possible acquisitions in publishing and retailing, plus ventures in the video field." But no moves will be made before Ferrari completes initial studies, something he expects to take around nine months.

Delegates To Jet Confab Hear New ELO Package

 Continued from page 3 the same time as photographic work for the album cover, which is Eastern-oriented.

A single, "Shine A Little Love," comes out Friday (11) in a full-color sleeve, now regular practice for Jet 45 product.

Special boosts for promotion in the U.K. will include a lengthy television special featuring ELO's lyricist and leader Jeff Lynne, an ontour radio hookup by Bev Bevan, a 70-foot balloon for use round the U.K. and particularly with a laser show over London (June 7-8) and thousands of giveaway hats and badges.

In Britain, disk jockeys are being asked not to track through the album on the air in an effort to stop people taping it at home direct from the radio.

BBC disk jockey Simon bates provided the voice-over for what emerged as one of the most professional and impressive video talent presentations seen at a U.K. record company convention. Artists and acts featured were Louis Clark, Violinski (which includes ELO's violinist Mik Kaminski), Adrian Gurvitz, Slow Children (from Los Angeles), Alan Price, Trickster, Raymond Froggatt, Magnum, plus musical snatches from two new rock groups. Bliss and Sheppard and Campbell, due for release later this year.

Finally the message was spelled out "Success and the retail industry go hand in hand. Dealers should remember that Jet is just a phone call away."

The convention, staged in London's Piccadilly Hotel, opened with a cocktail party hosted by label president Don Arden, his son David (chairman, Jet U.K.), his daughter Sharon (who runs the Los Angeles division) and U.K. managing director Ronnic Fowler.

A dinner was held on the following evening for delegates and their guests, plus around 300 industry and media representatives from the U.K. Featured in the show were Magnum, Trickster and Alan Price.

A worldwide dealer seminar (see separate story) was the most important of a series of meetings through Sunday morning and the convention ended with lunch aboard a Thames cruising boat.

Among the U.S. retail and wholesale companies represented at the convention were Handleman, Lieberman, Peaches, the Record Bar, Transcontinent Record Sales, Tower Records, the Wharehouse, Alta Distribution, Disc Records & Tapes, Odyssey Records, Bromo Distributors, United Record & Tape, Shulman Record Co., Sam Goody Inc., Licorice Pizza and Western Merchandisers. out groceries from 181 items in the past year. There's a fight, whatever

"Right now I'm 49% for the record industry and 51% for Woolworth, which pays my salary. If things were unviable, we'd cut records out of the stores. If prices are cut further, then it would well become unviable."

Laurie Krieger, boss of the Harlequin retail chain of 45 stores, all in London or within a radius of 50 miles, and chairman of the Gramophone Record Retailers' Committee, pointed out that he was at the "other end of the spectrum" to Egerton.

"We carry a wide range of material, with a staff really into music.
But I don't feel that the independents generally think the multiples are out to put us out of business.
What raises the problem is home

"This grows at an alarming rate. It means the extra amount of turnover we need is precluded. So we regard price-cutting as the bogey. Compare the prices. You can put two albums on a tape at a cost of say \$1.50,

Krieger also said American counterparts in the record retail trade would find it very hard to believe the huge rentals asked in Britain for comparatively small shops.

maybe a little more.

In question time, Egerton said it was impossible to put a date on when price-cutting could be changed. Woolworth currently had 43 albums at cut-price, and there was clear evidence the majors were doing less of it.

"In Britain, it started with Government legislation. W.H. Smith was told to cut profitability. They had to cut on records, because there were no other areas, such as newspapers or magazines. We'd much rather deescalate the price war, but where do you start? We'd rather see eightweek promotions on individual artists, with prices decided by agreement."

Cohen stressed that the U.S. was also involved in the price-cut "insanity." He added: "We're the only industry in the world which sells its best-selling items at reduced rates. But now it is a matter of survival.

The question of "gimmicks" came up via picture disks and color vinyl. Krieger said: "They are slow movers. I'm careful about putting money into them. I might go for, say, the Bee Gees, but basically there are gimmicks which could die on you at any time, and might be dying at this very moment.

Sale of accessories to help the record/tape retail bottom line was talked over. Egerton said the business could be run profitably, but needed care. He revealed that Woolworth now put a security sticker on records, inside and out of sight. If the customer brought it back after, maybe, 48 hours, then "we don't want to know." This was a move against the home tapers.

But Cohen said that accessories were a vital part of the record retail trade now in the U.S. He said customers had to be taught how to change the stylus regularly and how best to look after records. "There's a tremendous profit in needles," he said. Today T-shirts, jackets, posters were all part of the business.

Cohen expressed belief that the videodisk future looked a surefire success and that the record retailer would be the basic seller of video disks. "Technically it's complete. But there will have to be new ideas and creative people to meet demands in what is essentially a new art form."

Summer Signals RCA Expansion In Latin Marts

· Continued from page 66

The group, signed to IRT in Chile and to RCA Germany for the rest of the world, is called Super. The female trio was formerly known as Frequencia Mod.

"We've gone so far as to invest dollars into the six figures into these young ladies," notes RCA Germany director Hans Baum. "That's the kind of confidence we have in them." Baum discovered the trio at least year's RCA meeting in Rio de Janeiro. RCA Germany is now producing and distributing the group itself.

Pino had estimated the overall retail turnover in Latin America to be around \$750 million, as previously reported, but others at the convention think that is a conservative estimate.

"I would say it's closer to \$900 million right now," one Latin American source claimed, "and if you include Spain and Portugal the figure is closer to \$1-billion."

There was much speculation on which direction the popular Swedish group Abba would take in the Latin market this year. Among the tunes to be released by the group are several Spanish-language numbers.

Polar Music, which controls Abba, also bowed John Williams' theme from the film "The Deer Hunter" and an LP that offers a contemporary rendering of Beethoven. Kangaroo, the Italian label, was big on contemporary pop and rock acts.

Other presentations included product from Cordica, a label owned by Grupo Ricken in Venezuela; APSA of Uruguay and FTA of Peru.

RCA's regional office in Miami was responsible for a product presentation of its own, featuring talent developed in Puerto Rico, New York and Miami.

Label chief Summer took a humorous poke at the 16-inch torrential downpour that dampened the
festive spirit of the gathering during
its first three days by mentioning
that the convention "started on
the high water mark." He suggested
the occasion symbolized the label's
aspirations in the Latin American
market.

Talent 'Drain'

 Continued from page 67 cess of Western acts into national success."

The on-going battle with Canadian talent has left a bad taste in the mouths of a&r directors at major labels with offices in Canada. Compounding the radio problem is the fact that until this year, head offices in New York and Los Angeles have, generally, ignored the stream of material sent them from Canada. To a degree this leaves Canadian a&r offices impotent, creating an element of distrust between the labels and the acts.

The exodus of recognized stars from the country has hardly created a feeling of moral support for those trying to build up a career as well, and the option to sign with small independents has yet to prove itself in Canada juding from their lackluster performance at the annual June Awards or on the national chart.

Notes Ritchie Yorke: "I think that now the doors are open and we are seeing some Canadian faces on the U.S. charts again, the trend will spiral, but, by God, some are going to be pretty bitter about their treatment in Canada, I certainly would be."

HSCFS.

Billboard Hits Of The World

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BRITAIN

(Courtesy of Music Week) As Of 4/28/79 SINGLES

This Last BRIGHT EYES, Art Garfunkel, CBS SOME GIRLS, Racey, RAK POP MUZIK, M. MCA HOORAY HOORAY IT'S A HOLI

HOLIDAY, Boney M. Atlantic/ Hansa GOODNIGHT TONIGHT, Wings. Partophone SHAKE YOUR BODY (Down To The

Ground), Jacksons, Epic HALLELUJAH, Milk & Honey, Polydor COOL FOR CATS, Squeeze, A&M THE LOGICAL SONG, Supertramp,

MAA KNOCK ON WOOD, Amii Stewart, 20 Ariola

I DON'T WANNA LOSE YOU. Kandidate, RAK THE RUNNER, Three Degrees, Ariola LOVE YOU INSIDE OUT, See Gees.

HE'S THE GREATEST DANCER. Sister Sledge, Atlantic HAVEN'T STOPPED DANCING YET. Gonzales, Capitol SILLY THING/WHO KILLED BAMBI, Sex Pistols, Virgin

WOW, Kate Bush, EMI FOREVER IN BLUE JEANS, Neil Diamond, CBS DOES YOUR MOTHER KNOW, ABBA (Epic)

ONE WAY TICKET, Eruption, Atlantic/Hansa REUNITED, Peaches & Herb, Polydor BANANA SPLITS, Dickies, A&M REMEMBER THEN, Showaddywaddy,

Arista THE STAIRCASE, Siouxsie & The Banshees, Polydor PARISIENNE WALKWAYS, Gary Moore, MCA

VALLEY OF THE DOLLS, Generation 23 X. Chrysalis ROXANNE, The Police, A&M JIMMY JIMMY, Undertones, Sire

33 LOVE BALLAD, George Benson, Warner Bros. GUILTY, Mike Oldfield, Virgin BOYS KEEP SWINGIN', David Bowie. RCA

32 NEW NICE LEGS SHAME ABOUT HER FACE, MONKS, Carrere ONLY YOU, Child, Ariola Hansa DANCE AWAY, Roxy Music, Polydor 35 35 I'M AN UPSTART, Angelic Upstarts.

Warner Bros. SULTANS OF SWING, Dire Straits. Vertigo

37 26 SOMETHING ELSE FRIGGIN' IN THE RIGGIN', Sex Pistols, Virgin QUESTIONS AND ANSWERS, Sham 69, Polydor

39 38 FEEL THE NEED, Leif Garrett, Atlantic

40 NEW THE NUMBER ONE SONG IN HEAVEN, Sparks, Virgin

LPS

1 THE VERY BEST OF LEO SAYER. Chrysalis, Leo Sayer, Chrysalis COUNTRY LIFE, Various, EMI BARBRA STREISAND'S GREATEST HITS, Barbra Streisand, CBS BREAKFAST IN AMERICA.

Supertramp, A&M 5 NEW BLACK ROSE-A ROSE LEGEND, Thin Lizzy, Vertigo LAST THE WHOLE NIGHT LONG.

James Last, Polydor DIRE STRAITS, Dire Straits, Vertigo SPIRITS HAVING FLOWN, Bee Gers. 5 PARALLEL LINES, Blondie, Chrysalis

COLLECTION OF THEIR 20 GREATEST, Three Degrees, Epic C'EST CHIC, Chic, Atlantic 11 MANILOW MAGIC, Barry Manilow, Arista

12 FATE FOR BREAKFAST, Art Garfunkel, CBS LION HEART, Kate Bush, EMI DISCO INFERNO, Various, K-Tel

ARMED FORCES, Elvis Costello. Radar 23 OUT OF THE BLUE, ELO, Jet BAT OUT OF HELL, Meat Loaf,

Epic/Cleveland International THE GREAT ROCK AND ROLL SWINDLE Sex Pistols Virgin FEEL NO FRET, Average White Band THE KICK INSIDE, Kate Bush, EMI COUNTRY PORTRAITS, Various,

Warwick WAR OF THE WORLDS, Jeff Wayne's Music Version, CBS MANIFESTO, Roxy Music, Polydor WINGS GREATEST, Wings,

Parlophone MARK II PURPLE SINGLES, Deep

Purple, Purple MARTY ROBBINS COLLECTION, Marty Robbins, Letus

Meil Diamond, CB5

OVERKILL, Motorhead, Bronze

YOU DON'T BRING ME FLOWERS.

18 NEW FOREVER IN BLUE JEANS, Neil Diamond, CBS GOODNITE TONIGHT, Wings, CBS I WANT YOUR LOVE, Chic, Atlantic

OUTLANDOS D'AMOUR, Police. AAM LPs. JAZZ, Queen, EMI GO WEST, Village People, 52nd STREET, Billy Joel, CBS Casablanca BLONDES HAVE MORE FUN, Rod BREAKFAST IN AMERICA. Stewart, Riva

30 NEW MISSION ACCOMPLISHED BUT THE

Industry Assn.)

As Of 5/2/79

SINGLES

KNOCK ON WOOD, Amii Stewart,

IN THE NAVY, Village People,

I WILL SURVIVE Gioria Gaynor.

DO YA THINK I'M SEXY, Rod

RASPUTIN, Boney M., Atlantic

SHAKE YOUR GROOVE THING.

Peaches & Herb, Polydor

STUMBLIN' IN, Suzi Quatro & Chris

SULTANS OF SWING, Dire Straits.

BOOGIE WOOGIE DANCIN' SHOES,

MACHO MAN, Village People,

LE FREAK, Chic, Atlantic

Stewart, Warner Bros.

TRAGEDY, Bee Gees, RSO

YMCA, Village People, Casablanca

2 HEART OF GLASS, Blondie,

Chrysalis

Casablanca

Casablanca

Norman, R50

14 NEW INSTANT REPLAY, Dan Hartman,

15 FIRE Pointer Sitters, Planet

13 WHAT A FOOL BELIEVES, Doobie

Claudia Barry, London

Bros., Warner Bros.

Mercury

Ariola

Polydor

Dury, Stiff

32 NEW

35 NEW

This Last

Week Week

8

9

10

7

11

10

12

29

33

BEAT GOES ON, Rezillos, Sire

NEW BOOTS AND PANTIES, Ian

Supertramp, A&M LA. (LIGHT ALBUM), Beach Boys, SPIRITS HAVING FLOWN, Bee Gees, Caribou RSO LIFE IN A DAY, Simple Minds, Zoon DIRE STRAITS, Mercury

38 NEW PLASTIC LETTERS, Blondie, PARALLEL LINES, Blondie, Chrysalis CRUISIN', Village People, Chrysalis SCARED TO DANCE, Skids, Virgin Casablanca 31 LIVIN' INSIDE YOUR LOVE. George NIGHTFLIGHT TO VENUS, Boney M. Benson, Warner Brothers Atlantic

BLONDES HAVE MORE FUN. Rod Stewart, Warner Bros. MINUTE BY MINUTE. Doobie Bros., CANADA Warner Bros. (Courtesy of Canadian Recording 10 NEW VAN HALEN II, Van Halen, Warner

Bros. THE GAMBLER, Kenny Rogers, 11 NEW United Artists **12 NEW** AT BUDOKAN, Cheap Trick, Epic

THE CARS, Elektra HOT SHOT, Trooper, MCA TOTO, CBS 16 NEW NEW KIND OF FEELING. Anne

Murray, Capitol 17 MACHO MAN, Village People, Casabianca THREE HEARTS, Bob Welch, Capitol 52nd STREET, Billy Joel, CBS 19

HOLLAND (Courtesy of Billboard-Benelux)

This Last Week Week

IN THE NAVY, Village People, Phillips

As Of 5/5/79

SINGLES

HOORAY HOORAY, Boney M, Hansa International STIR IT UP, Bob Marley and

BAT OUT OF HELL, Meat Loaf, Epic

Wailers, Island I WILL SURVIVE, Gloria Gaynor, Polydor

HALLELUJAH, Milk and Honey, Polydor BORN TO BE ALIVE, Patrick

Hernandez, Aquarius

ONE WAY TICKET, Eruption, Hansa International I WANT YOU TO WANT ME. Cheap Trick, Epic

SOME GIRLS, Racey, RAK 10 NEW CAN YOU FEEL THE FORCE, Real Thing, Pye

LPs BREAKFAST IN AMERICA. Supertramp, A&M BABYLON BY BUS, Bob Marley and

Wailers, Island

EQUINOXE, Jean Michel Jarre, Polydor REGGAE, Various Artists, K-tel DE WONDERLIJKE AVONTUREN, 5 NEW

Herman Van Veen, Harlekijn GO WEST, Village People, Philips DISCO FLYER, Various Artists, WEA. PHANTOM OF THE NIGHT, Kayak. Vertigo

AT BUDOKAN, Cheap Trick, Epic 9 NEW McQUINN, CLARK AND HILLMAN, McQuinn, Clark and Hillman, Capitol

AUSTRALIA

(Courtesy of Kent Music Report) As Of 4/30/79 SINGLES

This Last Week Week 1 HEART OF GLASS, Blondie. Chrysalis BABY IT'S YOU, Promises, EMI LAY YOUR LOVE ON ME, Racey, HIT ME WITH YOUR RHYTHM STICK, Ian Dury, Stiff 10 I WILL SURVIVE Gloria Gaynor, 5 Polydor I'M COMING HOME, Beeb Birtles

and Graham Goble, EMI IN THE NAVY, Village People, RCA EVERY TIME I THINK OF YOU. Babys, Chrysalis KNOCK ON WOOD, Amii Stewart,

RCA NEW FIRE, Pointer Sisters, Planet

LPs BREAKFAST IN AMERICA. Supertramp, A&M 3 PARALLEL LINES, Blondie, Chrysalis SPIRITS HAVING FLOWN, Bee Gees, BREAKFAST AT SWEETHEARTS. Cold Chisel, Bektra

TOTO, Toto, CBS **NEW PROMISES, Promises, EMI** BLONDES HAVE MORE FUN. Rod Stewart, Warner Bros.

NEW GO WEST, Village People, RCA NEW THE BOB SEGER COLLECTION, Bob Seger, Capitol

AGAINST THE GRAIN, Phoebe Snow, CBS

SPAIN (Courtesy of "El Gran Musical")

As Of 4/21/79 This Last

Week Week 3 SOLO PIENSO EN TI, Victor Manuel, TOO MUCH HEAVEN, Bee Gees, 2 Polydor

DO YA THINK I'M SEXY, Rod Stewart, Hispavox CHIQUITITA, Abba, Columbia I WAS MADE FOR DANCIN', Leif 5

Garrett, Hispavox Y.M.C.A., Village People, RCA ACORDES, Pecos, Epic/CBS BLAME IT TO THE BOOGIE, The Jacksons, Epic/CBS STAY, Jackson Browne, Hispavox 10 NEW SU CANCION, Betty Missiego,

Columbia

1 SPIRITS HAVING FLOWN, Bee Gees, BLONDES HAVE MORE FUN, Rod Stewart, Hispavox 3 SOY UN CORAZON TENDIDO AL SOL Victor Manuel, CBS CONCIERTO PARA ADOLESCENTES Pecos, Epic/CB5 SOMBRA Y LUZ, Triana, Movieplay

SUPERMAN, Banda Sonora Original, Hispayox CRUISIN', Village People, RCA FEEL THE NEED, Leif Garrett, B

Hispavox ALBERT LOUIS HAMMOND, Albert Hammond, Epic/CBS 10

DISCO BOOM, Varios Interpretes, K. tel

From The Music Capitals Of The World

Continued from page 67

Roster of classical acts booked in by Gosconcert Agency includes the New Irish Chamber Orchestra, the Chamber Ensemble of Venice (Italy) on a debut tour, the Consortium Anticum Chamber Ensemble (Belgium), the National Opera of Belgrade, and pianists Paul Ruthan (U.S. Christian Blackshaw (U.K.) and Gilbert Schucter (Austria): **VADIM YURCHENKOV**

BRUSSELS

All previous singles sales figures in Belgium broken by Village People and "YMCA," now over the 300,000 unit mark. The group was in for Flemish TV with Henk van Montfoort. Sellout at the Queen Elisabeth Hall in Antwerp for Lou Rawis.

Visitors here for concerts include Tina Turner, Robert Johnson and George Moustaki. RCA working hard here on its new "Salsoul" label. Strong reaction here for new Flemish symphonic rock group Isopoda.

Leading girl singer Ann Christy signed exclusively with International Bestseller Company in Brussels. Sales in excess of 100,000 for Rod Stewart's "Do Ya Think I'm Sexy" (WEA) in Belgium. The BRT Big Band, directed by alto saxophonist Etienne Verschueren played a Casino of Beringen concert with singer Chris de

Avant-garde performances in jazz field here: Fred Van Hove's "Musica Libera Antverpiae. with Paul Rutherford, Ruda Malfatti and Marc Charig, on tour, Anthony Braxton in the Brussels' Hallen; and the Art Ensemble of Chicago in the Passage 44, here.... Other jazz successes. locally for the Horace Silver Quintet, Ray Drummond, the George Coleman Quartet and Billy JUUL ANTHONISSEN Higgins.

VIENNA

EMI Columbia here into television advertising for the first time with the Beatles' "20 Golden Hits" album and looks to sales in excess of 60,000 disk and tape units. ... In for concerts Marek and Vacek (Polydor). Manitas de Plata (CBS), Bino (Carrere) and Frank Zappa (CBS)

Amadeo now distributing in Austria the mid price label Impact, featuring artists such as Mort Shuman, Jacques Brel, Edith Pial, Michel Sardou and Nana Mouskouri. Sell-out concert in the 2,000 seater Konzerhaus for German punk singer Nina Hagen and her band

EMI Columbia released the first album by Austrian pop singer Wilfried, with Electrola handling it in Germany and EMI in Switzerland. A television show for the Austrian Broadcasting Company (ORF) with Bellaphon artist Wolfgang Ambros will be recorded on locations in Vienna, Germany and Greece.

New head of pop program "Oe 3" of ORF is Rudi Klausnitzer. ... Profits from an album of national pop artists, via Polydor, goes to Austrian amateur sports organizations. Udo Juergens (Ariola) awarded the Golden Camera by "Hoer Zu." biggest Austrian radio-ty maga-MANFRED SCHREIBER zine

BUCHAREST

The National Philharmonic Chamber Orches tra from Warsaw, led by Karol Teutsch, gave concerts in the "Polish Cultural Days" series here.

Pan's piper Gheorghe Zamfir has completed the music for the movie two parter "The Damnation Of Earth" and "The Damnation Of Love," based on Liviu Rebreanu's novel "Ion.

Local folk feams fouring abroad currently the Doinu student ensemble, in various African territories, Bistrita, with soloist Sofia Vicoveanca, in Libya; and Mugurelul in Sweden. An exchange deal covering the rest of 1979 and 1980 signed between ARIA, Romanian manage ment agency, and Pagart in Poland.

The Queen's Symphonic Orchestra from New York in for concerts conducted by Romanian Harion lonescu-Galati. Celebration for the 25th anniversary of Radio Broadcasting in Cluj-Napoca, first regional station here. New prod uct from Electrecord includes an EP of four of Marcel Dragomir's latest hits, a Gyory Klara Hungarian language EP; Ion Vasilescu's third LP

in a series dedicated to Romanian light-classical music, No. 14 in the "Jazz Series," The Panpiper I Jazz" featuring piper Catalin Tircolea; and an album by Rising Sound, vocal group from West Germany. OCTAVIAN URSULESCU

OPORTO

Local record company Arnaldo Trindade is new licensee here for Pye U.K., and the company has also signed new deals with Cream Records U.S. and Victor Musical Industries, Japan.

Orfeu acts Arte and Oficio, Jose Afonso, Sergio Godinho, Fausto and Vitorino are completing work on new albums for eventual handling by Trindade ... London band the Giants scored a gold disk for sales of the album "Rock in' Roll" (Orfeu).

Current top selling albums in shops here include "Os Ferrinhos, O Adule E Guitarra," by Paco Bandeira (Decca), "Holocausto," by Tantra (EMI); and "Prefextos Para Dizer," by Mario FERNANDO TENENTE Viegras (Orteu)

ATHENS

EMI Greece reaping very strong sales from singers Pericles Perakis, Manolis Mitsias and And the comedy performer Harry Klynn. company's public relations man Vasilis Apostolidis currently involved into research about the "self awareness" of Greeks:

CBS has signed husky voiced singer Maria Dimitriadi, who usually performs local politically-prientated songs Linked with International Children's Year, CBS released children's records by singer Marisa Koch and stage actress Zenia Kalogeropoulou. Brazilian artist Roberto Carlos due here for shows in June.

Big sales for "Lemon Popsicle" soundtrack album in Greece ... Singer Manolis Angelopoulos renewed contract with Music Box Records. Near platinum sales for Boney M's "Night Flight To Venus" and a new Plastic Bertrand album out soon here.

Lyra Records doing well in sales terms with composer Manos Hadjidakis and singers Vicky Moscholiou and Dionysios Savvopoulos. Mu-

"Oschingis Khan" via new singer Martha JOHN CARR Irakleous.

sic Box here to release this year's Eurovision

Song Contest entries by West Germany, Italy

and Sweden in Greek language, the German

LISBON

Big breakfast party, California-style, arranged by Paulo Gil, marketing manager for A&M licensee here Valentin de Carvalho, on behalf of Supertramp's album "Breakfast In America." At \$20 retail price, the triple album of the Warner soundtrack "The Last Waltz" fast becoming a significant item here

Argentinian singer Daniel Magal (Epic) won a gold disk for sales in excess of 60,000 for the single "Cara de Gitana." a chart topper all over Portugal Sales boost via television special for the album "Love Me Again" by Rita Coolidge (A&M), and other recent ty shows have featured Teresa Silva Carvalho, Paulo de Carvalho, and U.K. group the Tom Robinson Band.

Spanish singer Antonio Portanet has his first album "Muertes" out here via de Carvalho on the Decca label Big sales from Polygram reported by promotion chief Joan Afonso for the Bee Gees' "Spirits Having Flown" and Rory Gallagher's "Photo Finish" FERNANDO TENENTE

OSLO

Norwegian visitors doing well in concerts here recently include Frank Zappa, at Ekeberghallen, the U.K. Tom Robinson Band; Manfred Mann's Earth Band; and John Miles. ... Big rock group competition with Norwegian bands arranged at the Chateau Neut at the same time as George Thorogood was in concert at Club 7, but both events scored

Elvin Jones on top form for a performance with his trio at Club 7. Bonnie Tyler, from the U.K., in for an Oslo concert late this month.... Talent Productions here has taken over German company Antagons Records from HS Musikk, the deal including the whole available Fats Domino RANDI HULTIN catalog.

www.americanradiohistory.com

its fourth quarter ended April 28.

General News Wichita Jazz Festival Hailed As **Brightest In Its 8-Year History**

By PAUL HOHL

WICHITA-The Wichita Jazz Festival closed its annual three-day weekend April 22 with more than 12 hours of jazz featuring the brightest lineup of talent in its eight-year his-

The final concert, with Count Basic, Sarah Vaughan, the Dexter Gordon Quartet and the Jerry Hahn group, was held in the acoustically superior convention hall of Wichita's saucer-shaped Century II auditorium complex. The facility also houses a concert hall and exhibition facility.

The final concert was attended by more than 4,200 persons, nearly twice that of any preceding year, and grossed an estimated \$35,000 for its promoters. Wichita Jazz Festival Inc. Ticket prices were \$8 and \$10 advance with a \$9 and \$11 top the day of the show.

The festival has become the most celebrated collection of jazz concerts, clinics, and workshops held in this region.

The festival began April 20 with college big band and college combo competition among colleges and universities hailing from around 10

The real festivities, however, began Saturday evening as the festival moved to the ballroom of the aging Broadview Hotel in downtown Wichita for the traditional pre-concert party and jam session.

Included on the 312-hour program, attended by a capacity crowd of more than 800 persons who paid an additional \$12 per person, were

NEW YORK-Despite an esti-

mated 20% to 25% drop in sales for

and an unstated impact on earnings,

the Handleman Co. expects total fis-

sets by Steve Miller and the Dallas Jazz Orchestra, the Wichita Jazz Festival All Stars, comprised primarily of clinicians from the workshops, and Dianne Reeves, one of the most gifted young vocalists to emerge from a festival in some time.

The 22-year-old singer is attending Los Angeles City College where she is majoring in voice.

The concluding day opened in Century II's Convention Hall with less than inspiring performances by the Wichita High School North Jazz Ensemble, under the direction of Richard Gardner, and Gav Brewer and Trio. Wichita entertainers.

It wasn't until Jeff Gerson's Big Band Deluxe returned for their performance that the 3,500 persons attending the show had a reason to get on their feet.

Performing a set comprised of both traditional and original charts penned by Gerson, a student at Indiana Univ., the crowd rose to its feet early for a lively, spirited rendering of an original work. "Love In A Cold Creme Jar," which featured solos by Bill Sears on tenor saxophone and pianist Steve Ash.

Gerson followed with another uptempo work, a light, competent arrangement of Joe Farrell's "Penny Arcade" which found the audience still on its feet as Gerson's brief 20minute performance ended.

Steve Miller and the Dallas Jazz Orchestra, a group of local favorites who had performed brilliantly the preceding evening's kick-off jam, returned with a well received though

Unfortunately, by the time the group's featured artist. Bobby Shew. emerged, there remained time for only two brief charts. Shew breezed through a delightful working of Stevie Wonder's "All In Love Is Fair" which segued into "Living In The City" before time forced Shew to cut short his performance.

Sound problems marred the opening number of the Jerry Hahn group when an electronic pickup attached to the string bass of Miles Hahn, the 17-year-old son of the quartet leader, jarred loose and sent cascades of popping, snapping sounds into the hall.

Assisted by veteran Jimmy Willis on drums and Chris Taylor on piano, the quartet opened with a flourishing improvisational chart which had been named "Off The Wall Blues" only moments before going

The chart served to illustrate the hasics of the Hahn style, characterized by short explosive runs on acoustic guitar, which are then, in turn, answered by the band.

Looking rested and healthy, Count Basic walked nonchalantly across the stage just moments after his 6 p.m. scheduled starting time to open more than two hours of longawaited music.

After Sarah Vaughan had done her customarily excellent set, backed by her new quartet. Dexter Gordon provided a litting climax to the evening with improvisational renderings of songs ranging from "Fried Bananas" to the moody "The Pan-

GOOD TIMES-Jerry Masucci, Fania's president, left, holds a poster heralding the recent all star concert his label put on in San Juan while Tito Puente, one of the concert's attractions, holds his gold record for his Grammy winning LP, "Homenaje A Beny More."

RCA SelectaVision Exec on Prowl

LOS ANGELES-Office facilities and job candidates are the main targets of Herb Schlosser, RCA executive vice president for the SelectaVision videodisk project.

Expected to introduce the new system by mid-1980 or later, the former NBC president has sought locations for a film-to-tape transfer

and video post-production operation area.

Offices to house the Selecta Vision program acquisition staff also is on the agenda for Schlosser, who has visited numerous major record la-

A&M, CBS, Capitol, Casablanca and RCA.

Billboard SPECIAL SURVEY For Week Ending 5/12/79

Eternos, Vaya 168

TITO PUENTE

R. TORREZ

R. ROENA

HECTOR LAVOE

Columbia 35655

13

17

22

23

La Comedia, Fania 522

ORQUESTA IRAKEREC

ADALBERTO SANTIAGO

Sabor Sentimiento y Pueblo, Fania 530

Ppeye el Marino, Famia 536.

ISMAEL MIRANDA

Albino Divino, Famia 533

CONJUNTO UNIVERSAL

ORQUESTA BROADWAY

New York City Salsa, Coco 140

Lucumi Macumba Voodoo, Epic 35523

De Frente y Lochando, Velvet 8011

Para Bailar y Gozar, Velvet 8019

Only They Could Have Made This Album.

WILFRIDO VARGAS

Poder Musical, Karen 40

JOSE MANGUAL JR.

C. CRUZ Y W. COLON

La Primerisima, Inca 1091

EDDY PALMIERI

SALSA MAYOR

Vaya 66

Karen 40

T. OLIVENCIA

HIJOS DE L REY

CHARANGA 76

GRAN COMBO

En Las Vegas, GC 015

MONGO STA, MARIA

LARRY BARLOW

Red Hot, Columbia

Jaguar 5038

Homenaje a Benny, Tico 1425

La Selecta, Boringuen 1365

Tremenda Dimension, Velvet 8012

El Duro del Huahuanco, Salsool 4118

El Progress, International 934

DIMENSION LATINA

bels in the past year. Those record companies include

Special Survey Hot Latin LPs

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VICENTE FERNANDEZ W. COLON/R. BLADES A Pesar de Todo, Caytronics 1526 Siembre, Fania 537 JULIO IGLESIAS B. VALENTIN Emociones, Alhambra 3122 La Boda de Ella, Bronco 107

MERCEDES CASTRO Muzart 10744

Sentimientos, Pronto 1047

PEDRITO FERNANDEZ La De La Mochila Azul, Caliente 7299

RIGO TOVAR Y SU COSTA AZUL No. 8. Mericana Melody 564

JUAN GABRIEL Mis Ojos Tristes, Pronto 1041

CHELO Cuentas Claras, Muzart 1758 LOS TIGRES DEL NORTE

El Tahur, Fama 577 LOS BABYS Sabotaje: Peerles 2084

11 **ROCIO DURCAL** Canta A Juan Gabriel, Vol. 2, Pronto 1045.

CEPILLIN Fiebre, Orleon 025 13 ESTRELLAS DE ORO

> America 1005 LOS HUMILDES En Mexico, Fama 578.

GRUPO LA MIGRA Celos de Tr. Mar 108 VERONICA CASTRO

Sensaciones, Peerles 2079 LOS MUECAS Lina Sola Carda, Caytronics 7280

ROBERTO CARLOS

Amign Caytronics 1505 **LUCIA MENDEZ**

Viviana, America 1003 SALVADOR Vol. 2. Arriba 6000

LOS POTROS Peerles 10039

BILLOS CARACAS BOYS 79, TH 2049 23 LOS BUKIS

Los Alhambrados, Mericana Melody 5611 JOSE JOSE

Lo Pasado Pasado, Pronte 1046

25 JOSELVIS

AFM-Public TV

cal 1979 sales will top \$224 million, a 12% jump from the record \$200.2 million last year. David Handleman, chairman and president of the Clawson, Mich.based music and book rackjobber

and retailer, anticipates February-April sales would drop \$9.5 to \$12 million below the record fourth quarter last year, when sales were up 31.5% to \$48.153 million, and net earnings of \$1.844 million were double the prior year's total. He points out that sales in Febru-

ary-April 1978 were extremely strong, due, in part, to positive effects of such top-selling albums as "Saturday Night Fever" and "Grease." In contrast, this year the recorded music industry lacked comparable top selling product, reflecting in a decreased level of net sales from the company to its retail chain store customers.

Handleman notes that the company is well positioned for the future, since its customer base of more than 7,000 outlets is the largest and strongest in its history.

Kramer To Speak

NEW YORK-Producer and engineer Eddie Kramer is the guest speaker for the American Guild of Authors and Composers' "Ask A Pro" session Thursday (10) at 12:30 p.m. at AGAC's 40 W 57 St. office

Kramer, who has worked with Jimi Hendrix, Led Zeppelin, Kiss and the Rolling Stones, will discuss his relationship to the music in the studio situation:

But the firm's ability to meet or surpass the very strong sales and earnings for the May-July 1978 quarter "will depend largely upon the capability of the recorded music industry to create and provide stim-

Quarter Down But Handleman Profit Seen

Sign 2-Year Pact

NEW YORK-Increases in wages. pension and health and welfare contributions highlight a new two-year agreement between the American Federation of Musicians and National Public Television.

Also, a bone of contention has been ironed out with regard to symphony orchestra players, who will now receive an additional fee equivalent to one hour rehearsal rate when technical crews are setting up during rehearsals.

The agreement, retroactive to March 1, 1979, provides for wage increases of 7% for each of the two years of the agreement, a 1% increase in pension contributions to 9%; and a rise in health and welfare contributions from \$2.50 to \$2.75 per day, with a maximum contribution of \$13.75 per week.

Payment for radio simulcasts is increased from \$20 to \$27 and theme music rates have been increased from \$125.65 to \$135 for a threehour session.

Additional benefits have been achieved when orchestras perform a broadcast as an "extra service," and a provision requires premium payment of 50% if musicians are required to remain after a concert for any purpose, such as a review of the videotape

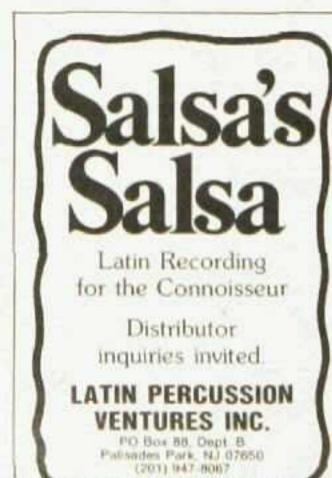
ulating new top-selling releases and upon general economic conditions," he says.

Last year's net income was a record \$8.43 million, a 154% jump over the prior year, with final fiscal 1979 figures not expected until late June. Though the third quarter ended Jan. 27, Handleman reports net earnings of \$9.816 million, more than 50% ahead of 1978, on a 23% sales rise to \$186.43 million (Billboard, March 24, 1979).

STEPHEN TRAIMAN

Almo Lifts Price

LOS ANGELES-Almo Publications is raising the price of newly published single sheet music from \$1.75 to \$1.95. According to Almo director Frank Unruh, the price was raised to remain competitive with other sheet music publishers.



New Companies

Radio Records launched by Ed McGlynn with Robert W. Walker, former DJ at WHYI-FM in Ft. Lauderdale, set to produce the label's first signing, Keith Herman. Hershel Pearl heads the management division. Address: 540 N. Andrews Ave., Ft. Lauderdale 33301.

Greene Pastures Music, a publishing partnership, formed by Lucinda Greene and Ann Stuckey at 1022 15th Ave. S., Nashville 37212, (615) 255-3500.

Double Dynamite Disk Jockeys, for mobile disk jockeys, formed by Philip Wexler at 11700 Barlow Street, Philadelphia 19116.

Mom & Pop Tex. Store

· Continued from page o

Janicek lauds Bill Darwin, an emplove of the local company which sold him the computer. Darwin literally converted the system to work for his business, Janicek points out.

"Originally the only system the company had that seemed adaptable to our operation was a warehousing program. I didn't need to know where the albums were located. We dispensed with that and refined it to a point where it worked for us."

Now when a distributor or branch salesperson enters the suburban Houston store, Janicek punches out the code for the vendor he represents. The terminal screen flashes page after page of inventory on labels which that company handles.

Janicek does not know how many different album titles he has in three different configurations entered in the computer bank in 16 months. He does estimate the store's inventory at 100,000 album units in LP, 8-track and cassette totally.

When a patron inquires about an artist's discography availability. Janicek has but to punch the act's coding and the albums carried immediately appear on the screen.

When shipments of album product are delivered, the new product arrivals are fed into the system. Conversely, when deleted albums and returns are shipped back to plants, these items are removed from the inventory bank.

Is the \$42,000 computer investment amortizing well? Janicek feels he is receiving a strong dividend from the investment. The system will be updated consistently with technology produced by Sweda, he points out

In speaking with Janicek about how he singlehandedly adapted the computer to a single store operation. he emphasizes this point: "It's enabled me to operate a full-line store with just Betty and myself. Before, I was worried about being out of stock. Now we've about beaten that problem."

Don's Records will next feed its accessories stock into the Sweda/ Litton system. And perhaps there will be time to load in all the \$1.19 singles. That's a dime off list. But albums remain at \$7.98 and up for first-line goods. He stocks no cut-

Janicek sees in 1980 his own system handling retail problems for perhaps other record/tape/accessories retail outlets or retailers in non-competitive lines where there is a problem in inventory control.



SPECIAL PAIR-Cathy Treni, a deaf New Jersey teacher, duets with Frankie Valli on "My Eyes Adored You" during the recent Easter Seals Telethon. Applauding her performance are co-hosts Jack Klugman and Don Kirshner.

ALBUM SERIES REVIEW

Prez To Mingus In Columbia's Reissues

LOS ANGELES-Persistent rumors through the long winter months that Columbia Records was preparing a six-megaton release of long-revered jazz performances became fact last week when the label issued a half-dozen albums in its Contemporary Masters Jazz Series.

The result is musically formidable.

Columbia president Bruce Lundvall and jazz a&r exec Jim Fishel collaborated in planning the attractive issue, toiling as executive producers and pulling out from the oversized Columbia morgue old but ever-valuable masters featuring Lester Young, Duke Ellington, Charles Mingus, Don Byas-Bud Powell, Thelonious Monk and Clifford Brown-Max Roach

They've done a superb job.

Not all the jazz is pure gold. Most of it, however, is of exceptional interest and worthy of reissue. Annotation is generally of high caliber, contributed by Terry Adams, Pete Hamill, Stanley Dance, Michael Brooks, Sy Johnson and Gary Gid-

Let's go one-on-one with each en-

 "The Lester Young Story—Vol. 4" comprises 25 tracks, including four versions of "Dickie's Dream" with Dickie Wells on trombone and the 1939 Count Basie band. The Prez and his tenor sax, unfailingly held horizontally, reaffirm his unbounded originality in phrasing and tone, and his unmatched sense of time, particularly with Basic's rhythm section backing his deft improvisations. Two "Lester Leaps In" and a couple of cuts backing Billie Holiday are also reminders of Young's gifts. It's the strongest of the six albums; one must acknowledge John Hammond's efforts in originally conceiving the Basie-Young records as a youthful a&r producer in the distant days preceding World War II.

. "Live At The Bee Hive" showcases Clifford Brown's trumpet and the drums of Max Roach in six the thy cuts spread over four LP

sides, including an "I'll Remember April" which runs precisely 31 minutes. The Bee Hive was a Chicago bistro; the music was taped in November 1955. Seven months later. Brown died in a motor car crash on the Pennsylvania Turnpike. A 1915minute "Cherokee" and a 12 28 "Hot House" also impress.

 "Unknown Session" comprises a dozen short tracks taped in July 1960 by pianist-composer Ellington and a sextet from his band including Hodges, Brown, Nance, Carney, Woodyard and Bell. The tunes are all titles which Duke had recorded for various labels previously, yet the small band treatment is refreshing and who can ever hear enough of Hodges' golden alto tapestries?

 "A Tribute To Cannonball" features the superior tenor saxophone of Don Byas, Bud Powell's piano, Kenny Clarke on drums, Idrees Sulieman, trumpet, and Pierre Michelot on acoustic bass. Julian Adderley supervised the eight tunes on a 1961 session in Paris for a single LP. The late Byas was no Prez Young as an innovator, but he ranked high as a stylist and remains well-remembered. Like the eccentric Powell, Byas died much too early. Powell's advanced, inimitable piano is beautifully presented here.

· "Always Know" is all Monk Thirteen tracks occupy his four LP sides, "Monk's Dream," "Light Blue," "Darn That Dream" and "Honeysuckle Rose" among them. All were made, on different locations, in the 1960s.

 "Nostalgia In Times Square" spots 14 Mingus performances over four LP sides, including his humorous-ending "Girl Of My Dreams," "Open Letter To Duke," "Jelly Roll," "Pedal Point Blues" and "Strollin'," among others Jimmy Knepper's trombone and John Handy's alto are among Mingus' backup. It is all good, solid Mingus jazz, but hardly in a class with the Prez. the Duke, Brownie and others offered in this welcome and attractively packaged series.

DAVE DEXTER JR.

CBS Branches Meet In Tahoe

LOS ANGELES-Managers and sales managers of CBS' 21 branches met in Lake Tahoe Wednesday (2) for a half-week of meetings chaired by Frank Mooney, vice president of marketing for branch distribution.

CBS core marketing and the label marketing staffs also assembled at the meetings, which are conducted three or four times a year to discuss upcoming product.

Also attending were Bruce Lundvall, president CBS Records Division; Paul Smith, senior vice president and general manager of marketing, CBS Records; Jack Craigo, senior vice president and general manager, Columbia, Don Dempsey, senior vice president and general manager, Epic, Portrait and Associated Labels, Joe Mansfield, vice president of marketing, Columbia, and Ron McCarrell, vice president of marketing, Epic, Portrait and Associated Labels.

RIAA Certified Records

Singles

Bee Gees' "Love You Inside Out" on RSO. Disk is its 11th gold single.

G.Q.'s "Disco Nights" on Arista. Disk is its first gold single.

Donna Summer's "Hot Stuff" on Casablanca. Disk is her fourth gold single.

Gold LPs

Frank Mills' "Music Box Dancer" on Polydor. Disk is his first gold LP. Instant Funk's "Instant Funk" on Salsoul. Disk is its first gold LP.

Capitol Tees Its **New Disco Dept.**

LOS ANGELES-Capitol officially launches its disco department this week.

"We are determined to become visible in disco and will give it a major emphasis," states Jemy Cheers, newly named to head the separate division.

Cheers will continue to maintain his duties as national black marketreport to Dennis White, vice president of marketing for Capitol.

He will continue to base at the label's Vine St. office.

"In the next few weeks," he adds @ "we will be appointing two disco one in New York. This way we will be dealing with the various disco tent, full-time basis."

Initial product from the disco wing is a 12-inch Freda Payne single called "I'll Do Anything For You" as well as "Make Love To Me," a 12inch disco single from Helen Reddy. Beyond that is a new Taste Of Honey 12-inch single.



Classical

ROBERT SHAW Atlanta Symphony Leader Does Toscanini Performance Digitally

By ALAN PENCHANSKY

ATLANTA-For Atlanta Symphony conductor Robert Shaw musical history is repeating itself.

Exactly 25 years ago Shaw directed the choruses for Arturo Toscanini's performances of Boito's "Mephistofele" Prologue and Verdi's "Te Deum."

The result was an RCA Victor "new orthophonic" high fidelity recording that set a mid-"50s standard for sonic realism.

Robert Shaw is involved again in a recording of the two big chorus and orchestra pieces, and again new

The new recording is the most ambitious digital project yet undertaken in the U.S., if not the most ambitious anywhere.

More than 400 performers were engaged for the sessions, including the symphony and chorus.

Metropolitan Opera basso John Cheek sang the role of Mephistofele in the Boito work, filling in for an ailing Jerome Hines.

The works were recorded in two three-hour sessions that carried the Soundstream crew into the early morning hours of April 30 with lis-

approach to session microphoning and mixing, and the idea that multiple microphoning can cause "phase distortions" which limit dynamic range-a credo with many audiophiles-gets an endorsement from engineer Jack Renner, Telarc president

BILLBOARD TOP 50

Billboard SPECIAL SURVEY For Week Fading 5/12/79

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any form or by any means, electronic, mechanical, photocopying, recording, or otherwise without the prior written permission of the

Nonetheless, the session proved a departure for Telarc as Renner deployed more than a dozen identical Schoeps microphones to cover the massive forces.

The huge scoring of the Verdi and Boito works, the latter particularly, makes them ideal as program material for testing sound reproduction systems.

Heard in the introduction to the Boito opera are solo bass voice-as Mephistofele-children's choir, offstage brass band, organ and thunder machines in addition to the big orchestra and large mixed chorus.

Shaw's supplemental band of trombones, trumpets and french horns-celestial heralders in the opera-was perched in the highest balcony of the symphony hall.

According to Renner, the additional microphones were needed because of the relatively small size of Atlanta's hall. Without the extra channels. Renner explains, the details of the score would be lost as the sound quickly rebounded around the 1,800-seat room.

Shaw, impressed with the results of Telarc's first Atlanta recording session, gives digital his fullest endorsement. The conductor was introduced to Tom Stockham, the digital pioneer, at last year's taping and this year Stockham was returning as a hero.

Atlanta has another major chorus and orchestra undertaking upcoming in the Berlioz "Requiem," a giant fresco that has brass bands resounding from all four corners of the auditorium.

If all goes well, it's expected that the Berlioz work also will be documented in digital sound.



CHRISTMAS CHOIR—Joseph Flummerfelt directs the Westminster Choir in Christmas carols for a Peters International audiophile recording using a traditional arrangement with brass, harp and organ. The group is involved in several upcoming Peters label recording projects.

standards for sound reproduction are expected to be established.

This time Shaw himself presided over the forces-the Atlanta Sym-- phony Orchestra and Chorus with of assisting artists. Shaw, who is renown for his conducting of the choa ral repertoire, is music director of ∑ this growing Southern orchestra.

This time almost a quarter century to the month after Toscanini-the production stands out because of the use of a digital recording system.

Dr. Thomas Stockham of Soundstream Inc. was on hand at the recording session operating his two extraordinary blue box machines. (Digital recording was commercially introduced in the U.S. by Stockham's company.)

Both works were taped here April 29 by Telarc Records following regular subscription performances.

Telarc's first recording of the Atlanta Symphony, also a digital recording, was made here less than a year ago.

tening to playback and dismantling gear.

Telare is the first U.S. company to produce digital recordings. The label set up its control gear, including a custom Neotak mixer, and Threshold amps and ADS speakers for monitoring in the basement of Atlanta's modern Memorial Arts Center Symphony Hall:

Telare has advocated a purist's

More Pop Acts Than Ever For Virginia's Wolf Trap

VIENNA. Va.-There will be something for everyone at the Wolf Trap Farm Park for the Performing Arts this summer.

While classical music dominates this year's offerings at the federally funded outdoor showcase, Wolf Trap also welcomes Gloria Gaynor, ers, to round out an eclectic 1979

More than 100 performances of 71 different attractions are scheduled for the new season which begins June I with a free all-day salute to the state of Virginia and Father's

Highlights of the new season include the Wolf Trap Opera Company productions of "Kiss Me Kate" and "The Taming Of The Shrew;" the world premiere of Wolf Trap's chamber ensemble under the artistic direction of Earl Wild; a four-day jazz festival; the exclusive East Coast appearance of the Royal Ballet on its 30th anniversary tour of the U.S.: 15 concerts by the National Symphony; six productions by the Metropolitan Opera, performances by the Joffrey Ballet and programs by the Philadelphia Orchestra.

The outdoor concerts at Wolf Trap's Filene Center have become one of the nicest things about summer in the nation's capital.

When Washington's high humidstarlight JEAN CALLAHAN

Keith Jarrett, Pete Fountain & Al Hirt and Dolly Parton, among othseason:

Day celebration.

ity forces most events inside to air conditioning, the natural coolness of the park surrounding Wolf Trap gives Washingtonians a chance to enjoy good music and pienicking by

Contemporary These are best selling middle-of-the-road singles compiled from radio station air play listed in rank order. Last Week TITLE, Artist, Label & Number (Dist. Label) (Publisher, Licensee) 9 LOVE IS THE ANSWER England Dan & John Ford Coley, Big Tree 16131 (Earmark/Fiction, BMI) 11 2 JUST WHEN I NEEDED YOU MOST Randy Vanwarmer, Bearsville 0334 (Fourth Floor, ASCAP) 3 SHE BELIEVES IN ME Kenny Rogers, United Artists 1273 (Angel Wing, ASCAP). 3 12 I NEVER SAID I LOVE YOU Orsa Lia, Infinity 50004 (Cass David/Chess, ASCAP) Peaches & Herb, Polydor/MVP 14547 (Perren-Vibes, ASCAP) 5 17 CRAZY LOVE Poco, MCA 12439 (Pirooting ASCAP) 9 George Harrison, Dark Horse 8763 (Ganga, BMI) 12 3 DEEPER THAN THE NIGHT Olivia Newton John, MCA 41009 (Brainfree/Snow, EMI) 9 12 STUMBLIN' IN Suzie Quatro Chris Norman RSD 917 (Chinnichap/Careers BMI) 10 11 (If Loving You Is Wrong) I DON'T WANT TO BE RIGHT Barbara Mandrell, MCA 17651 (East Memphis, Klondike, BMI) 11 13 CAN YOU READ MY MIND Maureen McGovern, Warner/Curb 8750 (Warner-Tameriane, BMI) 12 13 IN A LITTLE WHILE (I'll Be On My Way) Art Garlunkel (Dennis Earl/Music/Mother/Pearl, ASCAF), Columbia 3-10933 13 10 WHAT'S ON YOUR MIND John Denver, RCA 11535 (Cherry Lane, ASCAP) 14 24 3 Billy loef, Columbia 3-10959 (Impulsive/April, ASCAF) 15 15 8 THEME FROM ICE CASTLES (Through The Eyes Of Love) Melissa Manchester Arista 0405 (Golden Horupo, 8MI/Golden Torch, ASCAP) 16 29 3 LITTLE BIT OF SOAP Nigel Olsson, Bang 84800 (CBS) (Robert Lellin, BMI) 17 14 I NEED YOUR HELP BARRY MANILOW Ray Stevens, Warner Bros. 8785 (Ray Stevens, BMI) 18 17 10 WANT YOUR LOVE Chic, Atlantic 3557 (Chic/Cotillion, BMI) 19 19 12 TAKE ME HOME Cher, Casablanca 965 (Ricks, BMI) 20 22 15 MUSIC BOX DANCER Frank Mills, Polydor 14517 (Unichappel, BMI) 27 21 WHEN I DREAM Crystal Gayle, United Artists 1288 (Jando, ASCAP) 39 MORNING DANCE Spyro Gyra, Infinity 50 011 (MCA) (Harlem Music/Crosseved Bear, EMI) 23 8 16 HARD TIME FOR LOVERS Judy Collins, Elektra 46020 (Careers, BMI) 24 20 16 I JUST FALL IN LOVE AGAIN Anne Murray Capitol 4675 (Pesa Hobby Horse, ASCAP/Cotton Pickin' Songs, BMI) 25 18 11 I'LL COME RUNNING Livingston Taylor, Epic 850667 (Morgan Creek/Songs of Bandier / Koppelman, ASCAF) 26 23 9 LOVE BALLAD George Benson, Warner Bros. 8759 (Unichappel, BMI) 27 26 12 THE LAST TIME I FELT LIKE THIS Johnny Mathis & Jane Diliver, Columbia 3 (1992) (Leeds, ASCAP) 28 38 3 LOVE YOU INSIDE OUT Bee Gees, RSO 925 (Stigwood Unichappell, BMI) 29 32 5 DREAM LOVER Rick Nelson, Epic 850674 (The Hudson Bay Rightsong Screen Gerts EMI, EMI) 35 30 DON'T WRITE HER OFF McGoinn, Clark & Hillman (Little Beat/Red Shift, SMI), Capital 4893 31 37 3 LOVE TAKES TIME Orleans, Infinity 50006 (MCA) (Orleansongs, ASCAP) 32 21 17 Little River Band, Capitol 4667 (Screen Gems EM), BMI) 33 30 23 LOTTA LOVE Nicolette Larson, Warner Bros. 8864 (Silver Fiddle, BMT) 34 28 15 WHAT YOU WON'T DO FOR LOVE Bibby Caldwell, Cloud If (TA) (Sherlyn, Lindseyanne, SMI) 35 34 GOODNIGHT TONIGHT Wings, Columbia 310939 (MPL Communications, ASCAP) 36 36 16 I WILL SURVIVE Gloria Gaynor, Polydor 14508 (Perren Vibes, ASCAP) 37 MEN ENTRY GOOD TIMIN Beach Boys, Caribon #9029 (CBS) (Brother New Executive Johan, BMI) 38 42 3 WHEN YOU'RE IN LOVE WITH A BEAUTIFUL WOMAN Dr. Hook Capitol 4705, (Deb Dave, SMI) 39 25 16 FOREVER IN BLUE JEANS Neil Diamond, Columbia 3-10897 (Stonebridge, ASCAP) 40 31 13 WHAT A FOOL BELIEVES Dooble Bros. Warner Bros. 8725 (Soug) BMI/Milk Honey ASCAP) 41 43 RHUMBA GIRL Nicolette Larsen, Warner Bros. 8795 (Fourth Floor, ASCAP) 42 45 Linda Ronstadt, Asylum 46034 (Plangent Vision, ASCAP) 43 NEW CHIEF YOU TAKE MY BREATH AWAY Res Smith, Columbia 3-10908 (Laughing Willow, ASCAP) 44 41 ALL I EVER NEED IS YOU Kenny Rogers & Dotts West. United Artists 1276 (United Artists Racer ASCAP) 45 47 CAN'T HELP FALLING IN LOVE Engelbert Humperdinck, Epic 8 50692 (Intersong/Gladys, ASCAP). 46 48 GET USED TO IT Roger Voudouris, Warner Bros. 8762 (See This House, ASCAP Spikes, BMI) 46 THIS TIME I'LL BE SWEETER Angela Bofill, GRP/Arista 2500 (Pernumbra, BMI) 48 NEW ENTRY HEART OF GLASS Blondie, Chrysalis 2295, (Rare Blue/Monster Island, ASCAP). 49 44 PRECIOUS LOVE Bob Welch, Capitol 4685 (Glenwood/Cigar, ASCAP) REM ENTRY Maxine Nightingale, Windsong 11530 (RCA) (Almo, ASCAP) uninhted matter

Classical Notes

Conductor Maurice Abravanel will have to step down from his post with the Utah Symphony after 32 seasons. Doctors have ordered the 77 year old maestro to stop work immediately, and the search for a new music director has begun Abravanel, regarded as one of the world's finest musicians, suffered a severe heart attack four years ago that led to open-heart surgery. Doctors now say the strain of work is too much, and it's not known if Abravanel will ever lead the orchestra again. A new concert hall is scheduled to be dedicated in Salt Lake City next. Sept 14.

The conductor's illness forced cancellation of a series of recording sessions for Vanguard Records, which has regularly taped the orchestra. Deles Records, which plans a digital taping of Tcharkovsky's "Nutcracker" next month, has been forced to seek a substitute conductor. During Abravanel's tenure more than 100 albums were recorded in Salt Lake City.

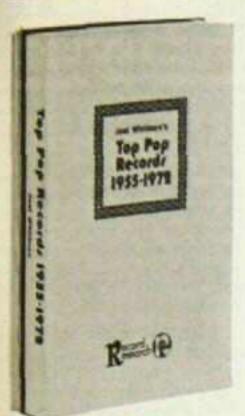
Philips Records will begin importing its "Liv-

ing Baroque" series to the U.S. in May. Perform ances by Vittorio Negri, Raymond Leppard, Helmut Walcha, Henryk Szeryng, Neville Marriner and Vittorio Negri are included in the initial release of six LPs. The Moss Music Group of Canada will introduce recent recordings by the Baroque Trio of Montreal, the Montreal Bach Choir, the Petit Vocal Ensemble and noted Canadian flutest Mario Duschenos as it debuts a new Turnahout Canadiana Series

With several heavy album releases forthcommg. June promises to be a month of banner classical sales. The special priority issues include RCA's first digital recording, with the Philadelphia Orchestra, and Philips recording of the Boston Symphony, documenting the orchestra's recent Chinese tour. Both albums were rushed into production in time for June release. In the premium edition audiophile field, Telair, Records' Pictures At An Exhibition - a Cleveland Orchestra digital recording-will spill out of the pipeline at about the same time.

ALAN PENCHANSKY





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COPYRIGHTS

\$12 Mil Royalties By Cable

By JEAN CALLAHAN

WASHINGTON-By this summer, approximately \$12 million in royalties will have been paid to the Copyright Office by cable television systems. This sizable sum is expected to increase to as much as \$30 million paid in cable copyright royalties by 1981

The money must be divided among broadcasters, filmmakers, sports producers, independent programmers and music copyright holders. As all these parties prepare to file for what they consider a fair share of the total, there is little agreement among them as to what is a fair share for each.

The National Assn. of Broadcasters recently announced its position that broadcast stations should receive all cable royalties and then distribute shares to copyright holdcrs.

Theoretically, music composers and publishers would negotiate agreements with the stations prior to broadcast including formulas for sharing royalties when programs are retransmitted over cable.

In fact, that prospect is unlikely. "Nobody but NAB would support that proposal," says ASCAP's Bernard Korman. "We would prefer to deal directly with the Copyright Tribunal," says BMI's Ed Chapin.

The various parties have just begun a series of negotiating meetings in an attempt to reach agreement on sharing cable copyright royalties before August when royalty distribution begins.

Black Dealers To **Meet RCA Execs**

WASHINGTON-More than 30 Baltimore-Washington area black retailers meet with key executives of RCA Records' black music marketing department Wednesday (9) at the Channel Inn here, in the first such dialog since the division was organized under Ray Harris last year.

An earlier session was held last summer in New Orleans, but this is the first in a projected series of formalized meetings in key markets across the country, with a timetable and format to be set based on the initial confab here, Harris says.

"There's no question that with our growth in the area of black music, we have to have more direct dialog with those mama and papa accounts that have made us happen," he emphasizes.

Basil Marshall, the label's national black music merchandising manager, organized the meeting and is chairing the session. Included is an address by Harris, followed by a q&a session in which he'll be joined by Bill Reilly, regional sales director and Bob Heatherly, local branch manager.

Also featured is an hour-long a/v presentation with performances by Evelyn "Champagne" King, Carrie Lucas, the Whispers, Enchantment, Al Wilson, First Choice, Skyy, Lakeside, Grey & Hanks and Chocolate Milk, who will join the group for dinner to thank local retailers for helping make their current album "Milky Way" a best seller in the

arca

Closeup

NEW ENGLAND, Infinity INF9007. Produced by Mike Stone, Paul Stanely.

Every now and then a new group emerges from nowhere with an album so invigorating and distinct that each cut beckons to be played over and over again.

impact. "You've got chains for brains/ When you eat 214s for supper/Hey kid, you're only 16/And you've got too many lovers! Don't put salt in your wounds/If you're trying to make things better." sings Fannon in a choppy but melodic fashion.

The tempo changes on "Shall I



New England

Such is the case with New England's Infinity debut, a first album which combines the professionalism of a seasoned band with the freshness and originality of a young band.

While there are groups which derive its monikers from cities or geographical regions, the name New England comes from each of the four members' main influences-British pop bands. The group is striving to forge an English sound from its American base.

Throughout the album, New England imitates, though doesn't copy various English rock bands with Electric Light Orchestra, the Beatles and the Kinks' Ray Davies coming to mind. Yet the sound is clever enough that it always leaves one puzzled as to whom it comes closest to resembling.

The guiding light behind New England is guitarist John Fannon, who handles lead vocals and penned all 10 tracks. Complementing him is keyboardist Jim Waldo who also relies heavily on the synthesizer and mellotron plus bassist Gary Shea and drummer Hirsh Gardner.

Each cut is characterized by a keen sense of melody, not just power chording that comprises much of contemporary hard driving rock 'n'roll. The interplay of the synthesizer and mellotron as a melody producing instrument is evident as is the textured interaction of guitar and synthesizer lines.

New England's greatest asset is its ability to combine a multi-dimensional instrument sound with a searing vocal mix.

Another major asset that plays a prominent role in the finished product is the technology and ears of the two producers-Mike Stone of Queen fame and Paul Stanely of Kiss. Stone supposedly specialized in the album's total sound while Stanely concentrated on bringing out the performance in the group's vivid songs.

"Hello, Hello, Hello" is reminiscent of ELO with Fannon's vocal soaring over the predominent guitar and synthesizer lines "Don't Ever Wanna Lose Ya," the first single, has a strong instrumental and lyrical hook. The instrumental portion gradually builds into the chorus, where textured harmonies take over. Gardner's steady drum accents the guitar, bass and keyboard parts

"P.U.N.K.," standing for puny under-nourished kid, is New England's answer to the strung-out youth whose diet consists of drugs and sex. Fannon's vocal is delivered in a fast paced effective power pop vein with overdubs for greater impact.

Mellotron and guitar propel the track which also boasts strong lyrical Run Away," a ballad about the separation of two lovers. The track maintains a steady beat highlighted by clean guitar licks and keyboards.

"Alone Tonight" is a midtempo rocker with the hook contained in the chorus. Fannon's vocal resembles Ray Davies here.

"Nothing To Fear" begins slowly but mushrooms into a robust tempo. "Shoot" is a mainstream hard kicking rocker that showcases the band's ability to blast away in a melodic fashion.

The final two tracks, "The Last Show" and "Encore" have similar themes dealing with the life of a rock'n'roller and its effect on one's private life.

In "The Last Show," Fannon sings: "You're a millionaire/Livin' on Park Ave., You've got everything you want/ Your fans all love you . . . But honey, I miss the good times/ When it was just me and you." The song continues to build, climaxes and returns to a softer tempo. Guitar, bass synthesizer and drums blare out and then mellow.

"Encore" on the other hand, is preoccupied with the emotional high the star gets once under the lights. "And you dreamed about this every night/And now you're awake and it's so nice! The crowd's going out of control! They wanna hear you! One more time before you go."

ED HARRISON

Paradise Chain Adding Outlets

LOS ANGELES-The Paradise Records and Tape chain, operated by former Record Bar vice presidents Harry Clements and David DeFravio, is moving into high gear. DeFravio, temporarily operating out of Chapel Hill, N.C., confirms a third store with perhaps a fourth and fifth by the year's close.

The new store, the second in Chattanooga, will open in July in a 6,000 square foot free standing location. To be managed by Jerry Biga, now in training at the original store, Blue Goose Records and Tapes, Lynchburg. Va., the Brainerd Road store will feature: standard Paradise decor, oak interior, brass rails and fixtures, handmade stained glass doors. tile floors, tropical plants, Amazon parrots and saltwater aquariums.

The store will have an approximate \$300,000 inventory to start, DeFravio reports.

Charlotte Lassiter is opening an in-house advertising and promotions department in Chattanooga. DeFravio and Clements expect to establish a home base in the Carolinas this year.

Distributor Switch For AVI Records

LOS ANGELES-AVI Records has instituted its first distributor consolidation, reducing its number of distributors from 20 to 18 in an effort to increase efficiency, according to John Jossey, general manager.

It has parted ways with Sound Records and Tapes in Seattle and now has Pacific Records and Tapes 2 of Emeryville, Calif., additionally servicing the Northwest area of No Washington, Oregon and Alaska.

And it has split the territory formerly serviced by Bib Distributing Co. in Charlotte, with the Carolinas going to Pickwick International in Atlanta and Virginia falling under the jurisdiction of Zamoiski Co. in Balti-

New Distrib Firmed

NEW YORK-Pickwick is the exclusive distributor of London Records product in Texas and Oklahoma following a distribution agreement between the two companies.

NATIONAL SALES MANAGER

New York based international record company requires a Sales Manager with national experience including top-level dealings with all chains and big users; supervision of national sales force; marketing and merchandising strategies.

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Billboard SPECIAL SURVEY For Week Ending 5/12/79

Number of LPs reviewed this week 57 Lost week 44



PATTI SMITH GROUP-Wave, Arista AB4221. Produced by Todd Rundgren. Smith moves further into the rock mainstream with this Todd Rundgren produced album. While previous efforts bordered on the progressive and avant garde, "Wave" leans more towards conventional songs each packed with Smith's dynamic and fiery vocal delivery, intensely poetic lyrics, melody, and firebrand instrumentation. Smith's collaboration last year with Bruce Springsteen on "Because The Night" introduced her to the masses and she should make further inroads with this commercially viable effort. The only cover here is a stinging rendition of "So You Want To Be (A Rock N'Roll Star)" highlighted by blazing guitar work. The sheer power and magnitude of Smith's voice commands at tention. The title cut is spoken word backed with interesting sound effects to produce a haunting sound.

Best cuts: "Frederick," "So You Want To be (A Rock N'Roll Star), "Citizen Ship," Revenge, "Wave."

Dealers: Smith made a major commercial breakthrough last year and should followup strongly

LOU REED-The Bells, Arista AB4229. Produced by Lou Reed. The "godfather of punk" is never static. This is another provocative and arresting blend of music. Recorded in Germany the music employs a good deal of synthesizer, guitar and bass synthesizer, as well as keyboards, horns and percussion. One interesting track called "Disco Mystic" sounds as though it's being played at the wrong speed, so convincing is its dreamlike, synthesizer hypnotic quality. On other tunes Reed rocks with new wave bite and the lyrics are street wise. As usual. Reed's vocals are gutsy and evocative.

Best cuts: "Stupid Man," "I Want To Boogle With You," "Looking For Love," "City Lights," "The Bells."

Dealers: Reed has a huge following



DON WILLIAMS-Best Of Don Williams-Volume II, MCA MCA3096. Produced by Don Williams. Williams has assembled his best from previous LPs, including "You're My Best Friend," "Harmony," "Country Boy"-from which four cuts have been culled, "Visions" and "Expressions." Majority of material spotlighted is written by Bob McDill and Wayland Holyfield, and is delivered in the "Gentle Giant's" distinctive, laidback style.

Best cuts: All selections.

Dealers: A good collector's item attractively packaged for ≥ Williams' stronghold



CLAUDIA BARRY - Boogie Woogie Dancin' Shoes, Chrysalis CHR1232. Produced by Jurgen S. Korduletsch. Barry, originally from Jamaica, has a long theatrical, stage and backup. singer background and shines notably on this effort. Recorded in Europe, it's disco tinged in the Eurodisco style (atmospheric synthesizer) but her silky vocal style is given freedom on some r&b, soul and rockish cuts. The production is expansive with strings, horns, bass, guitars, drums and per-

Best cuts: "Boogie Woogie Dancin' Shoes," "Cold Fire." "Heavy Makes You Happy," "Nobody But You

Dealers: The single "Boogie Woogie Dancin" Shoes," is already a big disco hit



HEATWAVE-Hot Property, Epic FE35970. Produced by Phil Ramone. Ramone, who has produced such CBS pop stars as Paul Simon, Barbra Streisand and Billy Joel, here proves his skill at punchy disco-tinged r&b. This seven man group shines on both lunky uptempo rhythm numbers like "Eveballin" and lovely mellow ballads like "This Night We fell." All of the songs were written by former producer Rod Temperton except "Disco," a sizzling dance floor track written by lead vocalist/percussionist Johnnie Wilder Jr. Top notch rhythm and string arrangements lend alternately brassy and silky backdrops to the tones

Best cuts: "Razzle Dazzle," "Eyetiallin", "One Night Tan," "Disco."

Dealers: Group hit platinum first time out with "Boogie Nights:

DIANA ROSS, MARVIN GAYE, STEVIE WONDER, COMMO-DORES, SMOKEY ROBINSON, JERMAINE JACKSON, TATA VEGA-Pops We Love You ... The Album, Motown M7921R1. Produced by Pam Sawyer, Marilyn McLeod, Marvin Gaye, Leonard Caston, Iris Gordy, James Carmichael, Commodores, Winston Monseque, Nickolas Ashford, Valerie Simpson. The title track here was not the smash one would expect given its stellar lineup of top name Motown talent, but this collection of old and new recordings should find its market. Included are both the 3:30 pop ballad and 5:48 disco versions of "Pops" as well as such classic tracks as Ross "Reach Out And Touch Somebody's Hand from 1970 and Gaye's God Is Love" from 1971. The rhythm and string arrangements are seamless and the tempos vary effectively from a ballad like the Commodores" "This Is Your Life" to a rock n'rhythm track like Jackson & Vega's "You'll Never Rock Alone."

Best cuts: All

Dealers: Cover art shows all these superstars for good dis-

THE SPINNERS-From Here To Eternally, Atlantic SD19219. Produced by Thom Bell. The veteran producer continues his long association with the Spinners, but calls upon younger cohorts (LeRoy) Bell and (Casey) James, to supply most of the material here. Yet the group's sound has hardly changed-it's still in that smooth, soulful and sophisticated groove, with solid rhythms and soaring strings accompanying the mellifluous harmony and lead vocals. There are ballads and upbeat affairs, the former exemplified by "Plain And Simple Love Song," the latter by "Are You Ready For Love." The only concession to contemporary soul trends is in "If You Wanna Do A Dance," with its George Clinton underpinnings and disco flavoring. Ironically, it was one of the Spinners' least successful singles.

Best cuts: "I Love The Music," "If You Wanna Do A Dance." "Once You Fall In Love.

Dealers: "Are You Ready For Love," is already a big soul hit for the group. The album will obviously capitalize on this.



McCOY TYNER-Together, Milestone M9087 (Fantasy). Produced by Orrin Keepnews. Virtuoso pianist Tyner is surrounded by a welcome array of stellar soloists to give his new est LP a major facelifting from previous packages. The music is more intense and complex as a result of such stylists as Hubert Laws, Freddie Hubbard, Bobby Hutcherson and Jack Delohnette, participating. Typer wrote two of the six pieces with the other names guests also penning works. Tyner's modal piano style challenges Laws flute and Hubbard's trumpet and flugelhorn. And they respond with elasticity. Stanley Clarke's acoustic bass is inspiring and inventive. The octet swings with a fiery determination

Best cuts: "One Of Another Kind," Nubia, "Shades Of Light." Bayou Fever

Dealers: Typer's rippling acoustic piano style coupled with the energy of his guests, makes for intense listening



DIXON HOUSE BAND, Infinity INF9008. Produced by Mike Flicker, Keyboardist/writer/vocalist Dixon House is the driving force behind this five-piece Seattle-based hard rock group. The album's initial calling card is Dixon's vocal power and range. House conveys a sure sense of emotion throughout each cut. Also, his lyncs demand attention as he writes as a romanticist about crusaders, love and disappointment. The band also boasts the distinction of a female rhythm guitarist Chrissy Shelts who joins bassist James Kenfield, guitarist Chuck Gardner and drummer Fred Zeufeld. A strong melody line undermines each track.

Best cuts: "Sooner Or Later," "Crusader," "Angela," "Feelin" No Pain."

Dealers: Mike Flicker of Heart fame produced this promising debut

AVIARY, Epic JE 35716. Produced by Gary Lyons. This is the second release, following "The Fabulous Poodles" on Brian Lane's Park Lane deal with Epic. The five man band emphasizes melody in front of a booming rhythm unit. Slick but tex tured vocals and harmonies are a highpoint and are brought into focus within the smartly arranged lengthy tracks. Key boardist/vocalist Brian Love is a dynamic writer as well, evidenced in the content and delivery of the nine tracks.

Best cuts: "Soaring," "Anthem For The U.S.A.," Mystic Sharon," "Maple Hall

Dealers: College and AOR radio will be attracted to this

HENRY PAUL BAND-Grey Ghost, Atlantic SD19232. Produced by Ron Albert, and Howard Albert. Very capable sock played by a sextet led by vocalist and guitarist Paul, a former member of the Dutlaws, that pumps out Southern flavored rock most palabally. There's a pleasant emphasis on the blue grass side, albeit revved up, and the use of a mock pedal steel on the leads that reminds one of the Byrds can't hurt. The 10 cuts all possess these characteristics, and the lyrics deal with those remantic themes that make up most of rock. The instrumentation makes this stand out, however,

Best cuts: "So Long." "I Don't Need You No More. "One Night Stands

Dealers: Pitch to hard rockers with a yen for Byrds, Allman sounding bands.

McFADDEN & WHITEHEAD, Philadelphia International 1235/800 (CBS). Produced by Gene McFadden, John Whitehead, Jerry Cohen. These long serving songwriters ("Back stabbers," "Bad Luck," "Til Always Love My Mama") have now penned themselves a smash in the shape of "Ain't No

Stoppin' Us Now," arguably the finest piece of work to emerge from Philly in years. It's simple but potent recipe-a sparkling rhythm track, sweetened (but not too much) by bright backup vocals and strings, flavored by the pair's driving vocals-sets the mood for much of this LP, notably on "Got To Change," "Just Wanna Love You Baby" and "Mr. Music." But McFadden and Whitehead also turn in several fine ballads, including "You're My Someone To Love," which underscores their soulful versatility and promises much for the future

Best cuts: Those cited

Dealers: "Ain't No Stoppin' Us Now" is looking like a soul smash, with considerable crossover potential.

SIOUXSIE AND THE BANSHEES-The Scream, Polydor PD16207. Produced by Steve Lillywhite, Siouxsie and the Banshees. A major attraction in England, this four piece group, paced by vocalist Siouxsie Soux plays power pop laced with catchy hooks, primitive power chords sophisticated with dashes of sax and strong melodies. The material often comes across as raw but there are bright spots. The group-penned songs are lyrically impactful but sometimes gets lost within Siouxie's overbearing delivery.

Best cuts: "Hong Kong Garden," "Jigsaw Feeling," "Nicotine Stain," "Metal Postcard."

Dealers: Play in store.

ISH LEDESMA-Ish, Clouds 8808 (T.K.). Produced by A. Holloway Masters, Ish Ledesma, J. Masters. In his first solo effort separate from Foxy, Ledesma makes an impressive debut musicianship wise spanning disco, ballad and funk styles. His guitar falent outshines his fair, breathy vocals but this 11-track set is worth examining closely. Fellow Foxy members provide familiar percussive and guitar support in this clearly produced first-time effort.

Best cuts: "Let's Make Love," "Superthriller (Super-Thrilling Me)." Don't Stop," "Please," "Peak."

Dealers: Pitch to Foxy and disco lans.

Billboard's Recommended LPs

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CHRIS REA-Deltics, United Artists, UALA959H. Produced by Gus Dudgeon. Rea's second LP continues in the same mold as last year's "Whatever Happened to Benny Santini?" Dudgeon's production smoothes through 11 laidback tunes ranging from lonely ballads to midtempo rockers via the use of full, textured orchestration. Rea's emotional vocals highlight. Best cuts: "Diamonds," "Cenotaph," "Dance."

JENNIFER WARNES-Shot Through The Heart, Arista AB4217. Produced by Rob Fraboni. Warnes, who had a big hit two years back with "Right Time Of The Night," turns in another solid and catchy collection of pop tunes and ballads. The material selection is good with Warnes penning some of it herself and the instrumentation is lean and punchy with guitars, keyboards, bass, drums and occasional strings. The focal point is the singer's warm and lilting vocal style and she shines. Best cuts: "Shot Through The Heart," "I Know A Heartache When I See One," "Don't Make Me Over," "I'm Restless," "Tell Me Just One More Time."

FRANKIE MILLER-A Perfect Fit, Chrysalis CHR1220. Produced by David Mackay. Last time out rocker Miller used Aerosmith producer Jack Douglas and the result was a fiery rock n' roll LP. This time Mackay (who has produced Bonnie Tyler) slows the pace down a bit with textured, melodic rock ballads and a few rockers. The result is splendid as raspy voiced Miller and band have a lot of the same catchy ingredients as a Bob Seger. Best cuts: "Darlin'," "Every Time A Tear Drop Falls," "When I'm Away From You," "A Woman To Love." "Good To See You.

ENGELBERT-This Moment In Time, Epic JE 35791. Produced by Joel Diamond. The tunes on this LP range from the excellent title track, a show-stopping MOR ballad in the tradition of "After The Lovin" to a powerful, uptempo reading of "Travelin' Boy," a ballad hit for Art Garfunkel several years ago. But the most remarkable track on the LP is a frenzied disco rendering of Elvis' ballad gem "Can't Help Fallin" In Love." The strong arrangements emphasize the big orchestrations which back Humperdinck's velvety vocals. Best cuts: those cited.

WILD CHERRY-Only The Wild Survive, Epic 1E35760. Produced by Rick Hall. Ever since "Play That Funky Music." Wild Cherry has had difficulty finding the right formula for mass appeal. Its latest boasts some exceptional material based upon rock, soul and blues elements. Robert Parissi's lead vocals have never received the kind of acclaim it deserves and the guitars, keyboards and bass parts contribute tight instrumentation. The band still must strive for a more distinct sound Best cuts: "Try A Piece Of My Heart," "Look At Her Dance." "Hold On To Your Hiney.

MARY McCASLIN-Sunny California, Mercury SRM13772. Produced by Mary McCaslin, Michael Couture. Folk, country and pop influences meet in this collection of ballads and midtempo fare. McCaslin's vocals and guitar is backed with pedal steel, fiddle, mandolin, marimba, French horn, aboe, strings, horns and woodwinds in addition to the rhythm unit. The alburn is more full-bodied than previous McCaslin efforts, with richer instrumentation than her other predominate folk LPs. Best cuts: "Sunny California," "Save The Last Dance For Me. "Cupid." "The Emigrant Song."

RANDY EDELMAN-You're The One, Arista AB4210. Produced by Matthew McCauley, Fred Mollin. Edelman is known primarily as a first-rate songwriter but gives a strong interpretation of his material here. The lyrics, melodies and arrangements are inviting and very pleasing. And he gets support from some of the best session people in Los Angeles including many of the members of Toto. Edelman contributes his own efferves cent piano with most of the material in a MOR and pop vein Best cuts: "A Potato In The Rain," "My Heart Got In The Way," "All Along The Rhine," "Don't Let Go Of Me," "You Can Always But Her Pearls."

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ROBERT JOHN, EMI, SW1707. Produced by George Tobin. A near clone to the falsetto sounds of the Bee Gees, John's 10 selections contain disco, ballad and MOR tracks set within a framework of brass, strings, guitars and rhythmatic sounds His non-falsetto vocals indicate a distinctive style worth pursuring. Best cuts: "Lonely Eyes," "Am I Eyer Gonna Hold You Again," "Takin" My love For Granted."

ROBERT BYRNE-Blame It On The Night, Mercury SRM13768. Produced by Clayton Ivie, Terry Woodford. Byrne is an original lyricist whose songs can be witty, playful and intensely romantic and serious. Byrne's guitars supported by keyboards, bass, percussion and synthesizer. String parts sweeten the tasty arrangements which also utilize woodwinds by Jim Horn. Best cuts: "Baby Fat," "Blame It On The Night," "No Love In The Morning." "I Did It All For Love."

GAMBLER-Teenage Magic, EMI America SW17009. Preduced by Jeff Glixman. Jeff Glixman of Kansas produced the hard rocking debut. For an intensely driving group such as this, it's odd seeing an acoustic guitar in the lineup. But lead vocalist Nathan Shaffer's is there along with keyboards, lead guitar, drums and bass. The songs are sometimes dramatic enough to command attention, but for the most part the overall sound is derivative. Best cuts: "This Time It's Love." Teenage Magic. Valerie

DANNY KIRWAN-Hello There Big Boy, DJM DJM22 (Mercury). Produced by Clifford Davis. A former member of Fleetwood Mac. Kirwan's songs are laced with very listenable as rangements and vocals. The music never rocks too heavily, but instead opts for an acoustical approach, in many cases. Backing harmonies give Kirwan's soft lead a melodic backing. Aiding Kirwan's acoustic and electric guitars are keyboards percussion, guitars, drums and synthesizer. Best cuts: "Wings Of A Dove." "Only You." California, "Gettin The Feelin'

LINK WRAY-Bullshot, Visa 7009 (Jem). Produced by Richard Gottehrer. Link Wray's tight and economical guitar playing propels this solid rumbling (and never rambling) effort forward. Wray has a big sound, chunky and rhythmatic, and very much in the mainstream of traditional rock n'roll which be helped create. And this collection of old and new sungs sounds as contemporary as anything done by anybody these days-at least anybody in the new wave. Best cuts: "Switch blade," "It's All Over Now Baby Blue," "Rawhide," "Don't."

BILL WOODY-Organized Noise, Hickory MCA3095 (MCA). Produced by David Kastle. The majority of the nine tunes were written by Mickey Newbury, and six vocalists are given credit but it's hard to tell who did what. The music is coun try/rock/pop, in that order, and it works most of the time but it's generally tame stuff, considering today's appetites. Nice work from the producer and musicians, who range from a basic rock ensemble to a string choir. Best cuts: "I Wish Was, Dizzy Lizzy, "Organized Noise," Sweet Memories."

BIZARROS, Mercury, SRM13776. Produced by the Bizarres, Mike Bishop. First national release for the Akron-Ohio based new wave group features straight ahead, no-frills rock music Some selections are creative, others mundane while demand ing attention with the emphasis on guitars, drums and hap hazard vocals. Best cuts: "The Waves Cry," "Lady Daouto nette, Mind's A Magnet."

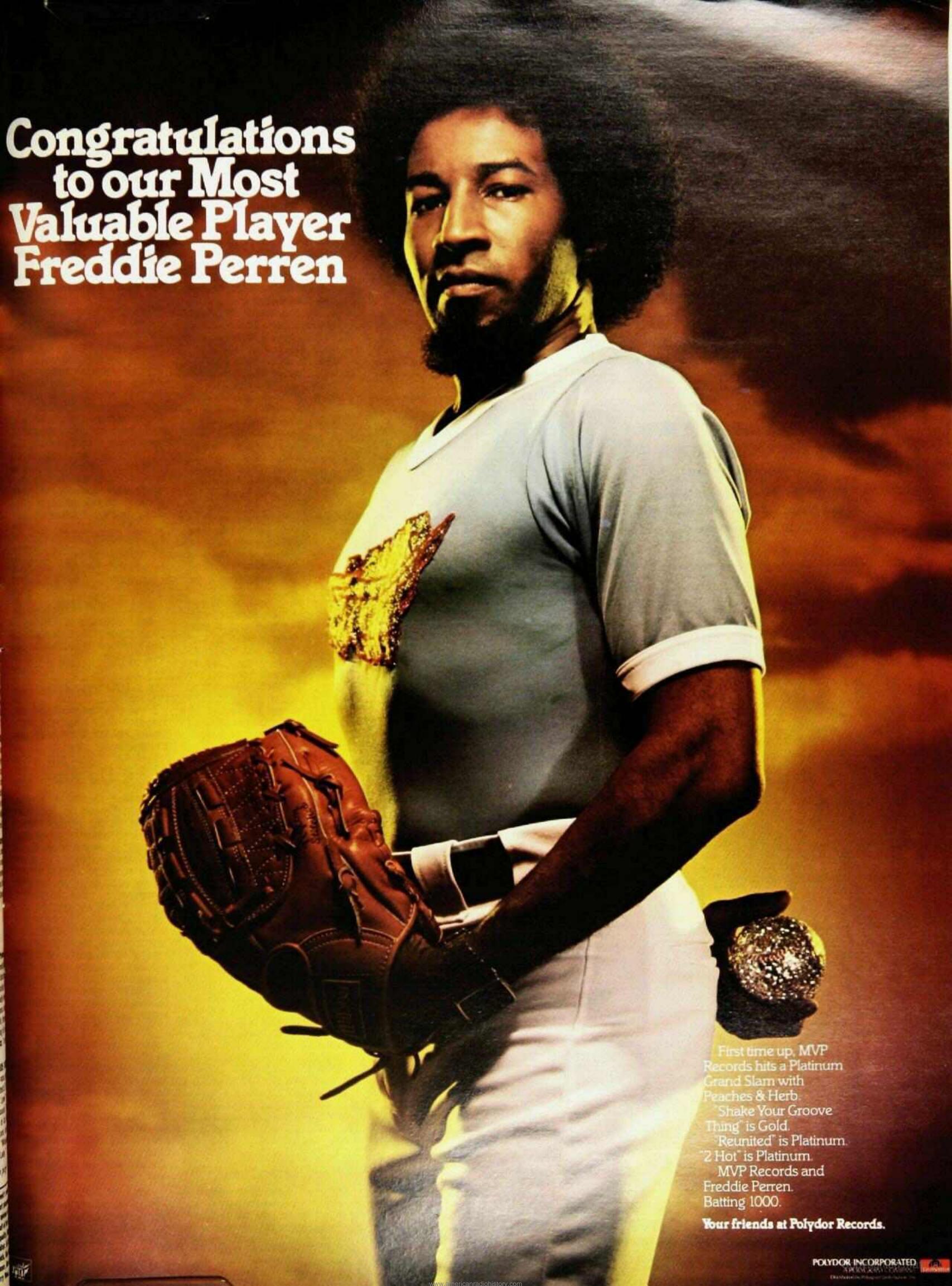
SOU

FLOATERS-Float into The Future, MCA MCA3093. Produced by Eugene McDaniels. The group that had the r&b novelty M of 1977 with "Float On" stresses funky disco on its latest UF, with string, horn and synthesizer arrangements backing the nine cuts, while female singers lend sexy, occasionally fever ish backup vocals. The group has the same dynamic same vocal quality that hallmarks the Commodores work, there a no reason it can't top its gimmicky career launching hit was this more mainstream disco-soul material. Best cuts: Levia tion. Go Down To The Disco.

WHISPERS-Whisper In Your Ear, Solar BXL13105 (RCA). Produced by Dick Griffey, the Whispers. The five-man group includes both ballads and disco numbers on its latest LP. But dreamy ballad gems like "If I Don't Get Your Love" and "Pretty Lady" best show its distinctive vocal sound. Their silky romantic style puts the group at the top of its held Strong backup instrumentation features brass and strong Best cuts: "Homemade Lovin", "Jump For Joy," "Whape to Your Ear. "If I Don't Get Your Love," "Pretty Lady.

(Continued on page 79)

Spotlight-The most outstanding new product of the week's releases and that with the greatest potential for top of the chart placement, picks-predicted for the top half of the chart in the opinion of the reviewer; recommended-predicted to hit the second half of the chaft in the opinion of the reviewer, or albums of superior quality. receiving a three star rating are not listed. Review editor: Ed Harth son, reviewers: Dave Dexter Jr., Paul Grein, Sally Hinkle, Kip Kirks Roman Kuzak, Irv Lichtman, Jim McCuffaugh, Dick Musser, Nan Perchansky, Hanford Searl, Eliot Tiegel, Adam White, Gerry Wood, 164



By JIM HOLLANDER

SAN DIEGO By all rights, Larry Shadgett should be seeing a foreboding shadow. Tower Records, the epitome of mass marketing, is about to tower over his tiny, eclectic new

wave outlet. But Shadgett, co-owner of Babylon Records, reacts with the classic confidence of a true believer who has staked out a business on his personal taste.

"We're trying to be something the big stores are not; we don't care about mass marketability," he says.

While Tower prepares its new franchise down the street, Babylon makes no pretense of being able to compete with the huge chain's mass advertising capabilities.

On the other hand, Tower isn't able to count on onstage plugs from lead guitarists-an advantage that Babylon's other co-owner Scott Harrington's who plays with the San Diego-based Upbeats is all too glad to exploit.

Harrington and Shadgett, both devotees of new wave, punk and rockabilly, work out of a small tworoom store just south of fashionable Mission Valley.

"We buy a lot of imports and singles," says Shadgett. "We're the new wave store in San Diego. The big stores really aren't interested and they don't know what to buy. They buy what the importers tell them to

buy, but we know this stuff person-

An example of its unusual stock is a selection for collectors of sealed. mono-recorded Rolling Stones albums, early '60s vintage. Also, the store carries a rackful of British music tabloids.

Their advertising strategy, Shadgett says, comes from promoting local new wave and punk concerts. "But we have trouble getting places to play in," he notes. "We'll get a gig in a place once then the owners don't like it. They have a punk stereotype image in their heads."

While Babylon doesn't get the standard posters and promotional paraphernalia commonplace to chain stores, a loose relationship among independents results in a swapping of such items.

"The major distributors generally ignore us," Shadgett says, "so I get things from the other stores and through personal contacts I've cultivated." Most of the store's many wall posters were privately purchased, he

However, this rapport among local independents doesn't keep them from competing head-to-head, Shadgett points out. "There's a lot of in-fighting, treading on each others' toes," he says, adding, "It's unfortunate."

Along with its stock of imported punk and new wave. Babylon carries a large collection of used albums, oldies and collectables. The used LPs, which provide the largest profit margin, are the biggest money makers. Shadgett says they buy "clean" albums for \$1 and sell them for \$2.50 to \$3.

"The oldies and psychedelia are coming back," Shadgett notes. pointing out in particular a resurgence of '60s surf music.

Babylon, which until two months ago was Monty Rockers (new name comes from the owners' penchant for reggae music, which ironically they stock little of) does \$80 to \$100 business a day, Shadgett says, adding that the store must do \$50 daily to break even.

"Our business fluctuates," he says, "people come in on payday. Thursday, Friday and Saturday are our big days."

Shadgett and Harrington now put most of their profits back into the store. Shadgett says both work on the side to supplement their incomes "but we're expanding and I'd like to be pulling \$800 to \$1,000 a month personal income within a year. hopefully."

As for the territorial encroachment by Tower, Shadgett says Babylon will start buying newspaper advertising and continue its personalized approach.

"We rely on the people who want to buy from the small independent. the people who buy for availability. not price," Shadgett says, "Our store is more of a personal reflection, not what's selling. We don't care about that We're not pushing the corporate approach."

Issue John Cuts

LOS ANGELES-MCA is releasing a 12-inch single containing three of the controversial Elton John tracks produced by Thom Bell.

Slated for early May release, the cuts are "Three-Way Love Affair." "Mama Can't Buy Your Love" and "Are You Ready For Love."

CBS Hits Policy Of Full Credit On Discounted Disks

LOS ANGELES-Accounts nationally credit CBS Records as being the first label to come down on the current practice of buying albums on programs at a discount and returning them for full credit.

In announcing its "Holiday Sounds" Christmas-oriented product restocking program (Billboard, May 5, 1979), the CBS directive notes: "All returns will be discounted by 10% in 1980. If you don't buy during the period you are offered 10% off, your returns will not reflect the 10% decrease."

The industry practice surfaced during the pending litigation in Superior Court here when Los Angeles Record Shack, a defendant in a local Superior Court suit brought by City 1-Stop, stated it bought albums at discount and returned them for full credit, thus earning monies which enabled Record Shack to sell at the profit necessary under the California Business Code (Billboard, April 14, 1979).

As far as industry oldtimers can recall, it marks the first time that a label has specified goods bought at a discount will be credited for return at the same debited discount rate.

Lifelines

Boy, Macklan, to Charlie and Karen Cooper Clendenin April 17 in San Francisco. Father is RCA sales

Marriages

Barbara Phillips, secretary to Don Burkhimer, RCA West Coast a&r executive, to Chris Weaver April 22 in Los Angeles.

Deaths

Bronislaw Gimpel, 68, renowned violinist, May 1 in Los Angeles. He was the brother of pianist Jakob Gimpel, with whom he was scheduled to appear in concert Wednesday (9) in Los Angeles. At one time, he was concertmaster of the Los Angeles Philharmonic under the late Otto Klemperer.

Ranny Weeks, 72, a lawyer who turned bandleader in the 1930s, April 26 in Falmouth, Mass. His band was a particular favorite in New England and made numerous records as well as several musicals for Republic Pictures in Hollywood. A pianist, he is survived by his widow, son, daughter, brother and six grandchildren.

Anna Fisher Berrens, 82, publishing executive and widow of the founder of Fisher Music Corp., in New York April 23. Her husband was the late Fred Fisher, composer of "Peg O' My Heart" and "Oh, You Beautiful Doll." She took over his publishing firm when he died in 1942 and operated it with the help of their children, Doris, Marvin and Dan, all of whom also are songwriters and survivors.

Mordecai "Mac" Green, 78, in Los Angeles April 7. He was active in music publishing 50 years and served as professional manager of Chappell Music and Mills Music. He is survived by two daughters, one grand-Copyrighted material daughter.



Wave Master: Larry Shadgett is surrounded by LPs heralding new wave as well as other contemporary musicians in his San Diego store.

Producers Assn. Seeking Membership

NEW YORK-The recently formed American Record Producers Assn. is planning a membership drive directed at producers, production companies and other related fields, from engineering to distribu-

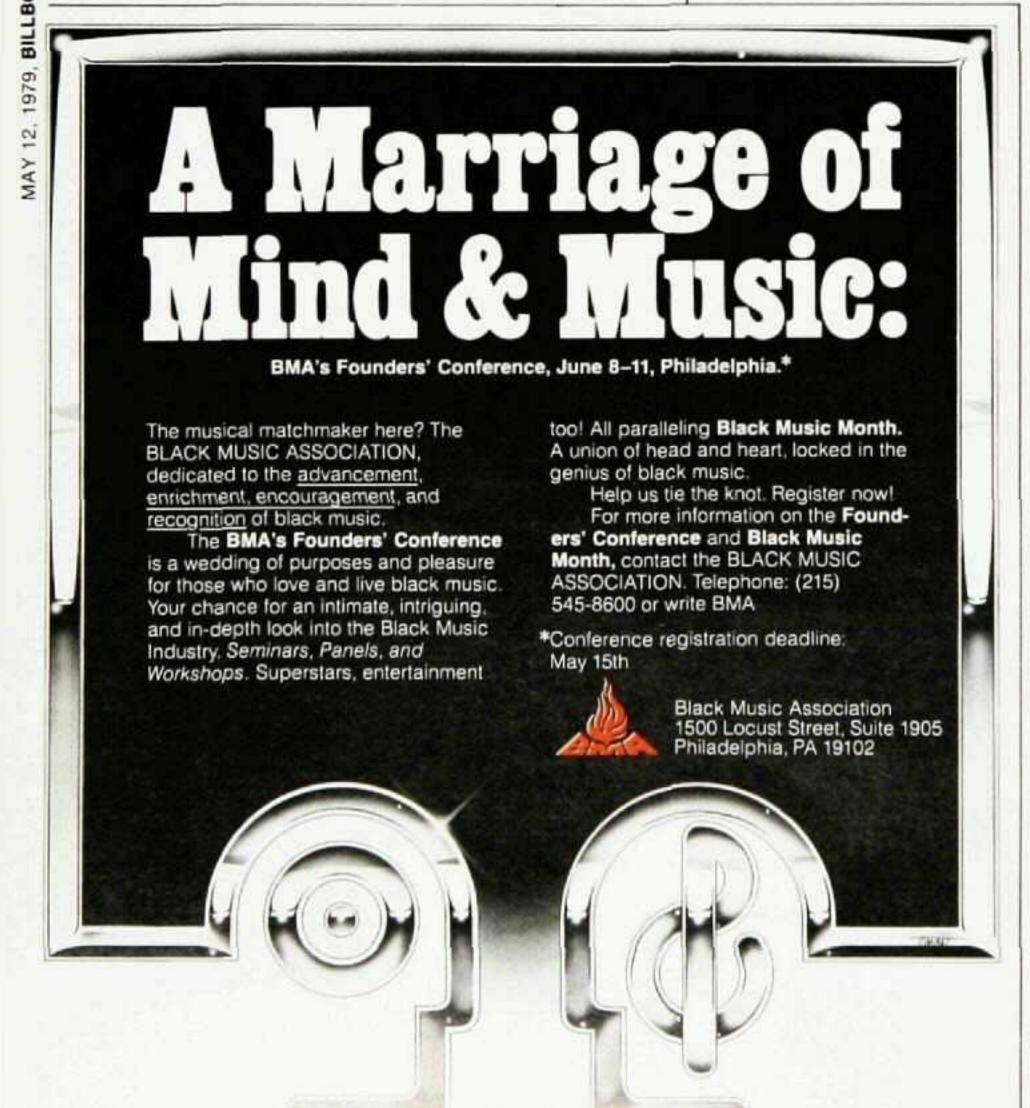
General membership, open to individual producers, costs \$95 a year. Class B general membership, for production companies, costs \$200 a

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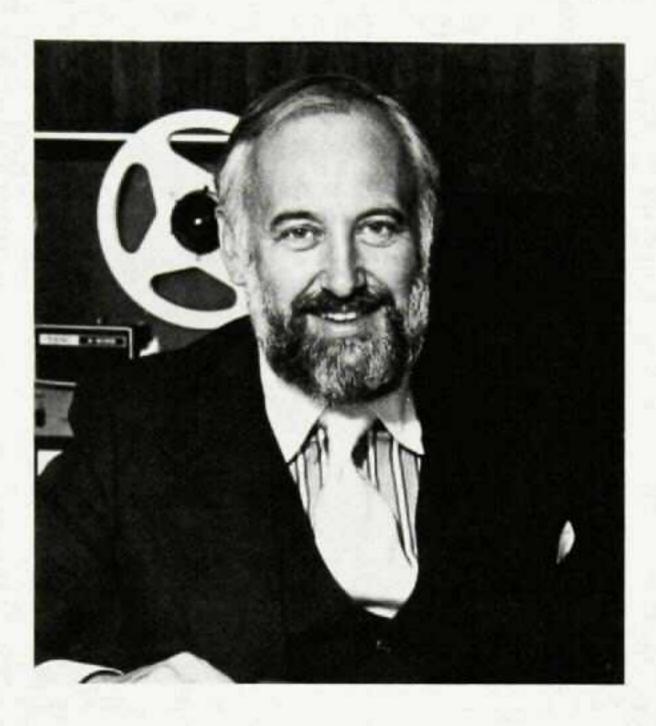
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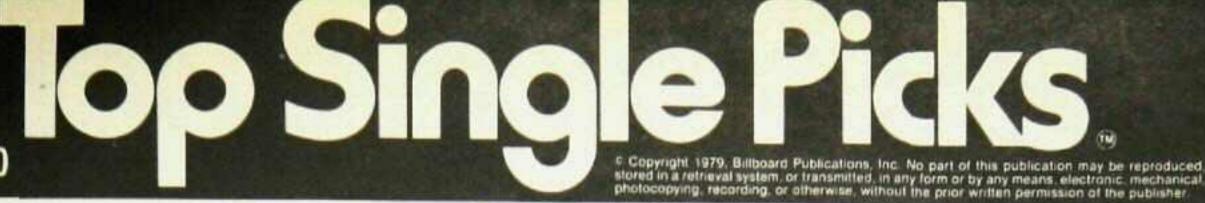
Produced by Ron Albert and Howard Albert for Fat Albert Productions, Inc. by special arrangement with Green Valley Productions.



Billboard's

Billboard SPECIAL SURVEY For Week Ending 5/12/79

Number of singles reviewed Last week 70 this week 84





THE DOOBIE BROTHERS-Minute By Minute (3:26); producer: Ted Templeman, writers: Michael McDonald, Lester Abrams: publishers. Snug BMI/Loresta ASCAP Warner Bros. W8S8828 Michael McDonald's soulful lead vocal again powers this second cut from the group's smash album. It's an amalgam of rock and jazz styles with swaying rhythms and catchy melodies.

ELECTRIC LIGHT ORCHESTRA-Shine A Little Love (4:09); producer: Jeff Lynne; writer: Jeff Lynne; publisher: Jet BMI Jet ZS85057. Off a forthcoming LP, this catchy melody, complete with the group's falsetto vocals, intricate musical techniques and enhancing special effects, contains pop-disco elements. A tight, cohesive sound features nifty violin spots. guitars, and drums.

ANNE MURRAY-Shadows In The Moonlight (3:25); producer Jim Ed Norman, writers R Bourke, C. Black, publish ers Chappell/Tri-Chappell ASCAP/SESAC Capitol P4716 Murray follows two ballad hits with a more midtempo pop number which has her smooth, warm vocals backed by excellent guitar and sax solos. The change-of-pace disk has a funky goodtime sound

POCO-Heart Of The Night (4:49); producer: Richard Sanford Orshoff; writer: Paul Cotton, publisher: Tarantula ASCAP. MCA MCA41023. The group is riding the crest of its biggest LP and this soft rock track epitomizes its style-sweet and catchy harmonies, gentle but commanding melodies and Rusty Weir's great steel guitar.

EDDIE MONEY-Can't Keep A Good Man Down (3:40); producer Bruce Botnick, writers: E. Money, D. Alexander, C. Solberg, publisher: Crajonea BMI Columbia 310981 Second single from Money's "Life For The Taking" LP is a more raucous rocker than the previous "Maybe I'm A Fool." Soaring guitar riffs back Money's vocal.

DIONNE WARWICK-I'll Never Love This Way Again (3:28); producer: Barry Manilow, writers: R. Kerr, W. Jennings, publisher Irving BMI Arista A30419. This ballad has the same build-to-crescendo instrumental bombast that characterizes Barry Manilow's hits, which is not surprising since Manilow produced it and it was written by the creators of "Mandy," "Looks Like We Made It" and "Somewhere In The Night." Warwick's vocal is effectively understated.

recommended

THE MARC TANNER BAND-She's So High (3:50); producer: Nat Jeffrey, writers: Marc Tanner, Nat Jeffrey, publishers. Otherwise/Likewise ASCAP Elektra E46043A

BARDOGA BANDIT-Marianne (3:16); producers: Alto Reed, Punch; writer: Barooga Bandit; publisher: Gear ASCAP. Capi tol P4717.

CINDY BULLENS-Anxious Heart (2:58); producers Tony Bongiovi, Lance Quinn; writers: C. Bullens, T. Veitch; publishem: Gooserock/Fleur/Slapshot BMI, United Artists UAX1293Y.

GLEN CAMPBELL-California (3:31); producers, Glen Campbeil, Tom Thacker; writer, Michael Smotherman, publisher. Windstar ASCAP, Capitol P4715

STUMBLEBUNNY-Tonite (3:12); producer: Richard Gottehrer; writer C.J. Robison, publisher Midsong BMI Mercury

DUKE JUPITER-Taste The Night (2:45); producer. Glen Kolotkin, writer Greg Walker, publisher Powerglide BMI Mercury 74045.



ANNE MURRAY-Shadows In The Moonlight (3:25); producer. Jim Ed Norman, writers. R. Bourke-C. Black, publishets: Chappell & Co./Tri-Chappell, ASCAP/SESAC Capitol P4716. Murray's follow up to "I Just Fall In Love Again," is a midtempo offering powered by heavy drum lines and highlighted by electric guitar and sax. Murray's vocals seem to flow as she is surrounded with softening touches of piano and

CON HUNLEY-Since | Fell For You (3:02); producer: Norro Wilson; writer: Buddy Johnson; publisher: Warner Bros. ASCAP Warner Bros. WBS8812. Hunley takes the opportunity to display his intensely soulful vocal style with this tune, which has been culled from his "Con Hunley" LP. Back. ground vocalists, strings, sax and electric piano arrangements are simple, yet effective as they bracket Hunley's delivery.

FREDDY WELLER-Nadine (3:02); producer: Ray Baker, writer, C. Berry, publisher, Arc. BMI Columbia 310973. Weller kicks into 60s rock n' roll with this tune that combines the flavor of Chuck Berry and Jerry Lee Lewis with a catchy turnaround. Electric guitar and piano pump with a lively energy drive as Weller's vocals bring it on home.

CHARLY McCLAIN-When A Love Ain't Right (2:47); producer Larry Rogers, writers: J. Wilson D. Morrison; publishers Music City, ASCAP. Epic 850706. Acoustic guitar intro joined by electric guitar and other bouncy arrangements set the tone for this midtempo tune. McClain's vocals are placed upfront and blend well with offering

JOHNNY CASH-(Ghost) Riders In The Sky (3:45); producer Brian Ahern, writer S. Jones, publisher, Edwin H. Morris & Co., ASCAP Columbia 310961. Cash takes a tune that has ridden the musical trail and lends his unique interpretation to its haunting melody. Bright production paints the scene of the old west with horns, a finty piano, bass, guitars and background vocals.

recommended

DEBBY BOONE-Breakin' In A Brand New Heart (2:25); producer: Brooks Arthur, writers. Jack Keller/Howard Greenfield; publishers: Screen Gems-EMI/Big Seven, BMI, Warner/Curb WBS8814

BOBBY "SOFINE" BULLER-Cheaper Crude Or No More Food (2:35); producers. Brent Burns & Dennis Alexander, publishers. Iron Blossom/Wolfhound/Bacak-Burns/Pepper Tunes. ASCAP IBC IBC0001

CLIFF COCHRAN-Love Me Like A Stranger (2:53); producer: John Schweers, writers: David Wills John Schweers, publisher: Chess, ASCAP, RCA JH11562

JERRY FULLER-Lines (3:02); producer: Ron Chancey; writer: Jerry Fuller, publishers Blackwood/Fullness, BMI MCA MCA41022

POCO-Heart Of The Night (4:49); producer: Richard Sanford Orshoff, writer: Paul Cotton; publisher: Tarantula, ASCAP. MCA MCA41023

BOBBY HOOD-Wonder Working Love (2:58); producers J. Wallace/T Skinner, writers T Skinner/1 Wallace publisher Hall Clement, BMI. Chute CR0007.

SCOTT SUMMER-I Don't Wanna Want You (2:56); producer: Bill Walker, writers: Scott Summer Colin Walker, publishers: Con Brio, BMI/Wiljex, ASCAP, Con Brio CBK152

MAURY FINNEY-Your Love Takes Me So High (2:56); producer. Joe Gibson, writers: Maury Finney Steve Finney, publishers: Hitkit, BM1/Music Craftshop, ASCAP, Soundwaves



NEIL DIAMOND-Say Maybe (3:56); producer: Bob Gaudio, writer N. Diamond, publisher. Stonebridge ASCAP. Columbia 310945. A few years ago Dramond flirted with rock rhythms on a couple of LPs produced by Robbie Robertson, but here he aims squarely for the easy listening market. A female vocal chorus and bouncy, breezy melody are the main hooks for MOR audiences.



recommended

JOHN DAVIS AND THE MONSTER ORCHESTRA-Love Magic (3:32); producer John Davis, writer: J. Davis, publishers. Midsong/Mideb/Monsterous ASCAP. Columbia 310975.

ROSEBUD-Have A Cigar (3:03); producers: Arena, A. Puglia, T. Perret: writer. Waters; publisher: Pink Floyd. Warner Bros.

TASHA THOMAS-Street Fever (3:30); producers: James R. Glaser, Peter Rugile, writer: James R. Glaser, publisher Velocity BMI Atlantic 3568.

PARADISE EXPRESS-Star In My Life (5:57); producers: Henry Cosby, Phil Jones, writers, Marriott, Wallace, publishers. Almo/Mardee ASCAP, Fantasy D131.

WARDELL PIPER-Super Sweet (8:43); producers John H Fitch Jr., Reuben Cross, writers. Michael H. Brown, John H. Fitch Jr., Reuben Cross, publishers, April Summer/Diagonal BMI Midson International MD508



EVELYN "CHAMPAGNE" KING-Music Box (3:20); producer. T. Life, writers. T. Life, Sam Peake, J. H. Fitch, publish ers: Mills and Mills/Six Continents BMI, RCA JH11586, King's upfront, no-nonsense vocals highlight this disco/soul creation which is strengthened by brass, background vocals and bass guitar sounds. Her distinctive voice keeps the track clean and clear through several verses and a key change.

THE WHISPERS-Can't Do Without Love (3:24); produc ers: Dick Griffey, The Whispers, writers K. Burke, C. Mayfield, publishers: Mayfield/Andrask BMI. Solar JH11590 (RCA). Smooth harmony and lyrics are coupled with an easy, rhyth

mic disco bottom. The beat is constant and there's little building, but there are some interesting, often complicated. instrumental changes.

CON FUNK SHUN-Chase Me (3:38); producers: Con Funk Shun, Skip Scarborough, writers: M. Cooper, P. Pilate; publisher: Val je Joe BMI. Mercury 74059. A funky beat and guifar underlines this percussive laden effort which spotlights flowing vocals throughout the choppy, punctuated tune. The driving, deliberate rhythm is reinforced with hand clapping and jazz-like flute accompaniment.

recommended

CANDI STATON-When You Wake Up Tomorrow (3:35); producers: Candi Staton, Jimmy Simpson, writers: P. Adams, K. Morris, C. Staton, W. Garfield, publishers. Pap/Leeds/Stacey/Staton ASCAP, Warner Bros. WBS8821.

LAKESIDE-Given In To Love (3:50); producers: Dick Griffey, Leon Sylvers, Lakeside, writer S. Schockley, publisher: Spectrum Vil ASCAP, Solar JH11589 (RCA)

GREY & HANKS-Gotta Put Something In (3:38); producers: Len Ron Hanks, Zane Grey, writer. Rahmike Michael Davis, publishers: Winner/Rahmike BMI, RCA JH11581

FINISH TOUCH-The Down Sound Pt. 1 (3:44); producer Harold Johnson, writer, H. Johnson, publisher, Johete ASCAP Motown M1463F

MANDRE-Spirit Groove (3:43); producer Andre Lewis; writer, M. Henderson, publishers, Kerith, Super Groove ASCAP Motown M1461F



DIXON HOUSE BAND-Runnin' Scared (3:06); producer Mike Flicker, writer. Edward Dixon House, publisher: House It Sound ASCAP Infinity INF50014 Seattle-based band paced by keyboardist/vocalist Dixon House, relies on strong guitars, drums and bass to produce a melodic midtempo rocker. House's smooth vocal delivery excels

Picks-a top 30 chart tune in the opinion of the review panel which voted for the selections released this week; recommended-a tune predicted to land on the Hot 100 between 31 and 100. Review editor-Ed Harrison.

Billboard's Recommended LPs

SOU

Continued from page 74

PARLET—Invasion Of The Booty Snatchers, Casablanca NPLP 7146. Produced by George Clinton, Ron Dunbar. Second album from Parliament's femme contingent displays the George Clinton mind at work again, of course. The six cuts feature imaginative, often strange musical and lyrical ideas, recalling both the work of the group's parent aggregation (especially in the keyboards/synthesizer department) and even that of Phil Spector, in its muffled wall of sound quality. Vocals are mixed up, down and sideways, but there's a consistent r&b base to it all. Best cuts: "Ridin" High," "Booty Snatchers," "Huff-N-Puff

DENISE LASALLE-Unwrapped, MCA MCA3098. Produced by Denise LaSalle. It worked for Betty Wright and LaSalle is hoping it will work for her. That's why side two of her latest LP includes a 15-minute sexy rap and medley of soul classics culminating in her own 1971 smash "Trapped By A Thing Called Love." The rest of the LP ranges from disco cuts (including "Do Ya Think I'm Sexy") to midtempo soul numbers like "A Miracle, You And Me" to intense weepers like "Too Little In Common To Be Lovers." The Memphis Horns lend strong backup, with strings and rhythm also prominent in the funky instrumentation. Best cuts: those cited.

THE MIGHTY CLOUDS OF JOY-Changing Times, Epic JE35971. Produced by Frank Wilson, Rev. James Cleveland. While this fine album amply showcases the Clouds' impeccable gospel credentials, it also seems to be striving for soul crossover via the five cuts helmed by Wilson, one-time Motown producer and recently hot with Lenny Williams, among others. The result combines the intensity of the four man group's usual vocal idiom, with the light and catchy flavoring of present day pop soul, as in "We're Blessed" and "In These Changing Times." Best cuts: "Abundant Life," "What A Difference You've Made In My Life," "In These Changing

PATTI AUSTIN-Live At The Bottom Line, CTI 7086. No producer listed. Austin's third album for CTI, waxed in New York last August, showcases both her soulful, sturdy vocals (especially effective on Grey & Hanks' "You Fooled Me" and J.J. Barnes' "Let It Ride") and her versability (sample the country sendup, "Rider In The Rain," and the sensitive interpretation of Lesley Gore's "Love Me By Name"). Austin's sidemen shine, too, notably Michael Brecker on sax and Leon Pendarvis on keyboards. Best cuts: Those named.

country

HANK WILLIAMS JR.-Family Tradition, Elektra 6E194. Coproduced by Ray Ruff, Jimmy Bowen, Phil Gernhard. Williams. previews a solid mixture of ballad, country rock, country blues and southern blues material for a versatility adaptable to both country and pop veins. Material is mostly self-penned with other selections attributable to Robin and Barry Gibb. Lyy J. Bryant, Steve Young, Sonny Curtis and Oskar Solomon. Instrumental highlights play upon dramatic use of horns, electric guitar, fiddle, cello and steel guitar Best cuts: "Always Loving You," "Family Tradition," "Only Daddy That Will Walk The Line," "I've Got Rights."

HARGUS "PIG" ROBBINS-Unbreakable Hearts, Elektra 6E185ASP, Produced by Hargus "Pig" Robbins, Nashville's outstanding session keyboard whiz has his first LP of vocals. The album is one of the surprises of the season as Robbins sings with the originality and verve found in his instrumental style Particularly strong is "Ton Bad She Don't Love Me." Best cuts: "Unbreakable Hearts," "Too Bad She Don't Love Me," "Easy Does It."

disco

GREGG DIAMOND-Hardware, Mercury, SRM13757. Produced by Gregg Diamond. In his first LP for Mercury, Diamond, a well-known disco producer, misses the target with a totally repetitive sound of disco rhythms. The tack of diversity and imagination is disappointing. Diamond plays keyboards

and percussion with contributions by David Sanborn, Randy Brecker and Jim Gregory Best cuts: "Boogie Doctor.

JOZZ

JOHN KLEMMER-Nexis For Duo And Trio, Novus (Arista) AN23500, Produced by John Klemmer. The tenor saxist turns in the finest of all his vinyl performances on these four sides, abandoning spurious electronics for far more musicianly blowing in a chamber music setting backed by bassist Bob Magnusson and drummer Carl Burnett. There are nine tunes in all, an ingenious mix of standards and original themes. And there is excellent annotation by Robert Palmer and Klemmer himself. Best cuts: "Impressions," "My One And Only Love," "Four."

CHARLIE BYRD-Bluebyrd, Concord Jazz CJ-82. Produced by N Carl E. Jefferson. LP comprises 11 tracks by the veteran guitarist, with a couple of acceptable vocals by his bass-playing (Q) brother, Joe. Charlie has been a topflight musician since the 1940s, capable of playing every type music superbly. He's m still a giant. Best cuts: "Soft Lights And Sweet Music." "Isn't It A Lovely Day?"

MAX MORATH-In Jazz Country, Vanguard VSD79418. Pro- O duced by Pete Spargo. Long renowned for his ragtime planistics. Morath veers off into old-fashioned but enjoyable jazz on these 10 tracks. Tunes are all from the '30s and '20s and pianist Morath receives strong support from the cornet-flugelhorn of Richard Sudhalter, clarinet by Johnny Mince and Remo Palmier's guitar. Best cuts: "Big Boy," "Moon Coun-

KENNY BURRELL-When Lights Are Law, Concord Jazz CJ83. Produced by Frank Dorritie. It's nice to hear the old Benny Carter tune again, and used as an album title. Burrell's guitar performs it well, along with six other melodies, accompanied by Carl Burnett on drums and Larry Gales, bass. Burrell's is a cool, unspectacular style with never a burn note or awkward phrase. Best cuts: "When Lights Are Low." "Blue Muse." "Li'l Darlin"

DON RADER QUINTET-Wallflower, Discovery DS796, Produced by Albert Marx, Dennis Smith. Virtuose playing by the veteran L.A. trumpeter and five associates, heralds this mainstream jazz product. Rader's Clifford Brown styled trumpet, produces clear energy and his interplay with Ray Reed's reeds on "Spring Secrets" is a sonic delight at the close of the composition. The feeling of a jam session permeates this LP with Alan Broadbent's electric piano adding the appropriate and temperate fills Best cuts: "Quantas," "Spring Secrets," "Wallflower."

MILDRED BAILEY—The CBS Radio Shows, Hindsight HSR133. Produced by Wally Heider. Heider's distinguished series of LPs culled from old radio transcriptions hits a new high in quality with this 18-track program taken from Bailey's 1944 broadcasts with Paul Barron's gutsy studio orchestra. Men like Coleman Hawkins, Teddy Wilson, Red Norvo and Roy Eldridge also are heard on this valuable entry, as well as spoken introductions by the incomparable singer Best cuts: "I'll Never Be The Same," "I Didn't Know About You," "I'll Get By." "I Dream Of You."

HENRY THREADGILL-X-75 Volume 1, Novus (Arista) AN3013. Produced by Michael Cuscuna. Toss out the vocals and there's an abundance of intriguing jazz on the four original Threadgill compositions. Four basses, for instance. And heavy use of flute and piccolo. The leader plays a lot of saxophone and flute, his music might have more impact-more acceptance-if the tracks were shorter. Best cuts: "Sir Simpleton."

WARREN VACHE-Jillian, Concord Jazz CJ87. Produced by Carl E. Jefferson. Doubling flugelhorn and cornet, this young virtuoso offers 10 lightly swinging, impeccably played tracks backed by a quintet in which Nat Pierce, Cal Collins and Marshal Royal are particularly valuable. Vache's solo contributions are easily understandable, melodic and rhythmic in a mainstream groove Best cuts: "I Only Have Eyes For You," Gopyrighted material "Little White Lies," "Jillian."

FOR WEEK ENDING MAY 12, 1979

*Chart Bound

SHINE A LITTLE LOVE-Electric Light Orchestra SHADOWS IN THE MOONLIGHT-Anne Murray

| clam | | - Lubis | or otherwise, without the select within | | | | | | | | 0 | | (Capital 4715) SEE TOP SINGLE PICKS REVIEWS, page 79 | |
|------|----------|--------------------|---|------------|----------|----------|-----------------|---|-----|------|-------|------------------|---|-----|
| WEEK | NA. | PRES. CO. CHART | TITLE—Artist (Producer) Writer, Label & Number (Distributing Label) | | and with | 100 | WAS CH CHART | TITLE—Artist (Producer) Writer, Label & Number (Distributing Label) | | THES | NUS | WES. DW CHART | TITLE—Artist (Producer) Writer, Label & Number (Distributing Label) | |
| A | 1 | 9 | REUNITED - Peaches & Herb @ (F. Perren), D. Fekaris, F. Perren, Polydor/MVF 14547 | ALM. | 血 | 55 | 3 | CHUCK E'S IN LOVE—Rickie Lee Jones. (Lenny Warneter, Huss Titelman), R.L. Jones, Wanner Bros. 8825. | B-3 | 山 | NCW C | | BOOGIE WONDERLAND—Earth, Wind & Fire with the Emptions (Maurice White, Al McKay), J. Lind, A. Wills, Arc 3-10956 (CBS) | ALM |
| 2 | 2 20 | 13 | HEART OF GLASS—Bloodie (Mike Chapman), D. Marry, C. Stein, Chrysalis 2295 HOT STUFF—Donna Summer | RLM | 合合 | 52 41 | 3 | SHE BELIEVES IN ME-Kenny Rogers (Larry Butter), S. Gibb, United Artists 1273 HONESTY—Billy Joel | CLM | 仚 | 80 | 3 | EASY TO BE HARD (Hair | |
| 4 | 5 | 16 | Giorgio Morodes, Peta Bellotte), P. Bellutta, N. Faltermeier, & Forsey, Casablanca 578 STUMBLIN' IN — Suzz Quatro & Choic Norman | ALM | 由 | 44 | 7 | (Phil Ramone), B. Joel, Columbia 3-10959 MAKIN' IT — David Haughton (Freddie Perren), D. Fekaris & F. Perren RSO 916 | WBM | 71 | 71 | 5 | Soundtrack) — Cheryl Barnes (Warren Schatz), G. MacDermet, G. Ragni, J. Rade, RCA 11548 BOOGIE WOOGIE DANCIN' SHOES—Claudia Barry | B-3 |
| 1 | 6 | 9 | (Mike Chapman), M. Chapman, N. Chinn, RSD 917 IN THE NAVY—Village People • | WEM | 由 | 43 | 9 | IF LOVING YOU IS WRONG—Barbars Mandrell (Tem Collins), H. Banks, R. Jackson, C. Hampton, MCA 12451 | ALM | 由 | 78 | 3 | (Jurgen S. Korduletsch), M. Bjoerklund, J. Evers, K. Forsey, J.S. Korduletsch, Chrysalis 2313 DANCE AWAY—Rosy Music | WBM |
| 1 | 8 | 7 | (Jacques Morali), J. Morali, H. Belois, V. Willis, Casablanca 973 GOODNIGHT TONIGHT—Wings (Paul McCartney), P. McCartney, Columbia 310939 | 8-3 | 40 | 40 | 6 | I WHO HAVE NOTHING-Sylvester (Harvey Fugua, Sylvester), Lieber, Stroller, Fantary 855 | CPP | 由 | 79 | 4 | (Rosy Music), Ferry, Atta 7100 (Miantic) CAN'T SLEEP—Buckets | MDA |
| | 7 | 14 | 1 WANT YOUR LOVE—One | WEM | 41 | 42 | 6 | (Roy Thomas Baker), R. Ocasek, Elektra 46014 | WBM | 由 | 83 | 2 | (Johnny Sandlin), J. Badanjek, RSD 925 DON'T EVER WANNA' LOSE YOU—New England | |
| 1 | 9 | 14 | N. Rogers, Atlantic 3557 TAKE ME HOME—Cher (Bob Esty), M. Allen, B. Esty, Casablanca 965 | ALM | 白白 | 47 | 8 | IT MUST BE LOVE—Alten McClain & Dentiny (Frank Wilson), J. Footman, J. Wieder, Pulydox, 14512 SATURDAY NIGHT, SUNDAY | WBM | 由 | 84 | 3 | (Paul Stanley), J. Fannon, Infinity 50013 (MCA) MY BABY'S BABY—Liquid Gold (Adrian Baker), A. Baker/J. Long, Parachute 524 (Casablance) | WB |
| | 10 | 14 | HE'S THE GREATEST DANCER—Sister Sledge | | | | NY | MORNING-Theima Houston (Hal Davis), N. Heims, M. Botler, Tamia 54257 (Motown) | CPP | 由 | 85 | 2 | THEME FROM ICE CASTLES—Nelissa Manchester (Arit Mardin), M. Hamfisch, C. Bayer Sager, Arista 6405 | C |
| r | 12 | 13 | Cotillion 44245 (Atlantic) SHAKE YOUR BODY—Jacksons * (The Jackson), R. Jackson, M. Jackson, Epic 50656 | MBM | 白白 | 49 | 5 | (Paul Opens), B. Berns, Bang 84800 (CBS) | | 山 | 87 | 2 | NIGHT DANCIN'-Taka Boom (John Pean), P. Summerson, L. Macalusa, Aciola 7748 | |
| | 17 | 4 | LOVE YOU INSIDE OUT - Bee Gres. * (Bee Gres. Karl Richardson, Albby Galuten), B. M. R. Grbb. | Para | 46 | 50 | 14 | DIAMONDS Chris Rea (Gus Dodgenn), C. Rea, United Artists 1285 PRECIOUS LOVE Bob Welch | CLM | 78 | 32 | 12 | ROXANNE - Palice (Police), Sting, AAM 20% | 5 |
| | 14 | 10 | LOVE IS THE ANSWER—England Dan & John | CHA | 查 | 51 | 7 | (Carter), R. Welch, Capital 4685 RHUMBA GIRL—Nicolette Larson | CPP | 故 | 89 | 3 | BANG A GONG—Witch Queen (Peter Alves, Gino Soccio), Vegas, Roadshow 11551 (MCA) | |
| | 15 | 8 | (Nyle Lehning), T. Rundgren, Big Tree 16131 LOVE TAKES TIME—Orleans | ALM CPP | 由 | 58 | 3 | (Ted Tempelman), J. Winchester, Warner Bros. 8795 DANCE THE NIGHT AWAY—Van Halen (Ted Templeman), E. Van Halen, A. Van Halen, M. Anthony, D.L. | ALM | 山 | 90 | 2 | FEEL THE NEED—Leif Carrett (Michael Lloyd), A. Tilmon, Scatti Brothers 402 (Atlantic) | H |
| | 4 | 16 | (Orleans), M. Mason, L. Hopper, Infinity 50006 (MCA) KNOCK ON WOOD—Amii Stewart ◆ (Plays (Empper), B. Leng, Sciola/Hansa 7736 | ALM. | 4 | 56 | 7 | Roth, Warner Bros. 8823 I DON'T WANT NOBODY | | 山 | 91 | 3 | MY LOVE IS MUSIC—Space (Jen Philippe (Henza), D. Marouani, Casabianca 574 | |
| | 3 | 16 | MUSIC BOX DANCER—Frank Mills . (F. Mills), Frank Mills, Polyder 14517 | TPC | | | | ELSE-Norda Michael Walden (Marda Michael Walden), N. M. Walden, Atlantic 3541 | WBM | 由 | ata t | | CAN'T KEEP A GOOD MAN DOWN-Eddie Money (Bruck Botnick), E. Money, D. Alexander, | |
| - | 16 | 11 | BLOW AWAY - George Harrison (George Harrison, Rusz Titelman), G. Harrissen, Ourk Horse 8763 (Warner Bras.) | WBM | 51 | 67 | 2 | MINUTE BY MINUTE—Dooble Brothers (Ted Templeman). M. McDonald, L. Abrams. Warner Bres. 8828 TRAGEDY—Bee Gent. | WEM | 83 | 86 | 3 | C Salberg, Solumbia 3-10581 MIRROR STARS—Fabulous Pandles | 2 |
| | 26 | 8 | JUST WHEN I NEEDED YOU | | | | 117 | (Bee Ges), Karl Richardson, Albhy Galuten, B. Gibb, R. Gibb, M. Gibb, RSO 918 | CHA | 山 | NEW C | | (Mult Winwood), T. DeMeur, J. Parsons, Epic 850666 HEART OF THE NIGHT—Foco (Nichard Santord Orshoff), F. Gettee, MCA 41023 | , |
| | 24 | 8 | (Del) Newman), R. Vanwarmer, Beacryille 0334 (Warner Bros.) THE LOGICAL SONG—Supertramp (Soperframp, Peter Henderson), R. Davies, R. Hodgson, A&M 2128 | ALM | 由由 | 61 | 5 | DANCIN' FOOL—Frank Zappa (Frank Zappa), F. Zappa, Zappa 10 (Mercury) | 8-3 | 85 | 34 | 11 | ROLLER—April Wine (Myles Goodwyn), M. Goodwyn, Capital 4666 | |
| | 22 | 9 | DISCO NIGHTS-6. 0 | | 54 | 62 | 14 | I WANT YOU TO WANT ME—cheap Trick (Cheap Trick), R. Nietsen, Epic 8-50680 SULTANS OF SWING—Dire Straits | | 山 | MD I | | DANCE WITH YOU - Carrie Lanzes (Dick Srifley & The Whispers), K. Sardiner, Salar 11482 (RCA) | |
| | 21 | 13 | I GOT MY MIND MADE UP-instant funk * | CPP | 由 | 63 | 5 | (Muff Winwood), M. Knopfler, Warner Bros. 8736 WHEN YOU'RE IN LOVE WITH A BEAUTIFUL | ALM | 87 | 48 | 6 | DANCER - Gine Sectio (Mix Machine), G. Sectio, RFC 8757 (Warner Bres.) | |
| - | 23 | 9 | (Bunny Sigler), K. Miller, S. Miller, R. Earl, Salsoul 72078 (RCA) RENEGADE—Styv (Styx), T. Shaw, AEM 2110 | ALM | | | | WOMAN - Dr. Hook (Ron Haffkine), E. Stevens, Capitol 4705 | CPP | 88 | 54 | 16 | LIVIN' IT UP-Bell & James * (L. Bell, C. James), LaRoy Bell, Casay James, A&W 2065 | |
| | 11 | 17 | WHAT A FOOL BELIEVES - Doobse Brothers (Ted Templeman), M. McDonald, K. Loggim, Warner Bros. 8725 | WEM | 古 | 66 | 3 | GOOD TIMIN' — Beach Boys (Bruce Johnston, Beach Boys, James William Guerzie), E. Wilson, C. Wilson, Caribou 89029 (CBS) | | 血 | Mr I | | BUSTIN' OUT-Rick James (Rick James, Art Stewart). R. James, Gordy 7157 (Matown) | |
| | 25 | 9 | ROCK 'N' ROLL FANTASY—Bad Company (Bad Company), P. Rodgert, Swan Song 70119 (Atlantic) | WEM | 57 | 29 | 8 | CRAZY LOVE - Aliman Brothers (Tom Dowd), D. Belts, Capricaen 6328 | WBM | 血 | NCH | A121 | RING MY BELL-Anita Ward (Frederick Knight), F. Knight, TK 124 | |
| | 13 35 | 22 | DEEPER THAN THE NIGHT - Olivia Newton John | ALM | 58 | 30 | 9 | HAPPINESS—Pointer Sixters (Richard Perry), A. Toussaint, Planet 45902 (Elektra Arylum) | WBM | 91 | 57 | 19 | LADY-Little River Band (John Boylan & Little River Band), S. Goble, Capital 4567 | 31 |
| ١ | 31 | 7 | HOT NUMBER - Fory | CPF | 60 | 69 | 6 | GEORGIE PORGY—Tota (Tota), D. Paich, Columbia 1 10944 JUST THE SAME WAY—Journey | WBM | 92 | 64 | 16 | I JUST FALL IN LOVE AGAIN—Anne Murray (Jim Ed Morman), Dorff, Salerov, Linyst, Herbstritt, Capital 4675 | |
| - | 53 | 3 | (Foxy, Jerry Masters), I. Ledesma, Bash 5050 (TR) WE ARE FAMILY—Scalar Siedge (Benard Edwards, Mile Rodgers), N. Rodgers, B. Edwards, Cotillium | CPP | 4 | 70 | 3 | (Roy Thomas Baker), G. Rolle, M. Schor, R. Valory, Columbia 310928 | CPP | 93 | 94 | 9 | THERE BUT FOR THE GRACE OF GOD GO I - Machine (August Barnell), R. Mance, A. Darnell, Hologram (1856 (RCA)) | |
| - | 18 | 12 | LOVE BALLAD - George Bensum | WEM | Щ | 70 | 3 | AIN'T NO STOPPIN' US NOW-McFadden & Whitehead (John Whitehead, Gen McFadden, Jerry Cohen), J. Whitehead, G. | CPP | 94 | 97 | 7 | HEART TO HEART—Errol Saber (Wike Post, Erme Phillips), B. Mann, C. Weil | |
| | 33 | 9 | (Tommy Lipuma), Scarborough, Warner Bres. 8759 SUCH A WOMAN—Tycnon (Robert John Lange), M. Kreider, N. Mershon, Arista AS 0358 | CHA | 由 | 72 | 5 | McFadden, J. Cohen, P.I.R. 3581 (Epic) ONE CHAIN—Santana (Denors Lumbert, Brian Potter), D. Lambert, B. Fotter, | | 95 | 95 | 22 | SHAKE YOUR GROOVE THING—Peaches & Herb. | 1 |
| | 59 | 4 | YOU TAKE MY BREATH AWAY—Res Smith (Charles Calello, Stephen Lawrence), S. Lawrence, B. Hart. | | 63 | 36 | 9 | (Dennis Lambert, Brian Potter), D. Lambert, B. Fotter, Gelumbia 319938 SWEET LUI LOUISE—Ironburse | CPP | 96 | 74 | 18 | (Freddie Perren), D. Fekars, F. Perren, Polydon/MVF 14514 SUPERMAN—Herbie Mann | |
| | 45 | 4 | Columbia 3-10908 AIN'T LOVE A BITCH—Rod Stewart (Tom Gowd), R. Stewart, G. Grainger, Warner Bros. 8810 | B-3 | 64 | 68 | 5 | (Handy Bachman), R. Bachman, Scotti Brothers 406 (Atlantic) STAR LOVE—Cheryl Lynn (David & Marty Paich), Columbia 210407 | CPP | 97 | 81 | 21 | DO YA THINK I'M SEXY-Rod Stream | |
| | 39 | 6 | OLD TIME ROCK & ROLL—Bob Seger (Bob Seger & The Muscle Shoots Section), G. Jackson. | CPP | 仚 | 73 | 5 | ONE MORE MINUTE—53. Tropez (W. Michael Lewis, Laurin Rodes), B. Jordan, B. Blue, Butterfly 10 (MCA) | | 98 | 98 | 18 | (Ton Dowd), E. Stewart, C. Appicz, Warner Bros. E724 HEAVEN KNOWS—Donna Summer & Brooklyn Drawn. (Gorge Monder, Fete Bellette), D. Summer, C. Monder. | |
| - | 37 | 9 | DON'T YOU WRITE HER OFF—McGuren, Clark & Hillman | CPF | 由 | 75 | 3 | (I Wish I Could Fly Like) SUPERMAN-Kinks. (Ray Davies), N.D. Davies, Irista 64/9 | | 99 | 82 | 8 | (Gorgo Moroder, Pete Bellotte), D. Sammer, G. Moroder, P. Bellotte, Casablanca 959 I NEED YOUR HELP BARRY | |
| | 38 | 9 | (Ran, Howard Albert), R. McGunn, R. J. Hippant, Capital 4533 GET USED TO IT—Hipper Voudours | CPP | 由 | 76 | 3 | YOU CAN'T CHANGE THAT—Raydes (Ray Parker Ir.), R. Parker Ir., Arista 0339 | | | | | MANILOW - Ray Stevens (Ray Stevens), D. Gooyea, Warner Bres. E785 | , |
| | | | (Michael Dmartian), M. Omartian, R. Voodmuris, Warner Briss. 8762 | WEM | 仚 | 77 | 2 | SHAKEDOWN CRUISE—lay Ferguson (Jay Ferguson & Ld Mashal), I Ferguson, Arylum 4604) | WBM | 100 | 100 | 6 | HIGH ON YOUR LOVE SUITE—Rick James. (Rick James, Art Stewart), R. James, Gordy 7164 | (|

STAR PERFORMERS: Stars are awarded on the Hot 100 chart based on the following upward movement. 1-10 Strong increase in sales / 11-20 Upward movement of 4 positions / 21-30 Upward movement of 6 positions / 31-40 Upward movement of 8 positions / 41-100 Upward movement of 10 positions. Previous week's starred positions are maintained without a star if the product is in a holding period. This will, in some cases. block out products which would normally move up with a star. In such cases, products will be awarded a star without the required upward movement noted above. Pecording Industry Assn. Of America seal of certification as "million seller." (Seal indicated by bullet.) A Recording Industry Assn. Of America seal of certification as "two million seller." (Seal indicated by triangle.)

Sheet music suppliers are confined to planta vocal sheet music copies and do not purport to represent music suppliers are confined to planta vocal sheet music copies and do not purport to represent music suppliers are confined to planta vocal sheet music copies and do not purport to represent music suppliers are confined to planta vocal sheet music suppliers. A R = Acuff Rose, B M = Belwin Mills. 88 = Big Bells, 8.3 = Big Three Pub. BP = Bradley Pub. CHA = Chappell Music, CCPL = Commo Pub., CPP = Columbia Pictures Pub., FMC = Frank Music, Corp., HAN = Hansen Pub., IMM = Ivan Moguli Music, MCA = MCA Music, Corp., HAN = Hansen Pub., IMM = Ivan Moguli Music, MCA = MCA Music, Corp., HAN = Hansen Pub., IMM = Ivan Moguli Music, MCA = MCA Music, Corp., HAN = Hansen Pub., IMM = Ivan Moguli Music, MCA = MCA Music, Corp., HAN = Hansen Pub., IMM = Ivan Moguli Music, MCA = MCA Music, Corp., HAN = Hansen Pub., IMM = Ivan Moguli Music, MCA = MCA Music, Corp., HAN = Hansen Pub., IMM = Ivan Moguli Music, MCA = MCA Music, Corp., HAN = Hansen Pub., IMM = Ivan Moguli Music, MCA = MCA Music, Corp., HAN = Hansen Pub., IMM = Ivan Moguli Music, MCA = MCA Music, Corp., HAN = Hansen Pub., IMM = Ivan Moguli Music, MCA = MCA Music, Corp., HAN = Hansen Pub., IMM = Ivan Moguli Music, MCA = MCA Music, Corp., HAN = Hansen Pub., IMM = Ivan Moguli Music, MCA = MCA Musi PSP = Peer Southern Pub., PLY = Plymouth Music, PSt = Publishers, Sales Inc., WBM = Warner Bros., Music

| AIN'T COLD IF BIRCH (Block ASCAPS) |
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BILLBOARD

MAY 12, 1979.

HOT 100 A-Z-(Publisher-Licensee) Ti. Denor: Fooi (Murchker, AVCAP) Stance With You Espectrum VIII HINDL ASEAP) Chargest Truck The Pagest (Beauties) Snow, BMG Diamends (first suited) Disco Nightle (G. Gr.) Novice, ADCAPS. 19. Years to Heart SETE Muse: 6. West. Durit Lee Append Lone Title (Indianaly Name Liberty ASCAP)

Close & Water Works Phon Coll (Collins Electronic Study (Coll) T2 Esta to the Hart (United Artists, ASAAR)

Dispersed State Colors

The You Think 17th Sang (Blue
Assess Street Colors State Library

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ASSESS: Frei Tre Need (Brokeport, 201). 55 Deorge Florgy (Husinian ASCAP) Ger Ossel Fa. It Cline This Home. ACCAP Cipnes, (MA) Gastergitt Fought (P. McCartrey) Gend Green Holl (Labo (MA)) 4 I Don't Wart Hotody Flor #1 (Grantude Cubillian 1981)

Executive Johan, 1980) 52 Happinson (Rainer Terrestone) Markett HMI 66 Heart Of Glass (Kins Blue Mensior Island, ASCAP)

Heart of the Night of wantum. Heesen Rosen (Perio, 696) 23. He's The Greatest Barrier Miller.

20 House's Simplement April ASCARY - 27 1 Min. House Stational Charles Date
361 Hot Woman's Clinicity - Product II D.M. AscARY Chickery or the Parket or 1980; 54 THE SHIP ONLY & STORE THE

1 Get My Mod Male 1/0 (Locky Triera, BMI If Lowing You is Wrong (East) Managhus (Klaindian, 1984) 2 Help in Love Again County. I Proud Your Help Davig Maninos.

(Nay Stewers, DMS) to The New Houry Start Steel (MR)... it Myst lie Line Caperates Trees. 96 9 Wall have been Chin. Collins.

100 Mart You fo Ward Me Statement May 1 Mart May 1 Mart May 1 May 26 11 World Court By Unit Superings (Driverey, PMI) 1 Still Curvine (Festies Vibra), ASCAPS

A reflection of National Sales and programming activity by selected dealers, one stops and radio stations as compiled by the Charts Dept. of Billboard.

Just The Sente Way (Weed Figh) Nationals, DMC Just What I Needed You Most :Fourth Floor, ASCAP) Rosek (In Wood (East Marghin, Ledy (Screen George 8M) Although the Of Sough (Deleastsong).

ASCAPT. A) Liver in Up (Mighty Three, EMI) Love Balled (Unit Support EMI) 3 Louis In The Address (Extended.) Fiction (MII) 53 Love Same Strin (Orleansongs, #SCAP) 40 Lose You involv Old (Unpered) Uniquepest (Mr)

April, MiCAFS. Precious Love (Glerwood-Cigar) 13 Horsegorie (Astro, ASCAP) ADCAPL 11 Beurited (Perso Vibes, ASCAP) Heuroba Gel (Eourth Floor, ASCAP). 47 in Main Fift February & Persons Hong My Date (Two-Kinghir EMI) Mount by Moule (frug. DM: Linesia, ASCAP) Hock N Bull Fardery (Made)

Shows BMS

Roller (Goody Two Tures, 866) ... Mirror Stars (Poosings: Charlemin. 83 Rossone (Virgin, ASCAP).... 15 Seturday Night, Sunday Morn Missier Blow Diamoner (Street) lappart. (Colgania, BMI: Jobete, ASCAP) My Baby's Baby (ATV Channel, 35 Shakedown Chuse (Familess, 8MI) My Love Is Music (Call Me. ASCAP). III. Strake Your Blody (Peacock, BMI)......70 Night Dancor, (Homewood: Fmility West, ASCAP). Shake Your Groove Thing (Persen Vibra, ASCAP) 37 ANSAN IN No (Argel Wing. 64 Old Time Black & Roll (Muscle) ASCAFT 62 Star Love (Colgania EMI figurothe, ASCAP Scient Gens EMI Trac 26 One Chart LADE During BMS Clos. More Mesute (Hearth Levy) Bhair ...

Stumbler in (Chineshap, Careers, 884) Such A Women Cline This House, ASCAP/Spiker, BMD Sultana Of Swing (Almo, ASCAP)

Superman (Womer Tamerlana)

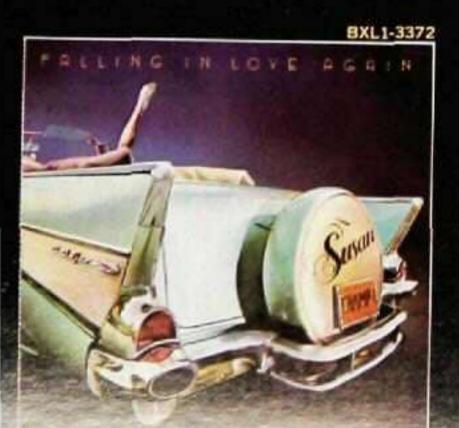
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25 Sweet Lie Louise (Survivor/Pro & Shi Kids, BMS. Take Me Horse (Rich's, SMI). 43 The Lispical Song (Atmo/Delicate, ASCAP) Theme From Ice Castles (Gold Horizon, BMI Golden Turch, ASCAP) 15 There But Fire The Grace Of God Go I (Nonce Songs: Hologram ASCAP-17C, IMP) Tragedy (Stigwood, 8MI) We Are Family (Chic. BM). 64 What A Foot Delieves, (Sung. 6M). Milk Honey, ASCAP) When You're In Lave With A Beautiful Women (Deb Dave. You Can't Change That (Raydicia, ASCAPS. You Take My Breath Away (Not ATLANTA S





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5/11 New York Washington

Atlanta

5/22 Roslyn, N.Y.



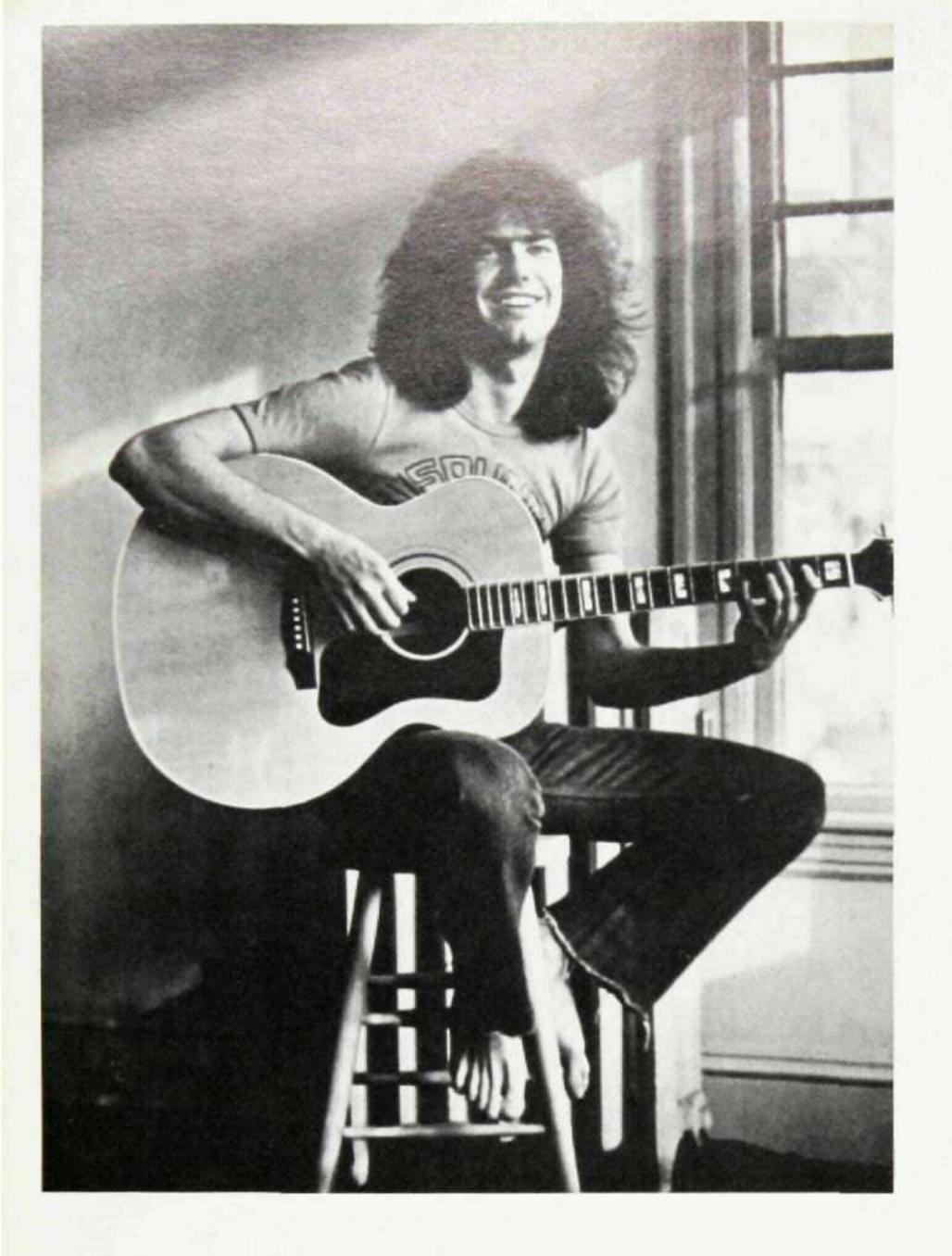


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| | | | Compiled from National Hetad Stores by the Music Popularity Chart Department and the Record Marker Research Ce | 50 | GOESTED (| .051 | | | | * | 50 | GGESTED (| 157 | | | | | sug | GESTED LI PRICE | 57 |
| J | | Chart | partment of Briboard | | | 90 | | | Chart | STAR PERFORMER-LP's registering greatest proportion | | | | | 1 | Chart | | | | 744 |
| WEEK | WEEK | 15 OH | ARTIST Title | 808 | 200 | 135 | WEEK | WEEK | 16 8 | ARTIST | 3 | 4 V | SET T | WEEK | WEEK | 300 | ARTIST | * 5 | 404 | SETT |
| THIS | LAST | Week | Label, Number (Dist. Label) | - 4 | - 5 | 5 | FIS | LAST | Weeks | Title Label, Number (Dist. Label) | | # F | 3 | EE | LAST | Weeks | Title Label, Number (Dest. Label) | 60 | - | 2 |
| d | 1 | 21 | DOOBIE BROTHERS Minute By Minute | | | - | ☆ | 41 | . 5 | EVELYN "CHAMPAGNE" KING Music Box | | | | 由 | 79 | 5 | LOWELL GEORGE Thanks I'll Eat It Here | | | |
| 4 | 2 | 25 | PEACHES & HERB | 8.98 | 8.98 | 8.98 | 37 | 32 | 16 | BABYS | 7.98 | 7.98 | 7.98 | - | 20 | | Warser Bras. 858-3194 | 7.98 | 7.98 | 7.98 |
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| t | 4 | 7 | SUPERTRAMP Breakfast In America | | | | 仚 | 44 | 6 | MAZE Inspiration | | 1 | 1 | 73 | 73 | 9 | MICHAEL FRANKS | 7 - 219 | 1,34 | 7.30 |
| _ | 5 | 7 | BAD COMPANY | 7.98 | 7.98 | 7.98 | | | L, | Capitut SW 11912 | 7.98 | 7.98 | 7.98 | | | | Tiger In The Rain Wanter Brits 658, 2298 | 7.98 | 7.98 | 7.98 |
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| 5 | 3 | 13 | BEE GEES Spirits Having Flown | - | | | 由 | 46 | 8 | SUZI QUATRO If You Knew Suzi | | 13.00 | 13.30 | 血 | 136 | 2 | MARSHALL TUCKER BAND | 7.98 | 7.98 | 7.98 |
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| 0 | | 39 | Parallel Lines Ormalis ONA 1192 | 7.98 | 7.98 | 7.98 | III | 51 | 3 | GROVER WASHINGTON JR. Paradise Debto 48-182 | 7.98 | 7.98 | 7.98 | 76 | 80 | 3 | BARRY WHITE The Message Is Love | | 30.4 | |
| 盐 | 8 | 5 | VAN HALEN Van Halen II | | | 7.20 | 台 | 47 | 23 | OLIVIA NEWTON-JOHN | _ | ,,,,,, | 1.30 | 77 | 57 | 15 | Unlimited Gold IE 35763 (CBS) | 7.98 | 7.98 | 7.98 |
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| 11 | 9 | 9 | ALLMAN BROTHERS BAND | * | 7.30 | 7.30 | 46 | 31 | 24 | CHIC | 1.36 | 1,20 | 7.36 | | | | Hair—Original Soundtrack RCA CBL 2-3774 | 14.98 | 14.98 | 14.98 |
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| 14 | 15 | 12 | CHEAP TRICK Cheap Trick At Budokan | | 100000 | 1 | 49 | 50 | 5 | GRAHAM PARKER Squeezing Out Sparks | | | 2100 | 4 | 109 | 5 | OHIO PLAYERS | 7.98 | 7.98 | 7.98 |
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| 100 | - | | Blondes Have More Fun Warner Bros. 834, 325.) | 8.98 | 8.98 | 8.98 | | | | Danger Money Palydor PD 1 6194 | 7.98 | 7.98 | 7.98 | 由 | 95 | 7 | TYCOON Avata AB 4215 | 7.98 | 7.98 | 7.98 |
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| 由 | 24 | 8 | 6.0. | _ | ,,,,, | 1.50 | 查 | 59 | 22 | KENNY ROGERS The Gambler | • | 1 | | - | 120 | 5 | Capital SW 11849 KENNY ROGERS & DOTTIE WEST | 7.98 | 7.98 | 7.98 |
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| 曲 | 25 | 46 | THE CARS Dektra 66 135 | 7.98 | 7.98 | 7.98 | 56 | 36 | 30 | VILLAGE PEOPLE | _ | | | 91 | 72 | 32 | HEART Dog And Butterfly | 8.98 | 9.50 | 8.98 |
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| 23 | 21 | , | Music Box Dancer Polydor PD1 6192 | 7.98 | 7.98 | 7.98 | 4 | 68 | 62 | VAN HALEN | | | | 93 | 91 | 24 | EARTH, WIND & FIRE The Best Of Earth, Wind & Fire | • | 200000 | 1987040 |
| 24 | 22 | 14 | RICK JAMES | | | | 1 | 69 | 6 | Warner Bres. BSR 3075 JOE JACKSON | 7.98 | 7.98 | 7.98 | 94 | 92 | 26 | Columbia PC 35647 NICOLETTE | 8.98 | 8.98 | 8.98 |
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| 由 | 27 | 12 | CHER Take Me Home Catablanca NBEP 7133 | 7.98 | 7.98 | 7.98 | 60 | 62 | 48 | LITTLE RIVER BAND Sleeper Catcher | • | | | 亩 | 128 | 5 | ROCKETS RSD RST 3047 | 7.98 | 7.98 | 7.98 |
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| | | | Manifesto Also SD 38-114 (Allambo) | 7.98 | 7.98 | 7.98 | 91 | 43 | 10 | Life For The Taking | 7.98 | 7.98 | 7.98 | 97 | 97 | 22 | BOB JAMES | 13.98 | 13.98 | 13.98 |
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| 查 | 30 | 6 | Zapa SRZ Z 1501 (Mercury) LINDA CLIFFORD | 13.98 | 13.98 | 13.98 | 63 | 38 | 9 | HERBIE HANCOCK | 1.36 | 7.30 | 7,36 | 98 | 101 | 28 | SANTANA Inner Secrets | • | | |
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| 29 | 17 | 9 | GEORGE HARRISON Durk Horse DHX 3255 (Warner Bers.) | 7.98 | 7,98 | 7.98 | 64 | 60 | 13 | ANGELA BOFILL Angie | 7.00 | 7.00 | 7.00 | 血 | 185 | 2 | PAT METHENY New Chautauga ECM 1.1131 (Warner Bigs.) | 7,98 | 7.98 | 7.98 |
| 台 | 34 | 5 | FOXY | | 2,37,20 | | 65 | 63 | 60 | AidarGRF 5000 (Anda) | 7.98 | 7.98 | 7.98 | 100 | 104 | 6 | BEACH BOYS | 7,30 | 7,30 | 7.20 |
| | Pages 1 | | Hot Number Dash 30010 (1k) | 7.98 | 7,98 | 7.98 | | | | Macho Man Casabrasca NBLP 7096 | 8.98 | 8.98 | 8.98 | | | | LA Light Album Cantou & 35752 (ORS) | 7,98 | 7.98 | 7.98 |
| 31 | 23 | 11 | POLICE Outlandos D'Amor | 7.98 | 7.98 | 7.98 | 仚 | 82 | 3 | SYLVESTER Stars | 4 | | 35390 | 曲 | 111 | 7 | ALTON McCLAIN & DESTINY Pulydor PD1 6163 | 7.98 | 7.98 | 7.98 |
| 32 | 26 | 29 | BILLY JOEL | /,36 | 1,36 | 1.76 | 62 | 60 | 10 | Fantasy F9579 ELVIS COSTELLO | 7.98 | 7.98 | 7.98 | 血 | 112 | 3 | HUBERT LAWS Land Of Passion | | | |
| | 2000 | | 52nd Street Columbia FC 35609 | 8.98 | 8,98 | 8.98 | 67 | 58 | 16 | Armed Forces Culumbra IC 35709 | 7.98 | 7.98 | 7.98 | 102 | 103 | 10 | Catumbia #C 25708 | 7.98 | 7.98 | 7.98 |
| 4 | 37 | 6 | AVERAGE WHITE BAND | 7.00 | 7.00 | 7.00 | 68 | 54 | 9 | JUDY COLLINS Hard Time For Lovers | | | | 103 | 103 | 13 | Here, My Dear Tumbs 1 364 (Motowo) | NL | NL | |
| 由 | 42 | 3 | Ariantic SC 19207 REX SMITH | 7.98 | 7.98 | 7.98 | 1333 | 22 | | Elektra 6E 171 | 7.98 | 7.98 | 7.98 | 104 | 102 | 24 | BARRY MANILOW | | | |
| - | | | Sooner Or Later Columbia IC 35813 | 7.98 | 7.98 | 7.98 | 69 | 75 | 30 | TOTO Celambia IC 15317 | 7.98 | 7.98 | 7.98 | 1 | | | Greatest Hifs Austa AZL 860) | 13.98 | 13.98 | 13.98 |
| 35 | 35 | 23 | GEORGE THOROGOOD Move It On Over | 7442 | - 28 | | 70 | 61 | 14 | FABULOUS POODLES Mirror Stars | 7.00 | 7.00 | 7.00 | 105 | 67 | 6 | ART GARFUNKEL Fate For Breakfast | 7.00 | 7.00 | 2.00 |
| | | | Rounder 3024 | 7.98 | 7.98 | 7.98 | | PA | | fave II. 15464 | 7.98 | 7.98 | 7.98 | | - | | Columbia 3C 35780 | 7.98 | 7.98 | 7.98 |

STAR PERFORMERS: Stars are awarded on the Top LP's & Tape chart based on the following upward movement. 1-10 Strong Increase in sales / 11-20 Upward movement of 4 positions/ 21-30 Upward movement of 6 positions / 31-40 Upward movement of 8 positions / 41-100 Upward movement of 10 positions previous week's starred positions are maintained without a star if the product is in a holding period. This will, in some cases, block out products which would normally move up with a star. In such cases, products will be awarded a star without the required upward movement noted above. • Recording Industry Assn. Of America seal for sales of 500 one units (Seal indicated by triangle) Recording Industry Assn. Of America seal audit available and optional productivers. to all manufacturers.

MAY 12, 1979, BILL!



"The new Metheny adventure is the kind of music that is being used more and more by AOR programmers to lend their genre of radio the degree of dimension and sophistication that the times deem necessary. The new mainstream is exciting, indeed! They'll be playing this one forever."

- Mike Harrison Goodphone Weekly

"If you are reaching the clonerock saturation point, imagine how your listeners feel. They are ready for Mr. Metheny. I perceive the 'New Chautauqua' track not as jazz window dressing or lunar rotation fringe material, but as a strong album instrumental track, with a realistic shot at retail and airplay breakthrough."

-Bill Hard FMQB Album Report

Pat Metheny

Most Added-Billboard 5/5/79.



New Chautaugua

Also available



Bright Size Life ECM 1-1073



Watercolors ECM 1-1097



Pat Metheny Group ECM 1-1114





| | | | LPs & TAF | | | SETION H- 206 | | 1 | 100 | STAR PERFECTION AND ADDRESS. | | PHILE | 141 | | | | | 11.0 | STATE OF | |
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Late General News



SIGNING PARTY—Michael Murphey signs autographs for fans in the Peaches retail outlet in Tulsa, Okla. Murphey, whose latest LP is "Peaks, Valleys, Honkey-Tonks & Alleys," also put his handprints in cement outside the store.

Product Undergoes Quality Control Test

By ED HARRISON

LOS ANGELES—Warner Bros. has established a quality assurance department to insure high quality for all Warner product including disks, tapes and packaging.

As part of the program, a specially designed quality laboratory has recently been completed whereby Ed Outwater, director of quality assurance and his staff can examine recording, mastering and manufacturing defects.

Outwater says the room has been in the planning stages before A&M chairman Jerry Moss harshly criticized Warner pressings last summer.

According to Outwater, his department checks test pressings on every album manufactured at each plant. (The bulk of Warner product is manufactured by Capitol at plants in Los Angeles, Jacksonville, III., and Winchester, Va., in addition to WCI's Specialty and Allied plants and independent pressers.)

While the Los Angeles test approval applies to all three Capitol plants, each of the other facilities individually approves product.

"We do tests to find any problems before the product is sent to the artist or manager," explains Outwater.

Outwater states that recording and mastering defects such as extraneous noises, dropouts, overcut grooves, static, pops and others are called to the attention of the manager who may or may not want to re-record or re-master.

If there are manufacturing problems such as warpage, off center pressings or plating problems, everything is automatically done over.

In addition to scrutinizing the test pressing, a reference disk (cut the same time as the master) is also checked to identify cutting problems from manufacturing problems.

Commercial copies are tested as well, says Outwater, because "sampling a test has only a degree of usefulness. Test pressings approved are related to mass production. When you have a number of plants making records under a number of conditions you must check the commercial copies," he says. This also holds for cassettes, 8-track, singles and 12-inch singles.

As a supplement to Warner's own quality assurance department, Capitol Records Industries has a national quality control manager for Warner Bros. prodnet

Warner Bros, recently made the decision to have the quality assurance department also responsible for album packaging whereby quality of printing and fabricating is checked.

This reportedly marks the first time that a company has put all product quality under one roof.

WEA, according to Outwater, is requested to return a sample of any defective product to Warner Bros. quality so it can be traced back to the manufacturer.

In addition to a minimum of three trips a year to all Warner pressing facilities, the label is committed to improving the quality of vinyl at the plants and to the use of polysleeves which lessens the amount of dirt on the record.

Inside Track

CBS Records has cancelled plans for its annual grant convention set this summer for San Francisco, opting instead to have its team of top executives visit local branches in August in five regions of the country, where one-to-one meetings and artist and product presentations are planned. A company spokesman says reason for the change was that the previous conventions (most recently in Los Angeles and London) got to be too big and unwieldy. Sources also note that they got to be very expensive, with the Los Angeles bash costing about Standbase.

Isn't it time the industry started worrying more about a resurgence of tape piracy? The Recording Industry Assn. of America has terminated its most veteran piracy investigator Maurice "Bud" Richardson, a former Arizona police officer. And just last November, the FBI transferred probably its most expert piracy sleuth, Phil Altpeter, to its Palm Springs, Calif., office, where he no longer is involved in illicit recorded product investigation. NARM hasn't had a piracy drive or a convention session aimed at reducing counterfeiting and piracy in the past three years.

It Had To Happen: Frank Miko, who hired literally hundreds of employes for Nehi Distributing and the Peaches retail stores, as its executive vice president, and veteran radio programming executive J. J. Jordan, last national promo director at EMI-America, have opened an employment agency exclusively for radio and record industry placement. Called Talent Industry Placement, the office is located at 6464 Sunset, Hollywood, Jordan is a radio veteran whose last radio slot was program director at WRKO-AM Boston. The office opening comes when industry employment is at an all-time low.

The Japanese grapevine has Tower Records' Russ Solomon opening retail stores there in conjunction with Toei, a major Nipponese movie production entity. The first would bow in the Mori Hanae building in Harajuku, Tokyo. The store would mitially feature imported records, later moving into domestic inventory. A chain of such stores is blueprinted, it's reported. Entry of a progressive retail pioneer like Solomon would have a significant impact on Japanese retailing. Solomon at deadline was out until Tuesday (8). Chuck Smith, president of Pickwick International is "reluctantly" releasing Jack Mishler, his operations vice president into an early retirement because of Mishler's failing health.

The reported \$3.5 million bill set for The Hamlet of Hurleyville Aug. 24-26 concert includes. Rod Stewart, Village People, the Beach Boys, Cheap Trick, Joni Mitchell, Bob Seger, Foghat, Hall & Oates and REO Speedwagon. It inaugurates a permanent entertainment center in Sullivan County, N.Y., 90 miles from Gotham. Organizers of the concert include: Jeff Franklin, president of American Talent International; attorney Leon Greenberg and Concerts West. CBS will distribute an album of the event for the U.S., Pologram distributing the remainder of the globe. Casablanca FilmWorks plans a nondocumentary film woven around the festival. Woodstock II, slated a week earlier, still has not found a berth.

Freddy Fender and Tommy McClain are first two talents lined up by producer Huey Meaux for his new Starflight Records to be distributed under the CBS Associated Labels' banner. Some of the items auctioned off at the U.S. Olympic Committee benefit recently in New York City included. Paul Simon's guitar, which grabbed \$650, Rod Stewart's britches, \$200; a trip to Miami to see the Village People, \$300 and Don Kirshner's bomber jacket, \$200.

Meetings And More Meetings: WEA's Burbank offices will be virtually empty all next week as Henry Droz
commutes with his lieges at La Costa, Calif. . . . Diana
Hubbard, an executive of the Church of Scientology
which her father, L. Ron Hubbard, founded, takes to the
keyboard of a Steinway soon to do an album for Waterhouse Records. She'll be backed by several renowned
pop sidemen who are church members. Phonogram/
Mercury president Bob Sherwood made an unannounced appearance at a recent Chicago NARAS meeting, offering suggestions on the best way to submit a
demo. Attendees gave him high marks, especially since
many Windy City performers complain they are overlooked by the locally-based label. The talk ended only

because Sherwood had to dash to make a New Barbarians' concert.

If Mike Stewart's new secretary looks familiar, it's cause she's Nina Holzman, ex-wife of one-time Elektra founder/president Jac. And dig the name of Interworld Music's new receptionist, Beverly Hills. She just migrated in from Memphis. Rumble from Dallas at presstime was that Tom Sims, who joined Galaxy Records in 1978 after years as Dallas branch chief for WEA, has ankled Galaxy with Cliff Keaton replacing him. Keaton will be remembered by oldtimers as the force behind now defunct B&K Distributing, Oklahoma City.

Taxing Matters: If a motion to set aside the verdict on't granted by the court, Allen Klein's attorneys will appeal his conviction on one count of filing a false 1970 tax return. They'll hold there is no way for the jury's verdict of guilty on the false filing charge to be reconciled with the finding that Klein was innocent of the charge of evading the tax on such income. The jury trial acquitted Klein on five other such counts, including one involving tax evasion for 1970. Adele Holzer, associated with Broadway's musical theatre as backer and producer, was sentenced to two-to-six years imprisonment for allegedly engineering a so-called Ponzi scheme that bilked investors of thousands of dollars.

Long-time talent agent Bob Vincent, who started consago as vocalist with Al Trace, has penned a tome. "Show Business Is Two Words," in which he advises on the best way to chart a career. Publisher is Main Track Publications, Studio City, Calif. . . . The Chicago Public Library downtown on Michigan Ave. has a two-month jazz series, featuring concerts, films, lectures and special events in conjunction with the Jazz Institute of Chicago.

Massachusetts' new law upping the legal drinking age from 18 to 20 is blamed for a rash of cancellations involving heavy metal rockers preferred by the male teen crowd as background for beer guzzling. Club ops say the older crowd delights on mellower rock and enjoys more expensive vintage besides. Cape Cod Coliseum has lifted its ban on rock, instituted after a raucous Ted Nugent gig last year. Owner Vince McMahon will be working with Boston promoter Don Law initially in bringing rockers back..... Bidding spirals over International Music, the classical print company that's for sale. Gossip has it as high as \$4 million. ... CBS Records and Artie Mogull and Jerry Rubinstein are hasselling again. The label filed a suit against M&R Music in Superior Court, Los Angeles, recently. It's so hot the judge immediately scaled the case file. Could be it's another chapter in the continuing war over ELO, which moved from UA to CBS in 1978? KCET-TV, Los Angeles PBS link, is doing eight programs of live summer festival performances from July through September. They'll stem from the Hollywood Bowl and the Greek Theatre, Los Angeles, and hie afield to Temple Univ. Music Festival and Robin Hood Dell, Philadelphia; the Performing Arts Center. Saratoga Springs, N.Y., and possibly a Boston Pops July

Western Merchandisers, Amarillo rackjobber/retailer chain, has the Kendalls, the Oak Ridge Boys, and Herbie Mann entertaining at its convention June 14-16 in its home base city. The Bee Gees become the third pop act to work 56,000-capacity Dodger Stadium, Los Angeles, July 7. Ducats are \$12.50. The Beatles and Elton John preceded the brothers Gibbs. The Al DiNobles (he's Casablanca singles sales chief) are expecting their second offspring in November. Add to Motown Rumors: Label's distributors are asked to put up front an amount in six figures, with 5% applicable each month on their bills over the next 20 months.

RCA Records is showing its accounts around the country a new promotional film of David Bowie, made in anticipation of the mid-May release of "Lodger," the third in the series of Bowie collaborations with Brian Enowhich has already yielded "Low," and "Heroes." The film will also be highlighted in RCA's June video presentation to its field staff, and a four-minute segment will be incorporated into the Promivision network, which is an in-store video program that is featured in over 100 retail locations. The film contains three new Bowie compositions: "Look Back In Anger," "D.J.," and "Boys Keep Swinging."

Ex-Beatles-Apple Sue Cap-EMI

LOS ANGELES—Former Beatles and Apple Records have filed a \$5 million lawsuit here against Capitol Records and EMI claiming they were not paul all record and tape toyalites used them for the year 1961, 1978.

The unit Field in Separate Court of Los Angeles, gives Capital one month to respond. Losb and Loch of the law firm representing the former Beatles while Latham and Watkins, Capitol's outside legal firm, will assist the label's in-house legal staff.

According to the aut, the Beatles claim their resealty rate about their resealty rate about their return of the seales of the group's records and tapes.

Cachet Records New In Burbank

LOS ANGELES Cachet Records, Inc., a wholly owned subsidiary of Global Television of Canada, has been formed to market MOR and country artists here.

Setting up temporary offices in Burbank, Cachet represents Nana Mouskouri, Ronnie Prophet and Ernest Tubb with plans to add four more acre in the next few weeks.

Ed Laftinsk, who started GRT's Canadian operations for three years, will act as president and reports a planned \$3-\$4 million investment for U.S. domestic use this year.

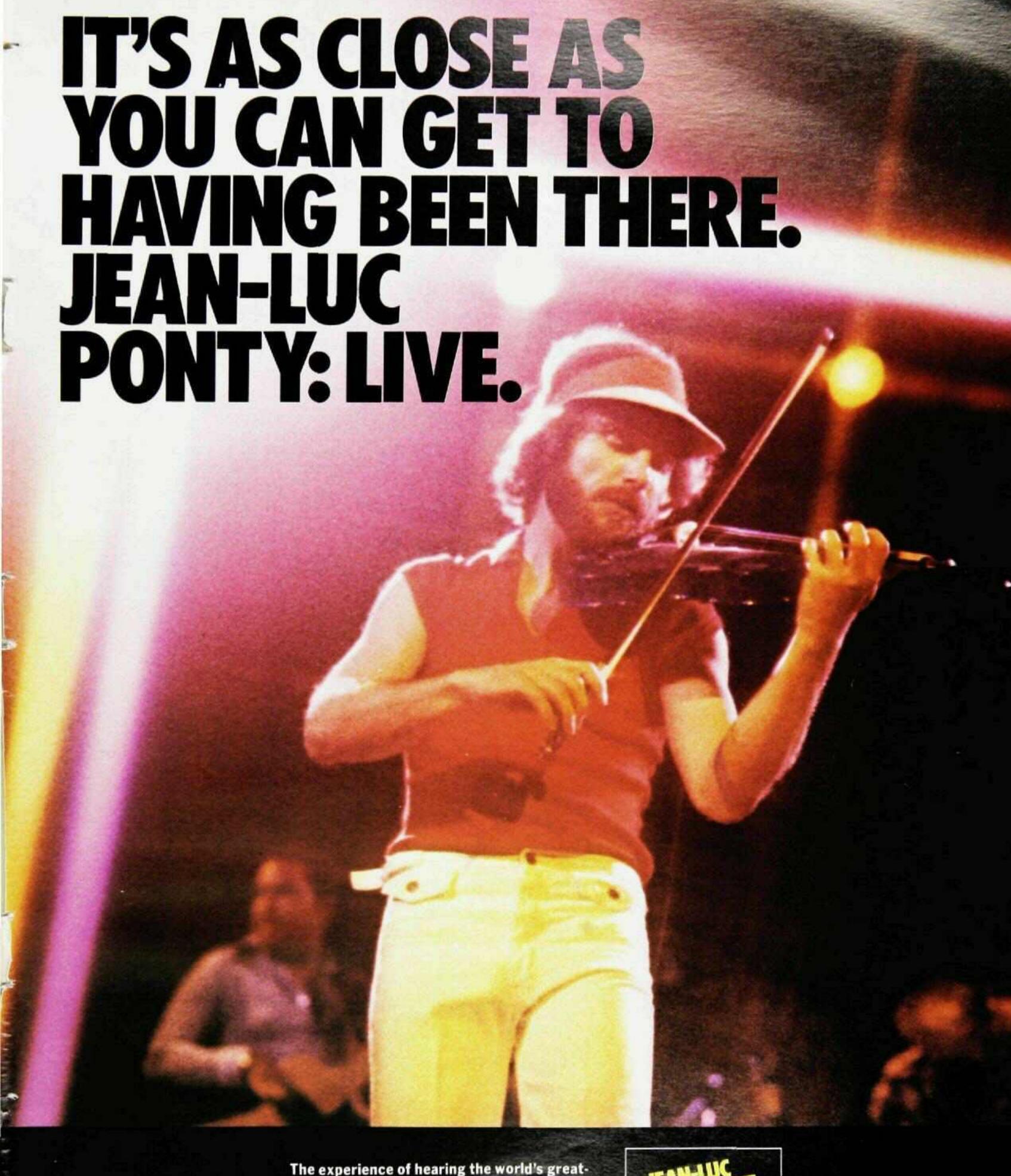
Some six years with Tee Vee Records, LaBuick says licensed deals will be set up with various independent distributors stateside and foreign with record offices in both New York and Nashville.

John Williams, with CBS Records for 18 years, is general manager of Canadian and International, based

For the Record

LOS ANGELES—On the Earth, Wind & Fire single review last week of "Boogie Wonderland," the correct billing should be Earth, Wind & Fire With the Emotions, Irving Music, BMI, should also be credited as a publisher.

in Toronto. Sol Greenberg, a 15year MGM Records veteran, is vice president of sales and k. S. general manager.



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