

AUGUST 3, 1963

Billboard

The International Music-Record Newsweekly

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1963-64

INTERNATIONAL

MUSIC-RECORD DIRECTORY

&

Buyer's Guide

FEATURING

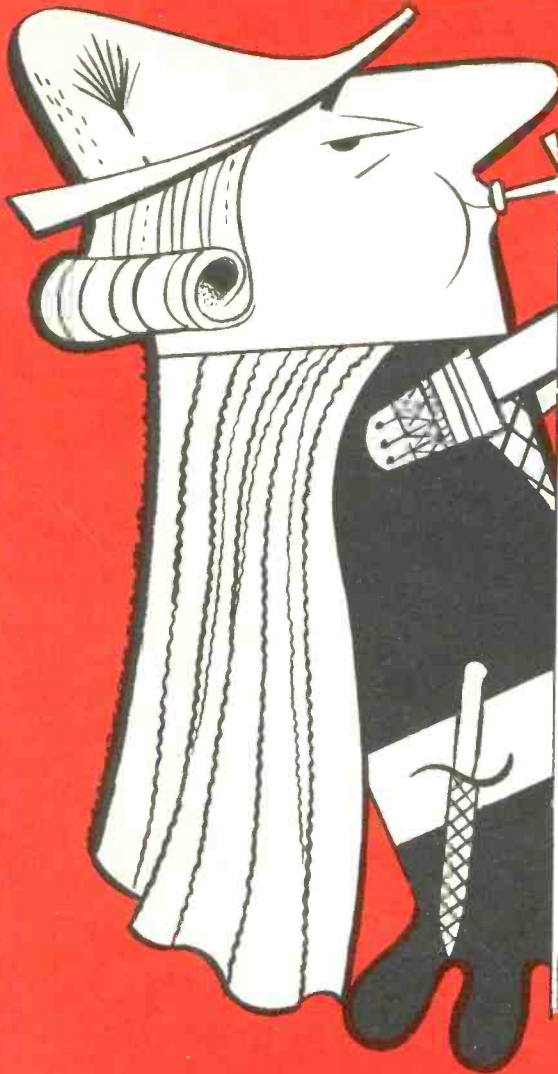
MARKET DATA REPORT

- Global Record Sales by Country
- World Imports & Exports of Records
- Complete U. S. Record Sales Analysis

DIRECTORY SECTION

- Record Manufacturers ● Music Publishers
- All Supplies & Services ● U. S. Record Distributors, Rack Jobbers, One-Stops

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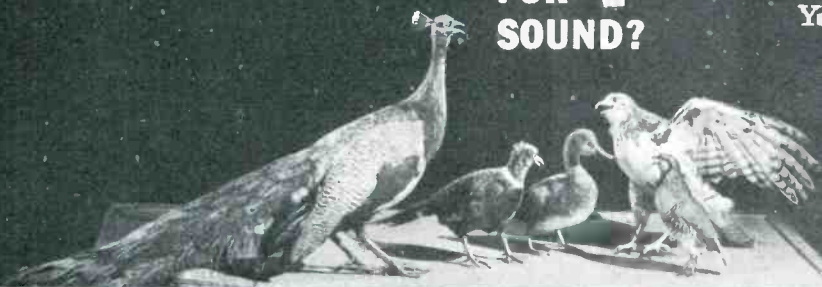
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Billboard 1963-1964 INTERNATIONAL

MUSIC-RECORD DIRECTORY

& BUYER'S GUIDE

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MUSIC-RECORD DIRECTORY

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Editorial Office

1564 Broadway, New York 36, N. Y.
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PUBLISHER

Hal B. Cook

EDITOR-IN-CHIEF

Sam Chase

EDITORIAL ASSISTANT

Barry Kittleson

DIRECTOR OF SALES

Andrew Csida

ADVERTISING MANAGER

Peter Heine

PROMOTION MANAGER

Frank Luppino

Subscription Fulfillment

Send Form 3579 to

2160 Patterson St., Cincinnati 14, Ohio
Fulfillment Manager Joseph Pace

U. S. Branch Offices

Chicago 1 188 W. Randolph St.
Area Code 312, CE 6-9818
Hollywood 28 1520 North Cower
Area Code 213, HO 9-5831
St. Louis 1 812 Olive St.
Area Code 314, CH 1-0443
Nashville 3 726 16th Ave., South
Area Code 615, 244-1836
Washington 5 1426 G St. N.W.
Area Code 202, 393-2580

International Offices

European Office Andre de Vekey, Dir.
15 Hanover Square, London
Hyde Park 3659
Cable: Billboard London
Brazilian Office Mauricio Quadrio, Dir.
Rua Visconde de Gavea 125
Rio de Janeiro
Argentine Office Ruben Machado, Dir.
Lavalle 1783, Buenos Aires

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INTERNATIONAL EDITORIAL AND SALES REPRESENTATIVES

SAM CHASE
Editor in Chief
Billboard
New York, N. Y.

JACK MAHER
International News Editor
Billboard
New York, N. Y.

PETER HEINE
International Advertising Manager
Billboard
New York, N. Y.

ANDRE DE VEKEY
European Director
264 Escolta
Manila, Philippines

INTERNATIONAL EDITORIAL STAFF

ARGENTINA
Ruben Machado
Lavalle 1783
Buenos Aires, Argentina

DENMARK
Arne Hanson
11 Malerbakken
Holte, Denmark

HONG KONG
Carl Myatt
A27 Estoril Court
Garden Road, Hong Kong

PHILIPPINES
Luis Ma. Trinidad
264 Escolta
Manila, Philippines

AUSTRALIA
George Hilder
19 Todman Avenue
Sydney NSW, Australia

Per Sorensen
Quan Musikbureau
Rolfsvvej 2
Copenhagen F, Denmark

HUNGARY
Paul Gyongy
Derekutca 6
Budapest, Hungary

POLAND
Roman Waschko
Glogera 4 m. 18
Warsaw 22, Poland

Tom Sterne
Editor, Music Maker
Box 731 G.P.O.
Sydney, NSW, Australia

EIRE
Ken Stewart
Teenage Express
31, 32 Westmoreland St.
Dublin, Eire

ISRAEL
Azaria Rapoport
73 Ahad Haam Street
Tel Aviv, Israel

PUERTO RICO
Tony Contreras
26 Gertrudis Street
Santurce, Puerto Rico

AUSTRIA
Fred Ziller
Mollwaldplatz 1
Vienna IV, Austria

FINLAND
Harry Altonen
Ilha-Sanomat
Steniuksentie 12A7
Huopalahti-Helsinki
Finland

ITALY
Sam'l Steinman
Piazza S. Anselmo 1
Rome, Italy

SOUTH AFRICA
Harry Klein
Lindsay Smithers, Ltd.
55 Fox Street
Johannesburg,
South Africa

BELGIUM
Jan Torfs
Editor, Juke Box
Stuivenbergvaarf 37
Mechelen, Belgium

France
Eddie Adamis
9, Quai du Marechal
Jeffre
Courbevoie (Seine),
France

Dr. Mario De Luigi
Editor, Musica e Dischi
Via Carducci 6
Milan, Italy

SPAIN
Raul Matas
Editor, Discomania
32 Ave. Jose Antonio
Madrid, Spain

BRAZIL
Mauricio Quadrios
Rua Visconde Da
Gavea 125
Rio de Janeiro, Brazil

GERMANY
Chris Hutchins
New Musical Express
23 Denmark St.
London WC2, England

JAPAN
J. Fukunishi
108 Kakinokizaka
Meguro-ku
Tokyo, Japan

SWEDEN
Henry Fox
Rymus AB.
Kungsgatan 56
Stockholm C, Sweden

Don Wedge
376 Russell Court
Woburn Place
London WC1, England

Christian Toersleff
Uhlenhorster Weg 48
Hamburg, Germany

MEXICO
Dr. Otto Mayer-Serra
Editor, Audiomusica
Apartado 8688
Mexico 1, D.F., Mexico

SWITZERLAND
Raymond Colbert
17 Chemin Chantemorte
Lausanne 10,
Switzerland

John Thompson
35 Beechwood Gardens
Slough, Bucks, England

Brigitte Keeb
Saligstr. 12
Offenbach/Main
Germany

NEW ZEALAND
Frederick Gobbie
P. O. Box 5051
Auckland, New Zealand

URUGUAY
Alberto Maravi
Diario la Manana
Casillo de Corrao 990
Montevideo, Uruguay

CANADA
Dean Walker
57 Yorkminster Rd.
Willowdale, Ont.

Omer Anderson
Europastr. 17
Bad Godesberg, Germany

NORWAY
Espen Eriksen
Verdens Gang
Akersgaten 34
Oslo, Norway

VENEZUELA
Alvero Penalvar C.
Apartado 3066
Caracas, Venezuela

CHILE
Ricardo Garcia
Radio Minería
Moneda 973
Santiago, Chile

HOLLAND
Skip Voogd
Editor, Platennieuws
Edisonstraat 21
Amserfoort, Holland

PERU
Hector Rocca
Galerias Boza 114
Lima, Peru

Clemente Vargas Jr.
Radio Caracas
Av. Paez, El Paraiso
Caracas, Venezuela

INTERNATIONAL SALES STAFF

ARGENTINA
Ruben Machado
Lavalle 1783
Buenos Aires, Argentina

CHILE
Ricardo Garcia
Radio Minería
Moneda 973
Santiago, Chile

JAPAN
Robert Wynn
521-3 Chome
Sihimo Meguro
Meguro-ku
Tokyo, Japan

PHILIPPINES
Luis Ma. Trinidad
264 Escolta
Manila, Philippines

AUSTRALIA
Brian Nebenzahl
84 Pitt St.
Sydney, Australia

HONG KONG
Carl Myatt
A27 Esteril Court
Garden Road, Hong Kong

MEXICO
Dr. Otto Mayer-Serra
Apartado 8688
Mexico 1, D.F., Mexico

PUERTO RICO
Tony Contreras
26 Gertrudis Street
Santurce, Puerto Rico

BRAZIL
Maurice Quadrio
Visconde Da Gavea 125
Rio de Janeiro, Brazil

ITALY
Sam'l Steinman
Piazza S. Anselmo 1
Rome, Italy

NEW ZEALAND
Frederick Gobbie
P. O. Box 5051
Auckland, New Zealand

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18 YELLOW ROSES 11 OTHER HITS BOBBY DARIN

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I'M A WOMAN Peggy Lee
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KINGSTON TRIO #16 Kingston Trio
This album keynoted by the REVEREND MR. BLACK includes 11 other dramatic ballads. (S)T-1871

THE KINGSTON TRIO #16



I LOVE YOU BECAUSE Al Martino
The sweet, soothing sounds of Al Martino romance their way throughout the title tune and other great ballads. (S)T-1914

I LOVE YOU BECAUSE AL MARTINO



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By **SAM CHASE**
Editor-in-Chief, **Billboard**

THE trend in phonograph record imports and exports during 1962 showed an unmistakable narrowing of the margin between the quantity shipped abroad from the United States, and the numbers sent to the U.S.A. by other nations. Disks worth \$4.3 million at factory value came into the U.S.A., the highest evaluation ever, while American exports declined in factory value to \$7.5 million, lowest since 1954. For the first time, U. S. exports were worth substantially less than twice the value of imports.

This trend is elaborated, along with specific figures on U. S. exports to 50 nations, on the pages that follow, in which this Market Data Report again sums up the statistical balance of the record industry for the preceding year. It is the only concise summary of such information extant.

With regard to imports and exports, it must be noted that these figures relate only to records physically shipped, and not to those pressed in various nations under license from the originating company. This is a critical point, because many more licensees than ever before now are producing American-originated disks on a local basis. In this regard, this issue of the Record-Music Directory provides world-wide details of licensing arrangements among record companies.

In general, 1962 was a year of sales progress for the record industry. Sales statistics are shown individually for each nation in the International section of this issue. In the U. S. A., record sales rose 10.9 per cent in dollar volume over 1961, from \$587 million to \$651 million.

Retail record dealers in the U. S. A. jumped 4.6 per cent in dollar volume, from \$305 million to \$319 million. Yet, as a group, dealers for the first time accounted for less than half the total dollar volume of records sold. This was the result mainly of the spectacular 34 per cent jump in sales by racks, from \$147 million in 1961 to \$197 million. Rack jobbers now account for 30 per cent of the total dollar volume of records sold in the U. S. A.

Sales of singles rose 14.2 per cent (in dollars), and LP dollar sales were up 10.2 per cent over 1961. LP sales continue to represent about 75 per cent of total dollar volume, to 25 per cent by singles.

By type of music on LP in the U. S. A., popular music accounted for 57 per cent, classical music was 13 per cent, folk music was 16 per cent, original cast Broadway shows were 5 per cent, and children's material came to 9 per cent.

The estimated 435,000 juke boxes in the U. S. A. again spent about \$35 million in 1962, or about 5 per cent of the total dollar volume of the U. S. record market. These purchases accounted for about 49 million singles, or 23 per cent of all singles sold in the U. S., a slight drop from 1961.

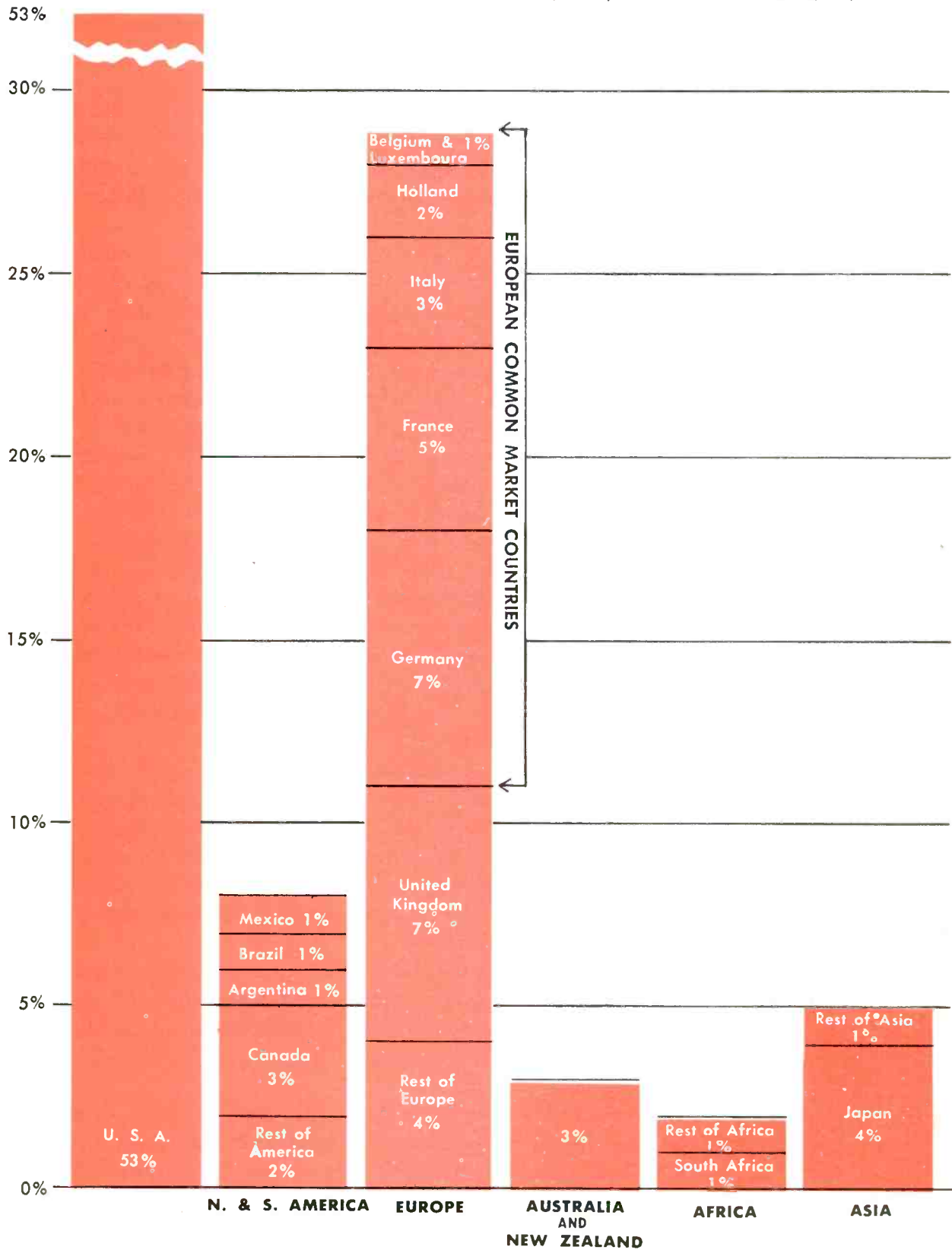
A hopeful sign with regard to future record business is the sharp rise in phonograph sales during 1961, with an estimated 4.9 million units sold, 23 per cent more than during the previous year. Of these, some 71 per cent were stereo machines. Tape recorders, too, showed a healthy 20 per cent sales increase.

World Record Market

(Excluding Soviet Bloc Nations)

Percentage breakdown of world record sales at manufacturers' selling prices

(Courtesy Electric & Musical Industries, Ltd.)



U. S. Record Sales 1921-1962

(Source: Record Industry Association of America, 1921-1949;
Excise Tax Payments, estimates from other data, 1950-1962)

HISTORICAL NOTES:

1877—Edison first reproduced sound using tin foil cylinders. Invention labelled "phonograph."
1886—"Graphophone" patented by Bell and Tainter. Recordings made on wax cylinders.
1887—American Graphophone Company formed in Bridgeport, Conn., to produce the Bell-Tainter invention. Record industry is launched.
1889—Columbia Phonograph Company organized to market American Graphophone products.
1891—Berliner first records on discs.

1897—American Graphophone opens London branch: Columbia Graphophone Company, Ltd.
1901—Victor Talking Machine Company formed. Disc recordings marketed.
1902—Columbia and Victor share disc recording patents.
1903—Royalty system first used to compensate recording artists.
1912—Industry abandons cylinder recordings.
1912—Beginning of the first "Golden Age" of records. Many new labels and artists.

1921-1961

	YEAR	SALES IN MILLIONS OF DOLLARS	YEARLY PERCENT CHANGE
1922—General industry decline brought about by increasing appeal of radio.	1921	\$106	%
	1922	92	- 13.2%
1925—Development of electrical recording process. Microphones replace the recording horn.	1923	79	- 14.1%
	1924	68	- 13.9%
	1925	59	- 13.2%
	1926	70	+ 18.6%
1930—Depression causes second general record industry decline.	1927	70	
	1928	73	+ 4.3%
	1929	75	+ 2.7%
1934—American Decca Record Company organized.	1930	46	- 38.7%
	1931	18	- 60.9%
1940's—New labels join the industry's leaders: MGM, Capitol, Mercury, London and others.	1932	11	- 38.9%
	1933	6	- 45.5%
	1934	7	+ 16.7%
1948—High-fidelity recording and new turntable speeds introduced: Columbia's LP and Victor's 45 rpm systems.	1935	9	+ 28.6%
	1936	11	+ 22.2%
	1937	13	+ 18.2%
1952—Record Industry Assoc. of America organized.	1938	26	+ 100.0%
	1939	44	+ 69.2%
	1940	48	+ 9.1%
1954—Rock & Roll becomes popular.	1941	51	+ 6.3%
	1942	55	+ 7.8%
1955—Columbia Record Club established.	1943	66	+ 20.0%
	1944	66	
1958—Stereophonic LP recordings introduced in fall of this year.	1945	99	+ 50.0%
	1946	198	+ 100.0%
1959—Rock & Roll declines somewhat—LP's on rise.	1947	204	+ 3.0%
	1948	172	- 15.7%
1960—Stereo has advantageous effect, increasing LP dollar and LP unit sales, offsetting decline in singles sale.	1949	158	- 8.1%
	1950	184	+ 16.5%
1961—Fewer million-selling singles. Twist craze. LP sales continue to rise. Racks show good sales gain—now approx. 25% total gross.	1951	191	+ 3.8%
	1952	202	+ 5.8%
	1953	205	+ 1.5%
	1954	195	- 4.9%
	1955	227	+ 16.4%
	1956	331	+ 45.8%
	1957	400	+ 20.8%
1962—Summer season one of best for singles in history of business. Racks register 24% gain over 1961 as they take on more leased departments; stores up close to 5%.	1958	438	+ 9.5%
	1959	514	+ 17.4%
	1960	521	+ 1.4%
	1961	587	+ 12.7%
	1962	651	+ 10.9%
	1966 (estimated)	800	+ 22.9% over 1962

U. S. Record Sales - 1962 vs. 1963

BY TYPE OF OUTLET
BY TYPE OF RECORD

Source: Record Market Research, a Division of Billboard.

Dollar Sales By Type of Outlet 1962 vs. 1961 (at retail selling price)

Type of Record	Retail Sales (millions)	% of Total	1962 vs. 1961 Per Cent Change
Stores	\$319	49%	UP 4.6%
	\$305	52%	
Racks	\$197	30%	UP 34.0%
	\$147	25%	
Juke Boxes	\$ 35	5%	SAME
	\$ 35	6%	
Clubs	\$100	15%	SAME
	\$100	17%	
Total Industry—1962:651 1961:587 UP 10.9%			

Unit Sales By Type of Outlet in 1962 vs. 1961 (including LP's and singles in millions)

Type of Outlet	Unit Sales at Retail (millions)	% of Total	1962 vs. 1961 Per Cent Change
Stores	171	43%	Up 6.9%
	160	45%	
Racks	136	34%	Up 36.0%
	100	28%	
Juke Boxes	49	12%	Down 2.0%
	50	14%	
Clubs	45	11%	Same
	45	13%	
Total Industry—1962: 401; 1961: 355 Up 13.0%			

Dollar Sales By Type of Record in 1962 vs. 1961 (at retail selling price)

Type of Record	Retail Sales (millions)	% of Total	1962 vs. 1961 Per Cent Change
Singles (7"-45 rpm)	\$161	25%	Up 14.2%
	\$141	24%	
LP's (12"-33 $\frac{1}{3}$ rpm)	\$486	75%	Up 10.2%
	\$441	75%	
EP's (7"-45 rpm—4 tunes)	\$ 4	*	Down 20.0%
	\$ 5	1%	
Total Industry—1962: \$651; 1961: \$587 (Total Industry) Up 10.9%			

*less than 1% (actual 0.6% of Total 1962 Retail Sales
actual for LP's74.7%
actual for Singles24.7%

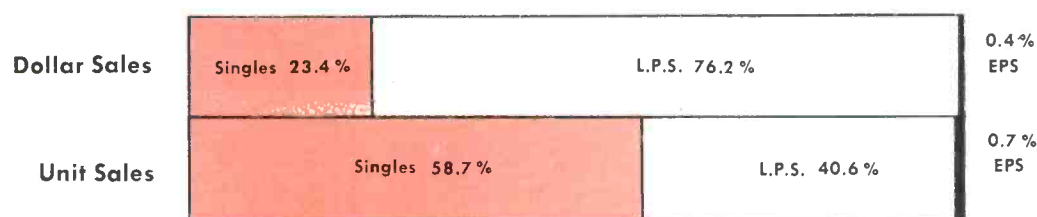
Unit Sales of Singles By Type of Outlet 1962 vs. 1961

Type of Outlet	Units Sold (millions)	% Singles Type of Outlet	1962 vs. 1961 Per Cent Change
Racks	60	29%	Up 50.0%
	40	22%	
Stores	101	48%	Up 9.8%
	92	51%	
Juke Boxes	49	23%	Down 2.0%
	50	27%	
Total Industry—1962: 210; 1961: 182		(Total Industry)	Up 15.4%

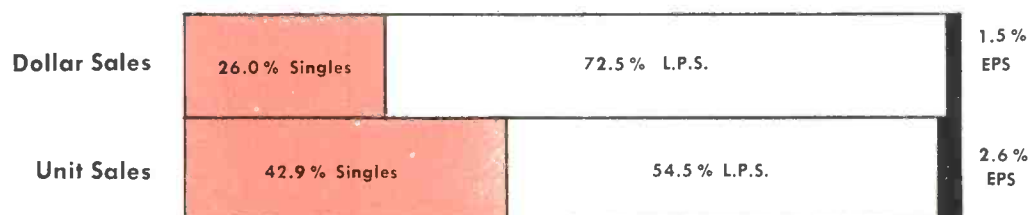
Unit Sales of LP's By Type of Outlet 1962 vs. 1961

Type of Outlet	Units Sold (millions)	% L.P.S. Type of Outlet	1962 vs. 1961 Per Cent Change
Racks	76	40%	UP 26.7%
	60	35%	
Stores	70	37%	UP 2.9%
	68	39%	
Juke Boxes	45	23%	SAME
	45	26%	
Total Industry—1962:191 1961:173			up 10.4% (total industry)

% of Sales in Stores by Speed



% of Sales in Racks by Speed



Record Sales in U. S. Retail Stores

Source: Record Market Research, a division of Billboard

While record dealers in 1962 accounted for only 49% of the total U. S. record industry dollars, as compared with about 84% of dollar sales in 1955, this in itself is a deceptive figure. Actually, dealers today are doing some 60% more dollar business in records than they did seven years ago. Some of the reasons for this growth are the better phonograph equipment available, greater dependence upon home entertainment and possibly the development of new buyers from interest developed by club and rack purchases.

1962 vs. 1961 LP SALES



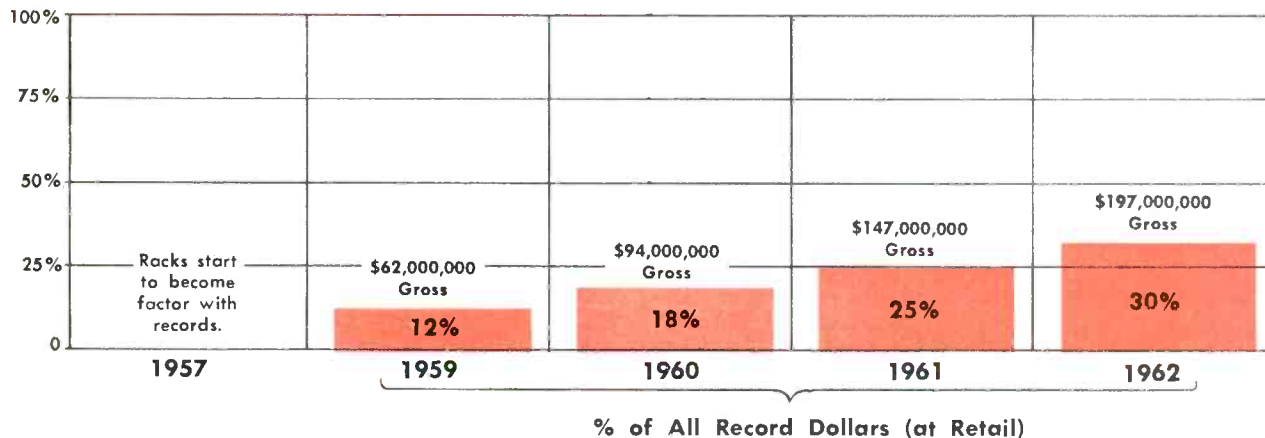
*Popular as used here represents all LP's other than Classical.

Rack Jobber Record Sales

Profile of Average Rack Jobber in 1962

Average number of locations: 316. Average number 1961: 258.
 Average number of states where locations are placed: 5.6 states. 1961: 5.3.
 85% reported MORE dollar volume in 1962 vs. 1961. (15% reported less.)
 37.9% had locations in more states in 1962 vs. 1961.
 3.4% had locations in less states.
 25.8% had locations in about same number of states.
 58.1% added locations in 1962 vs. 1961.
 16.1% had less locations.
 25.8% had about the same number.
 Average rack registered an increase of approximately \$17 per week in 1962 vs. 1961.
 Average number of titles carried in one location: 968 titles (including leased departments).
 Average jobber does 28% of his unit sales in budget price LP's.

Record Sales Via Racks 1959 thru 1962



Rack Sales by Type of Record

Type	% of Gross Dollars at Retail	% of Units Sold at Retail
Singles	26.0%	42.9%
LP's	72.5%	54.5%
EP's	1.5%	2.6%
	100.0%	100.0%

Peak Number of Titles Carried in Any One Location

38.0%	100 or less titles
10.3%	101 to 400 titles
17.2%	401 to 999 titles
13.8%	1,000 to 1,999 titles
13.8%	2,000 to 3,999 titles
6.9%	4,000 or more titles

Rack Sales of LP's By Type of Music

63.2%	Popular
9.2%	Folk
6.8%	Kiddie
3.9%	Jazz
2.6%	Classical
14.3%	All Other
100.0%	

Juke Box Record Purchases

Source: Survey of Juke Box Operators conducted by Record Market Research, a division of Billboard.

Profile of an Average Juke Box Operator

- Average operator has 58 machines on location (estimated total in U. S.—435,000 boxes). 95.3% of operators have one or more stereo boxes on location.
- Average number of stereo boxes per operator: 23.5 boxes on location (estimated total in U. S.—188,000).
- Average number of stereo sides in stereo boxes: 22.3 sides per box. (Note: 36.1% of those operators having stereo boxes on location did not have any stereo sides in these boxes.)
- Average number of juke boxes purchased in 1962: 6.6 boxes per operator.
- 81.2% of all juke boxes purchased in 1962 (new and used) were stereo.
- 63.5% of operators added locations in 1962 (however, 61.2% of operators lost locations in 1962).

Records Purchased in 1962

	% of Total Units Purchased
45.3 million singles (at 45 rpm)	92.4%
.3 million EP's6%
1.5 million 45 rpm stereo singles	3.1%
1.9 million 33 $\frac{1}{3}$ rpm singles	3.9%
49.0 million records purchased in 1962	100.0%

Where Juke Box Operators Purchase Records

- 76.9% of all records purchased were from ONE-STOPS
 - 19.4% of all records purchased were from DISTRIBUTORS
 - 3.5% of all records purchased were from retail record shops
 - .3% of all records purchased were from other sources
-
- 100.0%

Location of Juke Boxes by Type of Location

- 58.4% are located in taverns and bars (including cocktail lounges)
 - 32.6% are located in restaurants and diners
 - 9.0% are located in other types of locations (including soda shops, teen hangouts, etc.)
-
- 100.0%

What Stimulates Operators in Their Purchase of Records?

Pos.	Stimulation or Guide	% of Total Points	% of 1st Place Votes
1.	Trade Paper Charts	25.1%	38.9%
2.	Request From Locations	24.2%	12.5%
3.	One-Stop Recommendation	19.6%	19.4%
4.	Personal Choice	17.7%	18.1%
5.	Local Radio Station Charts	12.2%	9.7%
	Other	1.2%	1.4%
		100.0%	100.0%

Types of Locations By Type of Music

- 66.3% of locations "mostly pop"
 - 19.1% of locations "mostly C&W"
 - 14.6% of locations "mostly R&B"
-
- 100.0%

U. S. Record Releases

1962, 1961 and 1960 By Type of Material

Following is a breakdown of the records reviewed by Billboard Music Week during 1962, and a comparison with reviews in 1961 and 1960, both for singles and LP's. Billboard reviews all records received. In 1962 this included 6,690 singles as compared with 6,036 in 1961 and 5,797 in 1960; in LP's, the total was 3,655 in 1962 as against 2,927 in 1961 and 3,112 in 1960.

Singles Reviewed (By Type of Material)

TYPE	1962		1961		1960	
	No.	% of Total	No.	% of Total	No.	% of Total
Popular	5,311	79.4	4,590	76.2	4,168	71.9
Country & Western	737	11.0	612	10.1	651	11.2
Spiritual	182	2.7	135	2.2	168	2.9
Jazz	126	1.9	128	2.1	127	2.2
Rhythm & Blues	119	1.8	244	4.0	336	5.8
Christmas	54	0.8	65	1.1	81	1.4
Polka	39	0.6	48	0.8	43	0.7
Sacred	31	0.5	106	1.8	44	0.8
Children's	31	0.5	30	0.5	45	0.8
Latin American	24	0.4	31	0.5	89	1.5
International	17	0.3	20	0.3	13	0.2
Novelty	12	0.2	20	0.3	16	0.3
Religious	8	0.1	1	0.02	8	0.1
Folk	7	0.1	3	0.05	7	0.1
Spoken Word	2	0.02	3	0.05	1	0.02

LP's Reviewed (By Type of Material)

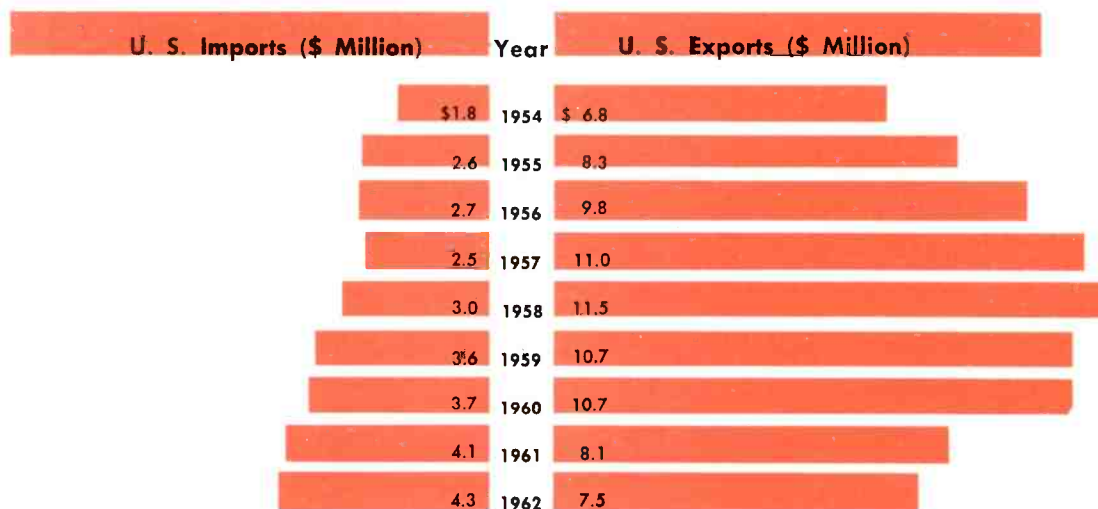
TYPE	1962		1961		1960		TYPE	1962		1961		1960	
	No.	% of Total	No.	% of Total	No.	% of Total		No.	% of Total	No.	% of Total	No.	% of Total
Popular	1,370	37.5	932	31.8	1,141	36.7	Sacred	56	1.5	46	1.6	48	1.5
Classical	469	12.8	469	16.0	482	15.5	Christmas	48	1.3	34	1.2	39	1.3
Jazz	453	12.4	408	13.9	359	11.5	Polka	35	1.0	26	0.9	31	1.0
International	217	5.9	202	6.9	116	3.7	Low Price Classical	33	0.9	39	1.3	60	1.9
Country & Western	154	4.2	82	2.8	67	2.2	Rhythm & Blues	24	0.7	32	1.1	17	0.5
Spoken Word	141	3.9	127	4.3	65	2.1	Semi-Classical	19	0.5	10	0.3	17	0.5
Folk	136	3.7	122	4.2	104	3.3	Sound	17	0.5	57	1.9	46	1.5
Low Price Pop	92	2.5	34	1.2	187	6.0	Band	13	0.4	4	0.07	19	0.4
Children's	88	2.4	46	1.6	69	2.2	Low Price Children's	11	0.3	26	0.9	11	0.4
Latin American	77	2.1	84	2.9	53	1.7	Documentary	5	0.1	11	0.4	0	0.0
Religious	64	1.8	50	1.7	67	2.2	Low Price Jazz	1	0.02	37	1.3	17	0.5
Specialty	60	1.6	13	0.4	52	1.7	Novelty	1	0.02	9	0.3	4	0.1
Spiritual	57	1.6	21	0.7	37	1.2	Miscellaneous	14	0.4	8	0.3	5	0.2

U.S. Imports & Exports of Records

(at Factory Value in Millions of Dollars)

Source: U. S. Dept. of Commerce

Note: The U. S. export statistics on this page relate only to actual records shipped physically from the U. S. to other nations, and not to U. S. material pressed abroad under license from the originating American company. The same applies to the statistics on record imports from abroad.



50 Principal Importers of Records From the U. S.

(at Factory Value)

Source: U. S. Dept. of Commerce

1962 Rank	Country	1962 Imports	1961 Imports	1960 Imports	1959 Imports	1962 Rank	Country	1962 Imports	1961 Imports	1960 Imports	1959 Imports
1.	Canada	\$1,534,000	\$1,736,000	\$1,665,000	\$1,932,000	26.	Eire	\$60,000	\$ 42,000	\$ 29,000	\$20,000
2.	Japan	578,000	250,000	202,000	163,000	27.	Jamaica	58,000	46,000	52,000	77,000
3.	Mexico	384,000	602,000	1,396,000	1,557,000	28.	Trinidad	51,000	51,000	63,000	71,000
4.	Hong Kong	351,000	330,000	350,000	407,000	29.	Nansei Islands (U. S. Pacific Bases)	49,000	105,000	36,000	49,000
5.	Germany	328,000	379,000	893,000	471,000	30.	Brazil	47,000	39,000	64,000	29,000
6.	Venezuela	313,000	444,000	916,000	1,893,000	31.	Norway	45,000	86,000	36,000	12,000
7.	Italy	300,000	371,000	649,000	317,000	32.	Denmark	44,000	98,000	146,000	10,000
8.	Singapore	273,000	380,000	232,000	145,000	33.	N. Antilles	44,000	52,000	69,000	80,000
9.	United Kingdom	245,000	271,000	219,000	118,000	34.	Aden	34,000	24,000	5,000	5,000
10.	Switzerland	185,000	252,000	453,000	220,000	35.	Costa Rica	33,000	27,000	36,000	64,000
11.	Sweden	183,000	239,000	486,000	297,000	36.	Chile	32,000	90,000	82,000	50,000
12.	Holland	168,000	226,000	407,000	523,000	37.	Nicaragua	30,000	26,000	23,000	22,000
13.	Australia	158,000	163,000	206,000	17,000	38.	Kuwait	28,000	23,000	13,000	21,000
14.	Bermuda	152,000	150,000	158,000	140,000	39.	Haiti	24,000	18,000	14,000	9,000
15.	Panama	147,000	158,000	127,000	172,000	40.	French West India	24,000	54,000	3,000	5,000
16.	Belgium	133,000	226,000	227,000	159,000	41.	British Guiana	24,000	3,000	2,000	5,000
17.	Thailand	131,000	102,000	73,000	76,000	42.	Argentina	24,000	52,000	21,000	17,000
18.	El Salvador	130,000	67,000	63,000	98,000	43.	British Honduras	23,000	11,000	18,000	9,000
19.	Peru	125,000	56,000	88,000	73,000	44.	Barbados	23,000	6,000	14,000	23,000
20.	France	104,000	80,000	94,000	25,000	45.	Yugoslavia	22,000	25,000	4,000	5,000
21.	South Africa	77,000	55,000	146,000	149,000	46.	Austria	21,000	12,000	42,000	30,000
22.	Bahamas	75,000	52,000	52,000	61,000	47.	Viet Nam	20,000	21,000	29,000	10,000
23.	Guatemala	72,000	94,000	109,000	119,000	48.	New Zealand	20,000	27,000	26,000	15,000
24.	Dominican Repub.	70,000	22,000	55,000	68,000	49.	Surinam	20,000	15,000	13,000	13,000
25.	Malay Federation	70,000	36,000	47,000	20,000	50.	Bahrein	19,000	16,000	9,000	8,000

ANNUAL U. S. RETAIL SALES OF

Phonographs, Radios, TV Sets & Tape Recorders

ITEM
(Source of Information)

PHONOGRAPHS	1950	1951	1952	1953	1954	1955	1956	1957	1958	1959	1960	1961	Est. 1962
UNITS SOLD (millions) (Electronic Industries Assn.)	—	—	1.3	1.6	2.7	3.0	4.1	4.9	4.1	4.4	4.6	4.0	4.9 Est.
% CHANGE FROM PREVIOUS YEAR (E.I.A.)	—	—	—	+19%	+67%	+12%	+36%	+19%	-16%	+7%	+4%	-13%	+23%
STEREO PHONO SALES (millions) (E.I.A.)	—	—	—	—	—	—	—	—	1.2	2.7	3.3	2.9	3.5
STEREO % OF ALL PHONO SALES (E.I.A.)	—	—	—	—	—	—	—	—	30%	62%	73%	76%	71%

TAPE RECORDERS	1950	1951	1952	1953	1954	1955	1956	1957	1958	1959	1960	1961	1962
UNITS SOLD (thousands) (Elec. Mdsq. Week)	—	—	—	—	100	360	400	500	400	400	425	500	720
% CHANGE FROM PREVIOUS YEAR (Elec. Mdsq. Week)	—	—	—	—	—	+260%	+11%	+25%	-20%	0	+6%	+15%	+20%

RADIOS	1950	1951	1952	1953	1954	1955	1956	1957	1958	1959	1960	1961	1962
UNITS SOLD (millions, including auto radios) (Columbia Bdcstg. System)	14.1	11.8	11.3	12.0	10.5	13.9	13.5	15.2	15.5	15.3	18.2	18.0	19.5 Est.
SETS IN USE (millions, including autos) (CBS)	96	105	110	111	117	124	130	140	147	156	166	176	195
FM UNITS SOLD (millions) (Television Digest)	1.40	.96	.53	.45	.19	.26	.42	.53	.85	1.41	2.05	2.50	Not Avail.

TELEVISION SETS	1950	1951	1952	1953	1954	1955	1956	1957	1958	1959	1960	1961	1962
UNITS SOLD (millions) (CBS)	6.1	5.9	6.1	6.4	7.3	7.4	6.9	6.7	5.2	5.8	6.1	6.3	6.4 Est.
SETS IN USE (millions) (CBS)	10	16	21	27	32	37	42	46	49	53	56	58	61

TOTAL CONSUMER EXPENDITURES	1950	1951	1952	1953	1954	1955	1956	1957	1958	1959	1960	1961	1962
For Radio, TV, Musical Instruments and Records (in billions of dollars) (U. S. Dept. of Commerce)	\$2.5	\$2.3	\$2.4	\$2.6	\$2.7	\$2.8	\$2.9	\$3.0	\$3.1	\$3.5	\$3.6	\$3.8	Not Avail.

Radio Program Directors Survey - 1963

(Source: Record Market Research, a Division of Billboard)

Radio Programming— (Singles Vs. LP's)

	<u>Average Per Week Per Station</u>
SINGLES	49.4%
LP's	50.6%

New Releases Received Free at Stations

	<u>Average Per Week</u>
SINGLES	69.6
LP's	8.5

Free Singles Actually Programmed

	<u>Average Per Station</u>
PLAYED ONCE	14.7%
PLAYED MORE THAN ONCE	23.7%
NEVER PLAYED	61.6%

Free LP's Actually Programmed

	<u>Average Per Station</u>
PLAYED ONCE	12.3%
PLAYED MORE THAN ONCE	66.0%
NEVER PLAYED	21.7%

Records Purchased By Stations

	<u>Average Per Station</u>
SINGLES	12.8
LP's	4.8
	<u>Average Spent Per Year Per Station</u>
SINGLES	\$242.63
LP's	\$399.29

New Singles Programmed of All Releases

	<u>Average Per Week</u>
ALL STATIONS	14.1
50,000-WATT STATIONS	10.0
5-10,000-WATT STATIONS	11.8
1,000-WATT STATIONS	15.1
LESS THAN 1,000 WATTS	16.9

Types of Music Programmed—1963 Vs. 1962

	<u>Average Hours Per Week</u>	<u>Average Hours Per Week</u>
	1963	1962
GENERAL POPULAR	50.9	47.7
TEEN BEAT (TOP 40)	24.8	20.8
COUNTRY & WESTERN	7.6	5.4
SHOW MUSIC	4.2	3.6
RHYTHM & BLUES	3.3	2.9
CLASSICAL	3.1	2.4
RELIGIOUS	3.0	2.8
JAZZ	1.6	1.3
OTHER9	.9

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Ev 5220/1220

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Apollo 500

OLAY! O. K.!!—RUTH OLAY Ev 5218/1218

—NEW CLASSICAL RELEASES—

FRANCAIX AND TAFFANEL QUINTET FOR WINDS—
N. Y. Woodwind Quintet Ev 6080/3080
RIEGGER AND POULENC—WOODWIND CONCERTOS—
N. Y. Woodwind Quintet Ev 6081/3081
SCHUBERT OCTET FOR STRINGS AND WINDS—Fine Arts
and N. Y. Woodwind Quartets Ev 6082/3082
WOODWIND ENCORES—N. Y. Woodwind Quintet Ev 6092/3092
ERNST VON DOHNANYI PLAYS BEETHOVEN PIANO
SONATAS, Nos. 30 & 31 Ev 6109/3109
BEETHOVEN SYMPHONY NO. 9, Josef Krips,
London Symphony Ev 6110/3110
TCHAIKOVSKY NUTCRACKER SUITE, John Hollingsworth,
London Symphony Ev 6111/3111

YALTAH MENUHIN AND JOEL RYCE—Piano Music
for Four Hands Ev 6112/3112
BEETHOVEN SYMPHONIES, Nos. 2 & 4, Josef Krips,
London Symphony Ev 6113/3113
MOZART EINE KLEINE NACHTMUSIC AND SALZBURGER
SINFONIE AND HAYDN LIRENKONZERT AND DIVERTI-
MENTO IN F—Viennese Chamber Concert Ensemble Ev 6114/3114
TCHAIKOVSKY SYMPHONY NO. 6, Dean Dixon conducting. Ev 6115/3115
DELIBES SYLVIA AND COPPELIA BELLET SUITES,
Fistoulari and Sebastian conducting Ev 6116/3116
VOCAL ARTS ENSEMBLE—Renaissance Madrigal Music Ev 6117/3117
DESSOFFS CHOIR—Sacred Music of Palestrina Ev 6118/3118

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BOB CONRAD
BING CROSBY
JACKIE DAVIS
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GUS FARNEY
THE FOUR SAINTS
LYNN GOLD
THE GOSPEL ECHOES
THE MARKETTS
RAOUL MEYNARD
BOB NEWHART
THE OAKRIDGE BOYS
EMILIO PERICOLI
PETER, PAUL AND MARY
THE PHOENIX SINGERS
FREDDY POWERS
DOROTHY PROVINE
BONNIE PRUDDEN
THE ROUTERS
SAVERIO SARIDIS
ALLAN SHERMAN
JOANIE SOMMERS
STAN AND DAN
CONNIE STEVENS
THE SURFERS
"GAY PURR-EE"
"GYPSY"
"THE MUSIC MAN"
"ROME ADVENTURE"

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the first name in sound



LEADING ACTIVE *Record* Manufacturers OF THE UNITED STATES

Listed alphabetically below are U. S. record manufacturers actively releasing records at the time of publication. Included are all those who submitted one or more records for review by Billboard since January 1, 1963, or whose product is listed in the Phonolog and Schwann catalogues.

A. A. Records, 630 Fifth Ave., New York 20, N. Y.
Tel.: (212) CI 5-6400. Mgr.: Larry Aronoff.

ABC-Paramount, 1501 Broadway, New York 36, N. Y.
Tel.: (212) LO 3-4220. Cable: Abrarec. Pres.: Sam Clark; A&R: Sid Feller; Sales: Larry Newton; Int'l: Harry Levine. Labels: ABC-Paramount, Impulse, Westminster.

International representatives: Argentina (Famous S.R.L.), Australia (Festival), Belgium (Anvers Radio S.A.), Bolivia (Philips Sudamericana S.A.), Brazil (Companhia Brasileira de Discos), Chile (Philips Chilena), Colombia (Industrias Fonoton), Denmark (I. S. Dansk Grammofonpladeforlag), England (E.M.I.), France (Ste. D'Applications Industrielles Plastiques), Germany (Deutsche Philips GmbH), Greece (Lambrououlos), Holland (Artone Gramophone), Hong Kong (Colonial Trading), Israel (Hed-Arzi), Italy (La Voce del Padrone), Jamaica (Paradise), Japan (King), Lebanon (Philips Liban S.A.), Mexico (Gamma S.A.), Peru (Philips Peruana S.A.), Philippines (Dyna), Singapore (Colonial Trading), South Africa (Gallo-African), Spain (Hispavox), Sweden (Karuseil Grammofon A B), Uruguay (Philips del Uruguay S.A.), Venezuela (Siemens Venezolana S.A.), Yugoslavia (Radio Televizija Beograd).

ABS Records, P. O. Box 3, Elizaville, N. Y. Tel.: (113) Pine Plains, N. Y. EX 8-7275. Pres.: Jim Small.

A.F.O., 1620 Orleans Ave., New Orleans 16, La. Tel.: (318) 525-6210, 524-3774. Pres.: Harold R. Battiste Jr.

A & M Record Co., 8255 Sunset Blvd., Suite 201, Hollywood 46, Calif. Tel.: (213) 656-5330. Pres.: Jerry Moss.

Abner, 1449 S. Michigan Ave., Chicago 5, Ill.

Accent, 6533 Hollywood Blvd., Hollywood 28, Calif. Tel.: (213) 469-1621. Pres.: Scott Seely.

Ace, 203 W. Capitol St., Jackson, Miss. Tel.: (601) FL 2-3318. Pres.: Johnny Vincent.

Ad Lib (see Lenox).

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Singles—EP's—LP's

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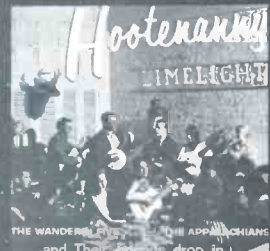
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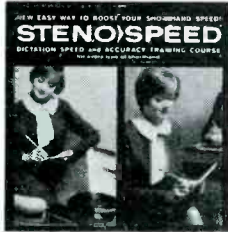
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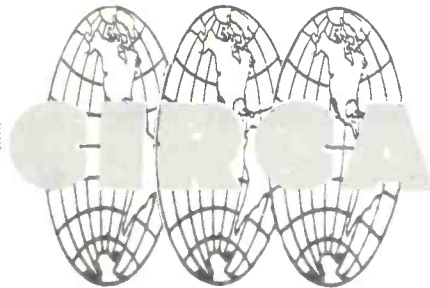
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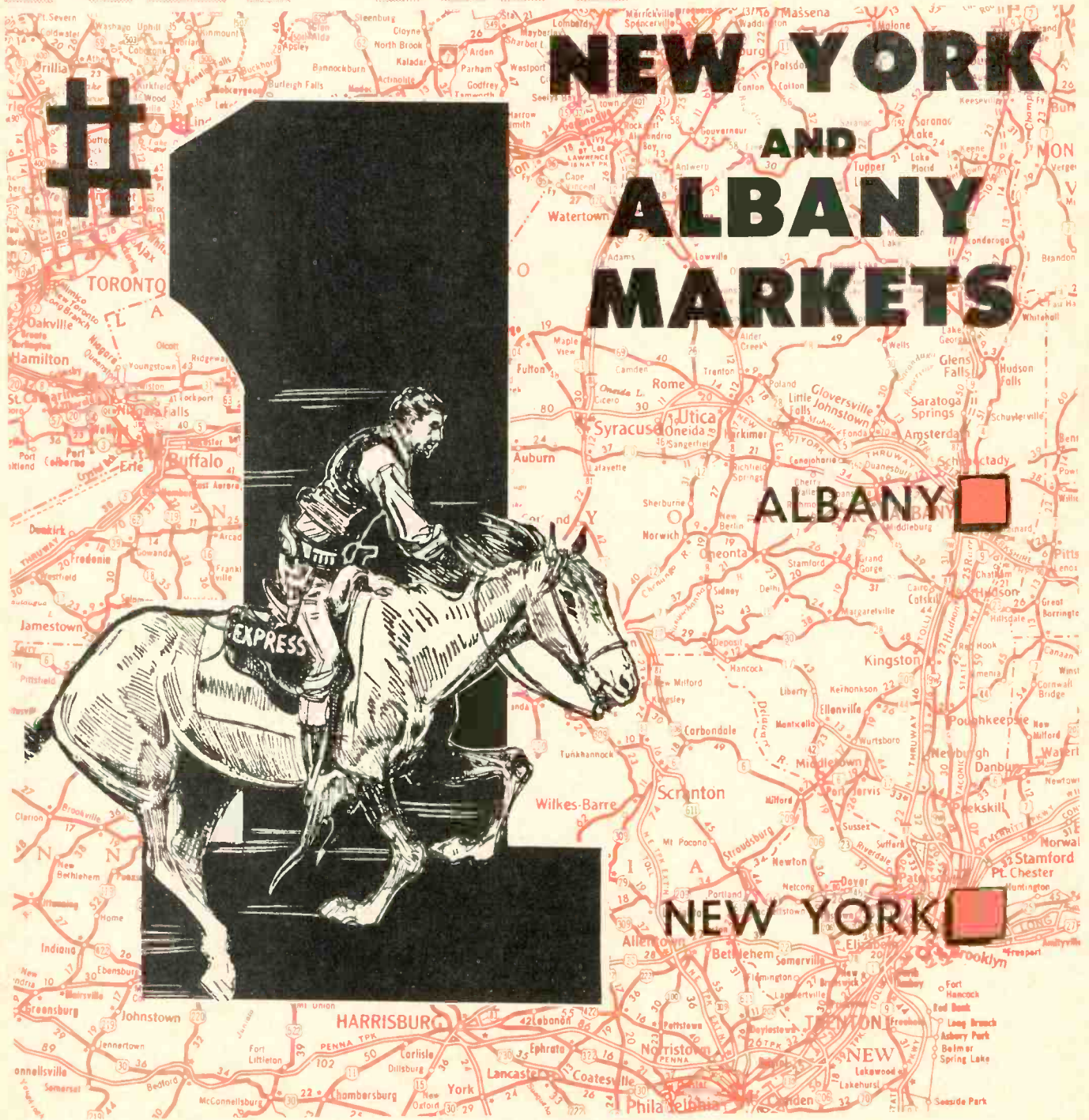
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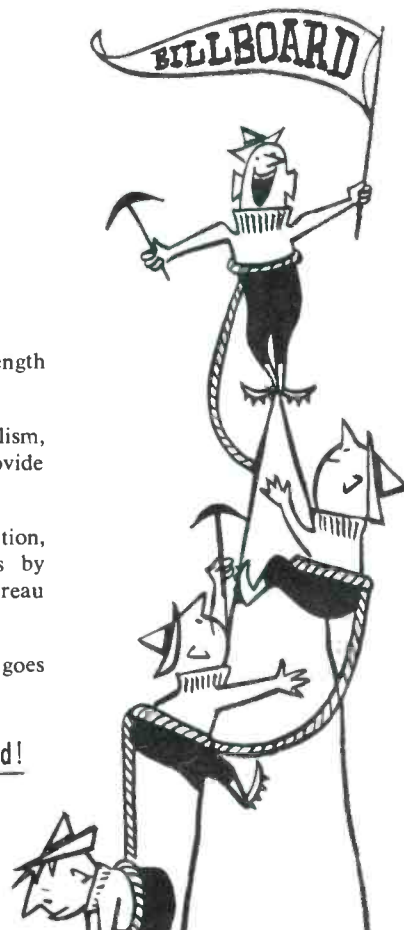
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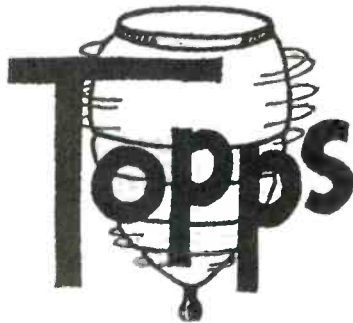


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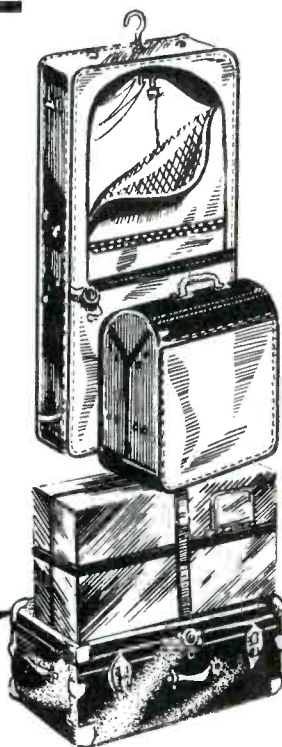
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• **LOUISVILLE (Area Code 606)**

Foster, 409 W. Main St., Tel.: 584-6207. Mgr.: Jack Quackenbush.

Labels: Angel, Capitol.

Kings Record Supply, 240 W. Jefferson.

Sutcliffe, 115 S. 7 St., Tel.: 583-5287. Pres.: J. L. Willenbrink Jr.

Labels: Columbia, Epic, Okeh.

LOUISIANA

• **NEW ORLEANS (Area Code 504)**

A-1, 628 Baronne St., Tel.: 524-7146. Mgr.: Joe Banashak.

Labels: Argo, Atco, Atlantic, Beltone, Cameo-Parkway, Checker, Chess, Fine, Fury, Imperial, Instant, Minit. (SEE ADVERTISEMENT)

All South, 630 Baronne, Tel.: JA 5-6124. Pres.: Henry Hildebrand Jr.

Labels: AFO, A&M, After Hours, Audio Fidelity, Blue Note, Canadian American, Caprice, Carlton, Challenge, Colpix, Command, Congress, Dimension, Duke, Era, Esperanto, Fax, Fontana, Garpax, Grand Award, Hi, Hickory, Instant Learning, Jubilee, Jamie, Kapp, La Louisianne, Lenox, London Group, Mercury, Monument, Motown, Norman, Okeh, Peacock, Phyllis, Phillips Int., Reprise, Ric, Scepter, Smash, Starday, Stereodities, Tamla, Todd, Vanguard, Wallis, Wand, Warner Bros.

Capitol, 1023 Baronne St., Tel.: 524-6531. Mgr.: Chas. Gilbert.

Labels: Angel, Capitol.

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Central, 642 Baronne, Tel.: 542-3211. Pres.: Anthony Conino.

Decca, 517 Canal St., Tel.: JA 2-1786. Mgr.: R. N. McCormick.

Labels: Brunswick, Contemporary, Coral, Decca, Elektra, Goodtime Jazz, London, Vocalion.

DELTA, 718 Howard Ave., Tel.: 525-7104. Pres.: Hugh Devlin.

Labels: Age, Amazon, Argo, Cadence, Cameo, Chamo, Checker, Chess, Cimarron, Glass, Comet, Cortland, Crown, Darcey, Del-Fi, Donna, Drew-Blan, Elmor, Ember, End, Ermine, Everest, Excelsior, Fantasy, Flip, Fabor, Fono Graf, Formal, Fraternity, Galaxy, Gee, Golden World, Gone, Gordy, Harmon, Harvey, Herald, Hull, Imperial, KC, Kansoma, Kent, Khoury, Laurie, Lawn, Le-

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Dot, 605 Baronne, Bel.: 522-3661. Branch Mgr.: Roddy Bankston.
Labels: Dot, Hamilton.

Interstate Electric, 3733 Conti, Tel.: 482-5771. Pres.: Frank Goodwin.
Labels: Columbia, Epic.

King, 814 Carondelet St., Tel.: JA 5-4602. Pres.: Sidney Nathan.
Labels: Beltone, Bethlehem, Deluxe, Federal, Huron, Kem, King.

Pelican, 616 Girod St., Tel.: 525-2155. Mgr.: Rocky Rolf.
Labels: Apollo, Arhoole, Artia, Arvee, Bach Guild, Borderline, Cadence, Caedman, Candid, Carib, Commodore, Del-Fi, Dictation Disc, Delmar, Dolton, Dyer-Bennett, End, Era, Everest, Fax, Felsted, Folk Lyric, Gene Norman, Golden Crest, Gone, Gee, Herald, Hi, Hickory, Hi Fi, Jazzland, Jazz West Coast, Jubilee, Laurie, Le-grand, Liberty, Life, Little Golden, Monument, Muse, Nina, Offbeat, Pacific Jazz, Parliament, Phillips, Playboy, Press, Richmond, Riverside, Roost, Roulette, Seeco, Stereoddities, Supraphon, Telefunken, Tropical, 20th Fox, Urania, Vanguard.

RECORD SALES, 744 St. Charles Ave., Tel.: 522-9956. Owner: John Vincent.
Labels: ABC-Paramount, Ace, Chancellor, Choreo, Cub, MGM, Offbeat, Parker, Riverside, Strand, Time, Ultra Audio, United Artists, Vee Jay, Verve, Washington. (SEE ADVERTISEMENT)

Walther Bros., 1722 Poydras, Tel.: JA 2-7731. Mgr.: Milton Munch.
Labels: Disneyland, Liberty, RCA Victor.

• SHREVEPORT (Area Code 318)

Stan's Record Shop, 78 Texas, Tel.: 422-7182. Pres.: Stan Lewis.
Labels: ABC, Ace, Age, Amy, Argo, Atco, Atlantic, Battle, Big Top, Cadence, Canadian-American, Checker, Chess, Cimarron, Coed, Crown, Del-Fi, Diamond, Donna, Duke, Dunes, Enjoy, Era, Everest, Gordy, Hickory, Imperial, Jamie,

Joy, Laurie, MGM, Minaret, Motown, Musicor, Old Town, Original Sound, Peacock, Princess, Riverside, Roulette, Sar, Starday, Stax, Swan, Tamla, United Artists, Vee Jay.

• VILLE PLATTE (Area Code 318)

Floyd's Record Shop, P. O. Box 506, Tel.: 363-1336. Owner: Floyd Soileau.
Labels: Almo, Chamo, Dante, Dooto, Goldband, Index, Jin, L. K., La Louisianne, Princess, Shane, Swallow, Teardrop, Viking.

MAINE

• PORTLAND (Area Code 207)

Boyd Corp., 84 W. Cove St., Tel.: SP 4-0326. Mgr.: J. C. Boyd.
Labels: Columbia, Epic.

Commercial, 50 Diamond St., Tel.: 775-5644. Sales Mgr.: John Jannace.
Labels: RCA Victor, RCA Camden.

• BALTIMORE (Area Code 301)

Capitol, 6910 Hartford Rd., Tel.: HI 4-6030. Mgr.: M. Takki.
Labels: Angel, Capitol.

Columbia, Aiken at Curtain Aves., Tel.: HO 7-9320. Mgr.: George Deacon.

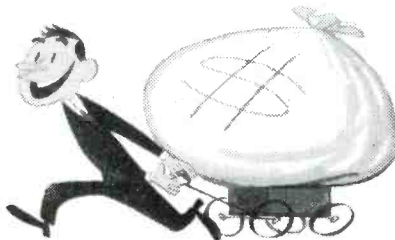
D & H, 2025 Worcester St., Tel.: SA 7-5100. Mgr.: Lester Pyle.
Labels: RCA Camden, RCA Victor, Riverside, Wonderland.

Decca, 2921 Alexander Ave., Tel.: FO 7-0710. Mgr.: Ed Keelan.
Labels: Brunswick, Coral, Decca, Elektra, Listen & Learn, Vocalion.

FREE STATE, 1 W. 23 St., Tel.: 235-0252. Gen. Mgr.: Everett Smith.
Labels: Angie, Avanti, Battle, Beltone, Domain, Everlast, Fargo, Fernwood, Fraternity, Glad-Hamp, Guyden, Harmon, Keelson, Leopard, Music-

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- GENERAL, 2329 Pennsylvania Ave., Tel.: 669-6411.
Pres.: Henry Nathanson.
Labels: Bel Canto, Canadian-American, Del-Fi, Diamond, Dot, End, Era, Excello, G.N.P., Gospel, Nashboro, New Town, Old Town, Original Sound, Pacific Jazz, Roost, Roulette, Sar, Savoy, Scepter, Tangerine, 20th Fox, World Pacific. (SEE ADVERTISEMENT)
- Kaye, 201 E. Mt. Royal Ave., Tel.: VE 7-6434. Mgr.: Lou Krefetz.
Labels: Admiral, Alector, Alegre, Arrawak, Bridge, Chelsea, Chesapeake, Choice, Dublin, Glad, Harmon, Helios, Hob, Kip, Ledo, Mars, New Phoenix, Nina, Octavia, Olympia, Pik, Raynar, Request, Rome, Simpson, Stenton, Target, Taurus.
- King, 208 McMechen St., Tel.: LA 3-8562. Mgr.: Everett Smith.
Labels: Audio-Lab, Beltone, Bethlehem, Deluxe, Fairlane, Federal, 4-Star, Kem, King.
- MANGOLD, 636 W. Baltimore St., Tel.: PL 2-6021.
Pres.: Manny Goldberg.
Labels: Amy, Apollo, Cadence, Disneyland, Dimension, Everest, Hi-Fi, Hickory, Imperial, Life, Minit, Sky-Lite, Specialty. (SEE ADVERTISEMENT)
- Marnel of Maryland, 61 Mt. Royal Ave., Tel.: PL 2-4668. Gen. Mgr.: Stan Hoffman.
Labels: Cameo, Caprice, Carlton, Congress, Cub, Elmor, Epic, Joy, Laurie, Lawn, Legrand, Okeh, Parkway, Rust, Select, Swan, Track.
- Redisco, 1221 W. North Ave.
Jos. M. Zamoiski, 1101 De Soto Rd., Tel.: MI 4-2900. Mgr.: Herb Silverman.
Labels: ABC-Paramount, Cabot, Chancellor, Colpix, Command, Dooto, Grand Award, Impulse, London, Mercury, MGM, Phillips, Richmond, Smash, Westminster.

MASSACHUSETTS

• BOSTON (Area Code 617)

- Bay State, 1030 Tremont St., Tel.: GA 7-5060.
Pres.: Bob Levinson.
Labels: A&M, Carillon, Chess, Cimarron, Class, Colonial, Crestview, Dana, Dore, Elektra, End, Era, Europa, Fabor, Fantasy, Flip, Gold Star, Guyden, Helios, Josie, Joy, KC, Lawn, Marsh, MMO, Monogram, Nina, Offbeat, Philles, Regent, Savoy, Scepter, Specialty, Spoken Arts, Standard, 20th-Fox, Universe, Washington, Wonderland, Zen.
- Capitol, 71 Fourth Ave., Needham-Hts.
Labels: Angel, Capitol.
- Columbia, 36 Cummington St., Tel.: KE 6-6120.
Mgr.: Joseph Broderick.
Labels: Columbia, Epic, Harmony.
- DALE ENTERPRISES, 1031 Commonwealth Ave., Tel.: 782-4620. Pres.: Herbert Dale.
Labels: Admiral, Amazon, Amy, Arteen, Astra, Avoca, Baronet, Bonnie, Brent, Cabot, Calliope, Candix, Challenge, Chelsea, Cortland, Crest, Del Fi, Dictation Disc, Dimension, Distinguished, Donna, Dublin, Dual, Dynamite, Empire, Ermine, Everest, Gambit, Gold Arrow, Hi Fi, Imperial, Indigo, Infinity, Jay Jay, Keen, Lyric, Mala, Mack IV, Maverick, Melody, Mercury, Milestone, Minit, Motion, Motown, Nina, Nova, Octavia, Phonic, Pip, Ponceillo, Real, Regis, Republic, Ric, Rosemont, Scepter, Segway, Shad, Summit, Swinging', Tamla, Terri Ann, Time, V-Tone, Valiant, Warner Bros. (SEE ADVERTISEMENT)
- Decca, 138 Ipswich St., Tel.: CO 6-5110. Mgr.: Allan Ross.
Labels: Brunswick, Coral, Contemporary, Decca, Good Time Jazz, Vocalion.
- Disc, 1136 Columbus Ave., Tel.: 445-3550. Pres.: Jack Sager.
Labels: AFO, Alto, Atlas, Backbeat, Battle, Bluestown, Comet, Cookin, Crackerjack, Crown, Demand, Derby, Dictation Disc, Dooto, Duke, Ember, Excello, Everlast, Fire, Fury, Golden Oldies, Gordy, Harvey, Herald, Hollywood, Hull, Johnson, Kent, Ledo, Lenox, Lupine, Mascot, Minaret, Motown, Nasco, Nashboro, Nocturne, Peacock, Rainbow, Red Top, Request, Romac, Robin Hood, Sar, Serock, Starday, Sue, Symbol,

Tri Disc, Tri Phi, V-Tone, Viscount, Wand, Wheeling, Winley, Workshop Jazz, Zells. DUMONT, 1040 Tremont St., Tel.: 442-0800. Pres.: Donald Dumont.

Labels: Argo, Atco, Big Top, Blue Note, Caedmon, Cambridge, Canadian-American, Cantate, Checker, Coed, Congress, Copley, Diamond, Electrola, Epic, Fiesta, Jamie, Jubilee, Pacific Jazz, Prestige, Riverside, Roulette, Smash, Swan. (SEE ADVERTISEMENT)

King, 1144 Columbus Ave., Tel.: HI 2-1103. Mgr.: George Aymie & Elliot Rosenberg.

Labels: Bethlehem, Candee, Federal, 4-Star, King, Queen, Ro-Zan, Try Me.

MUSIC SUPPLIERS, 75 N. Beacon St., Tel.: 254-1780. Pres.: Harry Carter.

Labels: ABC-Paramount, Cameo-Parkay, Deutsche Grammophon, Kapp, Laurie, MGM, Reprise, Vanguard, Verve. (SEE ADVERTISEMENT)

Mutual, 1241 Columbus Ave., Tel.: 442-5700. Sales Mgr.: Frank Holland.

Labels: Ace, Aristophane, Atlantic, Cadence, Candid, Carlton, Cook, Cub, Disneyland, Dolton, Glendi, G.N.P. Crescendo, Harmon, Hi, Hickory, Liberty, London, Monument, Musicor, Original Sound, Philips, Rendezvous, Rheims, Richmond, Stax, Telefunken, Titan, Twirl, United Artists, Vee Jay, Vista.

Penney, 16 Brighton Ave., Allston, Tel.: ST 2-2615. Pres.: John Penney.

Label: Stereodiddies.

Royal, 17-19 Chadwick St., Tel.: 445-1411. Pres.: Aaron Gross.

Labels: Baronet, Coronet, Directional Sound, Premier, Spin-o-rama, Twinkle.

• **CAMBRIDGE (Area Code 617)**

Eastern, 620 Memorial Dr., Tel.: TR 6-4720. Sales Mgr.: A. J. Shuffer

Labels: RCA Camden, RCA Victor.

• **SHREWBURY (Area Code 617)**

Dumont Record Dist. Corp., 19 Wilder Rd.

• **WOBURN (Area Code 617)**

Record, 30 Nashua St., Tel.: WE 3-6290. Mgr.: Cecil Steen.

Labels: Ace, Allemande, Argo, Audio Fidelity, Bobbin, Chancellor, Checker, Chess, Coastline, Colpix, Command, Dana, Dub, Duo, Elektra, Fraternity, Glory, Golden, Grand Award, Josie, Living Language, Pike, Somerset, Sonador, Stereodiddies, Tiffany, Todd, Tuff, Young People's Records.

MICHIGAN

• **DETROIT (Area Code 313)**

ARC, 13415 Lyndon, Tel.: BR 2-4872. Mgr.: Henry Droz.

Labels: ABC-Paramount, Audio Fidelity, Cameo Parkway, Chancellor, Coed, Command, Congress, Diamond, Elektra, End, Gone, Gordy, Grand Award, Guyden, Imperial, Impulse, Jay Jay, Jamie, Joy, Kapp, Laurie, Lawn, Legrand, Living Language, London Group, Motown, Phyllis, Popular, Reprise, Roulette, Select, Swan, Tamla, United Artists. (SEE ADVERTISEMENT)

Border City, 672 E. Woodbridge Ave., Tel.: WO 1-0754. Mgr.: Harvey Kahn.

Labels: Ava, Charter, MGM, Parker, Ramrod, Regina.

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Capitol, 18921 Wyoming Ave., Tel.: UN 4-5001. Mgr.: Tom Takayoshi.
Labels: Angel, Capitol.

Columbia, 7642 W. Chicago Blvd., Tel.: WE 3-0010. Mgr.: Larry Owens.
Labels: Columbia, Epic, Okeh.

COSNAT, 3727 Woodward Ave., Tel.: TE 3-4700. Pres.: Jerry Blaine.
Labels: Arvee, Atco, Canadian-American, Caprice, Chex, Coronet, Crown, Dana, Dore, Era, Gregmark, Gross, Hi Fi, Josie, Jubilee, Lenox, Life, Malibu, Monogram, Norman, Sabina, Sar, Seeco, Spiral, Sutton, Twinkle, Volt, Wilshire. (SEE ADVERTISEMENT)

Decca, 12730 Puritan, Tel.: 341-6040. Mgr.: Mario De Filippo.
Labels: Brunswick, Coral, Decca, Listen & Learn.

JAY KAY, 13401 Lyndon, Tel.: 273-7001. Owner: John S. Kaplan.
Labels: Astra, Atlantic, Besche, Cross-Country, Dot, Famous, Fernwood, Headline, Johnson, KC, Karen, Kay-Ko, Kent, Ludix, Mercury, Smash, Soma, Somerset, Stereo Fidelity, Stereoddities, Time, Trade, Vanguard, Vee-Jay, Verve, Vivid, Westminster. (SEE ADVERTISEMENT)

King, 3957 Woodward, Tel.: TE 2-2560. Mgr.: Jim Wilson.
Labels: Audio Lab, Bethlehem, Cricket, Deluxe, Europa, Federal, Fiesta, Instant Language, King, Liberty, Ro-Zan, Try Me.

MERLE, 3945 Woodward Ave., Tel.: 1-7700. Pres.: Merle Schneider.
Labels: Amy, Bell, Blue Note, Big Top, Carlton, Celebrity, Coronet, Cosmo, Design, Dimension,

Diplomat, Duke, Everlast, Golden, Grand Prix, Guest Star, Harvey, Mala, Palace, Peacock, Pogo, Tangerine, Teaching Systems, Todd, Tops, Tri Phi, Twirl. (SEE ADVERTISEMENT)

MERIT MUSIC, 15773 Wyoming Ave., Tel.: UN 3-9119. Sales Mgr.: John Schlee.
Labels: Archive, Barbary Coast, Cadence, Candid, Cimarron-Sims, Clock, Colonial-Standard, Decora-Amphora, Deutsche Grammophon, DeWitt, Fabor, Fraternity, Gaylord, Heartbeat, Hickory, Monument, Sound Stage 7, White Top, Zondervan. (SEE ADVERTISEMENT)

MUSIC MERCHANTS, 3731 Woodward Ave.; Tel.: TE 2-0870. Pres.: Marvin Jacobs.
Labels: Argo, Battle, Caedmon, Checker, Chess, Colpix, Conversa-Phone, Del-Fi, Everest, Fantasy, Folkways, Jazzland, Moodsville, New Jazz, Old Town, Prestige, Red Anchor, Riverside, Swingsville, Washington. (SEE ADVERTISEMENT)

RCA Victor, 7400 Intervale. Tel.: TE 4-3500. V.-P.: N. A. Corbett.
Labels: RCA Camden, RCA Groove, RCA Victor. Radio, 15600 Woodrow Wilson. Tel.: TO 9-7900. Mgr.: George MacDuff.
Labels: London, Richmond-Telefunken.

RECORD MERCHANTS, 3757 Woodward Ave., Tel.: 831-6570. Pres.: Edward Peterson Jr.
Labels: Abbott, A.F.O., At Last, Beltone, Boss Card, Cenco, Class, Derby, Elmor, Ember, Enjoy, Excello, Exit, Glad-Hamp, Gospel, Harmon, Hallelujah, Herald, Hob, Jell, Ko, Lescay, Like, Lively Arts, Ludix, Mag-Oil, Mah, Markie, Marsh, Melody, Metro-International, Nashboro, Northern, Paso-Lute, Prestige-Bluesville, Prestige-International, Pride, Raldo, Rayco, Reel, Rip-Cor, Rowax, Scepter, Selma, Serock, Strand, Tiki, Tower, Tru-sound, Vim, Wand, X-Tone, Zen. (SEE ADVERTISEMENT)

S & L, 7717 Lyndon Ave. Tel.: UN 1-9776. Mgr.: J. Shepherd.
Labels: Charlie Parker, Choreo, Cub, Glad, M-G-M, Request, Vox.

• **KALAMAZOO (Area Code 616)**
Laval, 821 Porter St. Tel.: FI 2-1936. Pres.: Vic La Val.
Labels: Anika, Bay-Tone, Continental, Danae, Gedinson's, Hush, LaVal, Luck, Orchestra, Pamar, Process, West Coast.

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MINNESOTA

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Labels: Angel, Capitol.

Coda, 47 Glenwood Ave. Tel.: FE 5-7801. Mgr.: Robert H. Dahle.
Labels: Calliope, Challenge, Colonial, Dore, Era, Folkways, Jay Jay, Mercury, Monogram, Phillips, Republic, Smash, Standard, Valiant, Warner Bros.

Columbia Midwest, 119 N. 9 St. Tel.: FE-3-8281. Pres.: Amos Heilicher.
Label: Columbia.

D G, 1411 11 Ave. Tel.: FE 2-5521. Mgr.: Dick Gruenberg.
Labels: Ace, Artia, Audio Lab, Bethlehem, Blue Note, Bluesville, Cadet, Concert Disc, Deluxe, Del Rio, Domino, Dooto, Fairlane, Fantasy, Fax, Federal, Festival, Fiesta, Fire, 4-Star, Fury, Golden Crest, Harmony, Headline, Huron, Instant, K & H, Kem, King, Lively Arts, M-K, Manco, Monitor, Motown, New Jazz, Parliament, Peacock, Polkaland, Prestige, Queen, Salvation Army, Santo, Savoy, Sharp, Stinson, Sunset, Supraphon, Swingsville, Tag, Tamlia, Tradition, Tru-Sound, Van, Vasser, Willow, World Pacific.

Decca, 17 E. Hennepin. Mgr.: Ozzie Lowe.

F. C. Hayer, 250 Third Ave. Tel.: FE 9-0201. Mgr.: E. C. Elofson.
Labels: RCA Camden, RCA Victor.

Heilicher Bros., 119 N. 9 St. Tel.: FE 3-8281. Pres.: Amos Heilicher.
Labels: Abbot, Abner, Ace, After Hours, A.F.O., Amy, Argo, Art Sound, Atco, Atlantic, Bamboo, Blast, Brent, Calor, Canadian-American, Candix, Caprice, Carib, Carlton, Checker, Check-mate, Chess, Chex, Coed, Cole, Colpix, Command, Companion, Congress, Crackerjack, Cricket, Dana, Deauville, Design, Diamond, Dimension, Dolton, Duel, Duo, Duke, Enjoy, Epic, Everlast, Fabor, Family Hour, Fantasy, Fire, Fling, Fono Graf, Footlight, Ford, Fury, Gallant, Goldie, Grand Award, Harmon, Heartbeat, Imperial, Infinity, Instant Learning, Israel, Josie, Joy, Jubilee, Laugh Time, Laurie, Lemonde, Liberty, Little

RECORD DISTRIBUTORS

(Minnesota cont.)

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Jather, 730 Lyndale Ave. N. Tel.: FR 4-3420. Pres.: Jack Taylor.
Labels: A & M, Big Top, Cimarron, CRG, Del Fi, Donna, Dunes, Ember, End, Ermine, Fortune, Golden Wing, Gone, Gordy, Guyden, Helald, Hickory, Jamie, Legrand, Living Language, Motown, Musicor, Phillips International, Philles, Pleasant Peasant, Reprise, Shasta, Sims, Specialty, Starday, Sun, Tamla, Tom Lehrer, Tradition, United Artists, Universe, Verve, Vox, YPR.

Harold N. Lieberman, 257 Plymouth Ave. N. Tel.: 332-3336. Gen. Mgr.: Hy Sandler.
Labels: ABC, Audio Fidelity, Cadence, Cameo Parkway, Chancellor, Dot, Fraternity, London Group, M-G-M, Monument, Vanguard.

Sandel, 49 Glenwood Ave. Tel.: FE 3-5531. Pres.: Herbert N. Sandel.
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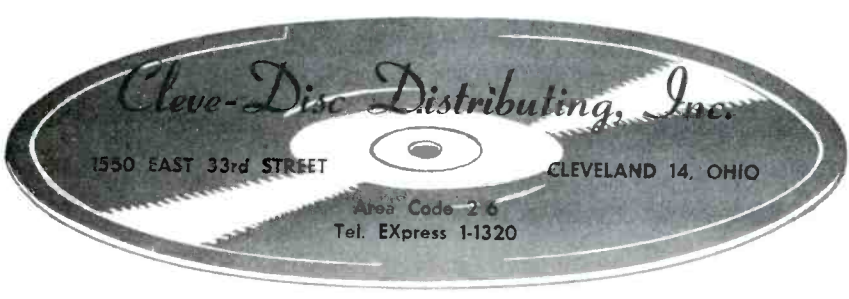
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Labels: Amazon, Art, Arvee, Bella, Chelsea, Crest, Encore, Gambit, Gardena, Hickory, Hi Fi, Indigo, Invicta, Legrand, Lute, Mohawk, Pen, Phillips, Phoenix, Poplar, R.S.V.P., Russ, Rust, Swirl, Talent, Tifco, Tribute, Versatile, Virginia. Jamie/Guyden, 1330 W. Girard Ave. Tel.: CE 2-8383. Pres.: Harold Lipsius.

Labels: Guyden, Jamie.
King, 1242 N. Broad. Tel.: CE 6-B408. Mgr.: Joe Bertote.

Labels: Bethlehem, Deluxe, Fairlane, Federal, Huron, Kem, King.
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Labels: Argo, Audio Fidelity, Cadence, Checker, Chess, Del-Fi, Dimension, End, Gordy, Jay Jay, Kapp, Musicor, Motown, Old Town, Reprise, Roulette, Scepter, Sue, Tamla, United Artists, Vee Jay, Wand.

Hamburg, 213 Galveston Ave. Tel.: 322-2400. Mgr.: Morton Locker.

Labels: Arlen, Celebrity, Cimarron, Coed, Coliseum, Colpix, Cornet, Disneyland, Dolton, Do Ra Me, Double L, Duke, Dynamic, Enjoy, Everlast, Four J, Fire, Fortune, Fraternity, Frisco, Fury, Harmon, Hickory, Liberty, May, Peacock, Twinkle, Verve, Vista.

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Labels: Audio Lab, Beltone, Bethlehem, Deluxe, Fairlane, Federal, 4-Star, Kem, King.

Klein's Logan Variety, 1811 Center Ave. Tel.: CO 1-8680. Pres.: Isadore Klein.

Labels: Battle, Excello, Nashboro, Riverside.

Bill Lawrence, 1409 Fifth Ave. Tel.: 471-1006. Mgr.: Glen Miller.

Labels: A & M, ABC-Paramount, After Hours, AGA, Alector, Apon, Aristophone, Atlantic, B & F, Bartone, Big Top, Briar, Caedmon, C.G., Chancellor, Childcraft, Classic Editions, Classic Jazz, Colonial, Circa, Duna, Dunes, Dictation Disc, Eldo (Bull), Fleetwood, Glad Hamp, Headline, Impulse, Joy, La Verse, Little Golden, Monitor, Mercury, Music Minus One, Nina, Philips, Rendezvous, Sar, Seahorse, Shasta, Standard, Starday, Select, Stax, Summit, Surprise, Simon Says, Todd, Twirl, Tri-Phi, Tangerine, Vanguard, Wheeling, Wing.

Standard, 1705 Fifth Ave. Tel.: AT 1-8831. Mgr.: Ben Herman.

Labels: Atco, Cadence, Cameo, Colpix, Command, Dot, Epic, Everest, Flip, Grand Award, Imperial, Jamie, Kapp, Keen, M-G-M, Parkway, Phillips Int'l., Smash, Top Rank, United Artists, Warner Bros.

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Capitol, 1792 Latham St. Tel.: WH 8-6413. Mgr.: Roger Berkley.

Labels: Angel, Capitol.

Columbia Mid-South, 668 S. Main, Tel.: JA 3-2512. Mgr.: Tom Croft.

Labels: Columbia, Epic.

Dot, 1144 Union Ave. Tel.: BR 2-1715. Mgr.: Sy Spiegelman.

Label: Dot.

DOWNTOWN, 297 N. Main. Tel.: 525-3283. Pres.: Bob Haggemacher.

Labels: AFO, At Last, Aztec, Big-H, Dallas,

Diplomat, Fernwood, Kay Dee, Kris, Karen, Kari, Pure Gold, Rebel, Teek, Vel. (SEE ADVERTISEMENT)

King, 1144 Union. Tel.: BR 5-3487. Pres.: Syd Nathan.

Labels: Bethlehem, Deluxe, Federal, Four-Star, King.

McDonald Bros., 994 S. Bellevue. Tel.: WH 8-2771. Mgr.: Charles Smith.

Labels: Colpix, London, Mercury, Monument, RCA Victor, Smash.

Music Sales, 1117 Union. Tel.: BR 6-1776. Mgr.: Leon McLemore.

Labels: ABC, Ace, Alley, Amy, Argo, Atco, Audio Fidelity, Cadence, Cameo, Checker, Chess, Coed, Command, Del Fi, Dimension, Disneyland, Hi, Imperial, Impulse, Laurie, Parkway, Philips, Roulette, Starday, Sun, Swan, Vee Jay, Verve. Record Sales, 1070 Union Ave. Tel.: BR 2-3049. Pres.: R. L. Adams.

Labels: Atlantic, Audio Book, Challenge, Big Top, Dolton, Duke, Era, Hickory, Kapp, Kent, Liberty, Musicor, Original Sound, Peacock, Warner Bros., United Artists, Young Peoples.

Stratton Warren Hdwe., 37 E. Carolina St. Tel.: JA 5-7741. Mgr.: Jack Brown.

Labels: Brunswick, Contemporary, Coral, Decca, Elektra, Good Time Jazz.

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Labels: Crescendo, Dot, Pacific Jazz.

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Music City, 127 Lafayette St. Tel.: AL 5-7315. Pres.: Hutch Carlock.

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United, 1613 St. Emanuel. Tel.: CA 8-8151. Mgr.: Steve Poncio.

Labels: ABC-Paramount, Ace, All Boy, Argo, Atco, Atlantic, Cadette, Checker, Chess, Chancellor, Crown, Cub, Dante, Duchess, Duke, Ember, Gold Bond, Herald, Hi, Imperial, Instant, Kent, Minit, Monument, Peacock, Specialty, Sun, Tangerine, Terrace, Westminster.

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Labels: Challenge, Cricket, Crown, Design, Disneyland, Dooto, Grand Prix, Hickory, Hi Fi, Joy, Rendezvous, Starday, Valiant, Vista, Warner Bros., Wonderland.

Big State, 1337 Chemical St. Tel.: ME 1-1100. Mgr.: Bill Emerson.

Labels: ABC-Paramount, Atco, Atlantic, Cadence, Cameo, Calico, Carlton, Challenge, Chancellor, Class, Coed, Colpix, Cub, Del Fi, Dore, Ember, Epic, Fraternity, Guyden, Imperial, Jamie, Jaro, Kapp, Laurie, Liberty, London, M-G-M, Madison, Mafa, Nashboro, Palette, Paris, Parkway, Phillips Int'l, Richmond, Roulette, Smash, Stereodivities, Time, Top Rank, 20th Fox, United Artists, Vee Jay, Warwick.

Calmar, 2404 Farrington. Tel.: ME 1-3820. Mgr.: Bill Caldwell.

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Great Western, 1544 South Redwood Rd. Tel.: 486-0735. Owner: Peter Souvall.
Labels: Argo, A&M, Ascot, Carlton, Cimarron, Checker, Chess, Colpix, Crest, Cricket, Cub, End, Era, Fabor, Disneyland, Gardena, Guyden, Hickory, Jamie, Jubilee, Laurie, Legrand, May, MGM, Old Town, Phillips Int., Philles, Shasta, Sims, Sun, Swan, Todd, United Artists, Zen.
Huish, 2525 South 8th West. Tel.: 486-7611. Mgr.: Joss Davis.
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Labels: Angel, Capitol, Ludix.

Craig, 1021 E. Pine. Tel.: EA 4-3939. Mgr.: Jim Fuscaloo.
Label: Columbia.

Decca, 3131 Western Ave. Tel.: AT 4-8060. Mgr.: Robert Gardner.
Labels: Brunswick, Coral, Decca, Listen & Learn.

Fidelity Elec., 5301 Shilshole Ave. Tel.: SU 4-9100. Mgr.: W. J. Tolles.
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King, 172 Denny Way. Tel.: MA 3-2021. Mgr.: Russ Bolick.
Labels: Audio Lab, Bethlehem, Federal, 4-Star, Ro-Zan, Queen, Try Me.

Music Dist., 3711 S. Hudson. Tel.: PA 5-0070. Pres.: Stan Sulman.
Labels: Cadence, Contemporary, Command, Imperial, Mercury, Prestige, Reprise.

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Labels: Audio Fidelity, Colpix, Dana, Dooto, Ermine, Jubilee, Pleasant Peasant, Reprise, Track. (SEE ADVERTISEMENT)
Capitol, 1434 N. Farwell Ave.
Labels: Angel, Capitol.
Gem Record Dist., 3223 W. Birchwood Ave.
Morley Murphy, 5151 W. State St. Tel.: GL 3-7200. V. P.: S. L. Stiles.
Label: Columbia.
Musical Isle, 2429 W. Fond du Lac Ave. Tel.: CO 4-4940. Pres.: James Tiedjens.
Labels: Ambassador, Crown, Disneyland, Golden, Mercury, Pickwick, RCA Camden, Strand, Wing.
JOHN O'BRIEN, 2830, 2830 W. Vliet St. Tel.: DL 4-3560.
Pres.: John O'Brien.
Labels: Argo, Atlantic, Blue Note, Cadence, Checker, Chess, Del Fi, Everest, Fantasy, Fontana, GNP (Crescendo), Hi Fi, Imperial (Spotlight), Jamie, Motown, Old Town, Philles, Prestige, Roulette, Smash, Starday, Sue, Tamla, Time, 20th Fox, United Artists, Vee Jay. (SEE ADVERTISEMENT)
Taylor Electric, 4080 N. Port Washington Rd. Tel.: WO 4-4321. Pres.: J. A. Taylor.
Labels: RCA Victor.

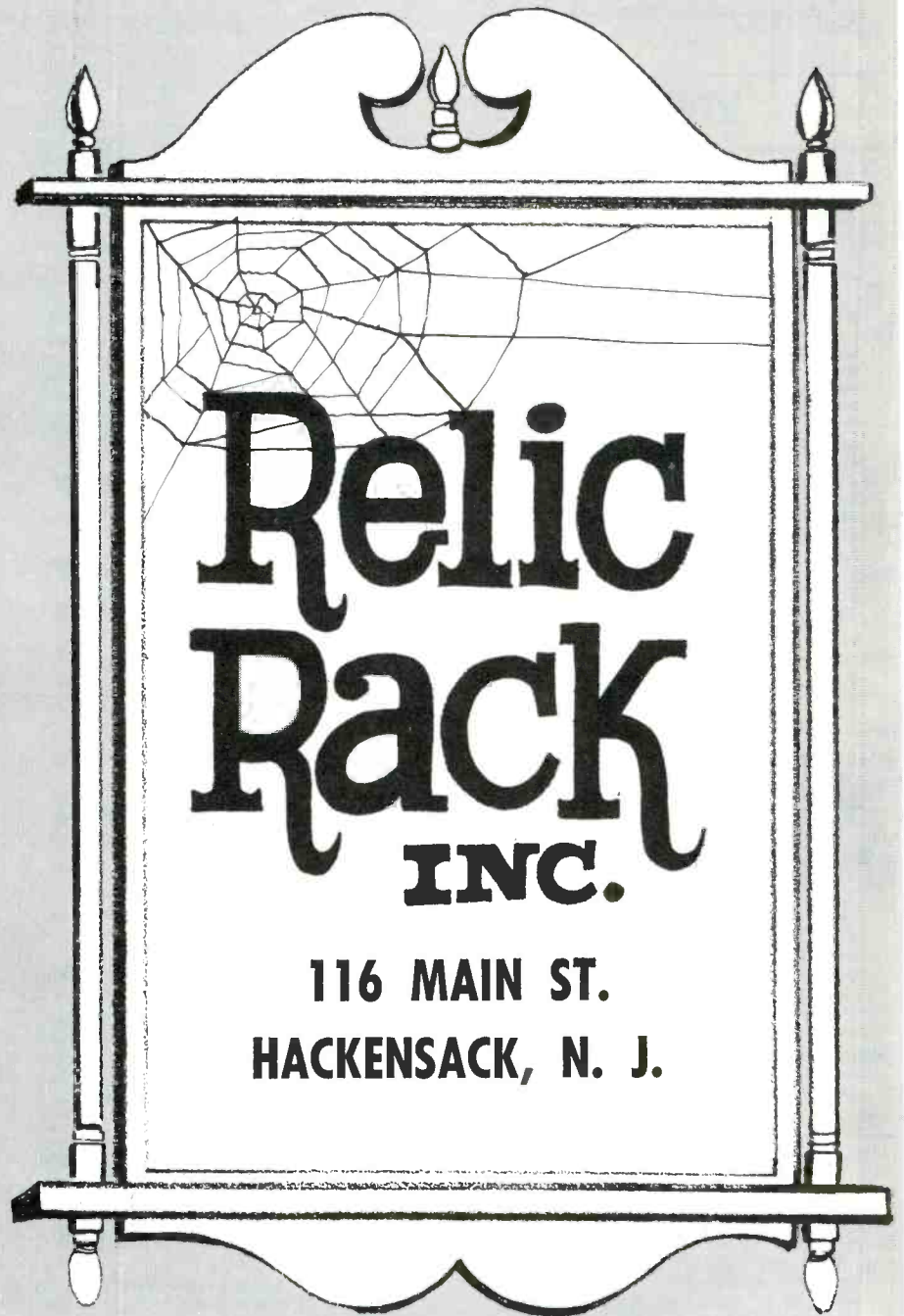
U. S. MUSIC PUBLISHERS*(continued from page 46)*

Trinity (BMI), 101 W. 55 St., New York 19, N. Y. Tel.: (212) CI 7-0700. Mgr.: Ed. Burtow.
Trio (BMI), 1619 Broadway, New York 19, N. Y. Tel.: (212) LT 1-3420.
Tune-Kel (BMI), P. O. Box 50650, New Orleans 13, La. Tel.: (504) 522-6861.
Twist Music (BMI), P.O. Box 2921, Hollywood 28, Calif. Tel.: (213) HO 9-9011, Ext. 99. Mgr.: Frank McKelvey.
United Artists (ASCAP), 729 Seventh Ave., New York 19, N. Y. Tel.: (212) CI 5-6000. Mgr.: Murray Deutch.
United Music (ASCAP), 101 W. 55 St., New York 19, N. Y. Tel.: (212) CI 5-9129. Mgr.: Jack Gale.
Valando (ASCAP), 22 W. 48 St., New York 36, N. Y. Tel.: (212) PL 7-8387. Mgr.: Frank Military.
Valiant (ASCAP), 1619 Broadway, New York 19, N. Y. Tel.: (212) CO 5-1573.
Valley (BMI), 1619 Broadway, New York 19, N. Y. Tel.: (212) JU 6-0674. Mgr.: Freddy Bienstock.
Valyr (ASCAP), 545 Fifth Ave., New York 17, N. Y.
Vanguard (BMI), 6087 Sunset Blvd., Hollywood 28, Calif.
Velva (SESAC), c/o Katz, Slikfins & Greenberg, 1220 Lewis Tower Bldg., Philadelphia 2, Pa.
Venice (BMI), 1800 Santa Monica Blvd., Hollywood 69, Calif. Tel.: (213) 656-7711. Mgr.: Dorothy D. Rupe.
Vernon (ASCAP), 1619 Broadway, New York 19, N. Y. Tel.: (212) CI 7-1591. Mgr.: Jack Spatz.

Vicki (BMI), 20 W. Alexandrine, Detroit 1, Mich. Tel.: (313) TE 3-0246. Mgr.: Harry Balk.
Victoria (ASCAP), 488 Madison Ave., New York 22, N. Y.
Vitak Elsnic (SESAC), 4015 S. Ashland Ave., Chicago 9, Ill. Tel.: (312) YA 7-2470. Mgr.: Henry G. Elsnic.
Warden (BMI), P. O. Box 8061, Nashville 7, Tenn. Tel.: (615) 228-3042. Mgr.: Don Warden.
Weiss & Barry (BMI), 1619 Broadway, New York 19, N. Y. Tel.: (212) CI 5-5070.
Sam Weiss (ASCAP), 6087 Sunset Blvd., Hollywood 28, Calif. Tel.: (213) 464-9251.
Wemar (BMI), 1619 Broadway, New York 19, N. Y. Tel.: (212) CO 5-4753.
Western Hills (BMI), 1758 Oak Hill Rd., Fort Worth 12, Tex.
Wildcat (BMI), 1619 Broadway, New York 19, N. Y. Tel.: (212) PL 7-4336.
Wildwood (BMI), 1650 Broadway, New York, N. Y.
Dootsie Williams (BMI), 9512 S. Central Ave., Los Angeles 2, Calif. Tel.: (213) LO 7-2466. Mgr.: Dootsie Williams.
Kae Williams (BMI), 3214 W. York St., Philadelphia 32, Pa. Tel.: (215) BA 3-0766. Mgr.: Kae Williams.
Williamson (ASCAP), 609 Fifth Ave., New York 22, N. Y. Tel.: (212) PL 2-4300.
Winneton (BMI), 1619 Broadway, New York 19, N. Y. Tel.: (212) JU 2-3050. Mgr.: George Furness.
M. Witmark (ASCAP), 488 Madison Ave., New York 22, N. Y. Tel.: (212) PL 9-4422.
Wonderland (BMI), 500 South Buena Vista St., Burbank, Calif. Tel.: (213) 845-8141. V. Pres.: James A. Johnson.
Woodcrest (BMI), 300 Farwood Road, Philadelphia 51, Pa. Tel.: (215) MI 2-8366. Mgr.: Kal Mann.
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Music Center, 515 19 St., Ensley, Tel.: 786-5708. Mgr.: Virgil Lugar.
Rumores, 1802 2 Ave.
Victory, 805 9 Court.
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Record Super Mart, 2605 Old Shell Rd.
- **PRICHARD (Area Code 205)**
Prichard Music & Appl., 113 Main St.

ARIZONA

- **PHOENIX (Area Code 602)**
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Dale, 2940 W. Pico Blvd., Tel.: 731-8731. Mgr.: John F. Miller.
Luenhagen, 2277 W. Pico Blvd., Tel.: DU 4-4134. Mgr.: Mary Solle.
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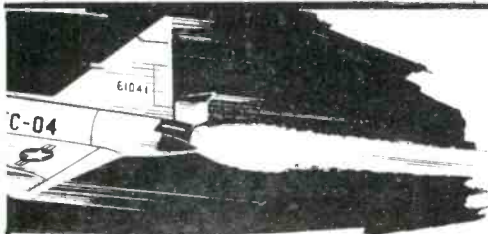
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- **SAN FRANCISCO (Area Code 415)**
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 Specialty Rec., 6125 San Pablo Ave., Oakland.

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 MUSIC BOX, 1020 Broadway., Tel.: MA 3-8497. (SEE ADVERTISEMENT)
- **PUEBLO**
 Morton, 945 E. Evans Ave.

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 Cutler's, 33 Broadway, New Haven.
 Globe, 3 Ward St., E. Hartford, Tel.: 289-4444.
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 Leslie Dist. N.E., 306 Tolland St., E. Hartford, Tel.: 289-6491. Mgr.: John Rocanello.
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 Dixie Music, 119 Laura St.
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 Sunshine State Rec. Dist., 8170 N.W. 36 Ave.,
 Tel.: 696-4951. Co-Mgrs.: Charles Peters and
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 New Deal Rec, 1414 S. Michigan Ave., Tel.:
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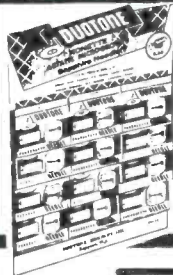
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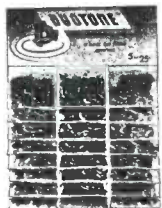
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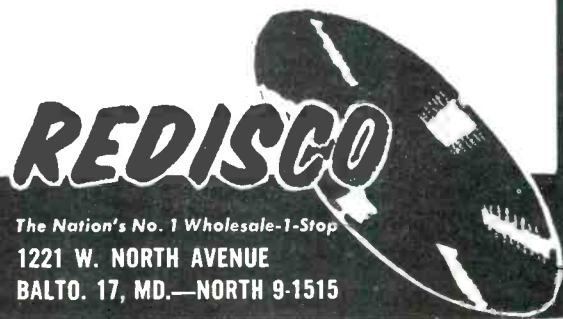
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Miller Newark, 5743 Grand River Ave.
Music System, 14561 Livernois Ave.

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BROWN BROS., 2127 Washington Ave. N., Tel.:
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Davidson's, 321 Southwest Blvd., Tel.: VI 2-5220.
Mgr.: James L. Davidson.
ONE STOP REC. SERV., 3230 Roanoke Rd., Tel.:
VA 1-8850. Pres.: Ed Ockel. (SEE ADVERTISE-
MENT)
- **ST. LOUIS (Area Code 314)**
George Glass, 1901 Delmar, Tel.: GA 1-3622. Mgr.:
Patrick Blunda.
ONE STOP REC. SERV., 2721 Pine St., Tel.:
JE 5-4172. Pres.: Ed Ockel. (SEE ADVERTISE-
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RA Olive Radio, 6242 Columbia.
Uptown, 617 N. Kings Highway, Tel.: FO 7-2602.
Pres.: Harry Brockman.

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Eclipse Music, 134 Washington St., Paterson. Leslie Dist., 221 Frelinghuysen, Newark. Tel.: BI 3-1155.

Melody Shop, 1184 Elizabeth Ave., Elizabeth.

Raymar Sales, 357 Lyons Ave., Newark. Pres.: Samuel Keenholtz.

Red Top, 261 S. Orange Ave., Newark. Tel.: MI 3-9807. Pres.: Ralph Giacobbe.

RELIC RACK, 116 Main St., Hackensack. Tel.: 342-4848. Gen. Mgr.: Eddie Greis. (SEE ADVERTISEMENT)

SERVICE ONE-STOP, 382 Clinton Pl., Newark. Tel.: WA 3-6777. Pres.: Ralph Schechtman. (SEE ADVERTISEMENT)

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Lois' One-Stop, 512 Delores St. S.W.

NEW YORK

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• BINGHAMTON (Area Code 607)

National, 496 Chenango, Tel.: 723-8916. Vice-Pres.: Sidney J. Fein.

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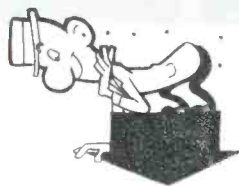
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Wednesdays, 7 p.m. EDT (2300 GMT) and 8 p.m. EDT (0000 GMT): 15.44, 17.83 mc.

WORLDWIDE ALBUM PREVIEW (Billboard Album Spotlights)

Mondays, 3 p.m. EDT (1900 GMT): 15.385, 15.44, 17.17, 17.83 mc.

Mondays, 8 p.m. EDT (0000 GMT): 15.44, 17.83 mc.

WORLDWIDE HIT PARADE (Billboard Hot 100)

Fridays, 1 p.m. EDT (1700 GMT): 15.385, 15.44, 17.17, 17.83 mc.

Fridays, 7 p.m. EDT (2300 GMT): 15.44, 17.83 mc.

Saturdays, 10 a.m. EDT (1400 GMT): 11.955, 15.295, 17.76, 17.83 mc.

Saturdays, 6 p.m. EDT (2200 GMT): 15.44, 17.83 mc.

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FR 8-2222. (SEE ADVERTISEMENT)
- **MOUNT VERNON (Area Code 914)**
STEADMAN, 140 E. 3 St., Tel.: OW 9-3166. Pres.:
Leonard Book. (SEE ADVERTISEMENT)
- **NEW YORK CITY (Area Code 212)**
A-1 REC. SALES, 659 10 Ave., Tel.: CI 6-1234.
(SEE ADVERTISEMENT)
All Record Dist., 35-05 Broadway, Long Island City.
Eastern Rec., 751 10 Ave., Tel.: CI 5-9469. Mgr.:
Murray Lefkoff.
GALAXY, 524 W. 43 St., Tel.: LO 5-2665. Pres.:
Stanley Stone. (SEE ADVERTISEMENT)
Good One-Stop, 856 9 Ave.
Hector, 333 Sixth Ave. Tel.: (212) CH 2-1409.
Sales Mgr.: Stan Cumberpatch.
JODI, 604 10 Ave., Tel.: LT 1-0576. Mgr.: Bob
Posner. (SEE ADVERTISEMENT)
King Karol, 111 W. 42 St., Tel.: BR 9-2342. Partner:
Ben Karol.
LESLIE DIST., 639 10 Ave., Tel.: PL 7-1977. (SEE
ADVERTISEMENT)
Mobile Rec. Serv., 608 10 Ave.
MR. RECORDS, 9131 Bedell Lane, Brooklyn. Tel.:
NI 9-8020. Pres.: Murray Graber. (SEE AD-
VERTISEMENT)
New Deal, 458 W. 46 St., Tel.: PL 7-6740. Pres.:
Al Levine.
NEW YORK REC. DIST., 15 W. 20 St., Tel.: YU
9-2255. Pres.: Manny G. Wells. (SEE ADVER-
TISEMENT)
One-Stop Serv., 100 W. 42 St., Tel.: WI 7-5474.
Raymar Sales, 170-21 Jamaica Ave., Jamaica.
SCHONY'S, 2602 Tilden Ave., Tel.: BU 7-3576. Part-
ner: L. Schonberger. (SEE ADVERTISEMENT)
TOWN HALL, 994 Rutland Rd., Brooklyn, Tel.:
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One-Stop Rec. Serv., Sound Dist., 528 Mt. Hope Ave.
Rochester One-Stop, 213 Monroe Ave. Mgr.: Philip P. Martin.

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● **CHARLOTTE (Area Code 704)**
SOUTHEASTERN, 126 W. Morehead St., Tel.: 377-

5409. Treas.: A. Burt Fleishman. (SEE ADVERTISEMENT)

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● **CINCINNATI (Area Code 513)**
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CC Record, 1989 Central Pkwy.
Royal Dist., 1215 Glendale-Milford Rd., Tel.: 351-7400. Vice-Pres.: Harold Hoffman.

● **CLEVELAND (Area Code 216)**
Midwest Music, 2112 Payne Ave.
Mobil Rec. Serv. Co., 2126 E. 21 St.
Northern, 2006 Prospect Ave., Tel.: SU 1-7080. Mgr.: J. George Freeman.

● **DAYTON (Area Code 513)**
AMBAT, 1336 Xenia Ave., Pres.: Vern Hawk. (SEE ADVERTISEMENT)

● **MASSILLON (Area Code 216)**
Stark, 1331 S. Erie, Tel.: TE 2-1565. Pres.: Paul David.

● **MIDDLETOWN (Area Code 513)**
Records & Promotion, 1399 Central Ave.

● **TOLEDO (Area Code 419)**
KELLER, 904 W. Delaware, Tel.: CH 3-4289. Owner: George Litzonberg. (SEE ADVERTISEMENT)

● **YOUNGSTOWN (Area Code 216)**
Plaza, 309 Boardman Plaza, Tel.: SK 8-5795.
Owners: Frank Valicenti & Jack Smith.
Record Rendezvous, 301 W. Federal St.

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● **OKLAHOMA CITY (Area Code 405)**
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● **TULSA (Area Code 918)**
BILLS "T," 105 W. 6, Tel.: LU 2-5218. Mgr.: Lowell Maxwell. (SEE ADVERTISEMENT)
Broadcast Rec. Dist., 2223 S. Florence Pl., Tel.: WE 2-3540. Owner: Kenneth A. Green.

OREGON

● **EUGENE (Area Code 503)**
Thompson, 96 E. Broadway.

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Madrona, 525 S.W. Broadway.
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Tulsa, Oklahoma

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2721 Pine St.
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Century Record Sales
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Columbus, Ohio

California Music
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Los Angeles, Calif.

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216 E. Main St.
Richmond, Va.

Music Box
1301 W. 79th St.
Chicago 29, Ill.

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You may be interested to know that if it wasn't for local newspaper record reviews in various cities and towns throughout the U.S. and abroad, and the tremendous promotional power of FM radio stations, the small record manufacturer would be virtually non-existent.

In the past, I will admit I had failed in successfully selling small manufacturers' product and wondered why.

Finally, I discovered that groups of music listeners and fans were not aware of the many recordings available because of the lack of local newspaper reviews of small manufacturers' product.

As of this writing, I intend to encourage and promote record reviews of small manufacturers in my area.

Look out, Buffalo, Rochester and Syracuse, here I come!

★★★ NO PHONE ★★★

All correspondence by letter.

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Ham-Mil, 1520 N. Broad.
I. J. Morgan, 511 N. Broad, Tel.: WA 5-7535. Pres.:
Irv. Perlman.
Scott Crosse, 1641-45 N. Broad.
Slotkin, 4095 Lancaster Ave., Tel.: BA 2-6057.
Mgr.: H. Rashballs.
A. Williams, 1605 N. Broad.

• **PITTSBURGH (Area Code 412)**
All Brands, 1903 5 Ave., Tel.: AT 1-0258. Pres.:
Barney Stein.
East Coast, 633 Liberty Ave., Tel.: 281-6344. Mgr.:
Nicholas Lomakin.
Mobile, Box 2879, Tel.: 682-7024.
One Stop, 2041 5 Ave., Tel.: 261-3340. Mgr.:
Walter Lester.

• **STROUDSBURG (Area Code 717)**
Dee Jay, 528 Main St.

RHODE ISLAND

• **PROVIDENCE (Area Code 401)**
Beacon, 821 N. Main, Tel.: UN 1-7500. Pres.: Milton
Israeloff.

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• **ABBEVILLE (Area Code 803)**
Savitz, 115 Public Sq., Tel.: 459-2143. Owner:
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and

1336 Xenia Ave., Dayton 10, Ohio
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Jacks, 14 E. 9 St.
Record Shop, 716 Cherry St.

• **KNOXVILLE (Area Code 615)**

Knox Record Rack, 2000 Western Ave., Tel.: 525-0445. Owner: Sam Morrison.
Knoxville Phono, 2407 Broadway N. E.

• **MEMPHIS (Area Code 901)**

Home of the Blues, 107 Beale St., Tel.: JA 5-6303.
Owner: Ruben Cherry.
POPLAR TUNES, 306 Poplar, Tel.: JA 5-6348. (SEE ADVERTISEMENT)

• **NASHVILLE (Area Code 615)**

Buckley's, 1707 Church St.
Ernie's, 179 3 Ave. N., Tel.: 256-2916. Mgr.: Ted Adams.
Volunteer, 435 37 Ave. N., Tel.: 297-0055. Owner: Webber Parrish.

TEXAS

• **AMARILLO (Area Code 806)**

Tolzien Music, 819 Polk St.
Western Merchandisers, 1601 W. 3 Ave., Tel.: DR 6-8251. Pres.: Sam Marmaduke.

• **CARROLLTON (Area Code 214)**

D J, 2315 Briarwood Lane, Tel.: CH 7-0021. Owner: Don Bresler. (SEE ADVERTISEMENT)

• **DALLAS (Area Code 214)**

L & F, P. O. Box 10667.
Music Box, 1327 Grampton, Tel.: ME 1-6970. Mgr.: Gary L. Drexler.

• **EL PASO (Area Code 915)**

Sunland, 2227 Texas Ave., Tel.: KE 3-5901. Owner: Wm. Shapiro.

• **HOUSTON (Area Code 713)**

Central Sales, 2104 Leeland St., Tel.: CA 8-5255.
Mgr.: George Jamail.
H. W. Daily, 314 E. 11 Ave., Tel.: UN 1-6868.
Owner: Don Daily.
Music Box, 1902 Leeland.

• **SAN ANTONIO (Area Code 512)**

H. W. Daily, 305 S. Main, Mgr.: John Bullock.
E & R, 911 E. Houston St., Tel.: CA 2-0911. Pres.: Russell K. Schram.

• **SHERMAN (Area Code 214)**

Ray's, 114 S. Crockett.

UTAH

• **SALT LAKE CITY (Area Code 801)**

R. F. Jones, 127 E. 2 St.
Thompson, 127 E. 20 St.

VIRGINIA

• **FALLS CHURCH (Area Code 703)**

Giant Music, 110 W. Broad St.

• **RICHMOND (Area Code 703)**

PAT'S, 216 E. Main St., Tel.: 648-4791. Pres.: Pat Cohen. (SEE ADVERTISEMENT)

WASHINGTON

• **SEATTLE (Area Code 206)**

Disc City, 410 Elliott W., Tel.: AT 2-7555. Mgr.: Larry Dolgoff.
Seattle Rec. One-Stop, 522 1 Ave. N.

• **SPOKANE (Area Code 509)**

Music Box, 417 W. Riverside Ave.

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• **CHARLESTON (Area Code 304)**

Elkins, 160 Court St., Tel.: 343-7833. Owner: Red Elkins.

• **MILTON (Area Code 304)**

Johnnie E. Courts, Box 35, Tel.: SH 3-6161. Mgr.: Charles Taylor.

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• **BURLINGTON**

Music Mart, 164 E. Washington St., Tel.: 763-3361.
Pres.: Robert Ruedebusch.

• **KENOSHA (Area Code 414)**

Hoffman's, 5707 6 Ave., Tel.: OL 7-7858. Partner: Joseph Hoffman.

• **MILWAUKEE (Area Code 414)**

Midwest Radio, 3414 W. North Ave.
Radio Doctors, 2152 N. 3 St., Tel.: LO 2-7607. Pres.: L. M. Glassman.
Radio Doctors, 213 W. Wells St., Tel.: BR 6-6422.
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TUNES**

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JA 5-6348, Joe Cuoghi

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OF THE UNITED STATES

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Jefferson News, 2320 Second Ave., S.
M & F, 1630 Sixth Ave., N., Tel.: 252-2311.
Owner: Flip Filippone.
Music Center, 515 19 St., Ensley, Tel.: 786-5708.
Mgr.: Virgil Lugar.
Joseph M. Vetrano Victory Rec., 805 9 Court Sq.
Victory Prods., 229 6 Ave. S. W.
- **MOBILE (Area Code 205)**
Dixie Supermarket, 700 N. Conception St., Tel.:
HE 2-1858. V.-P.: G. E. Fenimore.
Record Super Mart, 2605 Old Shell Rd., Tel.:
479-1421 Mgr.: E. M. Farver.
- **MONTGOMERY (Area Code 205)**
Joseph A. Lorino, Victory Prods., 674 McDonough.

ALASKA

- **SPENARD**
S. & S. Sales, Box 4-546.

ARIZONA

- **PHOENIX (Area Code 602)**
Arizona Sundries, 2949 N. 30 Ave., Pres.: George
Souvall.

ARKANSAS

- **LITTLE ROCK (Area Code 501)**
Siebert News Agcy., 6301 Forbing Rd., Tel.: LO
5-8471. Pres.: S. A. Siebert.

CALIFORNIA

- **LOS ANGELES Area (Area Code 213)**
Bertel Dist., 4367 W. Pico Blvd., Tel.: WE 7-1223.
Pres.: Herbert Seigel.
Julian Brown Ent., 9106 S. Western.
California Music, 2933 W. Pico Blvd., Tel.: RE
3-1196. Pres.: S. Ricklin.
Canterbury Records, 805 E. Colorado Blvd., Pasa-
dena. Tel.: MU 1-4922. Gen. Mgr.: Eddy Allen.
DRC—Definitive Rec. Center, 11024 Magnolia Blvd.,
Hollywood. Tel.: PO 3-1091. Pres.: Frank
Adorne.
Dale Rec., 2940 W. Pico Blvd., Tel.: 731-8731.
Mgr.: John F. Miller.
Guaranteed Rec. Sales, 2112 S. Grand Ave., Tel.:
749-1486. Owner: Harry Dale.
House of Toys, 3498 Union Pacific Ave.
Leader Sales, Rec. Racks, 4509 S. Central Ave.
Music City Rec. Racks, 4444 Sunset Blvd., Tel.:
666-0131. Exec. V.-P.: Glen C. Becker.
Record Rack Serv., 5873 Rodeo Rd., Tel.: UP 0-0246.
Record Serv., 2546 W. Pico Blvd., Tel.: DU 5-3941.
Mgr.: Larry Nunes.
Rek-O-Pak Corp., 4801 Pacific Blvd.
San Diego Rec. Racks Serv., 308 W. F St., Tel.:
UP 0-0246.

Sundries Sales, 9515 California S.GT.
Sunrich Mercantile Corp., 111 S. Fullerton, La
Habra.
Tip Top Music, 911 E. 59 St., Tel.: AD 2-3161.
Wesco Mdse., 3111 E. 44 St.

- **MODESTO (Area Code 209)**
M. & M. Dist., 1215 8 St.

- **REDDING (Area Code 916)**
Speer Dist., 6871 East Side Rd.

- **RIDGECREST**
Desert Music Serv., Box 1104, Tel.: 93-73333.
Owner: Harvey W. Farrington.

- **SACRAMENTO (Area Code 916)**
Eres Sundry Sales, 1116 Q St.
Pic-A-Tune, 7500 14 Ave., Bldg. 6.
Tip Top Music, 2451 Roland Rd.

- **SAN FRANCISCO
(Area Code 415)**

Barbary Coast Rec. Rack, 2556 Grove St., Oakland.
Eiselman Dist., 1301 65 St., Emeryville.
Glamour Counters, 771 University Ave., Berkeley.
Pacific Coast Music, 657 Mission St.
Pic-A-Tune, 1461 Park Ave., Emeryville, Tel.:
654-5110. Pres.: David F. Watson.
Pic-A-Tune, 1281 30 St., Oakland. Tel.: GL 2-2277.
Mgr.: David F. Watson.
Rawson Drug & Sundry, 1313 53 St., Oakland.
Record Wholesalers, 2000 Oakdale Ave., Tel.: MI
8-8505. Pres.: Don Ayers.
Tip Top Music, 275 11 St., Tel.: HE 1-1817. Pres.:
Monroe Goodman.

- **SAN JOSE (Area Code 408)**
Moore & Clark, 1095 N. 7 St.
Place & Gera, 300 E. Brokaw Rd.

- **WILMINGTON**
Courtesy Service, 619 N. Avalon.

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FRESNO—CLinton 1-7480

RACK JOBBERS

(continued)

COLORADO

- **DENVER (Area Code 303)**
Guaranteed Sales, 6255 E. Evans.
J. L. Racks, 36 S. Sante Fe Dr., Tel.: RA 2-5731.
Pres.: Joe Oxman.
- Mershaw Midwest, 1950 Arapahoe St., Tel.: 255-3601. Gen. Mgr.: Paul Marcus.
- Music Merch. of Denver, 3825 Newport.
Security Products, Box 2099.
- Western Merchants Wholesale, 6265 E. Evans, Tel.: 756-0340. Mgr.: R. M. Baker.

- **PUEBLO (Area Code 303)**
MORTON REC., 946 E. Evans, Tel.: 543-0928. Pres.:
Herbert J. Morton. (SEE ADVERTISEMENT)

CONNECTICUT

- **TO ALL POINTS (Area Code 203)**
I. M. Bronerwine, 50 Market St., Norwich.
Central Conn. Dist., 381 Main St., New Britain.
John E. Clark Agency, 1010 Laurel Ave., Bridgeport.
Empire Rec., 477 Park Ave., E. Hartford. Tel.: 289-4349. Owners: DiNallo & Manus.
- Park Rec., 275 Park Ave., E. Hartford. Tel.: 289-4747. Mgr.: Edward S. Stein.
- Record & Rack Sales, 76 Tolland St., E. Hartford.
State Candy & Tob. Co., 771-773 Grand Ave., New Haven, Tel.: 787-0911. Pres.: S. Estin.
- Thompson Rec. Corp., Box 101, Quinebaug, Tel.: 943-1533. Secy.: Donald M. Wasserman.

DISTRICT OF COLUMBIA

- **WASHINGTON (Area Code 202)**
Edge, Ltd., 2235 25 Place, N.E., Tel.: 526-6600.
Mgr.: Edward Snider.
- Mar-Mac Dist., 4620 Wisconsin Ave., N.W.
Metropolitan Music Lib., 13 & Eye Sts., N.W.
Natl. Wide Serv., 4620 Wisconsin Ave.
United Drug Serv., 1224 12 St., N. W.

FLORIDA

- **FORT MYERS (Area Code 813)**
Eli Witt Cigar, 1953 Hough St.
- **JACKSONVILLE (Area Code 305)**
Mershaw Co. of N. J., 918 E. Bay St.
Sales Aiders, 2202 Main St.
- **MIAMI (Area Code 305)**
E. R. Ellis, 10865 A. Caribbean Blvd.
Goldstate Record Dist., 976 S.E. 9 Terrace, Hialeah,
Tel.: 885-1627. Pres.: Allan Wolk.
- Mershaw, Inc., 4506 N.W. 36th Ave.
Reliable Sales, 2611 Roosevelt St., Hollywood. Tel.: 923-9034. Pres.: Theodore J. Davis.
- Sales Aiders, 3645 N.W. 7 St.
Sunshine State Dist., 8170 N.W. 36 Ave., Tel.: 696-4951. Mgr.: Morty Marks.
- **OCALA (Area Code 305)**
Hicks News Agency, 1316 N. Palm Ave.

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★ **Record Co., Inc.** ★

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- **ORLANDO (Area Code 305)**
Rec. Supply, 720 Franklin St., Tel.: 424-6396.
Pres.: R. N. Stultz.
- **WEST PALM BEACH (Area Code 305)**
D & M Post Cards & Rec., 5011 Georgia Ave.

GEORGIA

- **ATLANTA (Area Code 404)**
All Purpose Serv., 1456 Northside Dr. N.W.,
Tel.: TR 5-0682. Pres.: Pete Paris.
- Budget Mdse., 207 Walker St. S.W.
Hit Rec. Serv., 1360 Spring St. N.W., Tel.: TR 5-0354.
- L. & F. Rec. Serv., 1227 Spring St. N.W., Tel.: TR 5-5565. Pres.: Jack Geldbart.
- **CLARKESVILLE (Area Code 404)**
Clarkesville Rec. Sales, Washington St., Tel.: 754-2517. Owner: Peter J. Rosetty.

- **DEMOREST (Area Code 404)**
Ralph's Radio Music, Hwy. 441, Box 117, Tel.: 723-2854. Owner: Ralph Raper.
- **WAYCROSS (Area Code 912)**
J. S. Smith & Sons, 99 Remshaff St.

HAWAII

- **HONOLULU (Area Code 808)**
Samuel L. Bouton, 307 Center Dr.
Hawaii Toy House, P. O. Box 225.
Intl. Records, Phono. Rec. Dept. 1224 Kokoreld Ave.
Music Hawaii, Ltd., 474 Ena Rd.

ILLINOIS

- **CHICAGO (Area Code 312)**
Abco, 3313 N. Springfield Ave., Tel.: KE 9-7378.
Pres.: T. H. Gorman.
- Chicago Drug, 1335 W. Altgeld St.
Consolidated Rec. Sales, 101 S. Cicero Ave.
Hit Records, 133 W. 111 St., Tel.: IN 8-0044.
Owner: Charles N. Stephens.
- New Deal, 1414 S. Michigan, Tel.: 922-6245. Mgr.: Irving Rothblatt.
- Pan Amer. Records, 1344 S. Halsted, Tel.: SE 3-1530. Vice-Pres.: M. S. Frenkel.
- Profit Vendors, 3216 W. Lawrence Ave., Tel.: 478-1441. Pres.: Albert L. Temaner.
- **DECATUR (Area Code 217)**
Decatur Rak Sales, 1130 E. El Dorado St., Tel.: 428-6653. Pres.: Bud Lampe.
- Randolph Ent., 1130 E. Eldorado.
Schnepp Assoc., Box 1147.

- **EVANSTON (Area Code 312)**
ABC Drug Co., 1814 S. Blvd.
- **EVERGREEN PARK (Area Code 312)**
Toy Town, 3223-25 W. 95 St.
- **FRANKLIN PARK (Area Code 312)**
R & R Rec. Dist., 9945 Franklin Ave.
- **HIGHLAND PARK (Area Code 312)**
L. S. Gilbert, 1667 Northland Ave., Tel.: 432-6895.
Pres.: Louis S. Gilbert.

- **PEORIA (Area Code 309)**
Illinois News Serv., 2520 S. W. Washington St.,
Tel.: 673-4549. Pres.: Geo. E. Seidler.
- Record Bar, 109 N. Glendale Ave.
Sell-Rite Sales, 1309 S.W. Washington St.
- **SKOKIE (Area Code 312)**
Arthur Bryant, 3918 Isabel.
- **STERLING (Area Code 815)**
Hansen Wholesale, 306 Park Ave.

INDIANA

- **FORT WAYNE (Area Code 317)**
Midwest Distributors, 933 Nuttman Ave., Tel.: 745-2109. Owner: Walf Ostermeyer.
- **GOSHEN (Area Code 219)**
U Need Drug Sundries, 202 N. Cottage Ave.

- **INDIANAPOLIS (Area Code 317)**
Associated Dist., 210 S. Meridian St., Tel.: ME 4-2591. Mgr.: L. E. Randle, Jr.
Universal Rec. Rack Dist., Merchants' Nat'l Bank Bldg.
- **MARTINSVILLE (Area Code 317)**
Mid-State Distributors, 190 N. Main St., Tel.: DI 2-4276. Owner: Robert E. Llesse.

- **RICHMOND**
Dick Cail, 410 W. Eaton Pk.

IOWA

- **CEDAR RAPIDS (Area Code 319)**
Iowe News Dist., 624 5 St. S.E.
Mid-State Dist., 1501 1 Ave. S.E.
- **DES MOINES (Area Code 515)**
Quality Drug Serv., 1234 Harding Rd., Tel.: AT 8-1993. Pres.: Ralph Anderson.
- Mars Sales, 1630 Locust St., Tel.: 282-0429. Gen. Mgr.: Jack Mishler.
- **SIoux CITY (Area Code 712)**
Nuway Drug Serv., 1411 Jackson St.
- **WATERLOO (Area Code 319)**
Rec. Serv., 326 Sycamore.

KANSAS

- **TOPEKA (Area Code 913)**
Rak Sales, 609 Quincy.
Topeka Wholesale Drug, 422 Kansas Ave.
- **WICHITA (Area Code 316)**
Pioneer Dist. Co. of Kansas, 2059 S. Kansas, Tel.: LY 1-3414. Mgr.: Alvin M. Driscoll.
Reco-Rak Dist., 221 E. William, Tel.: AM 5-7508.
Owner: I. Albert.

KENTUCKY

- **CAMPBELLVILLE (Area Code 502)**
Central Electronics, 217 E. 1 St., Tel.: 465-7211.
Owner: Randall Herron.
- **LEXINGTON (Area Code 606)**
A. J. Eyl, Industry Rd.
Toy House of Ky., P. O. Box 671.
- **LOUISVILLE (Area Code 502)**
Handleman Co., 1023 S. 21 St.
Peytons, 716 W. Main.
T. P. Taylor & Co., 4010 Crittenden Dr.
Vine Rec., 400 E. Broadway, Tel.: JU 5-4750. Pres.: Helen T. Vine.
- **ST. MATTHEWS (Area Code 502)**
Southern Dist., 3802 Lexington Rd.

LOUISIANA

- **LAFAYETTE (Area Code 318)**
Modern Rec. Serv., Box 3727, Tel.: CE 4-3291.
- **METAIRE (Area Code 504)**
Hel-lo Rec., 912 Trudeau Dr., Tel.: 721-1567. Pres.: Vincent P. Lofaso.
Record Sales Serv., 108 Frisco Ave.
- **NEW ORLEANS (Area Code 504)**
BUDGET RACK SERV., 708 Church St., Tel.: 523-3872. Pres.: Rocky Rolf. (SEE ADVERTISEMENT)
- Delta Whsle. Co., 4421 Jefferson Hwy.
Modern Rec. Serv., 757 Central Ave., Tel.: VE 3-3735. Pres.: J. R. Chachere.
Record Rack Serv., P. O. Box 10386.

- **WEST MONROE (Area Code 318)**
Johnsons Toy & Novelty, 309 McClendon Ave.

MAINE

- **BANGOR (Area Code 207)**
Byron H. Smith & Co., 365 Main St.
Viner's Music, 20-24 Broad St., Tel.: 945-9494.
Treas.: Benjamin Viner.
- **PORTLAND (Area Code 207)**
Caron Co., Div. of Joyson Co., 75 India St.

Diamond, 279 Marginal Way.
Modern Records, c/o Johnson Supply, 310 Forest Ave.

Portland Records, Div. of Boyd Corp., 84 W. Cove St.
Unity Sales, 60 York St., Tel.: SP 2-6547. Pres.: Bernard Troubh.

MARYLAND

● **BALTIMORE (Area Code 301)**
Apex-Drug Co., 203 S. Broadway.
New Deal Rec., 1601 Guilford Ave., Tel.: 837-2774.
Mgr.: Ronald Bolton.
Super Drug Jobbers, 305 N. Eutaw St.

● **SALISBURY (Area Code 301)**
R. T. Kilmon & Co., 516 W. College Ave.

MASSACHUSETTS

● **AVON**
Herman, Avon Ind., Center, Tel.: JU 7-6300. Buyer: John E. Nolan.

● **BOSTON (Area Code 617)**
American Rec. Dist., 1031 Commonwealth Ave., Tel.: 566-1528. Mgr.: Michael Lerner.
Boston Mdse., 1387 Washington St.
Boston Rec. Dist., 150 Vernon St., Tel.: HI 2-2345.
Pres.: Jerry Flatto.
Disco, 141 Mick St., Tel.: 423-4840. Mgr.: Fred Traub.

Herman Beauty Aids: 315 Centre St.
Malden Mop & Brush, 7-27 S. Eden St.
Modern Records, 111 Berkeley.
Temple Sales, 4 Gordon St., Tel.: JA 4-5450. Pres.: Myer Tenenbaum.

● **CAMBRIDGE (Area Code 617)**
Handleman Co., 60 Rogers St.
Thor Music, 69 Harvey St., Tel.: 232-5246. Owner: David Flannery.

● **DORCHESTER (Area Code 617)**
Mass. Drug Rack, 2 Corbet St.
Standard Toy Co., 777 Washington.

● **EAST BRIDGEWATER (Area Code 617)**
Whitmarsh Music, 41 Bedford St.

● **FRAMINGHAM (Area Code 617)**
Toy Distributors, 624 Waverly St.

● **FALL RIVER (Area Code 617)**
United States Records, 203 Plymouth Ave. Pres.: Danny Gittelman.

● **NEEDHAM (Area Code 617)**
Lesley Sales, 330 Reservoir St., Tel.: HI 4-3803.
Pres.: A. L. Levine.

● **NORTH ADAMS (Area Code 413)**
Cariddi Sales, 265 State Ave.

● **NORTHAMPTON (Area Code 413)**
E. & J. Cigar, 21 Conz St.

● **PITTSFIELD (Area Code 413)**
J. B. Paper Co., 200 West St.

● **WOBURN (Area Code 617)**
Recordwagon, 30 Nashua St., Tel.: 933-6290. Pres.: Cecil Stern.

MICHIGAN

● **BENTON HARBOR (Area Code 616)**
Barentsen Candy.

● **COLDWATER (Area Code 517)**
Spedding Better Prod., 529 E. Chicago.

● **DETROIT (Area Code 313)**
Border City Disc, 672 E. Woodbridge Ave., Tel.: WO 1-0754. Mgr.: Harvey L. Kahn.
Handleman Co., 670 E. Woodbridge.
Ludington News, 1600 E. Grand Blvd., Tel.: 925-7600. Pres.: Ivan Ludington.
Merchants Whsl. Serv., 10567 Grand River Ave., Tel.: TE 4-6000. Pres.: Kenneth Sachs.
Rapid Sales, 3945 Woodward Ave., Tel.: 1-7700. Pres.: Merle Schneider.

● **GRAND RAPIDS (Area Code 616)**
Monroe Dist., 100 Hall S.W., Tel.: CH 5-3629. Pres.: Herman Rubin.
Monroe Novelty, 338 Bridge St.

Billboard 1963-1964 International Music-Record Directory

● **HIGHLAND PARK (Area Code 313)**
Keego Dist., 12866 Woodward Ave.

● **LANSING (Area Code 517)**
Canfield Supply Serv., 210 Mill St., Tel.: 485-9593.
Pres.: Robert Canfield.
Handleman Co., 1307 Turner St.

● **MONROE (Area Code 313)**
Monroe Novelty Co., 815 Adams.

● **MOUNT PLEASANT**
McGregor News, 212 W. Michigan.

● **NEW BUFFALO**
Publisher News, U. S. at Grand Beach.

MINNESOTA

● **MARSHALL (Area Code 507)**
Kelco Economette, 116 U. 2 Ave.

● **MINNEAPOLIS (Area Code 612)**
Dasco, 410 12 Ave. N.
J. L. Marsh, 119 N. 9 St., Tel.: FE 3-8281. V.-P.: Dan Heilicher.
Pacific Toy House, 1010 W. 79 St.
Rapid Mdeg., 49 Glenwood Ave., Tel.: FE 3-5531.
Pres.: Herbert N. Sandel.
Record Serv., 1913 Plymouth N., Tel.: JA 1-2225.
Pres.: Donald Bedzee.
Serv-A-Song, 699 Stinson Blvd.

● **ST. PAUL (Area Code 612)**
Pioneer Co., 266 E. 7 St.

MISSISSIPPI

● **JACKSON (Area Code 601)**
Record Rak, 110 R. Cedar of Lebanon Rd., Tel.: 366-7835. Pres.: C. C. Alexander, Jr.

MISSOURI

● **JOPLIN (Area Code 417)**
Ray's Wholesale, 531 Kentucky Ave., Tel.: MA 3-3445. Mgr.: Herbert E. Ray.

● **KANSAS CITY (Area Code 816)**
Heilman Sales Co., 3800 Agnes St.
K. C. Rak Sales, 701 W. 34 St., Tel.: LO 1-4610.
Pres.: H. Goldman.
One Stop Rec. Serv., 3230 Roanoke Rd., Tel.: VA 1-8850. Pres.: Ed Ockel.
Pioneer Dist., 3916 St. John St.
Streco Dist., 4931 S. Benton.

● **ST. LOUIS (Area Code 314)**
Betterdorf-Rapp, 8590 Page Blvd.
Missouri Discs, 1906 Washington Ave.
One Stop Rec. Serv., 2722 Pine St., Tel.: 5-4172.
Pres.: Ed Ockel.
Rak Sales, 2549 Sullivan, Tel.: CH 1-8486. Pres.: Harold Goldman.
Top Notch Rec., 705 Westwood Dr., Tel.: PA 6-0784. Owner: Robert L. Recht.

MONTANA

● **HELENA (Area Code 406)**
Playhouse Division, Sundry Shops, 1015 Poplar, Tel.: 442-6345. Mgr.: Ben B. Hopkins.

NEBRASKA

● **OMAHA (Area Code 402)**
Heilicher Bros., 1610 Davenport.
Marks Dist., 3614 Martha St.

NEVADA

● **LAS VEGAS (Area Code 702)**
Music City Rec. Racks of Nev., 5409 Gypsy Ave., Tel.: 878-1106. Partner: Alex Fox.

● **RENO (Area Code 702)**

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RACKING NEVADA WITH
TOP POPS, TOP ALBUMS &
TOP SERVICE

568D S. Virginia Rd. Reno, Nevada
(702) Fairview 9-0010

Ranchito Dist., 5680 S. Virginia, Tel.: FA-9-0010.
Owner: Darwin Jones.

NEW HAMPSHIRE

● **TO ALL POINTS (Area Code 603)**

● **CONCORD**
Sullivan News, 9 Odd Fellows Ave.

● **MANCHESTER**
O. W. Dufresne, S. State St.

● **WEST LEBANON**
Verham News, 75 Main St.

NEW JERSEY

● **NORTHERN (Area Code 201)**
Akorn-Supermerc, 1601 W. Edgar Rd., Linden, Tel.: WA 5-5950. Mgr.: Shelley Steinfeld.
Garden State Rec. Dist., 68 W. Passaic St., Rochelle Park, Tel.: 488-6336. Mgr.: Carl Medici.
Gracious Living, 2195 Elizabeth Ave., Rahway.
Handleman Co., 1300 E. Elizabeth Ave., Linden.
Market Mdse., 907 Frelinghuysen Ave., Newark.
Metropolitan Marketers, 126 Leuning St., S. Hackensack.

Radding Toys, 226 E. Elm St., Linden.
Record Rack, 123 Wilson, Newark.
Roland Trading, 302 River St., Hoboken, Tel.: 795-5194. Pres.: Jesse Moskowitz.
Service One Stop Dist., 382 Clinton Pl., Newark, Tel.: WA 3-6777. Pres.: Ralph Schechtman.
Utility Dist., 10-12 Centre St., Elizabeth.

● **SOUTHERN (Area Code 609)**
James H. Bolton, 425 Filmore St., Riverside.
Edge, Ltd., Rt. 168, Glendora.
Joe Nanni, 410 West Ave., Delanco.
National Mdse. Serv., Stokes Rd., Medford.

NEW MEXICO

● **ALBUQUERQUE (Area Code 505)**
Western Wholesale, P. O. Box 4218, Sta. A.

NEW YORK

● **ALBANY (Area Code 518)**
Bee Gee Dist., 28 N. 3 St., Tel.: HO 2-6502. Pres.: Leonard Smith.
Mershaw of America, 1078 Broadway, Tel.: HO 2-6451. Pres.: Charles Schlang.

● **AMSTERDAM (Area Code 518)**
Almor Playtime, 10 Leonard St., Tel.: VI 2-2500.
Mgr.: Albert A. Hyman.

● **BINGHAMTON (Area Code 607)**
Platters, 496 Chenango St., Tel.: 723-8916. Pres.: Mack H. Fein.

● **BUFFALO (Area Code 716)**
Misceries, 863 Washington St., Tel.: TL 6-8477.
Pres.: Carl Glaser.
Mershaw of Western N. Y., 506 7 St.
Niagara Rec. Dist., 1476 Filmore Ave., Tel.: 895-0354.
Pres.: Frank H. Thompson.
Porter Electronics, 701 Seneca St., Tel.: 854-4898.
Pres.: Ed Lyons.
Willard Rec. Mdsrs., 1785 Walden Ave., Tel.: TX 6-5700. Pres.: Edward Jay.

● **COHOES (Area Code 518)**
Empire Rec. Serv., 100 N. Mohawk S., Owners: Ed Dinallo & Jack Manus.

● **ELMIRA (Area Code 607)**
Horwitz Bros., Church & R.R. Ave.

● **ENDICOTT (Area Code 607)**
Ben Co. Dist., 107 S. Duane Ave.

RACK JOBBERS

(continued)

• LONG ISLAND (Area Code 516)

Bocar Sales, 124 W. 10 St., Deer Park.
 G. B. REC. DIST., 267 D Merrick Rd., Lynbrook.
 Tel.: LY 3-2426. Pres.: Guy Barry. (SEE AD-
 VERTISEMENT)
 Fun Time Toys, 82-11 Little Neck Pkwy., Floral
 Park.
 Hemisphere Ent., 8 Broadway, Lynbrook.
 Ted Masters, 54 Greenwich St., Hempstead.
 Merco Ent., 750 Stewart Ave., Garden City, Tel.:
 CH 8-7140. Pres.: Jack Grossman.
 Record Guild of America, 15 Bond St., Great Neck,
 Tel.: HU 2-0900. Pres.: David Shichman.
 Service Housewares, 102 4 Ave., Garden City Park.
 Edward Stein, 5000 Grand Ave., Maspeth.
 Super Market Housewares, 101 5 Ave., Garden City
 Park.
 Variety Rec. Dist., 15 Bond St., Great Neck, Tel.:
 HU 2-0900. Pres.: David Shichman.

• **MOUNT VERNON (Area Code 914)**
 Steadman One Stop, 140 E. 3 St., Tel.: OW 9-3166.
 Pres.: Leonard Book.

• **NEW ROCHELLE (Area Code 914)**
 Family Record Corp., 64 Mechanic St., Tel.: NE
 3-6059.

• **NEW YORK CITY (Area Code 212)**
 Acme Rec. Dist., 150 Lafayette St., Tel.: WO
 6-1944.
 Akron Housewares, 502 Flushing Ave., Brooklyn.
 Atkins Promotions, Box 137, Lefferts Sta., Brooklyn.,
 Mgr.: Will Scott.
 E & R, 447 10 Ave., Te.: WI 7-6440. Pres.: Ed-
 ward Smith.
 Eastern Rec., 751 10 Ave., Tel.: CI 5-9469. Mgr.:
 Murray Lefkoff.
 Finkel-Borus, 220 Centre St., Brooklyn.
 Fleetwood Rec. Serv., 12-05 43 Ave., Long Island
 City.
 JODI, 604 10 Ave., Tel.: LT 1-0576. Mgr.: Bob
 Posner. (SEE ADVERTISEMENT)
 King Karol Rec., 111 W. 42 St., Tel.: BR 9-2342.
 Mgr.: Ben Karol.

Major Label Dist., 98-01 67 Ave., Flushing. Tel.:
 BR 5-4295. Pres.: Stuart Friedman.
 Mastersound Dist., 101-19 Ave. K, Brooklyn, Tel.:
 HI 4-9387. Pres.: Sy Friedman.
 National Rec. Dist., 111 B Ave., Tel.: OR 5-5416.
 NEW DEAL REC. SERV., 458 W. 46 St., Tel.: PL
 7-6740. Pres.: Al Levine. (SEE ADVERTISE-
 MENT)
 Record Mart, 58 E. 14 St., Tel.: AL 4-4024. Pres.:
 Robert Stack.
 Spectrum Ent., Box 1785, G. P. O. Pres.: L. Dodge.
 Take-A-Toy, 102-05 Northern Blvd., Corona.

• **POUGHKEEPSIE (Area Code 914)**
 Toy House of Hudson Valley, Manchester Rd., Tel.:
 GR 1-2740. Pres.: Lou S. Kustas.

• **ROCHESTER (Area Code 716)**
 Statewide Rec. Sales, 119 Rosewood Terrace.
 Universal Rec. Sales of Rochester, 1326 N. Clinton
 Ave., Tel.: FI 2-4300. Mgr.: Bill Cyrkin.

• SYRACUSE (Area Code 315)

Almor Playtime, 2100 Park.
 Platters, Inc., 1411-A W. Genessee St.

• UTICA (Area Code 315)

Kopel Supply Co., 85 Genessee St.
 Nationwide Serv., 725 State St.

NORTH CAROLINA

• **ASHEVILLE (Area Code 704)**
 Alexander News, 25 Carolina Lane, Tel.: AL 3-2631.
 Owner: W. G. Alexander.

• **CHARLOTTE (Area Code 704)**
 C & M Dist., 100 Southside Dr., Tel.: 525-1971.
 V.-P.: R. M. Conder.
 Diixe News Co., 2100 Freedom Drive, Tel.: 334-8614.
 Pres.: DeWitt Brown.
 Music Serv., 2212 W. Moorehead St.
 Supermarket Serv., 2835 S. Griffith.

• GREENSBORO (Area Code 919)

Handleman Co., 320 Isley Ave.

• ROCKY MOUNT (Area Code 919)

Rocky Mount News, 2900 S. Church Ave.

• WINSTON-SALEM (Area Code 919)

J. B. Armstrong News Agency, 601 S. Broad St.,
 Tel.: PA 2-8586. Pres.: James B. Armstrong.

OHIO

• AKRON (Area Code 216)

Halmor Dist., 910 N. Main St., Tel.: 762-0097.
 Pres.: Ross T. Halamay.

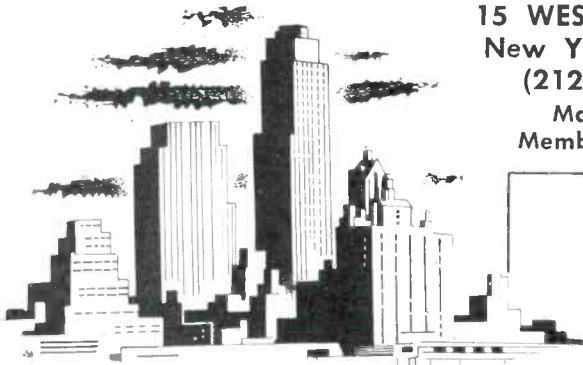
• BEDFORD (Area Code 216)

Associated Rec., 127-129 Northfield Rd., Tel.:
 BE 2-4270. Owner: Harry H. Fackler Jr.

• CINCINNATI (Area Code 513)

Cincinnati Rec. Rack, 3752 Regent Ave.
 K. C. Dist., 4508 Homer Ave., Tel.: 271-3887.
 Director: Marilu Case.
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Midwest Music, 2112 Payne Ave.
Modern Rec. Serv., 1958 E. 105 St., Tel.: 795-5225.
Pres.: J. W. Burke.
Ohio Stores Serv., 16110 Brookpark Rd.
Stark Rec. Serv., 2321 Scranton Rd. Tel.: 621-1119.
Pres.: Charles E. Murray.
Tower Dist., 1407 E. 40th St., Tel.: 391-3131.
Pres.: Louis Weisberg.

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Edge Ltd. of Ohio, 200 E. 4 Ave. Mgr.: Gene Settler.
Handleman Co., 1977 McAllister Ave.

● **DAYTON (Area Code 513)**

Dayton Rec. Serv., 2223 Springboro Pike. Pres.: W. A. Carrington.
G. C. Murray, 536 Albany St.

● **HAMILTON (Area Code 513)**

Den Sales & Supply, 601 Central.
A. W. Junkin, 316 Elvin Ave.
Don E. Nevin Sales, 1300 High St., Tel.: 894-8948.
Partner: Don Nevin.

● **HUBBARD (Area Code 216)**

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Rec. & Promotions, 1399 Central Ave.

● **PORTSMOUTH (Area Code 614)**

Service Dist., 24 Union St., Tel.: EL 4-3188. Pres.: W. A. Carrington.

● **SPRINGFIELD (Area Code 513)**

Hoffman News Agency, 25 W. Washington Ave.

● **TOLEDO (Area Code 419)**

Bartley Co., 931 Brown Ave.
C. & D. Dist., 2460 Cherry St.
Handleman Co., 1723 N. 12th St.
Northwestern Dist., 622 E. Woodruff.

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Samax Super Serv., 880 E. Indianola Ave.
Samco Co., 1483 S. Ave.

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● **OKLAHOMA CITY (Area Code 405)**

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Pres.: Gene Everest.
Southwest Dist., 1159 E. Madison Ave., Tel.: CE 2-7277. Pres.: K. D. Hensley.

● **TULSA (Area Code 918)**

Broadcast Record Dist., 2223 S. Florence Pl. (Box 223), Tel.: WE 2-3540. Owner: Kenneth A. Green.
Oertle Whsle. Drug, 229 E. 3.
Oklahoma News, 909 W. 23 St., Tel.: LU 4-4754.
Owner: R. Glenn White.

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Rouge Dist., 2514 Jacksonville.

● **MILWAUKEE (Area Code 503)**

Patty Day, 326 N. River Rd.

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Wm. G. Blackburn, 105 N.E. 62 Ave., Tel.: BE 2-5750. Owner: Bill Blackburn.

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● **COLLINGDALE (Area Code 215)**

Supermarket Toys, Woodlawn Ave. & N. Sts.

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Page Recording, 345 2 St., Tel.: 539-8117. Owner: Al Page.

● **DARBY (Area Code 215)**

Nat'l Mdse. Serv., 220 MacDada Blvd.

● **EAST LANSDOWNE (Area Code 215)**

Rec o Rac Dist., 1011 Baltimore Ave., Tel.: HI 9-3336. Owner: Harry Blaufeld.

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Record Rack Jobber, 114 N. Stratton St.

● **HARRISBURG (Area Code 717)**

D & H Dist., 2525 N. 7 St., Tel.: 236-8001. Mgr.: David Press.
Wambach, 67 Colonial Park Plaza, Tel.: 545-4745.
Mgr.: Endo Corsetti.

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Endo Corsetti, 415 Middletown Rd.

● **HUNTINGDON VALLEY (Area Code 215)**

Shulman Record, 912 Henrietta Ave., Tel.: RA 5-4888. Pres.: Jerry Schulman.

● **JOHNSTOWN**

Wambach Dist., 707 Horner St.

● **LEBANON (Area Code 717)**

Lebanon News, 33 N. 8 St.

● **McKEESPORT (Area Code 412)**

Richmark Sales, 3806 O'Neil Blvd.

● **MONROEVILLE (Area Code 412)**

Arco Sales Co., 339 Haymaker Rd.

● **PHILADELPHIA (Area Code 215)**

M. Baizer, 243 N. 9 St.
Bandstand, 5019 N. 5 St., Tel.: DA 9-4422. Owner: Gerald Rappaport.
William Penn Sales, 4848 N. 47 St.
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East Coast, 633 Liberty Ave., Tel.: 281-6344. Mgr.: Nicholas Lomakin.
Handleman Co., 129 1 Ave.
Housewares, 14 & Smallwood.
Mobile Rec., Box 2879, Tel.: 682-7024.
STAR TITLE STRIP CO., 842 Western Ave., Tel.: 231-4314. Mgr.: M. R. Morgan. (SEE ADVERTISEMENT)
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Beacon Record, 725 Branch Ave., Tel.: UN 1-7500. Pres.: Milton Israeloff.

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- **ABBEVILLE (Area Code 803)**
Savitz Record Center, 115 Public Sq., Tel.: 459-2143. Owner: Allen Savitz.
- **COLUMBIA (Area Code 803)**
Brown Sales, 1423 Ellerbe St., Tel.: 787-3401. V.-Pres.: H. S. Brown, Jr.
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Knoxville Phonograph Rec. Rack Co., 2407 Broadway.
- **MEMPHIS (Area Code 901)**
Bluff City Rec., 801 S. Walnut St., Tel.: JA 7-5423. Mgr.: Adron Swango.
Handleman Co., 3556 Jackson Ave.
- **NASHVILLE (Area Code 615)**
Volunteer Dist., 435 37 Ave., N., Tel.: 297-0055. Owner: Webber Parrish.

TEXAS

- **AMARILLO (Area Code 806)**
Western Merchandisers, 1601 W. 3 Ave., Tel.: DR 6-6281. Pres.: Sam Marmaduke.
- **AUSTIN (Area Code 512)**
Texan Record Mart, 3511 Cherry Lane, Tel.: GR 8-8042. Dir.: David Watt.
- **CARROLLTON (Area Code 214)**
D J Rec. Sales, 2315 Briarwood Lane, Tel.: CH 7-0021. Owner: Don Bresler.
- **CHESTER**
M. W. Turner Whlse. Novelty Co., Box 5.
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Nuesces News, 414 S. Port.
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Certain Music, 3923 Eastside.
Housewares Dist., 8805 Chancellor Row.
Pioneer Dist. Co. of Texas, 2406 Irving Blvd., Tel.: ME 1-5693. Pres.: Guy Willard.
Rack Suppliers, 2620 Main. Tel.: RI 8-2675. Mgr.: Gene Ackerman.
Records of Dallas, 4912 Vicksburg, Tel.: ME-7264. Mgr.: Jerry Michaelis.
Rec. Dist. Co. of Dallas, 4770 Memphis St.
Souvall Dist. Co., 1351 Conant.
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Julius Berg Sales, 412 San Francisco Ave., Tel.: 532-1434. Owner: Herbert L. Berg.
Sandoval News Serv., P. O. Box 7007.
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Trinity News Co., 1320 W. Broadway.
- **HARLINGEN (Area Code 512)**
C & H News, 1400 W. Jackson.
- **HOUSTON (Area Code 713)**
Market Music Rec., Box 19301, Tel.: OV 2-3645. Mgr.: Harvey Hood.
Record Dist., 901 Commerce Ave., Tel.: CA 7-6961. Pres.: Larry M. Rosmarin.
Record Rack, 3438 Leeland.
Records of Houston, 316 E 11 Ave., Tel.: UN 1-6868. Mgr.: Roy E. Buckner.

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Raul R. Brink, 2127 52 St.
Rosen Wholesale, 621 Broadway, Tel.: PO 3-4435. Mgr.: Allan Rosen.
- **MARSHALL (Area Code 214)**
Post Wholesale, 2109 S. Washington St.
- **MIDLAND (Area Code 915)**
J's Music Land, 1209 W. Washington.
- **PERRYTON (Area Code 806)**
Panhandle Rec. Dist. Co.
- **SAN ANGELO**
Parks Dist., Box 3051, Tel.: 949-6055. Owner: Ira Parks, Jr.
- **SAN ANTONIO (Area Code 512)**
Weiner News, 105 Manchaca, Box 12093, Tel.: PE 4-6455. Mgr.: Leo P. St. Onge.
- **WICHITA FALLS (Area Code 817)**
Merchants Whlse. Drug, 1009 Ohio St.
Parker's Food, P. O. Box 1391.

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BILLINIS DIST., 1550 S. Redwood Rd., Tel.: IN 6-7443. Pres.: John Billinis.
(SEE ADVERTISEMENT)

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Virginia Carolina Whlse., 1303 Main St.
- **NORFOLK (Area Code 703)**
Edge, Ltd., 2436 Alabama Ave., Tel.: 855-3358. Mgr.: Ed Cook.
Tidewater Toy House, 315 E. 25 St.
- **PETERSBURG (Area Code 703)**
Dixie Toy-Pak, 409 Wythe.
- **RICHMOND (Area Code 703)**
Pat's One Stop, 216 E. Main St., Tel.: MI 8-4791. Pres.: Pat Cohen.
A. Robinson & Co., 1512 Belleville.
- **ROANOKE (Area Code 703)**
Turner Candy, 516 Rorer Ave., S.W., Tel.: 342-0500. Pres.: A. L. Turner Jr.

- **WINCHESTER (Area Code 703)**
Valley Food Co., Paper Mill Rd.

WASHINGTON

- **MOUNTLAKE TERRACE (Area Code 206)**
Tip Top Music Co., 23401 66 Pl. Mgr.: Robert Jones.
- **SEATTLE (Area Code 206)**
Burke Sales, 5128 Russell Ave.
Gordon Sales, 500 Mercer St., Tel.: AT 4-7650. Mgr.: Stan H. Jaffe.
Johnson Bros., 5512 20 Ave.
Northwest Mag. Dist., 3639 1 Ave.
Souvall Dist. Co., 804 6 Ave. S.
Tradewell Stores, 4103 2 Ave. S.
United Rec. Supply, Box 7459, Bitter Lake Sta., Tel.: EM 2-5530. Owner: G. F. Christman.
- **SPOKANE (Area Code 509)**
Austin Bros., 2925 N. Martin, Tel.: HU 9-3286. Pres.: Wm. H. Austin.
Market-Tiers, 1219 W. 1 Ave.
- **YAKIMA (Area Code 509)**
Randle & Sons, 108 W. Mead.
Ring Merchandise, 1011 Pitcher St., Tel.: GL 7-5483. Sales: William Ring.

WEST VIRGINIA

- **CHARLESTON (Area Code 304)**
Handleman Co., 5606 McCorkel S.E.
- **FAIRMONT (Area Code 304)**
A. Robinson & Co., 305 10 St.
- **HUNTINGTON (Area Code 304)**
H. B. Dist. Co., 4541 Piedmont Rd.

WISCONSIN

- **BROOKFIELD (Area Code 414)**
Robert Reinhardt, 15747 Tarrytown Rd.
- **EAU CLAIRE (Area Code 715)**
Arrow Racks, 1609 Laurel Ave., Tel.: TE 2-2533. Owner: R. W. Meyer.
- **MADISON (Area Code 608)**
Rapid Sales, 2702 Monroe St., Tel.: CE 3-6142. Mgr.: Rolf V. Voegelin.
- **MILWAUKEE (Area Code 414)**
Kiddy Land Toy Pac., 1210 N. Water.
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Publication	Paid Circulation	Audit Status
Billboard's Audited Circulation (1962)	20,022	Audit Bureau of Circulations (ABC)
Cash Box "Stated" Circulation (1962)	10,258	Un-audited
Music Vendor "Stated" Circulation (1962)	6,422	Un-audited
Music Reporter "Stated" Circulation (1962)	5,823	Un-audited

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OF THE UNITED STATES

Geographical listings, by State and City, of U. S. Importers and Exporters of records, showing executives and telephone numbers where available.

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- **LOS ANGELES (Area Code 213)**

California Music Co., 2933 W. Pico Blvd., Tel.: RE 3-1196. Pres.: S. Ricklin.

Gateway Mercantile, 408 S. Alvarado St.

- **SAN FRANCISCO (Area Code 415)**

Festival Rec. Dist., 161 Turk, Tel.: PR 5-3434. Mgr.: John Filcich.

- **SANTA ANA (Area Code 714)**

Rantra Records, 1136 S. Arapahoe, Tel.: 546-1876. Pres.: Stewart Douglas.

COLORADO

- **DENVER (Area Code 303)**

AMERICAN SHOPPERS, Box 961, Tel.: 364-7985. Mgr.: Donald C. Cannalte. (SEE ADVERTISEMENT)

CONNECTICUT

- **WILTON (Area Code 203)**

Acropole Corp. of America, P. O. Box 365, Tel.: VI 7-2311. Pres.: Michele Ronty.

FLORIDA

- **HIALEAH (Area Code 305)**

Panart Recording, 477 W. 27 St., Tel.: 887-1391. Pres.: Ramon S. Sabat.

- **MIAMI (Area Code 305)**

Budisco Intl., 286 N.W. 29 St., Tel.: 633-6033. Gen. Mgr.: Raoul Shapiro. Carib, 4239 W. Flagler St., Tel.: 443-3276. Secy.: Robert B. Goldner. Pan Miami Sales, 1453 S.W. 8 St., Tel.: FR 7-3779. V.-Pres.: Howard Greenberg.

- **PRINCETON (Area Code 305)**

Buhl Intl. Rec. Sales, 15285 Lincoln Dr., Homestead, Tel.: CI 7-5432. Pres.: Frank Buhl.

- **WEST PALM BEACH (Area Code 305)**

Stratford, Box 887, Tel.: 844-1680. Pres.: Reno B. Swails.

HAWAII

- **HONOLULU**

Microphone Music, 605 Coral St., Tel.: 502188. Pres.: Ken Kaizawa.

ILLINOIS

- **CHICAGO (Area Code 312)**

Abco Promotions, 3313 N. Springfield Ave., Tel.: KE 9-7378. Pres.: T. H. Gorman. Gaelic Imports, 4238 W. Madison St., Tel.: KE 3-8899. Pres.: George Hudson. Pan-Amer. Rec., 1344 S. Halsted, Tel.: SE 3-1530. Vice-Pres.: M. S. Frenkel.

- **DECATUR (Area Code 217)**

Decatur Rak Sales, 1130 E. Eldorado St., Tel.: 428-6653. Pres.: Bud Lampe.

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Welsh Imports, 1161 S. Clarence, Tel.: EU 6-4261. Mgr.: Emyr Morris.

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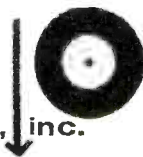
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● KANSAS CITY (Area Code 816)

One Stop Rec. Serv., 3230 Roanoke Rd., Tel.: VA 1-8850. Pres.: Ed Ockel.

● ST. LOUIS (Area Code 314)

One Stop Rec. Serv., 2721 Pine St., Tel.: JE 5-4172. Pres.: Ed Ockel.

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Alscep, 19 W. 34 St., Tel.: CH 4-1195. Mgr.: B. Zimbalist.

Amesay Trading, 55 Broadway, Tel.: BO 9-9155. Mgr.: Charles L. Rini.

Baronet-Coronet, 8701 Shore Rd., Brooklyn. Tel.: SH 8-5307. Pres.: J. Hornig.

Bruno-New York, 460 W. 34 St., Tel.: LO 4-2424.

Cardinal Export, 135 W. 29th St., Tel.: PE 6-5855. Pres.: Arthur Lerner.

Chambers, 97 Chambers St., BE 3-6280.

Circuit, 38 W. 48 St., LT 1-2392.

Daro, 424 Madison Ave., Tel.: PL 5-1753. Pres.: John R. Weinberg.

Discophile, 26 W. 8 St., Tel.: GR 3-1902.

DISCOUNT REC., 15 E. 53 St., Tel.: HA 1-0290. Owners: M. Saines & J. Widoff. (SEE ADVERTISEMENT)

ELTRON, 122 Broad St., Tel.: WH 4-7636. Pres.: Werner T. Glaeser. (SEE ADVERTISEMENT)

DAVID ESKIN, 400 Riverside Dr., Tel.: RI 9-4257. Pres.: David Eskin. (SEE ADVERTISEMENT)

Harbor, 8701 Shore Rd., Brooklyn. Tel.: SH 8-5307.

Pres.: J. Hornig.

Hellenic, 367 W. 34th St., Tel.: LO 3-2831. Pres.: Ted Starke.

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Playette, 585 9 Ave., Tel.: BR 9-5379. Pres.: Sidney A. Evans.

Record Hunter, 507 5 Ave., Tel.: OX 7-9481. Gen. Mgr.: Jerome Maggid.

Record & Tape Sales, 821 Broadway, Tel.: GR 7-8851. Pres.: Robert Staub.

Alex S. Roberts, 99 Beekman St., Tel.: RE 2-6280. Pres.: Alex S. Roberts.

Sacra-Disc, 250 W. 57 St., Tel.: CI 7-4562.

SALIENT, 1133 Broadway, Tel.: YU 9-0148. Pres.: Morris Cohen. (SEE ADVERTISEMENT)

ALBERT SCHULTZ, INC., 116 W. 14 St., Tel.: WA 4-1212. Pres.: Albert Schultz. (SEE ADVERTISEMENT)

Transglobal Music, 56 W. 45 St., Tel.: OX 7-9737. Pres.: Joseph E. Zerga.

Vanguard Rec. Soc., 154 W. 14 St., Tel.: AL 5-7732. Pres.: Maynard Soloman.

PENNSYLVANIA

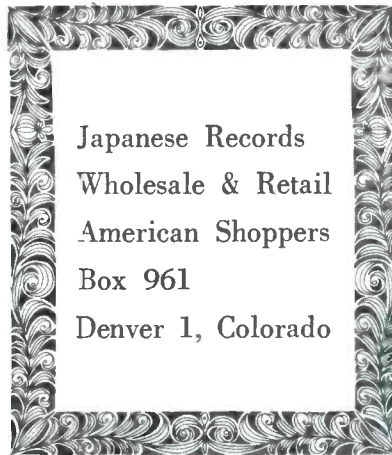
● HAVERFORD (Area Code 215)

Lambert & Mycroft.

VIRGINIA

● ALEXANDRIA (Area Code 703)

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Billboard

The International Music-Record Newsweekly

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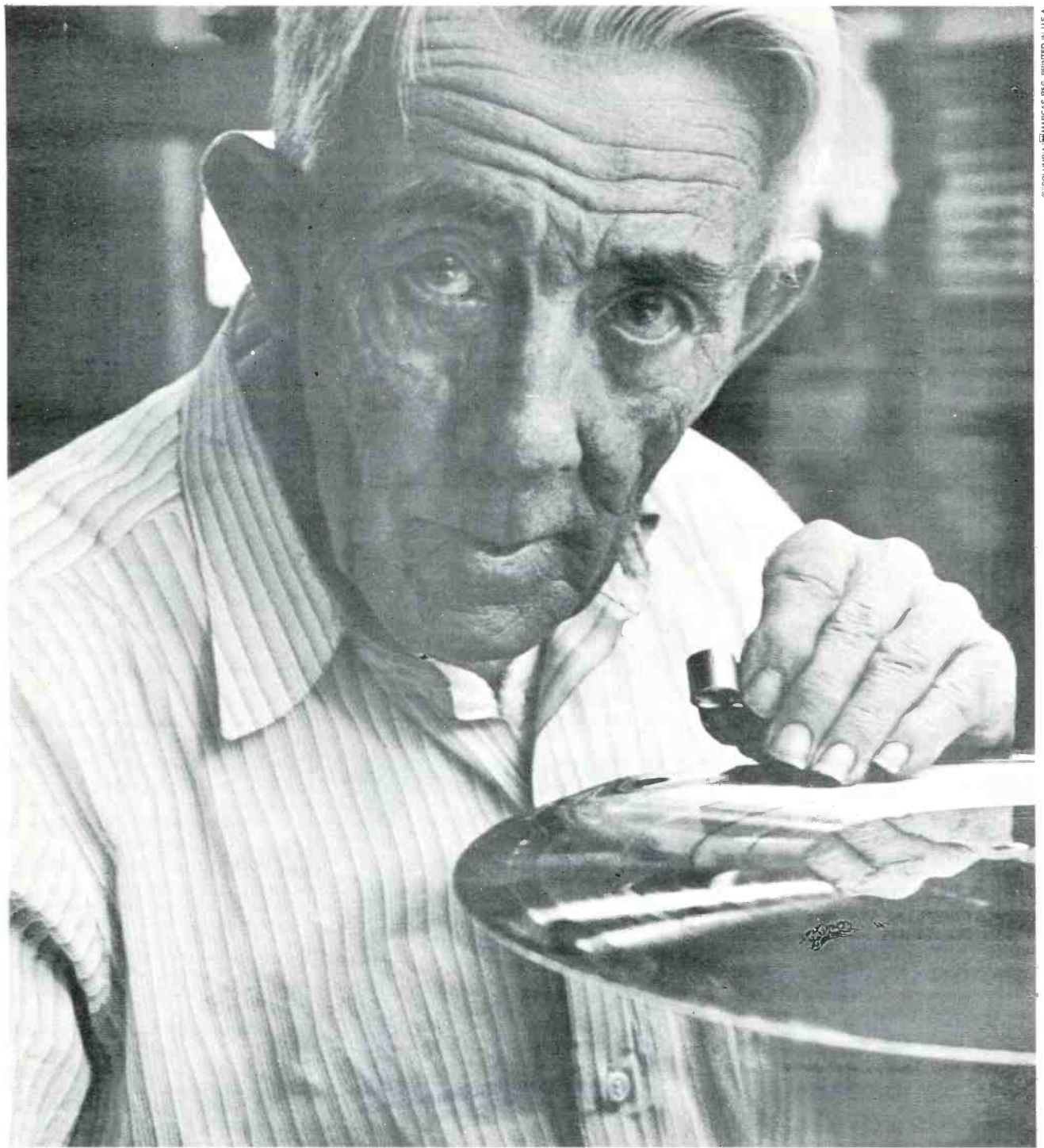
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MATERIALS MILLING	SLEEVES
PLANTS	TAPE DUPLICATION
MUSIC LICENSING	TAPE MANUFACTURERS
ORGANIZATIONS	TRADE ASSOCIATIONS

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- **LOS ANGELES (Area Code 213)**
Martin Cohen, 5455 Wilshire Blvd., Tel.: 937-3663.
Walter E. Hurst, 6365 Selma Ave., Tel.: HO 9-7200.

ILLINOIS

- **CHICAGO (Area Code 312)**
Jordan I. Ross, 430 N. Michigan Ave., Tel.: AN 3-7841.
Wallace, Shelton & Kleinman, 79 W. Monroe, Tel.: ST 2-9035.

NEW YORK

- **NEW YORK CITY (Area Code 212)**
Julian T. Abeles, 745 Fifth Ave., Tel.: PL 5-0812.
Asher & Moelis, 1650 Broadway, Tel.: JU 2-2332.
Albert A. Blinder, 598 Madison Ave., Tel.: PL 2-6100.
Eastman & Da Silva, 39 W. 54 St., Tel.: LT 1-1330.
Feinman & Dreyer, 608 Fifth Ave., Tel.: JU 6-2444.
Simon S. Feinstein, 825 Madison Ave., Tel.: 734-4000.
Fishbein & Okun, 609 Fifth Ave., Tel.: PL 2-3770.
Arnold A. Gurwitch, 15 W. 44 St., Tel.: MO 1-3750.
Walter Hofer, 150 W. 55 St., Tel.: JU 2-5030.
Laporte & Myers, 74 Trinity Pl., Tel.: HA 2-0081.
Martin J. Machat, 1501 Broadway, Tel.: LO 3-3185.
Paul G. Marshall, 56 W. 45 St., Tel.: OX 7-8525.
Harold Orenstein, 145 W. 57 St., Tel.: JU 6-1451.
Irwin Z. Robinson, 1733 Broadway, Tel.: JU 6-3087.
Charles B. Seton, 15 W. 44 St., Tel.: MO 1-3750.
Benjamin Starr, 1650 Broadway, Tel.: PL 7-2072.
Bernard Stollman, 153 W. 57 St., Tel.: PL 7-0888.
Felix C. Ziffer, 65 E. 55 St., Tel.: PL 2-4350.

PENNSYLVANIA

- **PHILADELPHIA (Area Code 215)**
Steinberg, Richman, Price & Steinbrook, Widener Bldg., Tel.: LO 4-3880.

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- **LOS ANGELES (Area Code 213)**
Flores-Matthews, 3320 Barham Blvd., Hollywood, Tel.: HO 4-3653.
United Superior, 1023 N. La Brea Ave., Tel.: OL 4-1550.

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- **CHICAGO (Area Code 312)**
Chuck Baker, 1649 N. Halsted, Tel.: MO 4-5486.

NEW YORK

- **NEW YORK CITY (Area Code 212)**
Globe Albums, 1255 Oak Point Ave., Tel.: DA 8-0800.
Stephen P. Haas, 117 W. 48 St., Tel.: JU 6-7528.
Shelley Graphics, 45 W. 57 St., Tel.: PL 2-7520.

OHIO

- **CINCINNATI (Area Code 513)**
Queen City Album, 2774 Blue Rock Rd., Tel.: 931-3233.
Royal Plastics, 1540 Brewster Ave., Tel.: 751-2211.

TEXAS

- **WACO (Area Code 817)**
Alco Engraving, 2015 Franklin Ave., Tel.: PL 6-2836.

ENVELOPES & MAILERS

CALIFORNIA

- **LOS ANGELES (Area Code 213)**
Container-Kraft, 721 E. 61 St., Tel.: 232-3281.
- **SAN FRANCISCO (Area Code 415)**
Gopher Litho, Box 812, Berkeley, Tel.: 658-0892.

MASSACHUSETTS

- **SPRINGFIELD (Area Code 413)**
U.S. Envelope, 21 Cypress St., Tel.: 736-7211.

NEW YORK

- **LONG ISLAND (Area Code 516)**
ANDREWS-NUNNERY, 205 Park Ave., Hicksville, Tel.: WE 1-6500. (SEE ADVERTISEMENT)
- **NEW YORK CITY (Area Code 212)**
One Stop Service, 100 W. 42 St., Tel.: WI 7-5474.
Queens Envelope, 52-25 Barnett Ave., Long Island City, Tel.: IL 7-7700.
Shelley Graphics, 45 W. 57 St., Tel.: PL 2-752.
EDWARD R. WHITE, 342 Madison Ave., Tel.: MU 7-2167. (SEE ADVERTISEMENT)

OHIO

- **CINCINNATI (Area Code 513)**
Queen City Album, 2774 Blue Rock Rd., Tel.: 931-3233.

JACKET MANUFACTURERS

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- **LOS ANGELES (Area Code 213)**
Advance Paper Box, 1900 W. 82 St., Tel.: PL 1-4141.
Allied Record Sales, 2437 E. 57 St., Tel.: 582-0841.
Bert-Co Press, 4862 Santa Monica Blvd., Tel.: 665-5137.
Cadet Records, 146 W. 37 Pl., Tel.: AD 3-8281.
Calcraft Album, 1211 N. Western Ave., Tel.: HO 9-1681.
California Press, 2824 W. Pico Blvd., Tel.: RE 2-2366.
Coast Rec. Mfg., 2534 W. Pico Blvd.
Container-Kraft, 721 E. 61 St., Tel.: 232-3281.
Modern Album of Calif., 3116 Vanowen St., Tel.: TH 5-7655.
Record Printing, 1418 W. Florence Ave.
United Superior Record, 1023 N. LaBrea Ave., Tel.: OL 4-1550.

ILLINOIS

- **CHICAGO (Area Code 312)**
Chicago Album, 426 S. Clinton.
Coburn, 732 S. Federal St.
Cole, 823 S. Wabash Ave.

INDIANA

- **INDIANAPOLIS (Area Code 317)**
Imperial Paper Box, 733 W. Heary.

• TERRE HAUTE

- Modern Album of Ind., 2001 S. Third St., Tel.: L-6283.

MASSACHUSETTS

- **LOWELL (Area Code 617)**
Wakefield Industries.
- **SPRINGFIELD (Area Code 413)**
U.S. Envelope, 21 Cypress St., Tel.: 736-7211.

• WEBSTER

- Thompson Rec., Perryville Rd.

NEW JERSEY

- **NORTHERN (Area Code 201)**
Abbey, 160 Passaic Ave., Kearney, Tel.: WY 8181.
Duotone, Locust St., Keyport, N. Y. C. Tel.: (212) DI 9-1389.
Modern Album of N. J., 145 N. 13 St., Newark, Tel.: HU 4-8330.

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Shelley Prod., 220 Broadway, Tel.: HA 3-7090.
- **MOUNT VERNON (Area Code 914)**
County Box & Album, 201 S. Second Ave., Tel.: MO 8-7862.
- **NEW YORK CITY (Area Code 212)**
AA-1 Prod., 245 Seventh Ave., Tel.: WA 9-2063.
Adrian, 130 W. 42 St., Tel.: PE 6-0936.
Alema, 751 Drake St., Tel.: DA 8-8055.
Decca, 619 W. 54 St., Tel.: PL 7-2000.
Gem, 1119 Worthen St. Tel.: DA 3-6162.
GLOBE, 1255 Oak Point Ave., Tel.: DA 8-0800.
(SEE ADVERTISEMENT)
Imperial Paper Box, 252 Newport St., Brooklyn.
Tel.: DI 6-6100.
Lee-Myles, 40 W. 57 St., Tel.: PL 7-6630.
MacMurray 22 Jones St., Tel.: WA 4-1530.
Profile Press, 151 W. 25 St., Tel.: OR 5-1220.
Progressive Label, 286 Stanhope, Brooklyn. Tel.: HY 7-2320.
Queens Litho, 52-25 Barnett Ave., Long Island City,
Tel.: IL 7-7700.
Shelley Graphics, 45 W. 57 St., Tel.: PL 2-7520.
STANDARD PAPER BOX, 476 Broome St., Tel.: WA 5-9818. (SEE ADVERTISEMENT)
Strathmore Sales, 56 S. 11 St., Brooklyn. Tel.: EV 7-3900.
Tee Packaging, 22 Jones St., Tel.: WA 4-1530.

OHIO

- **CINCINNATI (Area Code 513)**
Mehl Mfg., 2057 Reading Rd.
QUEEN CITY ALBUM, 2274 Blue Rock Rd., Tel.: 931-3233. (SEE ADVERTISEMENT)
Rife Rec., 9745 Lockland Rd., Tel.: PO 1-8844.
Royal Plastics, 1540 Brewster Ave., Tel.: 751-2211.

PENNSYLVANIA

- **ALLENTOWN (Area Code 215)**
Allentown Record, 10 & Walnut Sts., Tel.: 433-7405.
- **PHILADELPHIA (Area Code 215)**
Chromant, 711 Spring Garden St.
Community Press, 6047 Woodland Ave.
Crown Album, 1217-41 Carpenter St.
DISKMAKERS, 1401 S. 10th St., Tel.: DE 6-5151.
(SEE ADVERTISEMENT)
H. Royer Smith, 10 & Walnut Sts., Tel.: WA 2-2023.

TENNESSEE

- **NASHVILLE (Area Code 615)**
South Envelope, 794 Berry Rd.

TEXAS

- **SAN ANTONIO (Area Code 512)**
TNT Records, 1422 W. Poplar.
- **WACO (Area Code 817)**
Alco Engraving, 2015 Franklin Ave., Tel.: PL 6-2836.

LABEL MANUFACTURERS

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- **LOS ANGELES (Area Code 213)**
Acro Press, 108 E. 11 St.

- Alco Research, 6210 Santa Monica Blvd., Tel.: HO 6-1101.
- Allied Record Sales, 2437 E. 57 St., Tel.: 582-0841.
- Berl-Co Press, 4862 Santa Monica Blvd., Tel.: 665-5137.
- Cadet Records, 146 W. 37 Pl., Tel.: AD 3-8281.
- California Press, 2824 W. Pico Blvd., Tel.: RE 2-2366.
- Coast Rec. Mfg., 2534 W. Pico Blvd.
- Container-Kraft, 721 E. 61 St., Tel.: 232-3281.
- Kerr Printers, 3555 Hayden, Culver City.
- Mason Springs, 1827 E. 16 St.
- Record Labels, 6201 Santa Monica Blvd., Tel.: HO 6-1101.
- Record Printing, 1418 W. Florence Ave.
- United Superior Record, 1023 N. LaBrea Ave., Tel.: OL 4-1550.
- H. V. Waddell, 231 W. Olive, Burbank, Tel.: 849-6501.

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- **BRIDGEPORT (Area Code 203)**
Columbia Rec., 1473 Barnum Ave.

ILLINOIS

- **CHICAGO (Area Code 312)**
Automatic Label, 3734 Belmont.

INDIANA

- **INDIANAPOLIS (Area Code 317)**
RCA Victor, 501 N. LaSalle.
- **RICHMOND**
Richmond Record Pressings, 300 S. First St., Tel.: 2-6191.
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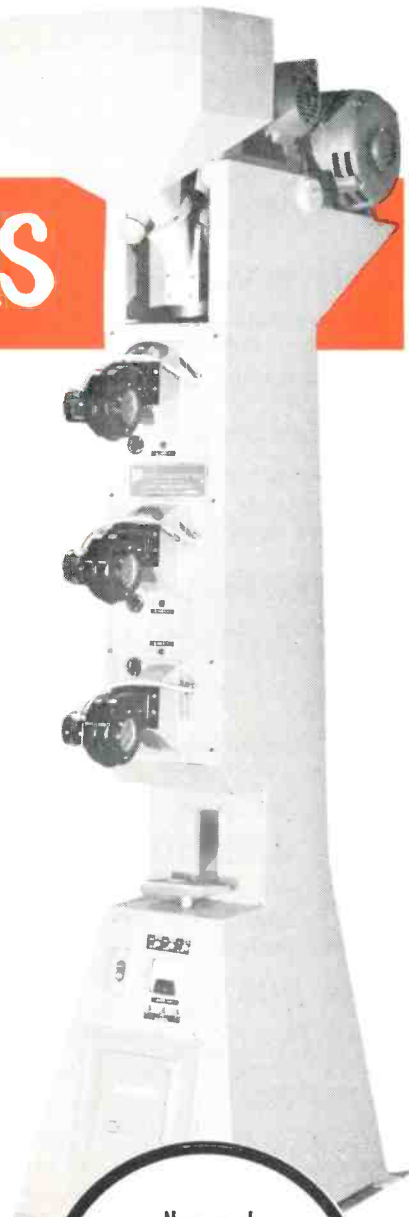
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- **NEW YORK CITY (Area Code 212)**
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Decca, 619 W. 54 St., Tel.: PL 7-2000.
Globe Albums, 1255 Oak Point Ave., Tel.: DA 8-0800.
Ivy Hill Litho, 1 Ivy Hill Rd., Brooklyn. Tel.: ST 2-7300.
Kaltman Press, 52-25 Barnett Ave., Long Island City. Tel.: IL 7-7700.
MacMurray Press, 22 Jones St., Tel.: WA 4-1530.
Pace Press, 636 11 Ave., Tel.: CI 6-8100.
Progressive Label, 286 Stanhope, Brooklyn. Tel.: HY 7-2320.
RCA Victor, 155 E. 24 St., Tel.: MU 9-7200.
Shelley Graphics, 45 W. 57 St., Tel.: PL 2-7520.

OHIO

- **CINCINNATI (Area Code 513)**
Royal Plastics, 1540 Brewster Ave., Tel.: 751-2211.

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Allentown Record, 10 & Walnut Sts., Tel.: 433-7405.
- **PHILADELPHIA (Area Code 215)**
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DISKMAKERS, 1401 S. 10th St., Tel.: DE 6-5151.
(SEE ADVERTISEMENT)
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Mallard Pressing, 1626 Federal St.
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- **MEMPHIS (Area Code 901)**
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Interdisca, Inc., 336 Broadway, Tel.: RE 2-2393.
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- OLIBIN, INC., 11 W. 25 St., Tel.: CH 2-7311. Pres.: Oliver Sabin. (SEE ADVERTISEMENT)
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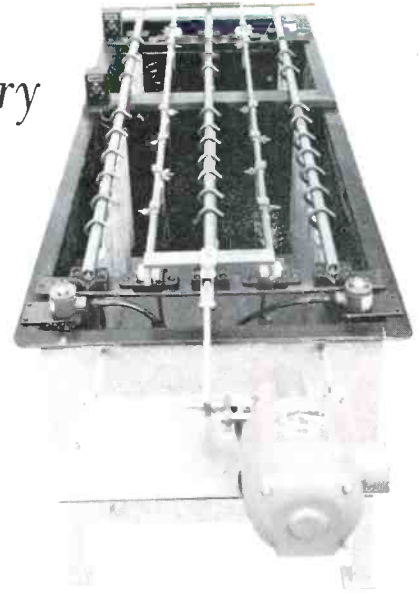
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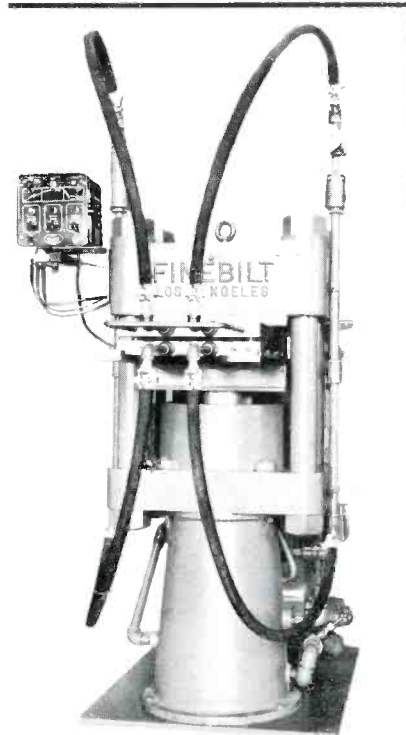
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RCA Victor, 501 N. LaSalle St.

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Schiff Mach. & Tool, 28 E. Hanover Ave., Morris Plains. Tel.: 539-5100.

Standard Tool & Mfg., 738 Schuyler, Lyndhurst. Tel.: WE 9-5500.

NEW YORK

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• **SAUGUS (Area Code 805)**
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• **STAMFORD (Area Code 203)**
Cook Labs, 101 Second St., Tel.: 348-7578.

INDIANA

• **RICHMOND**
Richmond Record Pressings, 300 S. First St., Tel.: 2-6191.

NEW JERSEY

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ARAGON PRODUCTS, 36 Legal St., Newark, Tel.: BI 3-1549. (SEE ADVERTISEMENT)
Carey, 1128 Riders Ln., E. Brunswick.

NEW YORK

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OHIO

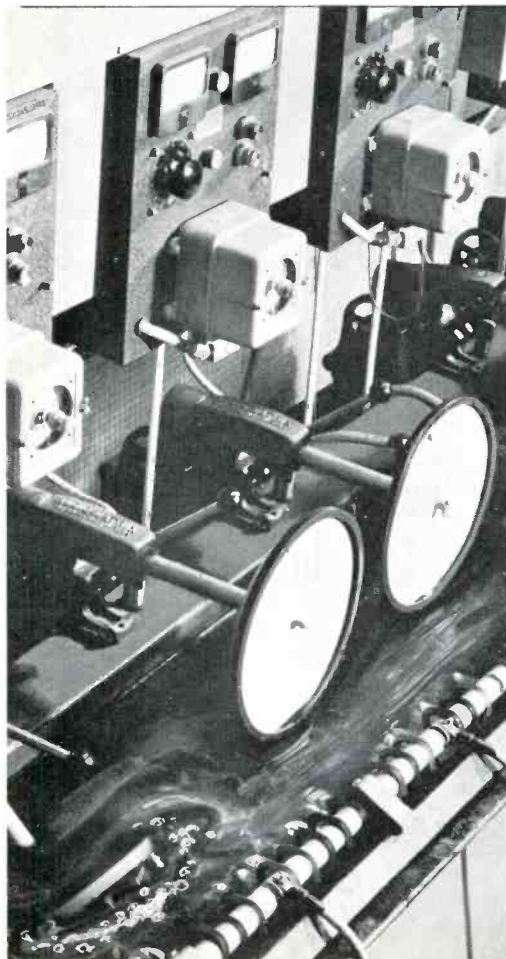
• **CINCINNATI (Area Code 513)**
Royal Plastics, 1540 Brewster Ave., Tel.: 751-2211.

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Marco Prod., Yerkes Rd., Bridgeport, Tel.: 265-2330.
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 Harry Fox, 460 Park Ave., New York 22, N. Y., Tel.: PL 1-1930.
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 SESAC, INC., 10 Columbus Circle, New York 19, N. Y., Tel.: (212) JU 6-3450. (SEE ADVERTISEMENT)

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CALIFORNIA

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 AFM Eng., 6209 Santa Monica Blvd., Tel.: HO 6-1101.
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 Cadet, 146 W. 37 Pl., Tel.: AD 3-8281.
 CAPITOL, 1750 N. Vine, Tel.: HO 2-6252.
 (SEE ADVERTISEMENT)
 Cook Rec., 3907 W. Slauson Ave., Tel.: AX 3-4646.
 FINEBILT, 2846 W. Pico Blvd., Tel.: RE 1-2318.
 (SEE ADVERTISEMENT)
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 R. M. Rec. Matric, 546 N. Fair Oaks, Pasadena.
 Monarch Rec. Mfg., 4852 W. Jefferson Blvd., Tel.: RE 2-6185.
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Mastercraft Record Plating, 619 W. 54 St., Tel.: CO 5-6040.

RCA Custom Record Sales, 155 E. 24 St., Tel.: MU 9-7200.

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Royal Plastics, 1540 Brewster Ave., Tel.: 751-2211.
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Container-Kraft, 721 E. 61st St., Tel.: 232-3281.
Monarch Rec., 4852 W. Jefferson Blvd., Tel.: RE 2-6185.
United Superior Co., 1023 N. La Brea Ave., Tel.: OL 4-1550.

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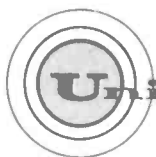
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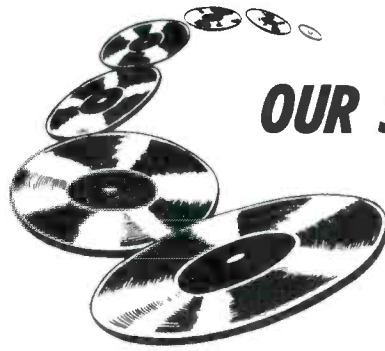
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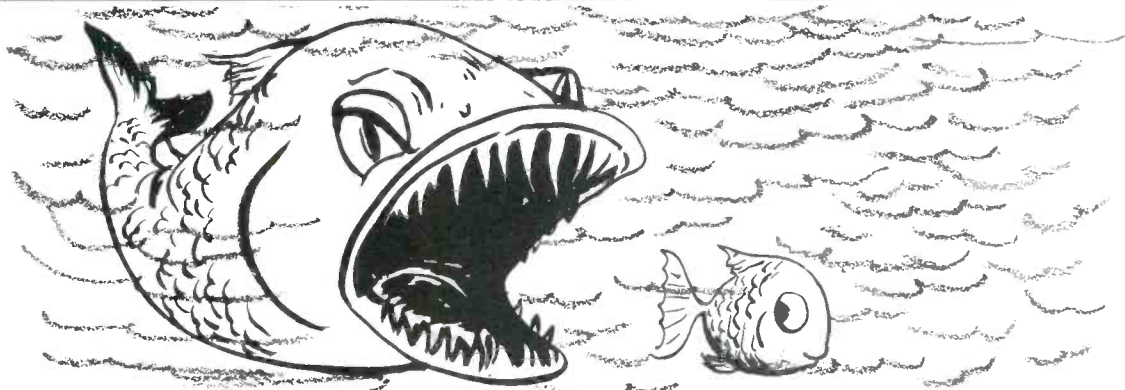
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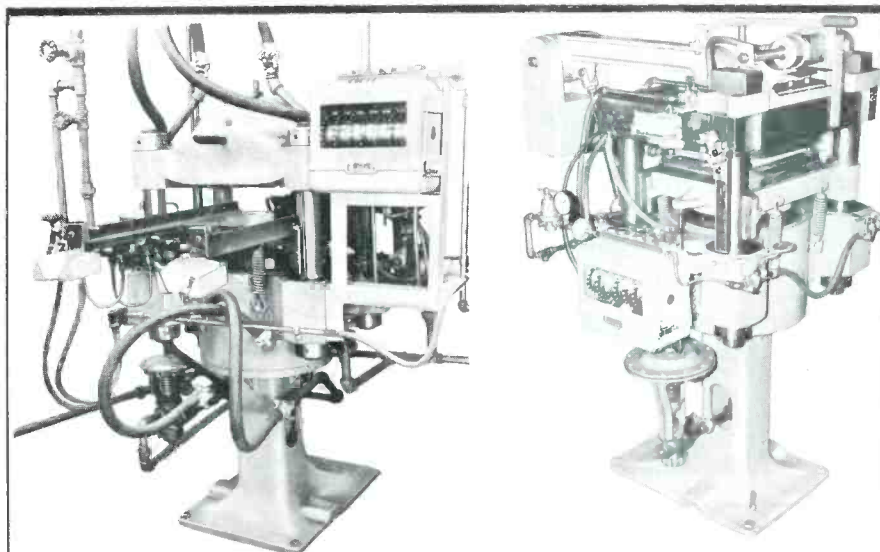
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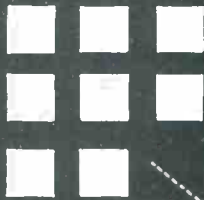
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- **INDIANAPOLIS (Area Code 317)**
RCA Victor, 30th St.

MINNESOTA

- **ST. PAUL (Area Code 612)**
EMC Corp., 180 E. 6 St., Tel.: CA 7-7366.
Minnesota Mining & Mfg. Co., 2501 Hudson Rd., Tel.: 733-1110.

NEW JERSEY

- **NORTHERN (Area Code 201)**
Celanese Plastics, 744 Broad St., Newark.
Ferrodynamics, Lodi, Tel.: N.Y.C. (212) LO 4-7769.

NEW YORK

- **NEW ROCHELLE (Area Code 914)**
Technical Tape, 240 North Ave., Tel.: BE 5-1000.
- **NEW YORK CITY (Area Code 212)**
Alpha Tape Sales, 244 5th Ave., Tel.: MU 4-6690.
Audiotape, Audio Devices, 444 Madison Ave., Tel.: PL 1-6640.
Kamak, 128 E. 41 St.
RCA Victor, 155 E. 24 St., Tel.: MU 9-7200.
Triton Electronics, 62-05 30th Ave., Woodside 77, Tel.: RA 1-7500.

OHIO

- **COLUMBUS (Area Code 614)**
Bel Canto, 6325 Huntley Rd., Tel.: 885-4081.
- **TOLEDO (Area Code 419)**
Cousino Electronics, 2107 Ashland Ave.

PENNSYLVANIA

- **PHILADELPHIA (Area Code 215)**
Philco Acces. Div., Tioga & C Sts.

TRADE ASSOCIATIONS

- American Guild of Authors and Composers (AGAC), 158 W. 55 St., New York 19, N. Y. Tel.: (212) PL 7-8833.
Membership: Any author or composer.
- American Record Merchants and Distributors Association (ARMADA), 663 Fifth Ave., New York 22, N. Y. Tel.: (212) PL 2-9666. Pres.: Amos Heilicher.
Membership: Wholesale record distributors. Record manufacturers can join as associate members.
- Country Music Assn. (CMA), 801 16 Ave. S., Nashville 4, Tenn. Tel.: (615) 244-2840. Pres.: Gene Autry.
Membership: All those interested in advancing the cause of country music.
- Institute of High Fidelity Manufacturers (IHFM), 516 Fifth Ave., Room 1402, New York 36, Tel.: (212) MU 2-5131. Pres.: Ray Pepe.
Membership: Manufacturers of high fidelity components.
- International Record & Music Men's Club, 150 W. 55 St., New York 19, N. Y. Tel.: (212) JU 2-5030. Pres.: Walter Hofer.
- Magnetic Recording Industry Assn. (MRIA), 110 N. Wacker Dr., Chicago, Ill. Tel.: (312) FI 6-6191. Pres.: William P. Gallagher.
Membership: Manufacturers of tape recording and playback equipment, and producers of raw and pre-recorded tape.
- Music Operators of America (MOA), 228 N. La Salle St., Chicago, Ill. Tel.: (312) RA 6-2810. Dir.: Robert H. Blundred.
Membership: Juke box operators.
- Music Publishers Protective Assn. (MPPA), 460 Park Ave., New York 22, N. Y. Tel.: (212) PL 1-1930. Chairman of the board: Walter G. Douglas.
Membership: Music publishers.
- National Academy of Recording Arts and Sciences (NARAS), Western Chapter: 9034 Sunset Blvd., Suite 206, Los Angeles 69, Calif. Tel.: (213)

CR 5-6175. Dir.: Christine Farnon. Eastern Chapter: 21 W. 58 St., New York 19, N. Y. Tel.: (212) PL 5-1535.

Membership: Anyone who has actively participated in at least six recorded and commercially released selections in one of the creative fields of the recording industry. Associate (non-voting) memberships are also available.

National Assn. of Record Merchandisers (NARM), 112 Beverly Rd., Philadelphia 51, Pa. Tel.: (215) MI 9-1900. Exec. Dir.: Jules Malamud. Membership: Rack jobbers. Record manufacturers can become associate members.

Record Industry Assn. of America, Inc. (RIAA), 1 E. 57 St., New York 22, N. Y. Tel.: (212) MU 8-3778. Exec. Sec.: Henry Brief.

Membership: Record manufacturers.

Record One Stop Assn., Inc. (ROSA), 511 N. Broad St., Philadelphia 23, Pa. Tel.: (215) WA 5-1688. Pres.: Irv Perlman.

Membership: One-stops.

Society of Record Dealers (SORD), 327 Jackson Ave., Jersey City, N. J. Tel.: (201) 432-3570. Pres.: V. H. Anderson.

Membership: Retail record dealers.

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Accessories & Supplies

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BROWSER BOXES
CARRYING CASES
CATALOG SERVICES
CLEANERS, CLOTHS &
BRUSHES

NEEDLES
RACK MANUFACTURERS
TITLE STRIPS

BROWSER BOXES

CALIFORNIA

- LOS ANGELES (Area Code 213)

Chrstar Pub., P. O. Box 4096, Long Beach, Tel.: GE 4-2189.

Container-Kraft, 721 E. 61 St., Tel.: 232-3281.

ILLINOIS

- CHICAGO (Area Code 312)

Seebro, 2019 S. Michigan Ave., Tel.: VI 2-8221.

MICHIGAN

- CHARLEVOIX (Area Code 616)

Freedman Artcraft, P. O. Box 228, Tel.: 547-6501.

NEW JERSEY

- NORTHERN (Area Code 201)

ART-PHYL, 508 Frelinghuysen Ave., Newark, Tel.: N. Y. C. (212) WO 4-2565. (SEE ADVERTISEMENT)

Duotone, Locust St., Keyport, Tel.: CO 4-2200.

NEW YORK

- NEW YORK CITY (Area Code 212)

FINE-TONE, 7111 20th Ave., Brooklyn, Tel.: CL 6-7876. (SEE ADVERTISEMENT)

Le-Bo, 33-59 Vernon Blvd., L. I. C. 6, Tel.: RA 1-8504.

Shelley Graphics, 45 W. 57 St., Tel.: PL 2-7520.

CARRYING CASES

CALIFORNIA

- LOS ANGELES (Area Code 213)

Capitol (see local dist.)

ILLINOIS

- CHICAGO (Area Code 312)

M. M. Cole, 823 S. Wabash Ave.



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Lyric-Replogle, 1901 N. Narragansett Ave., Tel.: NA 2-5500.

Renard Royce, 825 S. Wabash Ave.

Seebro Products, 2019 S. Michigan Ave., Tel.: VI 8-2221.

• **KANKAKEE (Area Code 815)**

Amberg File & Index, 1625 E. Duane, Tel.: WE 3-3351.

MASSACHUSETTS

• **FRAMINGHAM (Area Code 617)**

Sturbridge Ind., 258 Irving St.

• **LOWELL (Area Code 617)**

Wakefield Ind.

NEW JERSEY

• **NORTHERN (Area Code 201)**

Alan Insulated Mfg., 1107 McCarter Highway, Newark.

Standard Prod., 741 W. Front St., Plainfield.

NEW YORK

• **NEW YORK CITY (Area Code 212)**

Carol Ind., 335 Carol St., Brooklyn.
Casecraft-Red Rope, 70 Washington St., Brooklyn, Tel.: UL 5-8001.

COAST MFG., 2245 Pitkin Ave., Brooklyn, Tel.: HY 8-2330. (SEE ADVERTISEMENT)

Columbia (See local distributor).

Deccafile, Decca Records, 445 Park Ave., PL 2-1600.
FINE-TONE, 7111 20th Ave., Brooklyn, Tel.: CL 6-7876. (SEE ADVERTISEMENT)

Hillcraft, 11 W. 30 St., Tel.: PE 6-2748.

Knight Ind., 164 Liberty Ave., DI 2-6020.

LE-BO, 33-59 Vernon Blvd., L. I. C. 6, Tel.: RA 1-8504. (SEE ADVERTISEMENT)

Nachman, 780 E. 134 St., Bronx.

Olympia Mfg., 614 W. 51 St., Tel.: CI 7-5911.

Record Accessories, 693 10th Ave., Tel.: CI 7-3527.

OHIO

• **CANTON (Area Code 216)**

Embro Mfg., 908 Lawrence Rd., N. E., Tel.: GL 5-7051.

PENNSYLVANIA

• **PHILADELPHIA (Area Code 215)**

Metalcraft Prod., Mascher & Lippincott Sts.
H. Royer Smith, 10 & Walnut Sts., Tel.: WA 2-2023.
Specialty Case Mfg., 1701 N. 8 St.

CATALOG SERVICES

CALIFORNIA

• **LOS ANGELES (Area Code 213)**

Phonolog, 2720 Beverly Blvd., Tel.: DU 5-4211.

ILLINOIS

• **RIVER GROVE (Area Code 312)**

One-Spot, 1910 N. River Rd., Tel.: GL 6-3680.

MASSACHUSETTS

• **BOSTON (Area Code 617)**

W. Schwann, 137 Newbury St., Tel.: CO 6-6211.

NEW YORK

• **NEW YORK CITY (Area Code 212)**

Harrison Catalogs, 274 Madison Ave., Tel.: MU 5-5383.

PENNSYLVANIA

• **PHILADELPHIA (Area Code 215)**

Recordaid, P. O. Box 5765, Tel.: WA 4-7730.

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DiscCloth

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DiscCleaner Kit

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This foolproof balance accurately measures tone arm pressure up to 10 grams. Never requires adjustment.



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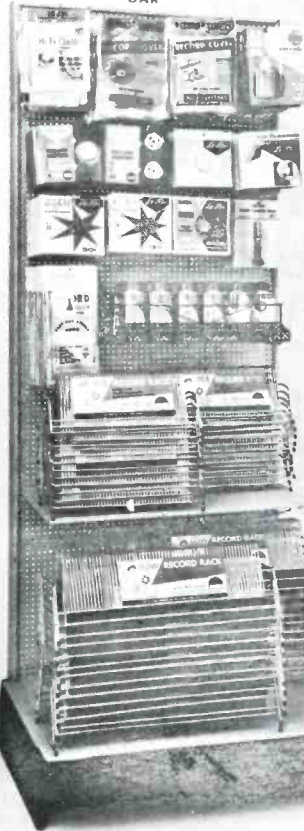
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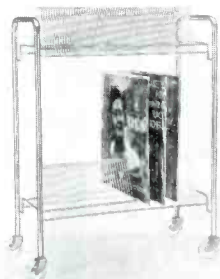
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- **SAN FRANCISCO (Area Code 415)**
Wm. J. Purdy, 312 7th St.

ILLINOIS

- **CHICAGO (Area Code 312)**
Paul Bennett, 230 E. Ohio St., Tel.: DE 7-4858.
Fidelitone Microwave, 6415 N. Ravenswood Ave.,
Tel.: BR 4-0075.
Jensen Ind., 7333 W. Harrison, Forest Park.
Pfanstiehl, 104 Lake View Ave., Waukegan, Tel.:
623-1360.
Seebro, 2019 S. Michigan Ave., Tel.: VI 2-8221.

- **ROCKFORD (Area Code 815)**
Audiotex, 400 S. Wyman, Tel.: 968-9661.

MASSACHUSETTS

- **BROCKTON (Area Code 617)**
Elsam Products, P. O. Box 417.

NEW JERSEY

- **NORTHERN (Area Code 201)**
Duotone, Locust St., Keyport, Tel.: CO 4-2200.
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(SEE ADVERTISEMENT)

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- **LONG ISLAND (Area Code 516)**
Carl Cordover & Co., 104 Liberty Ave., Mineola.
Tone-King, 358 Long Island Ave., Wyandanch, Tel.:
MI 3-8333.
- **NEW ROCHELLE (Area Code 914)**
Chem Wipe, Manard Prod., 9 Echo Ave.
Ortho-Sonic Instruments, 66 Mechanic St.
- **NEW YORK CITY (Area Code 212)**
Art & Industry Inc., 11 W. 30 St., Tel.: WI 7-7979.
Columbia Records (See local distributor).
Decca Records (See local distributor).
EBY Sales, 148-05 Archer Ave., Jamaica, Tel.: AX
1-3232.
Electro-Sonic Labs, 35-54 36th St., L. I. C.
FINE-TONE, 7111 20th Ave., Brooklyn, Tel.: CL
6-7876. (SEE ADVERTISEMENT)

Interelectronics, 2432 Grand Concourse, Bronx, Tel.:
LU 4-6200.
Kirsch Music, 15-58 127 St., Flushing, Tel.: HI
5-7200.
Kroll Trading, 133 Greene St., Tel.: OR 4-1414.
LE-BO, 33-59 Vernon Blvd., L. I. C. 6, Tel.: RA
1-8504. (SEE ADVERTISEMENT)
Lektrostat Corp., 845 Edgewater Rd., Tel.: 323-7700.
Le Mire Products, 204 W. 55 St., Tel.: CI 7-3818.
Merit Products, P. O. Box 56, Tel.: CY 3-2094.
Olympia Mfg., 614 W. 51 St., Tel.: CI 7-5911.
Recoton, 46-23 Crane St., L. I. C., Tel.: EX 2-6442.
Robins Ind., 36-27 Prince St., Flushing 54.

- **ROCHESTER (Area Code 716)**
Chamrox Rec. Cleaner, P. O. Box 532.
- **TUCKAHOE (Area Code 914)**
Qualitone Ind., 102 Columbus Ave., Tel.: WO 1-5770.
- **WEST NYACK (Area Code 914)**
Cadie Corp., 10 Virginia Ave., Tel.: N.Y.C. (212)
AU 6-4847.

OHIO

- **CONNEAUT (Area Code 216)**
Astatic, Harbor & Jackson Sts., Tel.: 599-6916.

PENNSYLVANIA

- **PHILADELPHIA (Area Code 215)**
Philco Accessory Div., Tioga & "C" Sts.

NEEDLES

CALIFORNIA

- **LOS ANGELES (Area Code 213)**
Capitol Records (Thru local Capitol distributors).

ILLINOIS

- **CHICAGO (Area Code 312)**
Admiral, 3800 W. Cortland.
Paul Bennett, 230 Ohio St., Tel.: DE 7-4858.
Cole, 823 Wabash Ave.
Fidelitone Microwave, 6415 N. Ravenswood Ave., Tel.:
BR 4-0075.
Pfanstiehl, 104 Lake View Ave., Waukegan, Tel.:
623-1360.
Seebro, 2019 S. Michigan Ave., Tel.: VI 2-8221.
Zenith, 6001 Dickens.

- **FOREST PARK (Area Code 312)**
Jensen Ind., 7333 W. Harrison.

- **LIBERTYVILLE**
M. A. Miller Mfg., 4 & Church Sts.

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- **ATTLEBORO (Area Code 617)**
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- **BUCHANAN**
Electro-Voice, Buchanan.

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Duotone, Locust St., Keyport, Tel.: CO 4-2200.
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(SEE ADVERTISEMENT)

NEW YORK

- **LONG ISLAND (Area Code 516)**
Tone-King, 358 Long Island Ave., Wyandanch, Tel.:
MI 3-8333.
- **NEW YORK CITY (Area Code 212)**
American Laubscher, 250 W. 57 St., Tel.: JU 6-7474.
Columbia (Thru local Columbia distributors).
Decca (Thru local Decca distributors).

FINE-TONE, 7111 20th Ave., Brooklyn, Tel.: CL 6-7876. (SEE ADVERTISEMENT)

Olympia Mfg., 614 W. 51 St., Tel.: CI 7-5911.
RCA Victor (Thru local RCA distributors).
Recoton, 46-23 Crane St., L. I. C., Tel.: EX 2-6442.

• **TUCKAHOE (Area Code 914)**
Aldshir Mfg., 111 Lake Ave., Tel.: SP 9-1297.
Qualitone, 102 Columbus Ave., Tel.: WO 1-5770.

OHIO

• **CONNEAUT (Area Code 216)**
Astatic Corp., Harbor & Jackson Sts., Tel.: 599-6916.

PENNSYLVANIA

• **PHILADELPHIA (Area Code 215)**
Philco Accessory Div., Tioga & "C" Sts.
• **SCRANTON (Area Code 717)**
American Stylus, Pageant Needles, 436 Wyoming Ave.

RACK MANUFACTURERS

CALIFORNIA

• **LOS ANGELES (Area Code 213)**
Cadet Records, 146 W. 37th Pl., Tel.: AD 3-8281.
Christar Publishers, P. O. Box 4096, Long Beach,
Tel.: GE 4-2189.

ILLINOIS

• **CHICAGO (Area Code 312)**
Lyric-Replogle, 1901 N. Narragansett, Tel.: NA 2-5500.
Seebro Dist., 2019 S. Michigan Ave., Tel.: VI 2-8221.
• **PEORIA (Area Code 309)**
Herb's, 1832 S. Griswold, Tel.: 637-7922.

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Freedman Artcraft, P. O. Box 228, Tel.: 547-6501.

NEW JERSEY

• **NORTHERN (Area Code 201)**
ART-PHYL, 508 Frelinghuysen Ave., Tel.: BI 8-5100.
(SEE ADVERTISEMENT)

NEW YORK

• **NEW YORK CITY (Area Code 212)**
Art & Industry, 11 W. 30 St., Tel.: WI 7-7979.
LE-BO, 33-59 Vernon Blvd., L. I. C. 6, Tel.: RA 1-8504. (SEE ADVERTISEMENT)
FINE-TONE, 7111 20th Ave., Brooklyn, Tel.: CL 6-7876. (SEE ADVERTISEMENT)

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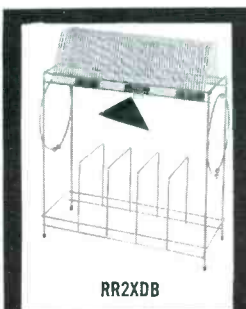
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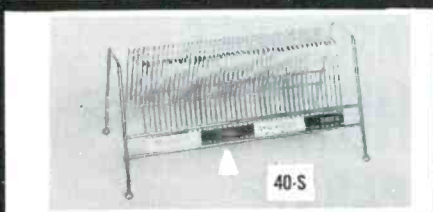
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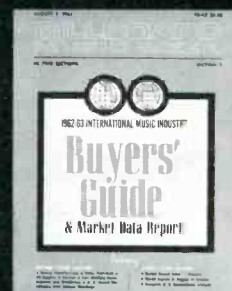
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Billboard's famous Annual Achievement Edition with: Photo gallery, statistics and biographies of the year's top international recording artists—complete list of million-selling singles and half-million-selling LP's—statistics and analysis of the top achievements of the music-record industry in the U. S. and 31 foreign countries.



Complete listings of record manufacturers, wholesalers, music publishers, and suppliers of every service, facility and product available to the music-record industry internationally. Many lists contain special detail: phone numbers, key personnel, etc., to help accomplish fast, accurate business contacts.



Complete listings of juke box and game manufacturers and distributors—vending and bulk vending machine manufacturers and suppliers—coin machine trade associations—parts and supplies—international air freight carriers . . . plus capsule biographies of international industry leaders.

International Music-Record Section

ARGENTINA

Population: 20 million.

Per capita average income: \$100.

Record sales (at retail): \$9 million, up 30% from \$6.7 million in 1960.

Records imported from U. S. (factory value): 1962—\$24,400; 1961—\$52,400; 1960—\$21,800; 1959—\$17,700. Records exported to U. S. (factory value): 1962—\$3,600; 1961—\$1,000; 1960—\$2,500.

Origin of music on pop records: Domestic, 60%; U. S., 20%, other foreign, 20%.

Average retail price: LP's—\$5; EP's—\$1.60; Singles—\$1.

Record distribution system: Manufacturer to dealer. Discounting: Occasional.

Record club sales: 1% of all sales from none in 1960.

Stereo sales: 2½% of LP's in 1961, 2% in 1960.

Number of medium-wave radio stations: 70; TV stations—9; juke boxes—1,000.

Ruben Machado

● record manufacturers

Bemol, Alsina 3089, Buenos Aires.

Disc Jockey, Pedro Goyena 70-72, Buenos Aires.

Tel.: 92,8200. Pres.: Manuel Rodriguez Luque.

This company represents: Palette (France), Continental (Brazil), Chantecleer (Brazil).

Famous, Peru 1511, Buenos Aires. Tel.: 23-5920.

Cable: Famous. Gen. Mgr.: I. W. Morris; Sales, Mike Davis. Domestic labels: Ariel.

This company represents: ABC (Paramount)

(U. S. A.), Colpix (U. S. A.), Musidisc (Brazil), Ronnex-Teeny (Belgium).

Fermata, San Martin 640, Buenos Aires. Tel.: 31-9330 & 31-9377. Cable: Fermata Baires.

Presidentes: Enrique Lebendiger & M. S. Brenner; Sales: Gerardo Grassi.

This company represents: Cameo-Parkway (USA), Seeco (USA), Fermata (Brazil), Momo (Brazil), RGE (Brazil), Ri-Fi (Italy), Storyville (Denmark, Triola (Denmark)).

Industrias Electricas y Musicales Odeon, Corrientes 485, Buenos Aires. Tel.: 49-6651/57. Cable: Odeon. A&R: Jose Rota y Ferando Lopez; Sales: Hector Rosso.

This company represents: Capitol (USA), Decca (USA), EMI (Britain), Liberty (USA), London (USA), Musart (Mexico), Warner Bros. (USA).

Inter, Bas, Bouhard 644, Buenos Aires. Tel.: 32-6516 Top Exec.: R. Gandolfo. Label: T. K. H. y R. Maluf, Alberdi 157, Salta. Top Exec.: H. Malpuf. Label: "H. y R."

Microfon, Lavalle 1759 & 2016, Buenos Aires. Tel.: 49-6128. Pres.: Mario Kaminsky. Int'l: Norberto Kaminsky.

This company represents: Audio Fidelity (USA), Cadence (USA), Coral (USA), Brunswick (USA), Everest (USA), Chancellor (USA), Canadian-American (USA), Prestige (USA), Durium (Italy), Supraphone (Czechoslovakia).

Orfeo, Paraguay 1583, Buenos Aires. Tel.: 4-8817 & 41-875. Cable: Orfeo. Gen. Mgr.: Juan Trulen; A&R: G. B. Lear; Sales: Douglas Taylor; Int'l: M. S. Davis.

This company represents: CBS-Columbia (USA).

Philips Argentina, Cordoba 1351, Buenos Aires. Tel.: 44-0611. A&R: Americo Bellotto and Buby Lavachia; Sales: Maximo Wannagard.

This company represents: Archiv (Germany), Deutsche Grammophon (Germany), Fontana (Holland), Heliodor (Germany), Mercury (USA), Polydor (Germany).

RCA Victor Argentina, Paroissien 3960, Buenos Aires. Tel.: 70-4171. Cable: Victor. Pres.: Carl R. Hoffelet; A&R: Ricardo Mejia; Sales: Adolf Pino. Labels: RCA Victor, Vik, X, RCA Camden.

Serenata, Esmeralda 433, Buenos Aires. Tel.: 49-0440. Mgr.: Guillermo F. Capdevilla.

Sicamericana, Jose E. Uriburu 40, Buenos Aires. Tel.: 46-3057. Pres.: Nestor Selasco; Sales and A&A: Luis Calvo. Labels: Music Hall, Ritmo.

This company represents: 20th Century-Fox (USA), Reprise (USA), Dot (USA), Verve (USA), Bell (USA), Plaza (Brazil), Copacabana (Brazil), Fonit (Italy), Vanguard (USA), Tap (USA), Hispavox (Spain), Ariola (Germany).

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Surco, Tucuman 439, Buenos Aires. Tel.: 32-0123.

Pres.: Enrique Iribberri; Sales: Atilio Suva. Labels: Opos, Calesita.

This company represents: Atlantic (USA), Atco (USA), Cetra (Italy), Panart (USA), United Artists (USA).

Tonodisc, 15 de Noviembre 1287, Buenos Aires.

Tel.: 23-7724. Pres.: Jorge C. Esperon.

This company represents: Command (USA), Hickory (USA), Jubilee (USA), Kapp (USA), Time (USA), Westminster (USA).

● music publishers

Acorde, Lavalle 1494, Buenos Aires. Tel.: 40-1613.

Edami, Lavalle 1494, Buenos Aires. Tel.: 40-8853.

Mgr.: Alberto Martinez.

Fermata Internacional, San Martin 640, Buenos Aires. Tel.: 31-9330. Pres.: M. S. Brenner.

Fortissimo, Lavalle 560, Buenos Aires. Tel.: 32-8936.

Julio Korn, Moreno 2034, Buenos Aires. Tel.: 47-6141 and 47-3622. Mgr.: Ricardo Korn.

Lagos, Talcahuano 638, Buenos Aires.

Alberto Martinez, Lavalle 1494, Buenos Aires.

Neumann, Maipu 235, Buenos Aires. Tel.: 46-5343.

Select, Callao 420, Buenos Aires.

Smart, Santa Fe 1552, Buenos Aires. Tel.: 4-5796.

Mgr.: Romiglio Giacompoli.

Tempo, Callao 182, Buenos Aires.

● supplies & services

PRESSING PLANTS

Columbia Records, Tucuman 829, Buenos Aires.

Fonar, Fonografica Argentina, Alsina 902, Buenos Aires.

Inter Bas, Bouhard 644, Buenos Aires.

I.E.y M. Odeon, Corrientes 485, Buenos Aires.

RCA Victor, Bartolome Mitre 1961, Buenos Aires.

TRADE ORGANIZATIONS

Asociacion de Directores de Orquesta.

Asociacion del Profesorado Orquestal (APO).

Sindicato de Musicos.

AUSTRALIA

Population: 10 million.

Record Sales, 1962 (at retail before tax): \$15.5 million, up from \$13.6 million in 1961, not including record club sales. Unit sales: LP's—2.3 million, up from 2 million in 1961; EP's—820,000, up from 700,000 in 1961; singles—3.3 million, up from 3 million in 1961.

Record club sales, 1962: 460,000 LP's.

Domestic record production, 8 months ending Feb. 1963 (comparable 1962 figures in parentheses): Singles—2.4 million (1962—2.0 million); EP's—617,000 (1962—492,000); 10-inch LP's—50,000 (1962—69,000); 12-inch LP's—2.4 million (1962—2.2 million). Total—5.5 million (1962—4.8 million). Stereo total—638,000 (1962—634,000).

Records imported from U. S. (factory value): 1962—\$158,200; 1961—\$163,000; 1960—\$205,000; 1959—\$17,300.

Records exported to U. S. (factory value): 1962—\$200; 1961—\$400.

Discounting: Not done except for deletions.

Record club sales: 8 to 10% of all sales.

Stereo sales: 15% of all LP's in 1961, up from 10% in 1960.

George Hilder

● record manufacturers

Amalgamated Wireless, 47 York St., Sydney. Tel.: 20233. Asst. Gen. Mgr.: A.E.R. Fox

Australian, 11-19 Hargrave St., East Sydney. Tel.: FA 4111. Cable: Colcord. Mgr. Dir.: A. W. Smith; A&R: S. Libbaek Local Sales: R. Calcutt. Labels: CBS-Coronet.

This company represents: CBS (USA), Chess (USA), Epic (USA), Hickory (USA), Kapp (USA), Sue (USA), United Artists (USA), Warner Bros. (USA).

Carinia, 18 Rawson Pl., Sydney. Tel.: MA 3234. Mgr.: M. Kulakowski.

EMI (Australia), Emitron House, 301 Castlereagh St., Sydney. Tel.: 2-0912. Cable: Emitron or Emiservice. Chairman & Mgr. Dir.: J. M. Burnett, CBE. A&R and International: J. Sturman. Sales: H. Millard.

Local label: Columbia.

This company represents: Adaire, Alan Kelley, Alladin, All Boy, Allwood, Amy, Angel, Antler, Arlen Auburn, Bandstand, Beacon, Bell, Beltona, Best, Big Top, Blackhawk, Bobbin, Buckley, Cadence, Cadette, Cameo, Cannon, Capitol, Carlton, Century, Challenge, Class, Co-Ed, Collier, Columbia (Eng.) Cotton Town, Jubilee, Colonial, Contemporary, Crescendo, Dale, Delaware Valley, Del-Fi, Dial, Diamond, Dimension, Discomoda, Disneyland, Decca (Eng.), Dore, Dot, Dunes, Edit, Ember, International, Era, Eric, Fantasy, Felsted, Fire, Fury, Garpax, Genius, G.N.P., Gold Town, Good Time Jazz, Gramercy, Gulf, Hamilton, Harmon, Hi, Highlane, Imperial, Jackpot, Jamco, Judd, Kama, Kapp, Keith, Lancer, Lawn, Le Grand, Le Monde, Liberty, London, Louis, Lyco, Mala, MGM, Metro, Monument, N.R.C., Odeon, One-Derful, Parkway, Parlophone, Pathe, Plaza, Post, President, Press, Ray, R.G.E., Romac, Santo Sar, Scarlet, Scepter, Seville, Shar-Dee, Shell, Spark, Splash, S.P.Q.R., Stage, Stan, Sultan, Sun, Sunland, Swan, Take Ten, Tarwee, Tilt, Titanic, 20th Fox, Unison, Unity, Viscount, Vocalion, Wand, Warrior, Whippet, X.Y.Z.

Festival, 223-9 Harris St., Pyrmont, Sydney. Tel.: MW 4021. Cable: Festival. Exec. Dir.: F. C. Marks; Eales: N. Brown. Labels: Festival, Leedon.

This company represents: ABC-Paramount (USA), Atlantic & affiliates (USA), Brunswick (USA), Command (USA), Concert-Disc (USA), Coral (USA), Decca (USA), Impulse (USA), Laurie (USA), Vee Jay (USA), Vox (France), Westminster (USA).

Natl. Instruments, 1048 Rocky Point Rd., Ramsgate. C. A. Pearce, Durham House, 842 Hay St., Perth.

C. A. Pearce, 70 Bowen St., Brisbane.

Philips, 69-79 Clarence St., Sydney. Tel.: 2-0223. Cable: Argenta. Mgr.: A. Major. A&R: R. Cooley. Sales: P. Turner.

This company represents: Deutsche Grammophon (Germany), Fontana (Britain), Mercury (USA), Philips (Holland & England), Polydor (Germany), Riverside (USA).

Radio Corp., 161-173 Sturt St., So. Melbourne. Tel.: 69-0300. Mgr.: N. Smith.

RCA, 221 Elizabeth St., Sydney. Tel.: MA 8541. Cable: Radionter. Mgr.-Dir.: R. E. Tolnay; A&R: Bill Donaldson. Sales: R. Witte.

This company represents: Camden (USA), RCA (USA), Radiola.

Scala Trading, 59 Coolaroo Rd., Lange Cove. S. E. Shifrin, 25 Barkly St., St. Kilda S. 2, Melbourne.

Talent City, 58 Lothian St., N. Melbourne. W. & G., 185 A'Beckett St., Melbourne. Tel.: 34-3651. Cable: Dualscale. Gen. Mgr.-Dir.: E. A. White, Mgr.-Dir. & Int'l: R. J. Gillespie. A&R: R. Tudor. Sales: M. D. Angus.

This company represents: Cetra, CGD, Diaphon, Embassy, Fonit, Gem, Hi-Fi, Jazzline, Minstrel, Magnasound, Music Minus One, Oriole, Spoken Arts, Stereo-Fidelity, Somerset, Time, Vis. (SEE ADVERTISEMENT)

Viking, 29 O'Connell St., Sydney. Tel.: 25-5241. Cable: Viking. Mng. Dir.: James Staples; Sales: Bill Silvestrer; Int'l: Murdoch Riley.

This company represents: Ava (USA), Briar (USA), Canadian-American (USA), Chancellor (USA), Chateau (USA), Congress (USA), DGF (Denmark), Golden (USA), Meazzi (Italy), PPX (USA), Quality (Canada), Rood (Holland), Tahiti (Tahiti), Tartan (Canada), Vega (France), Waverly (Scotland).

George Watson, 149 Swanston St., Melbourne. Wattle, 131 Cathedral St., Sydney.

World Record Club, 330 Flinders Lane, Melbourne.

● music publishers

J. Albert & Son, 137-9 King St., Sydney. Tel.: BW 2141. Mng. Dir.: A. Albert.

Allan's Music, 276 Collins St., Melbourne. Tel.: MF 0451. R. Bare.

Belinda, 321 Pitt St., Sydney. Tel.: 61-9081. Mgr.: N. Whiteley.

Boosey & Hawkes, 250 Pitt St., Sydney. Tel.: MA 9046. Mng. Dir.: G. Cooper.

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Boosey & Hawkes, 250 Pitt St., Sydney. Tel.: MA 9046. Mng. Dir.: G. Cooper.

INTERNATIONAL DIRECTORY

(Australia cont.)

Castle, 301 Castlereagh St., Sydney. Tel.: 2-0912. Mgr.: J. Halford.
 Chappell & Co., 68 Clarence St., Sydney. Tel.: 29-4681. Gen. Mgr.: A. Lashmar.
 Essex, 324 Pitt St., Sydney. Tel.: 61-8523. Gen. Mgr.: S. R. Farr.
 Joy, 324 Pitt St., Sydney. Tel.: MA 9891. Mgr.: J. Jacobson.
 Leeds Music, 324 Pitt St., Sydney. Tel.: 61-6088. Mng. Dir.: J. H. Argent.
 Nicholson's, 416 George St., Sydney. Tel.: 25-1641. Mng. Dir.: B. Grant.
 Olympic, 590 George St., Sydney.
 Southern, 44 York St., Sydney. Tel.: 29-2547. Mng. Dir.: C. Vaughan-Smith.
 Tu-Con Music, 324 Pitt St., Sydney. Tel.: 61-6088. Mgr.: J. H. Argent.
 Woomeera, 185 A'Beckett St., Melbourne. Tel.: 34-3651. Mng. Dir.: R. Gillespie.

• supplies & services

IMPORTERS & EXPORTERS

Allan & Co., 276 Collins St., Melbourne
 Edels, 88 King St., Sydney

MUSIC LICENSING ORGANIZATIONS

Australasian Performing Right Assoc., 66 Pitt St., Sydney.
 J. McFadden & Co., 67 York St., Sydney

PRESSING PLANTS

Australian Record Co., 29 Blight St., Sydney
 Peter Mann, 3 Estella St., Melbourne S.E. 6
 W. & G RECORD PROCESSING CO., 185 A'Beckett St., Melbourne. (SEE ADVERTISEMENT)

RECORDING STUDIOS

Amalgamated Wireless, 167 Queen St., Melbourne
 Amalgamated Wireless, 47 York St., Sydney
 Australian Record Co., 11 Hargrave St., E. Sydney

Clark Martin Recording Studios, 28 Bay View Terrace, Mosman Park, Perth
 Earway Recording Studio, 15 Mary St., Brisbane E.M.I., 301 Castlereagh St., Sydney
 Festival Records, 223 Harris St., Pyrmont
 Gale Sound Studios, 576 Hay St., Perth
 Harmony House, 177 George St., Sydney
 Prestophone, 590 George St., Sydney
 Sonic & Television Engineers, 233 Rundle St., Adelaide.
 W. & G. STUDIOS, 185 A'Beckett St., Melbourne. (SEE ADVERTISEMENT)

AUSTRIA

Population: 7 million.

Per capita income: \$100-170 annually.

Records sold in 1962: Total value at wholesale—120 million schillings.

Number of records sold by size: 7-inch (17 cm): 1962—1,237,000 with 67% EP's and 33% singles; 1961—1,183,000 with 67% singles and 33% EP's. 10-inch LP (25 cm): 1962—362,000; 1961—349,000. 12-inch LP (30 cm): 1962—387,000; 1961—330,000. Total 1962 sale up 12% from 1961.

Records imported from U. S. (factory value): 1962—\$21,500; 1961—\$12,800; 1960—\$42,200; 1959—\$30,300.

Imports from other nations: 2.8 million records, value \$3.25 million, about same as 1961.

Average retail prices: LP's—\$4; EP's—\$1.98; Singles—\$1.15.

Record club sales: 12% of all sales, down from 15% in 1961.

Stereo sales: 22% of all LP's, up 2% since 1961.

Medium wave radio: Oesterreichische Rundfunk, with main studio at Argentinierstrasse 30A, Vienna IV. Has six additional studios, in Linz, Graz, Salzburg, Klagenfurt, Innsbruck, Dornbirn. Office address: Schellinggasse, Vienna I. Same company operates TV broadcasting network.

Fred Ziller

• record manufacturers

Amadeo, Untere Donaust. 17, Vienna 2. Tel.: 24-35-98. Cable: Amadeodisc. Gen. Mgr. & Pres: Dr. Heinrich Haerdtl; Sales & Intl.: Stephan Friedberg.

This company represents: Barenreiter-Musicaphon (Germany), CBS (USA), Palette (Belgium), Phonag (Switzerland), Pye (England), Rifi (Italy), Roulette (USA), Vanguard (USA).

International representatives: Belgium (Inelco S.A.), Denmark (Tono), Finland (Fazer), France (Le Chant du Monde), Germany (Barenreiter-Musicaphon), Holland (Inelco N.V.), Italy (Voici del Mondo), Japan (Nippon Columbia), Norway (Norsk Phonogram), Sweden (Philips-Sonora), Switzerland (Phonag), USA (Apon).

Ariola, Rotenturmstrasse, Vienna 1, Tel.: 63-55-97. Austrian rep: Diplkm. Egmond Lueftner.

This company represents: Ariola, Atlantic, Euro-Disc., Metronome.

Columbia, 2 Fuehrichgasse, Vienna 1. Tel.: 52-88-09. Pres.: R. Raymond; Austrian rep.: Mr. Ernst Schmickelel.

This company represents: Angel, Capitol, Columbia, Concert-Classic, Electrola, Encore, Epic, Gloria, His Master's Voice, Imperial, La Voce del Patrone, Liberty, Magic-Notes, Odeon, Parlophon, Pathe, Regal, Stateside.

Centrocord, 4 Johannesgasse, Vienna 1. Tel.: 52-77-00. Austrian rep.: Helmut Bischof.

This company represents: Centrocord, Elite-Special.

Donauld Record Club, 37 Niederhofstrasse, Vienna 12. Tel.: 54-46-51.

Gutenberg Record Club, 1 Rennweg, Vienna 3. Tel.: 72-21-61.

Masteron, 20 Lothringerstrasse, Vienna 3. Tel.: 57-53-69. Austrian rep.: Helmut Kolbe.

Musica, 3 Neustiftgasse, Vienna 7. Tel.: 44-76-86. Pres.: Dir. Rudolf Friedman.

This company represents: Amulett, Anitrola, Barkley, Bel-Air, Carina, Cimefox, Decca, Festival, Funckler, Gloria-Del-Corso, London, RCA, Telefunken, Warner Brothers.

Musik Produktion Sued, 20 Lothringerstrasse, Vienna 3. Tel.: 72-44-01. Intl.: Gerhard Mendelson.

Neubau Studio, 21 Neubaugasse, Vienna 7. Tel.: 44-11-92. Austrian rep.: Dr. Baum.

Olympia, 23 Lichtensteinstrasse, Vienna 9. Tel.: 54-66-36. Pres.: Hans Gattringer.

Opera, 297 Linzerstrasse, Vienna 14. Tel.: 14-92-54. Austrian rep.: Dir. Josef Leo Gruber.

Polyphon, 126 Mariahiferstrasse, Vienna 6, Tel.: 57-11-75. Pres.: Gerhard Gebhard; Austrian rep. for Polydor: Oscar Drechsler; Austrian rep. for Philips: Wolfgang Arming. Labels: Polydor, Philips.

This company represents on Polydor label: Brunswick, Cantate, Command, Coral, D.G.G. (Deutsche Grammophon-Gesellschaft) Helidor, Literarisches Archiv, MGM, Polydor, United Artists, Verve.

This company represents on Philips label: ABC-Paramount, Audio Fidelity, Caedmon, Fontana, Interdisc (Interdisc includes following labels over here: Blueville, Contemporary, Good Time Jazz, Hi-Fi, Jazzland, Moodsville, Pacific Jazz, Riverside, Swingsville, Vee-Jay, World Pacific), Mercury, Philips.

Preiser-Recordings, 9 Fischerstiege, Vienna 1. Tel.: 63-62-26. Pres.: G. Preiser.

This company represents: Kabarett, Preiser-Recordings.

Rex-Royal, 4 Margarethenplatz, Vienna 5. Tel.: 57-19-404. Pres.: Bruno Hauer.

Symphonia, 20 Lothringerstrasse, Vienna 3. Tel.: 57-72-44.

Westminster, 20 Lothringerstrasse, Vienna 3. Tel.: 72-63-69.

This company represents: Westminster.

• music publishers

Aberbach-Wein, Seilergasse 12, Vienna 1
 Josef Aibl, Karlspl. 6, Vienna 1

Artis Zwerngasse 6, Vienna 17

A-Tempo, Lindengasse 10, Vienna 7

Austria Schlosserhofstr. 3, Vienna 21.

Austro-Mondia, Seilergasse 12, Vienna 1

Bayrische Buchhandlung, Theatergasse 4, Salzburg

Bosworth, Dr. Carl Luegerpl. 2, Vienna 1

Central, Mariahilferstr. 45, Vienna 6

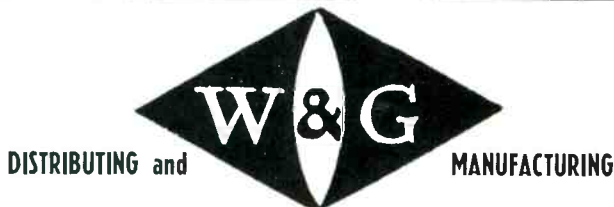
Chodel, Hackhofergasse 18, Vienna 19.

Franz Christ, Schoenbrunnerstr. 124, Vienna 5

Alwin Cranz, Mariahilferstr. 99, Vienna 6

De Capo, Mahlerstr. 11, Vienna 1

Francis Day, Mahlerstr. 11, Vienna 1



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185-187 A'Beckett Street
 Melbourne, Ct., Australia

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 Ludwig Doblinger, Dorotheergasse 10, Vienna 1
 Josef Doerr, Wiedner Hauptstr. 152, Vienna 5
 Dominante Verlag, Reichsstr. 224/2, Linz, Donau.
 Domino, Hegergasse 25, Vienna 3
 Eberle, Seilergasse 12, Vienna 1
 Eola, Belvederegasse 23, Vienna 4
 Europaischer, Pramergergasse 1, Vienna 9
 Fortissimo, Margaretenpl. 4, Vienna 5
 Gerlach & Wiedling, Luftbadgasse 17, Vienna 6
 Glocken, Theobaldgasse 16, Vienna 6
 Gloria Gluckgasse 1, Vienna 1
 Johann Gross, Maria Theresienstr. 37, Innsbruck
 Vinzenz Harasta, Mariahilferstr. 150, Vienna 15
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 Helbling, Boznerpl. 1, Innsbruck
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 Josef Hochmuth, Seilergasse 12, Vienna 1
 Hofmeister-Figaro, Seilergasse 12, Vienna 1
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 Hollrigl Eduard, Siegmund Hafnergasse 10, Salzburg
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 Jonny, Gluckgasse 1, Vienna 1
 Jungbrunnen, Schuhmeierpl. 17, Vienna 16
 Kaerntner Heimatverlag, Bahnhofstr. 15 Klagenfurt.
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 Johann Kliment, Kollingasse 15, Vienna 9
 Kosmos, Neuderchenfelderstr. 8, Vienna 17
 Kramer, Wiedner Hauptstr. 18, Vienna 4
 Ludwig Krenn, Reindorfgasse 42, Vienna 14
 Carl Kulm, Krugerstr. 4, Vienna 1
 Otto Maass, Mariahilferstr. 91, Vienna 6
 Marathon, Bosendorferstr. 4, Vienna 1
 Karl Mayer, Ottakringerstr. 109, Vienna 16
 Metropol, Lindengasse 43, Vienna 7
 Metroton, Seilergasse 12, Vienna 1
 Montana-Austria, Seilergasse 12, Vienna
 Mozart, Siegmund Hafnergasse 18, Salzburg
 Musikwissenschaftlicher, Marokkanergasse 1/11, Vienna 3
 Oesterreichischer-Arbeiter-Saengerbund. Gymnasiumstr. 38, Vienna 18
 Oesterreichischer Bundesverlag, Schwarzenbergstr. 5, Vienna 1
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 Pfeffer, Backerstr. 6, Vienna 1
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 Friedrich Scheibl, Pulverturm-gasse 7, Vienna 9
 Hermann Schneider, Gluckgasse 1, Vienna 1
 Solisten, Alserstr. 43, Vienna 8
 Southern, Seilergasse 12, Vienna 1
 Stanberg, Gumpendorferstr. 93, Vienna 6
 Stanberg, Joanneumring 12, Graz
 Styria, Lobkowitzpl. 1, Vienna 1
 Sud-Ost, Burgergasse 13/11, Graz
 Thalia, Schoenbrunnerstr. 48, Vienna 5
 Triangel, Woinovichgasse 24, Vienna 13
 Triola, Kohlgasse 51, Vienna 5
 Tyrolia Verlagsanstalt, Maria Theresienstr. 15, Innsbruck
 Universal, Karlspl. 6, Vienna 1
 Vamo, Fischerstiege 4, Vienna 1
 Vienna, Gluckgasse 1, Vienna 1
 Volkskunst, Windmuehlgasse 14, Vienna 6
 Josef Weinberger, Mahlerstrasse 11, Vienna 1
 Weltmusik, Seilergasse 12, Vienna 1
 Ludmilla Weselka Mariahilferstr. 55, Vienna 6
 Wewerka, Lindengasse 10, Vienna 7
 Wien-Melodie, Mahlerstr. 11, Vienna 1
 Wiener Arion, Schoenbrunnerstr. 124, Vienna 5
 Wiener Boheme, Seilergasse 12, Vienna 1
 Wiener Dreigliang, Pfeilgasse 35, Vienna 8
 Wiener Operetten, Karlspl. 6, Vienna 1
 Wiener Verlagsanstalt, Johannsigasse 12, Vienna 1
 Josef Worall, Mariahilferstr. 45, Vienna 6
 Zeta, Krugerstr. 8, Vienna 1

● supplies & services

IMPORTERS & EXPORTERS

Amadeo, Untere Donaust. 17, Vienna 2
 Aristide J. Arie, Wolfersberggasse 7A, Vienna 14
 Johann Arlett, Kirchengasse 15, Vienna 7
 Alfred Bohm, Chemie, Obernberg am Inn, Oberosterreich
 A. Burkl, Reiserstr. 32, Vienna 3
 Hi-Fi Schallplattenzentrum, Kaerntnerstr. 29, Vienna 1
 Musikhaus Dreiviertel, Seilergasse 12, Vienna 1
 Otto G. Preiser, Fischerstiege 9, Vienna 1
 Schallplatten Import Dienst, Schronbrunnerstr. 174, Vienna 12.

MUSIC LICENSING ORGANIZATIONS

Gesellschaft Fur Mechanische Urheberechte (Austro-Mechana), Ungargasse 2, Vienna 3
 Staatlich Genehmigte Gesellschaft der Autoren, Komponisten und Musikverleger (AKM), Baumannstr. 8. Vienna 3

RECORDING & TAPE DUP. STUDIOS

Buchelt Tonstudio, Mariahilferstr. 113, Vienna 6
 Elektrovox Studio, Margaretenstr. 32, Vienna 4
 Ing. Felix Holly, Bartensteingasse 13, Vienna 1
 Opera Studio, Linzerstr. 297, Vienna 14
 Rex-Royal, Margaretenpl. 4, Vienna 5
 Symphonia, Lothringerstr. 20, Vienna 3
 Tonstudio Kaerntner Strasse, Kaerntnerstr. 51, Vienna 1
 Veritas, Singerstr. 26, Vienna 1

TRADE ORGANIZATIONS

Arbeitsgemeinschaft Oesterreichischer Musikverleger (AOM), Baumannstr. 8, Vienna 3
 Internationale Gesellschaft fur Neue Musik (IGNM), Obere Bahngasse 6, Vienna 3

BAHAMAS

Population: 130,700.

Records imported from U. S. (factory value): 1962—\$75,200; 1961—\$52,200; 1960—\$52,500; 1959—\$61,900.

● record manufacturers

Bahama Records, P.O. Box 942, Nassau
 Carib, P.O. Box 174, Nassau
 U-C, P.O. Box 1671, Nassau

● supplies & services

IMPORTERS

Frank J. Hazelwood, P.O. Box 737, Nassau

BELGIUM

Population: 9 million.

Records sold domestically in 1962: \$9 million (retail price), up 20% from \$7.5 million in 1961.

Average retail price: LP's—\$4; EP's—\$2; singles—\$1.20.

Records imported from U. S. (factory value): 1962—\$160,000 (45 rpm—\$37,000; 33 rpm—\$123,000); 1961—\$226,600; 1960—\$227,300; 1959—\$159,100.

Number of medium-wave stations: 6

Number of TV stations: 2.

Number of juke boxes: 22,000.

Type of record distribution system: Manufacturer to wholesaler to dealer.

Number of record clubs: 4.

Stereo records sold: 69,730.

Jan Torfs

● record manufacturers

Anvers Radio, 10 place de l'Yser, Brussels 1. Tel.: 18-74-00. Top exec.: Goldschmidt; Sales: Ganty.

This company distributes: ABC-Paramount (USA), Artone (Holland), Cadence (USA), Candid (USA), Command (USA), Concert Colonne (France), Duret Thompson (France), Elite (Switzerland), Ember (England), Grand Award (?), Impulse (?), Period (USA), Ricordi (Italy), Ricordi (France), Tangerine (?), Telefunken (Germany), Telestar (Germany), Valois (France), Whitehall (USA).

BARCLAY BELGE, 31 Rue du Lombard, Brussels. (SEE ADVERTISEMENT)

Brauer, 20 rue St. Christopher, Brussels 1. Tel.: 12-73-61. Top exec.: Mme. Brauer.

This company represents: Carish, Hebra, Meteor, Mi-Re, N.M.C., Sandra, Will.

COBEDI, 32 rue St. Christopher, Brussels 1. Tel.: 11-20-61. Cable: Cobedi. Top exec.: Fernand Jansens. A. & R.: Frans Verbeeck. Sales: Mme Jansens.

This company represents: Gala, Newtowne, Novelty, Olympia, Orbit, Starlet, Supertone Tops Classics, Twenty Century (20th), Vis Radio. (SEE ADVERTISEMENT)

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INTERNATIONAL DIRECTORY

(Belgium cont.)

DISCOBEL, 31 rue le Lombard, Brussels 1. Tel.: 13-3945. Top exec.: Van de Walle.
This company represents: Ariola, Atlantic, Bacarola, Bel Air, Dana, Debut, Discostar, Erato, Eurodisc, Imperial, Kapp, New Jazz, Orphee, Pacific, Paris, Prestige, Pythia, Roulette, S.M. Studio, Sonet, Storyville, Tivoli. (SEE ADVERTISEMENT)

Discolivret, 4a quai du Commerce, Brussels 1. Tel.: 177678. Top exec.: Mme. Ginsbergen.
This company represents: Ades, Disneyland, Jericho, Lumen, Supraphon, Vista Disneyland.

Discotrade, 88 rue Gallait, Brussels 3. Tel.: 161640. Cable: Discopress. Top exec.: Ir. Braunstein. A. & R.: Robert R. Poulet. Sales: G. Van Melckebeke.
This company represents: Box, C.N.R., Festival, Jungle, Magic, Rondo, Tono, Victory.

Fonior, 26-28 quai des Charbonnages, Brussels 8. Tel.: 254010. Top exec.: Pelgrims de Bigard. A. & R.: A. Palmans. Sales: DeReuck.
This company represents: Ace of Clubs, Argo, Barclay, Cetra, Cid (Holland), Decca, Fiesta, Hispa-Vox, Judokadance, London, Maestro, Musique pour tous, Omega, Saga, Stella, Te Deum, United Artists, Vega.

Gramophone, 171, bld. M. Lemonnier, Brussels 1. Tel.: 129815. Cable: Gramophone. Top exec.: John Kirsch. A. & R.: Leslie Robbins (asst. gen. mgr.). Sales: Emile Garin.
This company represents: Angel, Capitol, Columbia, Electrola, Encore, Epic, Gloria, His Master's Voice, King, Liberty, Parlophone, Pathe, Odeon, Stateside, Trianon, Voix de son Maitre.

INELCO, 20-24 rue de l'hospital, Brussels 1. Tel.: 112220. Top exec.: Pierre Jean Goemaere. A. & R.: Yvon De Bie. Sales: Willy Roelants.
This company represents: President, RCA, Camden, RCA Victor, Victrola, Vik. (SEE ADVERTISEMENT)

Interphono, 310 centre Rogier, Brussels 1. Tel.: 18-75-02. Top executive: Pascal Robieffroid.
This company represents: CBS.



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Leman & Gorle, 17 rue Demeyer, Brussels 2. Tel.: 27-33-72. Top executive: Pierre Gorle.
This company represents: Alpha, Argo, (Classics), Belter, Boite a Musique, Cantate, Critere, Discophiles Francais, Emerald, Match, Mouez & Breiz, Oiseau lyre.

Marshall, 207 rue A. Danssaert, Brussels 1. Tel.: 184183. Pres.: Robert Bloylois.

MOONGLOW, 17 Goudbloemstraat, Antwerp. Tel.: 32-99-90. Top exec.: Van de Steen (Belgium) and R. J. Van Hoogten (outside of Belgium).
This company represents: Chancellor (USA). (SEE ADVERTISEMENT)

Polygram, 37 rue d'Anderdecht, Brussels 1. Tel.: 13-44-44. Top exec.: P. Lebbink, A. & R.: Lammy Van den Hout. Sales: Jacques De Vos.
This company represents: Arvee, Audio Fidelity, Battle, Beat, Bluesville, Caedmon, Contemporary, Cygnus, Fontana, Goodtime Jazz, Hi-Fi, Jazzland, J.V.B. Gospels, Mercury, Moodsville, Off-Beat, Pacific Jazz, Pergola, Philips, Pop Side, Riverside, Smash, Swingsville, Washington, Wonderland, World Pacific, Yet.

RONNEX, 179 rue de Flandres, Brussels 1. Tel.: 17-79-89. Cable: Ronnexcord. Top exec.: Albert Van Hoogten.
This company represents: Combo, Discophone, Embassy, Evon, Fabor, Fast, Fly (England), Gazell, Globe (Belgium), Golden Town, Gordy, Kimberley, Luna, Motown, Newsound, Oriole (England), Ronnex, Seeco, Tamia, Teeny, Tempo (Germany), Tops, W. G. (SEE ADVERTISEMENT)

Schott Freres, 30, rue St. Jean, Brussels 1. Tel.: 11-21-22. Top exec.: J. J. Junne.
This company represents: Agorilla, Angelicum Dischi, Barenreiter Musicaphon, Baronet Premier, Blue Note Records, Bruno, Christophorus, Classics Edition, C.N.D., Commodore Records, Concert Disc, Crown, Directional Sound, Etrene, Folkways, Harmonia Mundi (Germany), Harmonia Mundi (France), Jazz Tone, Metronome, Monitor, Montilla, Music Minus One, Musique pour les temps, Period, Regent, Savoy, Scala, Schola Rhythm, Stinson, Stradivari, Time Records, Universal Edition, Urania.

Show, 97 steenweg op Betekom, Aarschot. Tel.: 016.669.99. Pres.: Jules Nijs.
This company represents: Show, Cameo-Parkway, Colpix, Sonet.

Siemens, 116 chaussée de Charleroi, Brussels 6. Tel.: 37.31.00, 38.60.80. Top exec.: Holzapfel.
This company represents: Archiv, Brunswick, Coral, Deutsche Grammophon, Heliodor, MGM, Polydor.

SOBEDI, Societe Belge Du Disque, 20 Blvd. Lemonnier, Brussels. Tel.: 13-13-07. (SEE ADVERTISEMENT)

Socodisc, 142 rue Joseph II, Brussels 4. Tel.: 35.20.74. Top exec.: Mme. Robieffroid.
This company represents: Amulettes, Bella Musica, Canadian American, Checker, Chess, Congress, Funckler, Hickory, Joly, Palette, Reprise, Roy, Rush, Select, Suc, Verve.

Sonobel, 15 place Rouppe, Brussels 1. Tel.: 12.09.28. Top exec.: Borzee.
This company represents: Acropole (France), America (France), Chant du monde (France), Vox (France), Vox (USA).

TEENY RECORDS (see Ronnex). (SEE ADVERTISEMENT)

Vogue, 35 blvd. Barthelemy, Brussels 1. Tel.: 11.79.73. Top exec.: Roger Khavessian. Sales: Roger Mellemans.
This company represents: Collection, Chat Botte, Collection Musee de l'homme, Contrepoint, Counterpoint (USA), Dawn Records (USA), Dixieland Jubilee, Duke Records (USA), Durium, Estoric Records (USA), Gene Norman, Jazz Selection, Lark Records (USA), Mode, Nixa, Peacock (USA), Pop (France), Pye, Pye International, Rendez-vous (USA), Stereo (USA), Swing, Tempo (England), Vogue, Vogue Counterpoint, Vogue International, Vogue Promotion, Vogue, Pye, Warner Bros., Whippet (USA).

• music publishers

Ardmore and Beechwood, 72 quai des Charbonnages, Brussels. Tel.: 274390. Jef De Boeck.

Belinda-Essex-Mellin, 155 Blvd., Ansbach, Brussels. Tel.: 118313. Edgard Plumart.

Charles Bens, 39 Avenue de la Couronne, Brussels. Tel.: 493368. Robert Bosmans.

Class, 17 Goudbloemstraat, Antwerp. Tel.: (03)329990. R. J. Van Hoogten.

Fonior, 24 quai des Charbonnages, Brussels. Tel.: 254010. A. Palmans.

Francis Day, 25 place Saint Gery, Brussels. Tel.: 124170. Mme. Dulieu.

FONOGRAM, 20 bd. Maurice Lemonnier, Brussels. Tel.: 131306. Fernand Jansens. (SEE ADVERTISEMENT)

GLOBE, 175 rue de Flandre, Brussels. Tel.: 177989. A. Van Hoogten. (SEE ADVERTISEMENT)

Moderny-Celtic, 97 rue de la Marliere, Mouscron. Tel.: (056)31539. De Keuleleire.

P.P.P., 1, Maurice Lemmonnierlaan, Brussels. Tel.: 114743. Peter Plum.

Frimavera, 17 rue du Poincon, Brussels. Tel.: 119536. L. Van den Hout.

Vogue Intl., 35 Av. Barthelemy, Brussels. Tel.: 117973. R. Khavessian.

Voix du Rythme, 41 Blvd. de l'Abattoir, Brussels. Tel.: 110319. Pletinckx.

World, 13 rue de la Madeleine, Brussels. Tel.: 115120.

• supplies & services

PRESSING PLANTS, IMPORTERS & EXPORTERS

Discopress, 88 rue Gallait, Brussels.
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(SEE ADVERTISEMENT)

RECORDING & TAPE DUP. STUDIOS

Discopress, 88 rue Gallait, Brussels. Fonior, 26-28 quai des Charbonnages, Brussels. Sobedi, 20 Blvd. M. Lemonnier, Brussels.

TRADE ORGANIZATIONS

Chambre Syndicale de l'Industrie de la Musique Enregistree, 410 Centre Rogier, Brussels.
Sabam, 61 rue de la loi, Brussels.
U.B.A., 288 rue T. Verhaegen, Brussels 6.

BERMUDA

Population: 44,000.

Records imported from U. S. (factory value): 1962—\$152,700; 1961—\$150,000; 1960—\$158,000; 1959—\$140,300.

• record manufacturer and importer

Masters, Front St., Hamilton. Tel: 2-3000. Cable: Mastand. Pres. & Gen. Mgr.: W. H. Freisbruch. Label: Mastertone.

BOLIVIA

Population: 3.3 million.

Records imported from U. S. (factory value): 1962—\$10,700; 1961—\$19,400; 1960—\$30,900; 1959—\$44,100.

• record manufacturers

Enrique Aires Rocha, Casilla 615 Ave. 6 de Octubre 1539, Oruro.

• supplies & services

PRESSING PLANTS

Compania Boliviana de Representaciones e Importaciones Hermen, Comercio 126, Casilla 221, La Paz.

BRAZIL

Population: 75,271,900.

Per capita income: \$100 annually.

Record sales, 1962 (at retail price without tax): LP's—3.3 million, value \$8.3 million (1961—3.3 million, value \$7.1 million). Singles—5 million, value \$2.4 million (1961—7 million, value \$2.3 million). Compact 33, replacing EP's—400,000, value \$336,000 (1961—350,000, value \$241,000).

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INTERNATIONAL DIRECTORY

(Brazil cont.)

Records imported from U. S. (factory value): 1962—\$47,700; 1961—\$39,400; 1960—\$64,800; 1959—\$29,600.
 Origin of music on pop records: Domestic 50%; US 12%; other foreign 38%.
 Average retail prices: LP's—\$3; Compacts—\$1; Singles (78 r.p.m.)—60c.
 Discounting: Occasional.
 Stereo sales: 12% of LP's up 10% in 1961.
 Number of medium wave radio stations: 730.
 Number of short wave radio stations: 138.
 Number of radio receivers: 8 million (7,218,000 in 1961).
 Number of TV stations: 27.
 Number of juke boxes: None.
 Type of record distribution system: Manufacturer to dealer.

Mauricio Quadrio.

● record manufacturers

Albatroz, Av. Rio Branco 277, Rio de Janeiro. Tel.: 42-5467. Pres.: Flora Matos.
 Audio Fidelity do Brazil, Rua Rego Freitas 354, Sao Paulo. Tel.: 35-0665. Mgr.: Sebastian Bastos.
 CBS Industria e Comercio, Rua Visconde do Rio Branco 53, Rio de Janeiro, ZC 58. Tel.: 52-9673. Cable: Colrecord. Gen. Mgr.: Evandro Ribeiro; A.&R.: Evandro Ribeiro & Astor Silva; Sales: Antonia Palma Costa & Jose Villalpando; Intl.: Antonio Pinheiro de Silva. Labels: CBS, Entre.
 This company represents: CBS (Intl.), Epic (USA), Harmony (USA), Hispavox (Spain), Nippon Columbia (Japan), Okeh (USA), Orfeo (Argentina), Sona Radio (Peru).
 International representatives: Argentina (Orfeo), Japan (Nippon), Peru (Sono), Spain (Hispavox), USA (Columbia).
 Chantecler, Rua Aurora 1011, Sao Paula. Tel.: 34-7141. Mgr.: Joao Rahmi.

Companhia Brasileira de Discos, Av. Rio Branco 311, Rio de Janeiro. Tel.: 42-0964. Cable: Discosinter. Pres.: Alberto Pittigliani; A.&R.: Ismail Correa; Sales: Dalmo Santos. Labels: Philips, Polydor. This company represents: ABC-Paramount (USA), DGG (Germany), Fonit (Italy), Fontana (USA), Imperial (USA), Mercury (USA), Philips (Holland), Polydor (Germany), Roulette (USA).

International representatives: Africa (Gallo), Argentina (Philips), Bolivia (Philips), Chile (Philips), Colombia (Philips, Fonoton), France (Philips, Polydor), Germany (Philips, DGG), Holland (Philips), Italy (Fonti-Cetra, Phonogram), Japan (Nippon, Victor), Mexico (Peerless), Peru (El Virrey), Portugal (Philips), Venezuela (Siemens, Uruguay (Philips, USA (Decca, Imperial, ABC-Paramount, MGM, Ansonia, Mercury).

Companhia Internacional de Discos, Av. Erasmo Braga 277, Rio de Janeiro. Tel.: 42-4184. Pres.: Muller Filho.

Drink, Av. N.S. de Copacabana 581, Rio de Janeiro. Tel.: 37-1090. Pres.: Djalma Ferreira.

Fermata do Brazil, Av. Ipiranga 1123, Sao Paulo. Tel.: 35-2832. Pres.: Enrique Lebendiger.

Festa, Av. Franklin Roosevelt 84, Rio de Janeiro. Tel.: 52-4460. Pres.: Irineu Garcia.

Gravacoes Eletricas, Rua Pedro Lessa 35, Rio de Janeiro. Tel.: 32-3141. Cable: Contaldiscos. Dir. Super: Alberto J Byington Neto; A&R: Diogo Palmeira; Sales: Joao Leite; Intl.: Braulio Boinaui. Labels: Continental, Sertanejo, Caboclo, Musicolor, Disquinho.

This company represents: Alvorada (Portugal), Colpix (USA), Condor (Uruguay), Disc Jockey (Argentina), Ducret-Thompson (France), Kapp (USA).

International representatives: Argentina (Disc Jockey), Portugal (Alvorada).

Gravacoes Musidisc, Rua da Lapa 120, 12 Andar, Rio de Janeiro. Tel.: 52-0474. Cable: Musidisc-Rio. Pres.: Nilo Santos Pinto; A&R: Nilo Sergio; Sales: Oswaldo Cadaxo. Labels: Musidisc, Masterpiece, Audiola, Nilser, Junio, Audio Laboratory, Hi Fi Jazz.

This company represents: Command (USA), Grand Award (USA), Vox (USA).

International representatives: Africa (Meteor), Argentina (Famous), Chile (Odeon), Colombia

(Sonolux), Mexico (Disco Cisne), Peru (Transmundos), Venezuela (Venezolana).

Imperial do Brazil, Av. Rio Branco 99, Rio de Janeiro. Tel.: 23-8404. Mgr.: Andre Midani.

Industrias Eletricas e Musicais Fabrica Odeon, Av. Rio Branco 99, Rio de Janeiro. Tel.: 23-8050. Cable: Turntable. Gen. Mgr.: Harold E. Morris; A.&R.: Jose Ribamar; Sales & Intl.: Oswaldo Guzzoni. Labels: Angel, Capitol, London, Odeon, Orion, Warner Bros.

This company represents: Capitol (USA), EMI (Britain), London (Britain), Warner Bros. (USA). International representatives: International (EMI), USA (Capitol).

Masterplay, Rua Imperatriz Leopoldina 8, Rio de Janeiro. Tel.: 52-2060. Mgrs.: Arnaldo Schneider & Clodovaldo Fernandes Neto.

Musiplay, Rua Mexico 41, Rio De Janeiro. Tel.: 52-1443. Pres.: Fernando de Araujo Neves.

Pawal Pub. Fonografica, Rua Visconde da Gavea 125, Rio de Janeiro. Tel.: 43-2855. Pres.: Americo Lima.

Plaza Discos, Rua Alvaro Alvim 31, Guanabara, Rio de Janeiro. Tel.: 42-8587. Mgr. & A.&R. & Sales & Intl.: H. Gandelman. Label: Plaza.

This company represents: CBS (Internationally). RCA Electronica Brasileira, Av. Ipiranga 1097, Sao Paulo. Tel.: 35-0178. Cable: Radiointer. Mgr.: Douglas Reid; A.&R.: Paulo Rocco; Sales: Charles August Nobili. Labels: RGE, Fermata, Pawal, RCA.

This company represents: Liberty (USA), PPX (USA), RCA (Intl.).

Discos RGE, Rua Paula Souza 181, Sao Paulo. Tel.: 35-1452. Cable: Rgediscos. Pres.: Jose Scatena; A.&R.: Rubens Perez & Benil Santos; Intl.: Marcos Mobili.

This company represents: Everest (USA), Dot (USA), Orfeon (Mexico).

International representatives: Argentina (Fermata), Britain (Decca, London), Mexico (Orfeon), USA (Dot), Venezuela (Sonodisco).

Rozenblit, P.O. Box 783, Recife, Brazil. Cable: Mocambodiscos. Top exec: Jose Rozenblit; Sales: Isaac — Adolfo Rozenblit & Kurt Sondermann; Intl.: Kurt Sondermann. Label: Mocambo.

This company represents: Jolly (Italy), Secco (USA), Time (USA), Vogue (France).

Som Industria e Comercio, Av. Rio Branco 47, 2 andar, Rio de Janeiro. Tel.: 42-8021. Cable: Somdiscos. Dir. Gen.: Emilio Vitale; Sales: Jsefa Teotonio de Brito Neto; Intl.: Edman Ayres de Abreu. Labels: Copacabana, Som, Sabia, Saci. This company represents: Hickory (USA), Montilla (Spain), Pacific (France), Verve (USA). International representatives: Argentina, Portugal, Uruguay.

● music publishers

Aquarela do Brasil, Rua Buenos Aires 58, Rio de Janeiro. Tel.: 37-3566. Dir.: Ary Barroso.

Bandeirante, Rua do Seminario 165, Sao Paulo. Mgr.: A. A. Lentino.

Brasileira, Rua Santa Luzia 799, Rio de Janeiro. Tel.: TT-3642. Mgr.: Dalvo Mendes.

Brasileiras Interacionais (EMBI), Av. Almirante Barroso 91, Rio de Janeiro. Tel.: 22-0098. Mgr.: A. A. Lentino.

Brasilrithmos Vitale, Av. Rio Branco 25, Rio de Janeiro. Tel.: 42-8021. Mgr.: Emilio Vitale.

Brazano, Rua Visconde Inhauma 134, Rio de Janeiro. Mgr.: Djalma Mafra.

Cooperativa dos Autores Musicais, Rua Sete de Setembro 81, Rio de Janeiro.

Copacabana, Av. Rio Branco 277, Rio de Janeiro. Mgr.: Jose Batista da Costa.

Corcovado, Av. Rio Branco 277, Rio de Janeiro. Mgr.: Renato Araujo.

Cruzeiro Musical, Rua Visconde Inhauma 134, Rio de Janeiro. Mgr.: Milton Bittencourt.

E.L.A.M., Rua Visconde do Rio Branco 53, Rio de Janeiro. Tel.: 52-1221. Mgr.: Evandro Ribeiro.

Euterpe, Av. Rio Branco 108, Rio de Janeiro. Tel.: 32-0074. Pres.: Vicente Mangione.

Fermata do Brazil, Av. Ipiranga 1123, Sao Paulo. Tel.: 35-2832. Pres.: Enrique Lebendiger.

Frevo, Rua dos Palmares 174, Recife, Pernambuco. Mgr.: Nelson Ferreira.

Carlos Gomes, Rua Barao de Itapetinga 255, Sao Paulo.

Viuva Guerreiro, Rua Sete de Setembro 169, Rio de Janeiro. Tel.: 43-3070. Mgr.: Fileto Moura.

Ilha Bela, Rua Barao de Itapetinga 255, Sao Paulo. Mgr.: Herivelto Martins.

Irmaos Vitale Ind. e Com., Av. Rio Branco 25, Rio de Janeiro. Tel.: 42-8021. Mgr.: Emilio Vitale.

Mangione, Av. Treze de Maio 13, Rio de Janeiro. Tel.: 42-3223. Pres.: Estevao Mangione.

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Mgr.: Mario Morais.

M.R., Rua Visconde de Inhauma 134, Rio de Janeiro.
Mgr.: Arlindo Marques.

Mundo Musical, Rua Visconde do Rio Branco 53,
Rio de Janeiro. Tel.: 52-1221. Mgr.: Evandro
Ribeiro.

Nossa Terra, Rua Visconde Inhauma 134, Rio de
Janeiro. Mgr.: Alcir Pires Vermelho.

Planalto, Ltda., Praca Mahatma Gandhi 2, Rio de
Janeiro. Mgr.: B. Gomes.

Reunidas, Av. Casper Libero 58, Sao Paulo. Tel.:
36-8229.

Ricordi Brasileira, Alameda Barao de Limeira 331,
Sao Paulo. Tel.: 33-5572. Mgr.: Romglio
Giacompoli.

Rio Musical, Rua Visconde Inhauma 134, Rio de
Janeiro. Mgr.: Roberto Martins.

Romance, Rua Visconde Inhauma 134, Rio de
Janeiro. Mgr.: Milton Bittencourt.

Samba, Rua Gal. Gustavo Cordeiro Farias 573, Rio
de Janeiro. Tel.: 34-8105. Mgr.: Fernando Cesar.

Santos Dumont, Rua 24 de Maio 276, Sao Paulo.
Mgr.: Mario Zandomenighi.

Sao Jorge, Rua Visconde Inhauma 134, Rio de
Janeiro. Mgr.: Ary Monteiro.

Todamerica, Rua Santa Luzia 799, Rio de Janeiro.
Tel.: 22-3642. Pres.: Oswaldo Santiago.

Walter Tourinho, Rua Visconde Inhauma 134, Rio de
Janeiro. Mgr.: Walter Tourinho.

● supplies & services

MUSIC LICENSING & TRADE ORGANIZATIONS

ADDAF, Rua Visconde Inhauma 167, Rio de Janeiro.
Tel. 23-1693. Pres.: Ataulpho Alves.

BIEM, Rua Evaristo da Veiga 35, Rio de Janeiro.
Tel.: 22-7219. Mgr.: Umberto Marconi.

SADEMBRA, Rua Buenos Aires 58-A, Rio de Janeiro.
Tel.: 52-9630. Mgr.: Cesar do Prado.

SBACEM, Rua Buenos Aires 58-A, Rio de Janeiro.
Tel.: 23-1935. Pres.: Marino Pinto.

SBAT, Rua Buenos Aires 58-A, Rio de Janeiro.
Tel.: 42-5452. Pres.: Juracy Camargo.

UBC, Rua Visconde Inhauma 134, Rio de Janeiro.
Tel.: 23-1693. Pres.: Oswaldo Santiago.

PRESSING PLANTS

Companhia Brasileira de Discos, Estrada das Furnas
1467, Rio de Janeiro.

Companhia Industrial de Discos, Rua 29 de Julho
157, Rio de Janeiro.

Fonografica Brasileira, Rua Quissama 910, Petropolis,
E. do Rio.

Gravacoes Eletricas, Av. do Estado 4755, Sao Paulo.
Industrias Eletricas e Musicais Odeon, Rua "6",
Sao Bernardo do Campo, E. de Sao Paulo.

RCA Eletronica Brasileira, Av. Engenheiro Billings
2299, Sao Paulo.

Rozenblit, Estrada dos Remedios 855, Recife,
Pernambuco.

Som Industria e Comercio, Av. Nelson Cardosa 627,
Rio de Janeiro.

RECORDING STUDIOS

CBS S-A Ind. Com, Rua Visconde do Rio Branco 53,
Rio de Janeiro.

Companhia Brasileira de Discos, Av. Rio Branco 181,
Rio de Janeiro.

Chantecler Discos, Rua Aurora 1011, Sao Paulo.

Gravacoes Eletricas, Av. Rio Branco 47, Rio de
Janeiro.

Gravodisc, Rua General Osorio 707, Sao Paulo.

Industrias Eletricas e Musicais Odeon, Av. Rio
Branco 277, Rio de Janeiro.

Musidisc, Rua da Lapa 120, Rio de Janeiro.

Promotion Studio, Av. Marechal Camara 271, Rio
de Janeiro.

Publi-Son, Rua Santa Luzia 799, Rio de Janeiro.

RCA Eletronica Brasileira, Rua Visconde da Gavea
125, Rio de Janeiro.

Rio Som, Rua do Senado 185-187, Rio de Janeiro.

Rozenblit, Estrada dos Remedios 855, Recife,
Pernambuco.

Som Industria e Comercio, Av. Rio Branco 47,
Rio de Janeiro.

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Most listings* were compiled from Billboard's own detailed records, previous Directories, names provided by our correspondents and leading industry sources, through industry-wide mailings and repeated house ads run in Billboard.

If your company is qualified for a listing in the Record-Music Directory and none of these broad efforts reached you, please send us the information any time during the coming year. In this way, you can be sure that Billboard will include your company's services in answering the many thousands of inquiries that come in during the year. It will also insure a directory listing for your company in next year's edition of Billboard's International Record-Music Directory.

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* Special Qualifications for listings in the Directory were only required of U. S. record manufacturers and music publishers, as listed on the opening page of those listings.

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IMPORTANT—PLEASE USE TYPEWRITER IF POSSIBLE—THANKS

Your Country (or your State if in U. S. A.)

City

In which business classification should you be listed

Name of Company

Street Address

City

Postal Zone

State (If U. S. A.)

Telephone, Area Code, If U. S. A.

Tel. No.

Top executive's name

Title

If you are a record manufacturer, please list labels you represent from other nations and your international representative abroad. Follow style in this Directory. Also:

Top Executive for A & R:

For Sales:

For International:

DISTRIBUTORS, PLEASE NOTE: If you are a U. S. or Canadian record distributor, please include with this questionnaire a list of the lines you handle, typed ALPHABETICALLY.

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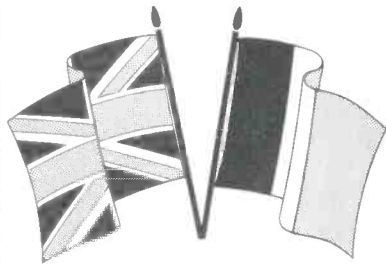
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Balzac 0065

INTERNATIONAL DIRECTORY

(Continued)

BRITAIN

Population: 53 million (including England, Scotland, Wales, Ulster).

Per capita income: \$1,250 annually, before taxes.

Number of homes with record players: 6.8 million.

Records sold domestically: 1962: 65.3 million, up 3% from 1961. Gross at manufacturers' value, \$48.7 million. Consumer expenditure, \$910 million (down 3%, probably accountable to tax reduction).

Records imported from U. S. (factory value): 1962—\$245,200; 1961—\$271,100; 1960—\$219,800; 1959—\$118,500.

Records exported to U. S. (factory value): 1962—4.2 million (value \$2.4 million); 1961—4.2 million (value \$2.6 million); 1960—3.1 million (value \$1.9 million); 1959—4.0 million (value \$2.4 million).

Records manufactured for domestic and export sale, 1962: LP's—20.4 million, up 5%; Singles and EP's—55.2 million, up 1%; other—1.9 million, down 11%. Total value—\$48.7 million, at manufacturers' level, up 8%.

Average retail price: LP's—\$4.82; EP's \$1.75; Singles—94c.

Discounting: Rare.

Record club sales: 5% of all sales, up 1% on 1961.

Stereo sales: 18% of LP's, no change from 1961.

Radio stations: BBC (public service) provides three domestic services. One has a degree of local programming, but all are primarily national networks. A limited-range commercial station is mooted for the Isle of Man. The English-language service of the commercial Radio Luxembourg (evenings and early mornings only) is received satisfactorily in most parts of Britain.

Television stations: Two main services, both nationwide in scope—BBC (public service) has some degree of local origination (mainly news) in its seven regions; ITA, a government body, licenses 15 program contractors to serve 14 regions (with advertising, but not sponsors) although most programs are fully networked.

Number of juke boxes: 16,000 (est.).

Type of record distributor system: Mainly manufacturer-to-wholesaler-to-dealer, but considerable amount of manufacturer-to-dealer and some manufacturer-to-public.

Important regulations: All records sold in Britain, irrespective of origin, bear a purchase tax. On domestic products it is levied at 25 per cent of the wholesale (distributor) value. There is no purchase tax on pre-recorded tapes or matrices.

On imported disks, the 25 per cent tax is payable at point of entry on the assessed value after import duty has been paid.

Import duty is charged on the value assessed at cost, insurance and freight charges. For gramophone records the duty is: From Commonwealth countries—10%; from EFTA countries—7½%; from other countries—15%.

On pre-recorded magnetic tapes, import duty is: From Commonwealth and EFTA countries—16⅔%; from other countries—33⅓%.

No import licenses are needed for disks, tapes or matrices, apart from Communist Bloc countries. Current legislation provides that entry be denied to unauthorized copies of copyright works. Approval must be obtained from the copyright holder(s) or his agent.

In most cases, the agent in Britain concerned is the Mechanical Copyright Protection Society. Where the copyright has not been cleared for import into Britain in the country of origin, royalties must be paid in advance. There is a special royalty for imports. This varies from \$0.14 per title per record, for small quantities, to \$0.05 per title per record for larger numbers.

Not all copyright holders are members of MCPS. The Chappell group for example, acts independently. Many continental copyrights which belong to BIEM firms are the responsibility of the British Copyright Protection Association.

Don Wedge

● **record manufacturers**

Alpha, Eynsham, Oxford, Eynsham 388. Gen. Mgr.: H. Mudd.

Aral, 54/62 Regent St., London W. 1. Tel.: REG 7616. Mgr. Dir.: P. R. E. Snell.

Cannon, 47 Dean St., London W. 1. Tel.: REG 7451. Cable: Aycemusic. Mgr. Dir.: A&R, Sales & Int'l: Allan Crawford. Labels: Cannon, Crossbow, Rocket.

International representatives: Various in Australia, Denmark, Finland, Italy, New Zealand, Norway, Sweden, U.S.

Cetra, Moor Lane, Osmaston, Derbyshire. Tel.: ASHbourne 631. Mng. Dir.: H. Wheatcroft.

Concert Hall, Grove House, 551 London Rd., Isleworth, Middlesex. Tel.: Isleworth 1982. Cable: Cohallclub, Hounslow. Gen. Mgr. & Sales: Leonard Joseph; A&R: Jean Goehr; Int'l: Lionel Phillips. Labels: Concert, Introduction to Music, Pop Parade.

This company represents: Guilde, Internationale du Disque (France).

DECCA, 9 Albert Embankment, London S.E. 1. Tel.: REL 8111. Cable: Reccord. Chmn.: Sir Edward Lewis. A&R: Frank Lee, John Clashaw, Dick Rowe; Sales: S. A. Beecher-Stevens; Int'l: Hilary Watson. Labels: Ace of Clubs, Argo, Beltona, Decca, Vocalion.

This company represents: Ace of Hearts (USA), Brunswick (USA), Camden (USA), Coral (USA), Durium (Italy), Good Time Jazz (USA), Kapp (USA), L'Oiseau Lyre (France), London (USA), London Globe (various), RCA (USA), Telefunken (Germany), Victrola (USA), Warner Bros. (USA).

International representatives: Aden (Bhicajee Cowasjee), Antigua (Joseph Dew), Arabian Gulf (Modern Art Studio; Morad Yousuf Behbehani & Jashanmal & Sons, Kuwait; Ahmad Aluthman & Bros., Doha, Qatar; Vithaldas V. & Bros., Dubai, Trucial States), Argentina (Odeon) Australia (EMI); Argo: Scala, Austria (Musica Schallplatten), Bahamas (John S. George), Belgium (Fonier), Bermuda (Masters), Brazil (Odeon), British Guiana (Affonso's Modern Record Store), Burma (Sum Hin), Canada (London), Ceylon (Lewis Brown, Chile (Odeon), Columbia (Daro), Costa Rica (London), Cyprus (Papasian), Denmark (Nordisk Polyphon), East Africa (Gallo), Ecuador (London), Egypt (Aristote Tzoulakis), Eire (Solomon & Peres; Irish Record Factors), Ethiopia & Eritrea (Luke Thomas), Falkland Islands (Falkland Islands Co.), Fiji (Morris Hedstrom), Finland (Fazer), France (Societe Francaise du Son), Germany (Teldec, Telefunken), Ghana (Records & Musical Co.), Gibraltar (S. Teuma & Co.), Greece (Music Box), Guatemala (London), Holland (Hollandsche Decca), Honduras (London), Hong Kong (Moutrie & Co.), Iran (Alfi & Cohen), Iraq (Leaon Kouyoumdjian), Israel (Symphonia), Italy (Decca Dischi Italia), Jamaica (Stanley Motta; The Times Stores; Wonards Radio), Japan (King Record Co.), Jordan (Joseph I. Bahous & Co.), Lebanon (Mitri Murr & Fils), Liberia (Electronic-George Wehbe), Macao (Johnson Radio & Electric Service; Universal Agencies), Malta (P. Carabott; R. Brizzi; Anthony D'Amato), Mexico (Peerless), Mauritius (Hendy Bros.), Morocco (Atlas), New Guinea (Tropical Radio; Rabaul Sports & Music Stores), Nicaragua (London), Nigeria (Decca), North Bornea (Isaac & Co.), Northern & Southern Rhodesia & Nyasaland (Gallo), New Zealand (HMV), Norway (Siemens), Panama (London), Philippines (Super), Portugal (Valentim de Carvalho), Peru (London), St. Helena (Solomon), St. Lucia (Minvielle & Chastanet), Salvador (London), Sierra Leone (Henry Duck), Singapore (Decca), South Africa (Gallo), Spain (Fabrica de Discos Columbia), Sudan (Electrohouse), Sweden (Telefunken Forsaljningsaktiebolag), Switzerland (Musikvertrieb), Syria (George Murr Hreike), Taiwan (Linfair Engineering & Trading), Thailand (Kamol Sukosol), Trinidad (Sports & Games; Leon H. Ache; William Fogarty), Turkey (Melodi), Uruguay (Clave), Venezuela (London), Vietnam (Georges Bonnet), USA (London), Yugoslavia (Jugoton). (SEE ADVERTISEMENT)

Delta, 679 Harrow Rd., London N. W. 10. Tel.: LAD 4626. Mng. Dir. & Int'l: W. H. Barrington-Coupe; A&R: L. C. Haynes; Sales: H. C. Macmillan. Labels: Delta, Egmont, Fidelio.

This company represents: Atlas (France), Counterpoint (USA), Esoteric (USA).

International representatives: Australia (Peter Mann and The Record Man), France (Ri-Fi), Italy (Ri-Fi), Switzerland (Liber).

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(Britain cont.)

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International representatives: Argentina (Odeon), Australia (EMI), Benelux (Electrola Gesellschaft), Canada (Canadian Music Sales), France (Disques Ricordi), Germany (Electrola Gesellschaft), India (The Gramophone), New Zealand (HMV), South Africa (EMI), Sweden (Scandinaviska-Grammophon), USA (Pickwick, Savoy).

Deutsche Grammophon, 12/13 Rathbone Place, London W. 1. Tel.: LAN 8156. Cable: Gramdisc. Mng. Dir.: W. Riemer; Sales: G. W. Hicks. Labels: Archive Production, Deutsche Grammophon Gesellschaft, Heliodor, Polydor.

This company represents: Archive (Germany), Deutsche Grammophon Gesellschaft (Germany), Heliodor (Germany), Hickory (USA), Polydor (Germany).

Dobell's Jazz Record Shop, 77 Charing Cross Rd., London W. C. 2. Tel.: GER 4197. Mng. Dir.: D. A. Dobell.

EMBER, Central House, 12 Great Newport St., London W.C. 2. Tel.: COV 2745. Cable: Krugent Lesquare, London. Mng. Dir.: Jeffrey S. Kruger; A&R: John Barry & Buddy Kaye; Sales: W. A. Croucher; Int'l: Sandy Page.

International representatives: Aden (Bhicajee Cowasjee), Arabian Gulf (Mannai Trading Co.), Australia (Minstrel Records Co.; EMI), Belgium (Anvers Radio), British West Indies (Cook-Caribbean), Canary Islands (Don Domingo Garcia Gonzalez), Canada (Dominion Records; London Records), Cyprus (Melcons Co.), Denmark (Triola), Eire (Solomon & Peres), France (Pathe Marconi; Disques Vega), Germany (Electrola; H. Marcuse), Ghana (Kwasi Prempeh), Gibraltar (S. Teuma), Holland (B. Munnikendam; Bovema), Israel (Israel Music Centre), Italy (La Voce del Padrone; CGD Records), Jamaica (Stanley Motta), Japan (Cosdel), Lebanon (R. Philosophie Ets de Musique), Luxembourg (Anvers Radio), Malta (Anthony D'Amato), Norway (Egil Monn

Iversen), New Zealand (Peak Records), Pakistan (Gramophone Co. of Pakistan), Philippines (Altec Products), Puerto Rico (Puerto Rico Record Mfg. Co.), Sierra Leone (M. M. Kallon), Singapore (E. S. Isaac & Co.), South Africa (Recorded Music Specialists; EMI), Spain (Odeon), Sweden (Cupol), Switzerland (Electromusic), Tanganyika (Mahmoods Radio Service), Turkey (Gramophon Limitet Sirketi, USA (London)). (SEE ADVERTISEMENT)

EMI RECORDS, LTD., EMI House, 20 Manchester Square, London W. 1. Tel.: HUN 4488. Cable: Emirecord, Wesdo, London. Mng. Dir.: L. G. Wood; A&R: Norman Newell, George Martin, Norrie Paramor, Wally Ridley; Sales: R. N. White, L. Smith; Int'l: R. G. Rennie, A. M. Smith. Label: His Master's Voice, Columbia, Parlophone, Regal Zonophone, Encore, EMI. **This company represents:** Am-Par (USA), Arlen (USA), Ascot (USA), Beltone (USA), Canadian-American (USA), Capitol (USA), Commodore (USA), Diamond (USA), End (USA), Epic (USA), Festival (Australia), Forum (USA), Fire (USA), Fury (USA), Fraternity (USA), Gee (USA), Gone (USA), Harmon (USA), Impulse (USA), Laurie (USA), Legrand (USA), Liberty (USA), Mercury (USA), Metronome (Denmark), MGM (USA), Musicor (USA), Okeh (USA), Rama (USA), Rendezvous (USA), Roost (USA), Roulette (USA), Scepter (USA), Sonet (Sweden), Storyville (Denmark), Swan (USA), Wand (USA), United Artists (USA), Verve (USA).

International representatives: All major territories principally through EMI subsidiary companies. (SEE ADVERTISEMENT)

Esquire, 76 Bedford Court Mansions, Bedford Ave., London W.C. 1. Tel.: MUS 1810. Top Exec.: Greta Kraher; A&R: Carlo Kraher. Labels: Esquire, Starlite.

This company represents: Buhl International (USA), Delmark (USA), New Jazz (USA), Parker, Charlie (USA), Prestige (USA), Spotlight (Australia), Tropicana (USA), Westport (USA).

Evangelical, 296 Vauxhall Bridge Rd., London S.W. 1. Tel.: VIC 0132. Gen. Mgr., A. Hogbin. Hohner Concessionaires, 11 Farringdon Rd., London E.C. 1. Tel.: HOL 3056. Gen. Mgr.: R. Halla.

Island, 108 Cambridge Rd., London N.W. 6. Tel.: 1922. Cable: Ackee. Mng. Dir. & int'l: Christo-

pher Blackwell; A&R: Winston Stona; Sales: National Recordings (Trinidad), Surprise (USA), Telco (Trinidad).

International Representatives: Jamaica (Black Swan), Trinidad (National, Telco).

Geo. Jeffrey, 68 Craighall Rd., Edinburgh 6. Tel.: GRA 3687. Mng. Dir. & Int'l: T. B. Laing; A&R: C. W. Henderson; Sales: M. Linton. Label: Waverly.

This company represents: Crest (Australia). **International representatives:** Canada (Canadian Music Sales), New Zealand (Viking).

Jupiter, 140 Kensington Church St., London W. 8. Tel.: Bay 9145. Top Exec.: V. C. Clinton-Baddeley & T. W. Southam.

This company represents: Pleiade (France). **International representatives:** Australia (Bernard Robinson), Belgium (Audivox), France (Pleiade), Germany (Polygothe), Holland (Audivox), Italy (Audiovisivi), New Zealand (Delta), South Africa (Recorded Music Specialists), USA (Folkways).

Leomark, 59 Bryanston St., London W. 1. Tel.: AMB 0091. Dir. & A&R & Int'l: F. W. Bradshaw; Dir. & Sales & Int'l: Richard Necombe.

International representatives: New Zealand (Delta), South Africa (Gallo), USA (World Records, Texas).

Livingston 32a, East Barnet Rd., New Barnet, Herts. Tel.: HAD 1161. Mng. Dir.: W. T. Hamilton. David Betteridge. Labels: Island, Jump Up, St. Mary.

This company represents: Beverly (Jamaica), Melodisc, 12 Earham St., London W.C. 2. Tel.: COV 2848. Cable: Melodisc, London, Mng. Dir.: Emil Shalit; A&R & Sales & Int'l: Ziggy Jackson. Labels: Bluebeat, Dice, Kalyppo, Melodisc.

International representatives: Australia (Festival), Germany (Electrola), Italy (Combo), USA (Paramount).

Olympus, 5 Laurence Pountney Hill, London E.C. 4. Tel.: MIN 6610. Gen. Mgr.: L. B. Churchfield. ORIOLE, 104 New Bond St., London W. 1. Tel.: GRO 5301. Cable: Tonophase. Mng. Dir.: Morris Levy; A&R: John Schroeder & Reg Warburton; Sales: D. M. Bennett; Int'l: G. I. Shestopal. Labels: Oriole-America, Realm, Time-Oriole, Oriole.

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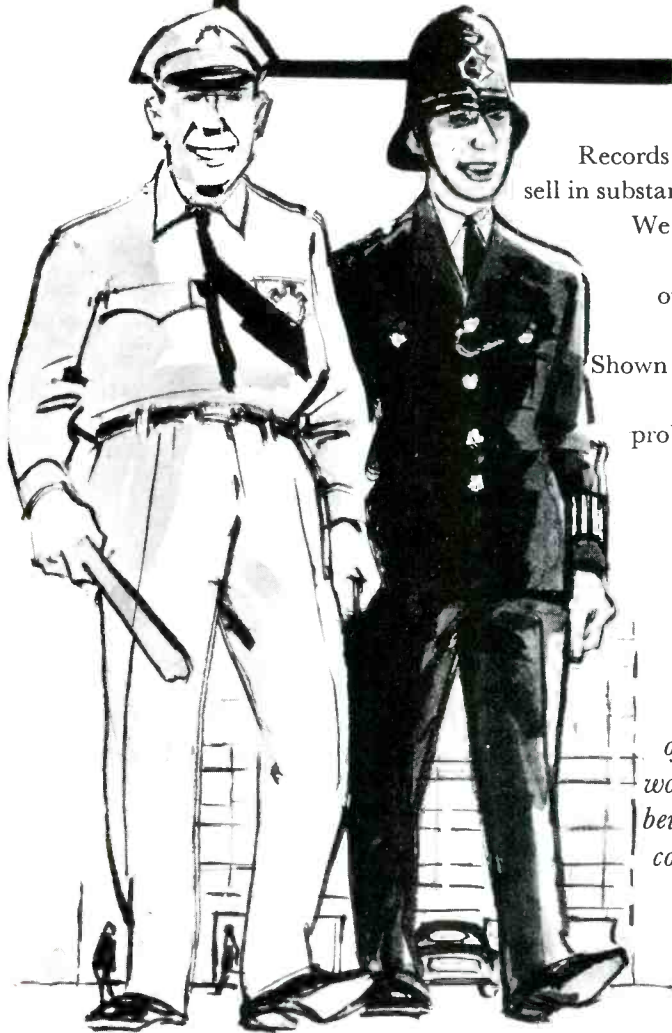
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W. Paxton, 36-38 Dean St., London W. 1. Tel.: GER 4801. Cable: Paxtomusik. Mng. Dir.: Leslie Neil; A&R Int'l: Austin Rayner; Sales: C. Warsop.

International representatives: Australia (W. H. Paling), Canada (Southern Music Publishing), Germany (Edition Moderne), Italy (Fonos-Edizioni Musicali), New Zealand (W. H. Paling), USA (Emil Ascher).

Philharmonic, 6 Paved Court, Richmond, Surrey. Tel.: RIC 1073. Mng. Dir.: Burgoyne-Johnson; A&R: M. E. Williamson; Sales & Int'l: T. N. H. Godfrey.

International representatives: Belgium (Halewim Stichting), Holland (Dureco), Switzerland (Overseas), USA (Boston).

Philips, Stanhope House, Stanhope Place, London W. 2. Tel.: AMB 7788. Cable: Philrecord. Gen. Mgr.: L. Gould; A&R: J. Franz, J. Baverstock, J. Bright, J. Humphries; Sales: A. Ruddock; Int'l: C. Voute. Labels: Fontana, Philips.

This company represents: Audio Fidelity (USA), Caedmon (USA), CBS (USA), Riverside (USA), Vanguard (USA).

International representatives: International (Philips, Fontana), USA (Mercury, Smash).

Pickwick, 39 Hanway St., London W. 1. Tel.: LAN 8310. Mng. Dir.: Monty Lewis. Labels: Happy Time Pickwick Int'l.

This company represents: Pickwick (USA).

PYE, ATV House, Great Cumberland Pl., London W. 1. Tel.: AMB 5502. Cable: Pyrec. Dir.,

Gen. Mgr. & Int'l: Louis Benjamin; A&R: Alan Freeman; Sales: Tom Grantham. Labels: Cameo-Parkway, Colpix, Face to Face, Golden Guinea, Piccadilly, Pye, Pye Int'l, Pye Jazz, Reprise.

This company represents: Aristocrat (USA), includes: Chess, Checker, Argo, Cameo-Parkway (USA), Chancellor (USA), Colpix (USA), Joy (USA), Miller Int'l (USA), Reprise (USA).

International representatives: Australia (Radio Corporation), Austria (Osterreichische Schallplatten), Canada (Astral), Denmark (Hartkopps Musikforlag), Eire (Pye), Finland (Fazer), France (Vogue), Germany (Deutsche Vogue Schallplatten), Italy (RCA Italiana), Japan (Nippon Columbia), New Zealand (Pye), Norway (Norsk Atkieselskap Philips), South Africa (EMI), Spain (RCA), Sweden (Philips-Sonora), Switzerland (P.P.S.A.). (SEE ADVERTISEMENT)

Rare, 5-7 Barton Sq., Manchester 2. Tel.: Deansgate 3265. Mng. Dir.: Irving T. Wilson.

Redemption, 229 Bothwell St., Glasgow C. 2. Tel.: Central 6761. Gen. Mgr.: R. Glover.

R. L. Records, 4 Macclesfield St., London, W. 1. Saga, 127 Kensal Rd., London W. 10. Tel.: LAD 6651. Cable: Musicality. Mng. Dir. & Int'l: Marcel Roddy; A&R: Ted Perry; Sales: Harry Jung. Labels: Dandy, Saga, Saga Tapes.

International representatives: Australia (Festival), Belgium (Decca), Canada (Eldon), France (Decca), Germany (Musica Et Litera), Holland (Dureco), Italy (Interexchange), New Zealand (HMV), Norway (Cappelens), South Africa (Gallo), Sweden (Swereco), Switzerland (Classic Record).

Selection, 39 Greenford Gardens, Greenford, Middlesex. Tel.: WAX 1545. Mng. Dir., A&R, Sales & Int'l: Colin Pomroy. Labels: Collector, Jazz Collector.

This company represents: Center (Sweden), Folk Lyric (USA), Oktav (Sweden), Vogue (France).

International representatives: Argentina (Microfon), France (Vogue), Italy (Celson), Sweden (Center), USA (Folk Lyric).

Stanley Schofield, 6-8 Old Bond St., London W. 1. Tel.: MAY 4642. Cable: Eskofilms. Dir.: Stanley Schofield. Label: Sound Stories.

International representatives: Aden (Bhicajee Cowasjee), Australia (Colin Ryrrie), Canada (E. J. Piggott), Germany (Motor Press), Holland (EMAP Hugo de Grootplein; G. L. Van Lennepe), New Zealand (Viking), South Africa (Recorded

Music), Sweden (MC Nytt; Illustrerad Motor Sport), USA (E. J. Piggott Enterprises). prices).

Thistle, 79 Berkeley St., Glasgow C. 3. Tel.: CEN 8696. Dir.: Robert Wilson.

Topic, 27 Nassington Rd., London N.W. 3. Tel.: HAM 9983. Mng. Dir.: Gerry Sharp.

Transatlantic, 72 Heath St., London N.W. 3. Tel.: HAM 6669. Mng. Dir.: Nathan Joseph; A&R: William B. Leader.

This company represents: Conversaphone (USA), Folkways (USA).

Vogue, 113-115 Fulham Rd., London S.W. 3. Tel.: KNI 4256. Gen. Mgr. & Sales & Int'l: E. J. Mills; A&R: John Taylor. Labels: Contemporary, Good Time Jazz, Vocalion.

This company represents: Contemporary (USA), Duke (USA), Fantasy (USA), Good Time Jazz (USA), Hi Fi (USA), Peacock (USA).

International representatives: Same as British Decca.

Vox, 231 Oxford St., London W. 1. Tel.: GER 7482. Cable: Voxproduct. Chmn.: George de Mendelssohn Bartholdy; Sales & Int'l: Paul Fejer.

This company represents: Vox (USA).

International representatives: USA (Vox).

World Record Club, Parkbridge House, Little Green, Richmond, Surrey. Tel.: RIC 3646. Cable: Disc-Club. Chmn.: Norman J. Lonsdale; A&R: A. C. Griffith; Sales: F. B. Woods; Int'l: B. Gilbert. Labels: World Record Club, Recorded Music Circle, Conquest.

This company represents: Ariola (Germany), Everest (USA).

International representatives: Australia (World Record Club), New Zealand (World Record Club).

● music publishers

Airborne, 26 D'Arbly St., London, W. 1. Tel.: GER 9449. Mng. Dir.: Noel Brown.

Ambassador, 23 Greek St., London, W. 1. Tel.: GER 4110. Mgr.: Lee Pincus.

Apex, 33 D'Arbly St., London, W.1. Tel.: GER 2111. Mng. Dir.: Harry Mann.

Apollo, 164 Shaftesbury Ave., London, W.C. 2. Tel.: TEM 0022. Gen. Mgr.: Leslie Paul.

Arcadia, 10 Sherlock Mews, Baker St., London, W. 1. Tel.: WEL 5469. Mng. Dir.: John Wallington.

Ardmore & Beechwood, 363 Oxford St., London, W. 1. Tel.: HYD 2535. Pub. Sup.: S. H. Colman.

Ascherberg, Hopwood & Crew, 16 Mortimer St., London, W. 1. Tel.: MUS 3562. Mng. Dir.: N. Johnson.

Edwin Ashdown, 19 Hanover Sq., London, W. 1. Tel.: MAY 1184. Mng. Dir.: Francis S. Ashdown.

Associated Board of the Royal Schools of Music, 14 Bedford Sq., London, W.C. 1. Tel.: MUS 6919. Sec.: Dr. William Cole.

Baton, 39-41 New Bond St., London, W. 1. Tel.: HYD 1251. Dir.: Jack Heath.

Belinda, 17 Savile Row, London, W. 1. Tel.: REG 3251. Mng. Dir.: Cyril Baker.

Boosey & Hawkes, 295 Regent St., London, W. 1. Tel.: LAN 2060. Chmn.: Dr. E. Roth.

Bosworth, 14-18 Heddon St., London, W. 1. Tel.: REG 4961. Dir.: A. P. Dickin.

Box & Cox, 7 Denmark St., London, W.C. 2. Tel.: TEM 8969. Mng. Dir.: H. E. Box.

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Population: 500,000.

Records imported from U. S. (factory value): 1962—\$24,700; 1961—\$3,300; 1960—\$2,800; 1959—\$5,100

● record manufacturers

British Guiana, 128 Regent St., Lacytown Georgetown, Demarara.

BULGARIA

Population: 8 million.

Records sold, 1962: Approximately 2,000,000 domestically.

Breakdown by speeds: 78 rpm-18%; 33 rpm-70%; 45 rpm-12%.

Stereo: Less than 1%.

Mario de Luigi, Milan.

● record manufacturers

Radioprom, Chajduska Poljana 2, Sofia

BURMA

Population: 20.5 million.

Records imported from U. S. (factory value): 1962—\$7,400; 1961—\$2,600; 1960—\$3,900; 1959—\$700.

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CANADA

Population: (July, 1962) 18.6 million.

Per capita income: Gross national product per capita 1962: \$2,172.

Personal income per capita 1962: \$1,656.

Record player sales: 1962—205,306; 1961—176,194.

Combination record player-radio sales: 1962—102,456; 1961—83,551.

Record sales 1962 of domestic product: Monaural LP's—9.3 million (up 14%); stereophonic LP's—2.7 million (up 45%); all types 10"—29,438 (down 82%); all types 7"—9.4 million (up 19%).

Retail sales value: \$30.5 million before taxes, up from \$26.4 million in 1961. Distributors selling price 1962—\$21 million. Estimated value of undistributed records (record club sales, custom sales, etc.)—\$9.6 million.

Records imported from U. S. (factory value): 1962—\$1.5 million; 1961—\$1.7 million; 1960—\$1.7 million; 1959—\$1.9 million.

Records exported to U. S. (factory value): 1962—40,700 (value \$25,400); 1961—75,400 (value \$40,500); 1960—88,000 (value \$46,500); 1959—49,500 (value \$26,500).

Records imported from all others: 1962—684,000 (value \$765,722); 1960—590,752 (value \$588,974).

Origin of music on pop records: Domestic 3%; U. S. 94%; other 3%.

Average retail price (suggested list price): Singles 98c; monaural pop P's, \$4.20; stereophonic pop LP's, \$4.98; monaural classic LP's, \$5.20; stereophonic classic LP's, \$5.98.

Discounting: Usually 20% in Toronto and Montreal and some other cities.

Record club sales: Estimated 16%.

Stereo sales: Classics, around 30% of all LP's; pops, about 15% on vocals, 30% on instrumentals. 1961 average 25%.

Important regulations: Import customs tariff—20%. Sales tax—11% (plus some provincial sales taxes). Importer buys at raw manufactured price. Canadian dollar pegged at 92.5c (U. S.). There is a brokerage fee to clear through Customs, plus freight charges to be met.

Medium-wave radio stations: 288.

Television stations: 72.

Type of record distribution system: Manufacturer to wholesaler to dealer. Dean Walker

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Astral, 1315 Lawrence Ave. East, Don Mills, Ont. Tel.: 447-8536. Stan Klees, Sales Mgr.

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Bravo, 58 Advance Rd., Toronto 18, Ont. Tel.: 239-2361. Johnny Lombardi, Pres.

Canadian Music Sales, 1261 Bay St., Toronto 5, Ont. Tel.: 239-2361 T. St. Clai Low, Pres.

Capitol Records of Canada, 635 Queen St. E., Toronto 8, Ont. Tel.: HO 1-0391. Geoffrey F. Racine, Exec. V.-P.

Chateau, 1356 Eglinton W., Torton 10, Ont. Tel.: RU 7-0281. E. Kassner, Gen. Mgr.

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● record manufacturers

Capait, Irarrazaval 3349, Casilla 6117, Santiago.
Pres.: Alfredo Patino.

This company represents: Folkways (USA),
Microfon (Argentina).

Fantasia, Agustinas 1022, Santiago. P. O. Box 6615.
Pres.: Jorge Cara.

Goluboff, Miraflores 119, Santiago. Tel.: 381952.
Cable: Godav. Pres. & Int'l: Diego Goluboff;
A&R: Mauricio Alvarez; Sales: Manuel Gonzales.
Label: Goluboff.

This company represents: Columbia (USA), Liberty
(USA), Sono Radio (Peru), Verve (USA).

Industrias Electricas y Musicales Odeon, Com-
pania 2045, Casilla 186 D, Santiago. Tel.:
392071. Cable: Turntable. Pres. & Sales: Henry
Epple; A&R: Ruben Nouzeilles, Edmundo Or-
tuzar; Int'l: Ruben Nouzeilles. Label: Odeon.

This company represents: Angel (USA), BBC
(Britain), Capitol (USA), Coral (USA), Decca
(USA), London (Britain), Odeon (various), War-
ner Bros. (USA).

Philips Chilena, Ave. Sta. Maria 0760, Casilla
2687, Santiago. Tel.: 35081. Cable: Philchisa.
Gerente discos: Alain Trossat; A&R: Saul San
Martin; Sales: Alain Trossat & Alejandro
Navarro; Int'l: Hernan Serrano.

This company represents: Archiv (Germany),
DGG (Germany), Mercury (USA), MGM (USA),
Polydor (Germany), Peerless (Mexico), Philips
(various), Seeco (USA), United Artists (USA).

RCA de Chile, Matias Cousino 150, Casilla 1407,
Santiago. Tel.: 381124. Gerente discos & Sales:
Herbert Neumann; A&R & Int'l: Hernan Aravena.
Labels: CRC, RCA.

This company represents: Caife (Ecuador), Disc
Jockey (Argentina), Fermata (Argentina), Ducretet
Thompson (France), Fonit (Italy), Hispavox
(Spain), Onix (Ecuador), RCA (various), Sonolux
(Colombia), Telefunken (Germany).

● music publishers

Fermata, Los Alpes 916, Santiago.

Southern (Alfredo Burgos), Huerfanos 1147, Santiago.

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- PRESSING
- LABELING
- PACKAGING
- MARKETING

WRITE TO:

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P. O. BOX 1645
SAN JOSE, COSTA RICA

INTERNATIONAL DIRECTORY

(Chili cont.)

● supplies & services

PRESSING PLANTS

Goluboff, Miraflores 113, Santiago.
I.E.y.M. Odeon, Compania 2045, Santiago.
RCA, Av. Vicuna Mackenna 3333.

CHINA

(See Formosa)

COLOMBIA

Population: 13.8 million.

Records imported from U. S.: 1962—\$16,600; 1961—\$49,700; 1960—\$37,200; 1959—\$44,500.

Records sold 1962, at retail before taxes: \$4.6 million, up from \$3.9 million in 1961 (at exchange of 4.50 pesos per dollar).

Unit sales 1962: LP's—900,000, up from 840,000 in 1961; Singles—5.1 million, up from 4.6 million in 1961.

● record manufacturers

Cia. Colombiano de Discos, Aptdo. Aereo 1428, Medellin. Tel.: 61922. Cable: Codiscos. Gen. Mgr.: Alfredo Diez M.; A&R: Horacio Diez M.; Sales: Jose Botero J.; Int'l: Leonardo Alzate P. Label: Zeida.

This company represents: Alegee (USA), Angel (USA), Capitol (USA), Musart (Mexico), Odeon (Argentina, Brazil, Chile), Regal (France, Italy, Spain), Warner Bros. (USA).

Daro Internacional, Aptdo. Aereo 4578, Bogota. Tel.: 433666. Cable: Impodaro. Gen. Mgr., A&R, Sales & Int'l: Bernard Forman.

This company represents: Cameo-Parkway (USA), Colpix (USA), London (USA), Miller Int'l (USA), Surco (Argentina).

International representatives: Peru (Peruana), USA, Daro Int'l), Venezuela (El Palacio de la Musica).

Discos Fuentes, Aptdo. Aereo 1960, Medellin. Tel.: 615-86. Cable: Disfuentes. Pres.: Antonio Fuentes; A&R: Pedro Fuentes; Sales: Guillermo Jimenez; Int'l: Jose Fuentes.

This company represents: Music Hall (Argentina), Onix (Ecuador), Panart (Cuba), Peerless (Mexico), Rondador (Ecuador), United Artists (USA).

International representatives: Argentina (Music Hall), Ecuador (Trajano Recalde), Mexico (Peerless), Uruguay (Clave), USA (Miami), Venezuela (Fuentes).

Discos Silver, Aptdo. Aereo 1263, Medellin. Mgr.: Jose Ramirez Johns.

Antonio Esper, Carrera 40, Esquina Calle 37, Jesus-La Paz, Baranquilla.

Fabricantes de Discos Fonograficos, Carrera 4a, No. 22-29, Pereira, Caldas.

Industria Electro Sonora (Sonolux), Calle 29, No. 43-A-5, Aptdo. Aereo 640, Nacional 432, Medellin. Mgr.: Jaime Moreno A.

Industrias Fonograficas Discos Tropical, Apartado Aereo 793, Barranquilla. Cable: Radiag. Pres.: Emilio Fortou; Comm. Dir.: Hernando D. Vergara Martelo.

This company represents: CBS-Columbia (USA), Industrias Fonograficas Victoria, Calle 12, No. B-85, Cali. Mgr.: Mario Mendez.

Industrias Fonoton, Apartado Aereo 70-80, Bogota. This company represents: ABC-Paramount, (USA), Impulse (USA).

Ondina Fonografica Colombiana, Aptdo. Aereo 915, Medellin. Tel.: 74-33-33. Cable: Ondina. Mgr.: Rafael Acosta S.

Suramericana de Grabaciones, Aptdo. Aereo 58-37, Bogota.

Alberto J. Verswyvel, Apartado Chacao 49-11, Bogota.

This company represents: Kapp (USA).

● music publishers

Peer de Colombia, Aptdo. Aereo 8665, Bogota.

● supplies & services

IMPORTERS & EXPORTERS

Daro Int'l., Aptdo. Aereo 4578, Bogota.
Colombiana de Discos, El Poblado, Medellin.

PRESSING PLANTS

Cia. Colombiana de Discos Apartado 1428, Medellin. Discos Silver, Calle 41 K-48, No. 46-55, Medellin. Emilio Fortou P. Discos Tropical, Apartado 793, Baranquilla.

Fabrica de Discos Curro, Apartado 1344, Cartagena. Fabrica de Discos Fuentes, Apartado 1960, Medellin. Industrias Fonograficas del Caribe, Carrera 40 No. 4133, Baranquilla.

Industrias Fonograficas "Lusar," Calle 25 No. 4C-61, Apartado 679, Ibague.

Industrias Fonograficas Victoria, Apartado 2264, Cali.

Industrias Fonoton, Apartado 7080, Bogota. Manufacturas Ajoever, Apartado 4911, Bogota.

Ondina Fonografica Colombiana, Calle 67-A, No. 51-D-33, Apartado 915, Medellin.

Sello Vergara, Apartado 3587, Bogota.

Sonolux, Apartado 640, Medellin.

RECORDING STUDIOS

Cia. Colombiano de Discos, Aptdo. Aereo 1428, Medellin.

Suramericana de Grabaciones, Calle 12, No. 5-70, Bogota.

COSTA RICA

Population: 1.1 million.

Records imported from U. S. (factory value): 1962—\$33,900; 1961—\$27,500; 1960—\$36,300; 1959—\$64,100.

● record manufacturers

R. Castroy, El Emporio P. O. Box 1065, San Jose. INDUSTRIA DE DISCOS CENTROAMERICANA, P. O. Box 1645, San Jose. Tel.: 1931. Cable: Indica. Label: Indica. Gen. Mgr.: Oscar Stupp. (SEE ADVERTISEMENT)

● supplies & services

IMPORTERS

Almacen Philco, Coronado y Cia, Apartado No. 568, San Jose.

Discolandia, Srs. Reuben & Co., P. O. Box 547, San Jose.

Impo-Discos, Sr. Oscar Stupp, Apartado No. 1645, San Jose.

CUBA

Population: 6 million.

Records imported from U. S. (factory value): 1962—none; 1961—none; 1960—\$34,700; 1959—\$282,100.

Records exported to U. S. (factory value): 1962—none; 1961—8,600 (value \$7,100); 1960—91,000 (value \$52,500); 1959—108,600 (value \$56,000).

Origin of records sold: Domestic 80%, Foreign 20%.

Average retail price: LP's—\$5.95; Singles—\$1.50. Juke boxes: About 8,000. Sergio Ruiz Perera

● record manufacturers

Imprenta Nacional, San Miguel 410, Havana. Tel.: A-3125.

● music publishers

Asociacion Editorial Musicabana, Companario 151. Tel.: 61-0948.

Editorial Exitos, Compostela 927.

Excelsior, San Rafael 314, Tel.: 61-1375.

● supplies & services

PRESSING PLANT

Cuban Plastics (Panart), Carretera de Rancho Boyeros, Km 5-1/2, Tel.: 5-3125.

Impresora Cubana de Discos, 250 St., No. 8105, Marianao, Havana. Tel.: 21-0272.

RECORDING STUDIOS

Blanco y Ruiz, N St., No 266, Vedado, Havana. Tel.: 3-4700.

Imprenta Nacional, San Miguel 410, Havana. Tel.: A-3125.

Panart, San Miguel 410, Habana.

Radio Progreso, Infanta 104, Apartado 132.

CYPRUS

Population: 558,000.

● record manufacturers

Chris I. Peppos, P. O. Box 783, C.B.S. Capt., Nicosia.

CZECHOSLOVAKIA

Population: 13.7 million.

Records imported from U. S. (factory value): 1962—\$8,600; 1961—\$2,000; 1960—\$600; 1959—\$1,700.

Records exported to U. S. (factory value): 1962—19,700 (value \$26,800); 1961—8,300 (value \$9,700); 1960—6,600 (value \$8,500); 1959—400 (value \$200).

● record manufacturers

Gramofonove Zavody, Balackeho 1, Prague 1. Tel.: 24-02-51. Label: Supraphon.

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• music publishers

Statni Nakladestvi Krasne Literaturny Hudby a Umeni, 36 Narodni, Prague 1. Tel.: 247-141. Hudebni a Divadelni Agentura, Waldskejske Namesti 3, Prague 1. Tel.: 624-37. Concert section, Tel.: 651-16.

• supplies & services

IMPORTERS & EXPORTERS

Artia Foreign Trade Corp., 30 Snesky, Prague 1. Tel.: 246-266.

DENMARK

Population: 4.6 million.

Per capita income: \$1,800.

Number of homes with record players: 600,000.

Records sold 1962 at retail before taxes: \$3.6 million, up 8% from \$3.4 million in 1961. Includes 2 million singles, 450,000 EP's, and 350,000 LP's.

Origin of records sold: Domestic 25%, USA 5%. Other foreign: 70%.

Discounting: None.

Average retail price: LP's—\$5; EP's—\$2; Singles—\$1.30.

Record club sales: 9% of total sale, down 10% from 1961.

Juke boxes: About 700.

Stereo sale: 15% of total; 40% of LP sale.

Important regulations: From Aug. 1, 1961, increase of tax duties from 13% to 17% of retail price; NCB copyrights still 8% of retail price; artist royalty 4% of retail price.

Arne Hansen

• record manufacturers

Dansk, 3 Radhusstraede, Copenhagen K. Tel.: Minerva 7650. Mng. Dir.: Karl Emil Knudsen; A&R: Gustav Winckler; Sales & Intl.: Per Sorensen. Labels: Sonet, Mascot, Storyville, Zac.

This company represents: Artist, Blue Note, Chancellor, CHR, Colpix, Debut, Ecco, Elifi, Gazell, Folkways, Le Jazz, Cool, Life, Palette, Ricordi, Roulette, Savoy, Sonet, Special, Storyville, Topsy, Vega.

KARUSELL GRAMMOFON, Radhusstraede 3, Copenhagen K. Tel.: Min. 7650. Mng. Dir.: K. E. Knudsen; Sales & Intl.: Per Sorensen. Label: Joker.

This company represents: ABC-Paramount, Ariola, Baccarola, Clef, Durium, Impulse, Joker, Karusell, Reprise, Starday, Top Rank, 20th Fox, Vee Jay. (SEE ADVERTISEMENT)

Metronome, Vibevej 31, Copenhagen NV. Tel.: Aegir 8112. Cable: Metronome. Gen. Mgr., Sales & Intl.: Bent Fabricius-Bjerre; A&R: Jorgen Ingmann. Labels: Metronome, Anders, And.

This company represents: Atlantic (USA), Atco (USA), Cadence (USA), Disneyland (USA), Metronome, Music, New Jazz, Prestige, Snurr.

MOERKS MUSIKFORLAG, Vesterport 247, Copenhagen V. Tel.: PA 5000. Gen. Mgr., Sales & Intl.: K. Moerk; A&R: J. Windfeldt. Labels: Triola.

This company represents: Bella Musica, California (USA), Dot (USA), Hickory (USA), Kapp (USA), Triola. (SEE ADVERTISEMENT)

Hede Nielsen, Grundtvigsvej 10A, Copenhagen V. Tel.: EV 4120. Cable: Henigram. Gen. Mgr., A&R, Sales, Intl.: Elith Henriksen. Labels: RCA. This company represents: Arena, Osca & Tempo (Germany), RCA Victor (USA), Warner Bros. (USA).

Nordisk Polyphon, Emdrupvej 115, Copenhagen NV. Tel.: 69-25-22. Cable: Polyphon. Gen. Mgr. & Intl.: W. E. Hamburger; A&R: Svend Dethmer; Sales: J. Winkelmann. Labels: Polyphon, Polydor, Philips, Fontana, Louisiana.

This company represents: Ace of Clubs/Hearts (Britain), Archiv (Germany), Argo (Britain), Beltona (Britain), Brunswick (USA), Caedmon (USA), CBS (USA), Command (USA), Coral (USA), Decca (Britain), Deutsche Grammophon (Germany), Fontana (Holland), Heliodor (Germany), Interdisc (includes Riverside, Contemporary, Good Time, Jazz, Jazzland, Prestige, World Pacific, Pacific Jazz, Hi Fi Jazz of USA), London (USA), L'oiseau Lyre (France), Mercury (USA), Philips (Holland), Polydor (Germany), Sonora (Sweden), Unified Artists (USA), Verve (USA).

International representatives: Associates and branches of Philips, Fontana, Decca, DGG and sub-labels.

Plastica, Dortheavej 1-3, Copenhagen NV. Tel.: 9680. Cable: Tono. Mng. Dir.: Sales, Intl.: E. Oelgaard; A&R: S. Volmer Soerensen. Labels: Tono, Felix.

This company represents: Amadeo, Artone, Barclay, Embassy, Gene Norman, Oriole, Tono, Vanguard, Vogue, Vox.

SKANDINAVISK GRAMMOFON, Hoffdingsvej 18, Copenhagen, Valby. Tel.: 30-67-11. Cable: Gramophon. Top Execs: A. Kleinert & A. J. Poole; A&R: J. Kleinert; Sales & Intl.: K. Hviid Mikkelsen. Labels: HMV, Columbia, Odeon.

This company represents: Capitol (USA), Columbia (USA), Cretere (France), Diamond (USA), Electrola (Germany), Encore (Britain), Epic (USA), Gloria (Germany), His Masters Voice (Britain), Imperial (Germany), Laurie (USA), Liberty (USA), Dolton (USA), MGM (USA), Odeon (France), Parlophone (Britain), Pathe (France), Regal-Zonophone, Stateside, Vox (France).

International representatives: All EMI branches and associates. (SEE ADVERTISEMENT)

Tono, Dortheavej 3, Copenhagen NV. Tel.: Aegir 9680. Pres.: E. Oelgaard.

• music publishers

Decapo, Pilestraede 2, Copenhagen K. Tel.: CE 4549. H. Jensen.

DFG Music, Raadhustraede 3 A, Copenhagen K. Wilhelm Hansen, Gothersgade 9, Copenhagen K. Tel.: MI 7888. A. Spliid.

Hartkops, Fredericiagade 16, Copenhagen K. Tel.: PA 9711. E. Hartkopp.

MOERKS, 247 Vesterport, Copenhagen V. Tel.: PA 5000. K. Moerk.

(SEE ADVERTISEMENT)

Multitone, Pilstraede 2, Copenhagen K. Tel.: MI 868. H. Jensen.

Musikprodukt Winckler, Dortheavej 39, Copenhagen NV. Tel.: TA 2282. G. Winckler.

Imudico, Colbjørnsensgade 19, Copenhagen V. Tel.: HI 5625. A. Kleinert.

• supplies & services

MUSIC LICENSING ORGANIZATIONS

Gramo (Affiliate of Koda-record royalties, etc.), 26 Kronprincessegade, Copenhagen. Tel.: CE 2276.

Koda (Counterpart of ASCAP), 26 Kronprincessegade, Copenhagen. Tel.: CE 2277.

Nordisk Copyright Bureau, Upsalagade 24, Copenhagen. Tel.: 1R 3660. Pres.: K. Nielsen.

PRESSING PLANTS

Skandinavisk Bakelite, Proevensvej 35, Copenhagen Vanl. Tel.: 70-15-21.

Skandinavisk Grammophon, Hoffdingsvej 18, Copenhagen. Tel.: 30-67-11.

RECORDING STUDIOS

Metronome Studios, Vibevej 31, Copenhagen. Tel.: Aegir 8112. J. Ingmann.

Polyphon, Emdrupvej 115, Copenhagen. Tel.: 692522. S. Dethmer.

Skandinavisk Grammophon, A/S, Hoffdingsvej 18, Copenhagen. Tel.: 306711. A. J. Poole.

Tono, Dortheavej 1-3, Copenhagen. Tel.: Aegir 9680.

TRADE ORGANIZATIONS

Dansk Grammofonhandler Forbund, Frederiksberg Alle 27, Copenhagen. Tel.: CE 7499.

DOMINICAN REPUBLIC

Population: 2.9 million.

Records imported from U. S. (factory value): 1962—\$70,500; 1961—\$22,600; 1960—\$55,900; 1959—\$68,700.

• record manufacturers

Guarachita, Calle El Conde 108. Tel.: 2-8258. Cable: Guarachita. Pres. & Sales: Rhadames Aracena. Label: Guarachita.

This company represents: CBS (USA), Capitol (USA), London (USA), Miami (USA), Musart (Mexico), Peerless (Mexico), RCA (Mexico), RCA (USA), Orfeon (Mexico).

• music publishers

Peer International, Calle El Co No. 24 Es D, Santo Domingo.

• supplies & services

IMPORTERS

Amaro, J.T. Valdez Esquina, Santo Domingo. Discolandia, J.T. Valdez No. 47, Santo Domingo. Guarachita, Calle El Conde 108, Santo Domingo.

PRESSING PLANTS

Fabrica Dominicana de Discos, Feria de la Paz, Santo Domingo.

Guarachita, Calle Francisco Villaespesa 222, Santo Domingo.

ECUADOR

Population: 4.2 million.

Records imported from U. S. (factory value): 1962—\$5,700; 1961—\$5,900; 1960—\$17,000; 1959—\$17,800.

• record manufacturers

C.A. Industrial Fonografica Equatoriana, Reina Victoria 328, Quito.

Emporio Musical, Casilla 1276, Guayaquil. Mgr.: Carlos Pino Plaza.

This company represents: CBS-Columbia (USA).

• music publishers

St. Luis Pino Yerovi, Boulevard 9 de Octubre No. 710, Guayaquil.

• supplies & services

IMPORTERS

Almacenes de Musica, J. D. Feraud Guzman, Apdo No. 856, Guayaquil.

PRESSING PLANTS

Importadora Velaga, Casilla No. 318, Ambato.

Industrial Fonografica Ecuatoriana, Apartado 3885, Guayaquil.

Industrial Fonografica Ecuatoriana CAIFE, P. O. Box 84, Quito.

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Stockholm, Sweden

INTERNATIONAL DIRECTORY

(Continued)

EGYPT

Population: 25.4 million.

Records imported from U. S. (factory value): 1962—\$2,100; 1961—none; 1960—\$900; 1959—\$4,200.

• record manufacturers

Michael Yacoumopoulos, P. O. Box 1904, Alexandria, Tel.: 30934. Cable: Yalos. Owner: Michael Yacoumopoulos.

EIRE

(Also See Northern Ireland)

Population: 2.8 million.

Per capita income: \$683.

Records imported from U. S. (factory value): 1962—\$60,500; 1961—\$42,000; 1960—\$29,300; 1959—\$20,600

Average retail price: LP's—\$4.50; EP's—\$1.40; Singles—90c

Discounting: Occasional.

Record club sales: 9.5%, up from nil in 1961.

Stereo sales: 3%.

Important regulations: Import duty of 15% or 14c per single record, whichever is greater.

Medium-wave stations: One—Radio Eireann.

Television stations: One—Telefis Eireann.

Number of juke boxes: Approximately 450.

Type of record distribution system: Generally manufacturer to wholesaler to dealer.

Ken Stewart.

• record manufacturers

Gramophone Co., Ferrybank, Waterford. Tel: Waterford 4196. Mgr.: Thomas Boylan.

• music publishers

Pigott & Co., Music Warehouse, 112 Grafton St., Dublin. Tel.: Dublin 73161. Mgr.: Michael Tobin.

Walton's Musical Galleries, 2 North Frederick St., Dublin. Tel.: Dublin 47041. Mgr.-Dir.: Martin Walton.

• supplies & services

IMPORTERS & EXPORTERS

Connoisseur Records, 5 Cope St., Dublin 2

Dolphin Discs, 164 Capel St., Dublin.

Gael-Linn, 54 Sraid Grafton, Dublin.

Gramphone Co., 23 Lower Dominick St., Dublin

Irish Record Factors, 34 Parnell Sq., W., Dublin

Pye (Ireland) Dundrym, Dublin

Siemens-Schuckert Mfg. Co., 49 Middle Abbey St., Dublin.

Solomon & Peres, 2 Dame Lane, Dublin

PRESSING PLANTS

Gramophone Co., Ferrybank, Waterford

RECORDING & TAPE DUP. STUDIOS

An Comhacht Taifeadadh, 2 Upper Mount St., Dublin.

Eamonn Andrews Studios, 4 Henry St., Dublin

Peter Hunt Rec. Studios, 130 St. Stephen's Green, Dublin.

Rex Roberts Studios, 8 Appian Way, Ranelagh 4, Dublin.

Stapleton Studios, Merrion Ct., Merrion Rowe, Dublin



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EL SALVADOR

Population: 2.5 million.

Records imported from U. S. (factory value): 1962—\$130,400; 1961—\$67,100; 1960—\$63,600; 1959—\$98,700.

• record manufacturers

Lesser y Cia, Apartado 104, San Salvador.

• supplies & services

IMPORTERS

Casa de la Musica, L. Garay & Cia, Apartado No. 142, San Salvador.

Casa Kismet, 4a Ave. Sur No. 36, San Salvador.

Casa Rivas, Calle Ruben Dario No. 708, San Salvador.

Dada Dada & Cia, Apartado No. 274, San Salvador.

Roberto Orantes Penate, 3a Calle Poniente No. 4, Santa Ana.

Radio Electrica, 4a Ave. Sur No. 228, San Salvador.

ENGLAND

(See Britain)

FINLAND

Population: 4.4 million.

Record sales 1962 at retail before taxes: \$1.65 million, down from \$1.8 million in 1961, \$1.68 million in 1960.

Records imported from U.S. (factory value): 1962—\$9,700; 1961—\$29,200; 1960—\$16,200; 1959—\$1,800.

• record manufacturers

Akkuteollisuus, Neitsytpolku 1 B, Helsinki. Tel.: 11912. Ronnie Kranck.

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Publication	Paid Circulation	Audit Status
Billboard's Audited Circulation (1962)	20,022	Audit Bureau of Circulations (ABC)
Cash Box "Stated" Circulation (1962)	10,258	Un-audited
Music Vendor "Stated" Circulation (1962)	6,422	Un-audited
Music Reporter "Stated" Circulation (1962)	5,823	Un-audited

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INTERNATIONAL DIRECTORY

(Finland cont.)

Discophon, Takomontie 3, Helsinki. Tel.: 45127. Top Exec.: Bengt G. Liljeroth; A&R, Sales, Intl.: Johan Vikstedt. Label: RCA.

This company represents: RCA (USA).

Finndisc, Simonkatu 10 B, Helsinki. Tel.: 644877. Dir.: Rolf Kronqvist; Sales: Erik Lindstrom. Label: Safir.

Levytutku, Fredrikinkatu 45, Helsinki. Tel.: 59581. Top Exec.: N. E. Sarrikko. Labels: Triola, Manhattan, Broadway.

This company represents: Scan Disc, Polka, Pep, Manu, Triola.

Musik Fazer, Aleksanterinkatu 11, Helsinki. Tel.: 10-751. Cable: Musikfazer. Mng. Dir.: Roger Lindberg; A&R: Toivokka; Sales: Osmo Ruuskanen. Labels: Decca, Fontana, Philips, Rytmi.

This company represents: Amadeo (Austria), Audio-Fidelity (USA), Barclay (France), Imperial (USA), CBS (USA), Decca (Britain) (USA), Eros Savoy (Britain), Fontana (Holland), London (Britain), Palette (Belgium), Philips (Holland), Pye (Britain), Sonora (Sweden).

Nor-Disc, Hietalahdenranta 11a, Helsinki. Tel.: 642-005. Cable: Nordisc. Gen. Mgrs.: Antti Einio & Jaakko Salo; Sales & Intl.: Arto Helismaa. Label: Nor-Disc.

This company represents: Ariola (Germany), Athena (Germany), Atlantic (Denmark, Sweden), Baccarola (Germany), Cadence (Sweden), Disneyland (Sweden), Eurodisc (Germany), Fox (Sweden), Joker (Sweden), Metronome (Denmark, Sweden), Prestige (Denmark, Sweden), Snurr (Sweden).

International representatives: Sweden (Metronome).

Pohjoismainen Sähkö, Vuorikatu, Helsinki. Tel.: 12651. Matti Piha.

Sahkoliikkeiden, Satamakatu 4, Helsinki. Tel.: 454401. Cable: Sloy. Top Exec.: Eino Hietanen; A&R, Sales, Intl.: Johan Vikstedt. Label: Telefunken.

This company represents: Telefunken (Germany).

Scandia-Musiikki, Hietalahdenranta 11A, Helsinki. Tel.: 642-005. Cable: Scandiamusic. Gen. Mgr.: Harry Orvomaa; A&R: Jaakko Salo; Sales: Paavo Einio; Intl.: Antti Einio. Label: Scandia.

This company represents: ABC-Paramount, Baronet, Bel Air, Belter, Big Top, Cameo, Candid, Chancellor, Colpix, Debut, Gazell Kapp, Karusell, Knappupp, Monitor, New Jazz, Parkway, Period, Reprise, Roulette, Sonet, Starday, Storyville, Vee Jay.

International representatives: Sweden (Metronome).

Siemens Sähkö, Iso Roobertinkatu 29-31, Helsinki. Tel.: 10714. Cable: Siemens. Top Exec. & A&R: Henrik Denffer; Sales: Reijo Heimonen. Labels: Deutsche Grammophon, Philips.

This company represents: Archiv (Germany), Command (USA), Coral (USA), DGG (Germany), Heliodor (Germany), Jazzland (USA), Mercury (USA), Riverside (USA), United Artists (USA), Polydor (Germany), Verve (USA).

Sonet, Hietalahdenranta 11A, Helsinki.

R. E. WESTERLUND, N. Esplanadgatan 37, Helsinki. Tel.: 10396. Cable: Pianowesterlund. Mng. Dir.: Robert Westerlund; A&R: Kenneth Marklund; Sales & Intl.: Eino Virtanen. Label: His Master's Voice.

This company represents: Capitol (USA), HMV (Britain), Liberty (USA), Stateside (Britain), Warner Bros. (USA). (SEE ADVERTISEMENT)

music publishers

Commandiittiyhtio Libito, Fredrikinkatu 32 A 14, Helsinki.

Finndisc, Simonkatu 10B, Helsinki. Tel.: 644877. Dir.: Rolf Kronqvist.

Levytutku, Vuorikatu 14, Helsinki.

Levytutku, Fredrikinkatu 45 A, Helsinki. Tel.: 59581. N.E. Saarikko.

Musik Fazer, Aleksanterinkatu 11, Helsinki. Tel.: 10751. Mng. Dir.: Roger Lindberg.

Scandia-Musiikki, Hietalahdenranta 11 A, Helsinki. Tel.: 642006. Harry Orvomaa.

Soitin ja Nuotti, Pohjois Esplanaadinkatu 27, Helsinki.

R. E. Westerlund, Pohjois Esplanaadikatu 37, Helsinki. Tel.: 10396. Robert Westerlund.

X-Savel, Humalistonkatu 17 A 5, Helsinki.

supplies & services

IMPORTERS AND EXPORTERS

Akkuteollisuus, Neitsytpolku 1, Helsinki.

AB Discophon, Takomontie 3, Helsinki.

Kansankulttuuri, Simonkatu 8, Helsinki.

Levytutku, Fredrikintau 45, Helsinki.

Musik Fazer, Aleksanterinkatu 11, Helsinki. Tel.: 10751. Mng. Dir.: Roger Lindberg.

Nor-Disc, Hietalahdenranta 11 A, Helsinki.

Sonet, Hietalahdenranta 11 A, Helsinki.

Pohjoismainen Sähkö-oy, Vuorikatu 14, Helsinki.

Scandia-Musiikki, Hietalahdenranta 11 A, Helsinki.

Sahkoliikkeiden, Takomontie 3, Helsinki.

Siemens Sähkö, Mikonkatu 8, Helsinki.

R. E. Westerlund, Pohjois Esplanaadi 37, Helsinki.

MUSIC LICENSING ORGANIZATION

Teosto Saveltajain Tekijainoikeustoimisto r.y., Hietaniemenkatu 2, Helsinki.

RECORDING STUDIOS

Elektrovox (Akkuteollisuus), Neitsytpolku 1, Helsinki.

Filmi-aani, Annank 16 b, Helsinki.

Levytutku, Kirjatyöntekijank 10, Helsinki. (Also Tape duplication, record distribution, independent record production from offices at Fredrikinkatu 45A, Helsinki.)

Scandia, Sturenk 4, Helsinki.

Aanitoisto Timi, Mechelinink. 19b, Helsinki.

Westerlund, Sturenk. 4, Helsinki.

TRADE ORGANIZATIONS

Suomen Musikkojen Liitto r.y., Uudenmaankatu 36 D, Helsinki.

Suomen Musikkialan Vahittaiskauppiaitten Liitto, Tampereen Soitinkauppa, Tampere.

Suomen Soitinalan Tuottajien Liitto (aanilevyjaosto), Aleksanterinkatu 36, Helsinki.

FORMOSA

Population: 10.2 million.

Records imported from U. S. (factory value): 1962—\$1,439; 1961—\$7,800; 1960—\$1,700; 1959—\$900.

supplies & services

PRESSING PLANTS

Asia, 59 Chien Kang Rd., Taipei.

Chung Hwa, 5 Lane 2, Chung Ho Rd. Yung Ho Chen, Taipei. Hsien.

Echo, 113 Chungking S. Rd., Sec. 1, Taipei.

Five Continents, 121 Lei Chian St., Taipei.

Globe, 256 Hsi Yuan Rd., Sec. 2, Taipei.

Great King, 90 Ho Pien N. St., Sanchung Chen, Taipei Hsien.

Kolo, 3 Lane 302, Naking W. Rd., Taipei.

Lico, 60 Yen Ping N. Rd., Sec. 1, Taipei.

Ming Feng, 150 Ho Pien N. St., Sanchung Chen, Taipei Hsien.

New Voice, 3 Min Chuan Rd., Lu Kang Chen, Changhwa Hsien.

Queen, 70 Fue Teh S. Rd., Sanchung Chen, Taipei Hsien.

Tai Shen, 16 Lane 115, Taipei.

FRANCE

Population: 46 million.

Record sales 1962 at retail before taxes: \$23.2 million.

Record production, 1962 (official statistics of Syndicat National de L'Industrie et du Commerce Phonographiques): Up 7% over 1961. EP's and singles—22.5 million, up from 20.8 million in 1961 (of which 13.3 million were sold).

10-inch LP's—4.0 million, same as in 1961 (when 2.6 million were sold). 12-inch LP's—8.6 million, same as in 1961 (when 3.65 million were sold).

Total production 1962—35 million disks up from 33.4 million in 1961 (when 10.55 million were sold).

Average retail price: Singles—\$1; EP's—\$1.75-\$2.50; 7-inch LP's—\$3.20-\$5.20; 12-inch LP's—\$4.55-\$6.40.

Discounting: Occasional, progressively disappearing.

Record club sales: 5% of all sales.

Stereo sales: 3% of all LP's.

Record buyers: 74% of record buyers are under 25 years old.

Important regulations: Tax is 33% to be added to the manufacturer's price.

Record distribution system: Principally, manufacturer to dealer; small manufacturers use big manufacturers' distrib organization.

Record players: About 600,000 sold annually. There are 4 million record players actually in French homes.

Classical sales: 35% of all sales. Pop in general: 60%.

Dealers and manufacturers: About 3,000 dealers for about 20 manufacturers.

Juke boxes: About 17,000.

Sales areas: 50% of all record buyers are located in the Parisian region.

Sales Periods: 50% of all sales are realized from October 15 to the end of December.

Radio Stations: (State controlled): France I, II, III and IV (FM). Private: Radio Andorre, Radio Monte Carlo, Radio Luxembourg and Europe No. 1.

Television stations: Paris, Lille, Lyon, Strasbourg and Marseille.

Eddie Adamis

record manufacturers

Allegro Elite, 20 Bis Rue Louis Phillipe, Neuilly-Sur-Seine. Tel.: MAI 96 24.

Anthologie Sonore, 112 Blvd., Haussmann, Paris 8. Tel.: TAI 93 20.

Astoria, 83 Rue do Chateau des Rentiers, Paris 13. Tel.: KEL 39 66.

BARCLAY, 143 Av. de Neuilly, Neuilly (Seine). Tel.: SAB 60 30. Cable: Barclaydisc. Pres. & Dir.: Eddie Barclay; A.&R.: Barclay & Jean Fernandez; Sales: Jacques Souplet; Intl.: Jacques Souplet & Jacques Kerner. Label: Barclay.

This company represents: Hispavox (Spain), Tip Top, Time (U.S.A.), United Artists (U.S.A.), Verve (U.S.A.), Supraphon (Czechoslovakia). (SEE ADVERTISEMENT)

WHEN IN FRANCE

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EDDY MITCHELL
MARLENE
DIETRICH
LENY ESCUDERO
RIKA ZARAI

LEADING THE PUBLISHING FIELD

EDITIONS
BARCLAY
2, avenue de Messine,
Paris 8^e

EDITIONS
FRENCH MUSIC
124, rue de la Boétie,
Paris 8^e

EDITIONS
CARAVELLE
153, avenue de Neuilly,
Neuilly-sur-Seine (Seine)

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Paris 8^e

LEADING LABEL MARKET

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distributing

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SUPRAPHON
COLPIX

BEL-AIR
distributing

ATLANTIC
TIME
CAMEO PARKWAY
KAPP
ERATO

From september the 15th **BARCLAY BELGE** 31, rue du Lombard, BRUXELLES (Belgique)

BARCLAY 143, av. de Neuilly - Neuilly-s/Seine (France)
BEL AIR 18, rue de Douai, Paris 9^e, France

THE INTERNATIONAL

ENGLAND . . . Andre de Vekey



Prior to de Vekey's appointment as Billboard's European Director in May of this year, he produced and edited the trade and consumer magazine "Records" for Decca Records of England. Preceding the Decca position, he was the London Editor of the music trade monthly, "Pianomaker."

GERMANY . . . Omer Anderson



Representative of Billboard in Europe since 1957, Mr. Anderson has worked as a reporter for The Los Angeles Times and for the Hearst Newspapers in Germany. He is now a columnist for various U. S. newspaper syndicates and radio broadcasting companies.

FRANCE . . . Edouard Adamis



Widely traveled and proficient in seven languages, Mr. Adamis is an exclusive correspondent for Billboard. He is a professional composer and arranger—recording for Decca, RCA, Philips, Odeon, Pathe, Columbia, Ricordi and several other labels.

SWEDEN . . . Henry Fox



In addition to an extensive background in the music business with such positions as orchestra leader, music publisher, a.&r. man, program and music director for a radio station, Mr. Fox is also a published composer and lyricist.

JAPAN . . . J. Fukunishi



Graduate of Kwansai Gakuin University in Kobe, Mr. Fukunishi has been associated with Nippon Columbia Company (an affiliate of Columbia Records, U. S. A.) for the past 32 years and is a contributor to several phonograph and record publications in the Far East.

NEW ZEALAND . . . Frederick Gebbie



In show business since the age of 18, Mr. Gebbie has covered the ground from ad man for a touring ice show to general manager of Prestige Records in Wellington. He has done record reviews and articles for numerous New Zealand publications and is presently director of his own firm, Frederick Agencies, Ltd.

AUSTRALIA . . . George Hilder



Presently employed by MCA (Revue) in Australia as a Research officer, Mr. Hilder spent 15 years as a radio announcer and station manager in New South Wales, four years in America as a record artist publicist, and has been associated with Mercury and EMI records.

GERMANY . . . Jimmy Jungermann



Began producing record programs for Radio Munich in 1945 at the invitation of the American Government, and currently writes for German radio, movies, TV, record fan and trade publications, for the Erudition Department of "Films in Review," New York.

SOUTH AFRICA . . . Harry Klein



A well-known journalist and feature writer, Mr. Klein served during the war as Chief Psychological Warfare Officer where he was responsible for much of the Allied propaganda material circulated and broadcast. He is presently director and head of Lindsay Smithers Public Relations Division, the largest firm of its kind in South Africa.

HONG KONG . . . Carl Myatt



Born in India and educated in Ceylon and England, Mr. Myatt has worked as a journalist for over nine years. He is currently the popular music correspondent for Hong Kong's leading English language newspaper and is editor of TV Times in Hong Kong.

BRAZIL . . . Mauricio Quadrio



A resident of Brazil since 1950, Mr. Quadrio has served as musical supervisor and producer of educational programs for the State Radio, is currently director of Brazilian Association of Record Critics and reviewer for a number of Brazilian newspapers.

ISRAEL . . . Azaria Rapoport



Columnist for Israel's largest daily newspaper, MAARIV, for eight years and producer of Israel's only weekly live Radio Variety Show for the past two, Mr. Rapoport's activities also include the performing arts as an actor in the Israeli theater and in motion pictures.

BELGIUM . . . Jan Torfs



Since 1956 Mr. Torfs has been editor-publisher of Belgium's leading music monthly, Juke Box. He is also editor-publisher of several youth publications (Teenager, Song Parade, Twist and others)—all circulated throughout Belgium and Holland.

PHILIPPINES . . . Luis Ma. Trinidad



An award winner in both playwriting and poetry, Mr. Trinidad has been associate editor of Literary Song Movie Magazine, is currently contributing a daily column for The Manila Chronicle and is writer-director for Manila Broadcasting Company's TV show, "MBC Spectacular."

FINLAND . . . Harry Aaltonen



Reporter for Finland's largest evening newspaper, Ilta-Sanomata and a contributor to music journals in Finland, Poland, Sweden and Japan. As a complementary sideline, Mr. Aaltonen is the leader of a professional dance band.

"FIRST FAMILY"

PUERTO RICO . . . Antonio Contreras



Formerly in New York as part owner of a chain of Latin American record stores, then produced, manufactured, retailed and exported recordings. He is now the factory representative for two major labels and two leading New York Latin labels for Puerto Rico and the Virgin Islands.

NORWAY . . . Espen Eriksen



As a part-time journalist in Bergen, Mr. Eriksen initiated Norway's first pop charts. Later he joined Oslo's publication, Verdens Gang, and contributes their VG charts which are reprinted in many foreign publications.

HUNGARY . . . Paul Gyongy



Composer of numerous operettas, musical comedies and instrumentals, Mr. Gyongy has held the position of Director of both the Hungarian Film Industries and the Hungarian Society of Composers and Authors, and currently of the Hungarian Musical Fund. He is a contributor to the West German publications, "Automatenmarkt" and "Der Musikmarkt."

DENMARK . . . Arne Hansen



A journalist since 1939, Mr. Hansen has contributed editorially to the Danish newspapers Horsens Avis, Horsens Folkeblad, Vejle Amts Folkeblad and Dagens Nyheder. In addition, he is active in Danish radio and TV and associated with the well-known Danish annual "Blaeksprutten."

IRELAND . . . Ken Stewart



Just 21 years old, Mr. Stewart began his journalistic career some two years ago with The Dublin Evening Mail. He now contributes general articles to several Irish newspapers and magazines, is associated with a number of youth publications and was a founder-member of Teenage Express magazine.

SPAIN . . . Raul Matas



Winner of many awards in radio and publisher of Madrid's monthly music publication, Discomania, his DJ show of the same name is syndicated throughout Spain, the Canary Islands, Balears, Argentina and Uruguay.

PERU . . . Hector Rocca



Beginning his career as a disk jockey in 1947 in Peru, Mr. Rocca now functions in multiple capacities as TV master of ceremonies, announcer, record columnist for the Lima newspaper, La Prensa, and director-manager of one of Lima's leading record distributors.

ITALY . . . Samuel Steinman



With degrees from two American universities, Mr. Steinman has been a resident of Rome for the past 10 years, and a journalist for the better part of 20. He writes regularly for publications in Hollywood, London, Tokyo, Rome and for various U. S. dailies, in addition to his regular columns for Rome Daily American and the European edition of The New York Herald Tribune (Paris).

POLAND . . . Roman Waschko



President of the Polish Jazz Federation since 1957 and author of the book, "Jazz and Behind the Scenes," Mr. Waschko was responsible for introducing jazz into Poland's concert halls and into music school and high school curriculums. He toured the U. S. jazz scene in 1962 as sponsored guest of the American State Department.

AUSTRIA . . . Fred Ziller



Mr. Ziller's keen interest in music has had him debaying in every conceivable locale—from a hospital radio station in America, to the U. S.-sponsored radio station in Austria, Radio Luxembourg and Radio Cologne. He has produced a number of radio shows and contributes to various European publications.

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INTERNATIONAL DIRECTORY

(France cont.)

BAM, 133 Blvd. Raspail, Paris 6iem. Tel.: LIT 16 12. Levi Alvarez.
BEL AIR, 18 Rue de Souai, Paris 9iem. Tel.: FIG 30 90. Cable: Belairdisc. Pres. & Dir.: Vandenbusch; A&R: Eddie Barclay & Leo Missir; Sales: Jacques Souplet; Intl.: Jacques Kerner. Label: Bel Air.
This company represents: Atlantic (U.S.A.), Kapp (U.S.A.), Parkway-Cameo (U.S.A.). (SEE ADVERTISEMENT)
Century Records, 13 Rue Des Francs-Tireurs, La Cour Neuve (Seine), Paris. Tel.: Fla 27-71. Pres.: Julien Pierlot; A&R & Intl.: Richard Spierenburg.
Chant du Monde, 32 Rue Beaujon, Paris 8iem. Tel.: WAG 6773.
Decca, 25 Rue Beaujon, Paris 8. Tel.: WAG 1901. Cable: Deccadisc. Pres. & Dir.: Henri Froment; A&R: Evans; Sales & Intl.: Claude Gagnieres. Labels: Decca, Twist, Cid.
This company represents: Decca (Britain), London (U.S.A.).
Diapason, 61 Rue La Fontaine, Paris 16. Tel.: MIR 58 50.
Erato, 60 Chaussee D'Antin, Paris 9. Tel.: TIR 7871.
Festival, 3 Rue de Gramont, Paris 2. Tel.: RIC 96 10. P. G. Duprat.
Holiday-Hohner, 19-21 Rue Van Loo, Paris 16. Tel.: BAG 63 50. Coulon.
Lumen, 3 Rue Granciere, Paris 6. Tel.: MED 2930. Bloud Gay.
Odeon Artec, 42 Rue de Paradis, Paris 9. Tel.: TAI 93 20. Cable: Berntaylor. Pres. & Dir.: Bernard L. Taylor; Sales: Jean Fumeron; Commercial Dir.: Serge Beucler. Label: Artec, CBS, Versailles.
This company represents: Blue Note (USA), Carisch (Italy), CBS (World Wide), King Records (USA), Odeon (World Wide), Parlophone (World Wide).
Oiseau Lyre, 122 Rue de Grenelle, Paris 7. Tel.: INV: 88 67.
Pacific, 20 Bis Rue Louis Philippe, Neuilly Sur Seine. Tel.: MAI 96 24. Rene Cacheux.
Pathe Marconi, 19 Rue Lord Byron, Paris 8. Cable: Gramophone. Pres.: G. E. Cross; Second Pres.: Pierre Rouzies; Commercial Dir.: Felix Valousiere; Intl.: Tristan de Roquefeuil. Labels: Pathe, La Voix de son Maitre, Columbia, Ducret-et-Thompson, Les Discophiles Francais.
This company represents: Amy (USA), Arlen (USA), Bell (USA), Capitol (USA), Century (USA), Command (USA), Cotton Town (USA), Diamond (USA), E.M.I. (Britain), Epic (USA), Genius (USA), Harmon (USA), Jamco (USA), Liberty (USA), Mala (USA), Musart (Mexico), Old Town (USA), Plaza (USA), Ray (USA), Rendez-vous (USA), Romac (USA), Scepter (USA), Strand (USA), Sunland (USA), Swan (USA), Telefunken (Germany), Titanic (USA), Unity (USA), Vee Jay (USA), Viscount (USA), Wand (USA).
Petit Menestrel, 141 Av., Lafayette, Paris 8. Tel.: TRU 05 31. Lucien Ades.
Philips, 53 Av. Franklin Roosevelt, Paris 8. Tel.: BAL 70 40. Cable: Phildisc. Pres.: Georges Meyerstein; Sales: Jacques Bouyer. Labels: Philips, Fontana, Pergola.
This company represents: Audio Fidelity, Battle, Hickory, Jazzbeat, Jazzland, Mercury, Mood Pacific, Moodsville, Pacific Jazz, Prestige, Riverside, Washington (all USA).
Polydor, 2 Rue Cavallotti, Paris 8. Tel.: LAB 05 39. Cable: Polydisc. Pres.: Marcel Frange; A&R Wolfgang Zimmerman; Sales: Walter Lederer; Intl.: Bernard de Bosson. Label: Polydor.
This company represents: Archiv (Germany), D.G.G. (Germany), Heliodor (Germany), Literarisches Archiv (Germany), Polydor (Germany), Decca (USA), Coral (USA), Imperial (USA), MGM (USA), Westminster (USA), Peerless (Mexico).
President, 30 Rue Piere Semard, Paris 9. Tel.: TRU 60 56. Ted Moura.
RCA, 26 Rue Beaujon, Paris 8. Tel.: WAG 33 60. Cable: Areadisc. Pres.: Henri Froment; A&R: Jacques Bedos, Guy Lafarge; Sales: M. L. Buche. Label: RCA.
This company represents: RCA exclusively.
Ricordi, 3 Rue Roquepine, Paris 8. Tel.: ANJ 69 30. Audi.
Sinfonia, 68 Av. Des Champs Elysees, Paris 8. Tel.: ELY 53 60. J. F. Lion.
Teppaz, 170 80 De La Croix Rousse, Lyon. Tel.: BOT 65 30.
Typic, 13 Rue de l'Echiquier, Paris 10. Tel.: PRO 39 15. Julio Garzon.
Unidisc, 31 Rue de Fleurs, Paris 6. Tel.: LIT 49 95. Roger Payen.

Valois, 91 Faubourg Saint Denis, Paris 10. Tel.: TAI 48 11. Michel Bernstein.
Vega, 49 Av. Hoche, Paris 8. Tel.: CAR 19 92. Henri Froment. **This company represents:** ABC-Paramount (USA), Impulse (USA).
Vogue, 82 Rue Maurice Grandcoing, Villetaneuse (Seine). Tel.: PLA 73 00. Cable: Vogdisc. Pres.: Leon Cabat; A&R: Jacques Wolson; Sales: Maurice Synchoviez; Intl.: Denatts & Paul Claude. Labels: Vogue, Mode, Cop, Jazz Selection, Swing, Contre Point, Collection Sydney Bechet. **This company represents:** Elektra (USA), Gene Norman (USA), Laurie (USA), Orpheon, Peacock (USA), Reprise (USA), Warner Bros (USA), Durium (Italy), Saar (Italy), Discos (Mexico), Jugaton (Jugoslavia), Donglow, Ronnew (Belgium), Kultura (Hungary).

Robert Weiss, Internatl. Dir., Warner Bros. Records, 5 Ave. Valasquez, Paris 8. Tel.: LAB 88-50.
Stanley West, European Co-ordinator, Columbia Records International, 14 Avenue Hoche, Paris 8iem. Tel.: WAG 81-93.

MUSIC LICENSING ORGANIZATIONS

B.I.E.M. (Bureau International De L'Edition Mechanique), 28 Rue Ballu, Paris 9.
S.A.C.E.M. (Societe des Auteurs, Compositeurs et Editeurs de Musique), 9 Rue Chaptal, Paris 9.
S.D.R.M. (Societe pour l'Administration du Droit de Reproduction Mecanique des Auteurs Compositeurs et Editeurs de Musique), 28 Rue Ballu, Paris 9.

PRESSING & PLATING PLANTS

Century Records, 13 Rue Des Francs-Tireurs, La Cour Neuve (Seine), Paris. Tel.: Fla 27-71. Pres.: Julien Pierlot; A&R & Intl.: Richard Spierenburg.
Decca, 26 Rue Beaujon, Paris 8.
Pathe Marconi, 19 Rue Lord Byron, Paris 9.
Philips, 6 et 8 Rue Jenner, Paris 13.
SAIP-Verga, 49 Ave. Hoche, Paris 8.
Vogue, 84 Rue Maurice Grandcoing, Villetaneuse, Seine.

RECORDING & TAPE DUP. STUDIOS

BARCLAY-HOCKE, 9 Ave. Hoche, Paris 8. (SEE ADVERTISEMENT)
Century Records, 13 Rue Des Francs-Tireurs, La Cour Neuve (Seine), Paris. Tel.: Fla 27-71. Pres.: Julien Pierlot; A&R & Intl.: Richard Spierenburg.
Comedie des Champs Elysees (Enregistrement sonore), 15 Ave. Montaigne, Paris 8.
Diffusion Magnetique Sonore, 15 Rue Saussier-Leroy, Paris 17.
EUROPASONOR, 15 Rue Charcot, Paris 13iem. (SEE ADVERTISEMENT)
EuropUnion, 5 Rue Montholon, Paris 9.
Geneix, 6 Rue Jouvenet, Paris 16.
Intersonor, 55 Rue de la Croix Nivert, Paris.
Lucien Sergent Pere, 34 Rue du Colisee, Paris 8.
Marignan, 15 Rue Forest, Paris 18.
Fathe Marconi, 14 Rue Magellan, Paris 8.
Polydor S. A., 44 Rue des Dames, Paris 17.
Poste Parisien, 118 Ave. des Champs Elysees, Paris 8.
Phonographique Philips, 94 Bd. Auguste Blanqui, Paris 13.
S.I.S., 22 Ave. de la Porte de Champerret, Paris 17.
Studio d'Enregistrement de Montmartre, 19 Rue Burcq, Paris 18.
Studios des Victoires, 50 Rue Croix des Petits Champs, Paris 1er.
Technisonor, 60 Rue Francois 1er, Paris 8.
Voigrave, Steinway Hall, 6 Rue de Lisbonne, Paris 8.

GERMANY, EAST

Population (East Germany): 17.2 million.

● record manufacturers

Deutsche Schallplatten, Taubenstr. 4-6, Berlin W.8. Label: Eterna.

● music publishers

Lied der Zeit, Berlin W.8.
Peters, Leipzig.

● importer-exporter

Deutscher Buch Import und Export, Leipzig C 1.

GERMANY, WEST

Population: 56 million, with 18 million households.
Per capita income: \$161 monthly.
Homes with record players: 6.8 million.
Record sales 1962: 12-inch LP's—5.25 million (1961—4.0 million); 10-inch LP's—2.15 million (1961—2.8 million); EP's—9.2 million (1961—8.9 million); singles—27.1 million (1961—28 million).
Records imported from U. S. (factory value): 1962—\$328,100; 1961—\$379,400; 1960—\$893,800; 1959—\$471,900.

● music publishers

Amour, 24 Rue Pierre Semard, Paris. Tel.: TRU 56-39. Ted Moura.
Bagatelle, 10 Rue Washington, Paris. Tel.: ALM 17-99. Denis Bourgeois.
EDDIE BARCLAY, 2 Ave. De Messine, Paris. Tel.: LAB 06-03. Philippe Boutet. (SEE ADVERTISEMENT)
Paul Beuscher, 27 Blvd. Beaumarchais, Paris, Bastille. Tel.: ARC 41-08. Rene Desmarty.
CARAVELLE, 153 de Neuilly, Neuilly-Sur-Seine. Tel.: MAI 38-37. Maruani. (SEE ADVERTISEMENT)
Chappell, 4 Rue D'Argenson 4, Paris. Tel ANJ 56-05. G. Roquieres.
Continental, 17 Rue Monsigny, Paris 20. Tel.: RIC 61-83. Henri Bouvard.
Francis Day, 5 Ave. De L'Opera, Paris. Tel.: OPE 37-37. Jack Denton.
D.M.F.-Imperia, 8 Rue Caumartin, Paris. Tel.: RIC 51-81. Sacha Distel.
Do-Re-Mi, 5 Rue Lincoln, Paris 8.
Europa, 27 Rue De L'Echiquier, Paris. Tel.: PRO 19-45. Charles Gentile.
Fantasia, 3 Rue de Gramont, Paris 2. Tel.: RIC 96-10. Claude Henri Vic.
France Vedette, 44 Rue Du Colisee, Paris. Tel.: BAL 69-84.
FRENCH MUSIC, 124 Rue La Boetie, Paris. Tel.: BAL 80-13. Georges Garvarentz. (SEE ADVERTISEMENT)
Gaste, 5 Rue Bois De Boulogne, Paris. Tel.: BAL 01-30. Loulou Gaste.
Garzon, 13 Rue de l'Echiquier, Paris 10. Tel.: PRO 39-15. Garzon.
Plante, 35 Blvd. Halesherbes, Paris. Tel.: ANJ 08-93. Jacques Plante.
LeMoine, 17 Rue Pigalle, Paris. Tel.: TRI 09-25. Lemoine.
Legrand, 252 Rue du Fbg. Saint Honore, Paris 8. Tel.: MAC 50-16. Michel Legrand.
Lemarque, 121 Blvd. De La Merne, St. Maur, Seine. Tel.: GRA 34-21. Francis Lemarque.
Meridian, 5 Rue Lincoln, Paris 8.
Metropolitaines, 3 Rue Rossini, Paris. Tel.: PRO 21-78. Ribert.
Micro, 14 Rue Washington, Paris. Tel.: BAL 43-03. Leblu.
Pathe-Marconi, 1 Rue Laffitte, Paris. Tel.: TAI 44-29. Marchal.
Presence, 33 Rue du Fbg. Saint Martin, Paris 10. Tel.: NOR 89-05.
Prosadis, 14 Avenue Hoche, Paris 8e Tel.: WAG 81-93. Claude Deffes.
Raoul Breton, 3 Rue Rossini, Paris. Tel.: TAI 53-64. Breton.
Ricordi, 3 Rue Roquepine, Paris.
Salabert, 22 Rue Chauchai, Paris. Tel.: TAI 55-60. Salabert.
Salvador H., 6 Place Vendome, Paris 1er. Tel.: OPE 87-05. Salvador.
Salvet-Pigalle, 87 Rue La Boetie, Paris 8. Tel.: ELY 76-54. Salvat.
Semi, 5 Rue Lincoln, Paris. Tel.: ELY 06-22. Marbot.
Tropicales, 28 Rue Poissonniere, Paris. Tel.: TRI 90-76. Rudi Revil.
Tutti, 46 Rue Laffite, Paris 9. Tel.: LAM 40-42. Tournier.
Universelles-Andorra, 52 Rue du Fbg. Saint Martin, Paris. Tel.: NOR 45-91. Puech.
Ray Ventura, 14 Ave. Hoche, Paris 8. Tel.: WAG 81-93. Ventura.
Vogue International, 84 Rue Maurice Grandcoing, Villetaneuse (Seine). Tel.: PHA 23-00. Wolson.

● supplies & services

EUROPEAN REPRESENTATIVES OF U. S. RECORD COMPANIES

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TOP INTERNATIONAL STARS

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(Germany cont.)

U. S. imports from W. Germany: 1962—427,800 with \$624,700 factory value; 1961—419,000 with \$376,600 factory value; 1960—358,000 with \$538,900 factory value; 1959—125,600 with \$168,300 factory value.

Stereo sales: 1962—5.4% of LP's (1961—4.5%).

Percentage record sales of pop music: 67%.

Average retail price: LP's—\$4.50; EP's—\$2; single—\$1.19; low price labels—70c.

Retail record dealers: about 7,000. About 400 do 50% of total retail business and about 1,500 do about 60% of total retail business.

Discounting: Occasional.

Record club sales: 9% of all records.

Number of medium wave radio stations: 14.

Number of TV stations: 10.

Number of juke boxes: 60,000.

Record distribution system: Mainly from manufacturer to dealer through own distribution organization. To a small extent, from manufacturer to wholesaler to dealer.

Important regulations: Duty value, 13.2% of list price. When imported from other Common Market countries, 7%. In both cases, 6% purchase tax must be paid. GEMA, the German performing rights society, gets 8% of retail selling price for singles. GEMA contracts for new firms (manufacturers, importers, etc.) cost 5,000 DM (\$1,250). GEMA licensing fees are payable after distribution of records.

Christian Toersleff

• record manufacturers

Amadeo, Kassel. Labels: Amadeo, Vanguard.

Ariola-Sonopress, Friedrichsdorfer Str. 75, Guetersloh. Tel.: 3427. Cable: Ariola. Mng. Dir.: Rudolf Engleder; A.&R.: F. Ganss, F. Schmidt-Norden & N. Nobach; Sales: Friedrich Schmidt; Intl.: Norbert Varenholz. Labels: Ariola, Athena, Wort, Eurodisc, Baccarola.

This company represents: Barclay (France), Cameo-Parkway (USA), Canadian-American (USA), Cetra (Italy), Colpix (USA), Dansk (Denmark), Embassy (USA), Everest (USA), Fonit (Italy), Hispavox (Spain), Kapp (USA), Karusell Joker (Sweden), King (Japan), Laurie (USA), Negram Holland, Oriole (Britain), Realm (Britain), Reprise (USA), Scandia (Finland), Sobedi (Belgium), Starday (USA), Tapp-Asco (USA), Time (USA), 20-Fox (USA), Vergara (Spain), World Record Club (Britain).

International representatives: Argentina (Siamecana), Australia (Festival), Austria (Ariola), Belgium (Discobel), France (Barclay), Holland (Negram), Israel (Ruscol), Italy (Fonit-Cetra), Japan (King), Scandinavia (Joker), South Africa (Gallo), Spain (Vergara), Switzerland (Musikvertrieb), United Kingdom (Oriole, World Record Club), USA (Kapp, Fiesta).

Austron, Grafenstr. 9, DiepholzHann. Tel.: 344. Pres.: H. Neumann.

Baerenreiter, Kassel-Wilhelmshoehe, Heinrich-Schuetz-Allee 35. Tel.: 2891. Pres.: Karl Voetterle.

Bella Musica, Bahnhof Str. 12, Buchschlag Bei Frankfurt/Main. Tel.: 06103-68144. Label: Bella Musica.

Bertelsmann, Eickhoffstr. 14-16, Guetersloh. Tel.: 2651. Pres.: R. Mohn.

CBS, Palmengartenstrasse 4, Frankfurt/Main 6. Tel.: 77 55 44. Cable: Colrecords. Mng. Dir.: Bernhard Mikulski; A.&R.: Gilbert Obernair; Sales: Hans-Georg Baum; Intl.: Winfried Merkle. Labels: CBS, Linda, Carina.

This company represents: Artone (Holland), Blue Note (USA), Cadence (Holland), Candid (USA), Funckler (Holland), Carina (Germany), Linda (Germany), Palette (Britain), Primary (Italy), Ri-Fi (Italy), Roulette (USA), Variety (Italy).

International representatives: Austria (Musikvertrieb), Benelux (Artone), France (Sopholest), Intl. (CBS), Italy (Wagner), Scandinavia (Sonnet), Switzerland (Musikvertrieb).

Concert Hall, Grueneburgweg 9, Frankfurt/Main. Tel.: 59 24 01. Label: Concert Hall.

DEUTSCHE GRAMMOPHON GESELLSCHAFT, Harvesthuder Weg 1-3, Hamburg 13. Tel.: 44 14 21. Cable: Grammophon. Dirs.: Walter Betcke, Helmut Haertel, Hans-Werner Steinbausen, Willem Langenberg; A.&R.: Otto Gerdes, Kurt Richter; Sales: Kurt Kinkele, Johannes Ellrich. Labels: Deutsche Grammophon, Archiv, Heliodor, Polydor, Brunswick.

This company represents: Ava (USA), Big Top (USA), Brunswick (USA), Charlie Parker (USA), Command (USA), Coral (USA), Decca (USA), Fiesta (USA), Grand Award (USA), Italdisc (Italy), MGM (USA), Palacio (Venezuela), Peerless (Mexico), United Artists (USA), Verve (USA), Westminster (USA).

International representatives: Afghanistan (Siemens), Algeria (Siemens), Argentina (Philips), Austria (Polyphon), Australia (Philips), Belgium (Siemens), Brazil (Companhia Brasileira), Canada (Compo, Quality), Costa Rica (Siemens), Chile (Philips), Colombia (Philips), Denmark (Nordisk Polyphon), Eire (Siemens), El Salvador (Kismet), Finland (Siemens), France (Polydor), Great Britain (DGG), Greece (Helladisc), Hong Kong (Companion), Iran (Alfi & Cohen), Italy (Phonogram), Japan (Nippon), Liban (Maison Succes), Luxembourg (Siemens), Morocco (Siemens), Mexico (Discos Universales), Netherlands (Siemens), New Zealand (Philips), Norway (Siemens), Peru (El Virrey), Portugal (Philips), Singapore (The Cycle & Carriage), South Africa (Gallo), Spain (Fonogram), Sweden (Siemens), Switzerland (Siemens), Uruguay (Philips), USA (MGM, Decca), Venezuela (Siemens), Yugoslavia (Jugoton). (SEE ADVERTISEMENT)

Deutscher Schallplattenclub, Libanonstr. 3, Stuttgart 13. Tel.: 4 53 41. Pres.: Unger.

Deutsche Vogue, Sophien Str. 44, Frankfurt/Main. Tel.: 771254. Mng. Dir.: J. J. Finsterwald; A.&R. & Sales: Klaus Paulus; Intl.: Lawrence Yaskiel. Label: Vogue.

This company represents: Durium (Italy), Pye (Britain), SAAR (Italy), Vogue (France).

International representatives: France (Vogue), Switzerland (Vogue).

ELECTROLA GESELLSCHAFT, Braunsfeld Maaweg 149, Cologne. Tel.: 59 31 31. Cable: Electrolaton 8881290. Gen. Mgr. & Dir.: Ladislav Veder; A.&R.: M. Ittenbach; Sales: Wilfried Jung; Intl.: Werner Raschek. Labels: Electrola, Columbia, Odeon, Capitol, Liberty.

This company represents: A & M (USA), Bam (France), Chant du Monde (France), Classic Editions (USA), Diamond (USA), Die Prominente Stimme (Austria), Dolton (USA), Ember (Britain), Epic (USA), Favorit (Austria), Folkways (USA), Kabarett aus Wien (Austria), Lebendiges Wort (Austria), Liberty (USA), Mocambo (Brazil), Monitor (USA), MMO (USA), Musart (Mexico), Music (Austria), Rendezvous (USA), Sun-Sing (Hong Kong), Swan (USA), Toshiba (Japan), Unikum (Austria), Vega (France, Zeida) Colombia.

International representatives: EMI group internationally. (SEE ADVERTISEMENT)

Eriksound Sch ubertstrasse 30, Osterath. Label: Eriksound.

International representative: Holland (Dureco).

Europaeischer Phonoklub, Silberburgstr. 150, Stuttgart-W. Golden 12, im Trutz 47, Frankfurt/Main. Tel.: 55 56 50. Pres.: Reinhard Streit. Label: Golden 12.

Jupiter, Biederstein 7, Munich 23. Tel.: 33 56 17. Pres.: R. M. Siegel. Labels: Jupiter, Stellina. Kelen, Hohenzollernring 38/42, Cologne. Tel.: 84-801. Pres.: P. P. Kelen. Labels: Orbis, Pantheon, Parnass.

Metronome, Heidenkampsweg 76 B, Hamburg 1. Tel.: 24 12 61. Cable: Metronome. Gen. Mgr.: Leif E. Kraul; A.&R.: Klaus Lorenzen; Sales: Reinhard Streit; Intl.: Gunther Henne. Label: Metronome.

This company represents: Atco (USA), Atlantic (USA), Belter (Spain), Prestige (USA).

International representatives: Belgium (Festival), Britain (EMI), Denmark (Metronome), Finland (Nor-Disc), France (Festival), Holland (Metronome), Switzerland (Jecklin), USA (Atlantic).

Miller International, Randstrasse 7, Hamburg-Stellingen. Tel.: 54 30 41. Cable: Millin. Dir.: Gerhard Golzo. Labels: Somerset, Sonic.

Modern Music, Postfach 435, Munich 50. Tel.: 40 07 66. Pres.: W. Steinhage.

Philips, Monckebergstr. 7, Hamburg 1. Tel.: 32 10 17. Cable: Phihaag Musik. Pres.: Hans Schrade. A.&R.: Wolfgang Kretzschmar; Sales: Georg Augustin; Intl.: Siegfried E. Loch. Labels: Philips, Fontana.

This company represents: ABC-Paramount (USA), Audio-Fidelity (USA), Battle (USA), Bluesville (USA), Dauntless (USA), Debut (Denmark), Dux (Sweden), Fontana (Intl.), Impulse (USA), Jazzland (USA), Le Jazz Cool (Denmark), Mercury (USA), Moodsville (USA), Octave (USA), Off-Beat (USA), Pacific Jazz (USA), Philips (Intl.), Riverside (USA), Smash (USA), Sonet (Sweden-Denmark), Storyville (Denmark), Swingville (USA), Tangerine (USA), Vee Jay (USA), Washington (USA), Wing (USA), World Pacific (USA).

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Schallplattendienst, Liebigstr. 10, Munich 22. Pres.: Heinz Stein.

777, Rheinhausen-H., Im Kirling 11, Te.: 777. Pres.: B. de Jonge.

Sonet-Storyville, Moenckebergstr. 7, Hamburg 1. Tel.: 32 10 17. Pres.: Per Knudsen. Labels: Sonet, Storyville.

This company represents: Chancellor (USA), Colpix (USA).

Special, Rotwandstr. 16, Grosshesselohe b. Munich. Tel.: 79 42 86.

Supraphon, Hess-Str. 39/14, Munich 13. Tel.: 24 90 51. Pres.: V. Prusa.

TELDEC, Heussweg 25, Hamburg 19. Tel.: 40 11 11. Pres.: Hans Lieber. Label: Telefunken.

This company represents: Decca (Britain), London (USA), RCA (USA), Warner Bros. (USA) (SEE ADVERTISEMENT)

Tempo, Rotwandstr. 16, Munich. Tel.: 29 42 86. Cable: Specialrecord. Pres.: Oscar Meissner. Labels: Osca, Special, Tempo.

Tip, Adolfstr. 58, Hamburg 22. Tel.: 23 39 48. Pres.: H. J. Fruechtnicht.

Vox-Imago, Zur Muehle 2, Gr. Koenigsdorf b. Cologne. Pres.: Werner Goldschmidt. Labels: Alfa, Imago, Imavox, Melos, Teddy, Vox.

• music publishers

Aberbach, Warburgstr. 22, Hamburg 36. Tel.: 45 55 13. Pres.: Alfred Schacht.

Accord, Maarweg 149, Cologne-Braunsfeld. Tel.: 59 31 31. Otto Dehmler.

Ahn & Simrock, Meineckestr. 10, Berlin W 15. Tel.: 22 46 2. Charlotte Eitelt.

Alert & Co. Eduard, Hunsrueckstr. 16, Cologne-nippes. Ella Alert.

Alkor, Heinrich-Schultz-Allee 33, Kassel-Wilhelmshoehe. Tel.: 2894. Oeser.

"Allegro," Hermsdorfer Damm 139, Berlin-Hermsdorf.

Andre, Johann, Frankfurter Str. 28 a, Offenbach. Tel.: 83 539.

Apollo-Verlag, Paul Lincke, Ostpreussendamm 26, Berlin-Lichterfelde. Tel.: 73 18 25. Erich Seifert.

Arends, Paul C. R., Hoehenweg 22, Rimsting Chiemsee. Tel.: 08 051/634. Gerda Arends.

Arnie, Ralf, Wrangelstr. 5, Hamburg 20. Tel.: 40 78 55.

"Astoria," Brandenburgische Str. 22, Berlin-Wilmersdorf. Egon A. v. Preyss.

Astra, Am Baekequell 13, Berlin-Steglitz. Tel.: 73 49 57. Horst Meyer.

Atlas, Am Huegel, Percha/Starnberg. Tel.: 32 32. Kriemhild Steidfner.

Baerenreiter, Heinrich-Schutz-Allee 9, Kassel-Wilhelmshoehe. Tel.: 29 91. Karl Votterle.

Bavaria, Postfach 21, Munich 15.

Benjamin, J. Anton, Werderstr. 44, Hamburg 13. Tel.: 45 12 25. Karl-Dieter Wagner.

Bennefeld, Albert, Schopenhauerstr. 23, Berlin-Schlachtensee. Tel.: 84 85 38.

Bieler, Edmund, Zuelpicher Str. 85, Cologne-Suelz. Tel.: 41 68 34. Therese Becker-Bieler.

Birnbach, Richard, Duererstr. 28 a, Berlin-Lichterfelde-West. Tel.: 73 13 71. Joh. Birnbach.

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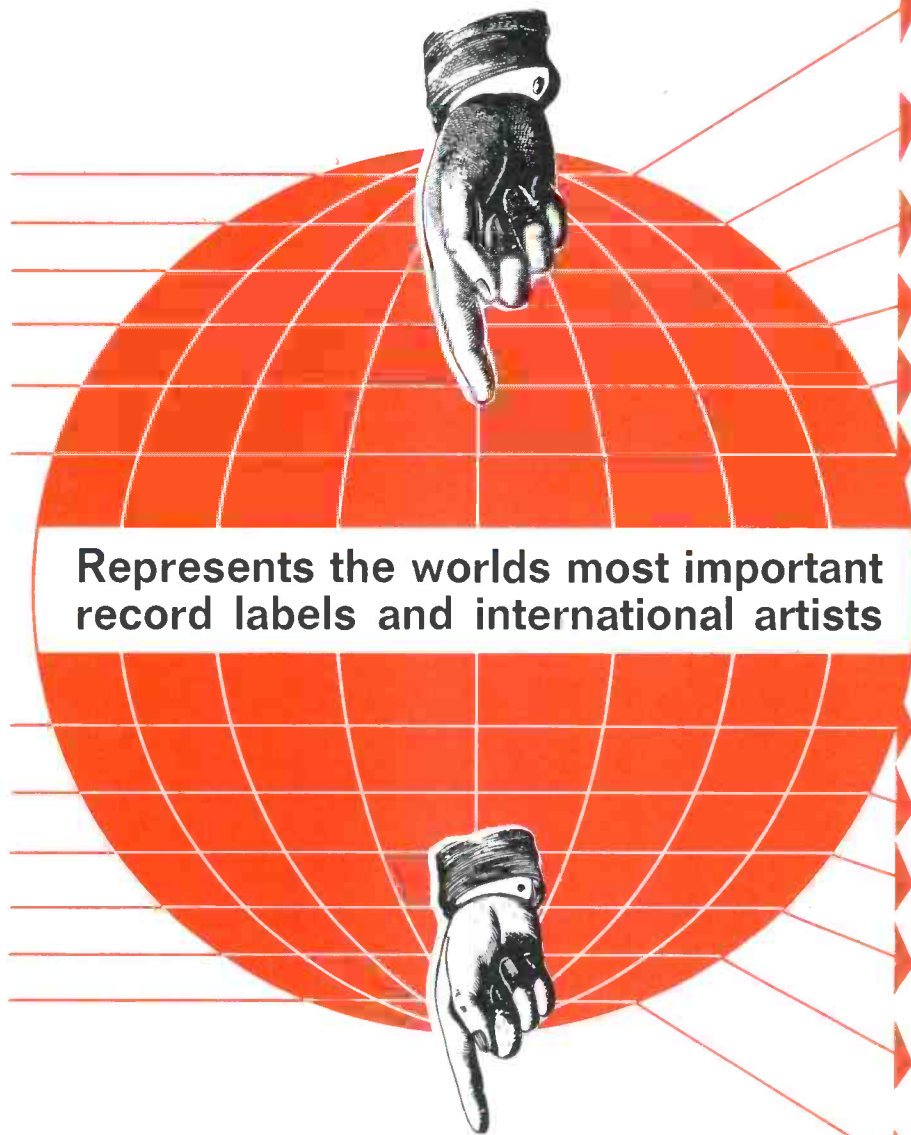
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 Breitkopf & Haertel, Burgstr. 6, Wiesbaden. Tel.: 59 241. Hellmuth von Hase.
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 hi-fi, Tauentzienstr. 16, Berlin W 30. Tel.: 24 70 29. Paul Siegel.
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 Hohner, Math., Trossinger/Wurt. Tel.: 241/243.
 Hullenhagen & Griehl, Loogestr. 8, Hamburg 13. Tel.: 47 48 49.
 Ichthys, Moserstr. 6, Stuttgart-Ost. Tel.: 24 21 17. Ernst Held.
 Insel-Ton, Karlsplatz 19, Munich 2. Tel.: 59 28 76. Elfie Geidel.
 Intro, Wittelsbacher Str. 18, Berlin W 31. Tel.: 97 40 57. Peter Meisel.
 "Iris" Herner Str. 5, Recklinghausen. Tel.: 22 190. August Mallmann.
 Jary, Michael, Produktion, Oederweg 26, Frankfurt/M.
 Jaspas Music, Dieffenbachstr. 68, Berlin 61.
 Junne, Otto, Nerotal 16, Wiesbaden. Harry Schulz-Bielefeldt.
 Kahnt, C. F., An der Hofstatt 8, Lindau/Bodensee. Tel.: 22 83. Hoffmann.
 Kessler, Hans, Brueckenstr. 1, Trier/Mosel. Tel.: 3102. Gretel Schwind.
 Kistner & Siegel & Co., Luisenstr. 8, Lippstadt. Rudolf Lott.
 Klabunde, Alfred, Knesebeckstr. 74, Berlin-Charlottenburg. Alfred Klabunde.
 Kreisler & Co., Sproetze ueber Buchholz. Tel.: 041862/284. Alma Kreisler.
 Kuhl, Otto, Am Hof 34/35, Cologne/Rhein. Tel.: 21 22 76.
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(Continued)

GREECE

Population: 8.3 million.

Records sold 1962: 1.9 million locally produced singles, down from 2 million in 1961.

Records imported from U. S. (factory value): 1962—\$6,000; 1961—\$4,400; 1960—\$4,400; 1959—\$23,900.

● record manufacturers

Columbia Graphophone of Greece, P. O. Box 287, Athens. Tel.: 880-371. Cable: Colgraph. Dir. & Mgr.: Robert Mackenzie.

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Melody Records, 4 Sparti Street, Platea Amerikis, 11 Aristidou, Athens. Tel.: 227329-843230. Pres.: Anthony Plomaritis & Evans Plomaritis. Labels: Melody, Athenee.

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MUSIC LICENSING ORGANIZATION

Societe Anon. Hellenique pour la Protection de la Propriete Intellectuelle. (AEPI), 7 Botassi St., Athens. Mgr.: C. Macris.

GUATEMALA

Population: 3.5 million.

Records imported from U. S. (factory value): 1962—\$72,700; 1961—\$94,700; 1960—\$109,300; 1959—\$119,500.

● record manufacturers

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● supplies & services

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Salvador Avelar G "Casa Avelar," 1B C.P. No. 3-60, Zona 1, Guatemala.

HAITI

Population: 3.5 million.

Number of homes with record players: 2,000.

Record sales of domestic product 1962: LP's—5,000 at \$25,000 retail; Singles and EP's not produced domestically.

Records imported from U. S. (factory value): 1962—\$24,800; 1961—\$18,400; 1960—\$14,200; 1959—\$9,800.

Number of records imported from all others: 10,000. Total sales, imported and domestic product: \$150,000.

Origin of music on pop records: Domestic—17%; U. S.—30%; Foreign—53%.

Average retail price: LP's—Mono \$5; LP's—Stereo \$6; EP's \$2.50; Singles \$1.50.

Discounting: Occasional, about 10%.

Stereo sales: 20% of LP's.

Antoine Hogarth

● record manufacturers

Anson Music Center, 62 Rue Pavée, Port-au-Prince. Owner-Mgr.: Joe Anson.

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● supplies & services

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RECORDING STUDIO

Radio Haiti, Ave. J. J. Dessalines, Port-au-Prince.

HOLLAND

Population: 12 million.

Per capita income: \$610, per ratepayer: \$1,470.

Records sold 1962 at retail before taxes: \$9.57 million, down from \$9.64 million in 1961 (official figures, Dutch National Industry Group).

Records imported from U. S. (factory value): 1962—\$168,400; 1961—\$226,800; 1960—\$407,900; 1959—\$523,300.

Records imported from all other nations: \$3.5 million, up 20% from 1961.

Average retail price: LP's, \$5; EP's, \$1.70; singles, \$1.

Discounting: not done.

Record club sales: 1% of all records, same as in 1961.

Stereo sales: 7% of all LP's, up from 4% in 1961.

Medium-wave radio stations: 2 channels.

Television stations: 6 channels.

Number of juke boxes: Approx. 4,000.

Record distribution: Manufacturer to dealer; all companies except: Muzikale Meesterwerken Serie (manufacturer to client).

Important regulations: Turnover tax on rights: 4%. Import tariff, from E.E.C. Common Market countries—8.4% plus 5/95 turnover tax invoice amount. Tax on imports from other nations, 13.6% plus 5/95 turnover tax invoice amount. In case of imports from the U. S. add copyright to the invoice amount, import tariff and turnover tax. All other nations, which unlike the U. S. are members of the Berne Convention, have import and export rights paid by the receiving countries. Skip Voogd

● record manufacturers

Artone Gramophone, 8-10 Kruisstraat, Haarlem. Tel.: 1-7476. Cable: Artone. Pres., Owners & Int'l: Bill & Casper Slinger; Sales: John J. Vis. Mgr.: CBS; Hemmy Wapperom. Labels: Artone, Arlydor, CBS, Funckler, Pythia, Smash, Tivoli.

This company represents: ABC-Paramount (USA), Cadence (USA), Cameo-Parkway (USA), Chancellor (USA), Colpix (USA), Columbia-CBS (USA), Hickory (USA), Impulse (USA), Motown (USA), Reprise (USA), Roulette (USA), Verve (USA).

Basart, 11 Leidsegracht, Amsterdam C. Tel.: 222626. Cable: Editoras. Gen. Mgr.: Hans Ch. Gomperts; A&R & Int'l: Guus Jansen Jr.; Sales: Frans Basart. Label: Basart.

This company represents: Amadeo (Austria), Barreiter (Germany), Christophorus (Germany), Folkways (USA), Oriole (Britain), Vox (USA) Britain, France).

BOVEMA, Bronsteeweg 49, Heemstede. Tel.: 02500-38855. Pres.: G. M. Oord.

This company represents: Capitol (USA), Columbia and HMV (Britain), Imperial (USA), Pathe (France), Pret, Stateside, Studio S. M., Warner Bros. (USA). (SEE ADVERTISEMENT)

Cinerec Supraphon Holland, Vaartweg 14, Hilversum. Tel.: 02950-15353.

Delta, Amstord Veerkade 22, Den Haag. Tel.: 604599. Dir., A&R, Sales, Int'l: Marinus J. Duisterhof & Hans I. Kellerman. Label: Delta. This company represents: Durium (Italy), Sonet (Sweden), Oriole (Britain), Olypia, Newtowne (Belgium), Osca (Germany).

International representatives: Fonit Cetra (Italy), Sonet (Scandinavian), Newtowne (Belgium), Moon-glow (Belgium).

Dureco, Beursstraat 21, Amsterdam. Tel.: 020-242288. Cable: Recmus. Pres. & A&R: J. Maasen; A&R: B. R. Maasen; Sales: W. W. E. Bosheck. Labels: Monega, Cid, Te Deum.

This company represents: Barclay (France), Cetra (Italy), Hed Arzi (Israel), Hispavox (Spain), Jolly (Italy), Metronome (Germany, Scandinavia), Omega (Belgium, France), Starday (USA), Vega (France).

International representatives: Belgium (Omega), Germany & Scandinavia (Metronome).

Europese Fono Club, Singel 262, Amsterdam. Tel.: 020-38728.

Glorieklanken, Postbus 3033 (P. O. Box), Rotterdam. Hadelsonderneming "Hajaco," Louise de Colignystraat 97, The Hague. Tel.: 070-183786.

Hasat in-En Exportmijs, Suezkade 50, The Hague. Tel.: 070-330998.

This company represents: Antologia Sonore, Belter, BAM, Chant du Monde, Cor, Ennour, Lumen, Musica Sacra, Ricordi, Paledium.

Hees, Choorstraat 1-3, Delft. Tel.: 01730—24183.

Holland South America Trading, Mauritskade 85, The Hague. Tel.: 070-183786.

INELCO-HOLLAND, A. J. Ernststraat 801, Amsterdam. Tel.: 42-17-22. Cable: Intellect. Mgr. Dir.: W. Brandsteder; A&R & Int'l: J. Mascini; Sales: J. Beutler. Label: RCA.

This company represents: RCA Victor (USA), Elite Special (Switzerland), Simon (Germany), President (France), Amadeo (Austria). (SEE ADVERTISEMENT)

M. Isler, Rijnstraat 9, Amsterdam Z. Tel.: 020-710614.

Kinotechniek L.C., Prinsengracht 530, Amsterdam. Tel.: 020-67447.

C. V. Klein's Handelsmaatschappij, Vijzelstraat 27-35. Tel.: 020-35989. Pres.: C. Klein.

Millrec, Nieuwe Keizersgracht 52, Amsterdam. Tel.: 020-947604.

MMP Productions, Laan van Meerdervoort 748, The Hague. Tel.: 070-361802. Pres.: W. Bink.

B. Munnikendam's Groothandel, Kromme Waal 18-19, Amsterdam. Tel.: 020-48994. Pres.: B. Munnikendam.

This company represents: Ansonia (USA), Baronet (USA), Bluenote (USA), Classic (Britain), Comedie Francaise (USA), Counterpoint (USA & Britain), Delta (Britain), Elektra (USA), Embassy (USA), Ember (Britain), Eros (Britain), Esoteric (USA & Britain), Festival (Britain), Fidelity (Britain), Golden Treasury (Britain), Heritage (Britain), Jazz Collector (Britain), Lyrique (Britain), Marshall (Belgium), New Jazz (USA), Octave (Britain), Opus (Britain), Period (USA), Prestige (USA), Rainbow (USA), Renaissance (USA), Scala (USA), Stradivari (USA), Time (USA), Whitehall (Britain).

Muzikale Meesterwerken Serie, Paulus Potterstraat 12, Amsterdam. Tel.: 020-734911.

Margriet Discotheek, Stadhouderskade 85, Amsterdam Z. Tel.: 020-731361.

Negram, Amsterdamse Veerkade 22, The Hague. Tel.: 070-184612. Pres.: Robert Oeges.

PHILIPS PHONOGRAPHIC INDUSTRIES, Gerrit v.d. Veenlaan 4, Baarn. Tel.: 02954-3551. Pres.: Hans Langenberg. (SEE ADVERTISEMENT)

N. V. PHONOGRAM, Singel 170-172, Amsterdam. Tel.: 020-24-5588. Cable: Phonogram A'dam. Mng. Dir.: J. Th. van der Meer; A&R & Int'l: Nico Boer; Sales: R. H. Klaassen.

This company represents: Argo, Caedmon, Contemporary, Decca, Fontana, L'Oiseau Lyre, London, Mercury, Philips, Riverside, United Artists. (SEE ADVERTISEMENT)

C. N. Rood, Gevers Deynootplein 40, Scheveningen. Tel.: 070-55-95-00. Cable: Cener, The Hague. Man.: H. Van Zeeland; A&R Addy Kleyngeld; Sales: Pierre van Ostad; Int'l: Wim den Daas. Label: CNR, Telefunken.

This company represents: Cantate (Germany), Ducrétet Thompson (France), Festival (France), Harmonia Mundi (France), Karussel (Sweden), Pye (Britain), Starday (USA), Sonet (Denmark), Storyville (Denmark), Telefunken (Germany), Triola (Denmark), Victory (Belgium), 777 (Germany).

International representatives: Belgium (Disco-trade), France (Pathe Marconi), Germany (Teldec), Italy (Fonit), Scandinavia (Dansk Gram-mofonplade Forlag), Spain (Vergara).

Rova Handelonderneming, Rijswijkseplein 15, The Hague. Tel.: 070-11-77-42.

M. Stibbe, Amstel 222, Amsterdam. Tel.: 020-24-12-60. Cable: Turntable. Pres.: H. Stibbe.

This company represents: Bel Air (France), Erato (France), Odeon (Germany), Parlophone (Britain).

Nederlandsche Siemens, Huygenspark 38-39, The Hague. Tel.: 18-38-50. Cable: Siemens-Haag. Dir.: G. P. Vrugt; Sales: W. J. Hemerik; Int'l: J. van Bart. Labels: Coral, Polydor.

This company represents: Archiv (Germany), Brunswick (USA), Coral (USA), Command (USA), Deutsche Grammophon Gesellschaft (Germany), Heliodor (USA), MGM (USA), Polydor (Germany).

Q. J. van Trigf L. C., Alb. Perkstraat 16, Hilversum. Tel.: 02950-42483. Pres.: H. Schippers.

music publishers

Aat C. Swart, Beethovenstraat 15, Amsterdam. Tel.: 020-712821.

Accorda, Weissenbruchstraat 43, Amsterdam. Tel.: 020-80891. Pres.: G. E. den Boer.

Accordea Uitgeverij, Besterdstraat 19, Tilburg.

W. Alphenaar, Kruisweg 49, Haarlem. Tel.: 02500-11532.

G. Alsbach & Co., Voetboogstraat 19, Amsterdam. Tel.: 020-35736.

Altona "Symphony House," Vondelstraat 90, Amsterdam. Tel.: 020-31625. Pres.: W. van Vught.

Anagon, Bronsteeweg 49, Heemstede. Tel.: 02500-38855.

Annie Bank, Spinozastraat 27, Amsterdam. Tel.: 020-85483.

N. V. Arsis, Swalmerstraat 32, Roermond. Tel.: 04750-2624.

Atlantic, Waverstraat 78, Amsterdam. Tel.: 020-736104. Pres.: Chr. Th. Back.

Baronnie Music Breda, Verbeetenstraat 81 c, Breda.

Basart, Leidsegracht 11, Amsterdam. Tel.: 020-33421.

Basart, Leidsegracht 11, Amsterdam. Subsidiary holding companies include: Aberbach-Holland-Basart Music L. C. Tel.: 020-36886; Accent-Music. Tel.: 202-33421. Alg. Huziek Instr. Mij. Tel.: 020-33915. Anglo Continental Music. Tel.: 020-36886. Asfra Music. Tel.: 020-33915. Cambell Connelly-Basart. Tel.: 020-36886. Capitol. Tel.: 020-33421. Centraal. Tel.: 020-33915. Continental. Tel.: 020-36886. Cosmopolitan. Tel.: 020-33421. Dekeling & Swart. Tel.: 020-33421. A. Dreissen. Tel.: 020-36886 & 33421 & 33915. Editions Peters. Tel.: 020-33915. Editions Van der Kleyn. Tel.: 020-36886. Esso. Tel.: 020-33915. Gramac. Tel.: 020-33915. Maestro. Tel.: 020-33915. Magnet. Tel.: 020-36886. Mondial. Tel.: 020-33421. Music Smith. Tel.: 020-33915. Pickwick. Tel.: 020-33915. Podium. Tel.: 020-36886. Rhythm. Tel.: 020-33421. Scala. Tel.: 020-33915. Supertone. Tel.: 020-36886. World Hits. Tel.: 020-33421.

Belinda, Joh. Vermeerstraat 29, Amsterdam. Tel.: 020-249545. Pres.: E. van Zoeren.

Benelus Music, Nieuwstraat 17, Weert. Tel.: 04950-2620. Pres.: Johnny Hoos.

W. Bergmann, Koningstraat 19, Arnhem. Tel.: 08300-23014.

W. Bergmans, Markt 32, Tilburg. Tel.: 04250-26412.

Broekmans & Van Poppel, Van Baerlestraat 92, Amsterdam. Tel.: 020-728084.

Bureau Uitgave Nederlandse Orgelmuziek, Dahliastraat 30, Koog aan de Zaan.

J. R. Buschmann, Lange Jansstraat 13, Utrecht. Tel.: 030-15272.

Chappell & Co. Holland L. C., Weteringschans 35, Amsterdam. Tel.: 020-64664.

Chr. Bond van Harmonie en Fanfarekorpsen in de Provincie Groningen, Hoogkerk.

De Centrale, Albert Cuyppstraat 23, Amersfoort.

Muziekhandel Nieuwe, Leidsestraat 50, Amsterdam. Tel.: 020-37321.

W. J. C. De Ruijter Jr., Hillelaan 42, Rotterdam. Tel.: 010-73069.

"De Toorts," afdeling Grafische Industrie, Nijverheidweg 1, Haarlem. Tel.: 02500-15238. Pres.: W. J. Engel

Muziekgravure Diligentia, Stationsstraat 11, Maasland. Tel.: 01899-2613.

L. Duwaer, Blijdensteinlaan 3, Hilversum.

A. v.d. Schaaf, Parkweg 165, Enschede. Tel.: 05420-7545.

Festa Uitgeverij, Torensstraat 34, Winschoten. Tel.: 50970-3184. Pres.: E. W. Hekman.

Francis Day Muziekuitgeverij N.V., Amstel 52, Amsterdam. Tel.: 020-38800.

G. A. Goldschmeding Piano- en Orgelhandel L. C., Raadhuisstraat 48-50, Amsterdam. Tel.: 020-221404.

Gemengd-Koor Uitgave, P.C. Hoofweg 18, Hilversum. Tel.: 02950-47016.

Globe, Voetiuslaan 30-1, Arnhem.

Goosen & Swagerman, Vughtersstraat 17, 's-Hertogenbosch. Tel.: 04100-31431.

Harmonia Uitgave, Roeltesweg 23, Hilversum. Tel.: 02950-14318.

Hees, Choorstraat 1-3, Delft. Tel.: 01730-24183.

Heinrichshofen-Editie, Raamgracht 10, Amsterdam. Tel.: 020-246933.

Willem Hespe, Da Costakade 35 hs., Amsterdam. Tel.: 020-184159.

J. Hofman, Tuinbouwstraat 59, Groningen.

Holland Music (H. Dunk & A. Zmigrad), Singel 500, Amsterdam. Tel.: 020-31163.

"In De Bloekfluyt," Oudegracht 305, Utrecht.

M. Isler, Rijnsstraat 9, Amsterdam. Tel.: 020-710614.

Joh. De Heer & Zn. L.C. Handelmij, Jensiussstraat 58, Rotterdam. Tel.: 010-41871.

P. J. W. Jongeneel, Gouwe 33, Gouda. Tel.: 01820-2726.

Klooster & Kiebert, Mient 22, Alkmaar. Tel.: 02200-2853.

Klaverskribo, Ringdijk, Slikkerveer. Tel.: 01896-2339. Pres.: J. L. Rijsdijk.

L. D. de Koekkoek, Jan Evertsenstraat 10 bv., Amsterdam. Tel.: 020-89856.

Kon. Bond van Chr. Zang en Oratorium Verenigingen, De Perponcherstraat 104, The Hague. Tel.: 070-606619.

Konefa, Jensiussstraat 54, Rotterdam.

Koninklijke Van Gorcum & Comp. L.C., Brink 10, Assen. Tel.: 05920-2541. Pres.: Dr. H. J. Prakte.

F. C. P. Kools, Pieter Pauwstraat 12, Amsterdam.

Krips-Music, Thorbeckelaan 71, The Hague. Tel.: 070-330550.

Kunst voor Allen, Raamgracht 10, Amsterdam. Tel.: 020-246933.

J. W. de Kruyff, Terborgseweg 8, Doetinchem. Tel.: 08340-3857.

W. F. Lichtenauer, Korte Lijnbaan 26, Rotterdam. Tel.: 010-118235.

J. J. Lispet, P.C. Hoofweg 18, Hilversum. Tel.: 02950-47016.

Michael Jary-Production, Weteringschans 35, Amsterdam. Tel.: 020-65664.

Melodia, Amstel 52, Amsterdam. Tel.: 020-38800. Pres.: C. Smit Jr.

Metro-Music, Bern. Zweekade 18, Amsterdam. Tel.: 020-723116. Pres.: Mrs. C. A. J. Antoni-Schoonenburg.

Mevrouw De Weduwe Odilla Dreissen-Driesen, Parisalstraat 21, The Hague. Tel.: 070-396494.

Molen Music Holland, Bilderdijkstraat 197, Amsterdam. Tel.: 020-121427.

Molenaar's Muziek Centr., Zuideinde 18, Wormerveer. Tel.: 02980-82013.

Muziek Voor, Frans Halslaan 8, Loosdrecht.

M. van Leest, Wilhelminalaan 4, Eindhoven. Tel.: 04900-22366.

Henri Mosmans, Kerkstraat 53, 's-Hertogenbosch.

Nagel Editions, Weteringschans 35, Amsterdam. Tel.: 020-64664.

J. Nauta, Looxmagracht 18, Sneek. Tel.: 05150-3127.

L. Noiret, Chassestraat 93 bv., Amsterdam. Tel.: 020-82176.

Ars Nova, Oostsingel 92, Goes.

Odeon, Obrechtstraat 15, The Hague. Tel.: 070-325373.

Otto de Vaal, De Genestetstraat 19, Capelle aan de IJssel. Tel.: 01804-3359.

F. Jilman, 1ste Helmerstraat 94, Amsterdam. Tel.: 020-86691.

J. Poelhuyn, Deurloostraat 18, Amsterdam. Tel.: 020-722827.

H. A. Poort "Polyphonia," Voorstreek 6, Leeuwarden. Tel.: 05100-23905.

J. Portengen, Kruisstraat 8-10, Haarlem. Tel.: 02500-17476.

Ronipers, 's-Gravendijkwal 165, Rotterdam. Tel.: 010-52427.

Sjubo, Sumatralaan 2, Hilversum.

Leo Smeets, Roelofstraat 116, The Hague. Tel.: 070-248556.

J. H. Smit, Singel 115, Amsterdam.

Cor B. Smit, Amstel 52, Amsterdam. Tel.: 020-38800.

C. W. H. Sneek "Lyra," Zijl 4 B, Rotterdam. Tel.: 010-115119.

Special Repografische Onderneming, Nieuwe Molstraat 12, The Hague. Tel.: 070-182053. A. J. J. Paap.

S. Spiero, Hertogin Johannastraat 60, 's-Hertogenbosch. Tel.: 04100-36318.

Steenbergen-Bakker Uitgeverij, Sinjeur Semeynsstraat 63, Amsterdam.

Stichting Dnemus, Jacob Obrechtstraat 51, Amsterdam.

Stichting "KONEZA," Kamp 74, Amersfoort.

Stichting Zingende Stemmen, 1ste Jacob van Campenstraat 59, Amsterdam.

Jac. C. Stolwijk, Jansstraat 6, Haarlem. Tel.: 02500-12251.

Studio v.d. Rhee, Hugo Molenaarstraat 16 b, Rotterdam. Tel.: 010-38168. Pres.: J. W. v.d. Rhee.

Sunrise, Postbus 512, Amsterdam Mng. Dir.: Mrs. B. Hoekert.

L. J. Swaab, Joh. Huizingalaan 165, Amsterdam. Tel.: 020-151957.

Tierloff Muziekcentrale, Markt 92, Roosendaal. Tel.: 01650-4551.

Tonical, Kerkstraat 59 II, Amsterdam.

Trio-Music, Singel 262, Amsterdam. Tel.: 020-38728.

Van Domburg, 2e Constantijn Huygensstraat 83, Amsterdam. Tel.: 020-84623.

G. J. van Driesten, Schermlaan 4, Rotterdam. Tel.: 010-50520.

Van Mouw L.C., Molenpad 15-17, Amsterdam.

Van Rosmalen & Zoon, Roendaalselaan 18, Velp. Tel.: 08302-3457.

Van 't Hoens Periodieke Pers, 's-Gravendijkwal 165 b, Rotterdam. Tel.: 010-52427.

Vita Nuova Uitgeverij, van Broekhuysenstraat 7, Nijmegen. Tel.: 0880-23076.

A. Voorhoeve, Ceintuutbaan 251, Bussem.

J. A. H. Wagenaar, Oudegracht 107-109, Utrecht. Tel.: 030-10777.

Wed. J. R. van Rossum, Korte Minnebroederstraat 1-3, Utrecht.

Geertruida van Vladerracken, Loosdrechtseweg B 29, Hilversum. Tel.: 02950-17296.

J. C. Willemsen, Langestraat 72, Amersfoort. Tel.: 03490-6225.

Wolter Harrink & Creighton, Noord-Houdringelaan 20, Bilthoven.

"X.Y.Z." Muziekuitgeverij, Willemsparkweg 49, Amsterdam. Tel.: 020-72930.

Zuid-Amerikaanse Muziekuitgeverij, Singel 500, Amsterdam. Tel.: 020-31163.

G. J. Zuylen, Willemsparkweg 49, Amsterdam. Tel.: 020-729390.

supplies & services

IMPORTERS & EXPORTERS

Artone Gramophone, Kruisstraat 8-10, Haarlem.

Basart, Houtmankade 20, Amsterdam.

BOVEMA GRAMOPHONE, Bronsteeweg 49, Heemstede. (SEE ADVERTISEMENT)

Cinerc Supraphon-Holland, Vaartweg 14, Hilversum.

Delta, Korte Prinsengracht 48, Amsterdam.

Dutch Record Import Club, Postbus 1769, Amsterdam.

Dureco, Beursstraat 21, Amsterdam.

Europese Fonoclu, Singel 262, Amsterdam.

H. v.d. Brink, Postbus 626, Haarlem.

Glorieklanken, Postbus 3033, Rotterdam.

Rova Handelonderneming, Rijswijkseplein 15, The Hague.

Holland South America Trading, Mauritskade 85, The Hague.

INELCO-HOLLAND-L.C., Arent Janszoon Ernststraat 801, Amsterdam. (SEE ADVERTISEMENT)

Muzikale Meisterwerken Serie, Paulus Potterstraat 12, Amsterdam.

Negram, Amsterdamseveerkade 22, The Hague.

Nederlandse Siemens Mij L.C., Huygenspark 38-39, The Hague.

INTERNATIONAL DIRECTORY

(Holland cont.)

PHILIPS' PHONOGRAPIC INDUSTRIES, Gerrit v.d. Veenlaan 4, Baarn. (SEE ADVERTISEMENT)
N. V. PHONOGRAM, Singel 170-172, Amsterdam. (SEE ADVERTISEMENT)

Rigatone, Robijnstraat 5 b, Breda.

C. N. Rood L.C. (CNR), Gevers Deynootplein 40, Scheveningen.

M. Stibbe & Co. L.C., Amstel 222, Amsterdam.

M. Isler, Rijnstraat 9, Amsterdam.

B. Munnikendam's Groothandel L.C., Kromme Waal 18, Amsterdam.

MUSIC LICENSING ORGANIZATIONS

Bureau B.U.M.A., Herengracht 458, Amsterdam. Tel.: 020-248741. Pres.: J. van Nus.

Bureau S.T.E.M.R.A., Herengracht 458, Amsterdam. Tel.: 020-248741.

PRESSING, PLATING & PROCESSING PLANTS; RECORDING TAPE DUPLICATION STUDIOS

Argram Works, Nijverheidsweg 34, Haarlem.

Artone Gramophone, Kruisstraat 8-19, Haarlem.

BOVEMA L.C., Bleekersvaartweg 45, Heemstede. (SEE ADVERTISEMENT)

Fugram Works, Noorderduinweg 54, Zandvoort.

PHILIPS' PHONOGRAPIC INDUSTRIES, Gerrit v.d. Veenlaan 4, Baarn. (SEE ADVERTISEMENT)

C. N. Rood, Gevers Deynootplein 40, Scheveningen.
Telcap, Cort v.d. Lindenstraat 11-13, Rijswijk (Zuid-Holland).

TRADE ORGANIZATIONS

Nederlandse Vereniging van Grammofoonplaten Importeurs (N.V.G.I.), P. O. Box 638, Amsterdam.

Nederlandse Vereniging van Grammofoonplaten Detailhandelaren (N.V.G.D.), Nieuwe Binnenweg 132, Rotterdam.

HONDURAS

Population: 1.9 million.

Records imported from U. S. (factory value): 1962—\$16,400; 1961—\$10,700; 1960—\$16,800; 1959—\$12,800.

• supplies & services

IMPORTERS

Alfredo Campos Marco, Apartado No. 26, Tegucigalpa, D. C.

Casa Carlos a Zuniga & Cia, Tegucigalpa, D.C.

Isolina de Arellano, Aereopuerto de Toncontin, Tegucigalpa, D.C.

Francisco J. Yones, Ave. Paz Barahona, Tegucigalpa, D.C.

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Mervyn A. Solomon

67/69 Ann Street, Belfast, Northern Ireland
(Members of the International Federation of the Phonographic Industry)

HONG KONG

Population: 3.5 million.

Records imported from U. S. (factory value): 1962—\$351,400; 1961—\$330,700; 1960—\$350,600; 1959—\$407,700.

Record imports from all sources (factory value): 1962—approx. \$700,000.

Record sales, 1962: about 14% from 1961, with stereo sales up about 35%.

Average retail price: EP's HK\$ 4; LPs (stereo) HK\$ 23; LPs (mono) HK\$ 20.

Medium wave radio stations: Radio Hong Kong (government station) and the Hong Kong Commercial Broadcast Co. Also a wired sound system, Rediffusion (HK Ltd.).

Television: Only a wired vision system by Rediffusion (HK) Ltd.

Type of record distribution system: Manufacturer to wholesaler to dealer. Carl Myatt

• record manufacturers

Colonial Trading, Queen's Theater Building, P. O. Box 950, Hong Kong. Tel.: 25745. Cable: Coltraco. Mng. Dir.: R. A. da Silva; A&R: Mrs. Frances da Silva Kirk. Label: Diamond.

This company represents: ABC (USA), CBS (USA), Command (USA), Cameo (USA), Chancellor (USA), Congress (USA), Cadence (USA), Decca (Britain), Dot (USA), Grand Award (USA), Imperial (USA), Kapp (USA), Liberty (USA), MGM (USA), Parkway (USA), United Artists (USA).

International representatives: Malaya and Singapore (Hup Hup, Ltd.)

Diamond Music, Queen's Theater Bldg., Central Hong Kong. Tel.: 25745, 33370. Mng. Dir.: R. A. da Silva.

E.M.I., 305 Chartered Bank Building, Hong Kong. Tel.: 31271. Cable: Emitron. Mng. Dir.: E. Insley; A&R: Mirian Wang; Sales & Intl: K. F. Bruce Labels: Angel, Columbia, Parlophone, Pathe.

This company represents: Capitol (USA), Columbia (USA), Encore (Britain), Epic (USA), King (USA), Laurie (USA), Parlophone (Britain, Australia and India), Stateside (USA), Warner Bros. (USA).

International representatives: Britain (EMI Records), France (Pathe Marconi), India (Gramophone Co. Calcutta), Macao (Universal Agencies), Malaya (Borneo Co., Ltd.), Philippines (Mico), Singapore (Borneo Co.), Thailand (Kamal Sukosol), USA (Capitol).

Orbit Records, 307-308 Sun Ya Hotel, Hong Kong. Tel.: 84-0081. Cable: Orbitdisc. Dir.: Diana Fischer.

• music publishers

EMI, 305 Chartered Bank Bldg., Hong Kong. Tel.: 31272. K. F. Bruce.

• supplies & services

Diamond Music, Queen's Theater Bldg., Central Hong Kong.

EMI, 305 Chartered Bank Bldg., Hong Kong.

Gibb, Livingston, P & O Bldg., Hong Kong.

Jardine, Matheson and Co., Jardine House, Hong Kong.

Moutrie and Co., Alexandra House, Hong Kong.

T. K. Whang and Co., Man Yee Bldg., Hong Kong.

PRESSING PLANTS

Colonial Trading Co., P. O. Box 950, Hong Kong.

Diamond Music Co., Queen's Theater Bldg., Central Hong Kong.

RECORDING & TAPE DUP. STUDIOS

Diamond Music Co., Queen's Theater Bldg., Central Hong Kong.

EMI Studios, Embassy Court Basement, Causeway Bay, Hong Kong.

HUNGARY

Population: 10,072,000.

Per capita income: \$67.40 monthly (industrial worker); \$98.20 monthly (miners).

Number of homes with record players: Approximately 150,000.

Records sold 1962 (domestic production): LPs—429,500 (12-inch—177,700; 10-inch—251,800). Total value LP sales—\$930,440, up 17.1% from 1961. EPs—738,700, value \$864,279, up 1.56% from 1961. 45 rpm singles—221,900, value \$193,053, up 212% from 1961. 78 rpm singles—none, against 399,873 in 1961. Record postcards—444,200, value \$230,984, down 21.1% from 1961. Total: 1,390,100 records, down 7.3% from 1961 plus 444,200 postcards. Total retail value, \$2,218,000 down 0.32% from 1961.

Record export sales 1962: LPs 153,000 (12-inch—66,400, 10-inch—86,600); EPs 200,200; 45 rpm singles—32,600; record postcards—95,000. Export value not released.

Records imported from U. S.: around \$500, same as 1961. Imports from all other countries, around 300,000 (same as 1961), value around \$400,000.

Origin of music on pop records: Domestic 75%; foreign 25%.

Average retail price: 12-inch LPs, \$2.60; 10-inch LPs, \$1.90; EPs, \$1.17; 45 rpm singles, 87c; record postcards, 52c.

Discounting: Not done.

Record clubs: None.

Stereo: 1% of sold LPs.

Important regulations: Import duty on records sent as presents to private individuals via parcel post from western sources is 60% of inland commercial sales value; i.e.: \$5.22 on 12-inch LP with sales value of 200 forint (\$8.70); \$3.90 on 10-inch LP with sales value of 150 forint (\$6.50); \$1.30 on EP with sales value of 50 forint (\$2.17); and 78c on single with sales value of 30 forint (\$1.30). Travelers coming to Hungary (also Hungarian tourists) may import free of duty five 12-inch and 10 10-inch LP's.

Mechanical license for records manufactured in Hungary: according to general contract of BIEM, Paris—7.48% of retail price on all LPs and EPs, 3.2% on record postcards.

Coin machine licensing: by class of establishment, on basis of six-hour working day as established by Musicians' Union. Each shift started payable in full. Rates per shift: 1st class, 35c; 2d class, 26c; 3d class, 20c.

Best occasion to start commercial contact with Hungary is the Budapest International Fair, held every year in May in Budapest, in 1963 attended by 26 nations. Paul Gyongy

• record manufacturers

Magyar Hanglemezgyarto Vallalat, Semmelweisutca 1-3, Budapest V. Tel.: 187-990, ext., 189. Label, Qualiton. Dir.: Jenő Fehervári.

• music publishers

Zenemukiado Vallalat, Editio Musica, Semmelweisutca 1-3, Budapest V. Tel.: 187-990, ext.: 123. Dir.: Bela Tardos.

• supplies & services

IMPORTERS & EXPORTERS

Czechoslovak Kultura, Nepkoztarsasagutja 21, Budapest VI

Kultura, P.O.B. 149, Budapest 62.

Magyar Konyv Kereskedelmi Vallalat, Gorkijfasor 45, Budapest VII.

Radio es Villamastomegick Nagykereskedelmi Vallalat, Nepkoztarsasagutja 53, Budapest VI.

MUSIC LICENSING ORGANIZATION

Szerzoi Jogvedo Hivatal, Nyarutca 6, Budapest VII.

PRESSING PLANTS

Kabel es Muanyaggyar, Fehervariut 120, Budapest XI.

RECORDING & TAPE DUP. STUDIO

Magyar Hanglemezgyarto Vallalat, Studio, Rottenbillerutca 47, Budapest VII.

ICELAND

Population: 170,000.

Records imported from U. S. (factory value): 1962—\$2,709; 1961—\$2,200; 1960—\$900; 1959—\$2,600.

● record manufacturers

Falkinn H/F, Laugavegur 24, Reykjavik.
Hjodfaeraverzlun Sigridar, Helgadolottir-Vesturvei,
Reykjavik.
Verzlunin Dragey, Laugaveg 58, Reykjavik.

● music publishers

Verzlunin Drangey, Laugaveg 58, Reykjavik.
Oy R. E. Westerlund, Pohjoinen.

INDIA

Population: 403 million.

Records exported (units) in 1962: 775,039.

Records imported from U. S. (factory value): 1961—\$496; 1960—\$860.

● record manufacturers

The Gramophone Co., P. O. Box 48, Calcutta. Tel.: 57-2431. Cable: Jabberment. Gen. Mgr.: M. George; A&R: M. Sen; Asst. Mgr.: Bhaskar Menon.

INDONESIA

Population: 90 million.

Records imported from U. S. (factory value): 1962—\$500; 1961—\$17,500; 1960—\$18,100; 1959—\$22,100.

● record manufacturers

Dimita Moulding, Bandengan Utara 40 B, Djakarta. Tel.: 21180. Dir.: M. S. Tamimi.

Indonesian Music Co. Irama Ltd., 78 Tjikini Raya, Djakarta. Tel.: 1892. Cable: Irama. Pres.: R. Soejoso.

P. N. Lokananta, Terusan 21, Surakarta. Tel.: 3230. Cable: Lokananta. Dir.: Oetojo Soemowidjojo.

Republic Manufacturing, Tanah Pasir (Gedong Pandjang), P. O. Box 605/Dak, Djakarta. Tel.: 23432. Cable: Remaco. Dir.: Raden Mohamad Moestari.

● supplies & services

IMPORTERS & EXPORTERS

The Borneo Co., P. O. Box 141, Kuching, Sarawak, Borneo.

PRESSING PLANTS

Dimita Moulding Industries, Bandengan Utara 40 B, Djakarta-Kota.

THE Indonesian Music Co., Irama, Tjikini Raya 78, Djakarta.

P. N. Lokananta (Government Enterprise), Djalan Terusan, Surakarta.

P. T. Republic Manufacturing Co., Tanah Pasir (Gedong Pandjang), P. O. Box 605, Djakarta-Kota.

RECORDING STUDIOS

The Indonesian Music Co., Irama, Tjikini Raya 78, Djakarta.

P. T. Republic Manufacturing Co., Tanah Pasir (Gedong Pandjang), P. O. Box 605, Djakarta-Kota.

R.R.I. (Government's Radio Republik Indonesia), Djakarta.

IRAN

Population: 20.1 million.

Records imported from U. S. (factory value): 1962—\$2,700; 1961—\$8,900; 1960—\$13,700; 1959—\$2,700.

● supplies & services

PRESSING PLANTS

Musical Gramophone Record, Ave. Lalezar, Teheran. Taraneh, 478 Naderi Ave., Teheran.

IRELAND

(See Eire and Northern Ireland)

ISRAEL

Population: 2.3 million.

Records sold, 1962: Total 460,000 of which 350,000 locally produced and 110,000 imported.

Records imported from U. S. (factory value): 1962—\$9,300; 1961—\$5,300; 1960—\$8,800; 1959—\$11,200.

Average retail price, domestic records: 12-inch LP's—\$5.50; 10-inch LP's—\$4.12; EP's—\$2; Singles—\$1.35.

Average retail price, imported records (in Israeli pounds): 12-inch LP's—25; 10-inch LP's—18; EP's—9.

Discounting: For "regular buyers," between 10 to 20%.

Homes with record players: 101,582 (or 17.6% of families).

Stereo sales: Negligible.

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INTERNATIONAL DIRECTORY

(Israel cont.)

Record distribution: Manufacturer to retailer.
Medium wave radio stations: 2.
Television: None, with educational channel planned for 1964.
Juke boxes: Prohibited by law.
Other important regulations: General and complete liberalization of the trade now permits free import of records from any country without limitations. The only exception is the barter arrangement rigidly adhered to as far as records from behind the "Iron Curtain" are concerned. Some Eastern European countries had proposed to trade their records for Israeli Oranges. An exchange of records would be allowed only if the concerned country would accept Israeli records in trade. There also has been a liberalization of import rules for record players, which brought in automatic record changers and such brands as Garrard and Philips.
Retail selling methods common in the United States were tried by the local supermarket chain, Supersol, but failed and the scheme was recently abandoned. Azaria Rapoport

● record manufacturers

Hed Arzi, 4 Hilazon St., Ramat Gan. Tel.: 72003. Dir. & Sales: J. Grossman; A&R & Int'l: Z. Levin.
This company represents: ABC-Paramount (USA), Durium (Italy), Electra (USA), Mercury (USA), Mejdunarodnaya Kniga (USSR), MGM (USA), Telefunken (Germany), United Artists (USA), Vanguard (USA), Westminster (USA).
International representatives: USA (Da Vinci) Israphon, Industrial "B" Zone Azor, Tel Aviv. Tel.: 86542. Dir. & A&R & Int'l: Naftaly Alsheich; Sales: Jaques Alsheich. Labels: Israphon, Israelectra, Liferaton.
Makolit, 15 Hamanor St., Tel Aviv. Tel.: 81694. Dir., Sales & Int'l: Daniel Antanir; A&R: Sh. Peer. Labels: Makolit, Carophon, Olympia, Hindustan. This company represents: Dot (USA), EMA (Belgium), Embassy (Britain), Fonit (Italy), Hispvox (Spain), Oriole (Britain).
International representatives: England (Oriole), USA (Fiesta).
Studio Recordings, 1 Ben Yehuda St., Tel Aviv. Tel.: 56656. Dir. & Sales & Int'l: Herbert Russcol; A&R: Margalit Banay. Label: Studio Recordings.
This company represents: Ariola (Germany), Cameo-Parkway (USA), Vogue (France).
Symphonia, 29 Ben Yehuda Rd., Tel Aviv. Mgr.: M. Bergus.
This company represents: Kapp (USA), London (USA).

● music publishers

Composers Guild, 24 Pinkas St., Tel Aviv. Tel.: 46913. Sec. Gen.: I. Bar-Am.
Illan Melody Press & Israeli Musc. Publications, P. O. Box 6011, Tel Aviv. Tel.: 232078. Dir.: P. E. Gradenwitz.
Merkas Letarbut, 93 Arlozorov St., Tel Aviv. Tel.: 221398.
Negen Shreiber, 63 Allenby Rd., Tel Aviv. Tel.: 233625. Mgr.: Y. Shreiber.
Subar, 1 Ani Ma'amin St., Ramat Hasharon. Tel.: 931323. Dir.: Bar Ilan.

● supplies & services

IMPORTERS & EXPORTERS

Electronics (RCA), 22 Maaze St., Tel Aviv.
Hed Arzi, Israel Records, 4 Hilazon St., Ramat Gan.
Israelectra (Philips), 12 Allenby Rd., Haifa.
Israphon, Industrial "B" Zone Azor, Tel Aviv.
Palestine Orient, 4 Herzel St., Tel Aviv.

PRESSING, PLATING & PROCESSING PLANTS

Hed Arzi, Israel Records, 4 Hilazon St., Ramat Gan.
Israphon, Industrial "B" Zone Zor, Tel Aviv.
Makolit, 15 Hamanor St., Tel Aviv.

RECORDING STUDIOS

Hed Arzi, Israel Records, 4 Hilazon St., Ramat Gan.
Makolit, 15 Hamanor St., Tel Aviv.

ITALY

Population: 50.7 million.
Per capita income, 1962: approximately \$600 (against \$480 in 1961).
Records sold 1962 (at retail, less tax): No official statistics. Best estimates—approximately \$29 million (1961—approximately \$28.5 million). Unit sales, estimated 20 million records (including 2 million exported). Of these 20 million, some 12 to 14 million (60-70%) were 45 r.p.m. singles, 3-5 million (15-25%) were EP's, and some 3 million (15%) were LP's.
Records imported from U. S. (factory value): 1962—\$300,700; 1961—\$371,300; 1960—\$649,200; 1959—\$317,900.
Records exported to U. S. (factory value): 1962—101,000 (value \$108,300); 1961—66,900 (value \$56,500); 1960—43,600 (value \$32,600); 1959—77,500 (value \$101,000).
Average retail price: Trend toward reducing the price of EP's and LP's by releasing low-price series, and toward increasing the price of singles. LP's—from \$1.7 (7-inch) to \$4.80 (12-inch classical); EP's—\$1.25 to \$1.75; Singles 72c to \$1.20.

Discounting: 10% can frequently be obtained, with some higher discounts available occasionally.
Record club sales—Limited to about 5%.
Stereo LP sales: No substantial rise, remains about 2 to 3%.
Record distribution system: Manufacturer to dealer.
Number of medium wave radio stations: RAI (State-owned, with 3 programs).
Number of TV stations: RAI-TV (State-owned, with 2 channels).
Number of juke boxes: About 16,000.
Important regulations: In 1962, a government tax of 10% was levied on all records manufactured in Italy, save for school and foreign language instruction records. It is hoped that exemption from payment of this tax will be extended to all other records of a literary or educational nature.

Dr. Mario de Luigi

● record manufacturers

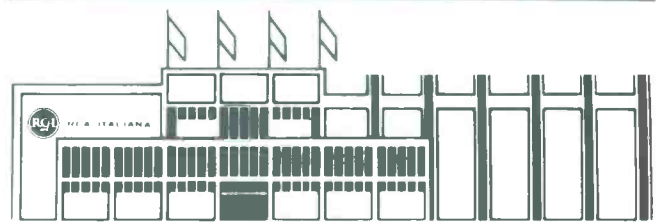
Alfa, Via Chiossetto 6, Milan. Tel.: 781360. Mr. Casiroli.
Arcobaleno-Jockey, Via Indipendenza 32, Naples. Tel.: 226682. Mr. Ruggero.
Bluebell, Via Garlan 52, Milan. Tel.: 495-393. Gen. Mgr.: Antonio Casetta; A.&R.: Federico Monti Arduini.
This company represents: Cadence (USA), Canadian-American (USA), Candid (USA), Chancellor (USA), Colpix (USA), Vee Jay (USA).
International representatives: Australia (W & G Record), Greece (Plomaritis), Japan (Teichiku), Spain (Discophon).
C.A.M., Via Vigilio 8, Rome. Tel.: 314341. Mr. Campi.
Cetra (See Fonit).
Ciak Record, Via G. D'Annunzio 23, Milan. Tel.: 8486490. Mr. Grossi.
Cinevox, Via Veneto 108, Rome. Tel.: 461614. Mr. Bixio.
Clan, P. tta Pattari 7, Milan. Tel.: 861480. Mr. Celentano.
COMPAGNIA GENERALE DEL DISCO (CGD), Galleria del Corso 4, Milan. Tel.: 794841. Cable: Comgedisc. Dir. & A.&R.: Franco Crepax & Joe Giannini; Sales: Edmondo Besnyo; Intl.: Joe Giannini. Label: CGD.
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International representatives: Algeria (Festival), Australia (Minstrel), Austria (Italia Schallplatten), Belgium (Moonglow), Canada (Bravo), Denmark (Morks Musikforlag), Ethiopia (Central Music House), France (Festival), Germany (Italia Schallplatten), Greece (Helladic), Holland (Moonglow), Iceland (Morks), Israel (Subar), Japan (King), Lichteinstein (Italia Schallplatten), Malta (Ivan Alex Partanier), Mexico (Gamma), Morocco (Festival), Norway (Morks), New Zealand (Minstrel), Portugal (Triunfo), South Africa (Meteor), Spain (Hispavox), Turkey (Melody), Switzerland (Jaeklin), Uruguay (Antar), USA (London), Venezuela (Venevox), Yugoslavia (Radio-Televizija Beograd).
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Discografica Italiana, Via Plana 45, Milan. Tel.: 391536.

Durium, Passaggio degli Osii 2, Milan. Tel.: 873,494.
Cable: Durium. Pres.: Krikor Mintangian. A.&R.: Lello Ajroldi & Giampiero Scussel; Intl.: Elisabet Mintangian. Labels: Durium, Circus, Royal Durium Marche Estere.
International representatives: Argentina (Microfon), Australia (Phonovox), Austria (Turicapphon), Belgium (Vogue), Brazil (Fermata), Canada (London), Chile (Phillips), Ethiopia (Central Music House), France (Vogue), Germany (Vogue), Greece (Music Box), Great Britain (Decca), Holland (Delta), Israel (Hed-Arzi), Japan (Cosdel), Libya (Martinez), Malta (Electro Stores), Portugal (A. Trinidad), Philippines (Cosdel), South Africa (Gallo), Spain (Fabrica de Disco), Sweden (Sonet), Switzerland (Vogue), Turkey (Zuhel & Yeni Valvis), Uruguay (Phillips), USA (London), Yugoslavia (Jugoton).

Euterpe, Via Fico S. Brigida II, Naples. Tel.: 399200.

Fonit-Cetra, Via M. Gonzaga 4, Milan (Fonit), Via Bertola 34, Turin (Cetra). Tel.: 5777 (Turin).
Cable: Cetra (Milan). Mng. Dir.: Enrico Carrara; A.&R.: Mario Zanoletti; Sales: Ettore Minorette; Intl.: Maurizio Golla. Labels: Fonit, Cetra, Cricket, International, Elcelsius.
This company represents: Ariola (Germany),

Miller Int'l (USA), Oriole (Britain), Rood (Holland), Somerset (USA).

International representatives: Argentina (Surco), Australia (Minstrel), Austria (Ariola-Sonopress), Belgium (Fonior), Britain (Rare), Canada (Bravo), Denmark (Tono), France (Sofrason), Germany (Ariola), Holland (Dureco, Rood), Israel (Hed-Arzi), Japan (King), Libya (Martinez), Malta (Electrostores), Norway (Nor-Disc), Portugal (De Figueiredo), Singapore (Isaac), Spain (Vergara), Sweden (Cupol), Switzerland (Electromusic), Turkey (Melody), USA (Chambers), Venezuela (Venevox).

Galleria Del Corso, Galleria Del Corso 4, Milan. Tel.: 794841. Cable: Galdeco. Dir. & A.&R.: Franco Crepax & Joe Giannini; Sales: Edmondo Besnyo; Intl.: Joe Giannini. Label: GC.

This company represents: Cameo-Parkway (USA), Hickory (USA), Reprise (USA).

International representatives: Argentina (Columbia), Algeria (Festival), Australia (Electronic), Belgium (Moonglow), Ethiopia (Central Music House), France (Festival), Greece (Orphanidis), Holland (Moonglow), Israel (Subar), Japan (King), Malta (Ivan Alex Portanier), Mexico (Pan Americana), Morocco (Festival), New Zealand (Electronic), South Africa (Electronic), South Africa (Trutone), Spain (Fabrica Columbia), Switzerland (Musikvertrieb), Turkey (Melody), USA (London), Venezuela (El Palacio de la Musica), Yugoslavia (Radio-Televizija Beograd).

Italdisc, Via Beccaria 5, Milan. Tel.: 702402. Cable: Fonorecord. Owner: Davide Matalon; A.&R.: Tony De Vita; Intl.: Tarcisia Barboni. Labels: Italdisc, Broadway.

This company represents: Seeco (USA), Tropical (USA).

International representatives: Austria (Polydor), Canada (Bravo), France (Polydor), Germany (Polydor), Greece (Columbia), Japan (Columbia), Spain (Discophon), USA (Verve), Yugoslavia (Jugoton).

Italia International, Galleria del Corso 2, Milan. Tel.: 793892. Mr. Van Herden.

Jaguar, Via Passarella 2, Milan. Tel.: 782337. Mr. Vassura.

Karim, Galleria del Corso 2, Milan. Tel.: 79 10 43. Gen. Mgr.: Luigi Arduino; A.&R.: Boneschi; Sales: Romeo Frumento; Intl.: Gabriella Luzzani. Labels: Karim, Hockey.

This company represents: Bareinreiter (Germany), Blue Note (USA), Bruno (Germany), Cantate (Germany), Crescendo (USA), GNP (USA), Period (USA), Prestige (USA), Ronnex (Belgium), Teeny (Belgium), Valois (France).

International representatives: Ronnex (Belgium).

Meazzi, Via Piatti 4, Milan. Tel.: 867361. Cable: Mefrom. Mng. & Prop.: Enrico Mfazzi. Labels: Meazzi, Hollywood, Astraphon, Meazzi Classica, GBC, Arpeggio, Panoramic, Baby Record, Salvador, Humor Play.

This company represents: I.M.C. (Belgium).

International representatives: Argentina (Disc Jockey), Australia (Viking), Brazil (Fermata), Canada (Leon Vellone), France (Pacific), Japan (King), Mexico (Peerless), New Zealand (Viking), Scandinavia (Gazzell), Spain (Belter), USA (Vesuvius), Venezuela (Panart).

Phonogram, Via Turati 8, Milan. Tel.: 63 73 93.

Cable: Cominphon. Mng. Dir.: H. Baron; Dir. & Sales: Helmut Riechhof; A.&R.: Gigi Cichellero & Tullio Gallo; Intl.: P.L.R. Keun. Labels: Polydor, Philips, Fontana.

This company represents: Archiv (Germany), Audio Fidelity (USA), Brunswick (USA), Coral (USA), DGG (Germany), Fontana (Holland) Heliodor (USA), Italdisc (Italy), Polydor (Intl.), Interdisc (USA), Melodicon (Italy), Mercury (USA), Philips (Intl.), Riverside (USA).

International representatives: Germany (DGG), Holland (Philips).

Produzione NR, Galleria del Corso 2, Milan. Mr. Ricordi.

RCA ITALIANA, Via Tiburtina Km 12, Rome. Tel.: 416 041. CABLE: Radiointer. Gen. Mgr.: Giuseppe Ornato; A.&R.: Ennio Melis & Ettore Zeppegno; Sales: Gaetano Pulvirenti; Intl.: Francesco Fanti. Labels: RCA Victor, RCA Italiana, Vik.

This company represents: Barclay (France), Camden (USA), Discophiles (France), Ducret-Thompson (France), Pye (Britain), RCA Victor (USA), Vik (USA). (SEE ADVERTISEMENT)

Ricordi, Via Berchet 2, Milan. Tel.: 898 242. Cable: Idrocir. Gen. Mgr.: Guido Gignano; A.&R.: Vincenzo Micocci; Sales: Renzo Benini; Intl.: Paolo Ruggeri. Labels: Ricordi, Club, Tavola Rotunda.

This company represents: CBS (USA), Disques Ricordi (France), Mezhduunarodnaja Kniga (USSR), Roulette (USA), Tico (USA), Westminster (USA).

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RI-FI, Corso Buenos Aires 77, Milan. Tel.: 212091. Cable: Rifierecord. Chmn.: Giovanni Battista Ansoldi; A&R: Giordano Bruno Martelli; Sales: Biagio Melino; Intl.: G. Velona. Labels: Ri-Fi, Variety, Publidisco.

This company represents: Atlas (Britain), Brent (USA), Command (USA), Counterpoint (Britain), Delta (Britain), Egmont (Britain), Esoteric (Britain), Fidelio (Britain), Grand Award (USA), Omega (Britain), Shad (USA), Summit (Britain), Time (USA), Westminster (USA), Whitehall (USA).

International representatives: Argentinna Fermata), Australia (W&G), Austria (Amadeo), Belgium (Bens), Brazil (Fermata do Brazil), Canada (Bravo & Kosmos), Chile (Fermata), Denmark (Scandisc), Egypt (Melody), Finland (Scandisc), Germany (CBS), Greece (Melody), Holland (Bens), Lebanon (Melody), Lybia (Martinez), Luxembourg (Bens), Malta (Portanier), Norway (Scandisc), Paraguay (Fermata), Peru (Discofom), Portugal (Belter), Spain (Belter), Sweden (Scandisc), Switzerland (Oversea), Turkey (Melodi), USA (Vesuvius). (SEE ADVERTISEMENT)

SAAR, Viale Di Porte Vercellina 14, Milan. Tel.: 483058. Cable: Saarmilano. Mng. Dir.: Walter Guertler; A&R: E. Leoni & G. Libano; Sales: Sergio Balloni; Intl.: Giuseppe de Giola. Label: Jolly.

This company represents: Atlanta (USA), Folkways (USA), Vogue (France), Warner Bros. (USA). **International representatives:** Argentina (Fermata), Australia (Magnetic), Belgium (Vogue), France (Vogue), Germany (Vogue), Greece (DGG), Holland (Dureco), Japan (King), Switzerland (Jecklin), USA (Vesuvius), Yugoslavia (Diskos). (SEE ADVERTISEMENT)

Villahermosa, Via Tevere 46, Rome. Tel.: 84 19 23. Voce del Padrone (Columbia Marconiphone), Via Domenichino 14, Milan. Tel.: 434041. Cable: Vicim. Gen. Mgr.: Francois Minchin; A&R: John Lee; Sales & Intl.: Carlo Barbareschi. Labels: Voce del Padrone, Columbia, Antel, Capitol, Liberty, Pathe, Regal, Stateside.

This company represents: ABC-Paramount (USA), Capitol (USA), Columbia (Britain), Epic (USA), His Master's Voice (Britain), Impulse (USA), Liberty (USA), Pathe (France), Stateside (USA).

● music publishers

Aberbach, Via Lazio 9, Rome. Tel.: 485853. Mr. Corradini.
Adriatica Film, P. le G. Cesare 19b, Milan. Tel.: 4690370.
Allione, Via Borgogna 3, Milan. Tel.: 700221. Mr. Allione.
Amadori Enzo, Corso Vittorio Emanuele 11, Milan. Tel.: 799690.
Arcophon, Piazza della Repubblica 32, Milan. Tel.: 650713. Mr. Efrikian.
Ariston, P.ta Pattari 2, Milan. Tel.: 865286. Alfredo Rossi.
Bisio, Via Piranesi 37, Milan. Tel.: 733008. Mr. Bisio.
Bixio, Via Borgogna 7, Milan. Tel.: 701107. Mr. Bixio.
B.O.A., Pero, Milan. Tel.: 3530337. Mr. Bonacina.
Bridge, Galleria Del Corso, 4 Milan. Tel.: 790633. Mr. Testoni.
C.A.M., Via Virgilio 8, Rome. Tel.: 314341. Mr. Campi.
Carisch, Via General Fara 39, Milan. Tel.: 650741. Mr. Robbiani.
Caruso, Via G. Rasori 2, Milan. Tel.: 435653. Mr. Caruso.
Cielo, Galleria Del Corso 2, Milan. Tel.: 705231. Mr. Panzuti.
Club, Via Luchino Del Maino 12, Milan. Tel. 496812. Mr. Gambarelli.
Codevilla, Galleria Del Corso 2, Milan. Tel.: 781849.
Connelly, Galleria Del Corso 2, Milan. Tel. 709491. Mr. Abbate.
Cora, Via Hajek 34, Milan. Tel. 711251. Mr. Grattarola.

Co-Thi, Via F. Arese 7, Milan. Tel.: 697185. Mr. Colombo.
Curci, Galleria Del Corso 4, Milan. Tel.: 794746. Gramitto Ricci.
De Filippo Bruno, Via Almerigo Da Shio 3, Milan. Tel.: 4235467.
Disco, Via delle Fratte di Trastevere 42, Rome. Mr. Morricone.
Due Torri, Via Emilia Ponente 169-4, Bologna. Tel.: 53096. Mr. Marchesini.
Durium, Passaggio Osii 2, Milan. Tel.: 800618. Mr. Mintangian.
Eco, Via S. Antonio 5, Milan. Tel.: 802301.
Eureka, Via Piave 24, Rome. Tel.: 483339. Mr. Santodonato.
Falcocchio, Galleria Del Corso, Milan. Tel.: 792319. Mr. Falcocchio.
Filmer, Piazza B Agosto 6, Bolonga. Tel.: 23927. Mr. Cavallari.
Fonit-Cetra, Via Gonzaga 4, Milan. Tel.: 808006. Mr. Carrara.
Fono-Cine, Corso Vittorio Emanuele 11, Milan. Tel.: 701705. Mr. Boschetti.
Francis Day, Piazza Del Liberty 2, Milan. Tel.: 780036. Mr. Gallazzi.
Gallazzi, Via Liberty 2, Milan. Tel.: 780036. Mr. Gallazzi.
Giada, Via Borgazzi 2, Milan. Mr. Fucilli.
GirL, Via Palestrina 2, Milan. Mr. Bottoni.
Guerrini, Galleria Del Corso 2, Milan. Tel.: 780103. Mr. Guerrini.
Italia Canta, Via Lagrange 3, Turin. Tel.: 44130. Mr. Gillio.
Italmusica, Corso Genova 22, Milan. Tel.: 854641. Mr. Pigini.
Italian Yank, P.ta Pattari 7, Milan. Tel.: 861480. Mr. Celestano.
Jaspar Music, Corso XXII Marzo, N. 8, Milan.
Karim, Galleria Del Corso 2, Milan. Tel.: 791043. Mr. Arduino.
Kramer, Galleria Del Corso 4, Milan. Tel.: 700187. Mr. Kramer.
Lehonz, Via Hajek 12, Milan. Tel.: 723282. Mr. Gozzo.
Leofilm, Via Luigi Settembri 8, Rome. Miss. Marletta.
Leonardi, Galleria Del Corso. Tel.: 702094. Mr. Leonardi.
Lombardo, P.zza Principessa Clothilde 6, Milan. Tel.: 667601.
Maietti, P.te Pattari 1, Milan. Tel.: 802796. Mr. Mieltti.
Majestic Italiana, Via Morozzo della Rocca 6, Milan. Mr. De Bellis.
Mascotte, Galleria Del Corso 2, Milan. Tel.: 793601. Mr. Sciorilli.
Messaggrie Musicali, Galleria Del Corso 4, Milan. Tel.: 794841. Mr. Carrera.
Metron, Via F. Baracchini 2, Milan. Tel.: 875733. Mr. Speriani.
Minstrel, Via Cerretti 32, Rome. Tel.: 626946. Mr. Faber.
Musica E Dischi, Via Carducci 6, Milan. Tel.: 870015. Mario De Luigi.
Nazionale, Corso Vittorio Emanuele 30, Milan. Tel.: 793769. Mr. Gili.
New York Music, Casella Postale 1157, Milan. Mr. Gabetta.
Nido, Lungotevere Flaminio 16, Rome. Mr. Rondinella.
Pattachini, Barco, Reggio Emilia. Mr. Pattacini.
Pierrot, Via Spartaco 27, Milan. Tel.: 540498.
Radiofilmusica, Ponti Di Laurentis, Galleria Del Corso N 2, Milan. Tel.: 701341.
Radio Record Ricordi, Galleria Del Corso 2, Milan. Tel.: 700304. Mr. Rapetti.
Rattazzi, Via S. Michele Del Corso 20, Milan. Tel.: 4692328. Mr. Rattazzi.
Ravasini, Galleria Del Corso 2, Milan. Tel.: 701046. Mr. Ravasini.
RCA ITALIANA, Via Tiburtina Km. 12, Rome. Tel.: 416041. Mr. Cantini. (SEE ADVERTISEMENT)
Redi, Galleria Del Corso 2, Milan. Tel.: 701341.
Roram, Galleria Del Corso 4, Milan. Tel.: 704952. Mr. Concina.
Rossi C. A., Galleria Del Corso. Tel.: 795353. C. A. Rossi.
Sabrina, Via Mario Pagano 61, Milan. Tel.: 432952. Mr. Rosettani.
Settebello, Corso Buenos Ayres 77, Milan. Tel.: 212091. Mr. Ansoldi.
Sidet, P.ta Pattari 4, Milan. Tel.: 804808. Mr. Daniele.
Stella Romana, Corso Vittorio Emanuele 22, Milan. Tel.: 793765.
Southern Piazzetta Pattari 2, Milan. Tel.: 896622. Mr. Carisch.
Stop, Galleria Del Corso 4, Milan. Tel.: 792391. Mr. Fiammenghi.
Suzy, Via Piatti 4, Milan. Tel.: 896851. Meazzi Bros.
Tigre, Piazza Medaglia d'Oro 4, Milan. Tel.: 558132. Miss Bigi.

Varieta Salotto, Via Francesco Datini 3, Rome. Tel.: 5345765. Mr. Pitotti.
Vidale, Galleria Del Corso 4, Milan. Tel.: 792146. Mr. Vidale.
Vis Radio, Corso Umberto I 132, Naples. Tel.: 322705. Mr. Scoppa.
Voce Del Padrone, Galleria Del Corso 4, Milan. Tel.: 791122. Mr. Gaslini.
Zanoni, Via Ciro Menotti 12, Milan. Tel.: 713577. Mr. Zanoni.

● supplies & services

IMPORTERS & EXPORTERS

Directa, Via del Don 3, Milan.
International Music, Via Torino 49, Milan.
Messagerie Musicali, Galleria Del Corso 4, Milan.
Orlandini Dischi, Piazza Soziglia 110-r, Genoa.
Ronchini, Via Longhi 6, Parma.
Wagner Ludwig, Via Duca d'Aosta 82, Bolzano.

PRESSING PLANTS

Ambrosio Ing., Via Brasile 9, Limite, Milan.
Bellu' Fratelli, Via Stefano De Seregno 15, Seregno, Milan.
Calypso, Via Quintino Sella 91, Busto Arizio, Varese.
Cellograf-Simp, Via Privata Maffucci 18, Milan.
C.G.D., Via Moretto 9, Milan. (SEE ADVERTISEMENT)
Compagna Industriale Fonografica, Via Benadir 14, Milan.
Durium, Via Trieste, Erba, Como.
Fonit-Cetra, Via Meda 45, Milan.
Fonocrom, Via Martiri della Libertà, Bellano, Como.
Fonotecnica, Via Leopardi 25, Milan.
Industria Fonografica Italiana, Via Bordighera 6, Milan.
Italmusica, Ripa Ticinese 75, Milan.
La Voce Del Padrone-Columbia Marconiphone, Via Domenichino 14, Milan.
La Voce Del Padrone-Columbia Marconiphone, Viale Umbria 37, Milan.
Leonsolco, Via Caterina Bianchi 22, San Colombano Al Lambro, Milan.
Microwatt, Via Pinamonte 24, Vimercate, Milan.
Phonotype Records, Via E. De Marinis 4, Naples.
RCA ITALIANA, Via Triburtina Km. 12, Rome. (SEE ADVERTISEMENT)
Rialto, Via Mazzini 8, Verona.
RI-FI, Via Durazzo 2, Verona. (SEE ADVERTISEMENT)
S.A.A.R., Via S. Pianell 21, Milan. (SEE ADVERTISEMENT)
Sonograf, Via Mantova 10, Milan.
The Red Record, Pero, Milan.

MUSIC LICENSING ORGANIZATIONS

Francis Day, Piazza del Liberty 2, Milan.
Editori Indipendenti, Via Besana 2, Milan.
International Music, Via Torino 49, Milan.
S.E.D.R.I.M. (B.I.E.M.), Via Bordini 32, Milan.
S.I.A.E., Via E. Glanturco 2, Rome.
Southern Music, Piazzetta Pattari 2, Milan.

RECORDING STUDIOS

Ambrosio Ing., Via Brasile 9, Limite, Milan.
Angelicum, Piazza S. Angelo 2, Milan.
Carish, Via Monviso 17, Milan.
Durium, Via Pastrengo 16, Milan.
Fonit-Cetra, Via Meda 45, Milan.
Fonit-Cetra, Via Nicola Cesarini 3 A, Rome.
Fonit-Cetra, Via Bertola 3, Turin.
Fonoclamor, Via Carlo Botta 11, Rome.
Fonolux, Piazza Cinecitta, Rome.
Fonorama Di C. A. Rossi, Via Barletta 11, Milan.
Fonotecnica, Via Leopardi 25, Milan.
International Recording, Via C. Balbo 5, Rome.
La Voce Del Padrone-Columbia Marconiphone, Via S. Eufemia 25, Milan.
Meazzi, Via Piatti 6, Milan.
Messaggrie Musicali, Galleria Del Corso 4, Milan.
Microphone Record, Via Mantova 10, Milan.
Phonogram, Piazza Cavour, Milan.
Phonotype Records, Via E. De Marinis 4, Naples.
R.A.F., Via Aurelio Saffi 11, Milan.
Raifon, Viale XX Settembre 17, Trieste.
RCA ITALIANA, Via Tiburtina Km. 12, Rome. (SEE ADVERTISEMENT)
Ricordi G. & C., Piazza del Cinquecento 1, Milan.
SAAR, Via Gramsci 20, Pero, Milan. (SEE ADVERTISEMENT)
Servizi RegISTRAZIONI Sonore, Via S. Radeconda 11, Milan.
Studio Arlecchino, Corso Vittorio Emanuele 11, Milan.
Studio Regson, Via Ludovico il Moro 57, Milan.
Studio 7, Corso Venezia 7, Milan.
Titanus, Via Sommacampagna 28, Rome.
Vis Radio, Via Cupa Caifia 36, Naples.

(Continued)

JAMAICA

Population: 1.7 million.

Records imported from U. S. (factory value): 1962—\$58,400; 1961—\$46,600; 1960—\$52,400; 1959—\$77,100.

● record manufacturers

Caribbean Recording, 1 Geffrard Place, Kingston. Tel.: 22754. Cable: Records. Mng. Dir. & A&R: D. N. Tewari. Sales: Mrs. U. Alvarez. Label: RCA Victor.

Federal, 220 Foreshore Rd., Kingston. The Gloken Co., P.O. Box 27, Hagley Park P. O. Kingston.

Paradisc Record, 220 Foreshore Rd., Kingston. This company represents: ABC-Paramount (USA), Impulse (USA).

Savoy, 17 North Parade, Kingston. Tropical, Edw. S. Shoucair, 40 Port Royal St., Kingston.

This company represents: Chancellor (USA). West Indies Records, 13 Bell Rd., Industrial Estate, Kingston 11. Tel.: 87340. Cable: Wirl. Mgr.: George Benson.

● supplies & services

PRESSING PLANTS

Caribbean Recording Co., 1 Geffrard Place, Kingston Federal, 220 Foreshore Rd., Kingston. West Indies, 13 Bell Rd., Industrial Estate, Kingston.

JAPAN

Population: 100 million.

Per capita income: \$440 annually.

Number of homes with record players: 6.8 million.

Record sales in 1962 (official statistics, Phonograph Record Assn.): LP's—11.4 million, value \$38.5 million retail before tax. Singles—18.2 million, value \$14.7 million retail before tax. EP's—700,000, value \$700,000 retail before tax. Total—30.3 million records, value \$53.9 million retail before tax.

Records imported from U. S. (factory value): 1962—\$578,000; 1961—\$250,200; 1960—\$202,300; 1959—\$163,300.

Records exported to U. S.: 1962—180,600 (factory value, \$84,700); 1961—75,100 (factory value \$75,600); 1960—82,900 (factory value \$72,900); 1959—82,200 (factory value \$64,100).

Government tax on records to consumer: 10%. Average retail price: LP's—\$4.20; EP's—\$1.50; Singles—\$1.

Discounting: Increasing.

Record club sales: Increasing.

Stereo production: 7.3 million, up 82% from 1961; manufacturer's value \$16.7 million, up 78% from 1961.

Number of radio stations: 392.

Number of TV stations: 216.

Number of juke boxes: About 4,000.

Record distribution: Mostly direct to dealer from manufacturer, with limited number of small-scale jobbers.

Important regulations: Free import permitted since October 1, 1962. J. Fukunishi.

● record manufacturers

King Record Company, 440 Okucho 6-Chome, Arakawaku, Tokyo. Tel.: (891)-7171. Cable: King-record Tokyo. Pres. & A&R: K. Machijiri; Sales: M. Skzuki; Int'l: M. Maruyama. This company represents: ABC-Paramount (USA), Command (USA), Coral (USA), London (Britain), Telefunken (Germany), Vanguard (USA), Westminster (USA). Also Seven Seas (Japan) consisting of: Arlone (Holland), Arborada (Portugal), Ariola (Germany), Canadian-American (USA), Ca-

price (USA), Cadence (USA), CGD (Italy), Chancellor (USA), Congress (USA), Discomoda (Venezuela), Disk Jockey (Argentina), Festival (Australia), Gurtler (Italy), Hickory (USA), Jolly (Italy), Metronome (Sweden), Music Hall (Argentina), Maietti (Italy), Moon Glow (Belgium), Ricordi (Italy), Storyville (Sweden), Versailles (France), Waikiki (USA).

Nippon Columbia, 125 Minatocho, Kawasaki. Tel.: (3)-2111. Cable: Nipponola. Pres.: Tohkichi Seya; A&R: J. Takagi; Sales: S. Itoh; Int'l: H. Terajima.

This company represents: CBS (USA), Choreo (USA), Disneyland (USA), MGM (USA), Pye (Britain), Verve (USA), also Columbia International (Japan) consisting of: Ambassador (USA), Audio Fidelity (USA), Amadeo (Austria), Europaischer Operaklub (Germany), Mahalo (USA), Palette (Belgium), Stereo Fidelity (USA), Somerset (USA.), Time (USA).

Nippon Grammophon, 57 Aoyama Kitamachi 6-Chome, Minatoku, Tokyo. Tel.: (401)-4131. Cable: Gramocord Tokyo. Pres.: S. Izawa; A&R: T. Hino; Sales: M. Tachikawa; Int'l: Gunther Hans Helgardt.

This company represents: Archiv (Germany), Deutsche Grammophon (Germany), Polydor (Germany) which includes, besides original Polydor recordings: Ansonia (USA), Fiesta (USA), Interbas (Argentina), Peerless (Mexico), Palacio Venezuela, Sound of Hawaii (USA).

Nippon Westminster, Shirekawa Building, 6 Tamuracho 6-Chome, Shiba, Minatoku, Tokyo. Tel.: (431)-1348. Cable: Westrecording Tokyo. Rep. Dir.: M. Kanishi. Label: Columbia International.

This company represents: Erato (France), Hispavox (Spain), Oriole (Britain).

Nitchiku Industrial, 6 Shimbashi 5-Chome, Shiba, Minatoku, Tokyo. Tel.: (501)-8054. Cable: Nitchiku, Tokyo. Rep. Dir.: H. Terajima.

This company represents: Epic (USA), United Artists (USA).

Pioneer Records, Kobe, Japan & Suite 407, 1650 Broadway, New York. Tel.: CI 7-3596. Exec. Mgr.: H. Ray Ostrow; A&R: Masako Tadano & H. R. Ostrow; Sales & Int'l: Takado Makino & Tokyo.

Shinsekai Record Co., Saiwai Bldg., 3 Uchisaiwaicho 2-Chome, Chiyodaku, Tokyo. Tel.: (591)-0968. Cable: Shinsekawi, Tokyo. Pres.: K. Hoashi; Int'l: Y. Tanabe.

This company represents: Muga (Poland), Shinsekai (New World), Supraphon (Czechoslovakia).

Teichiku Record, Tsujiji Kaikan, 4 Tsukiji 4-Chome, Chuoku, Tokyo. Tel.: (541)-1673. Cable: Teichiku Tokyo. Pres.: T. Nanko; A&R & Int'l: I. Kinouye; Sales: T. Nagamine.

This company represents: Decca (USA), Fonit (Italy), and Union (Japan) consisting of: Continental (Brazil), Cartimex (Roumania), Blue Bell (Italy), Maietti (Italy), Request (USA), Ronnex (Belgium), World (Australia).

Toshiba Electric & Musical Industries, New Asahi Shimbun Bldg. 3 Yurakucho 2-Chome, Chiyodaku, Tokyo. Tel.: (201)-5651. Cable: Toshibamusical, Tokyo. Pres.: S. Okamoto; A&R: H. Funaki; Sales: Y. Suzuki; Int'l: Y. Uyeno.

This company represents: Angel (USA), Capitol (USA), Kapp (USA), Liberty (USA), Odeon (France), Stateside (USA), Warner Bros. (USA).

Victor Co. of Japan, 1 Honcho 4-Chome, Nihombashi, Chuoku, Tokyo. Tel.: (241)-7811. Cable: Vic Tokyo. Pres.: M. Momose; A&R: K. Matsuoka; Sales: K. Kasajima & N. Itoh; Int'l: T. Yagisawa.

This company represents: Atlantic (USA), Big Top (USA), Camden (USA), Colpix (USA), Camedo (USA), Candid (USA), Dot (USA), Fontana (Holland), Imperial (USA), Philips (Holland), including Mercury & Smash (USA), Prestige (USA), Parkway (USA), Roulette (USA), including Tico, Roost, Gone & End, Reprise (USA), Riverside (USA), including Jazzland, Wonderland, Washington, Top Side & Off Beat, 20th Fox (USA), RCA (USA), Vox (USA), Vee Jay (USA), World-Pacific (USA), Globe (Japan) consisting of: Argo (USA), Chess (USA), Checker (USA), Carlton (USA), Carousel (USA), Circus (Italy), Durium (Italy), Everest (USA), Ember (USA), Folkway (USA), Titanus (Italy).

● music publishers

Aberbach Tokyo, 3M Bldg., 1 Akasaka Omotecho 3-Chome, Minatoku, Tokyo. Tel.: (402)-4204. Pres.: Y. Shirai.

Far East Music, 288 Hyakunincho 3-Chome, Shinjuku, Tokyo. Tel.: Unknown. Pres.: S. Ochiai.

Hakubi Gakugeisha, 507 Shimo-Meguro 3-Chome, Meguroku, Tokyo. Tel.: (491)-3380. Pres.: T. Shiobata.

Iizuka Shoten, 847 Komagome 6-Chome, Toshimaku, Tokyo. Tel.: (982)-2089. Pres.: H. Iizuka.

International Music, 31 Kojimacho 2-Chome, Asakusa, Daitoku, Tokyo. Tel.: (866)-1027. Pres.: Y. Kitagawa.

Eastern Music, Kyowa Bldg., 34 Kotohiracho, Shiba, Minatoku, Tokyo. Tel.: (501)-0344. Pres.: M. Isomura.

Kawai Gakufu, 521 Komagome 2-Chome, Toshimaku, Tokyo. Tel.: (983)-7428. Pres.: O. Shimizu.

Keimeisha, 175 Hayaschico, Komagome, Bungkyoku, Tokyo. Tel.: (821)-5747. Pres.: Y. Sakai.

Kogakusha, 8 Misakicho 1-Chome, Kanda, Chiyodaku, Tokyo. Tel.: (291)-4313. Pres.: R. Hara.

Kokusai Ongaku, 1 Misakicho 2-Chome, Kanda, Chiyodaku, Tokyo. Tel.: (332)-5035. Pres.: M. Asano.

Kyogakusha, 2 Haramachi 2-Chome, Shinjuku, Tokyo. Tel.: (591)-3700. Pres.: E. Ichiki.

Kyoiku Geijutsu, 25 Nagasaki 1-Chome, Toshimaku, Tokyo. Tel.: (957)-1176. Pres.: H. Ichikawa.

Kyoiku Shuppan, 10 Jimbocho 2-Chome, Kanda, Chiyodaku, Tokyo. Tel.: (331)-0191. Pres.: O. Kitajima.

Kyodo Ongaku, 761 Kita-Senzokuchou, Otaku, Tokyo. Tel.: (717)-1207. Pres.: T. Kuniyeda.

Kusano Music, 32 Ryogoku, Nihombashi, Chuoku, Tokyo. Tel.: (851)-2281. Pres.: S. Kusano.

Ongaku No Tomo, 30 Kagurazaka, 6-Chome, Shinjuku, Tokyo. Tel.: (332)-6351. Pres.: S. Meguro.

Overseas Music, 26 Higashi-Gokencho, Shinjuku, Tokyo. Tel.: (331)-6376. Pres.: T. Kondo.

Ryuginsha, 225 Hommuracho, Azabu, Minatoku, Tokyo. Tel.: (473)-0395. Pres.: T. Ogihara.

Shinko Gakufu, 32 Ryogoku, Nihombashi, Chuoku, Tokyo. Tel.: (851)-0969. Pres.: T. Kusano.

Shinkyu Gakufu, 46 Sekiguchi Suidocho, Bunkyo, Tokyo. Tel.: (351)-9107. Pres.: M. Horiye.

Susei Sha, 30 Kagurazaka 6-Chome, Shinjuku, Tokyo. Tel.: (332)-6351. Mgr.: Miss M. Sekine.

Symphony Gakufu, 3 Honchodori 6-Chome, Nakanoku, Tokyo. Tel.: (381)-2885. Pres.: S. Kusano.

Senow Ongaku, 18 Toyookacho, Mita, Shiba, Minatoku, Tokyo. Tel.: (451)-0736. Pres.: M. Senow.

Taiyo Ongaku, Central Apartment, 90 Onden 1-Chome, Shibuyaku, Tokyo. Tel.: (401)-5101. Pres.: T. Nagashima.

Toa Ongaku, 30 Kagurazaka 6-Chome, Shinjuku, Tokyo. Tel.: (332)-6351. Mgr.: S. Asaka.

Tokyo Gakufu, 81 Kameidocho 2-Chome, Kotoku, Tokyo. Tel.: (681)-9719. Pres.: S. Miyagawa.

Tokyo Ongaku Shoin, 48 Denyenchoufu 5-Chome, Otaku, Tokyo. Tel.: (721)-3225. Pres.: Y. Naito.

Tone Music, Sanyo Bldg., 27, 2-Chome, Moto-machi, Bunkyo-ku, Tokyo. Tel.: (812)-2291. Rep. Dir.: Katsuma Kato.

To-On K.K. Sanyo Bldg., 27 Motomachi 2-Chome, Bunkyo, Tokyo. Tel.: (812)-2291. Pres.: K. Kato.

Toshiba Music, 9 Ginza Higashi 6-Chome, Chuoku, Tokyo. Tel.: (542)-2263. Pres.: S. Okamoto.

Victor Shuppan, 13 Misakicho 2-Chome, Kanda, Chiyodaku, Tokyo. Tel.: (301)-1320. Pres.: H. Imamura.

Watanabe Music Publishing, Akamon Bldg. 10, 1-Chome, Katamon-cho, Shiba, Minato-Ku, Tokyo. Tel.: (501)-7380. Pres.: Shin Watanabe.

Yamaha Music 1 Ginza 7-Chome, Chuoku, Tokyo. Tel.: (571)-9151. Pres.: N. Hiramoto.

Zenon Gakufu, 25 Higashi-Gokencho, Shinjuku, Tokyo. Tel.: (301)-2101. Pres.: T. Shimada.

● supplies & services

MUSIC LICENSING ORGANIZATIONS

French Copyright Office (BIEM agent), 2 Kyobashi 2-Chome, Chuoku, Tokyo.

G. T. Folster & Associates, 1 Yurakucho 1-Chome, Chiyodaku, Tokyo.

JASRAC (Japanese Society of Rights of Authors & Composers, agents for ASCAP, BMI, Fox and others), 8 Nishi-Ginza 8-Chome, Chuoku, Tokyo. Suseisha (BIEM sub-agent), 396 Takata Minamicho 1-Chome, Toshimaku, Tokyo.

PRESSING & PLATING PLANTS

Athena Record Industry, 675 Miyabatake, Katase, Fujisawa City, Kanagawaken.

Canary Record Industry, 1166 Ichibacho, Tsurumiku, Yokohama.

King Record, 44 Okucho 6-Chome, Arakawaku, Tokyo.

Nippon Columbia, 125 Minatocho, Kawasaki.

Nippon Grammophon, 57 Aoyama Kitamachi 6-Chome, Akasaka, Minatoku, Tokyo.

Teichiku, 148 Hijitsukacho, Nara.
Toshiba Musical Industry, New Asahi Bld., 3
Yurakucho 2-Chome, Chiyodaku, Tokyo.
Victor of Japan, 1 Honcho 4-Chome, Nihombashi,
Chuoku, Tokyo.

RECORDING STUDIOS

Abako, 22 Midorigaokacho, Shibuyaku, Tokyo.
Aoi, 1 Nagatacho 2-Chome, Chiyodaku, Tokyo.
Bancho, 12 Nibancho, Chiyodaku, Tokyo.
Chuo Rokuon, Hideyoshi Bld., 5 Ginza Nishi 5-Chome
Chuoku, Tokyo.
Kojimachi, 2 Hirakawacho 1-Chome, Kojimachi, Chi-
yodaku, Tokyo.
Kokusai Radio Center, 13 Shinsakacho, Akasaka,
Minatoku, Tokyo.

TRADE ORGANIZATIONS

Japan Phonograph and Record Assn., 20 Tsukiji
1 Chome, Chuoku, Tokyo.
National Record Dealers' Union, 20 Tsukiji 1-Chome,
Chuoku, Tokyo.

KENYA

Population: 6.5 million.

Records imported from U. S. (factory value): 1962—
\$2,600; 1961—\$7,600; 1960—\$800; 1959—\$700.

● record manufacturers

PRESSING PLANT, RECORDING STUDIO

East African Records, P. O. Box 30256, Nairobi.
Tel.: 58088. Cable: Topten. Mgr.: J. F. Steindel.
Federal, 220 Foreshore Rd., Hagley Park, P. O.,
Kingston. Ken Khouri.
This company represents: Kapp (USA).

KOREA

Population: 23 million.

Records imported from U. S. (factory value): 1962—
\$15,100; 1961—\$12,600; 1960—\$4,400; 1959—
\$5,400.

● record manufacturers

Dong-Ah Records, 40 2d St., Kwangbok-Dong, Pusan.

● supplies & services

PRESSING PLANTS

Oasis Record Co., 133, 2-Ka, Taepyong-Ro, Chung
Ku, Seoul.
Yung Chang Industrial Co., 99 Ta-Dong, Chung-Ku,
Seoul.

LEBANON

Population: 1.8 million.

Records imported from U. S. (factory value): 1962—
\$7,500; 1961—\$16,200; 1960—\$24,400; 1959—
\$46,800.

● record manufacturers

Philips Liban, Rue Verdun, B.P. 670, Beirut.

MALAY FEDERATION

Population: 6.7 million.

Records imported from U. S. (factory value): 1962—
\$70,500; 1961—\$36,200; 1960—\$47,700; 1959—
\$20,500.

● record manufacturers

Decca Records, Boon Sien Bldg., 15 Pitt St., Kuala
Lumpur.
Hup Hup, 61 Bukit Bintang, Kuala Lumpur. Tel.:
87809. NG Lian Chin.

Billboard 1963-1964 International Music-Record Directory

● supplies & services

IMPORTERS & EXPORTERS

Borneo Co., P. O. Box 151, Kuala Lumpur.
Borneo Co., Weld Quay, Penang.
Decca Records, Lee Rubber Bldg., 145 High St.,
Kuala Lumpur.
Hup Hup, 61 Bukit Bintang, Kuala Lumpur.
87809. NG Lian Chin.

MALI FEDERATION

Population: 6 million.

● record manufacturers

N/Dardisc, 15 Ave. Jean Jaures, Dakar, Senegal.
Sopofon, 15 Ave. Jean Jaures, Dakar, Senegal.

MEXICO

Population: 35 million.

Per capita income: \$255.

Number of homes with record players: About 300,
000.

Records sold, 1962 (domestic production at whole-
sale): LP's—\$6.2 million (1961—\$5.6 million).
Singles—\$3.1 million (1961—\$4 million). EP's—
\$500,000 (1961—\$400,000). Total—about \$10 mil-
lion, same as 1961.

Records imported from U. S. (factory value): 1962—
\$384,500; 1961—\$602,300; 1960—\$1,396,100;
1959—\$1,557,200.

Records exported to U. S.: 1962—40,700 (factory
value \$25,400); 1961—503,600 (factory value
\$651,300); 1960—674,800 (factory value \$859,
300); 1959—520,600 (factory value \$605,100).

Origin of music on pop records: Domestic—65%;
U. S.—15%; Others—20%.

Average retail prices: LP's—\$4; EP's—\$1.20; Singles
—72c.

Discounting: 15% to 22% is common, up from
10% in 1961.

Record club and package sales: 15% (in units) of
total sales.

Stereo: 10% of LP's, down from 15% in 1961.

Radio stations: over 300.

TV stations: 21.

Juke boxes: About 30,000.

Important regulations: Export taxes abroad from
Mexico: 3%. Import taxes: 40% ad valorem plus
\$1.20 per kilo, with lowest minimum tax \$6.40
per kilo. Sales tax in Mexico, 3%. Royalties to
composers and authors: 8% on wholesale price of
records.

Otto Mayer-Serra

● record manufacturers

Belart, Calle Alemania 14, Mexico 21, D.F. Tel.: 49-
32-22. Gen. Mgr. & A&R: Andre Toffel; Sales:
Agustin Larranaga; Int.: Marcelena. Label:
Belart.

International representatives: USA (Sir).
CBS, Londres 240, Mexico 6, D. F. Tel.: 25-52-80.
Cable: Colrecord. Vice-Pres. & Gen. Mgr.:
Manuel Villarreal; A&R: Felipe Valdez Leal;
Sales: Armando de Llano. Label: CBS.
This company represents: Columbia (USA), Mon-
tilla (USA), Reprise (USA).

Cia. Importadora de Discos, Tenayuca 475-F, Mexico
13, D. F. Tel.: 24-46-79. Mrg.: G. J. Mendoza
V.; A&R: Francisco Corchado; Sales: German
Reyes. Labels: Decca, Audio-Mex.

This company represents: Copacabana (Brazil),
Decca (USA), Record (Argentina).
International representatives: Argentina (Record),
Brazil (Copacabana).

Co-Ro, Bahia de Perula 80, Mexico 17, D. F. Gen.
Mgr. & Intl.: Federico Riojas; A&R: Alberto Lo-
zano; Sales: Gloria Escobar.
Labels: Co-Ro, Lyra, Corito.

This company represents: MGM (USA).
Discos Alegria, Xochicalco 242-2, Mexico 12, D. F.
Tel.: 24-21-27. Pres., Gen. Mgr. & A&R: Jose de
Jesus Hinojosa; Sales: Alfredo Hinojosa. Labels:
Dasa, Alegria, Cometa.

This company represents: Serfaty (Venezuela).
Discos Importadora, Durango 252-303, Mexico 7,

D. F. Tel.: 28-96-25. Mgr.: Mario Freidberg;
A&R: Miguel Angel Sarralde. Label: Tizoc.

This company represents: Challenge (USA), Col-
pix (USA), Disc Jockey (Argentina), Electra (USA),
Everest (USA), Fantasy (USA), Folkways (USA),
GNP (USA), Hi-Fi (USA), Italmusica (Italy), Life
(USA), Monitor (USA), Pacific Jazz (USA), Tikva
(USA), W & G (Australia), World Pacific (USA).
International representatives: Argentina (Disc
Jockey), New Zealand (Viking), USA (Everest).

Discos Mexicanos, Av. Universidad 1273, Mexico 12,
D. F. Tel.: 24-25-00. Cable: Dismexsa. Gen.
Mgr.: Alejandro Siegrist; Pres.: Rogerio Azcar-
raga; A&R: Paco de la Barrera; Sales: Hector
Martinez Anaya; Int'l: Anibal Conde. Labels:
Orfeon, Disma, Maya, Ariel.

This company represents: Somerset (USA), West-
minster (USA), Whitehall (USA).

International representatives: Argentina (Disma),
Brazil (RGE), Colombia (Sonolux), Ecuador (Em-
porio Musical), France (Vogue), Italy (Gurtler),
Japan (King), USA (Crest Sales, Pan American,
Ansonia), Venezuela (Antor).

Gamma, Ejercito Nacional 167, Mexico 17, D. F.
Tel.: 45-79-88. Gen. Dir.: Manuel Vidal Zapater;
Sales: Tomas Munoz. Label: Gamma.

This company represents: ABC-Paramount (USA),
Atlantic (USA), Barclay (France), Buenavista
(USA), Cadence (USA), Cameo-Parkway (USA),
Canada-American (Canada), CGD (Italy), Chance-
lor (USA), Ducret-Thompson (France), Festival
(France), Hispavox (Spain), Imperia (USA), Laurie
(USA), Le Chant du Monde (France), Metronome
(Denmark), Music Hall (Argentina), Roulette
(USA), United Artists (USA), Vanguard (USA),
Vega (France), Venevox (Venezuela), Zafiro
(Spain).

International representative: Spain (Hispavox).
Pan Americana, Av. Cuitlahuac 2327, Mexico 16,
D. F. Tel.: 27-00-20. Cable: Musart. Vice-Pres.:
Juan Campo, Eduardo Baptista; A&R: Guillermo
Acosta; Sales: Jose Luengo; Int'l: Carlos Olea.
Label: Musart.

This company represents: Angel (USA), Capitol
(USA), EMI (Mexico), Liberty (USA), Warner
Bros. (USA).

International representatives: Argentina (Odeon),
Brazil (Odeon), Chile (Odeon), Colombia (Co-
discos), Ecuador (Ifesa), Japan (Toshiba), Peru
(Iempsa), USA (Capitol), Venezuela (La Disco-
teca).

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For information and advertis-
ing rates write to

Otto Mayer-Serra, Editor Audiomusica
Apartado 8688 Mexico 1, D. F.

INTERNATIONAL DIRECTORY

(Mexico cont.)

Peerless, Laguna Mairan 232, Mexico 17, D. F. Tel.: 45-63-40. Cable: Peerless. Pres.: Heinz Klinckwort; Gen. Mgr.: Leo Porias; A&R: Francisco Mendez; Sales: Fritz Hentschel; Int'l: Konrad Mierendroff. Labels: Peerless, Eco. This company represents: Del Norte (USA), Falcon (USA), London (USA), Richmond (USA), Seeco (USA), Telefunken (Germany), Vox (USA). International representatives: Argentina (Philips), Bolivia (Herme), Brazil (Philips), Chile (Philips), Colombia (Fuentes), Ecuador (Ifesa), Japan (Nip-

continued on page 210

MOROCCO

Records imported from U. S. (factory value): 1961—\$500; 1960—none; 1959—\$500.

● record manufacturers

Baidaphon Morocco, 78 Blvd. de Marseille, Casablanca.

● supplies & services

IMPORTERS

Atlas Distributing, 31 rue de Charmes, Casablanca.

NETHERLANDS WEST INDIES

Population: 200,000.

Records imported from U. S. (factory value): 1961—\$52,400; 1960—\$69,800.

● supplies & services

IMPORTERS

Benard Sales & Service, Oranjestraat No. 1, Curacao, N.A.

Gift Shop, H. G. Valen, Main St., San Nicolas, Aruba, N.A.

NEW ZEALAND

Population: 2.4 million.

Record sales 1962: \$3.25 million at retail before taxes, up from \$3.1 million in 1961.

Records imported from U. S. (factory value): 1962—\$20,200; 1961—\$27,000; 1960—\$26,900; 1959—\$15,800.

Domestic record production: 1961—Singles & EP's: 1.6 million; LP's: 1.3 million. 1960—Singles & EP's: 19.4 million; LP's—1.03 million.

Average retail prices: 12-inch LP's—\$5.50; 10-inch LP's—\$3.30; EP's—\$1.80; Singles—90c.

Dealer return privilege: None.

Discounting: Not done.

Record club sales: 1961—10% of all records, down from 2% in 1960.

Stereo sales: 10% of all LP's, same as 1960.

Important regulations: Record imports restricted to total value of 30,000 N. Z. pounds annually divided by company according to share of market it has. Duty from British Commonwealth nations is 3% plus 9/40%; from U. S. and other nations, about 33%.

Sales tax: 20%.

● record manufacturers

Allied International Records, Chancery St., P. O. Box 3043, Auckland. Tel.: 21-949. Cable: Groove. Label: Allied International.

This company represents: United Artists (USA), Vee Jay (USA), Verve (USA).

All Star Promotions, P. O. Box 5593, Auckland. Mgr.: J. F. Ewan.

Astor, 48 Shortland St., Auckland.

Delta Trading, P. O. Box 1617, Wellington.

Gem Record Club, 12-14 Kitchener St., Auckland.

His Master's Voice, 162-172 Wakefield St., Wellington C.1, Wellington. Tel.: 54-890. Cable: Gramophone. Mng. Dir.: A. J. Wyness; Sales: R. Johnsson.

This company represents: Ad-Lib, Amber, Bally, Bandstand, Beacon, Bell, Beltone, Bigtop, Blue Ridge, Camelot, Capitol, Carlton, Century, Challenge, Class, Co-Ed, Coin, Colonial, Columbia (Britain), Contemporary, Cotton Town Jubilee, Dale, Decca (Britain), Delaware Valley, Diamond, Dimension, Discomoda, Dolton, Dore, Dot, Dunes, East West, Eclipse, Epic, Era, Essex, Fantasy, Felsted, Freedom, Fury, Genius, Gene Norman Presents, Gold-Tone, Guaranteed, Gulf, Guymen, Hamilton, Harmon, Hi, Hickory, HMV, Imperial! Jackpot, Jamie, Jubilee.

His Master's Voice, P. O. Box 1931, Auckland.

Judd, Kama Productions, Laurie, Leader, Liberty, Medallion, Media, MGM, Metronome, Monument, Nashboro, National Recording Corp, One-Derful, Pacific Jazz, Parlophone, Philips (International), Plaza, Post, Ray, Romac, Roost, Santo, Sar, Savoy, Scarlet, Scepter-Wind, Seville, Shar-Dee, Shell, Somerset, Spark, Specialty, Stan, Sue, Swan, Tilt, Trend, Trey, Todd, Unison, Vanguard, Viscount, Vault, Warner Bros., Warrior, World-wide, XYZ.

La Gloria, 85 Lorne St., Auckland.

Levin, 377 Oxford St., Levin. Tel.: 549m. Mgr.: Wally Clark.

Mascot Records, P. O. Box 5393, Auckland. Mng. Dir.: A. B. Barton.

Master, 63 Hayr Rd., Auckland.

Pacific, P. O. Box 194, Dannevirke.

Peak Records, 76 Chester Street East, Christchurch.

Tel.: 76-571. Cable: Hitdisc. Mng. Dir. & Int'l: Jack Urlwin; A&R: Chuck Fowler; Sales: Urlwin & Kevin Meates. Label: Peak.

This company represents: Baronet (USA), Bethlehem (USA), Blue Note (USA), Cadence (USA), Candid (USA), Cimarron Sims (USA), Embassy (Britain), Ember International (Britain), Esquire (Britain), Habor (USA), Jabar (USA), Jacob Carle (USA), Jazztone (USA), King (USA), Oriole (Britain), Playtime (USA), Sue (USA), Tifico (USA).

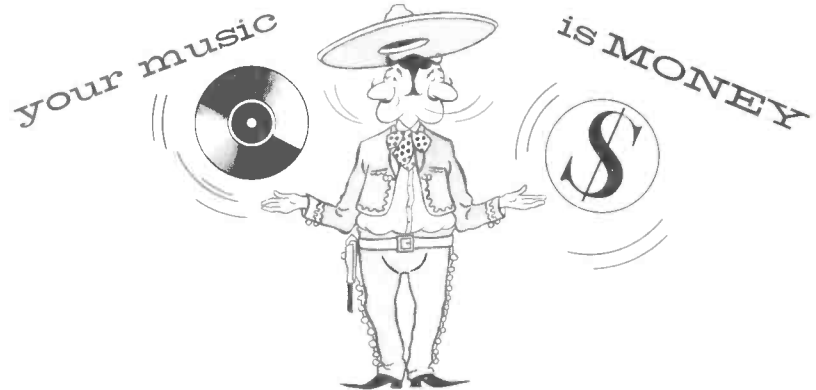
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INTERNATIONAL DIRECTORY

(New Zealand cont.)

Philips, 181-195 Wakefield St., Wellington. Tel.: 57-250. Cable: Argenta. Mng. Dir.: D. Hudg; A&R & Sales: K. N. Anderson. Label: Philips.
This company represents: CBS (USA), Caedmon (USA), Fontana (Holland), Kapp (USA), Kapp Medallion (USA), Mercury (USA), Philips (Holland), Polydor (Germany), Riverside (USA), World Pacific Jazz (USA).
 Prestige, 6 Clayton St., Auckland.
 Pye Limited, O'Connell St., P. O. 2839 Auckland. Tel.: 21-949. Cable: Pyrad. Label: Pye.
This company represents: Goldengroove (Britain), Pye (Britain).
 Radio Corporation of NZ, 80 Courtenay Place, P. O. Box 696, Wellington. Tel.: 55-020. Cable: Markslim. Label: RCA.
This company represents: RCA Victor (USA), RCA Camden (USA).
 Record Distributing, P. O. Box 86, Levin. Tel.: 5879. Dir.: W. L. Clark.
 Sacred Records, 564 Oxford St., Levin. Tel.: 1423. Mng. Dir. & Sales & Int'l: P. R. Harris.
 Spin-O-Rama, P. O. Box 175, Christchurch.
 Top Rank, Box 9098, New Market, Auckland.
 Viking Record, 31 Harris St., Wellington, Box 1431. Tel.: 43-888. Cable: Viking. Mng. Dir. & Int'l: Murdock Riley; A&R: Ron W. Dalton; Sales: Peter Caithness.
This company represents: Argo (USA), Ava (USA), Briar (USA), Chateau (Canada), Chess (USA), Congress (USA), Cannon (Britain), Canadian American (USA), Chancellor (USA), DGF (Denmark), Golden (USA), Meazzi (Italy), PPX (USA), Quality (Canadian), C.N. Rood (Holland), Schofield Productions (Britain), Tahiti (Tahiti), Tarton (Canada), Vega (France), Waverly (Scotland).
International representatives: Australia (Viking), Canada (Quality), France (Vega).
 G. A. Wooller & Co., O'Connell St., P. O. Box 2839, Auckland. Tel.: 21-949. Cable: Fivestar. Labels: Stebbing-Zodiac.
This company represents: ABC-Paramount (USA), Brunswick (USA), Coral (USA), Decca (USA through Australia), Festival (Australia, including Leedon, Command), Vox (USA).
 World Record Club, Farish St., Wellington.
 Norman Wright, G.P.O. Box 3160, Auckland.

music publishers

J. Albert & Son, 2 Willis St., Wellington.
 Charles Begg, Box 2848, Wellington.
 Castle, c/o HMV, P. O. Box 1931, Wellington.
 Chappell, Lower Cuba St., Wellington.
 Southern, Pacific Bldg., Wellesley St., Auckland.

supplies & services

IMPORTERS & EXPORTERS

All Star Promotions, P. O. Box 5593, Auckland.
 Allied International, P. O. Box 3043, Auckland.
 Gem Record Club, 12-14 Kitchener St., Auckland.
 HMV, P. O. Box 296, Wellington.
 La Gloria, 85 Lorne St., Auckland.
 Peak, P. O. Box 1757, Christchurch.
 Philips, P. O. Box 2097, Wellington.
 Pye Record Div., P. O. Box 2167, Auckland.
 Record Distributing Co., P. O. Box 86, Levin.
 Radio Corp. of N.Z., 80 Courtenay Pl., Wellington.
 Spin-O-Rama, P. O. Box 175, Christchurch.
 Viking, P. O. Box 1431, Wellington.
 G. A. Wooller & Co., O'Connell St., Auckland.
 World Record Club, Farish St., Wellington.
 Norman Wright & Co., G.P.O. Box 3160, Auckland.

PRESSING PLANTS

His Master's Voice, P. O. Box 1931, Wellington.
 Green & Hall, Box 7527, Wellington.
 Green & Hall, 72 Surrey Cres., Auckland.
 Radio Corporation of NZ, 80 Courtenay Pl., Wellington.
 Lotus Record Co., Box 3418, Wellington.

RECORDING STUDIOS

Astor Recording Studios, 48 Shortland St., Auckland.
 Hi-Fi Recording Studio, Courtenay Pl., Wellington.
 Levin, 377 Oxford St., Levin.
 Lotus Recording Studio, Box 3418, Wellington.
 Mascot Recording Studios, Pacific Bldg., Wellesley St., Auckland.
 Viking Record Co., Elliot St., Wellington.

NICARAGUA

Population: 1.4 million.

Records imported from U. S. (factory value): 1962—\$30,100; 1961—\$26,200; 1960—\$23,800; 1959—\$22,900.

supplies & services

IMPORTERS

Elias Argental H1, Apartado No. 555, Managua, D. N. Discolandia, Sr. Edmundo Tefel h., Ave., Roosevelt, Managua, D.N.
 Miguel G. Hernandez, Apartado No. 235, Managua, D.N.
 Servi-Discos, Sr. William Arguello Tefel, Managua, D.N.
 Solorzano Villa Pereira Comercial, Managua, D.N.

NIGERIA

Population: 35 million.

Records imported from U. S. (factory value): 1962—\$4,000; 1961—\$2,800; 1960—\$2,200; 1969—none.

record manufacturers

EMI, 44-46 Queen Elizabeth Way, Jos, Nigeria. Tel.: 2094. Cable: Emitron. Mng Dir.: E. F. Wyngaard. Labels: Columbia, HMV, Parlophone.
This company represents: All EMI labels available to Nigeria.

NORTHERN IRELAND

(Also See Eire)

Population: 1,430,000.

Per capita income: \$750.

Records imported from U. S.: None.

Discounting: None.

Records sold, 1962: 45 rpm: 80%; LP's 20%.

Record clubs: Negligible sales.

Regulations: 25% government tax on wholesale value.

record manufacturers

EMERALD, 67-69 Ann St., Belfast 1. Tel.: 31616. Chairman, A&R, Sales: Mervyn Solomon. Labels: Decca, Emerald, Ember, Waverly.
International representatives: Britain (Decca, Canada (London Records), USA (London Records). (SEE ADVERTISEMENT)

supplies & services

Solomon & Peres, 48 Victoria St., Belfast 1.
 Symphola, 14 Adelaide St., Belfast 1.

NORWAY

Population: 3.6 million (1.1 million households).

Per capita income: \$685 (per household, \$2,400).

Number of homes with record players: 275,000.

Records sold, 1962: \$1.8 million at manufacturer's price; \$2.7 million at retail (including 11.11% tax), same as 1961. The 1962 sales were divided approximately: Domestic product 70% U. S. imports 5%; imports from all others 25%.
Records imported from U. S. (factory value): 1962—\$45,800; 1961—\$86,400; 1960—\$36,000; 1959—\$12,200.
Origin of music on pop records: Domestic 30%; U. S. 40%; all other foreign 30%.

Average retail price: 12-inch LP's—\$3.80; 10-inch LP's—\$2.80; EP's—\$1.80; Singles—90c.
Discounting: Rare.

Record clubs: 8% of all records in 1962, as in 1961.

Stereo: 16% of LP's in 1961, up from 15% in 1960.

Important regulations: Retail sales tax, 11.11%. Import duties: 22c (N.kr. 1.50) on two pounds (one kilo). Music licensing: Under BIEM contract.

Espen Eriksen

record manufacturers

Ansgar Forlag, Møllergaten 26, Oslo. Tel.: 42-07-47. Dir.: Mr. Torgussen.
 Filadelfiaforlaget, St. Olavsgate 24, Oslo. Tel.: 33-61-27. Dir.: Mr. Ruud.
 Finn Skedsmo, A/S Narvesens Kioskkompani, Stortingsgaten 2, Oslo. Tel.: 41-56-00. Dir.: Finn Skedsmo.
 Egil Monn Iversen, Malerhaugveien 20, Etterstad, Oslo. Tel.: 67-67-90. Cable: Monnmusic. Dir., A&R & Int'l: Jorg. Fr. Ellertsen. Labels: Hjemmets Toner, Sonet, Triola.
This company represents: Bel Air (France), Candid (USA), California (USA), Colpix (USA), Crown (USA), Dot (USA), Elite Special (Germany), Gazell (Sweden), Imperial (USA), Kapp (USA), Knappupp (Sweden), Megafon (Sweden), Palette (Belgium, USA), Parliament (USA), Roulette (USA), Sonet (Denmark, Sweden, USA), Storyville (Denmark), Tempo Schallplatten (Germany), Triola (Denmark, Sweden), Vogue (France), Warner Bros. (USA).
International representatives: Denmark (Triola), Sweden (Triola), USA (Warner Bros.).
 IVERSEN & FROGH, Youngsgaten 1, Oslo. Tel.: 41-39-60. Cable: Planoreflex. Dir.: A. Iversen; A&R & Int'l: Rolf Syversen; Sales: Rolf Ruud. Labels: Columbia, Odeon, HMV.
This company represents: Capitol (USA), Columbia (Britain), Electrola (Germany), HMV (Britain, Germany), Imperial (Germany), Liberty (USA), MGM (USA), Metrojazz (USA), Odeon (Denmark, Germany, Britain), Parlophone (Britain), Pathe (France), Regal (Britain), Stateside (Britain).
International representatives: Denmark, Sweden (Columbia, Odeon, HMV), Britain (Parlophone). (SEE ADVERTISEMENT)
 Brodrene Johnson, N. Slottsgate 11, Oslo. Tel.: 42-09-93. Cable: Grammophon. Dir.: Peer Johnsen. Label: Rondo.
This company represents: Amadeo (Austria), Pye (Britain), Tono (Denmark), Vox (France).
 MANU, Tollbodgaten, Oslo. Tel.: 42-72-12. Dir.: Per Gunnar Jensen. Labels: Manu, Emanuel. (SEE ADVERTISEMENT)
 Nera, Pilestredet 75 C, Oslo. Tel.: 46-19-50. Cable: Musica. Dir.: Eilif Meyer; A&R & Int'l: John Johanson. Labels: RCA, Musica.
This company represents: Camden (USA), Cupol (Sweden), Musica (Sweden), RCA (USA), Telefunken (Germany).
 Nor-Disc, Malerhaugveien 20, Etterstad, Oslo. Tel.: 67-67-90. Cable: Monnmusic. Dir.: Totto Johannesen. Labels: Nor-Disc, Karusell, Metronome.
This company represents: ABC-Paramount (USA), Areiola (Germany), Atlantic (USA), Cadence (USA), Cameo-Parkway (USA), Commodore (USA), Impulse (USA), Joker (Sweden), Karusell (Sweden), Metronome (Denmark, Sweden, Germany), Prestige (USA), Reprise (USA), Starday (USA), Vee Jay (USA), Whitehall (USA).
International representatives: Denmark, Sweden (Metronome), USA (Atco).
 Norsk Grammophon, Wergelandsveien 1, Oslo. Tel.: 33-40-18. Cable: Nograco. Dir.: Odd Knudsen. Labels: Harmony, Barneplaten.
This company represents: Embassy (USA), Music Music Minus One (USA).
 Norsk Phonogram, Sorkedalsveien 6, Oslo. Tel.: 46-38-90. Cable: Phonogram. Dir. & Int'l: Haakon Tveten; A&R: Rolv Wesenlund; Sales: Thor Braarvig. Labels: Philips, Fontana.
This company represents: CBS (USA), Fontana (Holland), Mercury (USA), Philips (Holland), Riverside (USA), Sonora (Sweden).
 Post-Disc, P. O. Box 951, Bergen. Dir.: Erwin Haldorsen.
 Siemens Norge, Rosenkrantzgaten 11, Oslo. Tel.: 33 78 80. Cable: Proton. Dir. & Int'l: Sverre Dahl; Sales: Kjell Loken. Labels: Decca, Polydor.
This company represents: Ace of Clubs (Britain), Ace of Hearts (USA), Argo (Britain), Archiv (Germany), Bellona (Britain), Brunswick (USA), Command (USA), Coral (USA), Decca (Germany, Sweden, Britain), Deutsche Grammophon Gesellschaft (Germany), Heliodor, Litterarisches Archiv (Germany), London (USA), Oiseau Lyre (France), Polydor (Germany, Sweden), Polyphon (Denmark), United Artists (USA).
 VIKING, St. Olavsgate 28, Oslo. Tel.: 33 44 53. Dir.: Kjell Karlsen. Label: Viking. (SEE ADVERTISEMENT)

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(... are brightened by American music)

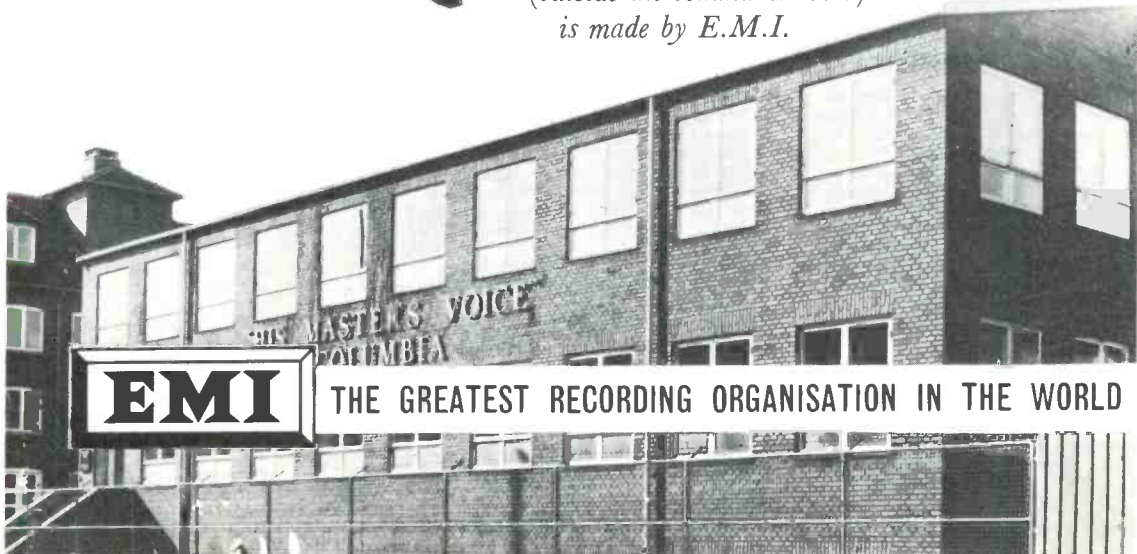


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(Norway cont.)

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Egil Monn Iversen, Malerhaugveien 20, Etterstad, Oslo. Tel.: 67 67 90. J. Ellertsen.
Carl M. Iversen, Youngsgaten 1, Oslo. Tel.: 41 38 67. A. Iversen.
Harald Lyche, Kongensgate 2, Oslo. Tel.: 41 34 61. P. Kroemer.
A/S MANU, Tollbodgaten, Oslo. Tel.: 42 72 12. (SEE ADVERTISEMENT)
Musikk-Huset, Carl Johansgate 2, Oslo. Tel.: 42 17 03. S. Kielland.
Norsk Komponistforenings Internasjonale Musikkbyra, Klingenberggaten 5, Oslo. Tel.: 42 18 08. R. Kierulf.
Norsk Musikkforlag, Carl Johansgate 39, Oslo. Tel.: 41 05 74. Backer Groendahl.
VIKING, St. Olavsgate 28, Oslo. Tel.: 33 44 53. K. Karlsten. (SEE ADVERTISEMENT)

• supplies & services

MUSIC LICENSING ORGANIZATIONS

Tono, Norske Komponistforenings Internasjonale Musikkbyra, Klingenberggaten 5, Oslo. Tel.: 42 18 08. Dir.: R. Kierulf.

PRESSING PLANTS

Heger Plastics, Kjelsasveien 141-143, Kjelsas, Oslo.
Norsk Grammfonkompani, Wergelandsveien 1, Oslo.
Norsk Teknisk Porselensfabrikk, Seiersborg, Fredrikstad.
Radio Industri, Sandakerveien 16, Oslo.

RECORDING STUDIOS

Arnhoff Lydstudio, St. Olavsgate 26, Oslo.
Iversen & Frogh, Youngsgaten 1, Oslo.
Egil Monn Iversen, Malerhaugveien 20, Etterstad, Oslo.
Norsk Grammfonkompani, Wergelandsveien 1, Oslo.
Norsk Phonogram, A/S Box 5325, Oslo.

TRADE ORGANIZATIONS

Grammfonplategrossistene Forening, disponent Peer Johnsen (record wholesalers' organization), Brodene Johnsen, N. Slottsgate 11, Oslo. Tel.: 42 09 93.
Norges Musikkhandlerforbund (record dealers' organization), Meltzergate 4, Oslo. Tel.: 55 08 38. Dir.: J. Holm.

PAKISTAN

Population: 93.8 million.

Records imported from U. S. (factory value). 1962—\$15,200; 1961—\$1,000; 1960—\$5,000; 1959—\$17,700.

• record manufacturers

Gramophone Co. of Pakistan, Ltd., P. O. Box 451, Karachi, West Pakistan. Tel.: 79149. Cable: Jabberment. Mng. Dir.: W. J. Richmond; A&R, Sales & Int'l: Mujib-Ur-Rahman.
This company represents: Capitol (USA), Columbia Britain, HMV (Britain), Liberty (USA), Mercury (USA), MGM (USA), Parlophone (Britain), International representatives: Africa (EMI), Britain (EMI), Middle East (EMI).
International representatives (in Middle East, Africa and UK): EMI Records Distributors.

PANAMA

Population: 1 million.

Records imported from U. S. (factory value): 1962—\$147,100; 1961—\$158,100; 1960—\$127,700; 1959—\$172,600.

• record manufacturers

Panamusica, Panama City.
Tropelco, Box 827, Av. 7 Espana, Panama City. Tel.: 3-1285. Mgr.: A. C. Bettis.
This company represents: MGM (USA), Smash (USA), Warner Bros. (USA).

• supplies & services

IMPORTERS & EXPORTERS

Grecha, Aptdo. Postal 7344, Av. 7 Cebtral 18-81, Panama City. Tel.: 2-1868.
Panama Radio Corp. Plaza 5 de Mayo, Panama City. Tel.: 2-0880. Gen. Mgr.: Donald Halman.

PARAGUAY

Population: 1.7 million.

Records imported from U. S. (factory value): 1962—\$200; 1961—none; 1960—\$2,500; 1959—\$1,900.

• music publishers

Fermata, Estrella 151 altos, Asuncion.

PERU

Population: 11 million.

Per capita income: \$140.

Number of homes with record players: 200,000.

Records sold, 1962: 78 rpm—720,000; 45 rpm—950,000; EP's—15,000; LP's—170,000.

Records imported from U. S. (factory value): 1962—\$125,800; 1961—\$56,700; 1960—\$88,600; 1959—\$73,300.

Average retail price: LP's—\$4.50; EP's—\$1.50; Singles—82c; 78 rpm—75c.

Discounting: Occasional.

Origin of music: Domestic—48%; U. S. 15%; Others—37%.

Stereo: 20% of LP's up from 10% in 1961.

Medium-wave radio stations: 100 plus 1 FM station. TV stations: 12.

Juke boxes: 10,000 approximately.

Record distribution: Manufacturer to dealer.

Important regulations: Import is completely free.

Popular records pay high duties of approx. \$4.00 per record. Classical records may be imported duty free.

Hector Rocca

• record manufacturers

Fabricanics Techicos Asociados (FTA), Av. Tacna 250, Lima. Dir.: Nilo Marchand.
This company represents: RCA (USA & Latin America).

Industrias Electricas y Musicales Peruanas, Nunez 260, Lima. Tel.: 77399. Cable: IEMPSA. Mgr.: Augusto Sarria. Label: Odeon.

This company represents: Cameo-Parkway (USA), Capitol (USA), Discomoda (Venezuela), La Voce Del Padrone (Italy), London (USA), Musart (Mexico), Odeon (Argentina, Brazil, Spain, Britain), Seeco (USA), Warner Bros. (France), Zeida (Colombia).

International representatives: Argentina (Odeon), Brazil (Odeon), Britain (EMI), Chile (Odeon), Colombia (Colombiana de Discos), France (Warner Bros.), Italy (La Voce Del Padrone), Mexico (Pan Americana de Discos), Spain (Odeon), USA (Cameo-Parkway, Capitol, London, Seeco), Venezuela (Fabrica Venezolana de Discos).

Industrial Sono-Radio, Ave. Rep. de Panama 1427, Lima. Tel.: 31854. Cable Sonoradio. Dir.: Luis A. Aubry.

This company represents: CBS (USA).

Philips Peruana, Edif. Philips, Aptdo. 1841, Av. Alf. Ugarte 1268, Lima.

Sica Peruana, Jiron, Oroya 224, P. O. Box 3102, Lima. Tel.: 36371. Cable: Sica. Gen. Mgr.: Manuel A. Guerrero.

Discos Smith, Parque Chicama 1425, Balconcillo, Lima.

El Virrey, Av. Mexico 238, Lima. Tel.: 44350-46479. Mgr.: Enrique Brenner; Int'l.: Dante Capella.
This company represents: UA (USA), Decca (USA), Hispavox (Spain), Philips (Int'l.), Roulette (USA).

• music publishers

Casa Maldonado, Pasaje del Correo 6, Lima.
Casa Mozart, Arequipa 184, Lima.
Editora Musical Peru Mundial, Moquegua 270, Lima.
La Rosa Hermanos, Cailloma 125, Lima.
Jose A. Rolero, Jiron Moquegua 270, Lima.

• supplies & services

IMPORTERS & EXPORTERS

Alva y Cia., Union 672, Lima.
Castellano, Union 564, Lima.
DiscoCentro, Galerias Boza 143, Lima.
Cosmana, Casilla 505, Lima.
Hi Fi, Galerias Boza 130, Lima.
Industrias Electricas y Musicales Peruanas, Av. Polog, San Martin 1269, Lima.
Ind. Sono Radio, Republica de Panama 1247, Lima.
Nizzola, Carabaya 801, Lima.
Hector Rocca, Galerias Boza 114, Lima.
Discos Smith, Parque Chicama 1425, Lima.
Transmundos, Ica 121, Lima.
Virrey Industrias: Musicales, Av. Mexico 238, Lima.

RECORDING STUDIOS & PRESSING PLANTS

Industrias Electricas y Musicales Peruanas (I EMPSA) Av. Prolongacion San Martin 1269, Lima.
Industrial Sono Radio, Av. Republica del Panama 1247, Lima.
Sica Peruana, Oroya 224, Casilla 3102, Lima.
Discos Smith, Parque Chicama 1425 Balconcillo, Lima.
Virrey Industrias Musicales, Av. Mexico 238, Balconcillo, Lima.

PHILIPPINES

Population: 27.5 million.

Per capita income: \$102.

Record sales in 1962: \$865,000 at retail without the 30% tax, against \$821,000 in 1961.

Record sales, units, in 1962 (official Bureau of Census statistics): LP's—64,000 (up from 45,500 in 1961); EP's—8,700 (none in 1961); singles—502,000 (down from 643,000 in 1961).

Records imported from U. S. (factory value): 1962—\$17,800; 1961—\$33,100; 1960—\$41,100; 1959—\$46,300.

Imports from all other (wholesale value): approx. \$5,000.

Origin of music on pop records: Domestic—30%; U. S.—50%; Other foreign—20%.

Average retail price: LP's—\$3.60; EP's—\$1.25; Singles—50c.

Discounting: Rare.

Record clubs: None.

Stereo sales: 41% of LP's in 1962, up from 40% in 1961.

Important regulations: Percentage tax on records—30%.

Luis Ma. Trinidad

• record manufacturers

Dyna Products, 135 2d Ave. Cor D. Aquino St., Grace Park, Caloocan City. Tel.: 4-64-23. Cable: Dypro. Pres.: Albert Tan; Vice-Pres.: James G. Dy; Gen. Mgr.: Tan Huy Bin; Int'l.: James Tan & James G. Dy. Label: Dyna.

This company represents: ABC-Paramount (USA), Cadence (USA), Cameo-Parkway (USA), Chancellor (USA), Dolton (USA), Dyna (Philippines), Gordy (USA), Hickory (USA), Liberty (USA), Motown (USA), Sue (USA), Tamla (USA).

Filipinas Record, 131 Del Monte Ave., Quezon City, Manila. Tel.: 6-27-60. Cable: Filreco. Pres. & Sales: Manuel Villar.

This company represents: RCA Victor (USA).
Hidcor, 234-238 Republic Super Market Bldg., Manila. Mareco, 131 Del Monte Ave., Quezon City. Tel.: 7-87-94. Cable: Vilmareco. Gen. Mgr. & Int'l.: Luis Villar; Sales: Paz Villar; Labels: Villar, Mabuhay.

This company represents: Ascot (USA), Columbia (USA), Command (USA), Cub (USA), Dot (USA), Epic (USA), Grand Award (USA), Joy (USA), Kapp (USA), Laurie (USA), MGM (USA), Musicor (USA), Ramrod (USA), United Artists (USA), Warner Bros. (USA), Verve (USA).

Manila Importing (MICO), 667 Sales St., Quiapo, Manila. Tel.: 3-82-48 & 3-69-30. Cable: Mico. Mgr.: A&R & Int'l.: Eusebio Contreras; Sales: Elena Macaraeg. Label: Mico.

This company represents: Artone (Holland), Atlantic (USA), Barclay (France), Capitol (USA), Imperial (USA), Metronome (Denmark), Musart (Mexico), Panart (Cuba), Parlophone (USA).

Super, 252 Escolta St., Manila. Tel.: 3-85-83. Cable: Super. Gen. Mgr. & Int'l.: Sian Yok Cheng; A&R & Sales: Ignacio Jose.

This company represents: Mercury (USA), Smash (USA).

● music publishers

Ideal Music Store, 442 P. Gomez St., Manila.
Jacinto Music & Piano Supply, 78 Echaque St., Manila.
Mareco, 131 Del Monte Ave., Quezon City, Manila.
Pioneer Song Lyrics, 1629 Soler St., Sta. Cruz, Manila.

● supplies & services

PRESSING PLANTS

Dyna Products, 135 2d Ave Cor. D., Aquino St., Grace Park, Caloocan City, Manila.
Hidcor, 234-238 Republic Super Market Bldg., Manila.
Mareco, 131 Del Monte Ave., Quezon City, Manila.
Mico, 667 Sales St., Manila.
Super, Escolta Bldg., 252 Escolta St., Manila.

POLAND

Population: 29.9 million.

Records imported from U. S. (factory value): 1962—\$9,100; 1961—\$3,800; 1960—\$1,500; 1959—\$1,300.

Records exported to U. S. (factory value): 1962—21,900 (value \$14,000); 1961—2,800 (value \$2,800); 1960—5,000 (value \$4,000); 1959—1,500 (value \$1,100).

● record manufacturers

Polskie Nagrania, Długa 5, Warsaw. Dir.: Mr. Kruk.
Labels: Muza, Pronit.

● music publisher

Polskie Wydawnictwa Muzyczne, Krakow.

● importer-exporter

Ars Polona, Krakowski Przedmiescie 7, Warsaw. Tel.: 6-47-60. Music Dept. Dir.: Mr. Brachmanski.

PORTUGAL

Population: 9 million.

Records imported from U. S. factory value): 1962—\$2,900; 1961—\$25,800; 1960—\$26,900; 1959—\$41,700.

● record manufacturers

Philips Portuguesa, Rua Joaquim Antonio de Aguiar 66, Lisbon 1. Tel.: 68 31 21. Cable: Philamp.
Pres.: C. Teseling; A&R & Int'l: J. Faisca;
Sales: P. Waterschott. Label: Philips, Fontana, Polydor.

This company represents: Critiere (France), Cycnus (France), Deutsche Grammophon Gesellschaft (Germany, all labels except Cantate, Command, Heliodor, United Artists and Rainbow), Pergola (France), Philips (Holland), Sinter (Brazil).

Telectra Empress Tecnica, Rua Rodrigo de Fonseca 103, Lisbon.

Valentim de Carvalho, Rua Nova do Almada 95-97, Lisbon

● music publishers

S.E.C.T.P., 111 Avenida Duque, De Loule 1, Lisbon

● supplies & services

PRESSING PLANTS

Radio Triunfo, Praca do Municipio 309, Porto.

IMPORTERS & EXPORTERS

Philips Portuguesa, Rua Joaquim Antonio de Aguiar 66, Lisbon 1.

Billboard 1963-1964 International Music-Record Directory

PUERTO RICO

Population: 2.5 million.

Per capita income: \$682.

Percentage of homes with record players: 75%

*Records imported from U. S. (factory value): 1962—\$1,187,786; 1961—\$613,303; 1960—\$679,508.
Records imported from all others: 1962—\$23,562; 1961—\$39,307; 1960—\$138,340.

Origin of music on pop records: Latin American, 85%; U. S., 13%; other foreign, 2%.

Average retail price: LP's—\$2.98, \$3.49, \$3.75; Singles—89c; EP's—not sold.

Discounting: Took a big jump during 1962. Budget lines made a very big gain. Here again Latin American music outsells all other 5 to 1.

Record Club Sales: Estimated at 10% of all sales. Stereo: 20% of all LP's. No change from 1961.

Commercial radio stations: 35 plus 2 government stations and U. S. Armed Forces stations.

TV: 7 channels.

Importation: Since Puerto Rico is governed by the same regulations that apply to the United States, there is no custom duty or local tax on records coming from the U. S. On records coming from foreign sources, the federal custom rate of about 15% ad valorem applies.

Antonio Contreras.

● record manufacturers

Alegre, 601 Miramar Ave., Santurce. Tel.: 723-2449.
Pres.: Al Santiago.

Balseiro, P. O. Box 4805, San Juan. Tel.: 785-2072.
Pres.: J. R. Balseiro.

Coleccion De Oro, 26 Gertrudis St., Santurce. Tel.: 723-3679. Pres.: A. Contreras.

Fragoso, P. O. Box 2774, San Juan. Tel.: 723-0505.
Pres.: Lino Fragoso.

Gema, 150 Labra St., Santurce. Tel.: 724-0757.
Pres.: Juan Usich.

Guarani, 2052 Borinquen Ave., Santurce. Tel.: 723-4979. Pres.: Jose Ramos.

Marilu, 26 Gertrudis St., Santurce. Tel.: 723-3679.
Pres.: A. Contreras.

Jenny, 113 Los Angeles, Isle Verde. Tel.: 791-1604.

Pres.: A. L. Pizarro.

Marvela, P. O. Box 2027, San Juan. Tel.: 722-5171.

Pres.: C. J. Julia.

Riney, 758 Lafayette St., Santurce. Tel.: 722-2590.

Pres.: Ney Rivera.

Rico-Vox, 607 Lloveras St., Santurce. Tel.: 724-0486. Pres.: B. Herger.

Showtime, P. O. Box 12124, Santurce. Tel.: 722-6429. Pres.: C. Harman.

RCA Victor, P. O. Box 4568, San Juan. Tel.: 723-4095. Pres.: G. Connelly.

RECORD DISTRIBUTORS & FACTORY REPRESENTATIVES

Antonio Contreras, 26 Gertrudis St., Santurce.

This company represents: Dot, Seeco, Tropical, Bronjo Panart.

Distribuidora Nacional, 657 Ponce de Leon Ave., Santurce.

This company represents: Kubaney, Musart, Miami, Fuentes, Discuba, Nuria, Maype, Modiner, Puchito & CBS Columbia (singles).

Fortaleza Distributors, 1670 Atlas St., Bayamon.

This company represents: Time, Audio Fidelity.

Balseiro Records, P. O. Box 10692, Caparra.

This company represents: Fantasy, GNP.

Island, 607 Lloveras St., Stop 21. Tel.: 724-0486.

Pres.: Bernardo Herger.

Labels: ABC Paramount, Atco, Atlantic, Big Top, Cameo, Dunes, Hispa-Vox, Liberty, Parkway, Rico-Vox.

Island Records, 607 Lloveras St., Santurce.

This company represents: ABC-Paramount, Cadence, Liberty.

J. Martinez Vela, Inc., P. O. Box 2027, San Juan.

This company represents: MGM, Command, Peerless (Mexico), Odeon (Argentina), Venevox (Venezuela), Sonolux (Colombia), Zeida (Colombia).

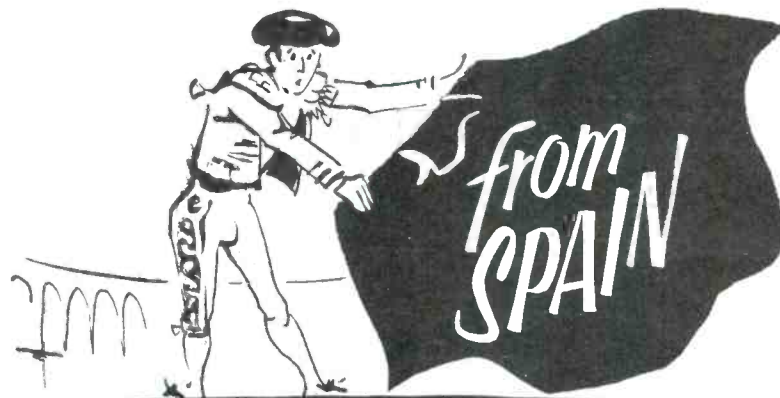
Fortaleza, 1670 Atlas. Tel.: 782-2866. Mgr.: Tony Rivers.

Labels: Amy, Audio Fidelity, Blue Note, Canadian-American, Coed, Harmon, Laurie, Legrand, Parliament, Prestige, Reprise, Scepter, Swan, Time, Wand.

Splendid, Inc., P. O. Box 4568, San Juan.

This company represents: RCA Victor, Cook.

J. M. Vela, 358 San Francisco. Mgr.: Carlos Julia.



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INTERNATIONAL DIRECTORY

(Puerto Rico cont.)

- **LABELS THAT ARE MANUFACTURED EITHER IN NEW YORK OR MIAMI BUT WHOSE SALES ARE MOSTLY FOR PUERTO RICO**

Alma, 1039 E. 163d St., Bronx.
America, 151 E. 116th St., N.Y.C.
Alegre, 852 Westchester Ave., Bronx.
Ansonia, 992 Columbus Ave., N.Y.C.
Celly, 650 Westchester Ave., Bronx.
Carvier, 39 Clinton St., N.Y.C.
Dernier, 773 Westchester Ave., Bronx.
Fonseca, 115 Smith St., Brooklyn.
Caribbean, 666 10th Ave., N.Y.
La Flor, 65 Graham Ave., Brooklyn.
Gema, 664 10th Ave., N.Y.C.
Faresol, 118 E. 142d St., Bronx.
Miami, 643 10th Ave., N.Y.C.
Ninfa, 154 8th Ave., N.Y.C.

Olympia, 642 9th Ave., N.Y.C.
Panart, 324 W. 49th St., N.Y.C.
Seeco, 39 W. 60th St., N.Y.C.
Suaritos, 155 E. 116th St., N.Y.C.
BMC, 514 Amsterdam Ave., N.Y.C.
Sponsoramic, 106 Rivington St., N.Y.C.

- **music publishers**

Bazar Andreu, 157 Tetuan St., San Juan.
Giusti, 202 Fortaleza St., San Juan.
Institute de Cultura de P.R., San Juan.
Musica Isern 1814 Ponce de Leon, Santurce.

- **supplies & services**

ASCAP, 1105 Ponce de Leon Ave., Santurce.
Peer International, 609 Condado, Santurce.
Music Associates, 1705 Leiza St., Santurce.
Federation of Musicians, Local 468, AFM, 255 Canal St., Santurce.

PRESSING PLANTS

Master Record Syndicate, P. O. Box 2856, Rio Piedras.

Puerto Rico Records & Mfg., P. O. Box 2027, San Juan.

RECORDING STUDIOS

Aviles, 401 Ponce de Leon, Santurce.
San Juan Record & Mfg., 911 Refugio, Santurce.
Ochoa, 1105 Fernandez Juncos Ave., Santurce.

RHODESIA & NYASALAND

Population: 8 million.

Records imported from U. S. (factory value): 1962—\$5,500; 1961—\$6,200; 1960—\$9,200; 1959—\$11,600.

- **record manufacturers**

Associated Sound, Burton Rd., Light Industrial Sites, Bulawayo, So. Rhodesia.

SINGAPORE

Population: 1.6 million.

Records imported from U. S. (factory value): 1962—\$273,300; 1961—\$380,600; 1960—\$232,100; 1959—\$145,100.

- **record manufacturers**

The Borneo Co., P. O. Box 898, Singapore.
Gramophone Co., 302 Orchard Rd., Singapore 9.
Paramount & Co., 6 Tiong Bahru Rd., Singapore 3.
This company represents: Kapp (USA).

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4, P^o Gral. Mola, Barcelona (9), Spain

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INTERNATIONAL DIRECTORY

(Singapore cont.)

IMPORTERS & EXPORTERS

The Borneo Co., 71, Robinson Rd., Singapore. Tel.: 76181. Cable: Borneo.
Hup Hup, 232 Serangoon Rd., Singapore.
E. H. Isaac & Co., 168-A Cecil St. Tel.: 78466.
Cable: Isaacnco. Mgr.: C. A. Lelah.

PRESSING PLANTS

Ruby Record Co., 328-24 Paya Lebar Rd., Singapore.
Tek MI Co., 37-A Shrewsbury Rd., Singapore 11.

RECORDING & TAPE DUP. STUDIO

HMV Studio, Macdonald House, Orchard Rd., Singapore.

SOUTH AFRICA

Population: (preliminary estimate as at June 30, 1962): 16.6 million, including 11.4 million African; 3.1 million white; 1.6 million colored; 501,000 Asiatic.

Per capita income: \$1,148 for white, \$288 for non-whites.

Records sold, units, 1962: (Statistics from Dept. of Customs & Excise): Singles—1.5 million (up from 1.34 million in 1961); EP's—215,000 (down from 225,000 in 1961); LP's—910,000 (down from 1,020 million in 1961).

Records imported from U. S. (factory value): 1962—\$77,800; 1961—\$55,300; 1960—\$146,900; 1959—\$149,400.

Records sold, Dollars, 1962: Total retail value before tax—\$6.54 million, down from \$6,775,000 in 1961.

Average retail price: LP's \$4.91; EP's \$1.82; Singles 95c; 78 r.p.m. 83c.

Record clubs: 450,000 records sold in 1962, valued at \$2.4 million, up from 425,000 in 1961 valued at \$2.2 million.



KARUSELL

GRAMMOFON AB

SOLNA, SWEDEN

Cable Address: Karusell Stockholm

● record manufacturers

RECORD MANUFACTURERS & DISTRIBUTORS

EMI, 32 Steele St., Steeledale, Johannesburg. Tel.: 869-2661. Cable: Soundbox. Dir. & Gen. Mgr.: J. A. Bales; A&R: J. Nofal; Sales: P. Davis. Labels: HMV, Columbia, Parlophone.

This company represents: Capitol (USA), Columbia (Britain), HMV (Britain), Liberty (USA), MGM (USA), Parlophone (Britain), Pye (Britain), Transglobal (USA), Warner Bros. (USA).

Gallo, 161 President St., Johannesburg. Tel.: 23-2111. Cable: Gallotone. Chmn.: Eric Gallo; A&R & Int'l: Alexander Delmont; Sales: Roy Evans. Labels: Gallotone, Continental.

This company represents: Atlantic (USA), Brunswick (USA), Cameo-Parkway (USA), Contemporary (USA), Coral (USA), Decca (Britain, France, USA), DGG (Germany), Durium (Italy), Hickory (USA), Palaccio (Venezuela), Somerset (USA), Telefunken (Germany), Vox (USA).

Gramophone Record Co., Fox & Gold Sts., Johannesburg. Tel.: 23-0546. Cable: Africord. Mng. Dir.: Arnold Golembi; A&R: Ivor Golembi; Sales: D. Bome & M. Mann; Int'l: A. Gewer. Labels: Unika, Zonk, Kiddie Sound.

This company represents: CBS (USA), Mercury (USA), Philips (Holland, USA), Riverside (USA).

METEOR RECORDS, P. O. Box 6640, Johannesburg. Tel.: 22-64-03. Cable: Meteordisc. Mng. Dir.: R. R. Moskovitz; Sales: Louis Gordon. Labels: Meteor, Kristal, Saffier, Big Beat, Jazz. This company represents: Candid (USA), Musdisc (Brazil). (SEE ADVERTISEMENT)

Teal Record, 124 President St., Johannesburg. Tel.: 22-0355. Cable: Tealrec. Mng. Dir. & Int'l: A.G. J. McGrath; A&R: H. R. Friedman; Sales: J. Massey. Labels: Drum, Kalahari, President, Teal.

This company represents: Delyse (Britain), Golden Records (USA), PPX (USA), RCA (USA), Reprise (USA).

International representatives: Central African Federation (E.R.M.I. Limited), Republic of South Africa (Teal).

Troubadour Records, 1-5 Browning St., Wolhuter, Johannesburg. Tel.: 24-9157. Cable: Troubadour. Jt. Mng. Dir.: Katz & M. Fagan. Label Troubadour, Hit, FM, Manaini, Goli, Church.

Trutone, P. O. Box 9299, Johannesburg. Tel.: 33-9314. Cable: Trutone. Mng. Dir.: David G. Fine; A&R: Art Heatlie; Sales: Peter Avidon. Labels: Renown, Rave, Quality, Envee, Winner, Perel, Juweel.

This company represents: Chancellor (USA), Command (USA), Dot (USA), Roulette (USA), Starday (USA), United Artists (USA), Verve (USA), Vox (France), Westminster (USA).

● music publishers

Ardmore & Beechwood, 32 Steele St., Steeledale, Johannesburg. Tel.: 869-2661.

Arwin, P. O. Box 7447, Johannesburg. Tel.: 33-9314. Mng. Dir.: David G. Fine.

Belinda, 304/5 His Majesty's Bldg., Eloff St., Johannesburg. Tel.: 33-9439. Gen. Mgr.: Ray Walter.

Carstens-de Waal, 605 Bradford House, Johannesburg. Tel.: 22-8146. Mng. Dir.: Anton de Waal.

Dee Jay Music, P. O. Box 7186, Johannesburg. Tel.: 22-8146. Mng. Dir.: Louis Combrinck.

Good Music Africa, P. O. Box 7447, Johannesburg. Tel.: 33-9314. Mng. Dir.: David G. Fine.

Impala, P. O. Box 9973, Johannesburg. Tel.: 22-8146. Mng. Dir.: Anton de Waal.

Jaspar Music, 38 Staib St., Doornfontein, Johannesburg.

Robert Mellin, P. O. Box 7447, Johannesburg. Tel.: 33-9314. Mng. Dir.: Arthur D. Harris.

Melody, P. O. Box 7447, Johannesburg. Tel.: 33-9314. Mng. Dir.: David G. Fine.

Melotone Waves, 42 Mitchell St., Berea, Johannesburg. Tel.: 44-9412. Prop.: Olaf Andresen.

Music Pub. Co of Africa, P. O. Box 6216, Johannesburg. Tel.: 23-2111. Mng. Dir.: Ralph Trehwela.

Planetary-Kahl Africa, P. O. Box 7447, Johannesburg. Tel.: 33-9314. Mng. Dir.: David G. Fine.

Southern, 604 Silbro House, Jeppe St., Johannesburg. Tel.: 23-6222. Mng. Dir.: Glynn Taylor.

Sun Pacific Enterprises, P. O. Box 8769, Johannesburg. Tel.: 44-4345. Mng. Dir.: Gilbert Gibson.

● supplies & services

IMPORTERS & EXPORTERS

Gallo, 161 President St., Johannesburg.
Gramophone, 136 Main St., Johannesburg.
METEOR, P. O. Box 6640, Johannesburg.
(SEE ADVERTISEMENT)

Teal, 124 President St., Johannesburg.
Trutone, P. O. Box 9299, Johannesburg.

MUSIC LICENSING ORGANIZATIONS

Mechanical Copyright Protection Society, P. O. Box 4301, Johannesburg.

S.A. Society of Composers, Authors and Music Publishers, P. O. Box 9292, Johannesburg.

PRESSING PLANTS

Gallo, 161 President St., Johannesburg.
South African Broadcasting, P. O. Box 8606, Johannesburg.

Troubadour, Troubadour House, Wolhuter St., Johannesburg.

Trutone, P. O. Box 9299, Johannesburg.

RECORDING STUDIOS

E.M.I., Polliacks Bldg., Troye & President St., Johannesburg.

Gallo, 161 President St., Johannesburg.

TRADE ORGANIZATIONS

Association of the Southern African Phonographic Industry, P. O. Box 5411, Johannesburg.

Southern African Record Manufacturers and Distributors' Assn., P. O. Box 8213, Johannesburg.

SPAIN

Population: 31 million.

Per capita income: \$167.

Record sales in 1962: 3.3 million at \$4 million retail before taxes, up from 2.9 million at \$3.4 million retail in 1961.

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Records imported from U. S. (factory value): 1962—\$13,700; 1961—\$4,200; 1960—\$10,400; 1959—\$3,100.

Average retail price: 12-inch LP's—\$4; 10-inch LP's—\$3.30; EP's—\$1.25; singles—70c.

Discounting: 25%.

Stereo sales: approx. 6%.

Medium-wave radio stations: about 300.

TV stations: 2 (Madrid & Barcelona) with relays throughout country.

Raul Matas.

• record manufacturers

BELTER, Gomis 1, Barcelona 6. Tel.: 248-17-53. Cable: Belterdisc. Exec. Mgr.: Jose Ramon Battalla Altayo; A&R & Int.: Joaquin Alfonso Navas; Sales: Juan Fernandez Pareja. Labels: Belter, Saef, Arlequin.

This company represents: Atco (USA), Atlantic (USA), Carisch (Italy), Command (USA), Grand Award (USA), Meazzi (Italy), Metronome (Denmark, Germany, Sweden), Pacific (France), Palette (Belgium), Prosoids (France), Ri-Fi (Italy), Typic (France).

International representatives: Belgium (Leman & Gorle), France (Pacific), Germany (Metronome), Holland (Hosat), Maroco (Somidex), Portugal (Triunfo), Sweden (Metronome), Switzerland (Vogue), Venezuela (Serfati). (SEE ADVERTISEMENT)

CANCIONES DEL MUNDO, Carmen 20, Madrid 13. Tel.: 22164-50. Cable: Canciones. Dir.: Augusto Alguero. (SEE ADVERTISEMENT)

Carrillon, Alfonso Rodriguez Santamaria 28, Madrid. Mgr.: Mr. Kraus.

Columbia, Libertad 24, Madrid 4. Tel.: 221-10-95. Cable: Discolumbia. Sales: Francisco Florey; Intl: Mariano Jimenez. Labels: Columbia, Alhambra, Iberia.

This company represents: Barclay (France), Decca (Britain and France), Durium (Italy), Fonior (Belgium), Galleria del Corso (Italy), London (USA).

International representatives: Europe (British Decca), USA (London), Venezuela (Venevox).

Discophon, Calle Valencia 288, Barcelona 7. Tel.: 217-50-99. Cable: Discophon. Mgr.: Manuel Alavedra, Francisco S. Ortega; A&R: Francisco Ortega; Sales: Manuel Alavedra. Mgr. & A&R: Francisco S. Ortega; Mgr. & Sales: Manuel Alavedra. Labels: Discophon, Colpix, Seeco.

This company represents: Blue Bell (Italy), Canadian-American (USA), Colpix (USA), Everest (USA), Gazell (Sweden), Italdisc (Italy), Karusell (Sweden), President (France), Ronnex (Belgium), Seeco (USA), Sonet (Sweden), Supraphon (Czechoslovakia), Triola (Denmark), Tropicana (USA), Vee Jay (USA), Versailles (France).

Expinter Limitada, Zurbano 67, Madrid. Mgr.: Mr. Cabrera.

Fonograficas, Tamarit 72, Barcelona.

Fonogram, Av. De America y Hernandez Tejada, Madrid 17. Tel.: 2-67-42-00. Cable: Fonogram. Mng. Dir.: J. Sampedro; A&R: R. F. Latore, D. Leist, J. M. Quero; Sales & Intl.: Esteve. Label: Bambino.

This company represents: Archiv (Germany), Audio Fidelity (USA), Brunswick (USA), Contemporary (USA), Coral (USA), DGG (Germany), Fontana (World Wide), GNP (USA), Hi Fi (USA), Mercury (USA), MGM (USA), Pacific (USA), Philips (World Wide), Polydor (Germany), Prestige (USA), Riverside (USA).

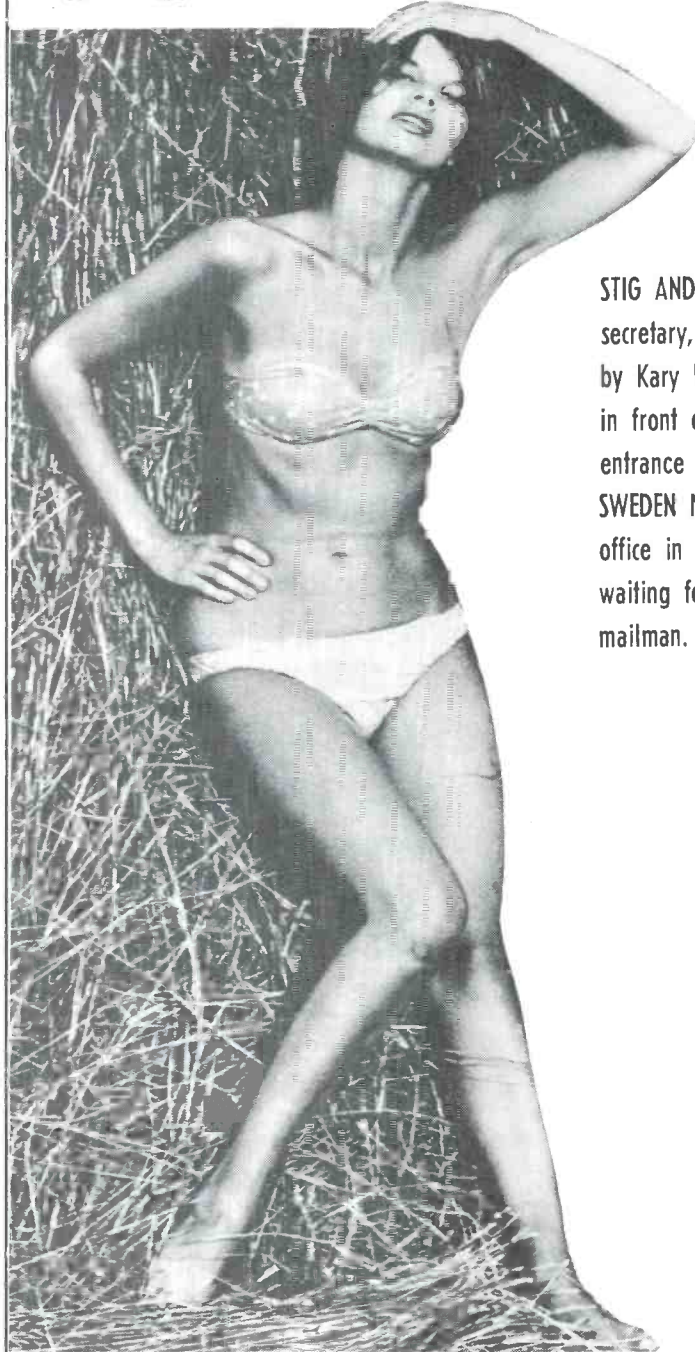
International representatives: Argentina (Phonogram), Austria (Polyphon), Australia (Philips), Belgium (Polygram), Brazil (Companhia Brasileira), Chile (Philips), Colombia (Philips), Denmark (Nordisk Polyphon), England (Philips), France (Philips), Germany (Philips), Greece (Helladisc), Holland (Phonogram), Italy (Phonogram), Japan (Victor), Mexico (Discos Universales), Norway (Norsk Phonogram), Peru (El Virrey), Portugal (Philips), Sweden (Ab Philips Sonora), Switzerland (Philips), South Africa (Gramophone Record Co.), Uruguay (Phillips), USA (Philips), Venezuela (Siemens).

Fonopolis, Ibiza 52, Madrid 9. Tel.: 273-90-00. Cable: Fonopolis. Gen. Mgr. & A&R: Luis Sanchez-Caballero; Sales: Jose Basanta Barro; Intl.: Manuel Aguado Caro.

International representatives: Italy (Rainbow), Venezuela (Ronde de Venezuela).

Hispavox, Cartagena 62-64, Madrid 2. Tel.: 256-57-00. Cable: Vox. Gen. Mgr. & Sales: Jose Manuel, Vidal Zapater; A&R: Roberto Pla & Enrique M. Karea; Intl: Luis Calvo.

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STIG ANDERSON'S secretary, pictured by Kary Lasch in front of the entrance of SWEDEN MUSIC'S office in Stockholm, waiting for the mailman.

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INTERNATIONAL DIRECTORY

(Spain cont.)

This company represents: ABC-Paramount (USA), Amadeo (Austria), Ansonia (USA), Cadence (USA), Cameo-Parkway (USA), Compagnia Generale (Italy), Chancellor (USA), Columbia (USA), Disneyland (USA), Erato (France), Festival (France), Heliodor (Germany), Le Chant du Monde (France), Discophiles Francais (France), Moonglow (Belgium), Sicamerica (Argentina), United Artists (USA), Vogue (France), Alvorada (Portugal).

International representatives: Argentina (CBS), Australia (Australian Records), Austria (Ariola), Benelux (Barclay), Brazil (CBS), Colombia, Tropical, Ecuador (IFESA), France (Barclay), Germany (Ariola), Greece (Columbia), Italy (CGD), Japan (Columbia), Peru (El Virrey), Portugal (Triunfo), Puerto Rico (Island), South Africa (Meteor), Uruguay (Antar), USA (Columbia), Venezuela (Discoteca).

ODEON, Urgel 234, Barcelona 11. Tel.: 230-22-05. Cable: Gramofono. Mng. Dir.: George Alexander; A&R: Jose Casas Auge; Sales: Antonio Alberich; Intl: Juvenal Iglesias. Labels: Voz de su Amo, Odeon, Regal.

This company represents: Capitol (USA), Discoteca (Venezuela), Dolton (USA), Epic (USA), Liberty (USA), Musart (Mexico), Rendezvous (USA), Swan (USA), Vee Jay (USA), Verve (USA), plus all companies of EMI group. International representatives: EMI affiliates and licensees. (SEE ADVERTISEMENT)

Pax, Vallehermoso 38, Madrid. Mgr.: Mr. Boeta. Philips, Po Delicias 65, Madrid. Mgr.: Mr. Sampedro. This company represents: Mercury (USA), Philips (Int'l), RCA (Int'l).

RCA, Edif. Espana, Madrid. Tel.: 241-40-93. Gen. Mgr.: Guillermo Caram.

Siemens, Marques de Riscal 11, Madrid. Mgr.: Mr. Niederleytner.

VERGARA-ALMAPRES, Paseo General Mola 4, Barcelona (9). Tel.: 2571200. Cable: Vergarasa. Dir. Gen. & Mgr.: N. Suris & A. Serra; A&R: J. Valero; Sales: J. Tulla; Intl.: O. Martorell. Label: Vergara.

This company represents: Ariola (Germany), BAM (France), Cetra (Italy), Clan Celentano (Italy), Oriole (Britain), Ricordi (Italy), Studio S.M. (France), Time (USA). (SEE ADVERTISEMENT)

Zafiro, Campomanes 10, Madrid 13. Tel.: 2-41-50-04. Chmn.: Luis Sagi; A&R: Jose Luis Navarro; Sales: Esteban Garcia Morencos; Intl: Eduardo Sancho. Label: Zafiro, Iberofon. This company represents: Bel Air (France), Ducret-Thomson (France), Fonit (Italy), Montilla (USA), Music-Jolly (Italy), Toreador (USA), PPX (USA).

• music publishers

Aberbach, Carmen 20, Madrid.

Antonio Barta, Hortaleza 18, Madrid.

AOC a De Ediciones Fono, Tamarit 72, Barcelona. Armonico-Clipper's, Rambla Cataluna 10, Barcelona.

CANCIONES DEL MUNDO

Carmen 20
Phone 221-64-50
Madrid 13 (Spain)
Cable: Canciones
Director: Augusto Alguero

Canciones Del Mundo, Carmen 20, Madrid. Columbia, Montseny 12, Barcelona. Editorial Musical Ibero Americana, Diputacion 337, Barcelona.

Gramofono-Odeon, Urgel 234, Barcelona. Hispania, Jose Antonio 31, Madrid. Hispavox, Cuesta de Santo Domingo 11, Madrid. Madrid, Mayor 27, Madrid. Musica Del Sur, Diputacion 337, P. O. Box 5219, Barcelona.

Musicales Iris, Consejo de Ciento 193, Barcelona. Musicales Sirius, Apartado Correos 792, Barcelona. Pax Discoteca Popular, Vallehermoso 38, Madrid. Quiroga, Alcalá 70, Madrid. Redola, Torre de Madrid, Madrid. Robert Mellin Iberica, Carmen 20, Madrid. S.G.A.E., Fernando VI, 4, Madrid. Teclado, Andres Borrego 5, Madrid. Union Musical Espanola, Carrera de San Jeronimo 26, Madrid.

• supplies & services

TRADE ORGANIZATIONS

Sinfonola, Camino Valdeiribas (Puente Vallecas), Madrid.

RECORDING STUDIOS

BELTER, Gomis 1, Barcelona 6. (SEE ADVERTISEMENT)

Odeon, Urgel 234, Barcelona. Columbia, General Zumalacarrequi 3, San Sebastian. Hispavox, Cartagena 64, Madrid. Philips, Po, Delicias 65, Madrid. RCA, Avda. de America y Hernandez Tejada, Madrid. Fonopolis, Ibiza 52, Madrid.

PRESSING PLANTS

Odeon, Urgel 234, Barcelona. Columbia, General Zumalacarrequi 3, San Sebastian. Hispavox, Cartagena 64, Madrid. Iberofon, Carretera del Pardo 37, Madrid. Philips, Po Delicias 65, Madrid. RCA, Avda. de America y Hernandez Tejada, Madrid.

SWEDEN

Population: 8 million.

Number of homes with record players: Approx. 800,000.

Record sales, 1962 (at retail): \$10 million up from \$8.5 million in 1961, \$8.8 million in 1960.

Unit sales, 1962: LP's—710,000 (down from 750,000 in 1961); EP's—1.9 million (down from 2.8 million in 1961); singles—1.9 million (up from 1.1 million in 1961).

Records imported from the USA (factory value): 1962—\$183,700; 1961—\$239,400; 1960—\$486,300; 1959—\$297,000.

Average retail price: LP's \$4; EP's \$2; Singles \$1.25.

Discounting: Occasional.

Records clubs: Sold an estimated 30% of all records.

Stereo: 15% of all LP's.

Radio stations: 1 (with 3 channels).

TV station: 1.

Juke boxes: Approx. 2,000.

Record distribution: Manufacturer to dealer.

Henry Fox

• record manufacturers

Brilliant Records, Marmorvagen 6, Upsala. Tel.: (018) 48015. Pres.: Sven Gudmundson.

Burgess Music, Bjorkvagen 4, Bohus. Tel.: (031) 680828. Pres.: Heinz Burgemeister.

Cupol, Katarina Bangata 17, Stockholm So. Tel.: 233055. Cable: Cupol. Pres.: Helge Roundqvist. Labels: Cupol, Palette.

This company represents: Big Top (USA), Cetra (Italy), Embassy (USA), Nashville (USA), Palette (USA), Tono (Denmark), Triola (Norway), Vega (Italy).

Fonogram, Pipersgatan 29, Stockholm. Tel.: 54100. Pres.: Leif Kronlund.

Fortuna Forlags, Kungsgatan 56, Stockholm. Tel.: 200697. Pres.: Henry Fox.

Fralingsarmens Handelsavd, Ostermalmsgat 79, Stockholm. Tel.: 631700. Pres.: Harry Floby.

Filadelfia, Surbrunnsgatan 42, Stockholm. Tel.: 349380. Pres.: Sven Lindahl.

Electra, Ankdammsgatan 5, Solna, Stockholm. Tel.: 820480. Cable: Tefunk. Pres.: Sixten Eriksson; A&R: Carl-Erik Hjelm. Labels: RCA, Decca, Barben, Swedish Society, Discophil, Sagoton, Telefunken, Warner Bros.

This company represents: Brunswick (USA), Camden (Britain), Felsted (Britain), London (Britain), RCA (USA).

Ibra Radio AB, Sveavagen 34, Stockholm. Tel.: 240130. Pres.: Hans Carlsson.

Jazz Records, Nynasvagen 333, Enskede. Tel.: 392988. Pres.: Gunnar Lindqvist.

KARUSELL, Frammasbacken 4, Solna. Tel.: 272670. Cable: Karusell. Pres.: Carl Niren & Simon Brehm; A&R: Simon Brehm. Labels: Karusell, Joker, Primula.

This company represents: ABC-Paramount (USA), Ariola (Germany), Durium (Italy), Reprise (USA), Swan (USA), Vee Jay (USA). (SEE ADVERTISEMENT)

Kaskad, Solvagen 8, Stockholm. Tel.: 44 40 87. Pres.: Lennart Broberg.

Knappupp, Drottninggatan 81 B, Stockholm. Tel.: 240720. Cable: Ralvopro. Pres.: Felix Alvo; A&R: Allan Johansson. Labels: Knappupp, Triola, Megafon.

This company represents: Bella Musica (Italy), California (USA), Dot (USA), Kapp (USA).

LDR, Agatan 57, Linköping. Tel.: 41440. Pres.: Ingemar Lind-Sven Wass.

Megafon, Skarsgatan 5, Gotheburgh. Tel.: (031) 40 30 75. Pres.: Lars-Gunnar Andersson.

Metronome Records, Delagatan 6, Stockholm. Tel.: 203508. Cable: Metrorec. Pres.: Mats Bjerke; A&R: Anders Burman; Sales & Intl: Borje Ekberg. Labels: Metronome, Snurrskivan.

This company represents: Atco (USA), Atlantic (USA), Barclay (France), Cadence (USA), Disneyland (USA), New Jazz (USA), Prestige (USA). International representative: Germany (Metronome).

Morgonstjarnans Forlag, Kungsholmsgatan 20, Stockholm. Tel.: 516387. Pres.: Marta Ahlin.

Philips-Sonora, Kungsgatan 29, Stockholm C. Tel.: 23 41 45. Cable: Sonora. Pres.: Bo Lofberg; A&R: Gote Wilhelmson. Labels: Dux, Fontana, Sonora, Sonata.

This company represents: Caedmon (USA), CBS-Colombia (USA), Golden Guinea (Britain), Jazzland (USA), Mercury (USA), Pye (Britain), Riverside (USA).

Scan-Disc, Grevturegatan 38, Stockholm. Tel.: 67 99 14. Pres.: Ronald Sjogren.

SKANDINAVISKA GRAMMOFON, Sandhammsgatan 39, Stockholm No. Tel.: 670960. Cable: Grammophon. Pres.: Anders Holmstedt; A&R: Ivan Nordstrom. Labels: Odeon, HMV, Columbia, Sakral.

This company represents: Capitol (USA), Liberty (USA), Imperial (USA), MGM (USA), Parlophone (Britain), Pathe (France), Stateside (USA). (SEE ADVERTISEMENT)

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(Sweden cont.)

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This company represents: Bel Air (France), Colpix (USA), Hispavox (Spain), Roulette (USA). (SEE ADVERTISEMENT)

Svenska Missionsforbundets Forlag, Tegnerg 8, Stockholm. Tel.: 34 96 80. Pres.: Bertil Johanson.

Svenska Siemens, Norra Stationsgatan 63-65, Stockholm. Tel.: 229640. Cable: Siemens. Pres.: Eric Nyholm; A&R: Sture Wahlberg. Label: Polydor.

This company represents: Archiv Production (Germany), Cantate (Germany), Command (Germany), Coral (USA), Deutsche Grammophon (Germany), Heliodor (Germany), Heliodor Westminster (Germany), United Artists (USA), Verve (USA).

Sveriges Radio Ab, Oxenstiernsgatan 2, Stockholm. Tel.: 63 10 00. Mgr.: Manne Ginsburg.

Swereco AB, Huvudskarsvagen 16, Johannessov. Tel.: 39 32 00. Pres.: Arne Settervall.

Viking Records, Byggmastaregatan 11, Lund. Tel.: (412) 11450. Pres.: Urban Larsson.

Willfox, Holbergsgatan 95, Stockholm. Tel.: 87 40 24. Pres.: Henry Fox & Bo All.

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Andersons Musikforlag AB, Sodra Forstadsгатan 6, Malmo. Tel.: (040) 23659. Pres.: Aka Andersson.
Barfon (see Belinda)
Belinda (Scandinavia), Drottninggatan 65, Stockholm C. Tel.: 11 62 40. Pres.: Ake-Gerhard Larsson.
BENS MUSIC AB, Brahegatan 24, Stockholm O. Tel.: 617530. Pres.: Stig Andersson. (SEE ADVERTISEMENT)
Broadway Music (see Bens).
Cedarwood (see Belinda).
Der Musikus, Farkostvagen 8, Lidingo 1. Tel.: 65 12 30. Pres.: Hans Busch.
Dominion AB, Dalag 6, Stockholm. Tel.: 20 33 63. Pres.: B. Goran Edling.
Edition City (see Belinda).
Edition Liberty AB, Ankdammsgat 5, Stockholm. Tel.: 820480. Pres.: Sixten Ericsson.
Edition Lunden, Bromsvagen 25, Alvsjo. Tel.: 47 35 46. Pres.: Walter Cohn.
Lundquist AB, Surbrunnsgatan 30, Stockholm. Tel.: 34 55 20. Pres.: Einar Hylin.
Edition Odeon AB, Sandhamsgatan 39, Stockholm. Tel.: 67 20 40. Mgr.: Ivan Nordstrom.
Edition Sylvain (see Ehrlingforlagen).
Ehrling & Lofvholm, Pipersgat 29, Stockholm. Tel.: 54 19 00.
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Europaproduktion (see Belinda).
Edition City (see Belinda).
Filadelfia AB, Rorstrandsgatan 5, Stockholm. Tel.: 34 93 80. Mgr.: Sven Lindahl.
GEHRMANS MUSIKFORLAG AB, Vasagatan 46, Stockholm. Tel.: 10 09 52. Pres.: Lennart Bagger-Sjoberg. (SEE ADVERTISEMENT)
Gronstedts Musik, Borgaragarn 4, Stockholm. Tel.: 69 22 07. Pres.: Karl Gronstedt.
Karin Musik (see Dominion).
Kejving Musik AB, Bastugatan 45, Stockholm. Tel.: 417100. Pres.: Walter Kejving.
Kultisforlaget, Gjutargatan 10, Stockholm. Tel.: 52 18 15. Pres.: Rune Edwin Gnestadius.
Lani Music AB, Hantverkargatan 62, Stockholm. Tel.: 53 53 00. Pres.: Yngve Stoor.
Lois (see Belinda).
Melodiforlaget (see Kultisforlaget).
Morgonstjarnans (see Ahlins).
Mozart Edition (see Edition Lunden).
Multitone (see Dominion).
Musik AB, Westin & Co., Hornsgatan 94, Stockholm. Tel.: 68 02 00. Pres.: Ake Johanneson.
Musikaliska Knuten, Idrottsvagen 52, Norrviken. Tel.: 84 06 77. Pres.: Uno Ullven.
Essex (see Reuter & Reuter).
Nils Georgs Musik (see Ehrlingforlagen).
Nordiska Musikforlaget AB, Pipersg 29, Stockholm. Tel.: 54 19 00. Pres.: Leif Kronlund.
Progressive (see Dominion).
REUTER & REUTER FORLAGS AB, Regeringsgatan 45 Stockholm C. Tel.: 23 49 85. Pres.: Lonnart Reuterskjold. (SEE ADVERTISEMENT)
Rymus AB, Kungsgatan 56, Stockholm C. Tel.: 200697. Pres.: Henry Fox.
Scala Musik (see Reuter & Reuter).
Schlagerforlaget Musik AB (see Lani).
Sonet Music, Artemisgat 24, Stockholm. Tel.: 67 05 40. Pres.: Sven Lindholm.
Sonora Musikforlag AB, Kungsgatan 29, Stockholm. Tel.: 23 41 48. Mgr.: Sture Borgedahl.
Southern Music AB, Grevturegatan 38, Stockholm. Tel.: 67 99 10. Pres.: Ronald Sjogren.
Spanka Music (see Bens Music).
Modern Music (see Stockholms Musikpr.).
Stockholms Musikproduktion, Drottninggatan 55, Stockholm. Tel.: 216997. Pres.: Felix Stahl.
Succemelodier (see Stockholms Musikpr.).
SWEDEN MUSIC (see Bens Music) (SEE ADVERTISEMENT)
THORE EHLING MUSIK (see Ehrlingforlagen). (SEE ADVERTISEMENT)
Wessman & Petterson, Adelsgatan 5, Visby. Tel.: 101 11. Pres.: Hans Petterson.

● supplies & services

PRESSING PLANTS

Alpha, Esplanaden 10, Sundbyberg.
Champion Radio, Rorstrandsgatan 37, Stockholm VA.
Record, Norrbackagatan 1, Stockholm VA.
Svensk Grammfonindustri, Bro.

RECORDING STUDIOS

Como Studio, Karlbergsvag 57, Stockholm.
Europa Film, Annedalsvagen 29, Sundbyberg.
Studio Noro, Rorstrandsgatan 29, Stockholm.
Sveriges Radio, Box 955, Stockholm 1.

TRADE ORGANIZATIONS

Grammofonleverantoreernas Forening, Regeringsgatan 15, Stockholm 16.
Svenska Musikforlaggareforeningeo, Drottninggatan 81, Stockholm C.
Svenska Musikhandlareforeningen, Scheelegatan 24, Stockholm K.

SWITZERLAND

Population: 5,529,000.

Record sales, 1962: LP's—700,000 at \$3 million retail; EP's—1.7 million at \$3.1 million retail; singles—1.5 million at \$1.6 million retail.

Records imported from U. S. (factory value): 1962—\$185,100; 1961—\$252,500; 1960—\$453,200; 1959—\$220,800.

Total market: \$7.75 million retail, of which 90% derives from imported records.

Origin of music on pop records: Domestic—3%; U. S.—35%; European—62%.

Discounting: none.

Record club sales: not included in above figures.
Stereo: On 12-inch LP's only, total 15% of all LP's.

Retail prices: 12-inch pop mono LP's, \$5; 12-inch pop stereo LP's, \$5.47; 12-inch classical mono LP's, \$6.28; 12-inch classical stereo LP's, \$6.86; EP's—\$1.78; singles—\$1.10.

Division of total market by value: U. S. pop, 22%; European pop, 38%; National folk, 8%; jazz, 8%; classical, 24%.

Important regulations: 5.4% tax on wholesale price. SUIZA (mechanical copyright) 8% on retail price.

● record manufacturers

Coda, Brunnenstr. 26, Zurich 49. Tel.: (051) 56-70-60. Cable: Codamusic. Gen. Mgr.: Anton Peterer.
Interdisc, Via Parinelli P. O. Box 48, Lugano 1. Tel.: 3-20-93. Mgr.: Alan Bates.
Jacklin, Zurich.
This company represents: EMI (Britain).
Mercury, 6 Quai du Mont Blanc, Geneva. Tel.: 32-87-10. Cable: Merrecord. Dir. Int. Divn.: Bricc Somers.
MUSIKVERTRIEB, Badenerstr. 555, Zurich 40. Tel.: (051) 54-97-54. Cable: Musikvertrieb. Pres.: M. A. Rosengarten. Sales: L. Schmucki.
This company represents: Ariola (Germany), Barclay (France), Bel-Air (France), Capitol (USA), Decca (Britain), Dot (USA), Discreet-Thomson (France), Elite Special, Eurodisc (Germany), Felsted (USA), Festival (Australia), Galleria del Corso (Italy), Hed-Arzi (Israel), Imperial (USA), L'Oiseau Lyre (France), London (USA), RCA (USA), Telefunken (Germany), Warner Bros. (USA). (SEE ADVERTISEMENT)
Philips, Edenstr. 20, Zurich 27. Tel.: (051) 25-86-10. Cable: Argenta. Gen. Mgr.: Dr. W. Muri; Sales: A. Duchable. Labels: Philips, Fontana, Mercury.
This company represents: Audio Fidelity (USA), Bluesville (USA), Critere (France), Jazzland (USA), Moodsville (USA), Pacific Jazz (USA), Pergola (France), Riverside (USA), Swingville (USA), Vee Jay (USA), World Pacific (USA).
International representatives: Austria (Philips), France (Philips), Germany (Philips), Holland (Philips).
RCA International, Case 127 Mont Blanc, Geneva. Peter Baumberger.
Siemens, Lowenstr. 35, Zurich.
This company represents: DGG (Germany), MGM (USA).

● music publishers

Coda, Brunnenstrasse 26, Zurich. Tel.: (051) 56-70-60. Gen. Mgr.: Anton Peterer.
Edifo, Badenerstrasse 334, Zurich. Tel.: 54-64-77.
Eulenbug Stockerstr. 37, Zurich.
Helbling, Volketswil, Zurich.
Impact, Via delle Scuole 10, Cassarate. Tel.: 3-20-94. Dir.: Ron Kass.

Interton, Weidstrasse 11, Ulster ZH.
MUSIKVERTRIEB A. G. ZÜRICH, Badenerstrasse 555.
Zürich 40. (SEE ADVERTISEMENT)
Sidem, 8 rue de Hesse, Geneva. Tel.: 25-59-55.
Mgr.: Heinz Liechli.
Southern, Hauptpostfach 617, Zurich.

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Dir.: Ron Kass.
SUISA (Societe Suisse des Auteurs Et Editeurs),
General Guisan Quai 38, Zurich 27. Tel.: 25-
77-00. Dir.: Mr. Kundert.

RECORDING STUDIOS

Gamma Studio, Beckenhofstrasse 22, P. O. Box
235, Zurich 35.

THAILAND

Population: 21.5 million.
Records imported from U. S. (factory value): 1962—
\$131,100; 1961—\$102,300; 1960—\$73,200; 1959—
\$76,700.

● record manufacturers

Cathay, Charoenkrung Rd., Bangkok.
Kamol Sukosol, P. O. Box 178, Bangkok.
Ngekchuan, P. O. Box 405, Bangkok.
Rabbit, 96-102 Phrasumaen Rr., Bangkok.

● supplies & services

IMPORTERS & EXPORTERS

Kamol Sukosol, P. O. Box 178, Bangkok.
Ngekchuan, P. O. Box 405, Bangkok.

PRESSING PLANTS

Virulhatthakich, c/o Kamol Sukosol, P. O. Box
178, Bangkok.
Srikrung Sound Film, 62 Sri Krung Lane., Bagkapi,
Bangkok.

RECORDING STUDIO

Kamoli Sukosol, P. O. Box 178, Bangkok.

TRINIDAD

Population: 817,000.
Records imported from U. S. (factory value): 1962—
\$51,700; 1961—\$51,800; 1960—\$63,500; 1959—
\$71,400.

● record manufacturers

Cook-Caribbean, 26 Sackville St., Port-of-Spain.
International Recording, 8 Dundonald St., Port-of-
Spain. Tel.: 52337. Cable: Interecord. Mng.
Dir., A&R & Sales: Leslie C. D. Lucky-Samaroo.
Label: Tropic.
This company represents: RCA Camden, RCA
Victor, Ultra Audio, United Artists.

● supplies & services

PRESSING PLANTS

Cook-Caribbean, 26 Sackville St., Port-of-Spain.
Federal Music, 8 Dundonald St., Port-of-Spain.
International Recording, P. O. Box 517, Port-of-
Spain.
West Indies Telecommunications & Electronics, P. O.
Box 890, Port-of-Spain.

TURKEY

Population: 26.8 million.
Records imported from U. S. (factory value): 1962—
\$8,800; 1961—\$22,100; 1960—\$6,800; 1959—
\$8,700.

Billboard 1963-1964 International Music-Record Directory

● record manufacturers

Gramofon Limited Sirketi, Halkali Caddesi 85, Yesil-
koy, Istanbul. Tel.: 73 89 76. Cable: Gramo-
turk. Mng. Dir.: L. A. Collins. Labels: EMI,
His Master's Voice, Columbia, Odeon, Pathe,
Capitol.
This company represents: Capitol (USA), Colum-
bia (Britain), HMV (Britain), Pathe (France),
Parlophone (Britain), Stateside (Britain), Warner
Bros. (USA).
International Representative: EMI (Internation-
ally).

Melodi, Istiklal Caddesi, Saka Selim Sokak 7,
Istanbul. Tel.: 44-26-36. Pres.: Kayihan Cagla-
yan; Sales: Salim Kabar; Int'l: Nuran Ucuu.

● supplies & services

PRESSING PLANTS

Melodi, Yueksel Caddesi 8, Kizilay, Ankara.

URUGUAY

Population: 3 million.

Average monthly income: \$140 (\$110 for office
workers).

Records sold in 1962: No statistics. Estimated 80-
000 record players sold, of which 50,000 were
three-speed.

Average price: Mono LP's—\$3.40; stereo LP's—\$4;
Singles (33 and 78 r.p.m.)—65 cents; 33 doubles—
\$1.30.

Records imported from U. S. (factory value): 1962
—\$3,400; 1961—\$17,400; 1960—\$3,500; 1959—
\$1,900.

Record clubs: None.

Type of distribution: Manufacturer to retailer, with
30% markup.

Radio stations: Montevideo—13 long-wave; 8 long
and short-wave.

TV stations: 4 channels in Montevideo.

Alberto Maravi

● record manufacturers

Clave I.E.M.S.A., Maldonado 1049, Montevideo.
Pres.: Leon Jurburg.
This company represents: Ansonia (USA) Conti-
nental (Brazil), Dimsa (Mexico), Fuentes (Co-
lumbia), Kubaney (USA), London (Britain, USA),
Microfon (Argentina), MGM (USA), Seeco (USA),
TK (Argentina).
International representatives: Argentina (Micro-
fon, TK), Brazil (Continental), Colombia (Fuen-
tes), Mexico (Dimsa, Orfeon), USA (Ansonia,
MGM, Kubaney, Seeco, London), Uruguay
(Clave).

Editorial Antar Republica 1613, Montevideo. Tel.:
406300. Cable: Antar. Pres.: Dr. Elbio Jimenez;
Sales: Angel Lisanti; Int'l: Walter Mandacén.
Labels: Copacabana, RGE, Cetra, Disc-Jockey.
This company represents: Copacabana (Brazil),
Cetra (Italy), Disc-Jockey (Argentina), Ducretet
Thompson (France), Erato (France), Hispavox
(Spain), H&R (Argentina), Les Discophiles
(France) MAG (Peru), Opus (Argentina), Peerless
(Mexico), Pallette (Belgium), RGE (Brazil),
Serenata (Argentina), Telefunken (Germany),
United Artists (USA), Vox (USA).
International representatives: Argentina (Disc-
Jockey, H&R, Opus, Serenata), Belgium (Pallette),
Brazil (RGE, Copacabana), France (Ducretet
Thompson, Erato, Les Discophiles (Francais), Ger-
many (Telefunken), Italy (Cetra), Mexico (Peer-
less), Peru (Mag), Spain (Hispavox), USA
United Artists, Vox), Uruguay (Antar).

Edward Radio, Colonia 1380, Montevideo. Tel.:
91833. Pres.: Oscar Museffi; Int'l: Segundo
Fernandez. Label: Chantecler, Rosicler.
This company represents: Bemol (Argentina),
Chantecler (Brazil), Rosicler (Brazil), Supertone
(Germany), Velvet (Cuba), Edward (Uruguay).
International representatives: Argentina (Bemol),
Brazil (Chantecler, Rosicler), Cuba (Velvet),
Germany (Supertone), Uruguay (Edward).

Palacio de la Musica, 18 De Julio 1100, Monte-
video. Tel.: 80113. Cable: Palacio de la
Musica. Pres.: Ricardo Gioscia; Sales Ricardo
Gioscia Jr.; Int'l: Americo Albano. Label:
Orfeo.

This company represents: Angel (USA), Decca
(USA), Capitol (USA), Liberty (USA), Odeon
(Brazil, Argentina, Chile), Orfeo (Uruguay,
Mexico (Musart), Warner Bros. (USA),
International representatives: Argentina (Odeon),
Brazil (Odeon), Chile (Odeon), Mexico (Musart),
USA (Angel, Decca, Liberty, Capitol, Warner
Bros.).

Philips, Uruguay 1287-5 Piso, Montevideo. Tel.:
95641. Cable: Philips. Dir.: Enrique Lazzano.
This company represents: ABC-Paramount (USA),
Archiv (Germany), DGG (Germany), Mercury
(USA), Polydor (Argentina), Philips (Holland),
Roulette (USA), Tico (USA).

International representatives: Argentina (Philips),
Brazil (Philips), Germany (DGG, Polydor, Archiv),
Holland (Philips), USA (ABC-Paramount, Mer-
cury, Roulette, Tico).

Praos, 18 de Julio, 1080, Montevideo. Tel.: 95034.
Cable: Casa Praos. Pres.: Eduardo Miranda.

This company represents: Gema (Cuba), Montilla
(USA), Musidisc (Brazil), Venevox (Venezuela).
International representatives: Brazil (Musidisc),
Cuba (Gema), USA (Montilla), Venezuela (Vene-
vox).

RCA Victor, 18 de Julio 841, Montevideo. Tel.:
97854. Cable: Victory. Top Exec.: Rafael Lupo.
This company represents: Fermata (Argentina),
RCA Camden (USA), RCA Victor (USA), VIK
(Argentina), "X" (Argentina).
International representatives: Argentina ("X",
Fermata), USA (RCA Victor, RCA Camden).

Sondor, Nicaragua 1473, Montevideo. Tel.: 27530.
Cable: Sondor. Pres.: Enrique Abal Salvo; A&R:
Pablo Echevarria.
This company represents: Columbia (USA), Dot
(USA), Music Hall (Argentina), Reprise (USA),
Sonoradio (Peru).

International representatives: Argentina (Music
Hall), Peru (Sono Radio), USA (Columbia, Dot,
Reprise).

Tonodisc, Constituyentes 1903, Montevideo. Pres.:
Jorge Esperon; A&R: Nestor Paez.
This company represents: Grand Award (USA),
Hickory (USA), Jubilee (USA), Kapp (USA), Time
(USA), Tonodisc (Argentina), Trans Atlas (USA),
Westminster (USA).

International representatives: Argentina (Tono-
disc), USA (Grand Award, Hickory, Jubilee, Kapp,
Trans Atlas, Westminster).

● music publishers

Campos (Palacio de la Musical), 18 de Julio 1100,
Montevideo. Tel.: 80113. Ricardo Gioscia.

Edami (branch of Southern and Peer), Juan Jackson
1410, Montevideo. Tel.: 401540. Gladys Alvarez
de Mancusso.

● supplies & services

MUSIC LICENSING ORGANIZATIONS

Asociacion General de Autores del Uruguay (AGADU),
Canelones 1330, Montevideo. Tel.: 83188. Gen.
Dir.: Luis Alberto Zeballos.

PRESSING PLANTS

Editorial Antar, Republica 1613, Montevideo.
FIMASA (Palacio de la Musica), Nueva York 1176,
Montevideo.
Sondor, Rio Branco 1536, Montevideo.

U.S.S.R.

Population: 218 million.

Records imported from U. S. (factory value): 1961—
\$1,700; 1960—\$1,500.

Records exported to U. S. (factory value): 1962—
18,600 (value \$18,100); 1961—59,200 (value
\$42,800); 1960—31,300 (value \$31,600); 1959—
11,300 (value \$4,400).

● record manufacturers

V/O Mezhdunarodnaya Kniga, Moscow 200. Tel.:
4-10-22. Cable: Mezhnkiga. Label: MK.

(Continued)

VENEZUELA

Population: 8 million, approx.
Per capita income: \$130 monthly.
Record sales: In 1961, approx. 2 million LP's and 250,000 singles.
Records imported from U. S. (factory value): 1962—\$313,500; 1961—\$444,200; 1960—\$916,500; 1959—\$1,893,200.
Discounting: Approx. 25% at retail.
Stereo sales: About 10% of LP's.
Distribution system: manufacturer to dealer.
Radio: 85 stations.
TV: 4 stations.
Juke boxes: 12,000.
Important regulations: It has been illegal to import foreign records for direct sale. Only classical records may be imported. It is also illegal to import musical tape recordings for re-recording.
 Alvaro Penalvar C.

● **record manufacturers**

Antor, Edificio Yoraco, Piedras a Puente Restaurador, Caracas. Gen. Mgr.: Jose Antor; A&R: Juan Antor; Sales: Prudencio Vidal Sanchez.
This company represents: Ariel (Mexico), Atlantic-Atco (USA), Disma (Mexico), Maya (Mexico), Music (Italy), Orfeon (Mexico), Vogue (France).
Canario, Bomboneria La Nueva, Torre a Madrices, Caracas. Gen. Mgr.: Ignacio Perez.
Carish, Edf. Los Andes, Las Acacias, Caracas. Tel.: 71-54-16.
Discoteca, Avenida El Paseo 19, Los Rosales, Caracas. Tel.: 61-02-37. Cable: Ladicoteca. Pres.: Wilhelm Ricken; Sales: Bernard Brecht.
This company represents: CBS (USA), Command (USA), Dot (USA), Hispavox (Spain), Plaza (Brazil).
Distribuidora Nacional de Discos, Rio a Puente Soublette, Edf. Andrea Doria, Caracas. Tel.: 42-20-19. Cable: Disnadisco. Pres. & A&R: Jose Pages; Sales: Gumersindo Miranda. Label: Velvet.
This company represents: Audio Fidelity (USA), Discuba (Latin, N. Y.).
International representatives: Argentina (RCA), Colombia (Velvet), Mexico (Velvet), Peru (Velvet), Spain (Cubalegre), USA (Caribbean, Kubaney).
Fabrica Venezolana de Discos, Tinajitas a Agua de Salud 96, Caracas. Tel.: 81-96-91. Cable: Favedica. Pres., A&R & Int'l: Cesar Roldan; Sales: Juan Manuel Lugo. Label: Discomoda.
This company represents: Ansonia (Puerto Rico), Cameo-Parkway (USA), Musicdisc (Brazil), Music Hall (Argentina), Odeon-EMI (Britain-International), Serenata (Argentina), TK (Argentina), Tropical (Colombia), Vergara (Columbia), Warner Bros. (USA).
International representatives: Colombia (Tropical), International (EMI), Mexico (Peerless), USA (Miami).
R. Gomez Rueda & Segura, Miranda a Madaderos, Edificio Caracas, Caracas. Tel.: 41-52-91. Cable: Robogomer. Pres.: Roberto Gomez Rueda; Gen. Mgr.: Antonio J. Segura.
This company represents: Fuentes (Colombia).
Gramcko, Miranda a Madedero, Edf. Gramcko, Caracas. Tel.: 41-73-50. Gen. Mgr.: C. Gramcko.
Palacio de La Musica, Guayabal a Venado 4-1, Caracas. Tel.: 42-88-26. Cable: Pamusica. Pres.: Herbert Benjakab; A&R: Miguel Angel Pina; Sales & Int'l: Ernesto Aue. Label: Palacio.
This company represents: Colpix (USA), Copacabana (Brazil), Eco (Mexico), Falcon (USA), Imperial (USA), London (USA), Maype (USA), Peerless (Mexico), Seeco (USA), Suaritos (USA), United Artists (USA).
International representatives: Argentina (Polydor), Brazil (Copacabana), Germany (Polydor), Japan (Polydor, Mexico (Peerless), Portugal (Rapsodia), Uruguay (Polydor).
Panart de Venezuela, Misericordia a No Pastor, Edf. Behrens 60, Caracas. Tel.: 55-67-00. Cable: Recabe. Gen. Mgr: Rene Castro Vega; Sales: Hilario Velis; Pres. & Int'l: Ramon Sabat.
This company represents: Chancellor (USA), Maezzi (Italy), Panart (USA).

RCA de Venezuela, Edf. Galerias Miranda, Ave. Fco. de Miranda, Chacao-Caracas. Tel.: 33-97-21. Cable: Radiointer. Pres.: Carl E. Treutle; A&R: Cuno Fredrich; Sales & Int'l: Alfredo Mayorca. Label: RCA Victor.
This company represents: RCA Victor. (Int'l).
Rondo de Venezuela, San Marino 20, Chacao-Caracas. Tel.: 41-25-78. Cable: Rondesa. Pres.: E. Fajardo Velasquez; A&R, Sales & Int'l: Stanley Steinhilber. Labels: Ronde, Mara.
This company represents: Ariola (Germany), Bel Art (Mexico), Chant du Monde (France), Clan Celentano (Italy), COR (Spain), Discofonia (Argentina), Everest (USA), Fonopolis (Spain), Jaguar (Italy), Marpar (Uruguay), Pop (France), Pye (Britain), Reprise (USA), Ri-Fi (Italy), Tony Dallara Enterprises (Italy).
Serfaty, Esquina Las Piedras, Edf. Las Piedras, Planta Baja, Caracas. Tel.: 41-81-01. Cable: Serfaty. Pres.: Rafael Serfaty; A&R: Jamie Serfaty; Sales: Delfina Gonzales. Labels: Serfaty, Turpial.
This company represents: Alegria (Mexico), Belter (Spain), Fonit (Italy), Iberofon (Spain), Pacific (France), Zafiro (Spain).
Siemens Venezolana, Avn. Principal Los Ruices, Urbanizacion Los Ruices, Estado Miranda. Tel.: 34-85-31. Pres.: Wolfgang Seelig; Sales: Harry Alex.
This company represents: ABC Paramount (USA), Mercury (USA), MGM (USA), Philips (Holland), Polydor (Germany), Verve (USA).
Sonus, Piedras a Puente Restaurador, Edf. Yoraco, Planta Baja, Caracas. Tel.: 41-20-11. Cable: Sonus. Pres.: Jose Rodriguez; Mgr.: Antonio Valenilla; Sales: Santiago Herrera; A&R & Int'l: Johnny Quiros. Labels: Sonus, Sonovox.
This company represents: Chantecler (Brazil), Disc Jockey (Argentina), Marvela (Peru), Orion (Ecuador), MAG (Peru), RGE (Brazil), Sonolux (Colombia), Sonoradio (Peru).
International representatives: Argentina (Disc Jockey), Brazil (Sonus), Columbia (Sonolux), Ecuador (Orion), Peru (MAG), Puerto Rico (Marvela).
Vene Vox, Calle Capitolio, Boleita-Caracas. Tel.: 34-82-52. Cable: Venevox. Pres.: Charlie Biederman. Label: Ven Vox.
This company represents: Barclay (France), Disneyland (USA), Festival (France), Italdisc (Italy), Ondina (Colombia).

● **music publishers**
 Peer Int'l., Edf. Bella Vis, Depta. Bella Vista, Caracas.

● **supplies & services**
IMPORTERS
 Don Disco, Veroes a Ibarra 1-2, Av. Urdaneta, Caracas.
 Distribuidors Musical, El Cristo, Esquina El Cristo.

MUSIC LICENSING ORGANIZATIONS
 Asociacion Venezolana de Autores y Compositores, Edf. Caumuri, Calle Real de Sabana Grande, Caracas.

PRESSING PLANTS
 Insove, Carretera Los Teques, Urbanizacion Paez, Las Adjuntas, Caracas.
 Fabrica Nacional de Discos, Carretera El Junquito, Kilometro 15, Caracas.
 Fabrica Venezolana de Discos, Tinajitas a Agus Salud 96, Caracas.
 Grabaciones Antor, Calle Baruta 60, El Valle, Caracas.
 Grabaciones de America, Piedras a Pte. Restaurador, Caracas.
 Industria Nacional del Sonido, Calle Capitolio, Boleita-Caracas.
 Venezolana de Grabaciones Vega, Rio a Puente Soublette, Caracas.

RECORDING STUDIOS
 Estudios Gonzalezito, Calle Branger, Los Rosales, Caracas.
 Grabaciones Vega, Rio a Puente, Soublette, Caracas.

TRADE ORGANIZATIONS
 Asociacion Venezolana de Fabricantes y Productores de Discos (Prodisco), Edificio Java, Dolores a Fuente Soublette, Caracas.

VIET NAM

Population: 29 million.
Records imported from U. S. (factory value): 1962—\$20,700; 1961—\$21,400; 1960—\$29,700; 1959—\$10,200.

● **supplies & services**

PRESSING PLANTS

Asia Disques, 626 Ham Tu Quay, Cholon.
 Xuong To Van Ngoc, 49 Pasteru St., Saigon.

VIRGIN ISLANDS

Population: 32,000.

● **record manufacturer, importer, rec. studio**

Tony's Record Shop, 1 Regjerings Gade, Charlotte Amelie, St. Thomas. Owner: Antonio Jimenez-Benvenutti.

YUGOSLAVIA

Population: 18.7 million.

Number of homes with record players: Approx. 400,000.

Records sold: Approx. 2.5 million, broken down 40% single, 40% EP's 20% LP's in 1961. Production in 1962 was scheduled to increase sharply to meet unfilled demands, but no statistics are as yet available.

Records imported from U. S. (factory value): 1962—\$22,700; 1961—\$25,800; 1960—\$4,700; 1959—\$5,900.

Records exported to U. S. (factory value): 1962—500 (value \$300); 1961—1,500 (value \$2,500); 1960—2,200 (value \$2,200); 1959—7,600 (value \$4,800).

Average retail price: LP's—\$1.75 to \$3.50; EP's—\$1 to \$1.10; Singles—55c to 65c.

Important regulations: all industry and commerce is state-controlled.

Mario de Luigi.

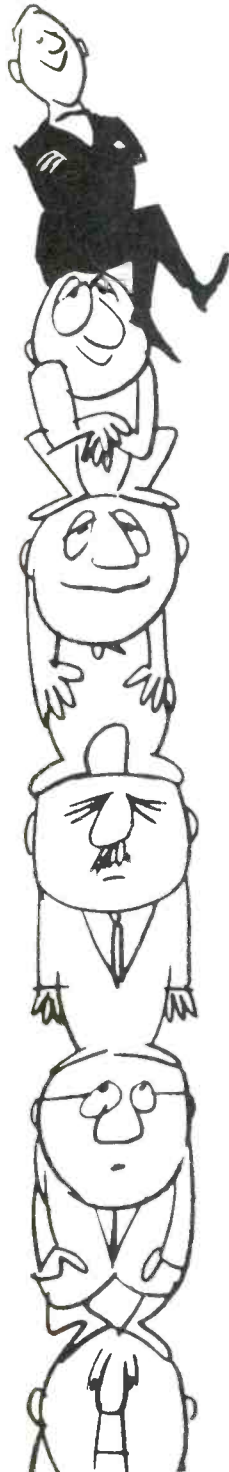
● **record manufacturers**

Disco Aleksandrovac.
 Jugoton, 213 Ilica St., Zagreb. Tel.: 72-622. Cable: Jugoton. Gen. Dir.: Kopun Slavko; Sales: Ignac Pintaric; Int'l: Nikola Korbar. Label: Jugoton.
This company represents: Brunswick (USA via DGG Germany), Clan (Italy), Copacabana (Italy), Coral (USA via DGG Germany), Decca (Britain), DGG (Germany), Durium (Italy), Elite (via Turicaphon, Switz.), Italdisc (Italy), MGM (USA), Phonorama (Italy), RCA (USA via Teldec Germany), Ronnex & Teeny (Belgium), Sabrina (Italy), Teldec (Germany), Triola (via Turicaphon, Switz.), Turicaphon (Switzerland), Verve (USA), Vogue (France).
International representatives: Argentina (Juan Prodan-Jugoton S. A.), Australia (Carinia), Canada (Comet), Italy (Sebrina, Durium), Switzerland (Turicaphon), USA (Festival, Monitor).
 Radio Televizija Beograd, Hilendarska 2, Belgrade.
 RTB, Makedonskazi, Belgrade, Top execs.: Mr. Kocic, Mr. Budimirovic.

● **music publishers**
 Metronome, Ruzveltova 19, Belgrade. M. Ristic.
 Zabavne Melodie, Opatika 10, Belgrade. M. Kinel.

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Publication	Paid Circulation	Audit Status
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Cash Box "Stated" Circulation (1962)	10,258	Un-audited
Music Vendor "Stated" Circulation (1962)	6,422	Un-audited
Music Reporter "Stated" Circulation (1962)	5,823	Un-audited

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Billboard

The only ABC audited publication for the music-record industry.

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LISTED ALPHABETICALLY

A guide to valuable sources of music, record and related services and products around the world. This index is provided as an additional service to readers. The publisher does not assume liability for errors or omissions.

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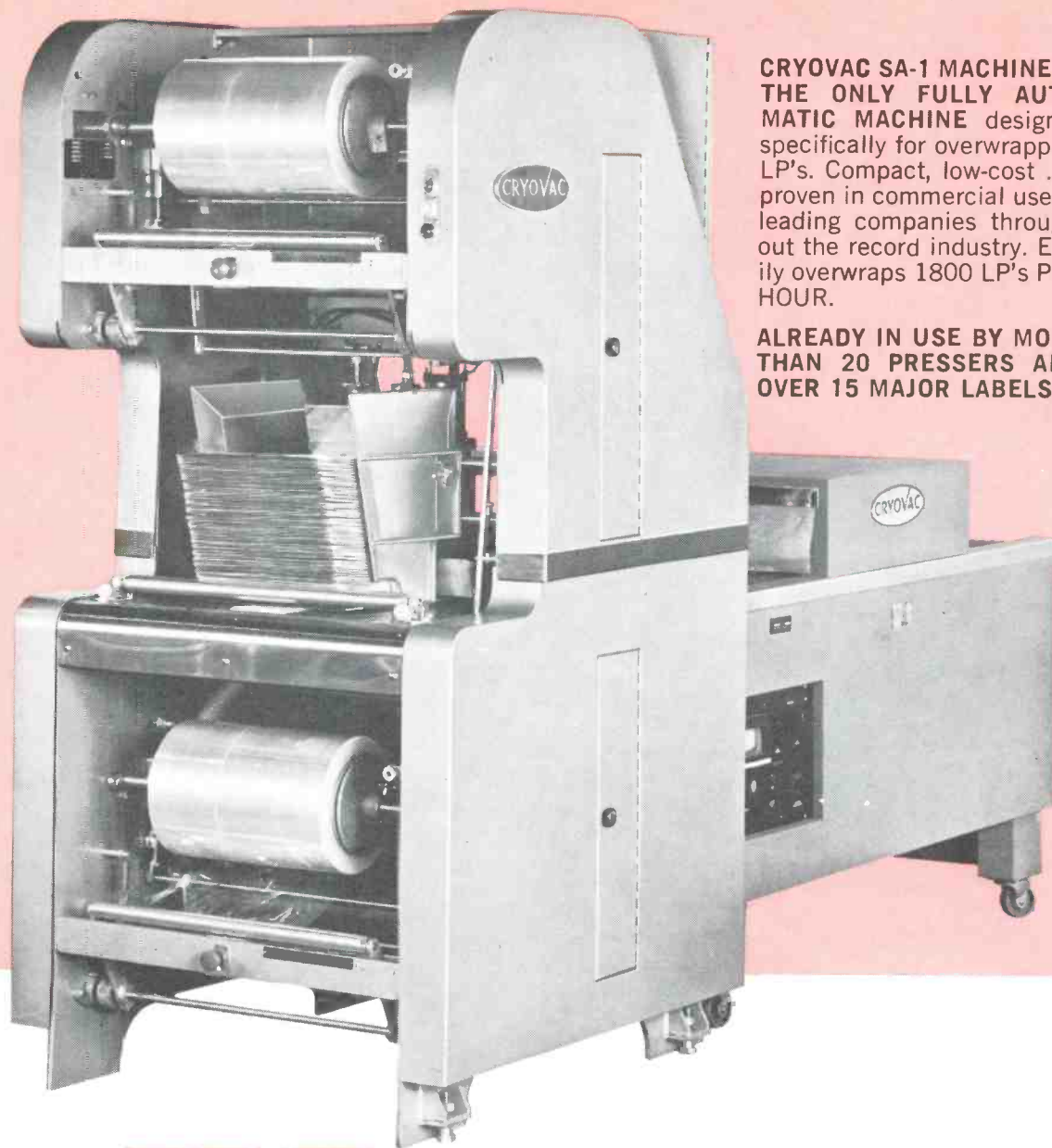
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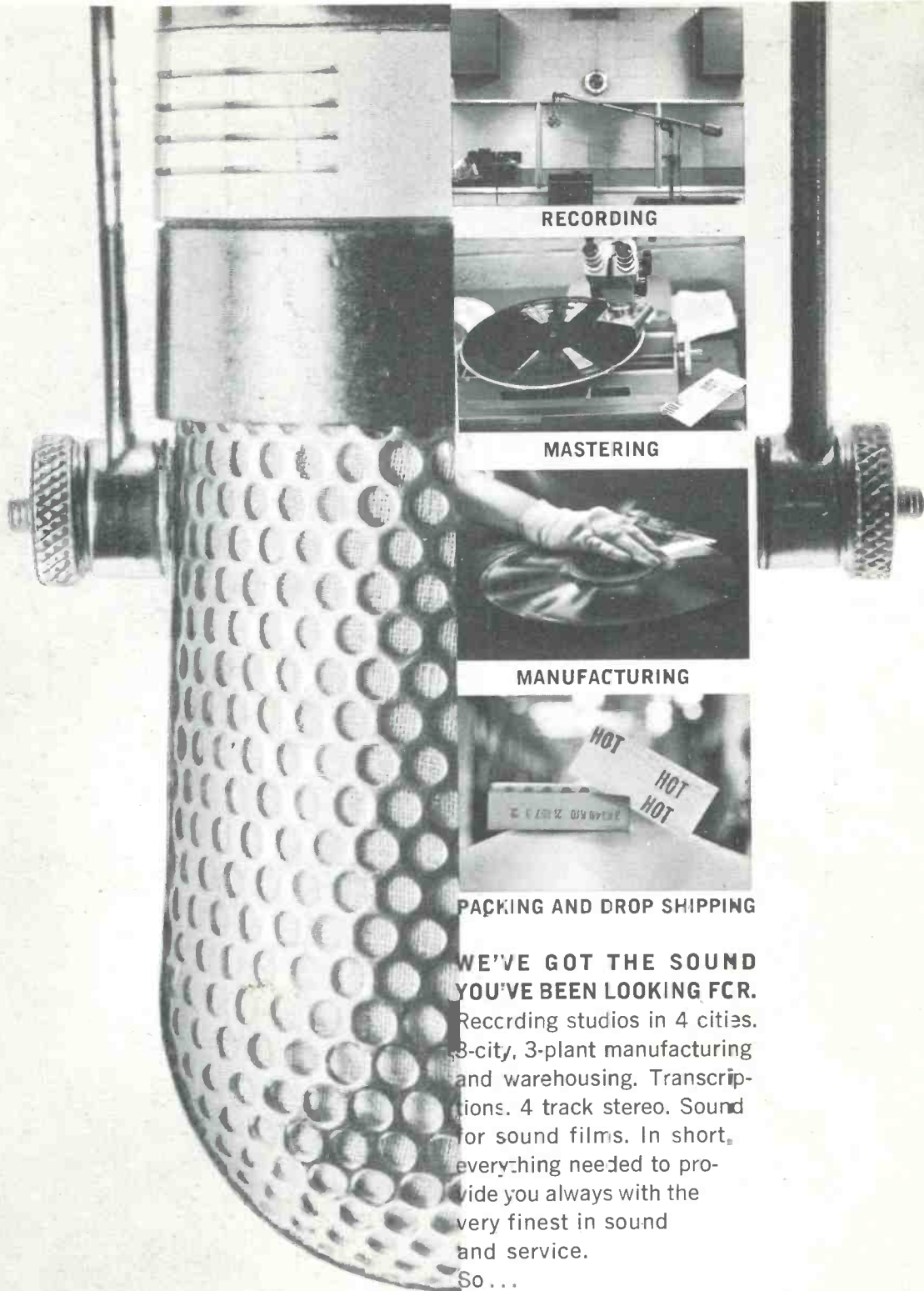
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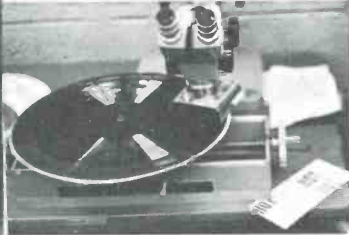
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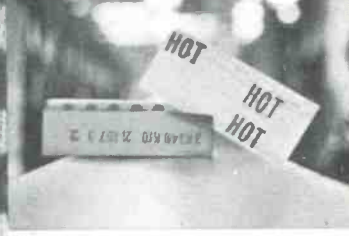
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