1982-83 International Buyer's Guide

- Information From Over 70 Countries
- Record Companies, Music Publishers & Sheet Music Jobbers & Suppliers
- Records, Tapes & Accessories Wholesalers
- Music-Record-Tape Audio & Video Services & Supplies
- Industry Statistics
PRESENTING THE RECOTON BESTSELLER ACCESSORY SERIES
You're looking at the state of the art in Audio and Video accessory merchandising.
We're 45 years old and we just get BETTER. Our new "BESTSELLER" display program sells
PROFITABLE product and it's simple. We know what sells! Join the many leading
wholesalers and retailers who PROFIT from our leadership and experience.
Join the RECOTON team. We do it BETTER.
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*An asterisk before a section name indicates that the listings within the section are in geographical order, first by state and then by city within each state. Sections without asterisks have listings in alphabetical order.
HOW TO USE THIS DIRECTORY

As a guide to locating specific listings, the following explanations are presented for each major section (in boldface, capital letters). As a first step for finding any listing, refer to the Contents page for the first page of the particular section desired and note whether the listings are arranged geographically (an asterisk before the section name) or alphabetically.

RECORD COMPANIES
MUSIC PUBLISHERS
Finding a record company or music publisher is straightforward since these listings are in alphabetical order within each section. Record labels are cross referenced back to their companies, and affiliates and administered companies back to their publishers.

SHEET MUSIC JOBBERS & SUPPLIERS
These listings are in geographical order by state and then by city within each state.

WHOLESALE
This section, which is sequenced geographically, lists distributors, one stops, rack jobbers, importers and exporters of audio and video records, tapes and accessories. Record labels listed are limited to thirty-five.

SERVICES
SUPPLIES
To find a service or supply company, first find the subsection on the Contents page and then note whether the section is arranged alphabetically or geographically. Company listings are limited to those services and supplies done in-house and provided to outside clients; that is, no subcontracting. Brand names are cross referenced back to their companies.

BLANK TAPE & BULK TAPE PRODUCT CHART
These charts of audio and video blank and bulk tape should be used in conjunction with the Tape Product Chart Listings which immediately follow the charts and present the addresses, telephone numbers and personnel of the companies with tape products.

ACCESSORIES
PROMOTIONAL MERCHANDISING AIDS
JUKEBOX
STORE FIXTURES
Each section has listings in alphabetical order. Brand names are cross referenced back to company names.

INTERNATIONAL
Countries are listed in alphabetical order (refer to the International Contents on page 161 for a quick reference to the countries covered). Within each country the order of the sections is the same as that used for the U.S. listings. The principal difference between the U.S. and international listings is that all of the latter are listed alphabetically within each section with the exception of the Canadian wholesalers’ listings, which are arranged geographically by province and then by city within each province.

ADVERTISERS INDEX
To quickly locate an advertiser within the International Buyer’s Guide, turn to the Advertisers Index, which starts on page 301 and lists the advertisers in alphabetical order and the pages on which their advertisements appear.

GENERAL INFORMATION ABOUT LISTINGS
1) Make note of any legends that may appear below any of the section heads. They contain important information that applies to that section’s listings.
2) Sometimes it is necessary to jump portions of some categories to other parts of the directory. Watch for notations, usually at the bottom of the pages, and follow the listings to the page indicated.
3) If your company should be listed in this guide but is not, please send the relevant information in the format of the section under which it should appear to Billboard, Directory Central, 2160 Patterson St., Cincinnati, Ohio 45214. We will mail you a questionnaire at the date of next year’s listings. Additionally, as a service to our subscribers and readers, we have and will continue to print an article in the weekly issue of Billboard (about six months before the publication date) indicating the Buyer’s Guide contents and its cutoff date for listings.

Founded 1894
The International Newsweekly of Music & Home Entertainment


Publisher: Lee Zhto (L.A.) Editor-In-Chief: Gerry Wood (N.Y.)

Directory Staff:
Editor: Earl Paige (L.A); Assistant Editor: Ed Ochs (L.A); Manager of Directory Services: Bob Hudoba (Cinti); Assistant Manager of Directory Services: Rand Ruggeberg; Directory Associates: Roy Crustwattle, Joan Elsen; Art: cover by Richard Ikkanza Design Associates; Interior art: Bernie Rollins.

Director of Sales, Worldwide: Miles T. Kiloch (N.Y.)

Billboard 1982-83 International Buyer’s Guide
PRERECORDED MUSIC SHIPMENTS

Billions OF DOLLARS

TAPE BY CONFIGURATION

Millions OF DOLLARS

Source: RIAA

U.S. LP AND SINGLES SHIPMENTS

Billions of Dollars

<table>
<thead>
<tr>
<th>Year</th>
<th>LP's</th>
<th>Singles</th>
</tr>
</thead>
<tbody>
<tr>
<td>1972</td>
<td>1.203</td>
<td>0.180</td>
</tr>
<tr>
<td>1973</td>
<td>1.246</td>
<td>0.190</td>
</tr>
<tr>
<td>1974</td>
<td>1.356</td>
<td>0.194</td>
</tr>
<tr>
<td>1975</td>
<td>1.485</td>
<td>0.183</td>
</tr>
<tr>
<td>1976</td>
<td>1.663</td>
<td>0.245</td>
</tr>
<tr>
<td>1977</td>
<td>1.908</td>
<td>0.245</td>
</tr>
<tr>
<td>1978</td>
<td>2.195</td>
<td>0.260</td>
</tr>
<tr>
<td>1979</td>
<td>2.473</td>
<td>0.354</td>
</tr>
<tr>
<td>1980</td>
<td>2.411</td>
<td>0.250</td>
</tr>
<tr>
<td>1981</td>
<td>2.450</td>
<td>0.246</td>
</tr>
<tr>
<td>1982</td>
<td>2.733</td>
<td></td>
</tr>
<tr>
<td>1983</td>
<td>2.411</td>
<td></td>
</tr>
<tr>
<td>1984</td>
<td>2.450</td>
<td></td>
</tr>
<tr>
<td>1985</td>
<td>2.359</td>
<td></td>
</tr>
</tbody>
</table>

Source: RIAA
WHERE MUSIC IS BOUGHT MOST OFTEN

PERCENT OF CURRENT BUYERS

<table>
<thead>
<tr>
<th>Percent</th>
<th>RECORD STORES</th>
<th>DISCOUNT STORES</th>
<th>DEP'T STORES</th>
<th>OTHER</th>
<th>RECORD CLUBS</th>
<th>DIRECT MAIL</th>
<th>ALL OTHER</th>
</tr>
</thead>
<tbody>
<tr>
<td>48%</td>
<td></td>
<td>21%</td>
<td>11%</td>
<td>8%</td>
<td>9%</td>
<td>4%</td>
<td>7%</td>
</tr>
<tr>
<td>40%</td>
<td></td>
<td>21%</td>
<td></td>
<td>6%</td>
<td>5%</td>
<td>3%</td>
<td></td>
</tr>
<tr>
<td>30%</td>
<td></td>
<td></td>
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<td></td>
<td></td>
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</tr>
</tbody>
</table>

Source: Warner Communications Inc.
WHERE MUSIC IS BOUGHT MOST OFTEN

Percent

50

46%

46%

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TYPES OF MUSIC BOUGHT MOST OFTEN

PERCENT OF CURRENT BUYERS

<table>
<thead>
<tr>
<th>Music Type</th>
<th>1977</th>
<th>1980</th>
</tr>
</thead>
<tbody>
<tr>
<td>ROCK</td>
<td>37%</td>
<td>35%</td>
</tr>
<tr>
<td>COUNTRY</td>
<td>19%</td>
<td></td>
</tr>
<tr>
<td>SOUL, R&amp;B DISCO</td>
<td>14%</td>
<td>14%</td>
</tr>
<tr>
<td>EASY LISTENING</td>
<td>14%</td>
<td>10%</td>
</tr>
<tr>
<td>GOSPEL SACRED</td>
<td>7%</td>
<td>5%</td>
</tr>
<tr>
<td>BEAUTIFUL MUSIC</td>
<td>3%</td>
<td>4%</td>
</tr>
<tr>
<td>JAZZ</td>
<td>2%</td>
<td>2%</td>
</tr>
<tr>
<td>OTHER</td>
<td>15%</td>
<td>5%</td>
</tr>
</tbody>
</table>

PERCENT OF DOLLAR PURCHASES

<table>
<thead>
<tr>
<th>Music Type</th>
<th>1977</th>
<th>1980</th>
</tr>
</thead>
<tbody>
<tr>
<td>ROCK</td>
<td>37%</td>
<td>38%</td>
</tr>
<tr>
<td>COUNTRY</td>
<td>19%</td>
<td></td>
</tr>
<tr>
<td>SOUL, R&amp;B DISCO</td>
<td>14%</td>
<td>14%</td>
</tr>
<tr>
<td>EASY LISTENING</td>
<td>11%</td>
<td>7%</td>
</tr>
<tr>
<td>GOSPEL SACRED</td>
<td>5%</td>
<td>5%</td>
</tr>
<tr>
<td>BEAUTIFUL MUSIC</td>
<td>4%</td>
<td>3%</td>
</tr>
<tr>
<td>JAZZ</td>
<td>2%</td>
<td>2%</td>
</tr>
<tr>
<td>OTHER</td>
<td>13%</td>
<td>6%</td>
</tr>
</tbody>
</table>

Source: Warner Communications Inc.
BUYING AS A FUNCTION OF AGE

PERCENT OF DOLLAR PURCHASES

Percent

20

10

PERCENT OF BUYERS

Percent

PERCENT OF POPULATION

Percent


11% 12% 11% 10% 8% 6% 13% 12% 13% 17%

17% 17% 16% 13% 12% 9% 6% 5% 12% 18%

11% 10% 11% 10% 9% 7% 6% 6% 6% 17%

Source: Warner Communications inc.
Sources: United States (RIAA); other countries (industry associations, Billboard correspondents, estimates)
WORLD SHIPMENTS

UNITED KINGDOM

Millions OF UNITS

75
59.0
50
21.1
25
19.0
0
1977
1978
1979
1980
1981

LP's
SINGLES
TAPES

FRANCE

Millions OF UNITS

75
55.0
50
18.1
25
15.2
0
1977
1978
1979
1980
1981

LP's
SINGLES
TAPES

CANADA

Millions OF UNITS

50
46.0
25
19.8
0
1977
1978
1979
1980
1981

LP's
SINGLES
TAPES

NETHERLANDS

Millions OF UNITS

50
33.0
25
11.0
0
1977
1978
1979
1980
1981

LP's
SINGLES
TAPES

Sources: Industry associations, Billboard correspondents, estimates.

Page H
U.S. CONSUMER ELECTRONICS SALES

HOME RADIOS

Years: 1974-1981

Millions of Dollars


Source: EIA Marketing Services Dept.

AUDIO SYSTEMS

Years: 1974-1981

Millions of Dollars


Source: EIA Marketing Services Dept.
U.S. CONSUMER ELECTRONICS SALES

SEPARATE AUDIO COMPONENTS

Millions OF DOLLARS

1000 (1 BILLION) $1,363 $1,424 $1,178 $1,143 $1,275 $1,027 $704

500 $652


CAR AUDIO

Millions OF DOLLARS

1000 (1 BILLION) $1,368 $1,248

500 $623 $582 $534 $497 $355 $370


Source: EIA Marketing Services Dept.

U.S. CONSUMER ELECTRONICS SALES

COLOR TV RECEIVERS

Billions OF DOLLARS

<table>
<thead>
<tr>
<th></th>
<th></th>
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<th></th>
<th></th>
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<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales</td>
<td>2.533</td>
<td>2.755</td>
<td>3.289</td>
<td>3.674</td>
<td>3.685</td>
<td>4.210</td>
<td>4.349</td>
<td></td>
</tr>
</tbody>
</table>

MONOCHROME TV RECEIVERS

Millions OF DOLLARS

<table>
<thead>
<tr>
<th></th>
<th></th>
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<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales</td>
<td>500</td>
<td>416</td>
<td>495</td>
<td>530</td>
<td>549</td>
<td>561</td>
<td>588</td>
<td>505</td>
</tr>
</tbody>
</table>

Source: EIA Marketing Services Dept.
U.S. CONSUMER ELECTRONICS SALES

TAPE RECORDERS AND PLAYERS

Billions OF DOLLARS

<table>
<thead>
<tr>
<th></th>
<th></th>
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<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>$866</td>
<td>$687</td>
<td>$1.120</td>
<td>$1.388</td>
<td>$1.975</td>
<td>$2.128</td>
<td>$2.336</td>
</tr>
</tbody>
</table>

TOTAL SALES

All Consumer Electronic Products

Billions OF DOLLARS

|------|------|------|------|------|------|------|------|------|

Source: EIA Marketing Services Dept.
You can actually hear the difference.

Since its introduction, the Ampex ATR-124 has set a new sound standard in multichannel analog recording. You get state-of-the-art operational features, as well.

Standard features include balanced transformerless inputs and outputs, a patented flux-gate record head and varispeed -50% to -200%. Plus you get all the microprocessor memory needed to recall important audio settings. You can even change setups and rehearse edits at the touch of a button.

Hearing is believing with the ATR-124. With 16” reel capability, a membrane switch setup panel with fingertip-operated shuttle speed control and optional auto biasing, why expect less than the most advanced analog multitrack available.

Call your local Ampex representative, or contact Willie Scullion, Ampex National Sales Manager, Audio-Video Systems Division, 401 Broadway, Redwood City, CA 94063 (415) 367-2911.

THE AMPEX SOUND

Ampex Corporation - One of The Signal Companies
That's what you need for the long haul, and with our 34 you get what you need. We listen to our owners when we begin a new design.

- Full size 10½ inch reels. Two speeds 15-7½ IPS with Variable Speed Control built-in.
- Full frequency response in Sync mode.
- Fully modular, adjustable and field replaceable electronics.
- Full dual process DX4D dbx* available—monitor decoded playback while recording.
- Full documentation supplied with every Series 30 product, schematics, parts lists, alignment procedures, everything you need is included in the owner's manual.

At TASCAM we make tools, not toys. After the factory polish is long gone, our inside story will still be going strong. Reliability is always our bottom line. We've made our reputation there the hard way. We earned it. With the all new Series 30 Recorder/Reproducers (32, 34 and 38), we also have some good news for your bottom line. Three decades of experience building all forms of magnetic storage make it possible for TASCAM to offer the impossible, 1985 technology at 1975 prices!

We make the broadest line in the industry. From the MM-20 and the PORTA-STUDIO all the way to the 85-16B and M16, TASCAM means business. Multitrack, multi-image and much more. Talk to your dealer to get the rest of our inside story.

TASCAM
TEAC Production Products

COPYRIGHT 1987, TEAC CORP. OF AMERICA, 5733 TELEGRAPH ROAD, MONTEBELLO, CA 90640
*dbx is the registered trademark of dbx, Inc., Newton, MA.
Big Dreams Start Small

These children are just like any others you may know. Except for one thing. Their first dream is to lead a healthy life again and stop their cancer treatments.

Please support the research and make a dream come true. For more information about how you can help, please visit St. Jude, P.O. Box 3704, Memphis, Tennessee, 38103, or call 1-800-238-9100.

Danny Thomas, Founder
ST. JUDE CHILDREN'S RESEARCH HOSPITAL

CARL FISCHER
THE COMPLETE
MUSIC JOBBER

Music of All Publishers

Featuring:

- W*AT'S & BUYER'S GUIDE with over 10,000 titles - 40 pages.
- Monthly POP BULLETIN including most new material at 40% discount.
- Plus a centerfold “Publisher of the Month” at special prices.
- Stock Orders - ANYTIME - and all you need is one hundred books listed in our Buyer’s Guide and Monthly Bulletins to receive a 40% discount. Includes best selling piano methods, band methods, instrumental methods, personality & pop folios, etc.
- Orders filled in 24 hours.
- Full W*AT'S program.
- New toll-free numbers - a direct line to our order department. Now there is a Carl Fisher Music Jobber as near as your nearest telephone...

Toll-Free:

- Carl Fischer of New York (Walter Kane & Son, Inc.)
  34 Cooper Square, New York NY 10003
  Telex: 226000 (STKL UN)
  800-847-4260 (Nationwide) / 800-572-3878 (NY State)

- Carl Fischer of Chicago
  312 S. Wabash Ave., Chicago, IL 60604
  800-621-2232 (Nationwide) / 800-572-3274 (IL State)

- Carl Fischer of Los Angeles
  1101 S. Hope St., Los Angeles, CA 90015
  800-423-9710 (Nationwide) / 800-252-4096 (CA State)

The Industry’s Most Complete Inventory
The wholesale function(s) of all companies is set in bold face and parenthses after each listing. The following abbreviations identify these functions: (D) Distributor; (OS) One Stop; (RJ) Rack Jobber; (I) Importer; (E) Exporter. Distributed labels are representative in some listings. Contact the distributor for complete catalog.

WILLIAM W. BIRDWHITMORE, President

WHOLESALE RECORDS, TAPES & ACCESSORIES
UNITED STATES

ALABAMA

• ATALLA (Area Code 205)
  Reliable Rec. Co. & Tape Dist., Box 216 R, R. 3, Ozark, Tel: 538-6041, Owner, Singles, Albums & Tape Buyer. C.R. Paley. (Rec. & Tape RJ).

• BIRMINGHAM (Area Code 205)

ARKANSAS

• LITTLE ROCK (Area Code 501)
  Discount Recs., Inc., 3440 S. University, Zip 72204, Tel: 565-0304, Owner: Jack Garner, Mgr.: Mike Booth. (Rec. & Tape OS & EU, also Rec. & Tape OS as Soul City Acts) Hambelman Co., 6301 Ferndale Rd. Zip 72202. Tel: 562-8800. (Rec. & Tape RJ).

• WEST MEMPHIS (Area Code 501)
  Boss Ugly Bob Recs. & Tapes, 7310 E. Broadvue, Zip 72701. Tel: 375-6420, Mgr.: George Ella Ingrep. (Rec. & Tape OS).

ARIZONA

• PHOENIX (Area Code 602)
  All Label West Inc., 2334 W. 37 Ave, Zip 85017, Tel: 258-1542, Pres: Gary Busher, VP Mgr., Jim Atwood, VP & Gen. Mgr.: Bill Glassman; Buyer: Cobbie Fattie. (Rec. & Tape RJ).

• TUCSON (Area Code 602)

CALIFORNIA

• BUENA PARK (Area Code 714)

• COSTA MESA (Area Code 714)

Many Services For The One Stops — Operators Rack Jobbers — Retail Record Stores

• Juke Box Title Strips, Printed and Blank
• Cut & Assemble (Use As Program Indicators)
• Self-Adhesive Price Labels
• Self-Adhesive Artist/Category/Headster Strips
• Hot Stamped and Blank White Plastic (0.40 Gauge)
• LP And 45 RPM Divider Boards
• Printed And Blank 4-Phy Yellow Bin Divider Boards For 45 RPM Records

STAR TITLE STRIP CO., INC.
842 Western Avenue, Pittsburgh, PA 15233
Area Code 412 231-4314


• FULLERTON (Area Code 714)

• GARDEN GROVE (Area Code 714)
  Large Music Corp., 2741 Artesia Avenue, Zip 90641. Tel: 288-0567. Western Dist.'s VP: Jack Griffith; Mgrs.: Michael Schwaner; Sales Mgr.: Tom Smither. (Rec. & Tape OS).

Home office: Columbia (California Metropolitan Area). Mid Video program lines: CBS, Columbia Pictures, Disney, MCA, Magnetic Video, Paramount, USA.

• LOS ANGELES METROPOLITAN AREA (Area Code 213)


Amcas Music Inc./Luv Music/Soundtracks USA, 1332 hypertension Ave. Zip 90027. Tel: 668-1000. Co-Owner: Len Chapman; Co-Owner, Albums & Tape Buyer: Lanny Lee; Sales Mgr.: Bill Sterling; Warehouse Superintendent: Dan Devine; Off.: Penny Pendergast. (Rec. & Tape D & EU, Also Export).


Home office: Columbia (California Metropolitan Area). Mid Video program lines: CBS, Columbia Pictures, Disney, MCA, Magnetic Video, Paramount, USA.

Home office: San Rafael (San Francisco Bay Area). Calif. (See for prod. distributed).


Home office: Columbia (California Metropolitan Area). Mid Video program lines: CBS, Columbia Pictures, Disney, MCA, Magnetic Video, Paramount, USA.


Bob Andrews Recs., PO Box 7000, Universal City Beach 93272. Tel: 378-3967. Owner & Albums Buyer: Bob Andrews. (Rec. OS).

Los Angeles Escra, Interplay, Jazz Chronicles, Outofstock, Straight Ahead Jazz.


Los Angeles, Alton, Arcana, Arizona, Atlantic, Audomex, Borrus, CBS, CAYTROXINA, Discheiden, Discodrome, Fama, Hurricane, Melody, Mer caria, Mancana, Musart, Nova Fo, Distant, Precious, Promo, Romeo, Rino Brave, Romey, SB, Soundz, Soundz, Vida.

Bibby Air Services, Inc., PO Box 51156 Hollywood Way Zip 90093. Tel: 674-0369 (Overseas transportation servs.)

Home office: Jamaica (New York Metropolitan Area) Tel: 718-834-3095.


Broadway, N.Y.


California Rec. Dist., Inc., PO Box 6562, Glendale 91204, 224 Los Angeles St., Glendale 91204. Tel: 243-4644. 243-6526. Owner: George Hiscott; Sales Mgr.: Don Davis; Promo Mgr.: Ted Higashino; Sales: Tony Jacoby. (Rec. OS). Branch: Disneyland, San Francisco, Calif.; Seattle, Wash.


Labels: Alpham, Althambra, Athens, Arcana, Redwood, Baltimore, Crones, Doubleshot, East Side Story, Eca, Famous, Freebird, Fuego,
YOU’VE TRIED THE REST NOW! TRY THE BEST

• Quick product fill and shipment, will search for hard-to-find items
• All labels from domestic manufacturers, plus exclusive imports.

SOMETHING NEW ON ALL NEW RELEASES
LP’S 12” 7” VIDEO GAMES

Entertainment Corporation

**EXPORTER - IMPORTER ONE-STOP - DISTRIBUTOR**

JERRY BASSIN INC.

**Wholesale Records & Tapes**

20225 NE 15 Court
N. Miami Beach, FL 33179 305-651-0687


Phonograph Records & Tape/Accessories

• Distributor
• Wholesaler
• Exporter
• Importer

**DYNAMITE PRICES**
LOUISIANA

- ALEXANDRIA (Area Code 318)
  Gospel Del. Inc., PO Box 1706, 1712 Main St. Zip: 71301. Tel: 443-2549
  Owner: Mgr. J.D. Davis. (Rec. D, OS & R)
  Distributes all gospel labels.

- BATON ROUGE (Area Code 504)
  Central Recs., Inc., PO Box 2324, Zip: 70893. Tel: 769-0632. (Rec. I & E)
  Labels imported: Maroon (D), Provine (Edgerton), Saga (UK)
  Owner: Joseph Shaub. Buyer: David Tramvanich. (Rec. I & E)

- GONZALEZ (Area Code 504)
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CHARLOTTE (Area Code 704)

Labels: Juke, Atlantic, Boardwalk, Canaan, Cat, Chrysalis, Credence, CRL, Cross, Curly, Daisy, Glades, Great, Gun, Hearts, Heart/Hall, Island, Mistral, Motown, Podegel, Rare Earth, Sa-Ann, T.K., TMS, Turn, Ward World, Wax

Handelman Co., 11826-F Winmar Blvd. Zol. 28210. Tel: 588-3432. (Rec. & Tape D)

Home office: Clayton (Detroit Metropolitan Area), Mich.

Schwartz Bros. Inc., 5501 Executive Center Ct., Suite 1, Zol. 28212. Tel. 704-293-0500. Mgr.: Dito Hary. (Rec. & Tape D)

HOME OF: Atlantic, Big B, Bowers, Bump, Compre, Imperial, Luxor, MCI, Max, MCA, Modern, MTM, Mod, Mulholland, Myter, Poly, Quality, Rebel, Rainy, Rhino, Rox, Sound, Sound of Brooklyn, Sound of Gospel, Stiff

Accessories: Alaslock, Appaloosa, Technics, TDK, Vixen, Vinyl

Wright/Electric/AtlanticCorp., 510 Monroe Dr. Zol. 28212. Tel. 704-508-0482

Sales Mgr.: Roger Holmes. (Rec., Tape & Vid. Pgm. D—see Los Angeles, Calif., office for prod. distributed)

DURHAM (Area Code 919)
Ladygiggle Inc., P.O. Box 3124, Zol. 27715. Tel. 919-317-0774. Mgr. & Albums Buyer: Laurine Fracht, Paul Brown. (Rec. D)


Stark, TDK, Total Video, Video Specialties

Warner/Chilton/AtlanticCorp., 510 Monroe Dr. Zol. 28212. Tel. 704-508-0482

Sales Mgr.: Roger Holmes. (Rec., Tape & Vid. Pgm. D—see Los Angeles, Calif., office for prod. distributed)

ELIZABETH CITY (Area Code 919)
General Broadcasting Serv., P.O. Box 1628, Zol. 27939. Tel: 222-2700. (Rec. D)


FAYETTEVILLE (Area Code 919)
A & A Co., Inc., P.O. Box 6154, Zol. 28301. Tel. 887-7001. (Rec. & Tape OS & R)

MOUNT AIRY (Area Code 336)
Stark Rec., 628 South St. Zol. 27030. Tel: 336-3285. Pres.: Paul E. Johnston. (Rec. & Tape OS & R)

OHIO

AKRON (Area Code 216)
Audio Technica US Inc., 1221 Commerce Dr., Stow 44224. Tel: 686-2600

Pres.: Tim Kelleys, Sr. VP: Fred M. Hoffman. (Rec. D, I, & R)

Label: Technics

Accessories: RCA/IVC (Japan), Toshiba-EMI

Tweedglen Emp., Inc., 2757 Yellow Creek Rd. Zol. 44333. Tel: 836-5551

Pres.: Hugh Macaya, Mgr.: Cer Maceys, Buyers: M’s. C. Zawadzky. (Rec. D & E—clients labeled only)

PHONOTIPS: Gramophone

Accessories: Crown, Green, plastic sleeves for 45 rpm’s

ATLHENS (Area Code 614)
Audio Reco. Inc., P.O. Box 2628, 200 Columbus Rd. Zol. 43203. Tel: 593-3014, 592-2689. Owners: Marty & Lee Rohrb, Buyers: Marty & Lee Rohrb, Mary Dyer. (Rec., Tape, Tape & Vid. Pgm. OS; Rec. & Tape I & R)

ACCESSORIES: SLEEVES

CANTON (Area Code 216)
Praze Recs., P.O. Box 8000, Zol. 44711. Pres.: J. Mass. (Rec. D)


CINCINNATI (Area Code 513)
Amplified Recs., 27565 Gilbert Ave. Zol. 45069. Tel: 751-5671. (Rec., Tape OS & R)

Home office: Buffalo, N.Y., Transcription Rec. Sales. (Rec. & Tape R)

Haller’s One Stop, P.O. Box 31756. Zol. 45227. Mgr.: Saul Happer

Headroom Co., 4550 Cornell Rd., Blue Ash 45241. Tel. 489-4856. (Rec. & Tape R)

Home office: Clifton (Detroit Metropolitan Area, Mich.

OREGON

- **EUGENE (Area Code 541)**
  Middle Main Distr., 4313 W. Seventh Ave, Zip 97402; TEL 484-0434, Co-owner & Mgr: Karl Marschall; Co-owner & Buyer: John Marshall. (Rec., Tape & D-Catalogs)

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  E & M 3 Disco & Video USA, 6443 SW Beaverton Hwy, Zip 97221; TEL: 297-5812. TY: (913) 446-7572
  Import dance/rock labels.
  Leberman Ent., Inc., 3014 N Mygatt, Zip 97211; TEL 283-1293; Mgr: Ron Peterson. (OCM), Jon,Malin,Singles,Albums & Tape Buyer: Bob Teller. (Rec., Tape & D-Catalogs)
  Home office: Minneapolis, Minn.
  Sea Port Rec., One Stop Inc., 7911 NE 33 Dr., Suite 120, Zip 97211; TEL 287-0806; Owner: Tom Chase; Buyers: Singles, Gino Eumum, Albums, Manges Brand, Vicks Shepard, (Rec. & Tape OS) Brands: Tequila (Specialty Area). Wash.

Pennsylvania

- **BETHLEHEM (Area Code 215)**

- **HARMONY (Area Code 412)**
  Jesus Music Distr., 2186 SR, Zip 15637; TEL 452-5556; Owner: Louis F. Herron. (Rec., Tape & D-contemporary Christian prod.)

- **HARRISBURG (Area Code 717)**
  A M Distrs., Inc., 4901 Jonestown Rd (Rte), Zip 17109; TEL: 925-8097; Buyers: Endorsed, Specialty Area, MCA Songs, (Rec., Tape BD-budget lines, catalogs)
  D & H Dist., Inc., 2255 N Seventh St, Zip 17105; TEL: 236-3690; Mgr: Don Levens; Buyers: Singles, Rick Player, Albums & Tape, Gery Fry. (Rec. & Tape OS & D)

- **JOHNSTOWN (Area Code 814)**
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  Plans/whips: Grandstand, Bogeys, worms, whistles

- **LEHIGHTON (Area Code 610)**
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- **LEWISTOWN (Area Code 717)**
  Mobile Rec. Serv., 104 Logan St, Zip 17044; TEL 248-6447; Mgr: John House. (Rec., Tape & D-singles only)
  Home office: Lewistown, PA.

- **MILT (Area Code 717)**
  Music, Box 108, Street, Zip 17047; TEL 742-7131; Owner: Dale R. Reedy. (Rec. & Tape DS)

### WHOLESALES


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WHOLESALERS

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Studio Pressing Serv., 320 Mill St., Zip: 45215. Tel: 761-8294. Pres.: R. Homer
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  Distrikords Inc., 925 N. Third St., Zip: 19123. Tel: 627-2227. CYC (212) 566-3185. Pres.: Morris Balser; VP: Paul Denny. (Pressing only)
  Valley Experts Bell Inc., PO Box 8, Manor Sta. Zip: 19096. Tel: 473-0188. Contact: Larry Ballen. (Designer & builder of pressing plants)
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  Plastic Plastics, 1746 Cheavos Ave. Zip: 38108. Tel: 726-7160. (Pressing only)
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Esplanaden 1-9
S-172 25 SUNDYBERG
Sweden
Tel. 46.8.28 90 30
Telex. 13378 ALPHA S

Toolex Alpha Inc.
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NORWALK, Connecticut 06855
USA
Tel. (203) 838.0145
Telex 964395 ABEMA INK NLK
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We can show you how Electro Sound cassette loaders will give you a lower loading cost per cassette than competitive machines in most applications where annual volume is below one million units.

The ES1848 combines this kind of better value with technical excellence and solid, reliable production-line performance. Its microprocessor provides automatic performance monitoring and control and the equipment is simple to operate (three machines to operate), easy to maintain and stamps each cassette automatically.

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Electro Sound, Inc. — Sunnyvale, California
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New York, NY 10019
Telephone (212) 582-4870 Telex 12-6419

To: Electro Sound, Inc., 160 San Gabriel Drive
PO Box 60639, Sunnyvale, CA 94088
I'm interested in a better value. Send me: 1848 spec.; Cost analysis data; Please have a sales representative contact me.
Name: Company:
Address: Zip:
Telephone:

Coming in '83 an exciting all new fully automatic loader

Electro Sound labels (DOD computer print head). But cassette label stocks, custom printed labels & groups, corrugated Nonolex box mailers.

Brochure, see International Reg'.

4 colors, & a cassette loader & splicing tape, B, B 2 = sensing tape, master splicing tape. 


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Gauss Series 2400
High Speed Tape Duplicator

A little above,
A little beyond,
Any high speed audio tape duplicating system.

Cetec Gauss
9130 Glendyaks Boulevard, Sun Valley, California 91352
Phone: (213) 875-1900 • Telex: 194989 CETECGAUS SNVY
CERT-ON offers three tape formulas:

- **FEREX I**—Our new premium tape formulation that can be used for recording studio masters. Imagine how extraordinary your duplicated copies will sound!
- **HIGH ENERGY**—For high-quality music duplication.
- **LOW NOISE**—For economical duplicating and loading.

**FEATURES:**
- Uniform Coating Thickness
- Precision Slitting
- Heavy Duty Binder—Virtually eliminates oxide shed
- Consistent Quality
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Also available: C-O's, cassette boxes and cassette labels.

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1701 S. State College B.v.d., Anaheim, Ca. 92806
(714) 534-4280 Toll Free: outside Calif. (800) 854-3943
TWX 910-5931611/ANS BACK: CERTRON ANH

---

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**NORTHERN CALIFORNIA'S LARGEST AND MOST MODERN CASSETTE PRODUCTION FACILITY**

- Professional high speed duplication
- Blank cassettes
- Complete packaging services
- Prompt efficient service

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(408) 379-0870
THE PERFECT SPLICE

Brady offers the “Perfect Splice” for all automatic or manual winding equipment. Tapes specially designed for both Audio and Video splicing or sensing are available. We provide guaranteed tolerances plus fast delivery and competitive pricing.

Call or write for complete information and samples.

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Direct line via ITT 43-11023

W. H. BRADY CO.
Specialty Tape Products Divison
727 West Glendale Avenue  PO. Box 571
Milwaukee, Wisconsin 53201

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"Short-Order" Department...

- Scratch Resistant
- High Impact

NORELCO BOXES
and
SOFT POLY BOXES

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Shipped out by 4:30 P.M.

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Our Low Prices Will Put Money
Into Your Pockets!

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501 DIVISION STREET
BOONTON, NEW JERSEY 07005

Audio: STL test tapes.

Audio: Cassette labels.

Audio: Professional 2" editing blocks.

Studio Magnetics Co., Inc., 22 Long Island Ave., Hofstede, N.Y. 11742. Tel: (516) 299-3400. Pres.: George Qasahian; VP: Craig M. Bababian.
Audio & video: Custom printed labels.

Switchcraft Inc., 555 N. Clinton Ave., Chicago, Ill. 60630. Tel: (312) 797-2700. VNC (910) 221-5199. Pres.: William C. Jones; Sales Mgr.: Edmund F. Larrabee.
Audio: Connectors, cable assemblies, adapters, patch cord systems, jacks & plugs.

T D R Electronics Corp., 12 Harbor Park Dr., Port Washington, N.Y. 11050.


Zip: 60161. Tel: (312) 297-1124. WATS: (800) 323-5505. Reg’l Sales Mgr.: Jack Pender.
Audio: Test tapes, head demagnetizers, labels & index cards.

Tapezzerr, see Tabor Mfg.

Tabor Mfg. & Eng Co., 2081 Edison Ave., San Leandro, Calif. 94577. Tel: (415) 635-3381.
Audio: TAPER heads: TAPERASE bulk exoss.

Tapermaker Sales Co., Inc., 40 Urban Ave., Westbury, N.Y. 11590. Tel: (516) 333-2700.
Audio: Splicing & sensing tape: pre-cut O tabs, cassette labels.
Video: Splicing tabs, leader tape & head cleaning tape for Beta & VHS cassette.

Thais Audio Inc., 25 Dickinson Ave., OX Hills, N.Y. 11746. Tel: (516) 667-
1616. Chief Exec.: Michael Thaler.
Audio: Norelco & soft-poly style cassette boxes.

Audio: Cassette labels.

Tri-Lan Color Lithographers Ltd., 54 W. 21 St., New York, N.Y. 10010. Tel:
(212) 253-6498. Pres.: Morris Brickler, VPs: David & Mark Brickler.
Audio: B T & cassette inserts & labels.

Tropical Video Box Co., 7000 W W 25 St., Miami, Fla. 33122. Tel: (305) 592-
5520.
Audio: B T & cassette boxes.

U M C Electronics Co., 460 Sackett Point Rd., North Haven, Conn. 06473.
Tel: (203) 288-7731. Telex: 963510.
Audio: EA4 heads, motors.

Universal Marking Systems Inc., 2220 E. 26 St., Minneapolis, Minn. 55406.
Tel: (612) 722-7466.
Audio: Cassette labels, case liners.

Vocaloid Corp., 51555 Sycamore Ave., Chicago, Ill. 60630. Tel: (312) 797-
2700. VNC (910) 221-5199. Pres.: William C. Jones; Sales Mgr.: Edmund F. Larrabee.
Audio: Connectors, cable assemblies, adapters, patch cord systems, jacks & plugs.

Videtronics, see Videtronics.

Audio: Bulk erasers, degaussers, magnetic erasing pencil.

Wills Printing Co., PO Box 211, Alexandria, Va. 22310. Tel: (703) 577-1414.
Pres.: Calvin Wills
Audio: Cassette labels.

Xcel, see Georgia-Pacific.

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A round The World.
All you have to do is call the toll free number below and Christian Children’s
Fund will send you information about how you can help one of the world’s
needy children. Reach out. There’s a child waiting for you. A child who desper-
ately needs food, clothing or medical attention. And the brighter future your
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Model 515

Automatic Cassette Loader

Speed and accuracy are valuable only when your cassette loader is operat-
ing without problems. Now, with the TTL Model 515 Automatic Cassette Loader you can have the reliability which guarantees top
speed and highest accuracy all the time.

Precision-built with many extra fea-
tures, such as unique scissors action
splicing system, built-in quality con-
trol system and lowest operating
noise, the 515 is a compact, modular
design unit with simple-to-reach
electronic and mechanical components—easy to operate, easy to
maintain. Lowest downtime of any loader in the market.

Dollar for dollar you cannot buy more production capacity, accuracy and reliability than you will find in the 515. Get all the information on
specifications and prices—call or write to:

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Exclusive Distributor
2 Bashford Street, Yonkers, NY 10701
Tel.: 914-968-1605

A-V MARKETING CORP.
Exclusive Sales Agent
195 Kinderkamack Rd., Emerson, NJ 07630
Tel.: 201-967-7240
Scandia introduced the first fully automatic high-speed 8-track labeling, cartoning, and wrapping system.

Scandia introduced the first fully integrated high-speed packaging system for labeling, inserting, and wrapping audio cassettes.

Scandia now introduces the all-new economical, automated cartoning, and wrapping system for video cassettes, again leading the way.
## 1982-83 BLANK TAPE PRODUCT CHART

### CASSETTE

<table>
<thead>
<tr>
<th>PLAYING TIME</th>
<th>PRODUCT</th>
<th>COATING</th>
<th>LIST PRICE</th>
</tr>
</thead>
<tbody>
<tr>
<td>60 min.</td>
<td>Custom</td>
<td>FO</td>
<td>50.60</td>
</tr>
<tr>
<td>60 min.</td>
<td>Custom</td>
<td>ER</td>
<td>70.00</td>
</tr>
<tr>
<td>1/2-hour</td>
<td>Masterflex</td>
<td>MB, HP</td>
<td>1.05 / 1.50</td>
</tr>
<tr>
<td>1-hour</td>
<td>Chroma</td>
<td>GC</td>
<td>1.75 / 2.35</td>
</tr>
</tbody>
</table>

### AMPEX

30/45/60/90/120 Professional (6070 Series) | FO | 87.2 / 93.2 |

### ASSOCIATED AUDIO

| Color, Style | Custom | Custom | 67 / 60 |

### AUDIO MAGNETICS

<table>
<thead>
<tr>
<th>60 pack</th>
<th>Cycles</th>
<th>LNT</th>
</tr>
</thead>
<tbody>
<tr>
<td>45-60/60-90</td>
<td>Tracs</td>
<td>LNT</td>
</tr>
<tr>
<td>60-90</td>
<td>Tracs</td>
<td>LNT</td>
</tr>
<tr>
<td>90-150</td>
<td>Tracs</td>
<td>LNT</td>
</tr>
<tr>
<td>45-60/60-90</td>
<td>High Performance</td>
<td>HF</td>
</tr>
<tr>
<td>60-90</td>
<td>High Performance</td>
<td>HF</td>
</tr>
</tbody>
</table>

### B & S

| 60-90 | Performance | LN, HO |
| 60-90 | Professional | FO, MO, NB |
| 60-90 | Professional | G0 |
| 60-90 | Professional | G0, FO |

### KENNEDY & BACON

Standard / Custom | K 66-713 | FO, MB, SLN, SHF |
Standard / Custom | K 66-711 | NB, MB, SH |
Standard / Custom | K 66-719 | NB, MB, SH |
Standard / Custom | K Line | SP |

### SURNELVILLE

| 60-90 | Pro Tape | FO Dup E |
| 33/45/60/90/120 | Bonnesite | FO, LP |

### BURLINGTON AUDIO

| Standard | Aurora | M |

### CALIFORNIA

| 60 | PCD-600 | GFO | 2.49 |
| 90 | PCO-900 | GFO | 3.49 |

### CENTURY SOUND

30-45/60/90-120 Century | LN | 1.00 / 1.25 / 2.00 / 2.90 |

### CERTISH

60-90 | Ferax I | FE | 3.00 / 3.99 |
60-90 | Ferax II | C06s | 3.05 / 3.99 |
30-45/60-90/120 | High Density | FE | 1.29 / 1.30 / 1.72 / 2.49 |
60-90 / 120 | High Energy | HE | 1.00 / 2.00 |

### CONTINENTAL

45-60/90-120 | Autoplate | HO, WD, FO | 3.49 / 3.99 / 4.99 / 6.29 |
45-60-90 | Supersound | HE, FO | 3.00 / 2.50 / 2.89 |
60-90/120 | Supersound | HE-FO | 2.99 |
9.17-pack | Supersound | HE-FO | 5.29 |

### FID

46-60-90 | Metal base | MT | 4.20 / 5.10 / 12.00 |
46-60-90 | Metal II | NB, PB | 4.25 / 4.89 / 6.70 |
| 44/46-90 | Metal II | NB, PB | 4.40 / 5.16 / 6.95 |
| 44/46-90 | Metal FL | PB, LN | 4.00 / 4.00 / 4.60 |

### H & ENS

2-120 | Custom | LC, FC, FO, WD, LD |

### HITECH

60-90 | NEX | EC |
46-90 | NEX | FC |
46-90 | NEX | MT |

### IRISH MAGNETIC

30-45-90 | Irish | FS |
30-45-90 | Irish | FS |

### LARKSONG

45-60/85/100/120 | MAI (Packaged) | MA, Ferris, NB |
35-45-60/85/100/120 | Wide Band Educational | GFO, NB |

### LE-BLEU/PLEASURE

46-90 | A, Star | FO |

### LION

5-120 | Lion Tape | LN, LN, MB, HC |

### LONGWAX

46-90-90 | Lion | FO | 4.55 / 5.56 / 7.65 |
60-90 | Lion | C | 3.75 / 5.95 |
60-90 | Lion | MT | 12.70 / 13.75 |

### M E S

46-92-93/127 | High Bias II | C |
46-92-92 | Wide Dynamic | F |
46-92-92 | WIDE | LNT |
46-92-92 | Metal | D |

### M A N E R

5-120 | Lion Tape | LN, LN, MB, HC |

### M A R K E R

46-60/90/120 | Low Noise | GFO |
46-60/90/120 | Ultra Dynamic | PHG |
60-90 | U 61 L | FO |
60-90 | U 61 L II | FO |
60-90 | U 61 L III | FO |
45-60/90 | M | FO | 2.79 / 2.99 / 3.19 |
60-90 | High Bias II | FO | 4.78 / 4.99 |
60-90 | Metal IV | FO | 2.70 / 2.99 / 3.19 |

### MEMOREX

30/45-60 | M61X | FO | 2.79 / 2.99 / 3.19 |
90-120 | M61X | FO | 4.78 / 4.99 |
60-90 | M61X II | FO | 2.71 / 2.99 |
45-60-90 | M61X | FO | 4.79 |
46-60-90 | M50 | FO | 2.79 |

### NARABCHI

45-60-90 | EX9 | FO | 3.00 / 3.00 |
60-90 | EX9 | FO | 4.00 / 3.00 |
60-90 | ZX | MT | 6.50 / 5.00 |

### NORTHERN

60-90 | Ultrachrome | G0 | 2.49 / 3.99 |
45-60-90 | Broadcast I | GFO | 3.09 / 5.99 |
45-60-90 | Ultra Dynamic | HO, LN | 2.48 / 2.89 / 3.99 |

### REALISTIC (Radio Shack)

60-90 | Ultrachrome | D0 | 2.49 / 3.99 |
60-90 | Broadcast I | GFO | 3.09 / 5.99 |
45-60-90 | Ultra Dynamic | HO, LN | 2.48 / 2.89 / 3.99 |

### SONY

60-90 | Broadcast I | G0 | 2.49 / 3.99 |
60-90 | Professional | G0 | 2.49 / 3.99 |
45-60-90 | Ultra Dynamic | HO, LN | 2.48 / 2.89 / 3.99 |

### RECREITIES

30-45-60 | Musette | PLN | 50 / 55 / 60 |

### RESPOND

30-46-67 | Respond | 3.20 / 3.30 / 3.35 / 4.35 |

### SONY

30-46-67/120 | AV Automatic | HE, P | 1.75 / 1.85 / 2.85 / 3.95 |

### SENTRY

60-90 | Sentry | LN, HO | 75 / 8.10 |
60-90 | Sentry | LN, HO | 1.10 / 2.25 |
60-90 | Sentry | LN, HO | 3.50 |
60-90 | Sentry | LN, HO | 7.00 |

### SOUNDS

45-60-90/120 | INX | FO |
45-60-90/120 | HEX | F0 |
45-60-90 | Shf | FO |
46-60-90 | Shf | FO |
46-60-90 | Shf | FO |
60-90 | M-50 | FO |
46-60-90 | M-50 | FO |
46-60-90 | Metal | FO |
60-90 | M-50 | FO |
60-90 | M-50 | FO |
60-90 | M-50 | FO |

### SOUND CENTER

2-120 | CB Premium | Gabor Activator | FO, NB |
2-120 | Music Standard | GFO |
2-120 | Voice Standard | 5.99 / 7.00 |

### SOAP BUBBLE 1982-1983 International Buyer’s Guide
Five of the music world's finest instruments are made by TDK.

Like any fine musical instrument, TDK Professional Reference audio cassettes and open reel tapes are products of genius. In TDK's case, it's the genius of constantly-advancing audio technology. And now, TDK technology has advanced again in the reformulation of our MA-R metal, SA-X high bias, and AD-X normal bias cassettes.

MA-R, SA-X and AD-X are formulated to an incredibly strict, new set of audio tape standards based on measurements and values no audio cassette manufacturer has ever attempted to meet. TDK cassettes deliver clarity, fidelity and quality unmatched by any other cassettes on the market today. MA-R, with its unique unibody metal alloy frame and Reference Standard Mechanism is the first metal reference tape in the industry. SA-X pushes high bias to its limits. AD-X normal bias is extraordinary in its wider dynamic range and its freedom from saturation at high frequency. SA-X and AD-X both feature TDK's specially engineered Laboratory Standard Mechanism. Each cassette comes with a Lifetime Warranty.

TDK's superior technology is just as evident in our SA/EE (Extra Efficiency) and GX open reel tapes. TDK SA/EE is the first open reel tape to use TDK's famous Super Avilyn particle. This gives SA/EE almost double the coercivity and high frequency MOL of conventional open reel tapes. GX mastering tape offers a wide dynamic range, high MOL and low noise. Both SA/EE and GX feature low distortion and extended frequency response.

MA-R, SA-X, AD-X, SA/EE and GX—they're five of the music world's finest instruments for all of the music and instruments you record. One final note. TDK's new Professional Reference Series of audio cassettes now comes in bold, new packaging. So they stand out in sight just as they stand out in sound.
**1982-83 BLANK TAPE PRODUCT CHART**

### CASSETTE

<table>
<thead>
<tr>
<th>SourcePro</th>
<th>E36</th>
<th>F70 / H70</th>
<th>3.49/5.99/4.69</th>
<th>(7 for 1)</th>
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<tbody>
<tr>
<td>Spectral Pro</td>
<td>E36</td>
<td>F70 / H70</td>
<td>3.49/5.99/4.69</td>
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### TAPE+METAL

<table>
<thead>
<tr>
<th>Generic</th>
<th>E70</th>
<th>F70 / H70 / L70</th>
<th>5.17/11.0/6.49</th>
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### SPECTRUM FIDELITY MAGNETICS

<table>
<thead>
<tr>
<th>STANFORD 30/45/60/90</th>
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<table>
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<th>2/76 / 7.8</th>
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<tr>
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<td>1/60 / 1.76</td>
<td>2/76 / 7.8</td>
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<tr>
<td>2</td>
<td>Mark Star</td>
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### SHURE INTERNAGNETICS

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### RPM

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<tr>
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<td>300 / 600</td>
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### AMPLIFIER

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<tr>
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<td>90/120</td>
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<td>900</td>
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### ASSOCIATED AUDIO

<table>
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<td>60/90/120</td>
<td>90/120</td>
<td>150</td>
<td>300 / 600</td>
<td>900</td>
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### AUDIO MAGNETICS

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<thead>
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<th>150</th>
<th>300 / 600</th>
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<td>60/90/120</td>
<td>90/120</td>
<td>150</td>
<td>300 / 600</td>
<td>900</td>
</tr>
</tbody>
</table>

### REALISTIC (Dye Stack)

<table>
<thead>
<tr>
<th>9&quot; / 13&quot; / 18&quot; / 36&quot; Gaffcap</th>
<th>P</th>
<th>3.25 / 4.5 / 5.99 / 9.99</th>
</tr>
</thead>
<tbody>
<tr>
<td>2.5&quot; / 3.5 / 4&quot; / 5 / 6 / 7&quot;</td>
<td>P</td>
<td>1.29 / 2.5 / 5 / 5.99 / 7.99</td>
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</tbody>
</table>

### TAPE/SPRINT

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<tr>
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<th>300 / 600</th>
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### TAPE SPECIALTIES

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### TRIAD

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### UNIVERSAL TAPE

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<td>150</td>
<td>300 / 600</td>
<td>900</td>
</tr>
</tbody>
</table>

### PRODUCT CHART KEY

- **X** - Better
- **B** - Back coated
- **C** - Chrome
- **G** - Co-coated material
- **CM** - Coated metal
- **CF** - Chromium dioxide
- **E** - Electroplated carbon
- **EAD** - Extra high density
- **ER** - Extended range
- **F** - Ferric
- **FCC** - Ferric carbon
- **FO** - Ferric oxide
- **FC** - Ferric carbonate
- **H** - High density
- **HN** - High noise
- **M** - Mastering
- **MS** - Master backed
- **N** - Normal bias
- **P** - Polyester
- **PB** - Precision low noise
- **PD** - Peace dyeless
- **SD** - Standard ferric
- **SC** - Spectral carbon
- **SV** - Super low noise
- **SS** - Standard performance
- **SR** - Super high quality
- **TR** - Tracked high quality
- **VT** - Very low noise
- **W** - White box
- **X** - Extreme

---


Page 146
Top quality cassettes
...in quantity.

At Data Packaging, we manufacture, assemble and ship over a million cassettes every week. Our high production capabilities here in the U.S. mean fast delivery to you...but we don't just make cassettes fast. We've shown the marketplace that Data Packaging quality is consistent, whether the order is 500 or 500,000. At Data Packaging, more than 35 years of experience in injection-molding technology works to your sales advantage.

Find out for yourself why Data Packaging quality sells over a million cassettes a week. Call the Audio/Video Division of Data Packaging for more information.

Data Packaging packs quality in every product

- CO cassettes (weld and screw type)
- mini-cassettes
- micro-cassettes
- 8-track cartridges
- custom tape winding
- storage units for cassettes, 8-tracks and records

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AUDIO/VIDEO DIVISION
205 Broadway, Cambridge, MA 02139
Corporate Offices: 617-868-6200
National Sales Office: 617-864-4464 or 1-800-985-3111
1982-83 BLANK TAPE PRODUCT CHART

**8-TRACK**

<table>
<thead>
<tr>
<th>PLAYING TIME</th>
<th>PRODUCT</th>
<th>COATING</th>
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<tr>
<td>45/90</td>
<td>Tracs</td>
<td>LR/F</td>
<td></td>
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<tr>
<td>45.2-pack</td>
<td>Tracs</td>
<td>LR/F</td>
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</tr>
<tr>
<td>60.2-pack</td>
<td>Tracs</td>
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<td></td>
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<tr>
<td>45/90</td>
<td>High Performance</td>
<td>HP/F</td>
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<tr>
<td></td>
<td>IRISH MAGNETIC</td>
<td></td>
<td></td>
</tr>
<tr>
<td>42/45/60/90</td>
<td>Irish</td>
<td>FS</td>
<td></td>
</tr>
<tr>
<td>40/60</td>
<td>Le Be</td>
<td>TO</td>
<td></td>
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<tr>
<td></td>
<td>MAXELL</td>
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</tr>
<tr>
<td>46/60/90</td>
<td>Low Noise</td>
<td>GSO</td>
<td></td>
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<tr>
<td></td>
<td>MEMORIES</td>
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<tr>
<td>45/60/90</td>
<td>Cartridge</td>
<td>HD/LN</td>
<td>3.49/3.99/4.19</td>
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<td>Super Tape</td>
<td>HD/LN</td>
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<td>40/60</td>
<td>Low Noise</td>
<td>P</td>
<td>1.99/2.69</td>
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<td>SONY</td>
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<td>46/60/90</td>
<td>W/F</td>
<td>FG</td>
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<td>45/60/90</td>
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<td>HD/LN</td>
<td>3.49/3.99/4.69 (240')</td>
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<td>TAPE SERVS</td>
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<td>1.100</td>
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<td>3M SCOTCH</td>
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<td>Master</td>
<td>HD/LN</td>
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<td>23/45/65/90</td>
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**VIDEO**

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<tr>
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<td>Custom</td>
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<td></td>
<td>ACRY-GENNER</td>
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<tr>
<td>20</td>
<td>KGS 20</td>
<td>U-matic</td>
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</tr>
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<td>KHA 30</td>
<td>U-matic</td>
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<td>60</td>
<td>KCA 60</td>
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<tr>
<td>120</td>
<td>L-500 Beta</td>
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<td>120</td>
<td>T-1200</td>
<td>VHS</td>
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<td></td>
<td>AMPERES</td>
<td></td>
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<tr>
<td>5.80</td>
<td>167</td>
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<td>25.89-45.29</td>
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<td>100</td>
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<td>17.55-18.95</td>
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<tr>
<td>60-360</td>
<td>162</td>
<td>VHS</td>
<td>17.95-24.25</td>
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<td>(1000 ft-719 m)</td>
<td>175</td>
<td>2&quot; Quadrangle</td>
<td>89.68-410.34</td>
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<td>(18.36 m-900 m)</td>
<td>196</td>
<td>2&quot; Helical</td>
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<tr>
<td></td>
<td>BAG S 7</td>
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<tr>
<td>1.500</td>
<td>BAS2</td>
<td>Beta</td>
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</tr>
<tr>
<td>1170</td>
<td>BAS2</td>
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<td>BURLINGTON AUDIO</td>
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<tr>
<td>Standard/Custom</td>
<td>&quot;White Box&quot;</td>
<td>SF</td>
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<td>CONTROLLABLE</td>
<td>Standard/Continental</td>
<td>Beta/VHS/UMatic</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Custom</td>
<td>Video Accessories</td>
<td>VHS</td>
</tr>
</tbody>
</table>

**MAGNOVOX**

|               | T-120 | 90/64 | VHS |
| MEADELL       | L1750/L1500/L1750 | Epitaol | Beta |
| 60/120        | Epitaol | WVS |
| 40/60/90/120  | Epitaol | N/D VHS |
| 30/30/40      | Epitaol | U-Matic |
| MEMOREX       | L1600/L1700/L1500 | Video Cassette | VHS |
| L1500/L1750/L1800 | Video Cassette | Beta |

**P-D MAGNETICS**

|               | L1500 | Video Cassette | Beta |
| T120          | Video Cassette | VHS |

**PANASONIC**

|               | T-1170 | N/V | WVS |
|               | T120   | SC-2102 | WVS |

**PHILCO**

|               | T-120 | T-60 | WVS |
|               | 30/60/120 | VC | WVS |

**QUASAR**

|               | L1500 | BetaRecard | Beta |
|               | L750/L-830 | BetaRecard | Beta |
|               | SONY   |         |      |
| 1975/L-1500/L-1500 | Series | Beta |
| T750/L-1800 | Series | Beta |
| 10/39 KCS | NS series | U-Matic |
| 30/63     | KGA series | U-Matic |
| 30/60     | 4-10 series | U" EM |
| 30/60     | 8-10 series | U" IO |

**SPARK**

|               | L1500 | BetaRecard | Beta |
|               | L750/L-830 | BetaRecard | Beta |

**STYLMAG**

|               | T-160/L-1200 | Color-Chrome (CrO3) | Beta |
| T120          | Color-Chrome (CrO3) | VHS | 24.95 |

**SUNTEC**

|               | L1500 | BetaRecard | Beta |
|               | L750/L-830 | BetaRecard | Beta |

**TAPE SPECIALITY**

|               | L-250/L-940/L-750 | TSI | Beta (on request) |
|               | 30/60/90 | L-250 | Beta |
|               | 60/120/180 | L-500 | Beta |
|               | 90/180/270 | L-750 | Beta |
|               | 120/270/360 | L-750 | Beta |

**TRAMAR**

|               | T-120 | T-60 | WVS |
|               | 30/60/90 | T-20 | WVS |
|               | 60/120/180 | T-30 | WVS |
|               | 120/240/360 | L-120 | WVS |

**UNIVERSAL TAPE**

|               | Universal | T-120 | Trammar |
|               | Universal | VHS   |
|               | Universal | Beta/VHS |

**VIDEO ACCESSORIES**

|               | Custom | Video Accessories | VHS |

---

**PRODUCT CHART KEY**

- NV: Dynon
- DC: back coated
- C: chrome coated
- CM: chrome magnetized
- CMF: modified
- G: gold
- L: label
- R: recording
- S: signal
- T: test
- V: video
- X: extra
- **:** must match
- MR: metal backed
- MX: maximum output
- M: metal particle
- MM: metalized
- F: polymer
- P: plastic
- PM: premium low noise
- PGM: +4 gamma hemospsyt
- SC: super coating
- SF: standard foam
- SH: super high fidelity
- SL: super low noise
- SB: standard performance
- HS: extra high energy
- IV: intermEDIATE
Don’t take our word...
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Request your samples today. On your business letterhead. Or call (516) 293-1010.
### TAPE PRODUCT LISTING CHARTS

#### BULK AUDIO

<table>
<thead>
<tr>
<th>PRODUCT</th>
<th>TAPE WIDTH</th>
<th>COATING</th>
<th>PRICE</th>
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<tbody>
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<td>AGA-GEERMENT</td>
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<td>CO/HD/LN</td>
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<td>AMR</td>
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<td>CO/HD/LN</td>
<td>D1-RD, D1-RD/LN, D1-RD/HD/LN</td>
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<tr>
<td>B A S</td>
<td>1/8&quot;</td>
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<td>D1-RD, D1-RD/LN, D1-RD/HD/LN</td>
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<tr>
<td>H &amp; M</td>
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<td>CO/HD/LN</td>
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<td>MAGNETIC BULK</td>
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#### BULK VIDEO

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<td>B A S</td>
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<td>H &amp; M</td>
<td>1/4&quot;</td>
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<tr>
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#### TAPE PRODUCT LISTING CHARTS

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<tr>
<td>Associated Audio</td>
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<td>D1-RD, D1-RD/LN, D1-RD/HD/LN</td>
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<tr>
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<td>CO/HD/LN</td>
<td>D1-RD, D1-RD/LN, D1-RD/HD/LN</td>
</tr>
</tbody>
</table>
What's all the noise about the world's quietest tape?

With a resounding 300% increase in '81 sales, it's a proven winner!

BASF PRO II Chrome really sells, and the sales figures prove it. And with this year's new "Kiss the Hiss Goodbye" campaign and expanded dealer and co-op support programs, that astounding sales success will be even more dramatic in '82.

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BASF not only offers you the superiority of a chrome audio tape, but all the advantages of both a chrome VHS and Beta video tape. And with a full line of premium and promotional audio tapes, BASF can meet the needs of all your customers.

BASF in '82. That's what all the noise is about.
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- CUSTOM STORE SIGNS
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RECORD PROMOTION
PLATING, PROCESSING & PRESSING PLANTS

- suppliers

CARRIAGE & CARTRIDGE PARTS

- accessories

- supplies

CABLES & CONNECTIONS EQUIPMENT

- Round Record Centre Equipment

- MATERIALS & TOOLS

- PROMOTIONAL TAPE SUPPLIES

- POLYETHYLENE BAGS & SHrinkWrap

- PROFESSIONAL TAPE SUPPLIES

- RAW MATERIALS

- TELEVISION STATIONS:

- record & tape manufacturers / distributors / importers

- radio stations

- RECORDS & TAPE

- TELECOMMUNICATIONS

- comments

- DEPARTMENT OF EDUCATION

- FINANCE MINISTRY

- FOREIGN TRADE BOARD

- HOME AFFAIRS MINISTRY

- other agencies

- POPULATION:

- Unit

- Wage:

- Total Population:

- Average Wage:

- Total Income:

- Total Expenditure:

- Total Savings:

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Deceit (M15, Europast, Industriezone 2), B-9880 Driezen (B), Tel: (0819) 46-80-41, Tel: 12197, Gen Mgr: Chris G. van den Bogaard, Jules de Gadeulla.
Deesale (Austria, Francophone, PolyGram), see Vigno.
Disco, see Parisaul.
Dispool (PM-S.A., 44 van Straan, 2000 Antwerp), Tel: (03) 127-12-58, 43-19-30.
Disoul (Austria), see Vigno.
Dorothy (USA), see Aanem.
Dowtown (AT), see Aanem.
Down (UK) Panton (Czeckoslovak). Supraphon (Czeckoslovakia).

BELGIUM

International Music Recs. & Tapes, PO Box 2076, East St., N. Tel: 5 3124. (Observed)

BAHamas

Population: 238,000
Rate of exchange: $1 (US) = 1.0 Bahamian dollars
Par currency value: $1 = 1.00
Holidays: January 1. Good Friday, Easter Monday, First Friday in June (Labor Day), May 21, Monday, July 10, Independence Day, First Monday in August (Emancipation Day), October 13 (Discovery Day), December 25, 26 ( Boxing Day).

• record & tape manufacturers/ distributors/ importers

International Music Recs. & Tapes, PO Box 2076, East St., N. Tel: 5 3124. (Observed)
Bulgaria: Recorded & Tape

Pre-recorded tape sold domestically:
- The remaining 10% is manufacturer to retailer.
- The remaining 10% is manufacturer to sub-distributor (rack robbers & one stops) to retailer.

Type of promotion: Radio dots slants as the major promotional vehicle in Europe.

Discontinued:
- Tape - head cleaner (both audio)

Taping:
- Tape - head cleaner lead tape (both audio)

Top 10 countries:
- France
- Italy
- France
- Italy
- France
- France
- France
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- France
- France

Type of distribution:
- Domestic

Pre-recorded tape sold domestically:
- Grow
- PCs
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- PCs
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Type of distribution:
- Domestic

Pre-recorded tape sold domestically:
- The remaining 10% is manufacturer to retailer.
- The remaining 10% is manufacturer to sub-distributor (rack robbers & one stops) to retailer.

Type of promotion: Radio dots slants as the major promotional vehicle in Europe.
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• music publishers

Aguilas (Ediciones Musicales), Racariga 554, Santiago, Tel. 792-265, 792-8196. Tel. 792-8196.


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• services

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Institución del Derecho del Autor, Calle 1227, Santiago 227, Tel. 287-1045.


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Gen. Mgr.: Fransisco J. Carras C.

**services**

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Gen. Mgr.: Francisco J. Carras C.

**store fixtures**


**promotional merchandising aids**


**promotional tape**


**jukebox title strip manufacturers**


**jacket & sleeves**


**printers, poster, tape decks**

**CYPRUS**

**Population:** 660,000

**Rate of exchange:** $1 US = 0.37 Cyprus pound.

**Per cent of population:**

- Literate: 75 per cent.
- Employed: 65 per cent.
- Urban: 80 per cent.

**Holidays:** January 1, January 6 (Epiphany), January 10 (Monday), February 14 (Valentine’s Day), March 25 (Greek Independence Day), Good Friday, Easter Monday, May 1 (Labor Day), May 9 (Labor Day), December 25 (Christmas Day).

**RECORD & TAPE**

- **Manufacturers/Distributors/Importers**
  - C B Crete Ltd., 30-34 Stephaniou St., Nicosia, Tel: 41251. Collo: COURIER.
  - Branch: Mr G. Konstantinou.
  - Labels: (Deemed) Cpsy, (unlicensed) EAM (USA), RCA-Columbia (Worldwide), Polydor (UK), MCA (UK), Electrocassette (Israel), Vangelis (France), USA (USA).

- **Radio & Television Stations**
  - No of radio stations: 2 (Clyde/Mark). No of television stations: 0.

**services**

- **Promotion**
  - No of record companies: 8 (licensed). No of distribution companies: 3 (licensed).

**market analysis:**

After a period in which local population could not fully cover the demands of the local music market, saturation in vinyl records turned into a problem in the early 1980s. Most of the local production was still custom pressed abroad and this may not be necessary in 1982.

The repertoire of standard classical recordings available in retail shops is widening. In pop, Kariol and other MD-13 artists still achieve the high sales and the orientation towards more contemporary touch is growing. A slight wave of nostalgia and “in-sound” is becoming more, thus widening the general appeal of Falchal and Wide-eyed.” Young rock was very successful, especially on singles.

Classical music forms the backbone of exports to the West, with license deals diminishing over the last year of lost production. A trend seems to appear in video programs are prepared for export while on the home market neither video software nor barcarolle is known.

**record & tape manufactuers/distributors/importers**

- **Arts (Foreign Trade Corp for the export & import of cultural commodities)**
  - Ve Smeck 331, 11271 Prague 1, Tel: 46-41-44.
  - **CZECHOSLOVAKIA**

**CZECHOSLOVAKIA**

**Population:** 15,980,000

**Rate of exchange:** 31 units = 6.56 krona.

**Holidays:** January 1 (Wednesday), January 6 (Epiphany), January 10, Easter Monday, May 1 (Labor Day), May 9 (Labor Day), December 25 (Christmas Day).

**RECORDS & TAPE**

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  - Branch: Mr G. Konstantinou.
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After a period in which local population could not fully cover the demands of the local music market, saturation in vinyl records turned into a problem in the early 1980s. Most of the local production was still custom pressed abroad and this may not be necessary in 1982.

The repertoire of standard classical recordings available in retail shops is widening. In pop, Kariol and other MD-13 artists still achieve the high sales and the orientation towards more contemporary touch is growing. A slight wave of nostalgia and “in-sound” is becoming more, thus widening the general appeal of Falchal and Wide-eyed.” Young rock was very successful, especially on singles.

Classical music forms the backbone of exports to the West, with license deals diminishing over the last year of lost production. A trend seems to appear in video programs are prepared for export while on the home market neither video software nor barcarolle is known.

**record & tape manufactuers/distributors/importers**

- **Arts (Foreign Trade Corp for the export & import of cultural commodities)**
  - Ve Smeck 331, 11271 Prague 1, Tel: 46-41-44.

**CZECHOSLOVAKIA**

**Population:** 15,980,000

**Rate of exchange:** 31 units = 6.56 krona.

**Holidays:** January 1 (Wednesday), January 6 (Epiphany), January 10, Easter Monday, May 1 (Labor Day), May 9 (Labor Day), December 25 (Christmas Day).

**RECORDS & TAPE**

- **Manufacturers/Distributors/Importers**
  - C B Crete Ltd., 30-34 Stephaniou St., Nicosia, Tel: 41251. Collo: COURIER.
  - Branch: Mr G. Konstantinou.
  - Labels: (Deemed) Cpsy, (unlicensed) EAM (USA), RCA-Columbia (Worldwide), Polydor (UK), MCA (UK), Electrocassette (Israel), Vangelis (France), USA (USA).

- **Radio & Television Stations**
  - No of radio stations: 2 (Clyde/Mark). No of television stations: 0.

**services**

- **Promotion**
  - No of record companies: 8 (licensed). No of distribution companies: 3 (licensed).

**market analysis:**

After a period in which local population could not fully cover the demands of the local music market, saturation in vinyl records turned into a problem in the early 1980s. Most of the local production was still custom pressed abroad and this may not be necessary in 1982.

The repertoire of standard classical recordings available in retail shops is widening. In pop, Kariol and other MD-13 artists still achieve the high sales and the orientation towards more contemporary touch is growing. A slight wave of nostalgia and “in-sound” is becoming more, thus widening the general appeal of Falchal and Wide-eyed.” Young rock was very successful, especially on singles.

Classical music forms the backbone of exports to the West, with license deals diminishing over the last year of lost production. A trend seems to appear in video programs are prepared for export while on the home market neither video software nor barcarolle is known.

**record & tape manufactuers/distributors/importers**

- **Arts (Foreign Trade Corp for the export & import of cultural commodities)**
  - Ve Smeck 331, 11271 Prague 1, Tel: 46-41-44.
**Ecuador**

**Population**: 10,500,000

**Rate of exchange**: 1 USD = 3,100 sucres

**Holidays**: January 1 (New Year's Day) and September 18 (Labor Day)

---

**Plating, Processing & Pressing Plants**

- La Guancha (Fabrica de Discos), Guayaquil: C/1500, Guayaquil, Tel: 47 01 09, Fax: 47 01 04
- Productores Musicales CFair (Proma): PO Box 1749, Quito, Tel: 221 00 00, Fax: 221 00 01

**Jackets & Sleeves**

- Labels (Discos Cia): PO Box 1749, Quito, Tel: 221 00 00, Fax: 221 00 01
- Productores Musicales CFair (Proma): PO Box 1749, Quito, Tel: 221 00 00, Fax: 221 00 01

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**Jackets & Sleeves**

- Labels (Discos Cia): PO Box 1749, Quito, Tel: 221 00 00, Fax: 221 00 01
- Productores Musicales CFi
**FINLAND**

- **Population**: 4,810,000
- **Births**: 105,000
- **Deaths**: 41,000
- **Rate of exchange**: 1 USD = 1.70 marks
- **GDP per capita**: 6,500 USD
- **Holidays**: New Year's Day, Independence Day
- **Television stations**: 10
- **Daily newspapers**: 20
- **Long-distance calls**: 1 million
- **Cable television**: 100,000
- **Radio receivers**: 1 million
- **CD players**: 500,000
- **DVD players**: 100,000
- **Internet users**: 1 million
- **Mobile phone users**: 2 million
- **Average household size**: 2.5
- **Average age**: 42 years
- **GDP growth rate**: 3%
- **Unemployment rate**: 5%
GERMAN DEMOCRATIC REPUBLIC (EAST)

GERMAN FEDERAL REPUBLIC (WEST)

FRANCE • GERMAN DEMOCRATIC REPUBLIC (EAST) • GERMAN FEDERAL REPUBLIC (WEST)
More major artists and music publishers are moving to a more direct retailing model, shifting from smaller retailers to whole sales. The principal reason is cost.

Wolfgang Spieß

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

<table>
<thead>
<tr>
<th>Label (Owned)</th>
<th>Address</th>
<th>Contact</th>
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<tbody>
<tr>
<td>Decca</td>
<td>1336 U.S. 9, Englewood, FL 33421</td>
<td>Robert J. Jung</td>
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</table>

More importers are shifting from small retailers to whole sales. The principal reason is cost.

Wolfgang Spieß
Page 202
supplies

**CARTRIDGE & CARTRIDGE PARTS**

- **C M GmbH, Lembergerstr. 2, 2-7890 Wurzburg Tel:** (0731) 7600.
- **Magenta Tonträger Produktions GmbH, Jahnstr. 10, 1-7890 Berlin 44 Tel:** (030) 854-88-58.
- **A IG Streitwolf, Limmestenstr. 15, 2-33043 Willmersdorf Tel:** (03331) 8295.

**RECORD MANUFACTURING EQUIPMENT**

- A & G Streitwolf, Limmestenstr. 15, 2-33043 Willmersdorf Tel:** (03331) 8295.

**ADDRESSES**

- **C M GmbH, Lembergerstr. 2, 2-7890 Wurzburg Tel:** (0731) 7600.
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- **A IG Streitwolf, Limmestenstr. 15, 2-33043 Willmersdorf Tel:** (03331) 8295.
(No text content available in the image.)
store fixtures

• supplies

• cartrige & cartridge parts

• tape, blank & bulk raw

• record & tape manufacturers / distributors / importers

• services

• associations & professional organizations

• plating, processing & pressing plant

• tape custom duplicators

• packaging & labeling

• record & tape manufacturers / distributors / importers

• supplies


**SUPPLIES**

**TAPE, BLANK LOAD & BULK RAW**

Agfa Gevaert Ltd., P.O. Box 3648, John F. Kennedy Dr., Naas Rd., Dublin 12 (Tel. 021) 570-50-135. Dealers: Doal McGarry, (Blank loaded tape only)

Branch: England

**Branding**

Product: Tape - head cleaners, degreaser, rubber and splicing tape


**Folks**

Folks, 2000, see Hail to the Rockies.

Garvey, see: Hail to the Rockies.

**Radio**

Gai t Mil, see Gai Torn.

**AM Radio**

Gai Torn, see Gai Ron

**FM Radio**

Good Music, see Hail to the Rockies.

**Vocal**

Gaelic, see Irish National Group of IFPI CIO - Gaeil Linn Recs.

**Instrumental**

Gaelic, see Irish National Group of IFPI CIO - Gaeil Linn Recs.

**World Music**

Gaelic, see Irish National Group of IFPI CIO - Gaeil Linn Recs.

**Contemporary**

Gaelic, see Irish National Group of IFPI CIO - Gaeil Linn Recs.

**Traditional**

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**Ops**

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**Folk**

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**Gaelic**

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**Label**

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**Income**

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**Distribution**

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**Physical**

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**Manufacturers, Distributors, Importers**

Gaelic, see Irish National Group of IFPI CIO - Gaeil Linn Recs.

**Inputs**

Gaelic, see Irish National Group of IFPI CIO - Gaeil Linn Recs.

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VITTORIO SOMALVICO
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"the Record Company from Italy"

Octopus, see Canon
Odén, see EMI
Oindrila, see Decca
On the Rocks, see Eleven
In UK reps: Belgium (Recommended): Eddy Germany (Amiga), France (Recommended), Germany (Elektronik), Switzerland (Yapros), UK (Rec. recommended).

Orchestrino, see Ricordi.
L'Unica Mappagio Srl, Via Rovigo 11, 20132 Milan. Tel: (02) 256-2193. Gen Mgr: Lorenzo Cavagnini, Sales Mgr: Libero Pusateri.
Labels: (Omdem) Lady Ella, Frame.
Out, see R-Fi.

Oxford, see Astor.

Padonconsens, see Font Cita.
Pancontered SpA (IFPI), Via Cimarosa 4, 20143 Milan. Tel: (02) 430.046, 485.600. Telex: 300814 Pren. Serge de Gennis; Gen Mgr: Mario Panzett. Sales Mgr: Piero Tern.

In UK reps: USA (M & E):
Labels (Licensed domestic) Dire, Dynamic, Fl Team, Forever, Splatch; (licenced foreign) Abbot (UK), Intercord (Germany), Cumbmer (Netherlands), Red Bus (UK), Gabriel (USA).

Paragon, see CDD.
Paraphon, see EMI.
Passport, see Saar.
Pater, see EMI.
Pers-Southern Prod Rs Srl, Piazza del L bert 2, 20121 Milan. Tel: (02) 796.473. Mng Dir: Albert Carli.
Penny, see R-Fi.
Penny Orr, see R-Fi.
Petros, see Stare.
Philips, see PolyGram.
Phonogram, see Time

Phonology Rec. Srl, (IFPI), Via Emice de Marinis 4, 80134 Naples. Tel: (081) 395.873, 206.642.
Labels: (Omdem) Cadjo, Frans, Kappes, O. Kendis, Phonology, Universal.

In UK reps: Australia (Ministry), Canada (International Rec), Japan (Houg), USA (L. Rossi), Yenzema (Radio Capri).
Pingu, see Belmacon.
Labels: (Omdem) Darvi, Precana, Speedy.
Plax, see Carlo Video.
Polyphon, see PolyGram.
Labels: (Omdem) Archi, Casablanca, Deutsche Gramophon, Fontana, Maccio, Philips, Ponder, Vervi, Vervi; (licenced foreign) Charisma (UK), EG (UK), RSO (UK), Rocket (UK).

In UK reps: Worldwide (Polygram, Polydor, Polygram).
Partielle, see CIS.
Primary, see R-Fi.
Publicidad, see R-Fi.
Purples, see EMI.

Quadrologico, see SciArt.

Home office: USA
Distribution branches: Bologna, Via le Lionn 2 Tel: 238.800. 369.954.

Labels: (Omdem) Japan, USA (Real), Sweden, Canada (RCA), France (Polygram), UK (X), Norway, Sweden, USA (RCA).

Records, see Sedin & RCA.
RCA, see Cosmos.
Raintree Music Library, Via Bonnet 6/A, 20141 Milan. Tel: (02) 657.5714.
Pro: Eman Borame; VP: Giuseppe Barazzetta.
Labels: (Omdem) Free, Raintree For Collectors.
In UK reps: Sweden (Caprice), USA (Metalinguagem).

Record Rincons, see CDD.
Resonantern, see Sedin.
Red Seal, see EMI.

Regal, see EMI.
Regale Zophonphone, see EMI.
Requina, see SciArt.

Repris, see WE.
Record Int'l, see Micron.
ReCorpor, see Int'l.
Recor (SpA)
Recor Disci SpA (IFPI), Via Berti 2, 20121 Milan. Tel: (02) 88.131.
Cable: SEMCIR, Telex: 31077. Pres: Gino Balboni; Mng Dir: Guido Riggnani; Sales Mgr: Rolando Buchner.
Labels: (Omdem) Orchestrino, Records Int'l (licensed domestic) ATY, Americano, Arca, Cabaret, California, Carosella, Cari, Contest, Eura Int'l, GDB, Hit Hit Here, Italian SF, Scienza, TTC, Tickett; (licenced foreign) ABC (USA), Amadeo (Austria), Avatar (UK), Barclay (France), Bavestore (USA), Big Bear (UK), Bronco (USA), Crown (UK), Doping (UK), EGG (France), Fog (UK), Impulse (USA), Infinity (Italy), Island-Z UK), Kickin (UK), L'Orchidee, L'age (UK), MCA (USA), Marko's (UK), Melodica (USA), PMH (Poland), Pyramid (USA), Reganity (Italy), Rovella (Italy), Sierra (USA), Sonet (Sweden), Sugar Hill (USA), Sympohon (Czechoslovakia), Vanguard (USA), Virgin (UK), WSGT (USA), Ze (UK).

In UK reps: Argentina (Micolet), Austria (Austrop), Brazil (Top Tape),
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R.I. Rec. Co. Srl, (RPM), Corso Burtini, Aversa (77), 20134 Milan Tel: (02) 27.38.64, Cable: RIVRECORD; Chm, Vittoria Mon, Int'l Mgr: Gian France Fossarone, A&R, Michele Frattoni.

Branch: Rome, Via A. Cantore 19, Tel: (06) 31.92.10. Contact: Maurizio Caltano.

Labels: (Domini) College, Duf, Peny, Penny Dos, PonsCh, Poubiscio, R.Fl. Studio, Variety, Vociam (Decima) Alfa (France), Alcat (UK), Continental (Brazil), Everss (USA), Hannschi (France), Ionno (UK), Milan (UK), Monocrest (UK), RMP (Germany), Spain (UK), Trojan (UK), Victoria (Germany).

Int'l reps: Argentina (Microton), Australia (Colonial, Mieršt); Austria (Belgium), Belgium (Phonogram), Brazil (Elektron, RCA), Canada (Globall), Chile (Quinto), Colombia (Coloces), Ecuador (Fedidos), France (Arena, Alfa), Germany (Bellarophon), Greece (EMI), Israel (Gal Ron), Japan (King), Luxembourg (Doppelt), Malta (Stream), Mexico (Musart), Netherlands (Telstar), Peru (FTA), Portugal (Valentian de Carvalho, Edtn), Scandinavia (CIAM), South Africa (Music), Spain (RCA), Switzerland (Disques-Offic), UK (Phonogram), USA (Pepita, Lettis), Venezuela (Vynecet).

Ricordi, see CGD.

S.I.F. (Societa Italiana Fotografiaca) Srl, Via Azzano Sforza 41, 20136 Milan Tel: (02) 835.13/04 985, Telex: 315413. Mgr Dir: Gian Pietro Simon Bacchi (Distributed by Ricardi)

S.M. see RCA.

Sav Srl, (JPP), Via de Porta Vescovda 14, 20136 Milan Tel: (02) 46.96.251, Cable: SAVAR, Telex: 76449 CI. Pres & Gen Mgr: Walter Quintero; Sales Mgr: Sergio Balloni.

Labels: (Domini) Devil, Great Light, Harmony, Joker, Music Power, Passport, Signal, Up.

Salmoir, see Stereomaster.

Santo Prod. PO Box 262, 24 Via San Biagio, 36100 Vicenza. Tel: (0444) 21043, Pres: Massimo Sargenti, VP: Steve Allingham.

Scorsce SASS (EJ) (SPP), Via Brodok, 20089 Rizzoni, Milan, Tel: (02) 825.0804. Pres & Gen Mgr: Arno Vido Scorsce; Sales & Mgr: Sergio Scorsce.

Labels: (Domini) Albatros, Alterigcuc, Arcipet, Bonobo, Beri, Corso, New Jazz Collection, Quadrigi, Z Republic, 6 Pluses Supersterzo, Spener, Vedette, Way Out, Xol an, (Bernard) Barristerius Messachapen (Germany), CRD (UK), Chant du Monde (France), Folksways (USA), America Musique (France), Parecon (USA), Rogerian (USA), UNESCO collector (Germany).

Int'l reps: Argentina (Kena), France (Disque Dissip), Germany ( Disco Center), Greece (Phokodas), Switzerland (Phonag).

Selent Ed. Srl, Piazza Patton 2, 20122 Milan, Tel: (02) 304.818, 816.165, Cable: MILLENITE, Pres: Emanuele Daniele, Gen Mgr: Franco Daniele, PR: Loredana Medin, (Licensed to RCA)

Labels: (Domini) Las Vegas, Millionete, Radio Recs, Recordcit, Tele space.

Int'l reps: Worldwide (RCA).

Siderwall, see EM.

Signal, see Sear.

Franno Simone, see WEA.

6 Plus Supersterzo, see Scorsce.

Snap, see Belmusic.

Societa Italiana Fotografiaca, see S.I.F.

Somers Srl, Via Bostanville 14, 75006 Cagliari San Martino (Brescia), Tel: (030) 725.382, Telex: 30827 Pres: Giuseppe Zani, Gen Mgr: Bruno Roversi; Sales Mgr: Italia Copuliner.

Labels: Autogramm, Sounder.

Southwind Int'l Rec. Imports de Carole Wibbelti, Via G. Vicco, 12, 20123 Milan, Tel: (02) 431.319, Telex: 312500, Gen & Sales Mgr: Carla Michele (Importr).

Soal Notte, see WRC.

Speedy, see Fofrance.

Spaghetti, see RCA.

Spider, see Scorsce.

Spinach Srl, Via Enea Zanfagna 7, Naples Tel: (081) 635.183, 627.222, Chief Ent: 'Pappone di Capi'; Gen Mgr: Giuseppe Fascioli, (Licensed to Panarecord).

Spirit, see Durum.

Starmaker, see Stereomaster.

Start, see Durum.

Stereomaster & Phonogram Centro Srl, Galeria dei Corso 2, 20122 Milan, Tel: (02) 790.096, Owner: Giuseppe Bonetti; A&R & Prod. Mgr: Giuseppe Di Vecchi; Press & Publ: Vincenzo Saltarelli.

Labels: (Domini) Fusinnetta L, Leonardo, Phonogram, Sabrina, Star maker, Stereomaster.

Die Sommer Shows Items Items see EM.

Stop Recs, Via Pelle Sarchetti:489, 00168 Rome Tel: (06) 628.0210, Gen Mgr: Franco Pandolfo.

Labels: (Domini) Politra, Stop.

Int'l reps: Hungary (Pepita), Romania (Electrocard).

Starr, see RCA.

Storyville, see Scorsce.

Strand, see Discia.

Studio, see R.I.

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Labels: (Domini) Areo, Grup, Magna.

Int'l reps: France (Arabella), Germany (Arnia Eurodisc), Japan (King), USA (Peters), Int'l.

Sunto Recs. Srl, Via Mainer 111, 39174 Verce Mestre Tel: (041) 972.229, Dire: Tony Fanoggio.

Tel: see EM.

T.C. see Recordis.

Targa Italia Srl, Viale Pasubio 6/B, 70154 Milan Tel: (02) 690.385, Pres & Gen Mgr: Mario Rapallo; Promo: Lu Cocheti.

Labels: (Domini) Targa.

Teleuninn, see Discia.

Teleuninn, see Discia.

Threshold, see Discia.

Ticket, see Recordis.

Tomma, see Fon-Centra.

Turbo, see CGD.

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A.L.F. (Associazione Nazionale Diritto Ed. di Musica), Piazza del Laterano 2, 20122 Milan (Tel: 02) 796 4733 (Italian Music Public's Agent)

CATALOG SERVICES


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LICENSING ORGANIZATION, MUSIC:

GIE (Gestionamento Italiana Ed. Artistiche), Viale della Letteratura 30, 00190 Rome (Tel: 06) 519000 (PRES. Ettore Turchi, Sales Mgr: Carlo Capelli, Directory Universal Music of Italy)

PLATING, PROCESSING & PRESSING PLANTS

Dacium Ind. Musica Srl, Via Pri Caderneta 5, 32002 Bibione (Venezia) (Tel: 0423) 778 189-190, Cable DA CUCINE (BREEDIS) (Tedeschi) Telefax 360221, Pres. & Gen. Mgr: Stefano Martinell, Dir. Marco Antonio Bignetti, Gen. Mgr: Marco Gabelli, Credimi Srl, Via Vincenzo Valenti, 14, 20122 Milan (Tel: 02) 649 625, Cable SAAR, Telefax 399444, Pres. & Gen. Mgr: Walter Guttler, Sales Mgr. Sergio Baroni.

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Home office: UK

Mai Ronco, Via Sant'Angela 41, 40127 Bologna (Tel: 051) 354187 (PRES. Giuseppe Panocci, Gen. Mgr: Alberto Caruso, Mgr. Nicos Antonio Fontana, Antolinia Mazzocchi, Phenomeno Srl. Via Emanuella de Musis 84, 00134 Rome (Tel: 06) 205 873, Fax: 206 402 (Rec. & Rep).

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Home office: UK

Mai Ronco, Via Sant'Angela 41, 40127 Bologna (Tel: 051) 354187 (PRES. Giuseppe Panocci, Gen. Mgr: Alberto Caruso, Mgr. Nicos Antonio Fontana, Antolinia Mazzocchi, Phenomeno Srl. Via Emanuella de Musis 84, 00134 Rome (Tel: 06) 205 873, Fax: 206 402 (Rec. & Rep).
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**CARTRIDGE & CASSETTE PARTS**

- A.T. Co., Via Prenestina 50, 20120 Milano (Tel. 02) 95 95 767
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Audio: COMP-RAY, TECHNO-RAY B fr. cassette. Techno-Ray, see start.
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Audio: B r. cassette.
Audio: B r. cassette.
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Audio: B r. cassette.
Comp-Ray. see Start.
Audio: Cassetto.
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Radio: B r. cassette.
Genca (General Cassetto) S.A, Don Menenio 16, 20061 Carugate (Milan). Tel (02) 904 8813 Telex: 33117, 37607
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G S, Via Alberghi 8, 20149 Milan Tel. (02) 38 14 18 Gen. Mgr. Paolo Ceccio.
Audio: Cassette
King Sound, via Genca.
Audio: Cassette
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Audio: B r. cassette.
Audio: Cassette.
Music Box, Via Adaia, 25005 Passnano (Brescia). Tel: (030) 65 73 68. Gen. Mgr. Franco Rossetti.
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Audio: Cassette. S I A T, see Novac.
Scotch, see Jam.
S M Italia SpA, San Vincenzo Sepolzo (Milan) Tel (02) 75 465, Mgr. Dr. T S. Cioni & Mgr. G. Marano.
Audio: SCOTCH reels.
Ye-Ma, Via delle Industrie 57, 20027 Deredo Eugnano (Milan) Tel (02) 918 2713. Sales Mgr. Gaio Forletti.
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Cable: HYSOUND TECH, Telex: 242502. Exec.: Ichiro Okuno.
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Neco City Rec. Ltd., 1-5 Wakada, Shinjuku-ku, Tokyo 106. Tel: (03) 357-2511 (Sutep Import/Export)
Labales: (Licensed) EMI France (France), RCA (USA)
Rappac Rec. Co., Ltd., 2-7-12 Yoyogi, Shibuya-ku, Tokyo 150. Tel: (03) 497-0707. Sales: Takashi Hata, (Department: Import/Export)
Hitachi P-Sound Rec. Ltd., 1-21 Yoyogi, Shibuya-ku, Tokyo 150. Tel: (03) 486-1441. (Department: Import/Export)
Recommended Rec. 2,4 Haagewasp Bl. 3-1-4 Yong, Shibuya-ku, Tokyo 151. Tel: (03) 370-8568, Gen. Mgr.: Naotake Yamada. Sales: Masaaki Azahy (Department: Import/Export)
Home office Exec. (Department: Import/Export)
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**JAPAN**
KENYA

Population: 15,811,000

Rates of exchange: $1 (US) = 84.3 shrimpings

Per capita income: $1,100

January 1 (New Year's Day), March 1 (Independence Movement Day), March 5 (Labour Day), May 1 (Children's Day), June 1 (Lundu Buddha's Birthday), June 6 (Men's Day), July 1 (Independence Day), August 15 (Liberation Day), September 23 (African Independence Day), October 1 (African Forces Day), October 3 (National Foundation Day), December 12 (Christmas Day), December 25 (Boxing Day)

• tape & record manufacturers / distributors / importers

Art Fnts., Hapayeg Co., 230 Aiong Dono, Chong ku, Seoul, Tel: (02) 722-8468, Tel: 74569, Fax: Won Sub Bang, Sales Mgr.: In Chan Yoo

Labels: (licensed foreign) Cream (USA), Soundasia (USA), Deutsche Klassische (USA)

KOREA, SOUTH

Population: 38,800,000

Rate of exchange: $1 (US) = 679 won

Per capita income: $1,100

Leaders: January 1 (New Year's Day), March 1 (Independence Movement Day), March 5 (Labour Day), May 1 (Children's Day), June 1 (Lundu Buddha's Birthday), June 6 (Men's Day), July 1 (Independence Day), August 15 (Liberation Day), September 23 (African Independence Day), October 1 (African Forces Day), October 3 (National Foundation Day), December 12 (Christmas Day), December 25 (Boxing Day)

• record & tape manufacturers / distributors / importers

KOREA, SOUTH

Population: 31,737,744

Population by age groups: 0-14 (16%), 15-24 (25%), 25-49 (49%), 50+ (5%)

Number of family units: 2,457,000

Rate of exchange: $1 (US) = 230 riegnets

Per capita income: $1,172

Holidays: January 1 (New Year's Day), 2 (Protest), Muhammad's Birthday, Labor Day, Vesak Day (Buddhist Festival), King's Birthday, National Independence Day, Raya Kasal (Festival), Independence Day (Malay religious holiday), Raya Hari Raya (Malay New Year), Christmas

Records: Sales certification awards: Gold LP=15,000 units, Gold LP=25,000 units, Platinum LP=50,000 units

Records sold independently including imports: LP's=$197,210,000 units

Records imported from countries other than USA: $19,721,000 units

Malaysia


Videocassettes from Jap. Ltd., 4-1 Nihonbashi-Hongo, Chuo-ku, Tokyo 133, Tel: (03) 2417 9511, Cable: Videopulc 260272, Fax: (03) 2417 9511, Mgr. Dr. J.Knott; Factory Mgr.: I.S. van Ottenhuizen, Sales Mgr.: J. de Bruijn

TAPE CUSTOM Duplicator

Eastmancolor Ltd., P.O. Box 302796, Nairobi. Tel: PRIMECIN, Telex: 20447, Mag. Dr.: M. Andrew; Sales Mgr.: D. R. Andrews; Imports

Produced: Record-tape condens rods, 45 rpm adaptors; Tape-head cleaners & demagnetizers, leader & splicing tape

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Labels: (licensed foreign) Cream (USA), Soundasia (USA), Deutsche Klassische (USA)

Korea, South

Population: 38,800,000

Rate of exchange: $1 (US) = 679 won

Per capita income: $1,100

Leaders: January 1 (New Year's Day), March 1 (Independence Movement Day), March 5 (Labour Day), May 1 (Children's Day), June 1 (Lundu Buddha's Birthday), June 6 (Men's Day), July 1 (Independence Day), August 15 (Liberation Day), September 23 (African Independence Day), October 1 (African Forces Day), October 3 (National Foundation Day), December 12 (Christmas Day), December 25 (Boxing Day)

• record & tape manufacturers / distributors / importers

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Labels: (licensed foreign) Cream (USA), Soundasia (USA), Deutsche Klassische (USA)

Korea, South

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Korea, South
**MISCELLANEOUS**

**TAPE**

Pre-recorded tape sold domestically including imports: 8 tr 1979-75,000 units

Average retail price per tape: Fr 6.50, cassette Fr 550.

**CONSUMER ELECTRONICS**

Percentage of homes with: Radios (94%), AM only (73%), AM/FM (21%).

Television: 16% (94% color, 2% black and white (B/W)).

Television stations: 8.2 million.

**IMPORT/EXPORT REGULATIONS**

All imports are subject to a duty of 45% of value + %.

Despite this high duty, cheaper equipment and records have registered a steady upward trend.

Tax duty for imports, conversely, is very much less and is encouraged.

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


**music publishers**


Putaran Musik Emi Malaysia Sdn. Bhd., 8 Jalan Munir Mutu, Batu Complex, off Jalan Ipoh, Kuala Lumpur, Cable EMITRON Tel. 30568, Dir. Chin Kean, Sales: Lim Cheong Hoon.

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Audio: B/C, cassette.


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JACKETS & SLEEVES

LABELS, DISK


**RECORD MANUFACTURING EQUIPMENT**


**TAPE, BLANK LOADED & BULK RAW**

Audio: Broadcast.

F I N E R E L T B sales.

**RECORDS & TAPE**

Records sold domestically including imports: 8 tr 1979-80,000 units

Average retail price per record: Fr 3.80-5.60, cassette Fr 49.90-79.90.

**store fixtures**

Panida Sdn. Bhd., Seri Sendayan, Karatumut, Taping, West Malaysia, Tel. (03) 927-2746, 923-909 Cable: PANATEAPE.

**RECORDS**

Records sold domestically including imports: 8 tr 1979-30,000 units


Retail price per record: 1979: Fr 3.80-5.60, cassette Fr 49.90-79.90.

Type of distribution: Manufacturer to retailer system dominated.

Type of promotion: Radio & concerts is the most important.

**Tape: Pre-recorded tape sold domestically including imports: 8 tr 1979-100,000 units

Average retail price per tape: Fr 9.10-7.40, cassette Fr 55.00-72.00.

**TELEVISION STATIONS:**

No. of channels: 25, 100% in color.

**MARKET ANALYSIS**

Since the devaluation of February 1982 (when the peso sunk from around 26 to 38 to the dollar and has been sliding ever since) a pact of austerity has turned a rocking, staid and tape marketplace into one of "stop and go...'' with most companies reducing production and possibly going out of business.

In mid-year, despite an overall price increase of 20% to 25%, there was a drop in sales of about 24% over the corresponding period in 1981. Cabo labs noted that the "border thing" has turned a "negative" in Mexico.

Mozart's "Juergens A Cantar: a compilation of pre-teenagers promoted via a contest, was the big winner with more than 500,000 sold. Under the same mark were RCA's Electronic, Gamma's Yum, CBS Viva, Carr, América's Jose Jose and Camilo Sesto, and Capitol's Luis M. Vega among others.

In the final analysis the course of the pace—and the temperature of depression—will be significant factors as to the amount of discretionary cash the public will have to available to buy, perhaps in the astronomical amounts that it did before the crisis crossed the picture.

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


Labels: (Owned) Clasica, Estepol, Kahat, Problema, Tulam.

A M S R R S S S (Fabbrica d'Acino, Jnco 64, Mexico, D.F., Tel (55) 760-3641.

Artículos de Corte.

**RECORD & TAPE MANUFACTURERS/ DISTRIBUTORS/ IMPORTERS**


Labels: (Owned) Clasica, Estepol, Kahat, Problema, Tulam.

A M S R R S S S (Fabbrica d'Acino, Jnco 64, Mexico, D.F., Tel (55) 760-3641.
People in business often say the world is getting smaller every day. And that's good for business. Because it means new resources, better technology and stronger economic conditions.

But it also means that the hunger of the world are coming closer.

One quarter of the world's people live with the horrors of hunger. Which leads to disease, blindness, mental retardation. Half of these people are children under five.

Your business can make a difference in this world. In the economy. And in humanity.

Right now, Catholic Relief Services, Church World Service, and the American Jewish Joint Distribution Committee, Inc., are working together with people in 90 countries. And they need your help.

Your business can help these relief and development agencies bring food and medicine to the children. And life-giving skills to the adults.

Your business can help them help the hungry of the world grow more nutritious foods, work toward self-sufficiency, and become economically viable.

Invest in humanity. Encourage your employees to give to the Interfaith Hunger Appeal. And match their generous contributions with a corporate gift.

Interfaith Hunger Appeal will supply your business with additional information and campaign materials.

Just mail the coupon. No one ever said that donating hard-earned corporate dollars to a worthy cause would boost profits, bring in more business or increase your return on investment. But when your business can give food to the starving, medicine to the sick and hope to the desperate, success is truly yours.

YOU ARE THE HOPE OF THE HUNGRY.

PLEASE GIVE.

The Interfaith Hunger Appeal
P.O. Box 1000, PWR Station, New York, NY 10150

☐ YES, please send me more information about the Interfaith Hunger Appeal and how my company can help.

☐ Enclosed is my own tax-deductible contribution for $ _

Name

Title

Company

Address

City State Zip

A public service of Catholic Relief Services, Church World Service, the American Jewish Joint Distribution Committee, Inc., this magazine, and the Advertising Council.
DEAR PUBLISHER:

WE ARE EAGER TO PUBLISH YOUR MUSIC IN MEXICO!

WE ARE EFFICIENT CONTACT US RIGHT AWAY

EDITORIAL MUSICAL MUSART, S. A. DE C. V.

Avenida República 27, Colonia 16 4 1, Mexico D.F.
Tel: 55-52-17-84-99 TELEX: 17-24-9044 PICTA, POSTAL 27-18001. MEXICO D.F.

Camaño SA (Dicos), Av. 1804, Guadalajara, Jal. Tel: 5181 18-63-04

D C M. de Disques & Gatos Melody E L I A (Director de lo coordinación & Exploitation de actas a Repertorio para Latinamérica), M. A. DE QUERER 531, Mexico 21, D.F. Tel: 955 227-1722. CAB: CHAPARRAL, Tel: (57) 7545-7272, Dr. Alejandro Pardo, Latin America Director Delegado. Andre Toftes (Liaison offfice for Publishers & Phonogram Group of companies in Latin America), D.C. de PolyGram

Diablo, see Cine.

Dimma, see Dírenon.

Discos Mexico, see Discos & Gatos Melody.

Discos & Gatos Melody (SPA), Lagal Tacho, Mexico 17, D.F. Tel: (595) 256-14-99. Cab: WELLEX, Pres.: Jose Ignacio Morales Pena; Vice Presidente: Maria del Rosario Alvarado. Cab: SPAGUERI, Pres.: Santiago Barrios y Conesa; Vice Presidente: Maria del Rosario Alvarado.

Dir.: Alejandro Pardo, Latin America Director Delegado. Andre Toftes (Liaison office for Publishers & Phonogram Group of companies in Latin America), C. de PolyGram

Dírenon, see Diereen.

Dioses, see Disocs & Gatos Melody.

DIEMEX, see Diereen.

Dona, see Dírenon.

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MEXICO

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Amplas (Asociacion Mexicana de Productores de Fonogramas y Videogramas), Guadalupe 65, Mexico D.F. (Tel: 5203411)


licensing organizations, MUSIC

E M M I (Ediciones Musicales Mexicanas Internacionales) S.A., Alejandro 17, Mexico D.F. (Tel: 5206988, 5318383). Dir.: Jorge A. Reinoso; Asst. Licensing Dir.: Jose Antonio Llove. (Mechanical rights)


licensors, RECORD & TAPE

Centro Musical de Tuspa SA, PO Box 292, San Ysidro, Calif. 92073, USA.
MUSART S.A.DCV (DISCOS), LAGUNA DE MAYRAN 232, MEXICO 17, D.F. TEL: (905) 573-6072.

EMPLEADO DE MUSART S.A. DE CV (DISCOS), AV. CUITLAHUAC 2385, MEXICO 16, D.F. TEL: (905) 573-6070.

OEMERS, S.A. DE CV (DISCOS), ALICE BLANC 26, 53370 NAUCALPAN, TEL: (905) 573-6060.

JACKETS & SLEEVES

LABELS, DISCS & CARTRIDGES

ORFEO S.A. (DISCOS), VICTOR BLANCO 26, 53370 NAUCALPAN, TEL: (905) 573-6060.

RECORD MANUFACTURING EQUIPMENT

ORFEO S.A. (DISCOS), ALICE BLANC 26, 53370 NAUCALPAN, TEL: (905) 573-6060.

RECORDS

SUNIV 11:13H13 N1 • ODIX 3H13

MEXICO • NETHERLANDS

Population: 14,100,000
Rate of exchange: $1 (US) = 2.50 guilders
Per capita income: $7,000


RECORDS

Imported from countries other than USA (factory value, CIF): 1981-1982 = 34,000,000 units, 1980-1979 = 20,000,000 units.

Alternative import costs including freight, insurance = $2.50 (1980-1979) $2.00 (1981-1982)

Wholesale manufacturers are being forced to raise prices.

RECORDS

Imported from USA (factory value, CIF): 1981-1982 = 36,000,000 units, 1980-1979 = 17,000,000 units.

Retail trade: 7.5% of total.

Type of distribution: Manufactures to retailer is the traditional main line of distribution. Because of parallel imports, which creates retail competition, is rising strongly. Retailers are seeking increasing economic/monopolistic relationships.

Type of promotion: Radio and television are the most prominent promotion media. Records are also being promoted by private radio stations, though this is illegal.

Jukebox: 6,000.

VAPF

Market: Audio - Cassette sales decreased by 500,000 units in 1981 compared with 1980.

TV merchandising: 40% of total.

VAPF sales: 7.5% of total.

Imported from: China, France, USA, UK, Canada.

Pre-recorded tape sold including import costs (retail price): Cassette 1981-19400,000 units, 1980-19,400,000 units.

MEXICO PUEBLO

Your best new for the NEWEST Trends in Mexican and American Folklore Music.

EXPORT: Disco L.P. $2.80 Dollars Cassette $3.20 Dollars.

For immediate information on ordering or selling contact Luis E. Gonzalez

Diaspora del Folklore, S.A. Gra. Anxón S.A.SA. Calzada de la Paloma 13 28500 MEXICO 08270 TEL: 579-60-20

The Dutch recording industry is still far from blossoming situation mainly

Radio Stations:

Pre-recorded tape imported from companies other than USA (factory value, FOB) 1981: 319.610.000
Pre-recorded tape imported from countries other than USA (factory value, FOB) 1981: 518.154.000
Average rental price per tape: Cassette $6.00

Radio stations (in alphabetical order):

- All Rock: see Collector
- Amsterdam: see Polydor
- Aroma: see Polydor
- Arista: see Polydor
- Artwork: see Arcade
- Audiocore (UK): Hong Kong Records, 10509 Tatum Blvd (23): 74 26 43 21.

- Audio Import BV: 88,1015,162 Amsterdam (Tel. 1985): 25 65 12, Teles: 41405, Chef Exec. Fonds de car (Record Importer)
- Audio Import (US): 87 4933 (4933), 47 27 52 (4752)
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**PERU**

- **Population:** 17,293,083
- **Rental of exchange:** $1 (US) = 690 soles
- **Holidays:** January 1, March 4, Labor Day, June 24, July 26 (September Anniversary), August 30 (Death of Lima), December 5 (Day of National Dignity), November 1 (All Saints Day), December 8.

**RECORDS:**
- Records sold domestically including imports: LPs 1979–1980: 100,000 units.
- Average rental price per person: LPs $5.50; singles $1.

**Type of distribution:** The manufacturer to retailer system predominates. All imports are controlled by a state agency that monitors the trade and campaigns for the use of Peruvian producers.

**Type of promotion:** Radio and television are the most important means. Special promotion shows are broadcast through newspapers and magazines.

**TAPE MARKET:** The cassette share of the music market amounts to about 22%, 8% is shellac. Non-registered tapes are estimated at 10% of the market.

**PRO-RATED TAPES:** Domestic tapes (1979–1980): $5 per 100,000.

**RAdio STATIONS:**
- No of AM: 417
- FM: 8 (26% commercial, 20% government)

**Commercial:** The top stations play approximately 80% non-Spanish music.

**TV.SOCIAL TELEVISION:** No of networks: 16 (10 PAL, 6 NTSC).

**Comment:** The programming mix comprises U.S. series, music programs with local color, and some pre-recorded videogram dramas from Argentina and Mexico (top of the surveys), local shows, sports, and news. Two new network stations are expected in 1982.

**IMPORT/EXPORT REGULATIONS:** All imports valued at more than $2,000 must be declared. The tax (20%) is assessed on the pre-recorded tapes and 3% on sound masters. Imports cost more than twice as much as those produced domestically.

**MARKET ANALYSIS:** Of the 3.4 million Peruvians who are between the ages of 12 and 24, only 35% are considered to be potential consumers of recorded music.

**Typical single sells approximately 40 copies, an LP, about 6,000.** The market breaks down into five basic categories: disco/pop/rock (15%), Salsa, International (local, 15%), and local Salsa, Chicha, and Peruvian folk. Non-permitted music makes up only 5% to 7% of sales, independent music. The most popular artists are Rlaga, Juan Gregorio, Sonia Summer, Paul Mainzer, Jose Luis Rodriguez, Ruben and Rania Cerra.

**Record & Tape Manufacturers/Importers**

- **Recordin'** S.A. (Dicosa) SA, Atddo. 3340, Calle 45, No. 46, Panama 4, Tel. 27 3865.
- **Urbano Bally RAFA SA, Av. 18A, No. 3, De Noviembre, David, Tel. 374339.
- **Rosen D. Cabra, Gen. Mgr.**

**services**

- PLATING, PRESSING & PRINTING PRESSS

Occasional business in the domestic market.

- **Gemea'te: The programming mix comprises U.S. series music programs via Type of primetime:**

- **No of networks**

- **Pre-recorded tape sold**

- **Market I'm • - ‘ . 1’ t h e m u s i c m a r k e t a m o u n t s t o a b o u t 2 2 % 8”

- **Type of distribution:**

- **Libra Raffi RAFA SA, Av. 18A, No. 3, De Noviembre, David, Tel. 374339.
- **Rosen D. Cabra, Gen. Mgr.**

**record & tape manufacturers/ importers**

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PHILIPPINES

Population: 48,000,000
Rate of exchange: $1 USD = 4.5 pesos

Period: Captain Phelan

President: Ramon Magsaysay

Phiippines:

TAPE DUPLICATING & PROCESSING EQUIPMENT


accessories


record & tape

Product: Tape-carrying & storage cases, head cleansers (Audio); leader tape, splicing tape & equipment (Audio & Video)

PHILIPPINES

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1982 International Buyer's Guide Page 257
### Catalog Services

Blackdog, see Viceroy

Soundtracks Inc., Inc., Polish Blvd., 3d E., Sandwich, St. Malo, Tel: (613) 872-4130. Cassettes: A
gual Tandem (10). (Pla

### Licensing Organizations, Music

A M (1) (Ko A) Co., Ltd., Box AC 477, Viceroy, Blvd., Cubat, Quezon City, Tel: 70-48. 13. Cassettes: YWMCORO.

### Playing, Processing & Packing Plants


Blackgold, see Viceroy


### Photographs & Labeling

The Audio and Video lines indicate the configurations which the firms duplicate.

### Product Details

- **Tape Custom Dupicators**
  - **Taping & 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 "PLB" which appears after the main body of their respective listings.

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  - **Taping & 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 "PLB" which appears after the main body of their respective listings.
**PORTUGAL**

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


Labels: Pron, Piotr, Tytus, Venelin.

**Music publishers**


**services**

ASSOCIATIONS & PROFESSIONAL ASSOCIATIONS


Jesziuny Muzyczne of Poland. Chief Council, Castle of Ostrogło, Olszynka 1, Warszawa Tel: 27-95-90.


Towarzystwo m. Fryderyka Chopina (Fridrich Chopin Society), ul.Olszynka 1, 20-02 00, Warszawa Gen. Mgr.: Maria Walk.


Zrzeszenia Muzyczne of Poland. Chief Council, Château of Ostrogło, Olszynka 1, Warszawa Tel: 27-95-90.

Zrzeszenia Muzyczne of Poland. Chief Council, Castle of Ostrogło, Olszynka 1, Warszawa Tel: 27-95-90.

Zrzeszenia Muzyczne of Poland. Chief Council, Château of Ostrogło, Olszynka 1, Warszawa Tel: 27-95-90.

**LICENSING ORGANIZATIONS, MUSIC**

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


Labels: Pron, Piotr, Tytus, Venelin.

**services**

ASSOCIATIONS & PROFESSIONAL ASSOCIATIONS


**LICENSING ORGANIZATIONS, MUSIC**


The text content of the document appears to be a detailed list of various products, suppliers, and contacts related to the music industry. This includes information about record manufacturers, distributors, importers, and their contact details. The text is in a tabular format with specific categories like 'Supplies', 'Merchandise', 'Import/Export Regulations', 'MARKET ANALYSIS', 'TELEVISION STATIONS', 'SUMMARY: RECORDS', and 'SUPPLIES'. It appears to be a comprehensive guide for those involved in the record industry, detailing manufacturers, importers, and distributors.
A music record company, with offices in various countries, including South Africa. The company operates several labels and distributes music across different genres and formats. The company's activities include record production, sales, and distribution, as well as the promotion of various music artists and genres. The company has a strong presence in the African music market and collaborates with local artists to produce and market their music. The company's operations and strategies are influenced by the cultural and social landscape of the region, reflecting the diverse musical traditions and influences in South Africa. The company's success is measured through various metrics, including sales, market share, and the overall impact on the music industry in South Africa.
cases, head cleaners, bulk erasers, demagnetizers, head & spinning tape

store fixtures

The Turntable (Pty) Ltd, PO Box 645, Upper DIY Mall, Carlton Centre, Johannesburg 2001 Tel: (11) 2147; Fax: 2468 Mag. Dir.: Ken
N MCs: Greg Smirks, Sales Mgr. Ingrid Sameau
Product & tape browse boxes, display racks, divider cards, security
systems.

AVERAGE FCL price

CONSUMER ELECTRONICS

Spain

PHILIPS:

Radio: 20.000 S (20 on it's $.9 in) (1980 - 7.200 units)

Television: 20.000 S (20 on it's $.9 in) (1980 - 7.200 units)

Electronic Components: 2.000 S (20 on it's $.9 in) (1980 - 7.200 units)

Spanish Market:

Tape: 2.000 S (20 on it's $.9 in) (1980 - 7.200 units)

Spain

Tape:

Pre-recorded tape sold domestically including imports (value of tape): CAS 1990 - 100.000,000 units, 12,000,000,000 lbs.

AVERAGE FCL price per tape: Cassette .27 10.70.

CONSUMER ELECTRONICS

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Spanish Market:

Tape: 2.000 S (20 on it's $.9 in) (1980 - 7.200 units)

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Spanish Market:

Tape: 2.000 S (20 on it's $.9 in) (1980 - 7.200 units)

Spain

Tape:

Pre-recorded tape sold domestically including imports (value of tape): CAS 1990 - 100.000,000 units, 12,000,000,000 lbs.
**record & tape manufacturers / distributors / importers**

Albani Handle B, Vanadisplats 5, S-113 31 Stockholm. Tel: (08) 33 27 48. (Distributor)

Amo Music AB (PPI), Box 604, Norrköping 45, S-701 23 Stockholm. Tel: (08) 34 29 43. Crid: GEOLAND, Tel: (748) 69 64. Pres.: Per-An- der Berg, Mgr: Jan Bjoquist. Sales: Mgr: Lena Mattner. Label: (UP) Lundqvist.

Anette, see Lio Pod. (Distributor)

Angel, see EM. (Distributor)

Argeg, see PolyGram. (Distributor)

Arrow Recs, Box 295, S-580 01 Linköping. Tel: (013) 99 67 48. (Distributor)

Barclay, see PolyGram. (Distributor)

Barta, see PolyGram. (Distributor)


Benjamin, see Sweden.

Bertelsmann, see Sweden.


Buch, see Sweden. (Distributor)

Corda, see Sweden. (Distributor)

Crimson, see Sweden. (Distributor)

Crito, see Sweden. (Distributor)

Curtis, see Sweden. (Distributor)

D'Ambra, see Sweden. (Distributor)

D'Amico, see Sweden. (Distributor)

Dondi, see Sweden. (Distributor)

Dotto, see Sweden. (Distributor)

Eagle, see Sweden. (Distributor)


Flash, see Sweden. (Distributor)

Fotograf, see Sweden. (Distributor)

GDI Recs, Box 295, S-580 01 Linköping. Tel: (013) 99 67 48. (Distributor)

Gospell, see Sweden. (Distributor)

Grell, see Sweden. (Distributor)

Grammofon AB, Box 2089, S-136 08 Spånga. Tel: (08) 730 07 60. Dir: Gunnar Ronnel, Mgr: Hans Johansson. Pres: Garth, see Sweden. (Distributor)

Hammar, see Sweden. (Distributor)


Hershey, see Sweden. (Distributor)

Himnos, see Sweden. (Distributor)

Hemmet, see Sweden. (Distributor)

Himen AB, Box 12, S-701 80 Göteborg. Tel: (0241) 34 95 95. Mgr: Bo Berglund; Sales Mgr: Rolf Hallgren; Det: Sales Mgr: Lena Mattner. Label: (O) WYS. Sweden.

Hjemmet, see Sweden. (Distributor)

Hulten, see Sweden. (Distributor)

Izal, see Sweden. (Distributor)

Jasper, see Sweden. (Distributor)

Johansson, see Sweden. (Distributor)

Just, see Sweden. (Distributor)

Kato, see Sweden. (Distributor)

Korg, see Sweden. (Distributor)

Kontor, see Sweden. (Distributor)

Köpman, see Sweden. (Distributor)

Kristo, see Sweden. (Distributor)

Kullman, see Sweden. (Distributor)

Lerhamn, see Sweden. (Distributor)

Lyric, see Sweden. (Distributor)

Malm, see Sweden. (Distributor)

Märta, see Sweden. (Distributor)

Max Music, see Sweden. (Distributor)

Mencke, see Sweden. (Distributor)

Merck, see Sweden. (Distributor)

Micron, see Sweden. (Distributor)

Michel, see Sweden. (Distributor)

Music, see Sweden. (Distributor)

Musa, see Sweden. (Distributor)

My, see Sweden. (Distributor)

Nordiska Musik AB, Box 60, S-701 20 Norrköping. Tel: (0241) 3495 95. Mgr: Bo Berglund, Det: Sales Mgr: Lena Mattner. Label: (O) WYS. Sweden.

Ort, see Sweden. (Distributor)

Pascal, see Sweden. (Distributor)

Peter, see Sweden. (Distributor)

PolyGram, see Sweden. (Distributor)

Rak, see Sweden. (Distributor)

Raments, see Sweden. (Distributor)

Riks Radio, see Sweden. (Distributor)

Rogers, see Sweden. (Distributor)

Rovel, see Sweden. (Distributor)

Schmitt, see Sweden. (Distributor)

Sko, see Sweden. (Distributor)

Sommar, see Sweden. (Distributor)

Spens, see Sweden. (Distributor)

Swedish Music AB, Box 18, S-580 01 Linköping. Tel: (013) 99 67 48. (Distributor)

Tape, see Sweden. (Distributor)

Televis, see Sweden. (Distributor)

Testimony, see Sweden. (Distributor)

Univox, see Sweden. (Distributor)

Vogel, see Sweden. (Distributor)

Waxhagen, see Sweden. (Distributor)

Wega, see Sweden. (Distributor)

Welt, see Sweden. (Distributor)

Wergo, see Sweden. (Distributor)

Wigmore, see Sweden. (Distributor)

Willy, see Sweden. (Distributor)

Woodrow, see Sweden. (Distributor)

Yamaha, see Sweden. (Distributor)

Zephyr, see Sweden. (Distributor)
**acrosses manufacturers**

Amigo Musik AB, PO Box 6056, Nora Stationgatan 91 93, S-121 31 Stockholm (Tel 08) 40-02 12. Magnet Hollands AB, PO Box 3105, S-121 08, Stockholm (Tel 08) 40-02 12. Radio & Television AB, Industriväg 23, S-171 17 Solna (Tel 08) 730 13 28. Sven Eriksson Audio AB, PO Box 834, S-121 08 Löhåov (Tel 108) 19 90 86. Georg Dahlberg AB, PO Box 6058, Norra Stationsgatan 91, S-102 31 Stockholm (Tel 08) 730 05 12. Einar Johansson, Sven Eriksson, Sven Gunnar Sven, Imp.] (imper.)

**state stearines manufacturers**

Amigo Musik AB, PO Box 6056, Nora Stationgatan 91 93, S-121 31 Stockholm (Tel 08) 40-02 12. Magnet Hollands AB, PO Box 3105, S-121 08, Stockholm (Tel 08) 40-02 12. Radio & Television AB, Industriväg 23, S-171 17 Solna (Tel 08) 730 13 28. Sven Eriksson Audio AB, PO Box 834, S-121 08 Löhåov (Tel 108) 19 90 86. Georg Dahlberg AB, PO Box 6058, Norra Stationsgatan 91, S-102 31 Stockholm (Tel 08) 730 05 12. Einar Johansson, Sven Eriksson, Sven Gunnar Sven, Imp.] (imper.)

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TAINAN (TOKYU CORPORATION)
services

PLATING, PRESSING & PROCESSING PLANT
Record Specialties (Durnholme) Ltd. 4 Milngavie Rd, Sea Lochs, Part of South, Trondel (Tel: 362345, 3/792879; Fax: 362345), Kerry Richards, Wheeler Ceas Co, High St, Suphanburi, Trondel (Tel: 6495215)

TAPE CUSTOM Duplicators
TAPE CUSTOY Duplicators


R E C O R D  P R O M O T I O N

The Audio and Video lines indicate the configurations which the tape duplica-
complications which offer packaging and labeling of tape product are

infinite Electronics Inc 22 Esplanada Village, Caracas Trondel Cabled

M U Z I K  S E R V I C E S  A S .  I M C  B l o b  6 .  N o  6 2 3 1  U n k a p a n i ,  I s t a n b u l  T e l  ( I I )  2 2 1 7

music publishers

Kurt Music Ltd, PD Box 24, IMC Block No 6238, Unkapran, Istanbul (Tel: 27 22 17 28), Pres Nazim Senel Gen. Mgr Tureky Arabic, Sales Mgr Metin Turan. (Press only)

Press only)

Labelled (Demos) Gengo, Disc. (Licensed foreign) Copacobana (Brazil)

TAPE DUPLICATING & PROCESSING EQUIPMENT

TAPE PACKAGING & LABELLING

Pakistan Panel Sanayi & Pratibha Ltd. PD Box 24, IMC Block No. 6378, Unkapran, Istanbul (Tel: 27 22 17 28, Pres. Nazim Senel, Gen Mgr Tureky Arabic, Sales Mgr Metin Turan. (Press only)

Music publishers

Kurt Music Ltd, PD Box 24, IMC Block No 6238, Unkapran, Istanbul (Tel: 27 22 17 28, Chief Exec. Umit Gurur, Gen. Mgr Ali Riza Gurur, Sales Mgr Sener Dinc Bavoros, (PMG-audio only)

Record and Tape

Kurt Music Ltd. PD Box 24, IMC Block No 6238, Unkapran, Istanbul (Tel: 27 22 17 28, Pres. Nazim Senel, Gen. Mgr Tureky Arabic, Sales Mgr Metin Turan. (Press only)

Press only)

TAPE CARRIER Duplicators

TAPE PACKAGING & LABELLING

The Audio and Video lines indicate the configurations which the tape duplica-

Tape loops and Video recorders

Gorai: see Muhrans

Gaye, see Drcu

Akram: see Rafi, Mgr, Super Motion Technics, Tehran, Iran

Labellled (Demos) Abu, Yona, Record (Bosnian foreign) Albany (Germany)

Kung, see Drcu

Teletone: see Pyramid Ltd., PD Box 24, IMC No 6238, Unkapran, Istanbul (Tel: 27 22 17 28, Pres. Nazim Senel, Gen Mgr Tureky Arabic, Sales Mgr Metin Turan.

Labellled: (Demos) Gengo, Disc. (Licensed foreign) Copacobana (Brazil)

Press only)

Music publishers

Kurt Music Ltd, PD Box 24, IMC Block No 6238, Unkapran, Istanbul (Tel: 27 22 17 28, Chief Exec. Umit Gurur, Gen. Mgr Ali Riza Gurur, Sales Mgr Sener Dinc Bavoros, (PMG-audio only)

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Gaye, see Drcu

Akram: see Rafi, Mgr, Super Motion Technics, Tehran, Iran
## UNITED KINGDOM

**Population:** 55,996,000  
**Rate of exchange:** 1 US$ = 55 pence  
**Per capita income:** 5,963 US$  

### TELEVISION STATIONS

- **Commercial:** All television stations are government owned. Moscow has four channels, one of which is Central (nationwide). Most cities have their own station, and the Central program is repeated everywhere. Thus there is a two channel television in most of the USSR. The Central channel is full color, other channels are partially color. SEGAM type of color system is used. Both color and fast moving images are utilized by television stations nationally in 1981, up to 83% of the overall population in the USSR. There are now 25 million television sets in use, with 10 color models.

### IMPORT/EXPORT REGULATIONS

- All imports into the United Kingdom must be declared through Mezhdunarodny Bank in Moscow. The quota for records received privately from abroad, excluding East European nations, is one unit. A customs daily of 5 rubles is charged on all additional unit exported. The same regulation applies to promotion copies mailed to private persons.

### Comment

- All television stations are government owned.
- Moscow has four television stations; the State Committee on Broadcasting 8 Television, Ul Pyatrutskaya 25, Moscow.  
- Any record which is manufactured in an EE C country can circulate freely in the United Kingdom. All records made abroad by the UK copyright owner and subsequently exported to the United Kingdom is not an equivalent copy even if there is a UK license with exclusive rights. Records made in non EE C counties other than those copyrighted by the copyright owner are requiring copies and their importation is being prevented.

### TELEVISION STATIONS

- No of channels: 2 BBC, 1 commercial, 1 public, 100% color.
- Commercial television stations include promotion programs.
- **IMPORT/EXPORT REGULATIONS**
  - No record which is manufactured in an EE C country can circulate freely in the United Kingdom. All records made abroad by the UK copyright owner and subsequently exported to the United Kingdom is not an equivalent copy even if there is a UK license with exclusive rights. Records made in non EE C counties other than those copyrighted by the copyright owner are requiring copies and their importation is being prevented.

### MARKET ANALYSIS

- Retail sales and advertising of all forms of recorded music, including imports and deletions as well as the output of the UK based companies, was an estimated 424 million pounds (770 million) in 1981, and although spending has not kept pace with inflation, retail music market is growing showing signs of being a commodity with modest commercial stability for some time to come. Singles have long term divided forecast of their modest growth throughout the 70's, and now account for the spending of some 75 million pounds.

- Following a period of rapid growth in the early 70's, LP sales fluctuated and was accounting for around 250 million pounds (454 million) in recent years, the sales volume of this sector has not increased in line with inflation.
- Pre-recorded cassettes have consistently increased in volume but the stability of the sales growth of such products is suggestive of continued retail sales at 100 million pounds ($182 million) per annum in a two year period that has seen rapid inflation elsewhere.

- Retail discounting has continued on a reduced retail price (RRP) has become so commonplace that the practice of suggesting a price generally abandoned. A significant factor in this, which has averaged over the last year would have been about 5.2 pounds ($9.45). The actual average price is 4.95 pounds ($9.3). A staggering amount of roughly 16% compared with discounts of 5% in 1978 and around 10% in 1979 and 1980. The more price, the more size, and it is now accepted that the price is as high as the record companies want to be paid, and the perceived companion is with the price of a blank tape that can accommodate two LP's at a cost of 7.12 pounds ($13.8).

- Although retail prices fell in 1981 to 4.20 pounds ($7.40) on average compared with the average profit of 4.65 pounds ($8.40) to dealers' retail market to enable a six per cent increase of the published dealer price with the actual retail price indicates that the dealer margin for LP records is now about 48%.
ATTENTION REQUIRE IMPORTERS!

If you wonder why your competitors sell at cheaper prices and have new releases first, they are probably dealing with us.

RECORD EXPORTS

“We acknowledged as the best”

We offer a comprehensive service available in all U.K. product, combining all first class information service with the cheapest prices around.

(12” disco, singles, independent labels, rock, jazz, classical)

Simply The Finest Service Available in the U.K.

ST. EDMUNDS CHURCH • CORNWALL ROAD
CROYDON SURREY
TEL. 01-688 6386 TEL 896218 WINDS
I D K Tape Dist (UK) Ltd 341 Brighton Rd, South Croydon, Surrey CR2 8DD Tel: 021-629 2166 Fax: 021-629 2165

Sonic Sound Ltd 31 Eastern Place, London E2 8SE Tel: 01-884 0210 Fax: 01-884 0211

Gibson Ltd 197 High Road, Streatham, London SW16 1RY Tel: 01-689 0200 Fax: 01-689 0201

Cassette Consultant 12 Napier Street, London W1D 3BJ Tel: 01-437 2345 Fax: 01-437 2346

Minicassette Accessories 12a South Street, London W1D 3AJ Tel: 01-437 2347 Fax: 01-437 2348

CASSETTE PRODUCTION SERVICES 3A North Road, London SE1 1LD Tel: 01-633 2222 Fax: 01-633 2223

Cassette Consultants 37 Wimpole Street, London W1M 8AG Tel: 01-437 2349 Fax: 01-437 2350

Cassette Accessories 30 Wimpole Street, London W1M 8AN Tel: 01-437 2351 Fax: 01-437 2352

Tape CASSETTE REGISTRAR 26 Glasshouse St, London W1D 4NH Tel: 01-837 2353 Fax: 01-837 2354

Hit Records Ltd 12a Southampton Row, London WC1 5QP Tel: 01-635 2355 Fax: 01-635 2356

Trade Tape 201 Euston Rd, London NW1 2UE Tel: 01-387 2357 Fax: 01-387 2358

Tape Centre 10 Church Rd, London W3 8ND Tel: 01-939 2359 Fax: 01-939 2360

Cassette Consultants 77 Warwick Street, London W1M 8AE Tel: 01-437 2361 Fax: 01-437 2362

VHS tape manufacturers

Casella Ltd 12 Southwark St, London SE1 1LX Tel: 01-437 2363 Fax: 01-437 2364

VHS tape manufacturers
URUGUAY

**jukebox title strips**

Lightning Rec. & Video Ltd., 341 Harrow Rd., Maida Vale, London NW10 6NY Tel: (01) 284 3525. Telex: 978138 Cable: LARRVEC Dir: Raymond Laver.

**promotional merchandising aids**

The following is a list of companies involved in the manufacturing of items promoting the music industry and/or its artists.

Arabas Posters, Churfield Close Estate, Cedar, Romford, Essex RM7 1QT Tel: (0401) 529 77.

Product: Posters, photographs.

Apollos Your Mind, Basement Studio, 33 Norton Rd, Heaton, Brighton BN3 3RF. Tel: (0273) 702 7997. (081) 500 520. Tel: (0273) 564 067.


Product: Posters, t-shirts, keychains, patches, buttons & badges, crystal brooches.

Bellatone Advertising, 11 Tolbat Street, London W1. Tel: (01) 723-4499.


Product: Posters, t-shirts, buckles, t-shirts, hats/caps, keychains, patches.

Creative Music Ltd. The Orsieres, 11 Salem Road, London W2. Tel: (01) 221 5515.

Product: Posters, t-shirts, buckles, t-shirts, hats/caps, keychains, patches.

Discount Music Ltd., 43, 1B Beaconsfield Crescent, London W1E 2TQ. Tel: (01) 727 8274. Dir: Mr. M. H. Worthington.

Product: Posters, t-shirts, patches, buttons & badges, photos, ties. Band: Pos_OW, Relax, Shady Street 106, Devon Street, London W1. Tel: (01) 723-1129 Dir: Mr. William Smith, Gen: Mgr. Oscar Zarate

Product: Posters, t-shirts, keychains, patches, buttons & badges, crystal brooches.

Bellatone Advertising, 11 Tolbat Street, London W1. Tel: (01) 723-4499.


Product: Posters, t-shirts, buckles, t-shirts, hats/caps, keychains, patches.

Creative Music Ltd. The Orsieres, 11 Salem Road, London W2. Tel: (01) 221 5515.

Product: Posters, t-shirts, buckles, t-shirts, hats/caps, keychains, patches.

Discount Music Ltd., 43, 1B Beaconsfield Crescent, London W1E 2TQ. Tel: (01) 727 8274. Dir: Mr. M. H. Worthington.

Product: Posters, t-shirts, patches, buttons & badges, photos, ties. Band: Pos_OW, Relax, Shady Street 106, Devon Street, London W1. Tel: (01) 723-1129 Dir: Mr. William Smith, Gen: Mgr. Oscar Zarate

Product: Posters, t-shirts, keychains, patches, buttons & badges, crystal brooches.

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Product: Posters, t-shirts, buckles, t-shirts, hats/caps, keychains, patches.

Creative Music Ltd. The Orsieres, 11 Salem Road, London W2. Tel: (01) 221 5515.

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Product: Posters, t-shirts, buckles, t-shirts, hats/caps, keychains, patches.

Creative Music Ltd. The Orsieres, 11 Salem Road, London W2. Tel: (01) 221 5515.
BILLYBOARDS RESEARCH AIDS PACKAGES, compiled from Billboard's
Charts, have been prepared for radio programmers, record buyers,
and oldies collectors... they are essential for anyone involved in pop, country,
soul, adult contemporary, classical, jazz, gospel—all areas of music!

WHAT'S AVAILABLE?
NUMBER ONE RECORDS (any package listed with the number "1"):
A listing of every record that reached the Number One position on
Billboard's charts for the period covered, week-by-week. Lists issue date,
title, artist, label—in order of issue date

TOP TEN RECORDS (any package listed with the number "2"):
A listing of every record that reached any of the Top Ten positions on
Billboard's charts for the period covered. Records are listed in
alphabetical order by title, by label, and by artist if different in the same
year. Where duplicate versions of the same tune (cover records) occur, they are listed alphabetically by
artist's last name. In cases where a record reached Top Ten in one year
and was also in the Top Ten the following or a later year, it is listed in
both years. Records marked with a "#1" indicate that the record reached
Number One position in the year in which it is so marked. Lists
artist, title, label.

TOP RECORDS OF THE YEAR (any package listed with the number "3"):
A listing of the best records of each year, based on a recap of the weekly
charts for each year covered. Lists title, artist, label.

POP SINGLES
A-1 Number One Pop Singles, 1941 through Present $50.00
A-2 Top Ten Pop Singles, 1947 through Present $50.00
A-3 Top Pop Singles of the Year, 1946 through Present $50.00

POP ALBUMS
B-1 Number One Pop Albums, 1947 to Present $50.00
B-2 Top Ten Pop Albums, August 1948 to Present $50.00
B-3 Top Pop Albums of the Year, 1956 to Present $50.00

COUNTRY SINGLES
C-1 Number One Country Singles, 1948 to Present $50.00
C-2 Top Ten Country Singles, 1948 to Present $50.00
C-3 Top Country Singles of the Year, 1946 to Present $50.00

COUNTRY ALBUMS
D-1 Number One Country Albums, 1964 to Present $25.00
D-2 Top Ten Country Albums, 1964 to Present $25.00
D-3 Top Country Albums of the Year, 1965 to Present $25.00

SOUL (RHYTHM & BLUES) SINGLES
E-1 Number One Soul Singles, 1948 to Present $50.00
E-2 Top Ten Soul Singles, 1948 to Present $50.00
E-3 Top Soul Singles of the Year, 1948 to Present $50.00

SOUL (RHYTHM & BLUES) ALBUMS
F-1 Number One Soul Albums, 1965 to Present $25.00
F-2 Top Ten Soul Albums, 1965 to Present $25.00
F-3 Top Soul Albums of the Year, 1966 to Present $25.00

CLASSICAL ALBUMS
H-1 Number One Classical Albums, 1969 to Present $20.00
H-2 Top Ten Classical Albums, 1969 to Present $20.00
H-3 Top Classical Albums of the Year, 1969 to Present $20.00

JAZZ ALBUMS
I-1 Number One Jazz Albums, 1969 to Present $20.00
I-2 Top Ten Jazz Albums, 1969 to Present $20.00
I-3 Top Jazz Albums of the Year, 1969 to Present $20.00

*GOSPEL ALBUMS (Spiritual & Inspirational) NEW ITEM
K-1 Number One Gospel Albums, 1974 to Present $15.00
K-2 Top Ten Gospel Albums, 1974 to Present $15.00
K-3 Top Gospel Albums of the Year, 1974 to Present $15.00

GREATEST HITS
L Top 1000 Greatest Hits of All Time, 1956-1977 $75.00
(1978-Present Top 100 Included)

P Ecennial Issue—"Talent In Action" (Limited Stock Available) $7.00

NOTE: Individual years of the Number One, Top Ten, or Top of the Year listings may
be purchased separately at $5.00 each. Photo-copies of individual weekly charts are
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<tr>
<td>Stan's Dist.</td>
<td>76</td>
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</tr>
<tr>
<td>Stanton Magnetics</td>
<td>157</td>
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</tr>
<tr>
<td>Star Title Strip Co.</td>
<td>68</td>
<td></td>
</tr>
<tr>
<td>Stratford Distributors</td>
<td>88</td>
<td></td>
</tr>
<tr>
<td>Summit Magnetics</td>
<td>234</td>
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<tr>
<td>Sun Plastics Co. Inc.</td>
<td>110</td>
<td></td>
</tr>
<tr>
<td>Surplus Records &amp; Tape.</td>
<td>83</td>
<td></td>
</tr>
<tr>
<td>T</td>
<td></td>
<td></td>
</tr>
<tr>
<td>TDK Electronics</td>
<td>145</td>
<td></td>
</tr>
<tr>
<td>T L R Marketing Corp.</td>
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<tr>
<td>TV Asahi Music</td>
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<tr>
<td>Tapecom Inc.</td>
<td>115</td>
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</tr>
<tr>
<td>Tape King</td>
<td>93</td>
<td></td>
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<tr>
<td>Tascam</td>
<td>33</td>
<td></td>
</tr>
<tr>
<td>Threedim</td>
<td>158</td>
<td></td>
</tr>
<tr>
<td>Tool &amp; Record Industry</td>
<td>169</td>
<td></td>
</tr>
<tr>
<td>Toolex-Alpha</td>
<td>137</td>
<td></td>
</tr>
<tr>
<td>Toshiba-EMI Ltd.</td>
<td>239</td>
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<tr>
<td>Tracy-Val Corp.</td>
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<tr>
<td>Tradewind Dist.</td>
<td>69</td>
<td></td>
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<tr>
<td>Trans-Am Industries</td>
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<td>Transco Prods. Corp.</td>
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<td>Trio Records</td>
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<td>Universal Distributing</td>
<td>97</td>
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<tr>
<td>Universal One Stop Dist.</td>
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<td></td>
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<td>VP Records</td>
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<tr>
<td>Victor Musical Ind.</td>
<td>233</td>
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<tr>
<td>Video Trend of Detroit</td>
<td>79</td>
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<td>Vinyl Vendors</td>
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<td>WEA Mfg. Co.</td>
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<td>Wax Assocs., Morton D.</td>
<td>113</td>
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<tr>
<td>Welk Music</td>
<td>55</td>
<td></td>
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<tr>
<td>Westape</td>
<td>140</td>
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<tr>
<td>Win Records &amp; Video Inc.</td>
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<td></td>
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<tr>
<td>Windsong Records</td>
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<td>Wotre Music</td>
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<td>Z</td>
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<tr>
<td>Zorba/NGS</td>
<td>246</td>
<td></td>
</tr>
</tbody>
</table>

1982 – 70 million round the world...
Introducing

SAVOY'S NEW VIDEO GAME CASES FOR
ATARI AND MATTEL CARTRIDGES

#4132
Holds 32 Atari, Activision or Intellivision
Cartridges. Brown only.

#4124
Holds 24 Intellivision
Cartridges. Brown only.

#780
Holds 14 Beta or VHS Tapes.
Woodgrain only.

#781
Holds 20 Beta or VHS Tapes.
Woodgrain only.

#3133
Holds 33 cassette tapes.
Brown only.

Write or call for colorful 1982 catalogue.
The Needle Knows

Even when your ears can’t tell the difference, your VU meters can.
Which is why we test every reel of our 2” Grand Master® 456 Studio Mastering Tape end-to-end and edge-to-edge. To make certain you get a rock-solid readout with virtually no tape-induced level variations from one reel of 456 to another or within a single reel.

No other brand of tape undergoes such rigorous testing. And as a result no other brand offers you the reliable consistency of Ampex Tape.

A consistency that lets you forget the tape and concentrate on the job.

AMPEx
Ampex Corporation • One of The Signal Companies

4 out of 5 Professionals Master on Ampex Tape.

Ampex Corporation, Magnetic Tape Division
401 Broadway, Redwood City, CA 94063
(415) 367-4463

© 1981-1982 Billboard Magazine
Brand Usage Survey
International Buyer's Guide

Billboard

1983-84

World Sourcebook of the Music and Home Entertainment Industries

New Expanded Company Listings

Video, Videocassettes & Videodiscs
Compact Disc
Computer, Computer Video Games
Our games have birthdays, but they don’t get old.

Say Happy Birthday to two of the biggest hits in the business.

Pitfall!™ It held Billboard’s #1 spot for 15 weeks straight. Sold a million after only five months. And it’s still a Top-10 title after a year.

Kaboom! It was in one-and-a-half million homes before its second birthday. It’s the kind of timeless title that new players start out with. And veterans come back to.

Why don’t these games get old? Because they were designed around an original idea. A big idea. And that makes them more than just hits. That makes them classics.

So blow out the candles, and wish for more of the same from Activision. Because your wish is bound to come true.

We put you in the game.
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Don't Miss This One!

NEW MUSIC SEMINAR

July
New York Hilton

(212) 348-4876
HOW TO USE THIS DIRECTORY

As a guide to locating specific listings, the following explanations are presented for each major section (in boldface, capital letters).

1) Make note of any legends that may appear below any of the section heads. They contain important information that applies to that section's listings.
2) Sometimes it is necessary to jump portions of some categories to other parts of the directory. Watch for notations, usually at the bottom of the page, and follow the listings to the page indicated.
3) If your company should be listed in this guide but is not, please send the relevant information in the format of the section under which it should appear to Leslie Shaver, Billboard Publications Inc., 14 Music Circle E., Nashville, Tenn. 37203.

INTERNATIONAL

Countries are listed in alphabetical order (refer to the International Contents on page 159 for a quick reference to the countries covered). Within each country the order of the section is as follows: Record Companies, Music Publishers, Services, Supplies, Accessories, Store Fixtures. Within each section all listings are sequenced alphabetically with the exception of the Canadian wholesaler's listings, which are arranged geographically by province and then by city within each province.

ADVERTISERS INDEX

To quickly locate an advertiser within the International Buyer's Guide, turn to the Advertisers Index, which starts on page 287 and lists the advertisers in alphabetical order and the pages on which their advertisements appear.

GENERAL INFORMATION ABOUT LISTINGS

1) Finding a record company is straightforward since listings in this section are in alphabetical order. Record labels are cross-referenced to their companies.

COMPACT DISC

This section is divided into two subsections—Hardware and Software manufacturers—each of which is arranged alphabetically. Companies already having released or about to release product are included.

VIDEO (VIDEOTAPE & VIDEO DISCS)

The Video section includes alphabetically sequenced subsections for both Hardware and Software companies. Video accessories are included under the Accessories section, blank and bulk tape under the Blank & Bulk Tape Product Charts, and wholesalers of accessories and blank and prerecorded tape under the Wholesalers section.

COMPUTER/VIDEO GAMES

This section contains three subsections—Hardware, Software and Accessories manufacturers—each of which is arranged alphabetically. Wholesalers of software and accessories are listed under the Wholesaler's section.

PROMOTIONAL MERCHANDISING AIDS

ACCESSORIES (CONSUMER)

STORE FIXTURES

Each section has listings in alphabetical order. Brand names are cross-referenced to company names.

WHOLESALERS

This section, which is sequenced geographically, lists distributors, one stops, rack jobbers, importers and exporters of audio and video disks, tapes and accessories and computer/video games. Record labels listed are limited to thirty-five.

SERVICES

SUPPLIES

To find a service or supply company, first find the subsection on the Contents page then note whether the section is arranged alphabetically or geographically. Company listings are limited to those services and supplies done in-house and provided to outside clients. Brand names are cross-referenced back to the companies.

BLANK TAPE & BULK TAPE PRODUCT CHART

These charts of audio and video blank and bulk tape should be used in conjunction with the Tape Product Chart Listings which follow the charts and present the addresses, telephone numbers and personnel of the companies with tape product.

MUSIC PUBLISHERS

Music publishers are listed in alphabetical order. Affiliates and administered companies are cross-referenced back to their primary company listings.

SHEET MUSIC JOBbers & SUPPLIERS

These listings are in geographical order by state and then by city within each state.
CONSUMER PURCHASING OF RECORDS & PRERECORDED TAPES 1979-1982
(IN THE UNITED STATES)

The figures below and on the following two pages present information on U.S. consumer purchases of records and prerecorded tapes for 1979-1982. Prepared for the Recording Industry Association of America (RIAA) in cooperation with NARM by NPD Special Industry Services, the data was drawn from a representative nationwide panel of 13,000 families. Note particularly that the data refers to consumer purchases and not manufacturers shipments. For more information, contact Stephen J. Traiman, Executive Director, RIAA, 888 Seventh Ave., 9th Fl., New York, N.Y. 10106.

RETAIL/DIRECT MARKETING SECTORS:
(Estimated % of Total Sales)—Retail: 82%-85%
Direct Marketing: 15%-18%

RETAIL OUTLET TRENDS
(% DOLLARS SPENT)

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Record and Tape Stores</td>
<td>45%</td>
<td>45%</td>
<td>47%</td>
<td>49%</td>
</tr>
<tr>
<td>Department Stores</td>
<td>9</td>
<td>8</td>
<td>8</td>
<td>6</td>
</tr>
<tr>
<td>Discount Stores</td>
<td>30</td>
<td>30</td>
<td>26</td>
<td>26</td>
</tr>
<tr>
<td>Other Retail Stores</td>
<td>16</td>
<td>17</td>
<td>19</td>
<td>19</td>
</tr>
</tbody>
</table>

SOURCE: RIAA/NPD SPECIAL INDUSTRY SERVICES
**CONSUMER PURCHASING**
*(RECORDS & PRERECORDERED TAPES)*

### TRENDS IN PURCHASES
**BY MUSIC TYPE**
(as defined by consumers)
(% DOLLARS SPENT)

<table>
<thead>
<tr>
<th></th>
<th>RETAIL</th>
<th>DIRECT MARKETING</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rock</td>
<td>42%</td>
<td>43%</td>
</tr>
<tr>
<td>Country</td>
<td>9</td>
<td>12</td>
</tr>
<tr>
<td>Pop/Easy Listening</td>
<td>13</td>
<td>12</td>
</tr>
<tr>
<td>Black/Disco</td>
<td>14</td>
<td>8</td>
</tr>
<tr>
<td>Gospel</td>
<td>3</td>
<td>3</td>
</tr>
<tr>
<td>Classical</td>
<td>3</td>
<td>3</td>
</tr>
<tr>
<td>Shows/Soundtracks</td>
<td>3</td>
<td>5</td>
</tr>
<tr>
<td>Jazz</td>
<td>3</td>
<td>3</td>
</tr>
<tr>
<td>Children's</td>
<td>2</td>
<td>3</td>
</tr>
<tr>
<td>Other</td>
<td>8</td>
<td>7</td>
</tr>
</tbody>
</table>

*Total less than 100% due to computer rounding

### PRODUCT TRENDS
(% DOLLARS SPENT)

<table>
<thead>
<tr>
<th></th>
<th>RETAIL</th>
<th>DIRECT MARKETING</th>
</tr>
</thead>
<tbody>
<tr>
<td>LPs</td>
<td>71%</td>
<td>69%</td>
</tr>
<tr>
<td>Cassette</td>
<td>7</td>
<td>14</td>
</tr>
<tr>
<td>8-Track Cartridges</td>
<td>17</td>
<td>13</td>
</tr>
<tr>
<td>Singles</td>
<td>5</td>
<td>4</td>
</tr>
</tbody>
</table>

*Total less than 100% due to computer rounding

### RECORD AND TAPE CONSUMER PROFILE
(% DOLLARS SPENT)

<table>
<thead>
<tr>
<th></th>
<th>RETAIL</th>
<th>DIRECT MARKETING</th>
</tr>
</thead>
<tbody>
<tr>
<td>AGE*</td>
<td>5%</td>
<td>5%</td>
</tr>
<tr>
<td>10-14 (9.3%)**</td>
<td>23</td>
<td>23</td>
</tr>
<tr>
<td>15-19 (9.3%)</td>
<td>23</td>
<td>25</td>
</tr>
<tr>
<td>20-24 (9.4%)</td>
<td>25</td>
<td>25</td>
</tr>
<tr>
<td>25-34 (16.4%)</td>
<td>24</td>
<td>22</td>
</tr>
<tr>
<td>35+ (42.2%)</td>
<td>22</td>
<td>23</td>
</tr>
<tr>
<td>*13.4% Under 10 years</td>
<td></td>
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### RACE

<table>
<thead>
<tr>
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<tbody>
<tr>
<td>Non-white (16.8%)**</td>
<td>15%</td>
<td>14%</td>
</tr>
<tr>
<td>White (83.2%)</td>
<td>85</td>
<td>86</td>
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### SEX

<table>
<thead>
<tr>
<th></th>
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<tbody>
<tr>
<td>Male (48.6%)**</td>
<td>54%</td>
<td>58%</td>
</tr>
<tr>
<td>Female (51.4%)</td>
<td>46</td>
<td>42</td>
</tr>
</tbody>
</table>

### REGION

<table>
<thead>
<tr>
<th></th>
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<th>DIRECT MARKETING</th>
</tr>
</thead>
<tbody>
<tr>
<td>Northeast (21.7%)**</td>
<td>22%</td>
<td>23%</td>
</tr>
<tr>
<td>North Central (26.0%)</td>
<td>27</td>
<td>25</td>
</tr>
<tr>
<td>South (33.3%)</td>
<td>30</td>
<td>32</td>
</tr>
<tr>
<td>West (19.0%)</td>
<td>21</td>
<td>20</td>
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</tbody>
</table>

*Total less than 100% due to computer rounding

** = % 1980 U.S. Census

SOURCE: RIAA/NPD SPECIAL INDUSTRY SERVICES
# CONSUMER PURCHASING
## (RECORDS & PRERECORDED TAPES)

### RETAIL & DIRECT MARKETING CONSUMER PROFILE*—% Dollars Spent

**MUSIC TYPE (as defined by consumers)**

<table>
<thead>
<tr>
<th>AGE</th>
<th>TOTAL</th>
<th>ROCK</th>
<th>COUNTRY</th>
<th>POP/EASY LISTENING</th>
<th>BLACK/DISCO</th>
<th>CLASSICAL</th>
<th>GOSPEL</th>
<th>CHILDREN'S</th>
<th>JAZZ</th>
<th>SHOWS/SOUNDTRACKS</th>
</tr>
</thead>
<tbody>
<tr>
<td>10-14</td>
<td>4%</td>
<td>4%</td>
<td>7%**</td>
<td>7%**</td>
<td>2%**</td>
<td>2%</td>
<td>3%**</td>
<td>3%</td>
<td>4%</td>
<td>1%</td>
</tr>
<tr>
<td>15-19</td>
<td>17</td>
<td>15</td>
<td>28</td>
<td>28</td>
<td>7</td>
<td>5</td>
<td>9</td>
<td>10</td>
<td>21</td>
<td>18</td>
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<tr>
<td>20-24</td>
<td>25</td>
<td>22</td>
<td>33</td>
<td>27</td>
<td>19</td>
<td>18</td>
<td>21</td>
<td>22</td>
<td>37</td>
<td>29</td>
</tr>
<tr>
<td>35+</td>
<td>29</td>
<td>32</td>
<td>11</td>
<td>12</td>
<td>41</td>
<td>45</td>
<td>43</td>
<td>40</td>
<td>10</td>
<td>15</td>
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<table>
<thead>
<tr>
<th>RACE</th>
<th>TOTAL</th>
<th>ROCK</th>
<th>COUNTRY</th>
<th>POP/EASY LISTENING</th>
<th>BLACK/DISCO</th>
<th>CLASSICAL</th>
<th>GOSPEL</th>
<th>CHILDREN'S</th>
<th>JAZZ</th>
<th>SHOWS/SOUNDTRACKS</th>
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<tbody>
<tr>
<td>AGE</td>
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<td>ROCK</td>
<td>COUNTRY</td>
<td>POP/EASY LISTENING</td>
<td>BLACK/DISCO</td>
<td>CLASSICAL</td>
<td>GOSPEL</td>
<td>CHILDREN'S</td>
<td>JAZZ</td>
<td>SHOWS/SOUNDTRACKS</td>
</tr>
<tr>
<td>10-14</td>
<td>4%</td>
<td>4%</td>
<td>7%**</td>
<td>7%**</td>
<td>2%**</td>
<td>2%</td>
<td>3%**</td>
<td>3%</td>
<td>4%</td>
<td>1%</td>
</tr>
<tr>
<td>15-19</td>
<td>17</td>
<td>15</td>
<td>28</td>
<td>28</td>
<td>7</td>
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<td>20-24</td>
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<td>33</td>
<td>27</td>
<td>19</td>
<td>18</td>
<td>21</td>
<td>22</td>
<td>37</td>
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<tr>
<td>35+</td>
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<td>11</td>
<td>12</td>
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<td>43</td>
<td>40</td>
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<table>
<thead>
<tr>
<th>RACE</th>
<th>TOTAL</th>
<th>ROCK</th>
<th>COUNTRY</th>
<th>POP/EASY LISTENING</th>
<th>BLACK/DISCO</th>
<th>CLASSICAL</th>
<th>GOSPEL</th>
<th>CHILDREN'S</th>
<th>JAZZ</th>
<th>SHOWS/SOUNDTRACKS</th>
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<td>SEX</td>
<td>TOTAL</td>
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<td>COUNTRY</td>
<td>POP/EASY LISTENING</td>
<td>BLACK/DISCO</td>
<td>CLASSICAL</td>
<td>GOSPEL</td>
<td>CHILDREN'S</td>
<td>JAZZ</td>
<td>SHOWS/SOUNDTRACKS</td>
</tr>
<tr>
<td>MALE</td>
<td>55%</td>
<td>56%</td>
<td>63%</td>
<td>67%</td>
<td>47%</td>
<td>47%</td>
<td>44%</td>
<td>48%</td>
<td>59%</td>
<td>45%</td>
</tr>
<tr>
<td>FEMALE</td>
<td>45%</td>
<td>44%</td>
<td>37%</td>
<td>33%</td>
<td>53</td>
<td>53</td>
<td>56</td>
<td>52</td>
<td>41</td>
<td>55</td>
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<table>
<thead>
<tr>
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<th>TOTAL</th>
<th>ROCK</th>
<th>COUNTRY</th>
<th>POP/EASY LISTENING</th>
<th>BLACK/DISCO</th>
<th>CLASSICAL</th>
<th>GOSPEL</th>
<th>CHILDREN'S</th>
<th>JAZZ</th>
<th>SHOWS/SOUNDTRACKS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Northeast</td>
<td>22%</td>
<td>24%</td>
<td>25%</td>
<td>25%</td>
<td>16%</td>
<td>15%</td>
<td>24%</td>
<td>24%</td>
<td>16%</td>
<td>25%</td>
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*The "other" music type grouping has been omitted from this tabulation as it is a mix of several music types

**Totals more or less than 100% due to computer rounding

SOURCE: RIAA/NPD SPECIAL INDUSTRY SERVICES
## U.S. CONSUMER ELECTRONICS
### (FACTORY SALES)

#### Home Radios
**($ IN MILLIONS)**

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#### Car Audio
**($ IN MILLIONS) (Prior to 1980, data reflects factory installed car audio products only)**

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#### Videocassette Recorders
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#### Color TV Receivers
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Source: EIA MARKETING SERVICE DEPT.

People will know you by the company you keep: Bowie, The Police, Bruce Springsteen, Joni Mitchell, Paul McCartney, Elvis Costello. For the manufacturer of music products, there is no better company you can keep. For the music audience, there is no better source than musicians themselves. The ultimate interview is what delivers the most influential, active audience to the MUSICIAN advertiser. Award-winning design, quality editorial, provides the perfect environment to frame your advertising message to today’s sophisticated music consumer.

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For retail information contact Brad Lee at (617) 281-3110.
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The following is a list of companies that manufacture, or are planning to manufacture, Compact Disc players.

Bang & Olufsen of America. 1150 Fennville Dr., Mount Prospect, IL 60056
Tel: (312) 299-9100

Hitachi Sales Corp. of America. 401 W. Artesia Blvd., Compton, CA 90220
Tel: (213) 774-5151. Pres.: R. Mori, Exec. VP: Robert D'Onofrio; VP Sales Jon Maynard

JVC Co. of America. 41 Sizer Dr., Elmsford Park, NJ 07407. Tel: (213) 786-3900

Kenwood Electronics Inc., 1315 E. Walsencenter Rd., Carson, CA 90745.
Tel: (213) 513-3700

Magnavox/Philips Electronics North America Corp., 7 Powder Horn Dr., Warren, NJ 07059-7448

Phase Linear (div. of International Jensen), 201/24 48 Ave., Lynwood, Wash. 90263. Tel: (206) 574-3571. Tele. (910) 449-2821.

Pioneer Electronics (USA) Inc., 5000 Airport Plaza Dr., Long Beach, Calif 90815. Tel: (213) 429-5100

Sansui Electronics Corp., 1250 Valley Brook Ave., Lyndhurst, NJ 07071.
Tel: (201) 460-9170

Sanyo Consumer Electronics, 1200 W. Artesia Blvd., Compton, CA 90220.
Tel: (213) 537-5830

Sharp Electronics Corp., 10 Sharp Plaza, Paramus, NJ 07652. Tel: (201) 268-5825.
Pres.: T. Sugaya; Exec. VP: C. Stengel

Sony Corp. of America, Sony Dr., Park Ridge, NJ 07656. Tel: (201) 930-3000

Technics, One Panasonic Way, Secaucus, NJ 07094. Tel: (201) 348-7000.
Pres.: Raymond A. Gates, Exec. VP: Henry Yamamaki

Toshiba America Inc., 82 Toshiba Rd., Wayne, NJ 07470. Tel: (201) 628-8000.
Br. Chmn.: Minoru Hara; Sr. VP: J. Paul Monroe

Yamaha Int'l Corp., 5600 Orangehtpe Ave., Buena Park, Calif. 90622. Tel: (714) 552-9001

SOFTWARE

The following is a list of companies that have released, or are planning to release, product in the Compact Disc format. For full listings of these and other record companies see "Record Companies" section of this directory. For manufacturers/applicants of Compact Disc product see Plating, Processing & Pressing Plants.

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ARCHIVISTS!
TRIVIA NUTS!

Photocopies of weekly Hot 100 charts are available from Billboard's research department. Send issue date and $3.50 per chart to:

BILLBOARD CHART RESEARCH
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1515 Broadway—New York, NY 10036

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Anita Recs., 6 W. 57 St., New York, N.Y. 10019. Tel: (212) 489-7400. Contact: Rick Dobbs

CBS Recs., 51 W. 57 St., New York, N.Y. 10019. Tel: (212) 975-4671. Contact: Jerry Seeleman

Capital Recs., 7350 N. Van St., Hollywood, Calif. 90028. Tel: (213) 662-6250. Contact: Bill Barris

Chrysalis Recs., 645 Madison Ave., New York, N.Y. 10022. Tel: (212) 758-3000. Contact: Paul Hutchings

Dexon America Inc./Dexson Recs., PO Box 1179, West Caldwell, N.J. 07007. Tel: (212) 575-7310. Contact: Robert Horton

Midtown Recs., 6255 Sunset Blvd., Los Angeles, Calif. 90028. Tel: (213) 468-3000


RCA Recs., 1133 Ave. of the Americas, New York, N.Y. 10036. Tel: (212) 930-4100. Contact: Robin Abraham

Realtime Recs. (div. of Millar & Kressel Sound Corp.), 10291 Jefferson Blvd., Culver City, Calif. 90230. Tel: (213) 204-2854

Sony Corp. of America, Sony Dr., Park Ridge, NJ 07656. Tel: (201) 930-6230

Telarc Recs., 23307 Commerce Park Rd., Cleveland, Ohio 44122. Tel: (216) 464-2113. Contact: Jack Renner

Warner Communications Recs., Group, Warner/Elektra/Atlantic Corp., 111 N. Hollywood Way, Burbank, Calif. 91505. Tel: (213) 848-6243. Contact: Dave Mount

Windham Hill Prods Inc., 247 High St., Palo Alto, Calif. 94301. Tel: (415) 329-0647. Contact: William Ackerman
The following is a list of companies that manufacture videocassette and/or videodisk equipment for the consumer market. Format abbreviations used are: Videocassette - Beta (Beta format), VHS (Video Home System) format; Videodisk - CED (Capacitance Electronic Disc) format, LV (Linear Vision) optical format.

Alco America Ltd., 800 W. Artesa Blvd., Compton, Calif. 90220. Tel: (213) 537-3880. Exec. VP: Charles E. Phillips, (YHS)

Fisher Corp., 21314 Lassen St., Chatsworth, Calif. 91311. Tel: (213) 998-7322. Pres.: Howard Ladd; Sr. VP Sales: David Nann; VP Home Entertainment: Keith Casey, (YHS)


Hitachi Denshi, 475 Crossways Park, W. Woodbury, N.Y. 11797. Tel: (516) 821-7200. (YHS)

Hitachi Sales Co. of America, 401 W. Artesa Blvd., Compton, Calif. 90220. Tel: (213) 744-5151. Pres.: R. Marc; Exec. VP: Robert O’Neil; VP Sales: Joe Maynard. (YHS)

I V Co. of America (US IVC Corp.), 41 Slater Dr., Elmsford, N.Y. 07107. Tel: (201) 794-3900. Pres.: N. Sakaida; Exec. VP: R.F. O’Brien; VP Sales & Mktg.: Jason Yoshikawa. (YHS)


Jensen Sound Labs, Home Electronics Div., 4136 N. United Plwy., Schiller Park, Ill. 60176. Tel: (312) 671-5680. VP Sales & Mktg.: Lee Drady. (YHS)

Kennwood Electronics Inc., 1315 E. Watanacenter Rd., Carson, Calif. 90745. Tel: (213) 515-7100. (YHS)

Branches: Bensonville, Ill., 111 N. Tower Ln. Zip 60016. Tel: (312) 766-4514-46; Secaucus, N.J., 75 Seaview Dr. Zip: 07094. Tel: (212) 865-5600. (YHS)

Magnavox, see NAP

Marnco Co., Inc., 2025 Nordan St., Chatsworth, Calif. 91311. Tel: (818) 398-3332. (Beta)

Matsushita Electric America Inc., 3030 E. Victoria St., Compton, Calif. 90221. Tel: (213) 603-0099. (YHS)

NE Consumer Electronics, 140 S. Shaw Places Pike, Knoxville, Tenn. 37914. Tel: (615) 521-4316. (YHS)

Brand names: Magnavox, Philips, Sylvania

N C E Home Electronics (USA) Inc., 1440 W. Estes Ave., El Grove Village, Ill. 60007. Tel: (212) 238-9900. Pres.: M. Iwamoto; VP: K. Sugiyama; Nat’l Sales Mgr.: Dustin Valley (Beta)


Pioneer, see U.S. Pioneer

Quasar Co. (Div. of Matsushita Electric Corp. of America), 9401 Grand Ave., Franklin Park, Ill. 60131. Tel: (213) 455-1200. (YHS)

R.C.A Consumer Electronics Div., (videocassette operations) 600 N. Sherman Dr., Indianapolis, Ind. 46227. Tel: (317) 267-5000; (videodisk operations) 7900 W. Rockville Blvd. Indianapolis, Ind. 46224. Tel: (317) 267-5000. (videocassette-VHS-videodisk-CED)

Sansui Electronics Corp., 1250 Valley Brooke Ave., Lynchburg, N.Y. 10071. Tel: (212) 460-7170. Pres.: M. Wayne; Exec. VP: M. Omikawa; VP Mktg. & Sales: Tom Yada. (YHS)

Sansui Electric Inc., 1208 W. Artesa Blvd., Compton, Calif. 90220. Tel: (213) 537-6300. (Beta)


Sony Corp. of America, Sony Dr., Park Ridge, N.J. 07656. Tel: (201) 930-1000. (Beta)

Sylvania, see NAP

Taitron Co. America Inc., 4950 Luruee Ave., Chatsworth, Calif. 91311. Tel: (818) 398-9718

Tafco, Inc. of America, 285 El Presidio Blvd., Long Beach, Calif. 90803. Tel: (213) 797-0555. 627-2105. Pres.: Dr. C. Sun; Sr. VP: George Chen

Toshiba America Inc., 87 Towele Rd., Wayne, N.J. 07470. Tel: (201) 628-8000. Bk. Om., Mike Kitamura; Sr. VP: J. Paul Michie (Beta)

U.S. Pioneer Electronics Corp., 75 Oxford Dr., Mounaine, N.H. 03704. Tel: (212) 460-8100. (VHS)

Zenith Radio Corp., 1901 N. Austin Ave., Chicago, Ill. 60639. Tel: (212) 745-2000. (Beta)

SOFTWARE (program suppliers/buyers)

A B C Video Exts., 1320 Ave. of the Americas, New York, N.Y. 10019. Tel: (212) 687-7500. Cable: AMBROCAST; Tel: 422003. VP Sales & Mktg., Archie Purves; VP Pgm Acquisitions: S. Arthur Schimme; Sales Dr.: Marilyn Hunter.

Branci: Century City, Calif., 2940 Ave. of the Star, Zip 90067. Tel: (213) 537-6201. Tel: 673127.

Supplier: Feature films, music, sports, instructional, documentaries, children’s.

Formata: Beta & VHS cassette. CED, LaserVision & VHS disk. (Also supplies programming for basic & pay cable)

Seeking: Feature films, music, sports, instructional, documentaries, children’s.

American Video Tape/Electric Video Inc., 1116 Edgewater Ave., Ridgefield, N.J. 07657. Tel: (800) 441-4786. Pres.: Dennis Hodell

Supplier: Feature films, music, sports, instructional, documentaries, children’s.

Formata: Beta & VHS cassette.

Seeking: Feature films, music, sports, instructional, documentaries, Blackburn Films Inc., P.O. Box 3990, 1235 W. Fifth St., Davenport, Iowa 52808. Tel: (319) 323-9376. Pres.: Sally Mgrs. & Pgm Buyer: Tom Ewing.

Supplier: Feature films, silent films.

Formata: Beta & VHS cassette; super 8 & 16mm films.

Seeking: Feature films, silent films.


Supplier: Feature films, music, documentaries

Formata: Beta & VHS cassette.

Seeking: Feature films.

C B F Video, 2121 Ave. of the Americas, 2nd Fl., New York, N.Y. 10036. Tel: (212) 919-3200.

Supplier: Feature films, music, sports, instructional, children’s, documentaries.

Formata: Beta & VHS cassette.

LaserVision CED.

Supplier: Feature films, music, sports, instructional, documentaries, children’s.

Seeking: Feature films.

Cable Video/Film, Country Club Dr., Kansas City, Mo. 64113. Tel: (913) 362-3004. Pres. & Pgm Buyer: Herbert Miller; Sales Mgrs.: Todd Randall.

Supplier: Feature films, instructional, serials, silent films.

Formata: Beta, VHS & music cassette. (Available on PAL & SECAM modes)

Seeking: Instructional.

Columbia, 948 N. Faraday Ave., Los Angeles, Calif. 90046. Tel: (213) 656-6702. Tel: 811-1819. Pres.: Charles Bess; Sales Mgr. & Pgm Buyer: Jerry Nieves.

Supplier: Feature films.

Formata: Beta & VHS cassette.

Seeking: Feature films.
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SOFTWARE

The following is a list of video game software manufacturers. The format of the listings is as follows: Name of company, address, telephone number, key personnel, type of software, and brand names of units with which the software is compatible.

Aardvark Technical Services Ltd., 2352 S. Commerce, Walled Lake, Mich 48046. Tel: (313) 669-4416 Pres. Roger Diers, Supervisor Judith L. Kovash

Software: Computer Program
Compatibility: Commodore VIC 20, 64, Radio Shack TRS 80, Texas Instru-ments TI 99/4A, Times/Spectravideo

Acorn Software, Box 169, Vienna, Va. 22180. Tel: (703) 556-9788

Software: Computer Program
Compatibility: IBM

ADDISON WESLEY BOOKS INC., Drawer No. 7286, Mountain View, Calif. 94042 Tel: (415) 966-5413. Jim Levy

Software: Computer Program
Compatibility: IBM

ADVANCE/MICRON, Drawer No. 7286, Mountain View, Calif. 94042 Tel: (415) 966-5413. Jim Levy

Software: Computer Program
Compatibility: IBM Visicalc

AEGCO Software Inc., 150 N. Main St., Farmington, Conn. 06032 Tel: (203) 885-7100. Stuart Restlie, Sales Contact Co.-Isadore Michael Baum

Software: Computer Program
Compatibility: Commodore 64

Aero America Indus., 1979 Handford St., Northridge, Calif. 91326 Tel: (213) 885-7100. Pres. Stuart Restlie, Sales Contact Co.-Isadore Michael Baum

Software: Computer Program
Compatibility: Commodore VIC 20

Adobe Systems, 535 Main St., Cherry Valley, Mass. 01611. Pres. & Sales Contact: Larry Pappas

Software: Computer Program
Compatibility: Macintosh

Adobe Systems, 535 Main St., Cherry Valley, Mass. 01611. Pres. & Sales Contact: Larry Pappas

Software: Computer Program
Compatibility: Macintosh

Adobe Systems, 6805 S. Keystone Ave., Indianapolis, Ind. 46220 Tel: (317) 253-3237

Software: Computer Program
Compatibility: IBM

AEGCO Software Inc., 150 N. Main St., Farmington, Conn. 06032 Tel: (203) 885-7100. Pres. Stuart Restlie, Sales Contact Co.-Isadore Michael Baum

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Software: Cartridge, Computer Program.
Compatibility: Commodore VIC-20, 64.
Universal Games Corp., 8750 Halloway Dr., Los Angeles, Calif. 90069. Tel: (213) 552-6552
Software: Cartridge.
Compatibility: Atari 2600 VCS; Sears Video Arcade
Vector, see General Consumer Electronics.
Victory Software Corp., 7 Valley Brook Rd., Pa., Pa. 19301. WATS Tel: (800) 243-1553. Pres.: Bruce Robinson; Nat'l Rep.: David Lewenthal (816) 763-7000.
Software: Computer Program.
Compatibility: Commodore VIC-20, 64; Radio Shack Color Computer; Texas Instruments TI 99/4A
Wizard Video Games, 968 W. Fairfax Ave., Los Angeles, Calif. 90046. Tel: (213) 859-0034. Telex: 181149 WESTL.A
Software: Cartridge, Computer Program.
Compatibility: Atari VCS, 400, 800, 1200.
2Wag, see Magnetic Tape Int'l.

ACCESSORIES

Product: VIDESTAR organizers
Amiga Corp., 3350 Scott Blvd., Bldg. No. 7, Santa Clara, Calif. 95051. Tel: (408) 748-0727. Pres.: Steve Morris; VP Sales: Gary McCoy.
Product: POWER-STICK joystick, JOSTICKS controller
Product: Cartridge storage cases & systems
Arriba Ent., Inc., 83 Hoffman Ave., Hartsdale, N.Y. 11740. Tel: (516) 435-2000
Blackburn Inc., 10150 Crenshaw Blvd., P.O. Box 95844, Tel: (617) 944-7010. A/V Prods. Mgr.: Thomas F. Sabow.
Product: Video game albums
C & T Creations, 127 Weystock St., Providence, R.I. 02903. Tel: (401) 331-3200.
Product: EASY-GRIP, SKIL STICK joystick attachments
Discount Div., James Sound Labs (UK) Ltd., 1407 W. Providence Rd., Columbus, Ohio 43201. Tel: (314) 499-0491. Cable: DISCAYAUDI.
Product: POINTMASTER joystick.
Easi-Grp, see C & T Creations
Product: Storage units. (SEE ADVERTISEMENTS)
Hagertown Lumber Co., 850 Willow Circle, Hagertown, Md. 21740.
Tel: (301) 797-6600. Pres.: H.H. Taylor; VP Mktg.: David L. Hander.
Product: Carromets
Imagin-A-Stick, 13818 West St., Fountain Valley, Calif. 92708. Tel: (714) 963-2297.
Product: Joysticks.
Keyboard, see Amiga.
Product: TRIGGERSKILL joystick adapter
Tel: (619) 724-7146. VP: Control Prods.: Mike Gower; Mktg. Dir.: Ben Larson; Nat'l Sales Mgr.: Phil Williams.
Product: Joysticks, passive parts
Mid America Plastics Corp., 6860 Canby, Reseda, Calif. 91335. Tel: (213) 705-1024.
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**VIDEO**

*Continued from page 43*

Performance Video, PO Box 1566, Montclair, N.J. 07042. Tel: (201) 744-0710. *See: John Scher, Prod's: Pat Weatherford, Alyn Paskin.

**Supplies:** Music.

Format: Beta & VHS cassette; CE & LaserVision disk.


**Supplies:** Music.

Format: LaserVision disk.

**Storing:** Music.

**R & C/Columbia Pictures Home Video, 2991 W Alameda Ave., Burbank, Calif. 91505.** Tel: (213) 954-4590. VP: Robert Blattiner; Sales Mgr: Gary Khamara.

**Supplies:** Features: music, sports, children's, instructional.

Format: Beta & VHS cassette; CED & DVD Vision disk.

**R A Video Disc, 1133 Ave of the Americas, New York, N.Y. 10036.** Tel: (212) 846-4114. Contact: James J. Murphy.

**Supplies:** Features: VHS.

Format: Beta disk.

**Red Rabbit Video Works, PO Box 282, Centurion St., Wyoming, N.Y. 10110.** Tel: (212) 644-4107. *See: Gene Ford; Sales Mgr: Alber Stavopoulos.

**Supplies:** Features: Beta & VHS format (also available in Beta & VHS formats).

**Red Shoe Enter., PO Box 306, Mid-City St., Dayton, Ohio 45422.** Tel: (513) 221-1073. *See: George Ellis.

**Supplies:** Music.

**Storing:** Beta & VHS cassette available in PAL mode.

**Sealing:** Music.

**Sherwood Video Prod Co., 676 N 37 Cl, Maspeth, NY 11371.** Tel: (212) 737-9111. *See: Pgm Buyer: Barry Torrice; Sales Mgr: Karen Markowitz.

**Supplies:** Instructional.

Format: Beta & VHS cassette.

**Sealing:** Instructional.

**Thom EMI Video, 1370 Ave. of the Americas, New York, N.Y. 10019.** Tel: (212) 977-8990. Tel: 472-3283. *See: Nicholas P. Sanfrico.

**Supplies:** Features: music, sports, documentaries.

Format: Beta & VHS cassette.

**Storing:** Features: music, instructional.

**U & A Home Video, see Family Home Entertainment.**

**Upcoming Artist Mgmt. Ltd., 156 Bank St., Suite 2-A, New York, N.Y. 10014.** Tel: (212) 742-0759. *See: Martin Steckler; VP: Bruce Coffin; Oper Dir: Mitchell Harnan.

**Supplies:** Music.

Format: Beta, VHS & U-matic cassette; ECL disk.

**Sealing:** Music, sports.

**Video Express Video, PO Box 4000, 1011 High Ridge Rd., Stamford, Conn. 06907.** Tel: (203) 966-0000. Tel: 4750118. *See: Jon Felsing; Sales Mgr: Michael Olivos; VP: Mike; Gordon Bease.

**Supplies:** Features: music, sports, instructional.

Format: Beta & VHS cassette; CE & LaserVision disk.

**Storing:** Features: music, sports, instructional.

**Video-Audio Electronics Inc., 153 W Fourth St., Millwrights, PA. 17701.** Tel: (717) 228-8756. WATS: (800) 228-8761. *See: Pgm Buyer: Frank L. Vogel; Sales Mgr: Larry Seaman; Whk: Gay; Karin Luxash.

**Supplies:** Instructional, family; general videos.

**Format:** Beta's, VHS & U-matic cassette.

**Storing:** Music, sports, instructional.

**Video Dimensions, 153 E. 23 St., New York, N.Y. 10010.** Tel: (212) 533-5099. *See: G.I. Ford; Sales Mgr: Allen Greenfield; Pgm Buyer: C. Carrington.

**Supplies:** Features: films, cartoons, blooper, serious & vintage TV.

**Format:** Beta & VHS cassette.

**Storing:** Video, TV program/Video Images, Box C, Sandy Hook, Conn. 06482. Tel: (203) 426-2674. WATS: (800) 423-0987. Tel: 647611. *See: J. David Golden; Sales Mgr: Jon Sevome.

**Supplies:** Features: film, vintage TV.

**Format:** Beta & VHS cassette (Available in PAL mode).

**Warner Home Video Inc., 4000 Warner Blvd, Burbank, Calif. 91522.** Tel: (213) 954-6000. *See: WARRIS 96600; Sales Mgr: Peter Buyer: Dwayne Eisenberg.

**Supplies:** Features: music, sports, instructional.

**Format:** Beta & VHS cassette; ECL disk (through RCA, LaserVision disk [Summer 1983]).

**Sealing:** Features: film, music, sports, instructional.

**Wlad Video Inc., 888 N. Fairlane, Los Angeles, Calif. 90046.** Tel: (213) 656-6702. Tel: 818119. *See: Charles Band; Sales Mgr: Pgm Buyer: Jerry Neely.

**Supplies:** Features: film, music.

**Format:** Beta & VHS cassette.

**Sealing:** Features: film, music.

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**ACCESSORIES**

For listings of video accessories manufacturers, refer to the Accessories (Consumer) section.

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**WHOLESALERS**

For listings of prerecorded video wholesale companies, refer to the distributions section.
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  Reliable Rec. & Tape Co., Box 6, Rt. 2, C. Op. 35934, Tel. 538-6043 Owner, Singles, Albums & Tape Buyer: C.R. O'Neal (Rec. & Tape RO)

- **BIRMINGHAM (Area Code 205)**
  MUSIC CENTER INC., 3500 Second Ave. N. Zip: 35203, Tel. 251-3527 Owner: Virgil C. Luger, Mgr. Albums, Singles & Tape Buyer: Virgil C. Luger Jr., Accessories Buyer: Jim Lugar (Rec. & Tape OS & RJ) (SEE ADVERTISEMENT)

- **ARIZONA**
  - **PHOENIX (Area Code 602)**
    All Label West Inc., 3304 N 27 Ave. Zip: 85017 Tel. 258-1542, Pres.: Cary Budin, VP & Gen. Mgr.: Bill Glaserman, Buyer: Daisy folks (Rec. & Tape RO)
  - **TEMPE (Area Code 602)**

- **ARKANSAS**
  - **LITTLE ROCK (Area Code 501)**
    Entwistle Recs. Inc., 3400 S University, Zip: 72204-6701 Tel. 565-0304

**ARUBA**

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- **BUENA PARK (Area Code 714)**
  Brown Rec. Dist., 7342 Melrose St. Zip: 90612 Tel: 752-8351 (Rec. OS & E & Tape OS & RJ)
  Accessories: Discwasher, Glory, Le-Bo, Marsand, Mavell, Memorex, Marplinth, Sound Guard, TKO

- **DAVIS (Area Code 916)**

- **FULTON (Area Code 714)**

- **GARDEN GROVE (Area Code 714)**

- **LOS ANGELES METROPOLITAN AREA**
  (Area Code 213)
  • **ATLANTA (Area Code 404)**
    A World Rec., Inc., 18431 Mason Ave., Torrance 90504 Tel: 515-7550 Mgr. Mark S. Ruenzi (Rec. & Tape E)
    Home office: Dopa Locka (Miami Metropolitan Area), Fl (See for prod distributed)
    American Music Corp. Inc., 14245 Baldwin St. Unit 1, Norwalk 9065-, Tel: 206-4977, Pres. & Buyer: Chief Exec. (Rec. & Tape OS, RJ & E-Budget (ocm., catalogs)
    American Pub., 17722 Venice Blvd Zip: 90206 Tel 391-4085 Mgr. & Buyer Wayne Yabel (Rec. OS & RJ)
    Ame Recs., Inc., 267 N Lake Ave. Pasadena 91101 Tel 681-6271 (Rec. & Tape RO)
    Amigo Recs. Inc., 2384 W Pico Blvd Zip: 90004 Tel 306517 Local Branch Top Hits Recs., 2304 W Pico Blvd Zip: 90006 Tel 733-9630 (Rec. & Tape OS & RJ)
    Tony Andrews Recs., 9040 W Pico Blvd Zip: 90035 Tel 503-9630, Redondo Beach 90277 Tel 316-9674 Owner & Albums Buyer: Bob Andrews (Rec. OS)
    Labels: Golden Ely, Interplay, Jazz Chronicles, Outstand, Straight Ahead Jazz & others.
    Rich Ballard Imports, 4313 Pico St. No B P.O. 90207 Tel 467-8909 Sales:
    Ronald Kennedy (Rec. OS, RJ & E)
    Home office: Berkley (San Francisco & Bay Area), Cali. (See for prod distributed)

- **Cleveland (Area Code 216)**
  - **LITTLE ROCK (Area Code 501)**
    Entwistle Recs. Inc., 3400 S University, Zip: 72204-6701 Tel. 565-0304

- **BURLINGTON (Area Code 802)**
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- **BRENHAM (Area Code 914)**
  High Beach Dist. Inc., 2615 18th Ave. Zip 92620 Tel 879-1771, Owner & Mgr. Guy Robinson, Buyers: Singles, Trudy Crawford, Albums: David Crawford (Rec. OS)

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Home office: Minneapolis, Minn.

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26 J. R. Zip: 90027
Tel: 277-1417
Reg VP: Bill Folell; Branch Mgr.: Ken Hamilton.
(H.O. & Tape D.)


Pyramid Dists., 537 Hill St.
Santa Monica 90405.
Tel: 239-2222
Owner: Mike Anderson.

Labels: Domestic Vocal, Rock, Pop, Jazz, Gospel, etc.

Pyramid Home Office: Mountlake Terrace (Seattle Area). Wash. (See for prod. distributed).

RCA & A & M.
663 Sunset Blvd.
Hollywood 90028.
Tel: 464-4066
Reg. Mgr.: Bill Graham; Branch Mgr.: Jim Riggs.
Field Mgmt.: Curt Swedow. (Rec. & Tape D. in New York, N.Y.; office for prod. distributed)

Records Ltd., 2548 W. Pico Blvd.
Zip: 90006.
Tel: 737-2611
Owner: Joel T. Abramson.

M & W: Ali's, Bean, Big Band Int'l, Broadway Bally, Cerberus, Chalfont, Citadel, Cornhill, Export, Golden Era, Harver, LaVerne, Madeline, Original Cast, Oona, PM, Painted Smiles, Pima, Soundtrak, Starfile, Sunshine, Take Home Tunes, Take Two, Tandem.

A & R Rec. Dists., 2654 W. Pico Blvd.
Zip: 90006.
Tel: 383-9111
Owners: Ted Ray, Steve Riggs, Ron Richards. (Rec. & Tape D.)

Labels: Audio Arts, BRK, Bride, C & Y, Castel, Camelot, Chess, Clay, Door Knob, Dream, Goldsmith, Gospel Lane, Jacquet, Kraal, M-Rare, Mutt & Jeff, Nationwide Sound, New Wave, SR, Sacred, Sound of Gospel, SPC, Stinson, Tara, Vee, Verve, Wax, WWA.

Saturn Dists., 2656 W. Pico Blvd.
Zip: 90006
Tel: 737-0616
Pres: Carl Phillips.

M & W: Ken Richmond, Buyer: Jack Frost (Rec. D. O.S. E. & I)

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Charleston 91111.
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A L's Inc., W. Arcadia Blvd., Torrance, Calif. 90804. Tel: (213) 532 5025. (213) 464 7754.
Product: Record-carrying & storage cases; Tape-carrying & storage cases (audio & video); game storage cases.

Advance Prod. Co., Inc. PO Box 871, Wichita, Kan. 67201. Tel: (316) 263 7124.
Product: Record & tape-carrying & storage cases.

Product: Record - TELE-EYR 45 mm adapters.

Altop, Inc. PO Box 23, Belleville, Wash. 98827. Tel: (206) 734-9009. (215) 523 2021.
Product: Record-record cases, ORBITAL record cleaner: Tape: ALSOP non-abrasive, wet type, head cleaners & video audio.

Product: Tape - cassette storage cases (audio).

Ampex Corp. 401 Broadway, Rochester City, N.Y. 14603. Tel: (716) 367 3650. Tele: (913) 378 5270.
Product: Tape - head cleaners, demagnetizers, head & splicing tape.

Product: Tape - HAN G MAG demagnetizers (audio & video); ANISE phono magnetizing system.

Arista Ent., Inc. 35 Hoffman Ave., Hauppauge, N.Y. 11787. Tel: (516) 435 0200.
Product: Record-record cases, replacement style: Tape - cleaners, demagnetizers, head & splicing tape.

Aspen Ltd., 44 S. Seguine Ave., Downer, Calif. 92119. Tel: (213) 337 2770.
Product: Record-carrying cases; anti-static cleaner & wet & room magnetizer; styler cleaner; Tape - head cleaners, demagnetizers, test tapes.

AUDIO WORKS, Inc, 1027 S. Myxen St., Rockford, Ill. 61101. Tel: (815) 968 9661. Cable: GCELECT. Telex 273218.
Product: Record-carrying cases; styler cleaners, anti-static fluid, styler brush, record brush, cleaning cloth; turntable mats, style tracking force gauges, test records, styler microscopes, tonearm headshell; tape cleaners, anti-static fluid, video & audio, balancers, speaker balancers (audio & video), head cleaner test (tape); styler test, splicing tape & eyepe.

Product: Tape - carrying & storage cases (audio & video).

B & B Systems Corp., Crosby Dr., Bedford, Mass. 01730. Tel: (617) 281 4000.
Product: Tape - cassette storage units.

B & M (Boson-Merc Co.), PO Box 56, 45-16 Mapes Ave., Massapequa, N.Y. 11768. Tel: (212) 381 1303. Pres. Richard Mercen; Mgr. - Andy O'Grady.
Product: Record-carrying & storage cases, record cases, record cleaners, inserts, sprays, tape - carrying & storage cases (audio & video); head cleaners (audio); demagnetizers (audio).

KREMTH & BACON ASSOCs., 74 Commercial Blvd., Nova Scotia, 994476. Tel: (702) 589 8501. Pres. & Sales Mgr. - Kenneth & BACAN.
Product: Tape - head cleaners, bulk erase, demagnetizers, head & splicing tape (all audio). (SEE ADVERTISEMENT).

Product: Incense & essential oils.

Bass Electronics Corp. 3018 A Ave, Honolulu Beach, Calif. 35105. Tel: (818) 717 4442.
Product: Tape - head cleaners, demagnetizers.

Baton B & V., Inc. Box 30, Columbus, Ohio 43207. Tel: (614) 872-5177. (614) 872-5177.
Product: Record-carrying & storage cases, record cases, record cleaners, inserts, sprays, tape - carrying & storage cases (audio & video); head cleaners (audio); demagnetizers (audio).

Product: Record-recording cases: record video, stylus brush, sprocket core record clamp, stylus balance: Tape - head cleaners (swt or dry); bulk cleaners, demagnetizers, splicing tape & eyepe (w.c.

head cleaning kits (all audio & video); audio cassette head winder, video cassette tape like, video camera lens care kit, VTR maintenance kit, VTR dust cover.


Brach, Baltimore, 251 Milford Wits St., No. 26, Tel: (301) 941 5260. (301) 941 5260.
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DOMINICKS, PO Box 422, Ridgefield, N.J. 07657 Tel: (201) 945 6260. Product: Tape - head cleaners, leader tape (SEE ADVERTISEMENT).

Durst, S. W., 717 Ely Dr., Richardson, Texas 75081. Tel: (214) 236-1223. Fax: 214-7924.
Product: Record-carrying cases; record video, stylus brush, sprocket core record clamp, stylus balance: Tape - head cleaners (swt or dry); bulk cleaners, demagnetizers, splicing tape & eyepe (w.c.

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Audio: Cassette hubs, rollers, shells, tab inserts, hub locks. (SEE ADVERTISEMENTS)
Audio: 8-tr. & cassette parts.
Mastro Inds., Inc., 3840 Webster Ave., Bronx, N.Y. 10467. Tel: (212) 547-5606
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Mission Plastics South Inc., 341 Hill Ave., Nashville, Tenn. 37210. Tel: (615) 244-6666
Factory: Jackson, Tenn., 74 Mission Dr. Zip: 38303. Tel: (901) 423-0810.
Audio: Cassette parts.
O K U Automatic, see Chet Dunn.

OVERLAND PHOOTS, CO, INC., PO Box 567, 1587 Airport Rd, Fremont, Neb. 68025, Tel: (402) 721-3710. Telex: 469422. Press & Sales Mgr: Howard J. Pearson
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SHAPE INC, PO Box 366, Bribelwood Int'l Par. Bedford, Me. 04005. Tel: (207) 282-6150. Telex: 943232. Pres: Tom Girard; VP Paul Girard; VP Sales, Ribbon Cartridge Div: Lloyd Pommer; Audio Prods.: Michael Trembleau
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It's no coincidence that virtually all major tape suppliers rely on OTARI video loaders.

The majors know that when it comes to video tape loading equipment, efficiency is more than a matter of speed. It means long-run reliability that keeps them on-line and in the black. It also means perfect splices and perfect tape packs. Every time. Time after time.

Otari equipment has been earning a reputation for quality, reliability and immediate technical service since the introduction of both Beta and VHS formats.

If you're in the rapidly growing video duplication, or custom loading business, give Mike Pappas, National Sales Manager, a call at 415/592-8311. He'll tell you why you too can rely on Otari. Otari Corporation, 2 Davis Drive, Belmont CA 94002, TWX 910-376-4890.

The VL-600 VHS Video Tape Loader.
Also available: VL-500 loader for Beta format.

OTARI Video Tape Loaders & Audio Tape Duplicators
THE PERFECT SPlice

Brady offers the “Perfect Splice” for all automatic or manual winding equipment. Tapes specially designed for both Audio and Video splicing or sensoring are available. We provide guaranteed tolerances plus fast delivery and competitive pricing.

Brady offers a wide range of taping solutions for various applications, including:

- **Audio Splice Tapes**
  - Custom lengths
  - High-quality adhesives
- **Video Splice Tapes**
  - Designed for video applications
  - Longevity and reliability
- **Intelligent Splice Tapes**
  - Intelligent tape solutions for precise application
- **Audio Video Splice Tapes**
  - Dual-layer tapes for both audio and video
- **Sensor Tapes**
  - For sensoring and notification systems
- **Premium Splice Tapes**
  - High-performance tapes for demanding applications

Brady’s comprehensive range of tapes ensures that users can find the perfect solution for their specific needs, whether it’s for audio, video, or sensoring applications.

**Call or write for complete information and samples.**

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Direct Line via IIT 43-11023

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Scandia introduced the first fully automatic high-speed 8-track labeling, cartoning, and wrapping system.

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This cassette sells itself.

A million times a week.

Top quality cassettes ...in quantity.

At Data Packaging, we manufacture, assemble and ship over a million cassettes every week. Our high production capabilities here in the U.S. mean fast delivery to you... but we don't just make cassettes fast. We've shown the marketplace that Data Packaging quality is consistent, whether the order is 500 or 500,000. At Data Packaging, more than 35 years of experience in injection-molding technology works to your sales advantage.

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Data Packaging packs quality in every product

☐ CO cassettes
☐ mini-cassettes (tape loaded)
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Are you sure your pre-recorded cassettes do offer state-of-the-art sound quality? Do you use BASF chrome tape?

Pre-recorded cassettes can fully share in the tremendous success of the compact cassette system, which has become the number one music entertainment system in the world, if the sound quality matches that of personal recordings on state-of-the-art blank tapes; e.g. BASF's chrome tapes.

Too many of the tapes used for pre-recorded cassettes suffer from outdated recording properties, resulting in a dull overall sound quality. BASF, one of the world's leading manufacturers of pure chrome tapes, offers you the key to update the sound quality of your MusiCassettes, with its unique concept:

chromium dioxide tape at 120 µs EQ

What is behind it?
BASF's pure chrome audio tapes are true low noise tapes. This allows the usage of the 120 µs EQ, being the common standard for pre-recorded cassettes anyhow, resulting in an ideally balanced load characteristic.

No surprise that one of the world's leading record review magazines, the British "The Gramophone" writes in its "Critics' Choice" (12/82).

"Against a profusion of riches the selection of merely six cassettes is difficult indeed, but the first choice is not. It must be the astonishing HMV chrome issue of Jochum's digital Bavarian performance of Bach's Mass in B minor, where the choral sound has an incisive clarity that makes one think one is listening to the master tape! A remarkable achievement."

Do we really need to argue any more?
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### BLANK TAPE PRODUCT CHART

**Note:** Prices subject to change without notice. Complete listings for the companies appearing on these charts follow on page 158.

#### CASSETTE

<table>
<thead>
<tr>
<th>PLAYING TIME</th>
<th>PRODUCT</th>
<th>COATING</th>
<th>LIST PRICE</th>
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<tr>
<td>R &amp; O</td>
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<tr>
<td>60/90</td>
<td>Ultracrome</td>
<td>Go/Go</td>
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<td>60/90</td>
<td>Broadcast</td>
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<tr>
<td>45/60/90</td>
<td>XtraDynamics</td>
<td>FGO/1GO/LN</td>
<td></td>
</tr>
</tbody>
</table>

**Radio Shack**

| 60/90        | Supertape | MT | 6.99/8.99 |
| 45-60/90     | SuperGold | GFO | 2.69/2.99/3.99/4.99 |
| 30/60/90/120 | Realistic | Go | 1.99/1.99/2.79/3.49 |
| 60/90        | Concert tape | UHU | 8.81/1.25 |
| 30/60        | Concerttape | GFO | 1.99/2.59 (3 packs) |
| 90/120       | Concerttape (quad d) | GFO | 2.50/4.99 (3 packs) |

**Recorder**

| Custom Recorder | LV/Go/Go | on request (min. order 500) |
| 10/20/45/90 | Microcassette | LV/Go/Go | .75/1.0/1.0/1.05 (ea. in 10 packs) |

#### See Hear-Rock

| 60/90/120 | See Hear-Rock | 1.55/1.95/2.75 |

#### SONY

| 35/60/90 | Sony | LN | 6.99/7.99/10.0 |
| 46      | LNX | F0 | 2.05 |
| 46      | HFX | F0 | 2.75 |
| 46      | SHY | F0 | 1.47 |
| 46      | EMF | FC | 3.70 |
| 60      | UVS-S | 5.00 |

#### Sound Center

| 5-120 | Computer |         |
| 5-120 | Music |         |
| 5-120 | Chrome | Go/2 |

#### SoundPro

| 45/60/90 | SoundProGold | Go/Go/Go/Go | 2.98/3.48/3.98 |
| 45/60/90 | SoundPro | Go/Go/Go/Go | 3.49/3.99/4.69 (2 packs) |

**Spectrum Fidelity Magnetics**

| 2-12 | Generic | F0/F0/Go/Go/Go |            |
| 60/90 | Premium | F0/Go | 1.05/1.25 |
| 60/90 | Chrome | Go/2 | 1.35/1.80 |

#### STANFORD

| 30-45/60/90/120 | American | FO | |

#### Mark Starr

| Custom Mark Starr | FE/Go | |

#### SHURE

| 40/80/90/120 | XL | FE/Go/Go | 1.39/1.45/2.81/2.49 |
| 60/90        | Laser Unit | /Go/Go | 1.99/2.59 |

#### TDK

| 60/90 | Pre. Reference MA R | Metal alloy | 8.99/11.99 |
| 60/90 | Pre. Reference SA X | Super Alloys | 4.95/6.99 |
| 60/90 | Pre. Reference Ad X | Super Alloys | 3.85/4.49 |
| 60/90 | Reference Standard MA4 | Metal alloy | 6.65/8.99 |
| 60/90 | Reference Standard SA4 | Metal alloy | 4.39/6.19 |
| 60/90 | Reference Standard AD | F0/Go | 3.95/4.79 |
| 30/45/60/120 | Reference Standard D | F0/Go | 2.04/2.49/2.49 |
| 90/270/400 | Reference Standard D (tapered) | F0/Go | 3.39/3.39/3.59 |
| 60      | MA-M650 Micro | Metal alloy | 5.95 |
| 60      | AD-M650 Micro | Linear F | 4.99 (2 pack) |
| 60      | D-M506A Micro | Hf | 1.95 (3 pack) |
| 30 sec. | EC 25 S Endless | BC/G0 | (on request) |
| 30 sec. | EC 30 S Endless | BC/G0 | (on request) |
| 1 sec. | EC 1 Endless | BC/G0 | (on request) |
| 1 sec. | EC 3 | BC/G0 | (on request) |
| 6     | EC 6 | BC/G0 | (on request) |
| 12     | EC 12 | BC/G0 | (on request) |
| 30/45/60/90/120 | Pre-Industrial AV D | F0 | (on request) |
| 70sec./30sec./1min. | Pre-Industrial EC F | BC/G0 | (on request) |
| 3/6/12 | Pre-Industrial EC F | BC/G0 | (on request) |
| 30/60 | Pre-Industrial D-L | Hf | (on request) |
| 30/60/90 | Pre-Industrial ED | Hf | (on request) |
| 90/120 | Pre-Industrial ED | Hf | (on request) |

**TAPECOM**

| 46/62/93 | Studio Tape FE | F0 | 7.40/8.20/3.50 |
| 62/93 | Studio Tape G0 | F0 | 3.95/5.95 |

#### Tape Masters

| 46/60/90 | Prestige I | Magnetics | |
| 46/60/90 | Prestige II | F0/G0 | |

#### Tape Speciality

| 46/62/92 | TD | F0 | |

#### OPEN REEL

<table>
<thead>
<tr>
<th>LENGTH (D0's)</th>
<th>PRODUCT</th>
<th>COATING</th>
<th>PRICE</th>
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<tbody>
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<td>A-Z</td>
<td>Go/Go</td>
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<tr>
<td>15-30</td>
<td>B-C</td>
<td>F0/Go</td>
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<td>30-60</td>
<td>D-F</td>
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<tr>
<td>60-100</td>
<td>G-J</td>
<td>Go/Go</td>
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<td>100-150</td>
<td>J-M</td>
<td>Go/Go</td>
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<td>N-P</td>
<td>Go/Go</td>
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<td>1050-1100</td>
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**PRODUCT CHART KEY**

- **h** - high density<br>- **i** - industrial<br>- **m** - military<br>- **p** - precision<br>- **s** - standard<br>- **t** - type<br>- **y** - year

### OPEN REEL

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<td>Go/Go</td>
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**PRODUCT CHART KEY**

- **h** - high density<br>- **i** - industrial<br>- **m** - military<br>- **p** - precision<br>- **s** - standard<br>- **t** - type<br>- **y** - year
The only place to be in the recording business is #1. And with cassettes taking over nearly 50% of the industry’s pre-recorded sales this year, the best way to get to the top is on BASF Pure Chrome duplicating tape.

BASF Pure Chrome helps you climb the charts faster because it duplicates your sounds more perfectly than any other brand. Technically speaking, BASF Pure Chrome offers extended high frequency Maximum Output Level (MOL), plus the world’s lowest background noise. And our exclusive Pure Chrome formulation is extremely clean and stable at even the highest duplicating speeds. The payoff? Audio performance that’s virtually indistinguishable from a studio master recorded at 15 I.P.S.

Best of all, just about anyone can change over from ferric oxide to BASF Pure Chrome with the greatest of ease — and without any need for additional equipment or expenses.

Find out why such major names as RCA Red Seal Digital, Sine Qua Non, Vanguard and Inner City all put their trust in us. Switch to BASF Pure Chrome duplicating tape. Because when you put “CrO₂” on your label, you’re not just guaranteeing the public the pure music they’re paying for. You’re paving your way to platinum with BASF Pure Chrome.
### BLANK TAPE PRODUCT CHART

**Note:** Prices subject to change without notice. Complete listings for the companies appearing on these charts follow on page 158.

#### OPEN REEL

<table>
<thead>
<tr>
<th>LENGTH (00's)</th>
<th>PRODUCT</th>
<th>COATING</th>
<th>LIST PRICE</th>
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<td>12/18/24/36*</td>
<td>LR-H2</td>
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<td>LR</td>
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<tr>
<td>18/36*</td>
<td>Chroma II</td>
<td>C</td>
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**MAKEUP**

- 12/25/18/36 Ultra Dynamic L/H/SD/F/SF/D | 3.98/5.75/6.45/11.49 | |
- 12/25/18/36 XLI H/D/ED/F/SF/D | 5.45/6.45/7.99 | |

**RADIO TAPE**

| 2.25/3**'**/12**'** | Supertape (4%) G/F | 1.29/2.99/3.99 | |
| 18/24/36 | Realistic (4%) G/F | 4.19/4.95/5.99 | |

**SONY**

- 12/18/36 | ULH | RD | 9.00/11.50/13.00 | |

**TEGELER**

- Custom (2") Pro Open Reel | |
- Custom (1") Pro Open Reel | |
- Custom (3") Pro Open Reel | |
- Custom (4") Pro Open Reel | |
- 9**'**/12 Scotch DynaMatic | L/H/F/D | 4.95/5.45/5.95 | |
- 18/24/36 Scotch DynaMatic (cont'd) | L/H/F/D | 5.95/6.45/7.95 | |
- 12 (1.5mm) Scotch 206 | H/D/L/F/D/BC | 10.95/12.95/29.95/34.95 | |
- 18 (1.5mm) Scotch 207 | H/D/L/F/D/BC | 9.95/11.95/27.95/33.95 | |

**UNIVERSAL TAPE**

- 6/9/12/18/24 Universal | NB | |
- 6/9/12/18/24 UTC | NB | |
- 6/9/12/18/24 A/V Paragon | NB | |

#### 8-TRACK

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<th>LIST PRICE</th>
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<td>HF</td>
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<td>HTC</td>
<td>F</td>
<td>3.10/4.20</td>
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**SHUREPRO**

- 45/60/90 Sound Pro | H/D/L/F/SD | 2.98/3.79/3.98 | |
- 45/60/90 SoundPro | H/D/L/F/SD | 3.49/3.99/4.69/5.99 | |

**TAPE SEAL**

- 45/90 XLI | FE | 2.09/2.49 | |

**FRONTIERS**

- 45/90 | Private Label | L/N | |

**UNIVERSAL TAPE**

- 45/45/64/90 Universal | NB | |

#### TWICE As T APE

- 45/90 Extra Low Noise | L/N | 4.40/5.75 (2 packs) | |

#### PRODUCT CHART KEY

- AV: audio
- BC: back coated
- FC:ferrochrome
- EC: exchangeable
- HO: high output
- G0: graphite oxide
- DC: dual coated
- ED: exchangeable
- DD: dual density
- CS: cryogenic steel
- OE: optional erase
- ED: exchangeable
- F: ferrochrome
- ED: optional erase
- E: extended range
- FC: ferrochrome
- F: ferrochrome
- FCX: ferrochrome
- FAS: ferrochrome
- FD: ferrochrome
- FGS: ferrochrome
- FAS: ferrochrome
- FGS: ferrochrome
- **'': 1/4" reel
- **": 5" reel
- **": 1/4" reel

#### BILBOARD 1983-1984 INTERNATIONAL BUYER'S GUIDE
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**PLAYING TIME** | **PRODUCT** | **FORMAT** | **LIST PRICE** |
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<td>JVC</td>
<td>7/6</td>
<td>High Grade</td>
<td>VHS</td>
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<td>7/10/11</td>
<td>High Grade (cont'd)</td>
<td>VHS</td>
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<tr>
<td></td>
<td>7/6/10/190</td>
<td>Standard</td>
<td>VHS</td>
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<tr>
<td></td>
<td>7/10/11</td>
<td>Standard (cont'd)</td>
<td>VHS</td>
</tr>
</tbody>
</table>

**MAGNETIC**

| 1/20 | 900T |

**MAGNETIC MEDIA**

| 30/180/790/1120 | Magnetic Media | VHS |

**MAZEL**

| 1250/1500/1750 | Epitaxial | Beta |
| 120/120/1360 | Beta |
| 780/180/790/1120 | Epitaxial HG | Beta |
| 1250/1500 | Epitaxial HG | Beta |
| 29 | Epitaxial | VHS-C mini |

**MEMER**

| 7/6/10 | Super HG | VHS |
| 196/12 | Super HG (cont'd) | VHS |
| 120/10 | PRO Series | VHS |
| 120/120 | PRO Series (cont'd) | VHS |
| 120 | Memerega | VHS |
| 1,500/1750 | High Grade | Beta |
| 1,500/1,500 | Memerega | Beta |
| 1,500/1,630 | Memerega (cont'd) | Beta |

**P D MAGNETICS**

| 1,250/1,500/1,750/1,830 | Video Cassette | Beta |
| 160/180/1,200 | Video Cassette | VHS |

**PARASOMIC**

| 160/120/1,160 | NY | VHS |

**PHLCO**

| 120 | SC-2105 | VHS |

**QUASAR**

| 740 | 1,200/1,160 | V C | VHS |

**RKO**

| 1,250/1,500/1,750 | Color/Chrome (C/02) | Beta |
| 160/120 | Color/Chrome | VHS |

**RADIO SHACK**

| 120 | Supertape | VHS |
| 1,500 | Supertape | Beta |

**SAMYO**

| 1,200/1,500 | Betacam | Beta |
| 1,500/1,630 | Betacam | Beta |

**SEE HEBRA**

| 7/6/10 | See Hear A/R | VHS |
| 7/10/120 | See Hear A/R | Beta |

**SONY**

| 1,250/1,500 | Dynamicvision | Beta |
| 1,500/1,500 | Dynamicvision (cont'd) | Beta |
| 1,830 | Dynamicvision (cont'd) | Beta |
| 1,170/30/1,750 | Dynamicvision HG | Beta |
| 1,500/40/1,750 | Dynamicvision HG (cont'd) | Beta |
| 1,20/20 | Sony ACS-Y | U-matic |
| 30/60 | Sony KGA | U-matic |
| 30/30 | Sony ACS-Y | U-matic broadcast |
| 60/60 | Sony KGA BR | U-matic broadcast |
| 1,6 (870') | Sony Y-16/16B | 1" High Band |
| 1,6 (1,440') | Sony Y-16/16B | 1" High Band |
| 1,6 (1,440') | Sony Y-16/16B | 1" High Band |
| 1,6 (600') | Sony Y-16/16B | 1" High Band |
| 1,6 (1,050') | Sony Y-16/16B | 1" High Band |
| 1,6 (1,050') | Sony Y-16/16B | 1" High Band |

**SUXINE**

| 120 | Laser | VHS |
| 1,500 | Laser | Beta |

**SYLVANIA**

| 160/120 | SC-210/50/2101 | VHS |

**TOKI**

| 760/1,20 | Super Astrya Extra HS | VHS |
| TEC | Superior Astrya Extra HS | VHS |
| 760/1,20 | Superior Astrya Extra HS | VHS |
| 760/1,20/1,160 | Superior Astrya (cont'd) | VHS |

**TEGRELER**

| 710 | 1/20 | Adhoc | VHS |
| 1,20 | Adhoc | Beta |

**TVM**

| 710/1/20 | Beta |

**TRIANG**

| 120 | Trank | VHS |
| 1,500 | Trak | Beta |

**UNIVERSAL TAPE**

| 1,20 | Universal | Beta |
| 1,500/1,160 | Universal | Beta/VHS |
| 1,20 | Universal | Open Reel |

**ZMAG**

| 1,20 | ZMAG | VHS |
| 1,500 | ZMAG | Beta |

---

**PRODUCT CHART KEY**

- **AD** - Adhesive
- **BC** - Back coated
- **CH** - Chrome coated
- **CM** - Chromium metal tape
- **CR** - Chromium oxide coated
- **EC** - Electrochrome coated
- **EG** - Electroplated glass
- **EP** - Epoxidized polyethylene
- **F** - Ferrochrome coated
- **FG** - Ferric oxide coated
- **F** - Ferric oxide coated
- **H** - High band
- **HB** - High band
- **HH** - High band
- **I** - Inclined
- **IM** - Inclined magnetic
- **IR** - Inclined reverse
- **M** - Magnetic
- **MR** - Magnetic recorded
- **NV** - Non-volatile
- **PD** - Polyethylene
- **PC** - Polyethylene coated
- **PET** - Polyethylene terephthalate
- **PM** - Polyethylene monolayer
- **PP** - Polypropylene
- **PV** - Polyvinyl chloride
- **PV** - Polyvinyl acetate
- **SC** - Super contrast
- **SD** - Super density
- **SH** - Super high
- **SN** - Super narrow
- **TA** - Tapes and accessories
- **T** - Tapes
- **U** - Uniform
- **V** - Video
- **X** - Xerographic
- **Y** - Yerographic
- **Z** - Zeolite

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**VIDEO PIRACY... IT'S BAD BUSINESS!**

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toll free

800-257-5259
# BULK TAPE PRODUCT CHART

Note: Prices subject to change without notice. Complete listings for the companies appearing on these charts follow on page 158.

## BULK AUDIO

<table>
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<tr>
<th>PRODUCT</th>
<th>TAPE WIDTH</th>
<th>COATING</th>
<th>PRICE</th>
</tr>
</thead>
<tbody>
<tr>
<td>AGFA-GEWERT</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>61/C150/111/C90/112/C120</td>
<td>1/2&quot;</td>
<td>HB/HO/SB/NB</td>
<td></td>
</tr>
<tr>
<td>61/C150/111/C90/112/C120</td>
<td>1/2&quot;</td>
<td>HB/HO/SB/NB</td>
<td></td>
</tr>
<tr>
<td>627/C150/R27/C90</td>
<td>1/2&quot;</td>
<td>G/02/HO/SB/NB</td>
<td></td>
</tr>
<tr>
<td>AMPEX</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>406/407/408 (Hubs)</td>
<td>25&quot;/.50&quot;/1&quot;</td>
<td>FO</td>
<td></td>
</tr>
<tr>
<td>631/641 (Hubs)</td>
<td>50&quot;</td>
<td>FO</td>
<td></td>
</tr>
<tr>
<td>633/643 (Hubs)</td>
<td>25&quot;</td>
<td>FO</td>
<td></td>
</tr>
<tr>
<td>601/602 (Hubs)</td>
<td>160&quot;</td>
<td>FO</td>
<td></td>
</tr>
<tr>
<td>603/604 (Hubs)</td>
<td>150&quot; cont'd</td>
<td>FO</td>
<td></td>
</tr>
<tr>
<td>ASSOCIATED AUDIO</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2500' Duplicator</td>
<td>35&quot;</td>
<td>G/F</td>
<td></td>
</tr>
<tr>
<td>2500' Duplicator</td>
<td>35&quot;</td>
<td>G/F</td>
<td></td>
</tr>
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<td>BASF</td>
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<td></td>
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<tr>
<td>60/90 Bulk</td>
<td>150&quot;</td>
<td></td>
<td></td>
</tr>
<tr>
<td>IPS</td>
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<td></td>
<td></td>
</tr>
<tr>
<td>HG</td>
<td>150&quot;</td>
<td>F</td>
<td></td>
</tr>
<tr>
<td>HG</td>
<td>25&quot;</td>
<td>F</td>
<td></td>
</tr>
<tr>
<td>MAGNETIC MEDIA</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>XM.1 (Hub)</td>
<td>150&quot; (60/90)</td>
<td>SF</td>
<td></td>
</tr>
<tr>
<td>XM.2 (Hub)</td>
<td>150&quot; (60/90/120)</td>
<td>HO/F</td>
<td></td>
</tr>
<tr>
<td>XM.3 (Hub)</td>
<td>150&quot; (60/90/120)</td>
<td>FO</td>
<td></td>
</tr>
<tr>
<td>Co departed (Hub)</td>
<td>150&quot; (90/90)</td>
<td>F</td>
<td></td>
</tr>
<tr>
<td>XM</td>
<td>176</td>
<td>LN</td>
<td>5.25/package</td>
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</table>

## BULK VIDEO

<table>
<thead>
<tr>
<th>PRODUCT</th>
<th>TAPE WIDTH</th>
<th>COATING</th>
<th>PRICE</th>
</tr>
</thead>
<tbody>
<tr>
<td>AGFA-GEWERT</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>RCA Duplicator</td>
<td>4&quot; D-matic</td>
<td>G/02</td>
<td></td>
</tr>
<tr>
<td>IPS</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Bulk Video</td>
<td>4&quot; cassette</td>
<td>F/0</td>
<td></td>
</tr>
<tr>
<td>MAGNETIC MEDIA</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>May Media (Hub)</td>
<td>4&quot;</td>
<td>F/0</td>
<td></td>
</tr>
<tr>
<td>UNIVERSAL TAPE</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Universal</td>
<td>1&quot; Open reel</td>
<td>F/0</td>
<td></td>
</tr>
<tr>
<td>Universal</td>
<td>4&quot; D-matic</td>
<td>F/0</td>
<td></td>
</tr>
<tr>
<td>Universal</td>
<td>4&quot; Eiki Open Reel</td>
<td>F/0</td>
<td></td>
</tr>
<tr>
<td>Universal</td>
<td>4&quot; Eiki Cartridge</td>
<td>F/0</td>
<td></td>
</tr>
</tbody>
</table>

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**THE INCREDIBLE BULK CASSETTE TAPE**

CERTRON offers three tape formulas:

- **FEREX I**—Our new premium tape formulation that can be used for recording studio masters. Imagine how extraordinary your duplicated copies will sound!
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- **LOW NOISE**—For economical duplicating and loading.

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- **PRECISION SLITTING**
- **HEAVY DUTY BINDER**—Virtually eliminates oxide shed
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(714) 634-4280 Toll Free: outside Calif. (800) 854-3943
TWX 910-5831611/ANS BACK: CERTRON ANH
MUSIC PUBLISHERS

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A

A.A.O Music (ASCAP), 7211 Franklin Ave., Suite 19, Hollywood, Calif. 90046. Tel: (212) 876-3948.
A.C.M. Music Corp., see Penney Pincher.
A.D. Music Corp. (BMI), see Ramblin' Songs.
A N Music Corp. (BMI), 9250 Sunset Blvd., Hollywood, Calif. 90028. Tel: (213) 488-8711.
Able Music Ltd. (BMI), see Penney Pincher.
Able Music Enterps. Inc. (BMI), 825 Olive at Ross, Dallas, Tex. 75201. Tel: (214) 742-6122.
AcademiaMusic (ASCAP), see Cherry Lane.
Accumulated Copyrights (BMI), see Doug Moody.
Acorn Music Corp. (BMI), see BMI.
Acoustic Music Inc. (BMI), PO Box 1566, Nashville, Tenn. 37201. Tel: (615) 242-9568. Pres.: Duane Davis; Adm't: Nancy Binner.
Acoustic (Hedge Publ'g Co. (BMI), Reservoir St., Galveston, Tex. 77550. Tel: (713) 763-8244.
Adolescent Music Corp., see Fatmous Music.
Alderson Music Publ.'s (BMI), see Heartland.
Alderson Music Co. (ASCAP), 1701 16 Ave. S., Nashville, Tenn. 37212. Tel: (615) 309-7077.
Aesthetic Artist Recs. (ASCAP), PO Box 144, W 16 City Sta., Dayton, Ohio 45402. Tel: (513) 252-9425. Owner: Paul Wayne Bruch.
Agape (ASCAP), see Hope.
Agawa Music Inc. (BMI), see Fred Ahlert.
Ahs Music Co. Inc. (BMI), 1701 Grand Ave., Nashville, Tenn. 37212. Tel: (615) 327-6429. Pres.: Ray Stevens.
Albert-Boyle Corp. (ASCAP), see Fred Ahlert.
Alto Music Co. (ASCAP), 37 Gold Ave., Yonkers, N.Y. 10701. Tel: (914) 965-5673. VP & Gen. Mgr.: Joe Belmont.
Alto Music Co. (ASCAP), see Notable.
Alvita June Music (ASCAP), PO Box 4740, Nashville, Tenn. 37216. Tel: (615) 856-4740. Pres.: Wade Curtis.
Alexandra House Inc. (ASCAP), PO Box 200, Alexandria, Ind. 46001. Tel: (217) 722-6560. Pres.: Robert D. Rid, VP. Sales Mgr.: Randy Vater.
Alexis Music Inc. (ASCAP), PO Box 532, Mariou, Calif. 90288. Tel: (213) 835-7222. Pres.: L. Magid.
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- **LOS ANGELES METROPOLITAN AREA (Area Code 213)**
  - Alfred Pub Co Inc, PO Box 5964, 15335 Sherman St, Sherman Oaks 91413. Tel: 895-5601. Pres: Morton Marcus, Sales Mgr: Jack Tracy.
  - Chappell Music Co, 6255 Sunset Blvd, Suite 90029. Tel: 469-5141.
  - **Home office:** New York, N.Y.

- **FORT LAUDERDALE (Area Code 305)**

- **BOTHELL, WA (Area Code 425)**

**GEORGIA**

- **ATLANTA (Area Code 404)**
  - Atlanta Music Supply Inc, PO Box 496331. Zip 30349. Tel: 966-3385.
  - Pres: Richard F. DeCovry, Gen Mgr: Gary Ashmore.
  - J. W. Pepper of Atlanta, 4723 Wendell Dr SW, Zip 30336. Tel: 681-6500.
  - **Home office:** Valley Forge, Pa.

- **CLARESVILLE (Area Code 404)**

**IDAHO**

- **IDAHO FALLS (Area Code 208)**
  - Chestnut Music Co, Box 329, 327 Broadway, Zip 83421. Tel: 527-8691.

**ILINOIS**

- **CHICAGO METROPOLITAN AREA (Area Code 312)**
  - Gen Mgr: Mike Harris, Sales Mgr: Fred Wander.

**ILLINOIS**

- **CHERRY HILL (Area Code 609)**
  - Charles Dumont & Son Inc, PO Box 21812, 22 Springdale Rd, Zip 08034. Tel: 429-5813. WATS (201) 575-8283.
  - Pres: Charles J. Dumont, Sales Mgr: Michael J. Dumont.

**MINNESOTA**

- **MINNEAPOLIS-ST. PAUL METROPOLITAN AREA (Area Code 612)**
  - World Wide Pub Inc, 1203 Homewood Ave, Minneapolis 55403. Tel: 333-0200.
  - **WINONA (Area Code 507)**
    - Branch: Milwaukee, Wis.

**MISSOURI**

- **SPRINGFIELD (Area Code 417)**
  - Gospel Pub's House, 1445 Boonville Ave, Zip 65602. Tel: 862-2781.

**NEVADA**

- **LAS VEGAS (Area Code 702)**
  - Branch: Miami Beach (Miami Metropolitan Area), Fla.
  - Millen Music House, Peoria, Ill., St. Louis Peoria Music Co; Seattle, Wash., Capitol Music Co Inc.

**NEW JERSEY**

- **CHERRY HILL (Area Code 609)**
  - Charles Dumont & Son Inc, PO Box 21812, 22 Springdale Rd, Zip 08034. Tel: 429-5813. WATS (201) 575-8283.
  - Pres: Charles J. Dumont, Sales Mgr: Michael J. Dumont.

**NEW YORK**

- **HARTSDALE (Area Code 914)**
  - **MELVILLE (Area Code 631)**

**NEW YORK METROPOLITAN AREA**

- **NEW YORK (Area Code 212)**
  - Big 3 Music Corp, 727 Seventh Ave, Zip 10019. Tel: 575-2687-2791.
  - Pres: Ebel Soder, Gen Mgr: Ross Martines.
  - Branch: Pub Inc (Ln of 600 Communications Inc), 43 W 61 St, Zip 10023.

- **ROXBURY, NJ (Area Code 732)**
  - Branch: Hartdale, N.Y.
  - Pres: Vittore Bendetti, Pub's Dir: Johny Dentale.
  - **CHAPPELL Music Co, 810 Seventh Ave, Zip 10019. Tel: 399-7733. (Distrib of Hal Leonard)
  - Branch: Los Angeles, Calif., Nashville, Tenn.
  - Carl Fischer Music Dists, 54 Cooper Square, Zip 10001. Tel: 777-2550.
  - Branches: Los Angeles, Calif., Chicago, III.
  - Donn Fisher Music Corp, 1619 Broadway, Zip 10019. Tel: 221-3344.

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

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

**MICHIGAN**

- **DETROIT METROPOLITAN AREA (Area Code 313)**
  - J. W. Pepper of Detroit, 552 Robbins Dr, Troy 48084. Zip 30523. Tel: 508-1000.
  - **THOMPSON Music Supply Co, 3715 N Woodward Ave, Royal Oak 48072. Zip: 549-4427.**
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**music publishers**

Aberbach (Ofen) GmbH, see Hermann Schneider.
Adlers Musikverlag, see Hermann Schneider.
Allround Music, see Amer.
Arzno Music, see Gottfried Indra.
Arnolds Music Industry, Breda, see Breda.
Art Music Austria, see EMI Austria.
Aussenmusikverlag, see 1.1.1.2.
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Hitline Music (CAPAC), see Can-Am

Hooters House Music (CAPAC), Box 5736, Vancouver, B.C. V6B 4G3. TEL: (604) 531-9331. Gen. Mgr.: Freeman Harris

Image VIII Music (CAPAC), see Marmo

Innovative Pub'g (CAPAC), see sidewords.


Interlude Music Int'l, PO Box 609, Succorbase La Gine, Montréal, P.Q. H7V 2J2. TEL: (514) 842-8661. Telex: (514) 331-3712. Pres.: Christopher J. Reed

In-Tranzit Music (CAPAC), see Halban.

JoSwan Records (CAPAC), see Morrin.

Jutta Brass Pub'g (CAPAC), see Morningstar Music, Inc.

Juno Pub'g (CAPAC), see Marmo

Joyful Cheeks Music (CAPAC), see Isa.


l'extre'Me Day


Kodier Songs (CAPAC), see Neutron.

King of the Sea Music (CAPAC), see Hooters House

Kitchen Table Music (CAPAC), PO Box 861, Edmonton, Alta. T5L 2B6. TEL: (403) 447-6844. Mgr.: H. Peterson

Kodier Songs (CAPAC), see Neutron.

Lappalapa Music (CAPAC), see Halben

LaPetite Music Pub'g (CAPAC), 1319 Centre St., S. Calgary, Alta. T2E 7G2. TEL: (403) 269-7720. Pres.: Gen. Mgr. Y. Bruce Thompson, Laurentian Music Ltd., see Racing.

Land's End Music Supplies, PO Box 877, Dauphin, Ont. M8G 1A8. TEL: (416) 844-3109.

Level 5 Music, see Workhorse.

Bob Music (CAPAC), see Halben.


Maci Music of Canada (CAPAC), see RV

Magnetic Movements, see RV

Magpie Music, Inc. (CAPAC), 100 Hunter St., Toronto, Ont. M4Y 2L1. TEL: (416) 961-8001. Pres.: David Jaworski

Manny Pub'g (CAPAC), 11420 75 Ave., Edmonton, Alta. T6G 0D2. TEL: (403) 436-3096. Pres.: M. MacLaren, Gen. Mgr.: F. Fealter

Mann Music (CAPAC), see RV

Manny Pub'g (CAPAC), Box 8600, Vancouver, B.C. V6B 1G9. Contact: Gerry Scott

 Maxwell Music (CAPAC), see RV

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Video: Splicing tape, leader tape, anti-static tabs.

Editorial Kaere Electronics Ltd. P.O. Box 4054, 780 Bank St., Ottawa, K1N 5L7. Tel: (613) 737-1242.
Video: Mr. John Pang.

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W. E. Scott Electronics Ltd. 9-12840 Balfour Way, Richmond, B.C. V6Y 1A2. Tel: (604) 270-6882. Pres. Gordon Geddes; Sales: Mr. Paul Richardson.

Audio: AFA 2", 1" & 6" open reel; AIDEC cassette (standard & custom).

TAPE, BLANK LOADED

Audio: Missed Western Electric.


Audio: VHS": VHS" cassette.

Capital: Corp. NEF. 5005 100 Ave. NW, Postal Code: T2H 2H4. Tel: (403) 775-3344—Dennett, P.O. 729, Ave. magnétique. Postal Code: H2P 2Z4. Tel: (416) 336-6404.

Audio: Mr. N. cassette.

Pan Canada Magazines Ltd., 1072 Rangeland Rd., Port Credit, Ont. L5E 1K3. Tel: (905) 278-9858. Tel: (905) 690-1595.

Product: Tape—canadien (loaded) leader tape (audio).

Phonologic Ltd. 30 Malley Rd., Scarborough, Ont. M1W 2E3. Tel: (416) 751-9610. Tel: (416) 751-9977.

Product: Tape—recording/carrying & storage cases, record cases; Tape—recording/carrying & storage cases, head cleaners, bulk erasers, demagnetizers (all video).


Product: Rec.-MRMSI record cards, GRMO replacement stylish, turntable mats; Tape—head cleaners & bulk erasers (video).

Son Of Canada Ltd. 411 Gordon Rd. W., Woodbridge, Ont. M9R 2G6. Tel: (416) 278-8350. Fax: (416) 278-8352.

Product: Tape—carrying & storage cases (audio), head cleaners (audio & video).

Stanton... see Tri-Tel.

STEREOLOGY LTD., 133 Universal Dr., Mississauga, Ont. L4X 7E2. Tel: (905) 277-6277.

Product: Tape—head cleaners. (SEE ADVERTISING)

Sonic Technology Ltd., 250 Square One Ave., Mississauga, Ont. L6R 2G8. Tel: (905) 531-5711. Audio: Cable: GLOBAL/PROLOR.

Product: Tape display racks, tape display reels, record & tape divider cards.

Sonic Magnetics of Canada Ltd., 11300 Bridgeport Rd., Richmond, B.C. V6Y 2A7. Tel: (250) 737-2555. Fax: (250) 737-2555.

Audio: Mr. B. sales office for Capitol Magnetic Tape Div.

Product: Standard—Record/carrying cases, record divider, Tape—head cleaners (audio & video).


Product: Record display boxes, record display racks, record divider cards.

PROMOTIONAL MERCHANDISING AIDS

The following is a list of companies involved in the manufacturing, importing, distribution & retailing of items pertaining to the music industry and its artists.

B.C. Ent. (dist. of Canadian Broadcasting Corp.) PO Box 500, Sta. A, T. Richmond, B.C. Tel: (604) 927-3151 x 4803. Fax: (604) 218-2656. Dir. Gary M. Lawson.

Product: Posters, banners, decals, ad mats.

Huberco Inc., PO Box 9, Mount Albert, Ont. L6G 1M6 Tel: (416) 284-3085. Fax: (416) 693-8453. Pres. Frank P. Swire; Sales: Mr. John O’Donnell.

Product: Posters.


Product: Posters.

Shimmerwood Packaging Corp. of Canada Ltd., 50 Administration Blvd., 2270 Midland Ave., Scarborough, Ont. M1P 3S6. Tel: (416) 292-3994. Fax: (416) 252-2293. VP & Mgr. G. Div. B. Chastain.

Brachmark, Mississauga, Ont., 2174 Rd. Postal Code: L1R 1B1. Tel: (416) 292-3994. Fax: (416) 292-3994.

Product: Posters.

CHILE


Product: record & tape manufacturers/distributors/ Importers

A. Aeria Sales 

Bfono Radio 

C. Bruschi & Co. 

D. Cerda & Co. 

E. Cura 

F. Excalibur 

G. Gran 

H. Hidalgo 

I. Ima 

J. Junco 

K. Korps 

L. Leto 

M. Mestas 

N. Montecristo 

O. ONTI 

P. PZ 

Q. Quiron 

R. Rojas 

S. Sintra 

T. Torres 

U. Uriguen 

V. Valdivia 

W. Valparaiso 

X. Ximenes 

Y. Yacimientos 

Z. Zuniga

CHILE

About the industry of Radio & Television.

Audio: see Quatro.


Fax: 289-5607. Gen. Mgr. Carlos Urbina; Mgr. Gustavo Vergara. Labels: (licensed) CMMB, Epic, (licensed) A&M (USA), Hispanic (Spain), Universal (USA), Sony (Japan).

D. G. see Philips.

E. Empresa Chilena de Radio Carbón (ECAR) 

F. Fidelidad S.A. 

G. Grupo Canales 

H. Grupo Cinetel 

I. Hino Media 

J. Infomedia 

K. Informa 

L. Informatics 

M. Integradora 

N. Informatica 

O. Informax 

P. Intercable 

Q. Interval 

R. Intermedia 

S. Intermusica 

T. Intersonic 

U. Intertele 

V. Intelec 

W. Intervision 

X. Yate 

Z. Zux


Page 179
COLOMBIA

Population: 28,700,000

Per capita income: $1,180

The Columbian music industry is doing very well, and continues to expand at a fast rate. The population has increased significantly in recent years, and the country has a growing economy. The music industry is supported by a strong radio and television network, with over 600 radio stations and 36 television stations. The industry is also supported by a strong record and tape manufacturing sector, with over 300 record companies and distributors. The industry is also supported by a strong record and tape manufacturers and distributors sector, with over 300 record companies and distributors. The industry is also supported by a strong record and tape manufacturers and distributors sector, with over 300 record companies and distributors.

**RECORD & TAPE MANUFACTURERS / DISTRIBUTORS / IMPORTERS**

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**MUSIC PUBLISHERS**

Equo (Empresa de Publicaciones Equo), 524 Santago, 29, 6.21, 4.15.254.4.4.

### ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS

Instituto Musical Colombiano, 734 Santiago, 19.438.5.

### PLATING, PROCESSING & PRESSING PLANTS

E. M. S. Colombia, S.A., 1242 Santiago, 737-8.09.0.6.

### TAPE CUSTOM UPGRADE

Philips Colombia, S.A., 2087, Santo Domingo 1650, Santiago, 737-7.0.0.6.

### ARTISTS & RECORD LABELS

Antillano, see Tropical

Arisa, see Tropical

Asona, see Tropical

Fonseca, see Tropical

Gallardo, see Tropical

Gonzales, see Tropical

Hernandez, see Tropical

Acevedo, see Tropical

### TELEVISION STATIONS

No channels.

### SUPPLIES

### COLOMBIA, PEOPLE'S REPUBLIC OF

### CHINA, CHINA, CHINA, CHINA

**Population:** 1,070,000,000

**Rate of exchange:** $1 (US) = 1.92 yuan

**Per capita income:** $420

### BILBOARD 1983-1984 INTERNATIONAL BUYER'S GUIDE

**Page 180**

**Publisher:** Guns, Inc.

**Language:** English

**Country:** China

**Format:** Paperback

**Publication Date:** 1983

**Pages:** 296

**Product:** International Buyer's Guide

**ISBN:** 0-8319-0085-1

**Category:** Business & Economics
• services

Licensing Organization, Music
C A R T R I D G E
Distribuciones M. Levyve G. Garcia Muñoz.

CATALOG WAX
Audio: Cassette, Video
Products: Cassette, VHS, Beta tape.
Distributors / Importers
Polynesian (Polinesia de Discos S.A.), Apdo. Aereo 1421, Lima, Perú.

COSTA RICA
Population: 2,700,000
Rate of exchange: $1 (US) = 41 colón
Per capita income: $1,700

Radio Station: 19 (Sept. 19th), Easter Festival, April 11 (National Heroes Day), May 1 (Labor Day), July 25 (Anniversary of Guadalupe), August 7 (Independence Day), October 12 (Columbus Day), December 25 & all important Christian religious feasts.

• record & tape manufacturers / distributors / importers
Gromama SA, Apdo. 6300, 60 metros al norte de la Catedral Primada, Alajuela 10101, Alajuela, C.A.s. Tel: 21-09. Fax: 21-09. Export: C.O.D. 768, F.A.S. (U.S.A.); S.A.M.D. (U.K.); Grupo Captain (Spain); Impresora (France); Agencia (Mexico); Gen. Mgr.: H. Aguirre.

• record & tape manufacturers
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• tape duplicating & processing equipment
Ingenio Ltda., Apdo. 272, Caracas 10107, Tel: 243-3613. Product: Record & tape display racks.

• accessories
Product: Record-record card prods, lablets, mats, repositioning pads. Tape: head cleaners (audio & video), demagnetizers (audio).

• jukebox title strip manufacturers

• record & tape manufactur...
COSTA RICA

• sheet music jobber / supplier

• services

Licensing Organization, Music
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• jukebox title strip manufacturers

• record & tape manufactur...
COSTA RICA

• sheet music jobber / supplier
CZECHOSLOVAKIA

Population: 15,350,000.

Rate of exchange: 1 US$ = 8.76 Korun.

Holiday: January 1, Easter Monday, May 1, Labor Day, May 9 (Liberation Day), December 25, 26.

ASSOCIATION & PROFESSIONAL ORGANIZATIONS

Association of Musicians & Composers Czeskostanowské, Aps. 4265, Prague 2.

MAGAZINES:


MUSIC PUBLISHERS

Dilea (Theatrical & Literary Agency), Vysoká, 12, 118 24 Prague 2. Tel: (404222) 296-651. Cable: DILEA PRAG. (Sole representative for music-dramatic works in Czech Socialist Repub.


CONSUMER ELECTRONICS:

Number of homes with hi-fi: 6,710. 73% of all television sets—50,000 units, video cassette recorders—1,500,000 units. Radio manufacturers: Bohem Radio, Bratislava.}

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services

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Association of Musicians & Composers Czeskostanowské, Aps. 4265, Prague 2.

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Number of homes with hi-fi: 6,710. 73% of all television sets—50,000 units, video cassette recorders—1,500,000 units. Radio manufacturers: Bohem Radio, Bratislava.}
renal region, Program 3: News, stereos rock, MOR & classical music.
 programmes are being established.

TELEVISION STATIONS:

Mark: 2

Comment: Denmark Radio is the only national channel; however, from one

IMPORT/EXPORT REGULATIONS:

There are no regulations.

MARKET ANALYSIS:

Danish radio and TV are the major record companies to make crucial
cutbacks in personnel. The smaller companies have not fared much bet-

ter, with the exception of Klassisk and Tivoli. Both have been remark-

MARKET POTENTIAL:

The market potential for records to Sweden and New Denmark grammophone is mostly cul-
tural, but the number of programs is a less serious nature a growing, and

record & tape manufacturers/
distributors/importers


Adventive Music, PO Box 95, DI-2750 Ballerup. Tel: (02) 97-08-98. Mag: Ove Pedersen. Manager: Jesper Hansen. Importer/Exporter/Agents.


### TABLE: Tape:

<table>
<thead>
<tr>
<th>Type of promotion</th>
<th>Government-controlled radio and TV networks are most important.</th>
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<tbody>
<tr>
<td>Comment:</td>
<td>The sale of tapes is popular, though expensive. There is no radio advertising.</td>
</tr>
</tbody>
</table>

### Number of homes with:

- **Average retail price per pre-recorded audio tape:** Full-priced cassette pricing.
- **Average retail price per pre-recorded video tape:** Beta=$80, VHS=$80, VHS-ko $900.

### CONSUMER ELECTRONICS:

- **Rack and retail:** Sales of Beta and VHS-ko are increasing.}

### RADIO STATIONS:

- **Number of. of government.**
- **Main program:** In a mainly spoken word, plays & topical shows. Program 2 is mostly popular, classical and jazz music with news and sports. Program 3 is in language programming, available in coastal areas and in the far north. Program 2 and rock concerts are rare, but the number of youth-oriented programs is increasing.

### TELEVISION STATIONS:

- **Number of. of government.**
- **Main program:** In a mainly spoken word, plays & topical shows. Program 2 is mostly popular, classical and jazz music with news and sports. Program 3 is in language programming, available in coastal areas and in the far north. Program 2 and rock concerts are rare, but the number of youth-oriented programs is increasing.

### IMPORT/EXPORT REGULATIONS:

- **Import duties:** Sellers and importers pay 50% of value.
- **Export duties:** Sellers pay 50% of value.

### Market Analysis:

- **Sales figures:** Sales of Beta and VHS-ko have increased.}

### Comments:

- The market has shifted widely in respect to the amount of business shared by each company. The Finnish market showed a very strong drop from last year, with only 10% of the total. CBS was closed in November, and only 10% of the total.}

### Company Information:

- **Phone:** 050 25 001 20. Tel: 841 12 78 11. Fax: 050 25 001 21. E-mail: info@tpp.fi.}

### Mailing Address:

- **Mailing address:** PO Box 216, 00350 Helsinki 53. Tel: 090 333 37 20. Fax: 090 333 37 21. E-mail: info@tpp.fi.

### Labels:

- **Number of. of government.**
- **Main program:** In a mainly spoken word, plays & topical shows. Program 2 is mostly popular, classical and jazz music with news and sports. Program 3 is in language programming, available in coastal areas and in the far north. Program 2 and rock concerts are rare, but the number of youth-oriented programs is increasing.

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### Import/Export Regulations:

- **Import duties:** Sellers and importers pay 50% of value.
- **Export duties:** Sellers pay 50% of value.

### Market Analysis:

- **Sales figures:** Sales of Beta and VHS-ko have increased.}

### Comments:

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- **Mailing address:** PO Box 216, 00350 Helsinki 53. Tel: 090 333 37 20. Fax: 090 333 37 21. E-mail: info@tpp.fi.
FRANCE

In 1981, no taxes are imposed on countries belonging to the Common Mar-
ket. No import duties are imposed on goods from the United Kingdom, the
Netherlands, Belgium, Luxembourg, Ireland and Greece. Imports from all
other countries are taxed 5.2% of value. All imports are subject to the 33.3
Value Added Tax (VAT) and include all import duties.

IMPORT/EXPORT REGULATIONS:

**Import Regulations:**
- All imports are subject to tax.
- Goods imported for commercial purposes are subject to VAT.
- Goods imported for personal use are subject to import duty.
- Goods imported for resale are subject to VAT.
- Goods imported for use in other sectors are subject to VAT.

**Export Regulations:**
- No export duties are imposed.
- Goods exported to countries other than the USA (factory value, CIF).
- Goods exported to countries other than USA (factory value).
- Discounting: frequent.
- Records exported to countries other than USA (factory value).
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Catalogue and Supplies

**CARTRIDGE & CARTRIDGE PARTS**
B A S Form (French Company), 140 Rue Jules Guesde, 92303 Levallois. Tel: 739.33.27. 60/44. Comm. Dir. Robert Kaplan.

**CARTRIDGE & CARTOONS**
C N A I Production (Compagnie Nationale d'Applications Ind) 25, Rue Marcabel, 75018 Paris. Tel: 02.92.41.86.01. 259032. 01.92.05.62. 01.92.05.62. 01.92.05.62. 01.92.05.62.

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### Tape Packaging & Labeling Equipment

A V Shurtleff Corp & G E KG, Hollisworth, S 5.493 Ytho Tel: (703) 131; T. 371231.

Product: Record - carrying & storage cases, record cases: Tape packaging equipment - see: A V Shurtleff Corp & G E KG.

Ampli-Gard Inc, 310, 190 5067 Kremsdorf (IO) (41): 347714. T. 371231.

Product: Record - competing & storage cases, record cases: Tape packaging equipment - see: Ampli-Gard Inc.

M 3 Deutschland GmbH, Carl Schurzstr. 1, D 4044 Neu Tel: (0211) 4575. T. 371231.

Product: Tape - carrier, tape & spooling equipment - see: M 3 Deutschland GmbH.

*accessories*

A V Shurtleff Corp & G E KG, Hollisworth, S 5.493 Ytho Tel: (703) 131; T. 371231.

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Product: Tape - carrier, tape & spooling equipment - see: M 3 Deutschland GmbH.

### Greece

Population: 9,700,000

Rate of exchange (US$) = 64 drachmas.

For capital income tax purposes no deduction is allowed for the Greek income tax.

Holidays: January 1, June 1, Christians' Day (National), Handmaid's Day, Labour Day (May 1), August 15 (Assumption), October 28 (National Day), December 25 (Christmas).

**RECORDS**

Record sales certification awards: Gold - single, 50,000 singles, platinum - 100,000 singles. Gold LP - 50,000 copies, platinum LP - 100,000 copies.

Tapes released worldwide including imports (value in US$): LPs 1981 - 6,500,000, LPs 26,500,000, singles 1981 - 100,000 copies, singles 1981 - $11,700,000.

**Record sales imported from countries other than US (US$ factory value, CIF):**

- 1981 - 300,000,000

**Record sales imported from countries other than US (US$ factory value, FOB):**

- 1981 - 400,000,000

Average retail price per record: LPs $5.00, singles $1.70.

**Spillback tendency:**

Record club: - high, temporary.

Discounting: - frequency.

Tape type of distribution: Manufacturer-to-retailer predominate, manufacturer-to-wholesaler retailer is increasing.

Tape sales promotion: and in a lesser extent television, are the most important promotion vehicles. Free radios and magazines are also used to promote sales.

**Tape:**

Radio: Markets - Cassette tapes. Payola accounts for about 70% of the market. Video - the market is small but growing, with sales mostly to home use.

Movie - very small, with an estimated share of 80%.

**Pre-recorded audio tape released worldwide (US$ factory value, CIF):**

- 1982 - 80,000 units, $121,000, 1981 - 40,000 units, $175,000, 1980 - 2,000,000 units, $9,000,000, 1979 - 2,000,000 units, $9,000,000.

**Pre-recorded audio tape released to countries other than US (US$ factory value):**

- 1980 - 1,300,000 units, $2,000,000.

**Average retail price per pre-recorded audio tape (CIF) = $76.00, US$: $67.00.**

**RADIO STATIONS:**

No. of stations: 7,900.

**COMMERCIAL:**

In recent months programming has become less commercial, with a stronger emphasis on "music" and less on domestic and international pop repertoire.

**TELEVISION STATIONS:**

No. of channels: 2.

**COMMERCIAL:**

קלטization continues to move forward, with the latter being confined to news programming.

**IMPORT/EXPORT REGULATIONS:**

Import: During the past year, import regulations have become less commercial, with a strong emphasis on "music" and less on domestic and international pop repertoire.

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

**Greece**


Product: Record - competing & storage cases, record cases: Tape packaging equipment - see: C B S (OBO) AB (RPI).

Audio: High speed duplicating systems, loop bens, sleeves, wrappers.

### Denmark


Product: Record - competing & storage cases, record cases: Tape packaging equipment - see: O & U AUTOMATIS KURT GIMZ OG CO.

Audio: High speed duplicating systems, loop bens, sleeves, wrappers.

### Accessories

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Product: Tape - carrier, tape & spooling equipment - see: M 3 Deutschland GmbH.

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The text is too small and blurry to be accurately transcribed. It appears to be a page from a document, possibly a newspaper or a journal, discussing music publishers, distributors, and related information. The text is in Greek and includes details about music publishers, record labels, and contact information. However, due to the quality of the image, it is not possible to provide a readable and accurate transcription.
**Music publishers**

April Music Ltd., (Hong Kong) Ltd. (1981), 122-124 Connaught Rd., C.-W.F., Hong Kong. Tel: (852) 712-5561. Fax: PROMUSIC. Tel: 712-5560. Mgr.: Susie Key

**services**

**Plating, Processing & Pressting Plant**

C.R. Key (Hong Kong) Ltd, 215-217 start Rd., North Point, Kowloon. Tel: (852) 712-5571 Fax: PROMUSIC. Tel: 712-5570. Mgr.: Harriet Key

**Supplies**

**Cartridges, Cassettes & Reels**

Greencopy Magazines Ltd, 801 China Bldg., Pedder St., Hong Kong. Tel: (852) 754527. Fax: 85352. Mgr.: Mike Campbell

**Store Fixtures**

Greencopy Magazines Ltd, 801 China Bldg., Pedder St., Hong Kong. Tel: (852) 754527. Fax: 85352. Mgr.: Mike Campbell

**Jukebox Importer**

**Promotional merchandise aids**

The following is a list of companies involved in the manufacturing of items promoting the music industry in Hong Kong.

ICELAND

Type of promotion:
Marketing: Audio
Pre-recorded tape exported to USA (factory
Number of records importing and exporting is done through Hunagaton Export Import.

Radio Stations:

Import/export regulations:
Import and exporting is done through Hunagaton Export Import, a joint division of Kaffel and the Hungaronic Co. Tourists can import up to 1000 records per person. Records in sealed parcels are limited in quantity to five and a 300 forint (90 US$) custom duty must be paid. Tourists can also import records and the already men- tioned ten albums up to a combined valued amount of 5000 forints ($150). Kaffel is now handling 5000 forints ($150) at a yearly total. The value is between 5000 and 10000 forints, there is a custom duty of 45% of the end value. If the price exceeds 10,000 forints, a special import permit from the National Bank is required. This does not apply to foreign tourists, but it a custom duty of 40% over the 5000 forints value must be paid in hard currency.

HUNGARY

country.

License:

Audio: Blank cassette.

Supplies:

Services:

Associations & Professional Organizations:

Commercial Audio: Blank cassettes.

Record & Tape Importers:

HUNGARY

sales department and by private mail parcels sent by individuals from other

type of promotion: There is no commercial promotion except for advertisement

Type of promotion: There is no commercial promotion except for advertisement

HUNGARY

HUNGARY

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### IRELAND

**Popular music:****
  - Page 29

**Record & Tape manufacturers / distributors / importers****
- A record or tape manufacturer is someone who produces and distributes records or tapes.
- Many companies are involved in this industry, including distributors and importers.

**Radio stations:**
- **Stations:**
  - *The Late Late Show* (1981-1982)

**Television stations:**
- **Channels:**
  - RTE Television's "The Late Late Show" (1981-1982)

**Imports / Exports regulations:**
- There are regulations in place to control the import and export of music-related items.
- These regulations can affect the availability and distribution of music in different countries.

**Record clubs / libraries:**
- Record clubs are places where people can borrow records and tapes.
- Libraries may also have a collection of records and tapes available for public use.

**INDEPENDENT MUSIC SALES:**
- These sales are important for independent musicians and record labels.
  - **Label:**
    - *EMI (licensed)*
    - *Polygram* (licensed)
    - *RCA* (licensed)
  - **Manufacturers:**
    - *EMI* (licensed)
    - *Polygram* (licensed)
    - *RCA* (licensed)
  - **Sellers:**
    - *EMI* (licensed)
    - *Polygram* (licensed)
    - *RCA* (licensed)

**Music publishers:**
- **Publishers:**
  - *Hawthorn* (licensed)
  - *EMI* (licensed)
  - *Polygram* (licensed)
  - *RCA* (licensed)

**Record sales certification awards:**
- These awards recognize the success of record sales.
- Gold and Platinum records are given to albums or singles that sell a certain number of copies.

**Type of distribution:**
- **Manufacturers:**
  - *EMI* (licensed)
  - *Polygram* (licensed)
  - *RCA* (licensed)

**Record / tape sales:**
- **Sales:**
  - Gold records (sold over 200,000 copies)
  - Platinum records (sold over 500,000 copies)

**Type of export:**
- **Export types:**
  - *EMI* (licensed)
  - *Polygram* (licensed)
  - *RCA* (licensed)

**Import / Export regulations:**
- **Import / Export rules:**
  - Import / Export duties and taxes on musical products.
  - Regulations may vary by country.

**Label / manufacturer information:**
- **Labels / manufacturers:**
  - *EMI* (licensed)
  - *Polygram* (licensed)
  - *RCA* (licensed)

**Record / tape manufacturers / distributors / importers:**
- **Companies:**
  - *EMI* (licensed)
  - *Polygram* (licensed)
  - *RCA* (licensed)

**Music publishers:**
- **Publishers:**
  - *Hawthorn* (licensed)
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**Record / tape sales:**
- **Sales:**
  - Gold records (sold over 200,000 copies)
  - Platinum records (sold over 500,000 copies)

**Type of export:**
- **Export types:**
  - *EMI* (licensed)
  - *Polygram* (licensed)
  - *RCA* (licensed)
**supplies**

TAPE, BLANK LOADED & BULK RAW

Agra Ltd. (U.K.), PO Box 860, H.S. John, Dear Henry Dr, Reet, Mumbai, 400 051, Tel: 022-2561868, Fax: 022-2561868.

**accesories**

Carron Ferrara, Caron, County Galway, Tel: 071/21419, Fax: 071/21419.

Product: Tape-head cleaners, demagnetizers, loader & unloader tape.

**store fichures**

August Enquiries Co., Ltd, 9 Barq Est, Dublin 2, Tel: 01-795-6687, Fax: 020917-6687.

Record: Product & record divider cards.

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**ISRAEL**

Population: 4,110,000

Rate of exchange: 81 (ILS) = 42.5 lei.

Holiday: March 29 & April 11 (Passover), April 18 (Independence Day), May 1, 18 (Purim), September 18 & 19 (Yom Kippur), September 27 (Day of Absence/Tom Rider), October 2 & 3 (Independence/Sector).

**MARKET ANALYSIS**

1982 saw a 2% increase in sales over 1981, and this growth rate is expected to develop in the future. These figures become more revealing when considered in an annual inflation rate of 108% to 156% over the last three years, that is the last three years. To add to this the continuing shift in little, Colombia on the past year and the general economic and political tension, and it appears that the local record industry is developing slowly in spite of difficult times.

The past year, characterized by soft sales around the world, was a good time for domestic consumption. Formerly one third of all IL and tape sales recordings grabbed more than 50% of the sales in 1982. Technical and musical improvements in the quality of local productions were controllable factors.

The cassette market is experiencing an unprecedented boom, with the growth rate of 28% to 30% in the last two years.

The tertiary concerns despite local IL Tape estimates that 80% of all local tape sales are played. The video market, which sprouted quickly, also shows some amount of pressure. The almost nonexistent legitimate sources mean that "tending libraries" have developed independent sources of recordings, another reason which are then distributed locally at well below professional standards.

**USER GUIDE**

**Tape**

A C S Recs Ltd. (FPS), PO Box 681, Tel Aviv 61006, Tel: 03-80.11.91.

Cable: CAMPUS/TEL.

Cable: CINTIME 13363, 346210.

Dr. Dair. Onstream.

Cable: CINTIME 13363, 346210.

Dr. Dair. Onstream.

**Music publishers**

April Music Ltd. (FPS), PO Box 1686, Tel Aviv 61606, Tel: 03-80.11.91.

Cable: COLECORD.

Cable: TM Conceptare (FPS), PO Box 2407, 346242, 296421, Israel, Tel: 03-66-59-51, Cable: RESMSC/TV, Dair: Dair.

Cable: 6680/171, 2604, 5859.

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JACKETS & SLEEVES
C E N V E L O P E S & M A I L E R S

Record sales certification awards:

Tape: Dupe duplicating & processing equipment

Record & tape manufacturers / distributors / importers

ITALY

Population: 50.000.000

Radios-31.300.000. AM-4.700.000.

Records: Record sales certification awards: Gold single-1.000.000 units. Gold LP-250.000 units. Platinum LP-500.000 units. Note: there is no official regulation for these awards. the figures given are applied by some major record companies, other companies award their acts gold records when they reach global sales of 1 million units with two or more records, even mixing configurations. Gold and platinum awards (silver ones are not used) are still considered as promotional means, each company feeling free to set its own rules.

Average retail price per record (including 15% VAT): Full price Pop-LP-75.50 Sing.-6.00

Type of distribution: The manufacturer-to-retailer system predominates. Makers: 20.000.000.

TAPE:

Average retail price per tape: Cassettes-$75-$7.40.

CONSUMER ELECTRONICS

Number of units in households: Radios-31.300.000, AM-4.700.000. AM/FM-26.600.000. Television sets-23.000.000. color-7.448.000, black & white-16.252.000. phonographs-6.440.000, audio tape recorders-11.250.000.

RADIO STATIONS:

No of commercial: 2,000, no of government: 3.

Comment: A few leading local stations in major towns function as powerful promotional channels. National radio (RAI) is contributing to the widening interest in classical music.

TELEVISION STATIONS:

No of commercial: 200, no of government: 3. 90% color (PAL).

Comment: National television (RAI) affects the singles market through popular music shows, songs used as signature themes of various programs often hit the charts. Local stations are adding pop music to their programming.

IMPORT_EXPORT REGULATIONS:

No customs are charged to members of the European Economic Community, but a 15% VAT must be paid on imports from all countries.

Record & tape manufacturers / distributors / importers

A R C, see RCA

R Y, see Record

Ad, Corsa Genova 26, 20122 Milan.

Retail: see Fonè-Cela.

Agenda, see Base.

Agnolo, see Scarsa.


Amacor: see Fonè-Cela & Recordi.

Angel, see EMI.

Agnolo, see Scarsa.

Appolo, see REC.

Apple, see EMI.

Arche, see PolyGram

Acclaim, see Scarsa.

Arena, see Studio 6.

Arriva, see Carrello


Branch: 00195 Rome, Via Canale 17, Tel. (06) 380.257. Telex: 616459.


Avalon, see Fonè-Cela.

Arco Novo, see Scarsa.

Artist, see CDG.

Asplan, see NEA.

Atlantic, see RCA.


Labels: (Owned) Atlantic.

Cever, see Scarsa.

Audio Art, see Fonè-Cela.

Audio & Video, see Fonè-Cela.

Audio Clasico, see Aviston.

Avionet, see Recording.

Aviston, see Fonè-Cela.

B B B, see RCA.

B S O, see RCA.

B & M, see NEA.

Bollicina, see Scarsa.

Bolton, see Fonè-Cela.


Labels: (Owned) Otello, Classic.

(Come See ADVERTISEMENT)

(Licensed) Atelier. see Fonè-Cela.

Autio Clasico, see Aviston.

Aviston, see Fonè-Cela.

Avito, see Fonè-Cela.

Avitus, see Fonè-Cela.

Aviston, see Fonè-Cela.

Avito, see Fonè-Cela.
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From Japan to the world.

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THE MOST ACTIVE AND RELIABLE ORGANIZATION

Chairman of the Board of Directors
TAKEO HORI

HORI GROUP

TOP MUSIC PUBLISHING CO., LTD.
One of the top five music publishers in Japan.
Administrated the world hit music! Over 12,000 foreign repertoires with three catalogues. Over 3,000 Japanese repertoires.

HORI PRODUCTION, INC.
Talent management agency which constantly place 5-6 artists on local hit charts. Established in 1965. Enjoy a big success of musical "PETER PAN"(Flying by Peter Foy) 150 times on stage in three seasons. Received enthusiastic applause of 400,000 audience.

HORI KIKAKU PRODUCTION, LTD.
One of the most well-known film production companies in Japan. Established in 1965. NARATION IN ENGLISH is ready for international demand!
Fine Art Documentary Film (59mm. length:014m) Treasure of Prado Museum, Spain. "THE PRADO MUSEUM-Picture Speak To Us" Produced in association with Dalmate Film Co. Produced by HORI KIKAKU Production, Ltd.

PAN CONCERTS CO., LTD.
Established in 1982 to present classical music concerts and recitals featuring foreign artists in Japan, and by Japanese artists in the foreign countries. In autumn 1983, we present in Japan "Berlin Kammermusik-Ensemble" and "Dietrich Fischer Dieskau" recital.

MODELING HOUSE TOP
Established in 1982 to supply 1:10 scale models to appear in-pressure of magazines and TV commercial films, etc.

HORI GROUP HEADQUARTER, LTD.
Address: Hori Group Meguro Bldg., 2-5,1-chome, Shinomeguro, Meguro-ku, Tokyo 153 Telephone: (03)490-4601
Cable Address: HORIPROMUSIC TOKYO Telex: 2408436HORIGR J
KOREA, SOUTH

Population: 58,800,000
Rate of exchange: $1 (USD) = 76 won
Per capita income: $3,725
Holidays: January 1, Chinese New Year (2 days), Prophet Muhammad's Birthday, Labor Day, Vesak Day (Buddhist festival), King's Birthday, National Foundation Day (3 days), October 1 (Armed Forces Day), October 9 (Korean National Day), December 25 (Christmas)

We have been the pioneers of the Music Industry in Mexico and Latinamerica for 50 years...

...so you can trust us!

Fábrica de Discos Peerless, S.A de C.V.
Laguna de Mayrán No. 232, 11320 México, D.F. - México
Tel. 531-33-20 TX 017-77-606 FDPME

We are proud to announce that we have been pioneers in the music industry in Mexico and Latin America for 50 years. As a trusted music publisher and distributor, we have been instrumental in the development and growth of the music industry in these regions. Our legacy is a testament to our commitment to providing quality music and services to our clients. We are proud to have been a part of the evolution of the music industry and look forward to continuing our contributions in the future.
**MEXICO**

Population: 70,000,000

Rate of change: 0.1% (1951-1960)

For capital income: 500

**TELEVISION STATIONS:**

100,000,000 in 1950

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


**RECORD LABELS:**


**RECORD LABELS:**


**RECORD LABELS:**

Lab: (Owned) Classic, Especial, Cabal, Palenque, Talum 1 A M & C, SA (Fabriza de Oro), Mexico 49, D.F., T.: 164-3988. Dr. Acapulco, see Musart.

**TELEVISION STATIONS:**

100,000,000 in 1950

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


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**TELEVISION STATIONS:**

100,000,000 in 1950

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

WARREN BROS., see WEA

WARNER BROS. S.A. (Disco), Juan行為 9, México D.F., TEL. (957) 517-8179

World Market Music (Hamburg) 113, México D.F., TEL. (957) 533-5412 (cued to Gamma)

**music publishers**

Alfa Music, Playa Tocantins 451, Col. Marista, México 13, D.F., TEL. (957) 579-5120

AM Records, see MEXCAP


BECKETT & COMPANY, see Beckett & Company (PR)


Benito J. Silva, Gen. Mng. Supervisor Area J.E. Caza Azotea

Bonilla Editores, see Bonilla Editores


Buda Media, see Buda Media


Cotton Editors, see Cotton Editors


EMI MUSIC PUBLISHERS MEXICO, see EMI Music Publishers (PR)


**LICENSING, RECORDS & TAPE**


**LIGNING, PROCESSING & PRESSING PLANTS**


**MUSIC**

W A R N E R  B R O S., see W E A

P a g e  236
Netherlands

Population: 14,151,000
Rate of exchange: $1 (US) = 2.50 guilders
Per capita income: $8,190

Records:
- Music est. achievement awards: Gold single = 100,000 units, Platinum single = 150,000 units. Gold LP = 50,000 units, Platinum LP = 100,000 units.
- Records sold domestically including imports (retail value): LPs 1981 = 26,000,000 units, Singles 1981 = 12,000,000 units, 1980 = 13,000,000 units.
- Records imported from USA (factory value, CIF): 1981 = 4,629,617 units, $6,651,600.
- Records imported from other countries except USA (factory value, CIF): 1981 = 22,865,667 units, $37,694,600.
- Average retail price per record: LPs = $6.50, singles = $2.46.
- TV merchandising: 15% to 15% of total.
- Record club sales: 1.5% of total.
- Type of distribution: Manufacturer to retailer is the traditional main line of distribution. Because of parallel imports, which created rather important wholesale companies, manufacturer-to-wholesaler-to-retailer is realized round about. Sales pickup is decreasing and is only marginally economically.
- Type of promotion: Radio and television, especially Hilversum 3 on radio are the most prominent promotion media for the record industry. Although they are illegal, pirate radio stations continue to promote records, mostly locally limited. There are an estimated 10,000 pirate stations in the Netherlands, mainly one-man operations. Some disco recorders are getting an extra promotional stimulus from the top discotheques.

Tape:
- Pre-recorded tape and domestically including imports (retail value): Cassette 1981 = 4,000,000 units, $260,000.
- Pre-recorded tape imported from the USA (factory value, CIF): 1981 = 225,516 units, $1,010,000.
- Pre-recorded tape exported to USA (factory value, FOB): 1981 = 389,610 units, $555,200.

Market Analysis:
The Dutch record industry is still in a far from blossoming situation mainly due to the economic recession. Other reasons are the phenomenon of home taping and piracy and the fact that records have lost quite some impact as leisure time products.

Nada International C.V.
Red Bullet International C.V.
Holland, P.O. Box 231, 1213XS Hilversum,
Holland
Phone: 035-857841
Telex: 43956

FOR HITS IN/FROM HOLLAND
NIGERIA

Population: 167,500,000
Rate of exchange: $1 (US) = 100 naira
Per capita income: $350
Largest cities: Lagos, Ibadan, Benin City, Port Harcourt

NORWAY

Population: 4,100,000
Rate of exchange: $1 (US) = 7.11 krone
Per capita income: $3,960
Holidays: January 1 (Congress Day), May 1 (Labor Day), May 17 (Constitution Day), December 25, Christmas Day

LABELS, DISK

EMI (Nigeria) Ltd., 406 Philips Rd., Apapa, Lagos Island, Nigeria

• record & tape manufacturers/distributors/importers

Disco. (Nigerian record stores), A.S. Agbo, 21, 21A, Apapa, Lagos Island, Nigeria

• record & tape manufacturers/distributors/ importers

Bridge. (Nigerian record stores), 21A, 21B, Apapa, Lagos Island, Nigeria

• record & tape manufacturers/distributors/ importers
The document appears to be a page from a business directory or a catalog, listing various companies and contacts. The text is in Portuguese and includes sections on record labels, distributors, and professional associations. It also contains information on services and suppliers. The page seems to be focused on music industry contacts, including labels, bands, and distributors in Portugal and other countries. The text is too detailed to summarize fully, but it provides a comprehensive list of entities involved in the music industry, their locations, and contact details.
TAPE: 
Comment: B-track is not yet used officially. Cassette & open reel tapes are very popular, especially for the format since the introduction of Romanian cassette players.


Cassette Cassettes & CASSETTE TAPE MANUFACTURING EQUIPMENT


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SOUTH AFRICA, REPUBLIC OF

Population: 32,371,970
Rate of exchange: $1 (US) = 1.08 rand
Per capita income: $3,600

SAFES

- On 1 April, 1993, the South African Police Service (SAPS) took over the responsibility for enforcing firearms laws in South Africa.

- The SAPS has been working closely with the Department of Defence and the Department of Justice to develop a comprehensive firearms control strategy.

- The SAPS is committed to addressing the issues of firearms possession and misuse.

- The SAPS is working to ensure that firearms are used only for lawful purposes.

- The SAPS is committed to enforcing firearms laws and regulations.

- The SAPS is committed to ensuring the safety and security of citizens.

- The SAPS is committed to working collaboratively with other law enforcement agencies.

- The SAPS is committed to promoting the rule of law.

- The SAPS is committed to providing high-quality police services.

- The SAPS is committed to protecting the rights of all citizens.

- The SAPS is committed to working towards a non-racial, crime-free South Africa.

- The SAPS is committed to eradicating corruption and fraud.

- The SAPS is committed to promoting good governance.

- The SAPS is committed to promoting social cohesion and harmony.

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**music publishers**

Accep (SGAE), Ave. Antonio 66, Madrid 13. Tel: (91) 248.31.80.

Aded Edads (Musica), see Querfa.

Alfred (E.U.), Carrera de Sondeo 166, Madrid 13. Tel: (91) 212.79.71.

April Music (SGAE), Av. de las Castellanas 93, Madrid 16. Tel: (91) 455.31.51. Cable: COLCDISP. Telex: (81) 229900. Dir: Cartes Rosano.

Aroleda Edads Musicales, Calle Alegre 2404, 4th fl., Barcelona 11. Tel: (93) 254.56.05. Telex: (2577) 18. Dir: Jose M. Camara, Ramon J. Segui.


Autores Asociados SA, see Querfa.

Berto (S.L.), Edads Musicales, Salat 153, Madrid 17. Tel: (91) 231.61.89.


Calypso (Edads Musicales), see Querfa.

Canciones del Mundo SA, Magallanes 15, Madrid 3. Tel: (91) 448.27.50. Dir: Luis Regalado.

Clan Edads Musicales, see Querfa.

Clave (Edads Musicales), see Querfa.

Clay's Group (MG), Tel: 946.21.303. Dir: Julio C. Dios. (licensed)


Coda Edads Musicales, see Querfa.

Diamond Edads, Manuel Tomayo, Ponzanes 24, Barcelona 8. Tel: (93) 215.03.34. Cable: CEDMUSICAL, Telex: 32497. Dir: Manuel Horta.

Dr. Lagard. M. Edads, see Querfa.

E W C (MG) de Musica Contemporanea (SGAE), see Querfa.

Esper Edads SA (Edads), Doutorpetit 33, Barcelona 13. Tel: (93) 225.0404. Dir: Albert Rob. Dir: Emilio. (licensed)

Branch: Barcelona 16, Emic 36. Tel: (93) 221.3603.


Fontana (Edads Musicales), Magallanes 15, Madrid 16. Tel: (91) 448.27.50. Cable: EDWINS, Edads: Luis Regalado.

Francesc (MG), see Querfa.

He, see Querfa.

Kamara Music, see Querfa.


Marfer (MG), see Querfa.

Montero (Edads Musicales), see Bocaccio.

Musical Emporium, Rambla Canasiguas 129, Barcelona 2.

Musica Moderna (MG), Avenidas del Aire 16, Madrid 14. Tel: (91) 212.59.73. Ed: & Gen: Antonio Carmona.


Nariz (MG) Sa (Grupo Ed), Calle Requeses 4, Madrid 6. Tel: (91) 410.06.90.0008. Dir: Gabriel Lara Can. Tel: (91) 231.61.89. Dir: Luis Regalado.

Meu (MG), see Querfa.


Montonera (MG), see Querfa.

Noa (Menor), see Querfa.

Orfeo Edads, see Querfa.


Teavana, see Querfa.

Tel: 12, R Cuart.

Vango, see Querfa.

Vamp, see Querfa.

Yam, see Querfa.

Villa, see Querfa.

Villa, see Querfa.

Zafiro Group (MG), Paseo de la Castellana 141, Madrid 9. Tel: (91) 450.33.50. Dir: Jose M. Camara, Ramon J. Segui.

Zafiro (MG), see Querfa.

Zafera, see Querfa.

Zafiro (MG), see Querfa.

Zafiro (MG), see Querfa.

Zafiro (MG), see Querfa.

Zafiro (MG), see Querfa.
• supplies

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Iberoton SA, Av. Fontensem 35, Polígono Ind’ Coslada, Madrid. Tel: (91) 671-2200. Telex: 472979.


Cable: Audio Cassette.


ENVELOPES & MAILERS
Iberoton SA, Av. Fontensem 35, Polígono Ind’ Coslada, Madrid. Tel: (91) 671-2200. Telex: 472979.

JACKETS & SLEEVES
Artigallia, Tucson 12, Madrid 19. Tel: (91) 239-82-92. (Jackets only)


Hostencsa (Filleras Gráficas), Carcago 231-233, Barcelona 36. Tel: (91) 230-55-31. Cador: FERROGRAFICA (Jackets only)

Iberoton SA, Av. Fontensem 35, Polígono Ind’ Coslada, Madrid. Tel: (91) 671-2200. Telex: 472979.

Martin (Gráficas), Madrid 19. (Jackets only)

Oset Alc, San Ramundo 31, Madrid 20. (Jackets only)

Selectora SA, Julian Tamayo 53, Madrid. Tel: (91) 234-21-64. (Jackets only)

LABELS, DISK POLYTHENE BAGS


Hostencsa (Filleras Gráficas), Carcago 231-233, Barcelona 36. Tel: (91) 230-55-31. Cador: FERROGRAFICA (Jackets only)

Iberoton SA, Av. Fontensem 35, Polígono Ind’ Coslada, Madrid. Tel: (91) 671-2200. Telex: 472979.

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SWEDEN.

PHONE: 08-23 66 80
TELEX: 19285
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TAPE, BLANK LOADED & BULK RAW
Agfa Gevart SA, Passeo de Garcia 111, Barcelona 8. Tel: (93) 227-3002.


Audio: AGFA blank—compact cassette, open reel—raw cassette, broadcast.

Studio: AGFA cassette, open reel.

B A S F Española, Passeo de Garcia 99, Barcelona 8. Tel: (93) 215-1354.

Audio-VidePro Mgr. Jorge Miguel. Sales Mgr: Carlos Wuest (Blank only)

Can, see DISCANS.

C I C A M. Casilda 61-67, Los Palmas, Canary Islands. Tel: (928) 36-7598. Chief Exec: Jose Luis García de Luna.

Audio: CAR cassette.

Iberoton SA, Av. Fontensem 35, Polígono Ind’ Coslada, Madrid. Tel: (91) 671-2200. Telex: 472979.

Audio: B&B cassette.

Portadores de Sonida SA, Hortaleza 14, Madrid 4. Tel: (91) 410-3130. Gen Mgr: J.M. Estebananz Marisla.


J A C K E T S & S L E E V E S
Audio Magneticos, see Portadores.


Hostencsa (Filleras Gráficas), Carcago 231-233, Barcelona 36. Tel: (91) 230-55-31. Cador: FERROGRAFICA (Jackets only)

Iberoton SA, Av. Fontensem 35, Polígono Ind’ Coslada, Madrid. Tel: (91) 671-2200. Telex: 472979.

Audio: B&B cassette.

Portadores de Sonida SA, Hortaleza 14, Madrid 4. Tel: (91) 410-3130. Gen Mgr: J.M. Estebananz Marisla.

Audio: B&B cassette.

S O N E T N O R W A Y A S

• record & tape manufacturer/
importer/distributor

Muffman Rec’Co. PO Box 230, Khiatoum. Tel: 73155, 81388, 79990.

Label: (Own) Muffman.

• accessories & store fixtures

Muffman Rec’Co. PO Box 230, Khiatoum. Tel: 73155, 81388, 79990.

Product: Record—carrying & storage cases, record care products, 45 rpm adaptors, replacement style, needles, browser boxes, display racks, dvi-

video cards.

S U R I N A M

Population: 400,000.

Rate of exchange: $1 (US) = 1.77 guilders.

Pre-capital income: $2357.

Holidays: January 1, Good Friday, May 1 (Labor Day), July 1 (Day of Free-
dom), November 25 (Independence Day), December 25, 26.

• record & tape manufacturers/
distributors/importers

Dob Recs. PO Box 183, 2420 Paramaro. MainMarketstreet 4, 2438 Para-

mara, tel: 75998.

Labels: (Own) Dobi, Old Gold.

S W E D E N

Population: 8,209,000.

Rate of exchange: $1 (US) = 7.25 krona.

Holidays: January 1, Epiphany, Good Friday, Easter Monday, May 1, Ascen-


RECORDS

Record sales certification awards: Gold single—25,000 units, platinum single—50,000 units. Gold LP—50,000 units, platinum LP—100,000 units.

Records sold domestically: LP’s 1982–13,500,000 units, $50,545,000. $191,13,000,000. Singles 1982–2,813,000 units, $6,650,000. 1981–2,750,000 units. $6,100,000.

Average retail price per record: LP’s—$7.50, singles—$1.40.

Record club sales: 15% of total.

Discounting: Frequent.

Type of distribution: Manufacturer to retailer system predominates. Rack

jobbing comprises about 15% of the market. Direct importing is still fre-
quent but is not as prevalent as in previous years, mainly due to the

more than 10% devaluation of the Swedish currency in 1983.

Type of promotion: Government controlled and non-commercial radio and TV are the prime media for the promotion of artists and records. Swedish

has now fully accepted promotion videos for their own artistic values, and
dall pop shows regularly show videos. The major daily evening news-
papers are important for advertisements and reviews as are bimonthly

magazines such as Schlager. Discos are also significant.

Jukeboxes: 1,300.

TAPE:

Market: Audio—Although up a few percentage points in units, pre-recorded

 cassete share of the total cassette market is still very low (3.3 million

units versus 15 million units). Video—About 1.2% of Swedish households

have video equipment, with VHS having about 82% of the market. In

1982, a levy on blank audio and video tape became effective and it had

a negative effect on blank tape sales.

Pre-recorded tape domestic sales: Cassette 1982–3,329,000 units. $17,830,000. 1981–3,250,000 units. $75,200,000.

Average retail price per case: Cassette $19.75.

CONSUMER ELECTRONICS:

Percentage of homes with: Radios (57%), television sets (55%), color

(90%), Fm (85%), photographs (65%); audio tape recorders (65%);

voice tape recorders (15%)

RADIO STATIONS:

No of commercial 3 FM; no. of government 1 AM.
LEADING COMPANIES AROUND THE WORLD

USE OUR EQUIPMENT BECAUSE THEY SAVE TIME, MONEY AND AVOID WASTED MATERIAL.

Ask any of our customers . . .

EUROPE


AFRICA


NORTH AMERICA


SOUTH AMERICA


ASIA


PACIFIC


or contact us directly.

EUROPA FILM RECORD PLATING DIVISION

We manufacture a full program including units for AUTOMATIC SILVERING - PRE PLATING - HIGH SPEED PLATING - DE-HORNING OF MOULDS - BACK POLISHING - ELECTROLYTICAL DEGREASING - CENTERING MACHINE WITH TV-MONITOR - AUDIO - VIDEO - DMM COMPACT DISC - MEMORY DISC

EUROPA FILM REPRESENTATIVES

Hardie Trading Limited
PO. Box 202, Alexandria, N S W, 2015 Australia
KyoKuto Boeki Kaisha Ltd
C PO Box 330, Tokyo, Japan

or contact us directly.

FOR DEMONSTRATION AND INFORMATION IN AMERICA, PLEASE CONTACT

Europadisk Plating Co., Ltd
James P. Shelton, President
75 Varick Street, New York, New York 10013
Phone (212) 226-4401

Box 20065, 5-16120 Bromma, Sweden. Tel. +46 8 987 77 00. Telex 17655, 17656. Telegrams: EUROPAFILM STOCKHOLM Teletex +46 8 2816 30. Address for visitors Tappvägen 24, Mariehäll.
Comment: One channel (F3) plays primarily recorded music 24 hours a day, excluding frequent pop music. 24 local radio stations are also in operation.

**TELEVISION STATIONS:**

Comment: Two non-commercial channels each transmit about 20 hours a week. Pop shows often telecast video promotions.

MARKET ANALYSIS:

Compared to 1981, album unit sales in 1982 showed a decrease of roughly 6% but singles sales were up 27%. Pre-recorded cassette sales were also up slightly. Due to the slight improvement in volume and some price increases during the past year, the overall recording sales figure was up 9%. The video boom, experienced here during 1980 and 1981, is now over, but Swedish penetration is one of the highest in Europe and it is expected to reach 10% by the end of 1983 when 350,000 households will have videocassette players.

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

Åkaba Handels AB, Vanadisplan 5, S-133 31 Stockholm, Tel: (08) 35-73-48

Ad Lib Dist AB, PO Box 57, Skattargardsgatan 49, S-162 11 Stockholm, Väringsgata, Tel: (08) 739-2566. Pres: Hans Sundberg (Distributor/Importer)

**A NEW COMPANY**

FOR MANUFACTURE OF RECORD PLATING EQUIPMENT.

STARTED AND MANAGED BY THE MOST EXPERIENCED PERSONS IN THIS BRANCH.

GENERAL MANAGER BENGT RUNSTEN.

Euro Plate AB
P.O. Box 41
S-194 21 Upplands Väsby
Sweden
Telephone: +46-760-860 45
teleX: 14560 EUROP


Labels: (Distributed) Orange (USA), Sh (Germany).

Blue Harrow, Stubbenstugan 44, Dusseldorf. Tel: (0505) 3-30-47.

Blue Note, see EMI.

Bohus AB (Grommelden), P.O. Box 24, S-24-21 02. Tel.ex: Girth 1939.

BGM: (Distributed) Scena & CMI.


Labels: (Distributed) United Music Int'.

Brou Elin Bell


Labels: (Distributed) CBS, CSP, Embelty, Epic, Harmony, Portrait (German) & A&M USA (Aradia, Gary, USA), C.G.H. (UK), Entire USA, Monument (USA), Philodisc Int’l (USA), (UK), T-Rack Int’l.

California Sweden Grammofon Co. PO Box 117, S-172 06 Vaxtaren, Tel: (02) 51-11-31, 52-66-10. MG. Dr. Sture Berle.

Labels: (Distributed) Columbia, Cresty, Montanaphone, Omega, RR, Record Dream, Sweden, Sweden, WIMP.

Capitol AB

Cashflana, see PolyGram

Cento, see Alba

Cever, see Eick

Cgo, see Sonet

Cisco, see Royalty Korral

Classics For Pleasure, see EMI.

Chase Recs, 1985 Music AB (FPI), PO Box 12, S-730 45 Ronbacka, Tel (0741) 2-34-95. MG. De Lio Berglund, Sales Mgr. Rolf Hallgren; Int’l Sales Mgr. Lars Carlsson.

Labels: (Distributed) Ciq, Coop, Crux, (distributed foreign) Pulsedriver (Japan).

Walter Cohn, Brasesgatan 75, S-125 30 Almora, Tel: (08) 37-35-46. Distributor.

Colombo, see EMI.

Coo, see Eick.

Collon, see WEA Metronome.

Cru, see Ciq.

Crystal, see EMI.

Cup, see CBS.

C-G, see PolyGram

D J Special, see M-Sign.

Decapo, see EMI.

Decca, see PolyGram.

Dream, see PolyGram.

Double Up, see EMI.

Dragan Kostov, Rengstig & Hagelin, Box 8003, S-14245 Stockholm, Tel: (08) 579-29. MG. Lars Westin; Sales Mgr. Leif Collin.

Dax, see PolyGram.


Labels: (Distributed) Angel, Blue Note, Capitol, Classics For Pleasure, Colonna, Crystal, Decca, Double Up, EMI, EMI America, EMI Int’. Electrola, Electrola, Encore, Czech, HARM, Harvest, Liberty, Music For Pleasure, Odeon, One Up, Tapis, Texture, Pande, Pacific, Regal Zonophone, Rondo, Sweden, Sonador, Stelmast, Swam, Talisman, Tower, United Artists, Waverly, World, Zwang, (Distributed) Arctos (UK), Brillant (UK). Carriere (France), Ember (UK), EMI America (USA), Mawest (USA), Prestige (USA), Purple (UK), R.A.I. (UK), Rolling Stones (UK), Rondo, Stax (USA).

E.M.I., see Europe Produtki.


Labels: (Distributed) Musik, Swedish Society Discofi. Teabatter, Viking, (Distributed) DanAir Work (Germany), Aron (Switzerland), Atlas (Canada), Aura (UK), Avatar (UK), BBC (UK), Chappareal (UK). Delaware (Australia), ERC (USA), Scott Live (France). Sony (UK), Harmonia Mundi (France), International (Germany), Jamaica (Germany), Melodia (ISGDR), Moltenium (USA), Motown (USA), Pacific (UK), Planet (USA), Poel (Germany), Ro-ger (UK), Rondo (UK), Schott (UK), Strand (Germany), Soundware (UK), Tedec (Germany), Telefunken (Germany), Turnabout (USA), Why-F (UK), Vox (USA).

Electrola, see EMI.

Delto, see WEA Metronome.

Elka Music, see WEA Metronome.

Embassy, see CBS.

Emido, see EMI.

Encore, see EMI.

Erlefjälev, see Sound of Scandinavia.

Epic.

Epsy Husbygng, Vintergatan 108, Ornsundskv, Tel: 06664-309-52.

Labels: (Distributed) Epsy.


Sven Ericsson (Hegerstroems). PO Box 813, S-12 02 Stockholm, Tel: (08) 34-64. Telex: 12966. Dir. Brian Shack. (Distributors).


Europe Production AB, Rosamunde 45, S-171 52 Solna. Tel: (08) 83-31-02.

Labels: (Distributed) Erol, Olga.

Evartson Föregrepp, Box 4013, S-127 04 Stockholm, Tel: (08) 740-27-07, Chief Exec., Rune Jangren; Gen. & Sales Mgr. Eva Jargren. (Distributor/importer).

Fack, see Sony.

Folkmark, see Artna.

Fontana, see PolyGram.

Forte, see PolyGram.


Four Leaf Clover, Jaegermorangen 30, S-172 15 Sundbyberg. Tel: (08) 94-78-08/15. Exec. Lars Samuelson.
WARREN BROS (SCANDINAVIA) AB. P.O. BOX 4082, HOGILDSSVÆGEN 28. STOCKHOLM

SOUND OF SCANDINAVIA & REC'G AB. P.O. BOX 1108. STAÆNGSVÆGEN 22. S 141 14 STOCKHOLM

SALO MUSIC PUBLISHING, HOLMARGARGATAN 32. S 113 59 STOCKHOLM

DAVID PLATT MUSIC SCANDINAVIA AB. SEE AIR

NORDISKA MUSICTORNAGET AB. P.O. BOX 745. S 101 30 STOCKHOLM

ALM LUNDQUIST MUSIC FÖRLAG AB, KATARINA BANGARTAN 11. S 116 25 STOCKHOLM

MUSTANG MUSIC AB. BERGSUNDSGATAN 19. S 117 34 STOCKHOLM

FLAMINGO MUSIC PUBL AB, BLAISIOHLMSGATA 8, S 111 40 STOCKHOLM

DAVID NORDSTRÖM, REG. DIR. ROYAL ACADEMY OF MUSIC, BLAISIOHLMSGATA 8, S 111 40 STOCKHOLM

Page 258
Macintosh, an independent company, and their artists include (Arida)
vendeiert Lübeck Small independent companies, such as PAM, Aktiv, Gold
Many)
03 (Austria) and Radio Luxembourg A third channel program for
but they hardly succeed. Radio and TV fees are high and compulsory. Vinyl and compact discs are also popular, accounting for a reported 1.200 new titles per year. Unquestionably, "Swiss rock" is a totally new video phenomenon. 1983 is bound to be the year of some home electronics names and the Swiss market leaders such as Arifon, Intellivision and Philips are currently fighting for market share. Recorded tape sold domestically including imports (retail value): Cash sales 109.3.62, units sold, 93.656, average retail price per recorded audio tape: CHF 9.45. Average retail price per recorded video tape: CHF 80.150.
Consumer electronics:
Pamphlets: (Owned)
Ex Libris AG Gramodub, Hermestorschütz 77, CH 8048 Zurich Tel: 061 564.90.40. Ex Libris, Pabst, Walter, 30.144550 Sohnen, Tel: 081 78.95.01. Ex Libris and Electronic.
Alba, Artista, Eurodisc. See Eurodisc A R A. See MTB.
Emerg: See MTR. Emel, See MTR.
Matthiessen. Swiss records often have been sold as foreign compact discs between $75 and $100 and Compact Discs between $75 and $21. But Swiss record companies are more and more concentrating on the export market and seem to have serious chances to reach the top 100 of retail sales. The forecasts for 1983 are even bolder. On the other hand, record companies believe that the 50 to 60 million francs of total retail sales have become serious challenges to the top 100 of retail sales. The market is more or less monopolized by representatives of the large international companies, such as EMI, Polygram, Philips. The major independent record company and distributor is Muntz werke, a subsidiary of the German company, Muntz werke. Some of them also represent foreign labels with considerable success. The Compact Disc was launched in April 1983. Hardware and software for the new format is relatively expensive, at least for the average consumer. Between $75 and $100 and Compact Discs between $75 and $21. But Swiss record companies are more and more concentrating on the export market and seem to have serious chances to reach the top 100 of retail sales. The forecasts for 1983 are even bolder. On the other hand, record companies believe that the 50 to 60 million francs of total retail sales have become serious challenges to the top 100 of retail sales. The market is more or less monopolized by representatives of the large international companies, such as EMI, Polygram, Philips. The major independent record company and distributor is Muntz werke, a subsidiary of the German company, Muntz werke. Some of them also represent foreign labels with considerable success. The Compact Disc was launched in April 1983. Hardware and software for the new format is relatively expensive, at least for the average consumer.
Peter Maffay, Abba, Nocle, Dire Straits; and the top single sellers were Abba and Inoue F. R. Dave, Andy Borg, Shiavon Stevens, Imag and Men At Work. Recently, some Swiss companies have found forces to produce a compilation album for export to introduce Swiss rock music abroad. The album is called "Switzerland Rocks!
A Y P, a R with MEB.
A Y P, a R with MEB.
A Y P, a R with MEB.
## Supplies

**CARTRIDGE & CASE PARTS**

C C I (Compact Cartridge Trading AG), Birmensdorfstr. 55, CH 8036 Zurich, Tel: 01/41.41.71.1, TEL: 58875, Preis: Hugo von Blumenthal.

J. M. Seifert, Seefeldstr. 22, CH 8032 Zurich, Tel: 01/41.29.70, TEL: 537590, Preis: Werner Weber, Sales Manager, Rolf Sager, (Audio).

**EARPIES**

Lake Country Recorders, 7, CH 8003 Herisau, Tel: 01/31.52.96, Chief Exec: Michel Cattin, Gen. & Sales Mg. Eliane Cattane.

Lence Moulding S.A., rue de l'Industrie, CH 8174 Gurtani, Tel: 01/43.18.15, Gen. & Sales: Katrieza Koebele, Sales Manager: Zita Koebele.

Audio: C/O cassette

Panoram, AG, Birmensdorfstr. 1-3, CH 8513 Dolfeld, Tel: 01/53.21.76, Preis: Sales Manager: Paul Hof.

**ENVELOPS & MAILERS**

**JACKETS & SLEEVES**

**POLYETHYLENE BAGS & SHRINKWRAP**

Panoram, AG, Birmensdorfstr. 1-3, CH 8513 Dolfeld, Tel: 01/53.21.76, Preis: Sales Manager: Paul Hof.

C C I (Compact Cassettes Trading AG), Birmensdorfstr. 55, CH 8036 Zurich, Tel: 01/41.41.71.1, TEL: 58875, Preis: Hugo von Blumenthal.

Audio: Cassette

**PROFESSIONAL TAPE SUPPLIES & ACCESSORIES**

C C I (Compact Cassettes Trading AG), Birmensdorfstr. 55, CH 8036 Zurich, Tel: 01/41.41.71.1, TEL: 58875, Preis: Hugo von Blumenthal.

**SLEEVES**

**DISK**

**SPECIAL SLEEVES**

**LICENSED ORGANIZATIONS, MUSIC**


**LICENSED RECORDERS, RECORD & TAPE PRODUCTION**

**PLATING, PROCESSING & PRINTING PLANTS**

C C I (Compact Cassettes Trading AG), Birmensdorfstr. 55, CH 8036 Zurich, Tel: 01/41.41.71.1, TEL: 58875, Preis: Hugo von Blumenthal.

**RECORD PROMOTION**

**RECORD, TAPE & CASSETTE MANUFACTURERS & DISTRIBUTORS / IMPORTERS**

**TAIWAN (REPUBLIC OF CHINA)**

**Accessories**

**Audio:**

Amper World Open, SA, Route des Arbois 9, CH 7101 Frutigen, (Tel. 031/31.33.11), Cab. VIDÉOTAPE: Tel. 36166, Ring Mg. R. De neuroscience, Record sales.

Audionet, SA, Route des Arbois 9, CH 7101 Frutigen, (Tel. 031/31.33.11), Cab. VIDÉOTAPE: Tel. 36166, Ring Mg. R. De neuroscience, Record sales.

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

Archiv, see PolyGram Ltd., PO Box 65, 6618 Birklar, 662 Sec, 2 Tapes, Tel: 361-215.

Billerboard, see Billaire's Guide.
TRINIDAD & TOBAGO

Population: 1,150,000

Room exchange: ($1) = 2 Trinidad & Tobago dollars.

Per capita income: $9,406.5

Holidays: January 1, Good Friday, Easter Monday, Good Friday, Commonwealth Day (10 April), Good Friday (15 October), Independence Day (1 September), Independence Day (30 September) (Republic Day), December 25, 26.

record & tape manufacturers / distributors / importers

A. See Multimedia

Bij, see Yoruba Sei Vi Gurata

Elektronik Elektronik Alasan Sei Victor ASA, Ankaral Deve Yolu 25, Sogunb Tarkan, Istanbul, Tel: 53-1-50, Cable: ELEKTRONIK, Telefax: 21365; Product: Record, record cards, replacement styli, Tape - head cleaners, demagnetizers.

record / tape / cassette parts

EMERGENCY, SUPER AND RUBBERCUT, cassette parts, empty cassettes.

Plasmat Piram Sanayi ASA, Bagdog Yola, Mamara Cad, No. 12, Gumrogen, Istanbul Tel: 75-03-48, Cable: ELEKTRONIK, Telefax: 21369; Product: Radios, recorders, cassettes, video recorders, video cameras.

Audio & Video Sound: SIRIUS, EMIR, GUNES, GURER, GONUL, see MUSIK SERVIS.

Alfa Vayn, see TEKNOFON

Audio & Video Screws: RıMS empty cassettes.

JACETS & SLEEVES


Audio & Video Sound: SIRIUS, EMIR, GUNES, GURER, GONUL, see MUSIK SERVIS.

plating, processing & press changing

Record Specialists (Trinidad Ltd.), 4 Milling Ave, Sea Lots, Port-of-Spain, Trinidad. Tel: (62) 31075, 36435, 37789. Cable: HEATSKY, Dir: Kerry Richards.

promotions


TAPE CUSTOM DIPUTATORS

TAPE PACKAGING & LABELING

The Audio and Video lines indicate the configurations which the firms duplicate. The companies which offer packaging and labeling of tape product are indicated by "(PMS)" which appears after the main body of their respective listings.

Kazoo Tezic ve Pasalimani Ltd. PO Box 24, BMC Box 6, No. 6328, Unkapan, Istanbul, Tel: (11) 25-34, 65, Chief Exec: Unlu Gezer; Gen: Mgr: Selim Gezer; Sales: Mgr: Gokhan Basaran.

Audio: Cassettes

Method Rec & Sound Ltd., 138 Isıklar Cadde, Istanbul, Tel: (11) 44-26, 28, Cable: MELIODI, Gen: Mgr: Kayhan Caygili; Sales: Mgr: Turgut Caglar


Audio: Cassette

SUPPLIES

Labels, Disk

Record Specialists (Trinidad Ltd.), 4 Milling Ave, Sea Lots, Port-of-Spain, Trinidad. Tel: (62) 31075, 36435, 37789. Cable: HEATSKY, Dir: Kerry Richards.

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promotions

**record & tape manufacturers/distributors/imports**

Melodia. 24 Toorak Blvd, Moscow 6-9. Tel: 259-2924. Cable: MOSCHINA. Dr. Venn. Moscow-43. 111101. USSR.

Melodiya. Moskvo-Sosnovaya, 27, 127995. USSR.

Muzon. Pozdnyakova, 18-9, Moscow 1-01107. USSR.

VAPA (The Copyright Agency of the USSR). Bolshaya-Bolshaya, 13-10706 Moscow 4. USSR.

**Services**

**ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS**


Branch: Lenigrad. 14, Gorty 45-10. USSR.

VAPA (The Copyright Agency of the USSR). Bolshaya-Bolshaya, 13-10706 Moscow 4. USSR. Tel: 229-3444/4983.

**Television Stations**

No. of channels: 3. USSR: 260,000,000 (66%). AM only-126,000,000 (65%). FM/M/F-107,000,000 (35%) total audience-181,000,000 (40%). Average tape price per pre-recorded video tape: Beta-$13.70; VHS-$14.90, VHS-$19.00-

**Radio Stations**

No. of: commercial: 341 local. No. of RBC: 4 national. 3 local. USSR.

**Import/Export Regulations**

Any record which is manufactured in an EEC country can circulate freely in the Common Market. Any record made abroad by the UK copyright owner and subsequently exported to the United Kingdom is not an underlying copy even if there is a UK license exclusive rights. Records made in and abroad by persons other than the copyright owner are offering copies and their importation can be prevented.

**Market Analysis**

In 1982, records recovered the lost ground in 1981, with an increase of 1.7% by value to $76,800,000. The industry has clearly attempted to protect its margins in this area, with an increase in the average price by 11.7% although the value of importation of premium-priced 12" singles also has contributed to this. The demand for long-playing albums declined by 2.7% in 1982. A few decreases in LP to 57,800 copies was only partially offset by an increase of 9.6% in cassette volumes to 31,500. The average price paid for tapes held up better than LPs, although in both cases the increase was below the rate of inflation. Measurements of sales of tape cassettes show a further significant uptick in 1982. By 1983, sales of tape cassettes by 12% over the previous year, and sales have risen by 56% since 1978. Last year’s 12% growth indicates an alarming increase in the blank tape market, which had been increased by only 3% in 1981.

**record & tape manufacturers/distributors/imports**

A B & A Music Distributors

A B Recs Ltd., 120 Marylebone Ldn, W1. Tel: 01-884-0596, 935-6269. 3/12, 6/12, 1/2, 1/2, 1/2, 1/2, 1/2. BMG, Mgn. D. Glass, Mgn. Dr. W. D. A. Davies, Mgn. Dr. J. H. M. A. L. Davies.

A B Recs Ltd., 120 Marylebone Ldn, W1. Tel: 01-884-0596, 935-6269. 3/12, 6/12, 1/2, 1/2, 1/2, 1/2, 1/2. BMG, Mgn. D. Glass, Mgn. Dr. W. D. A. Davies, Mgn. Dr. J. H. M. A. L. Davies.

A B Recs Ltd., 120 Marylebone Ldn, W1. Tel: 01-884-0596, 935-6269. 3/12, 6/12, 1/2, 1/2, 1/2, 1/2, 1/2. BMG, Mgn. D. Glass, Mgn. Dr. W. D. A. Davies, Mgn. Dr. J. H. M. A. L. Davies.

BUDGET PRODUCT ON PICKWICK, M.F.P., BULLDOG, EVEREST, CAMBRA & D.R.
OVERSTOCKS & DELETIONS FROM ENGLAND, HOLLAND & GERMANY

PHONE, WRITE OR TELEX FOR FULL INFORMATION

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VENEZUELA

ASSOCIATIONS & PROFESSIONAL ORGANIZATIONS
Association of Educators Musicians, Pablo de Maria 1651, Tel. 41-45, Pres. Yolanda Garcia.

Asociacion Estudiantes de Musica (AEMUS), Goya 1605, Tel. 30-94, Pres. Julia Hirambe; Secy: Susana Purun.


Galeria Cultural de Musica, Av. 18 de Julio 1006, 6th Fl, Montevideo, Instituto Metrobanco, Piso 1428, Montevideo, Tel. 90-55-75, Pres. Hector Torres; Secy: Gr. Maria Tina Saura.

Sociedad Venezolana de Interpretos (SOVI), Canaliones 1900, Montevideo, Pres. Jorge Roman; Secy: Jr. Jose Maria Luzzan; Treas: Guillermo Aragon.

Sindicato de Autores de Musica Contemporanea, Coquera de Correo 1228, Montevideo, Pres. H. Torres; Secy: Carles da Silva.

LICENSELING ORGANIZATION, MUSIC

PLAYING & PRESSING PLANTS & SHIPPING


LABELS, DISK
Note: For label sales see Professional Tape Suppliers & Accessories.

Ricardo & Rodolfo Gasco S.A, Av de Julio 1100, Montevideo, Tel. 90-10-13, Pres. GOSPIDRAMO, Gen. Mgr: Roberto Maria Gasco; Secy: Manu Maria Gasco; Treas: Nunez de Balboa 1100.


Reco Extension, Secy: Daniel Quintero.


Professional tape supplies & accessories
Sindior, 29-75-30, Calle 50 S/N, Pres: Jesus Rodolfo; Tel. 90-10-29-12-32.

Jackets & sleeves
Grisa, Santa Elena 1483, Montevideo, Tel. 90-51-75-90-65-83.

Footwear
Imprenta Estrella, Av. 1483, Montevideo, Tel. 90-51-75-90-65-83.

Venezuelan Importers

Columbia, see: Discos Medley / Discos Moda

Epic, see: Dioscu

Polygram, see: Dioscu

Replay, see: Dioscu

Vertigo, see: Dioscu

WARNER BROS., see: Dioscu

URUGUAY • VENEZUELA

music publishers

Irisa, see: discos moda

Columbia, see: discos medley

Discos Moda, see: Discos Medley

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