

SECTION 2 • PRICE \$2.00 • AUGUST 15, 1964

Billboard

The International Music-Record Newsweekly

1964-65 INTERNATIONAL BUYER'S GUIDE OF THE MUSIC-RECORD INDUSTRY

FEATURING

MARKET DATA REPORT

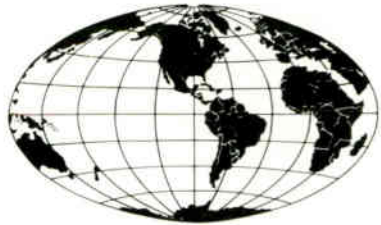
Complete analysis of U. S. record sales.

Country-by-country report on overseas record industry. Import-export situation.

DIRECTORY SECTION

Record Manufacturers
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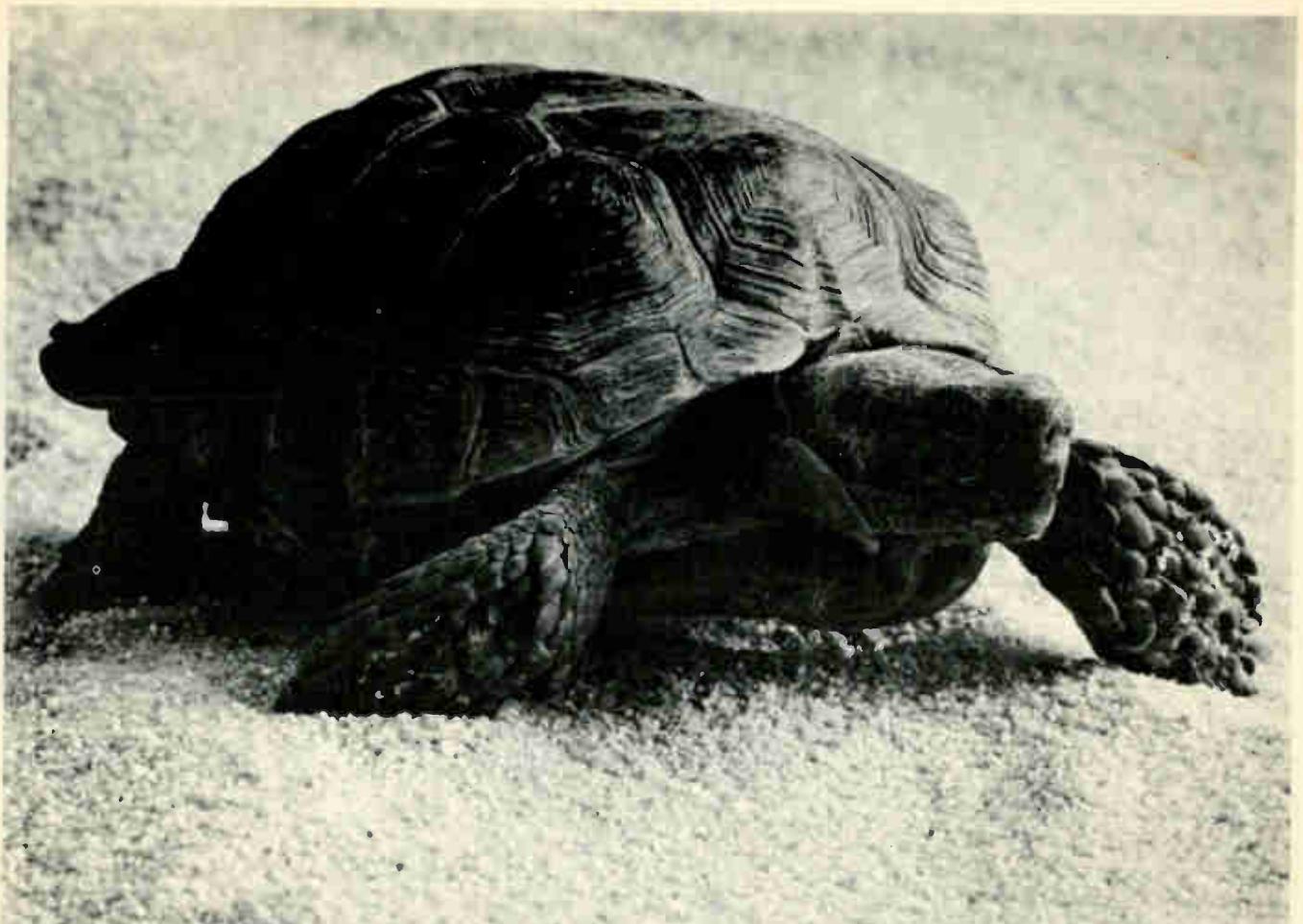
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INTERNATIONAL DIVISION, LONDON, ENGLAND

Billboard 1964-1965 INTERNATIONAL

MUSIC-RECORD DIRECTORY

& BUYER'S GUIDE

CONTENTS

MARKET DATA REPORT

Summary of 1963 Statistical Data	15
Annual U. S. Record Sales, 1921-1963	16
U. S. Record Sales, 1963 vs. 1962, by Type of Outlet and Record	18-19
Sales in Retail Stores	19
Rack Jobber Record Sales	19
U. S. Record Releases by Type	20
Sales of Phonos & Accessories	25

DIRECTORY & BUYER'S GUIDE

Leading Active Record Manufacturers of the United States	26
Leading Music Publishers of the United States	40
Record Wholesalers of the United States	
Distributors	47
Rack Jobbers	78
One-Stops	70
Importers & Exporters	83
Services & Supplies for the U. S. Music-Record Industry	
Design & Artwork	87
Direct Mail Service	87
Envelopes & Mailers	87
Jacket Manufacturers	87
Label Manufacturers	88
Licensors, Tape & Records	90
Machine Shops	90
Materials Milling Plants	90
Music Licensing Organizations	91
Plating Plants	92
Polyethylene Bags	92
Pressing Plants	94
Printers & Lithographers	96
Processing Plants	97
Promotion & Publicity	98
Recording Studios	101
Shipping Services	112
Sleeves	113
Tape Duplication	114
Tape Manufacturers	116
Trade Associations	116
Record Dealer Accessories & Supplies	
Browser Boxes	118
Carrying Cases	118
Catalog Services	119
Cleaners, Cloths & Brushes	119
Needles	120
Racks	121
Title Strips	121

Advertisers Index

on page 188

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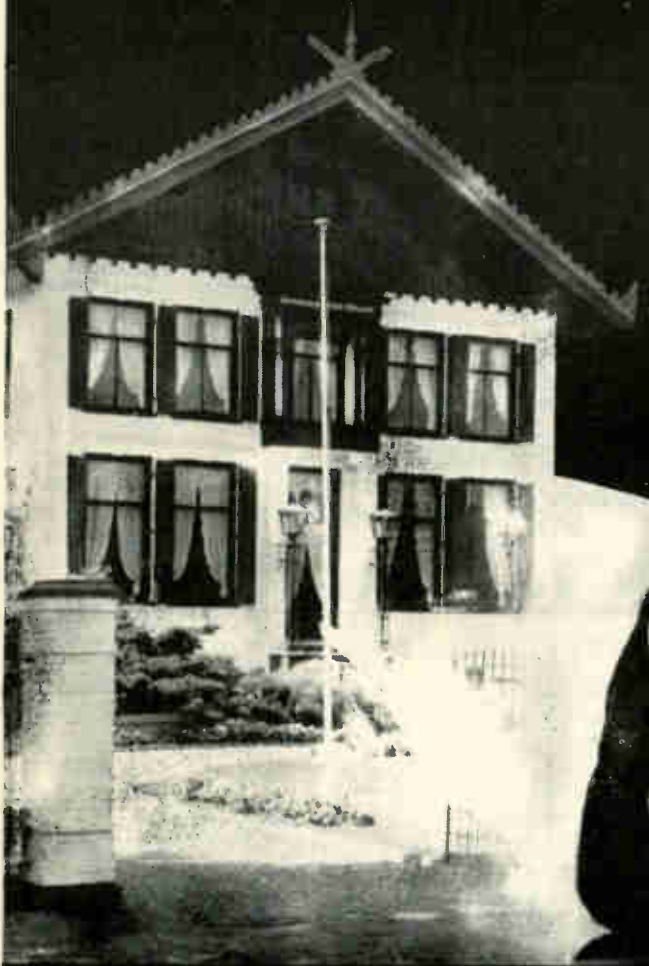
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If your company is qualified for a listing in the Buyer's Guide and none of these broad efforts reached you, please send us the information any time during the coming year. In this way, you can be sure that Billboard will include your company's services 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 Buyer's Guide.

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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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Name of Company _____

Street Address _____

City _____ Postal Zone _____ State (If U. S. A.) _____

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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: _____

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...one coming here. part of the exchange completed with a successful European tour of American Republics in particular—so that the photos are sent, and the process speeded down.

March 15, all licensees wanted to go ahead on the Presley album were sent the necessary materials—both for the production of the album and cover.

Meanwhile, the licensees had been receiving descriptive material, promotional aids and publicity releases on the album through the monthly International Post (see separate story).

The RCA promotion department, working in co-operation with the various licensees, was at this time sending photographs of Presley and coordinating promotion with the participation of the Presley picture, working closely with the MGM Pictures promotion department in this case.

With RCA Victor, the motion picture company and the individual licensees working together, window displays changed and publicizing.

In a first U. S. at the lead

at this time, the licensee decides whether or not he wants to release the record in this country. If he does—and in the case they all did—he checks with R. Y. Crum at RCA's New York office and finds out what he needs—tapes, stencils, molds and other parts. When he wants to release the

...cies anywhere match the sub- vor of real Ma own music that peoples, and t on a U. S. re portant as it i

The Presley accompanied trip on the p As the artist's exhibited, and ternational re ly established, motion trip though it wou

In the case an overseas tr with the sale Reeves, for have Presley's utation, but he U. S. artist Reeves has m to that countr cans dig his ba a South Africa starring role a first visit.

Neil Sedaka artist who has



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Billboard MARKET DATA REPORT

Record sales for 1963 registered a disappointing 1.1 increase in dollar volume as compared with the previous year instead of the predicted 10-to-20 per cent boost.

At the retail level, U. S. consumers and commercial record users paid \$658,000,000 for records as compared with \$651,000,000 in 1962.

And while unit sales were up 1.7 per cent for the year, the per record price commanded over the counter dropped and net profits were off for dealers, manufacturers, distributors one-stops and rack jobbers.

The factors which tend to depress record prices—discounting, wheeling and dealing, cut-outs, freebies, schlock merchandise and bootlegging—are still prevalent, but not to the extent they were in 1962.

One of the surprises in the 1962 market analysis is the apparent resurgence of single records. Single sales were up by 5.6 per cent in retail dollar volume, while LP sales fell off by .2 per cent.

Partially responsible for the increase in single sales is the increased importance of juke box programming.

Juke box operators have been using more and more stereo singles, geared for the adult market and custom produced for the music machine manufacturers.

Also, the number of hit records has increased while their life span has decreased, thus causing a greater turnover in singles product.

The only two segments of the industry to register significant gains were rack merchandisers and juke box operators.

The rack merchandisers are continuing to eliminate the marginal and unprofitable locations—particularly in supermarkets—while adding leased departments to their operations. These leased departments have developed into full-line LP operations, and many rack job-

bers also handle musical instruments, accessories, portable phonographs and sheet music.

While the racks continue to outsell record stores in total LP units, budget merchandise constitutes a significant share of rack LP sales, so the actual dollar volume done by the racks is not as high as the unit volume would indicate.

The mail order segment of the business was off 5 per cent, with club sales accounting for the loss. Non-club mail orders were ahead of 1962 slightly, but not enough to compensate for the drop in club revenue.

WORLD RECORD MARKET

According to the latest figures provided by the Electrical & Musical Industries, Ltd., the United States accounted for 56 per cent of the world record market at manufacturers' selling prices. These figures, for 1962, do not include Soviet bloc nations.

The United Kingdom and West Germany had 6 per cent of the market each, while France accounted for 4 per cent and Italy 3 per cent. The Benelux countries accounted for 2 per cent, while the rest of Western Europe was responsible for 4 per cent of sales.

Japan was the major Asian buyer with 5 per cent, while the rest of Asia accounted for 2 per cent. Canada accounted for 3 per cent of sales, with Mexico, Brazil and Argentina 1 per cent each and the rest of the Americas 1 per cent.

Australia and New Zealand were responsible for 3 per cent of the total, South Africa 1 per cent, and the remainder of Africa another 1 per cent.

HISTORICAL NOTES:

- 1877—Edison first reproduced sound using tin foil cylinders. Invention labeled "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.
- 1922—General industry decline brought about by increasing appeal of radio.
- 1925—Development of electrical recording process. Microphones replace the recording horn.
- 1930—Depression causes second general record industry decline.
- 1930's—Radio begins to turn to records and music and is more and more exposed via the airwaves in this decade. This exposure sells records in greater numbers.
- 1934—American Decca Record Company organized.
- 1940's—New labels join the industry's leaders: MGM, Capitol, Mercury, London and others.
- 1948—High-fidelity recording and new turntable speeds introduced: Columbia's LP and Victor's 45 rpm systems.
- 1952—Record Industry Assoc. of America organized.
- 1954—Rock & Roll becomes popular.
- 1955—Columbia Record Club established.
- 1958—Stereophonic LP recordings introduced in fall of this year.
- 1959—Rock & Roll declines somewhat—LP's on rise.
- 1960—Stereo has advantageous effect, increasing LP dollar and LP unit sales, offsetting decline in singles sale.
- 1961—Fewer million-selling singles. Twist craze. LP sales continue to rise. Racks show good sales gain—now approx. 25% total gross.
- 1962—Summer season one of best for singles in history of business. Racks register 24% gain over 1961 as they take on more leased departments, stores up close to 5%.
- 1963—In a normal growth period for records and in a time of national prosperity, record sales in 1963 did not keep pace. A Christmas sales that did not come up to expectations, combined with changes in the marketing and merchandising of records, held 1963 down to a 1% increase over 1962.

U. S. RECORD SALES 1921-1963

(Source: Record Industry Association of America, Excise Tax Payments, estimates from other data).

1921-1963

YEAR	SALES IN MILLIONS OF DOLLARS	YEARLY PERCENT CHANGE
1921	\$106	— %
1922	92	— 13.2%
1923	79	— 14.1%
1924	68	— 13.9%
1925	59	— 13.2%
1926	70	+ 18.6%
1927	70	—
1928	73	+ 4.3%
1929	75	+ 2.7%
1930	46	— 38.7%
1931	18	— 60.9%
1932	11	— 38.9%
1933	6	— 45.5%
1934	7	+ 16.7%
1935	9	+ 28.6%
1936	11	+ 22.2%
1937	13	+ 18.2%
1938	26	+ 100.0%
1939	44	+ 69.2%
1940	48	+ 9.1%
1941	51	+ 6.3%
1942	55	+ 7.8%
1943	66	+ 20.0%
1944	66	—
1945	99	+ 50.0%
1946	198	+ 100.0%
1947	204	+ 3.0%
1948	172	— 15.7%
1949	158	— 8.1%
1950	184	+ 16.5%
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%
1958	438	+ 9.5%
1959	514	+ 17.4%
1960	521	+ 1.4%
1961	587	+ 12.7%
1962	651	+ 10.9%
1963	658	+ 1.1%
1966 (estimated)	800	
1970 (estimated)	1 BILLION DOLLARS	

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DOLLAR SALES By Type of Outlet 1963 vs. 1962

(reported in millions of dollars at retail selling price)

Type of Outlet	Dollar Sales At Retail		Percent Change	Percent of Total Record Dollars	
	1963	vs. 1962		1963	vs. 1962
Stores	\$307	\$319	down 3.8%	46.7%	49.0%
Racks	\$214	\$197	up 8.6%	32.5%	30.3%
Juke Boxes	\$ 42	\$ 35	up 20.0%	6.4%	5.4%
Clubs & Mail Order	\$ 95	\$100	down 5.0%	14.4%	15.3%
Total Industry	\$658	\$651	up 1.1%	100%	100%

Note: Clubs & Mail Order and sales of records to juke box operators are not considered strict retail over-the-counter sales by many and if these two segments were eliminated from total industry (\$658-\$137 equals \$521) then Stores accounted for 59% of strict retail and racks for the remaining 41%.

DOLLAR SALES By Type of Record 1963 vs. 1962

(reported in millions of dollars at retail selling price)

Type of Record	1963 vs. 1962		Percent Change	Percent of Total Record Dollars	
	1963	vs. 1962		1963	vs. 1962
LP's (12"—33½ rpm)	\$485	\$486	down 0.2%	73.7%	74.7%
Singles (7"—45 rpm)	\$170	\$161	up 5.6%	25.8%	24.7%
EP's (7"—45 rpm—4 tunes)	\$ 3	\$ 4	down 25.0%	0.5%	0.6%
Total Industry	\$658	\$651	up 1.1%	100.0%	100.0%

UNIT SALES By Type of Outlet 1963 vs. 1962

(including LP's and Singles—reported in millions of units)

Type of Outlet	1963 vs. 1962		Percent Change	Percent of Total Record Units	
	1963	vs. 1962		1963	vs. 1962
Stores	164	171	down 4.1%	40.3%	42.7%
Racks	143	136	up 5.1%	35.0%	33.9%
Juke Boxes	60	49	up 22.4%	14.7%	12.2%
Clubs & Mail Order	41	45	down 8.9%	10.0%	11.2%
Total Industry Unit Sales	408	401	up 1.7%	100.0%	100.0%

Note: Again, eliminating Clubs & Mail Order and juke boxes for a strict retail figure of 307 million record units (singles & LP's combined), stores accounted for 55% of total units sold in 1963 vs. 45% for racks.

U. S. RECORD SALES 1963 vs. 1962

In Dollars—In Units
By Type Of Outlet
By Type Of Record

Source: Record Market Research, A Division of Billboard

UNIT SALES OF SINGLES By Type of Outlet 1963 vs. 1962

(reported in millions of units sold)

Type of Outlet	1963 vs. 1962		Percent Change	Percent of Total Singles Units	
	1963	vs. 1962		1963	vs. 1962
Stores	98	101	down 3.0%	44.2%	48.1%
Racks	64	60	up 6.7%	28.8%	28.6%
Juke Boxes	60	49	up 22.4%	27.0%	23.3%
Total Industry	222	210	up 5.7%	100.0%	100.0%

UNIT SALES OF LP'S By Type of Outlet 1963 vs. 1962

(reported in millions of units sold)

Type of Outlet	1963 vs. 1962		Percent Change	Percent of Total LP Units	
	1963	vs. 1962		1963	vs. 1962
Stores	66	70	down 5.7%	35.5%	36.6%
Racks (1)	79	76	down 3.9%	42.5%	39.8%
Clubs & Mail Order	41	45	down 8.9%	22.0%	23.6%
Total Industry	186	191	down 2.6%	100.0%	100.0%

(1) It should be noted that racks do a proportionately higher volume in budget LP merchandise than do stores and thus account for more LP units sold. Stores and Clubs and Mail Order deal primarily in regular priced LP product and full catalog—although racks are (and have been) moving in this direction via their full-line installations.

TOTAL INDUSTRY

Percent of Total Industry

Type of Record	DOLLARS		UNITS	
	1963	vs. 1962	1963	vs. 1962
Singles	26.0%	24.9%	54.4%	52.4%
LP's	74.0%	75.1%	45.6%	47.6%
	100.0%	100.0%	100.0%	100.0%
TOTAL DOLLARS/UNITS	\$655	\$647	408	401
	(millions of dollars)		(millions of units)	

PERCENT RATIO OF SALES

SINGLES VS. LP's

(EP's not included)

By Dollars & Units
For Total Industry
For Stores—For Racks
1963 vs. 1962

Source: Record Market Research, A Division of Billboard

FOR STORES

Percent of Total Industry

Type of Record	DOLLARS		UNITS	
	1963	vs. 1962	1963	vs. 1962
Singles	28.3%	29.2%	59.8%	59.1%
LP's	71.7%	70.8%	40.2%	40.9%
TOTAL DOLLARS/UNITS	\$307	\$319	164	171
	(millions of dollars)		(millions of units)	

FOR RACKS

Percent of Total Industry

	DOLLARS		UNITS	
	1963	vs. 1962	1963	vs. 1962
Singles	23.6%	24.1%	44.8%	44.1%
LP's	76.4%	75.9%	55.2%	55.9%
TOTAL DOLLARS/UNITS	\$214	\$197	143	136
	(millions of dollars)		(millions of units)	

RECORDS RELEASED—SINGLES AND LP's—1955 THRU 1963

SINGLES	ANNUAL	YEAR	LP's	ANNUAL
	PERCENT CHANGE			PERCENT CHANGE
4,542	—	1955	1,615	—
4,451	- 2%	1956	2,590	+ 55%
4,649	+ 4%	1957	3,000	+ 20%
4,576	- 2%	1958	3,471	+ 16%
5,812	+ 27%	1959	3,480	+ 0.3%
5,797	- 0.3%	1960	3,112	- 11%
6,036	+ 4%	1961	2,927	- 6%
6,700	+ 11%	1962	3,655	+ 25%
6,543	- 2%	1963	3,686	+ 1%

U. S. RECORD RELEASES

By Type of Material
(1960 thru 1963)

Following is a breakdown of the records reviewed by Billboard during the years 1960 thru 1963—both singles and LP's by type of record. Billboard reviews all records received but admittedly does not receive every individual record released. It is estimated that Billboard receives approximately 95% of all LP's released and approximately 90% of all singles released. These percentages would hold, for the most part, for each year reported.

SINGLES REVIEWED (By Type of Material)

TYPE	1963		1962		1961		1960	
	No.	% of Total	No.	% of Total	No.	% of Total	No.	% of Total
Popular	5,087	77.7	5,311	79.4	4,590	76.2	4,168	71.9
Country & Western	846	12.9	737	11.0	612	10.1	651	11.2
Spiritual	180	2.8	182	2.7	135	2.2	168	2.9
Jazz	116	1.8	126	1.9	128	2.1	127	2.2
Rhythm & Blues	91	1.4	119	1.8	244	4.0	336	5.8
Christmas	76	1.2	54	0.8	65	1.1	81	1.4
Polka	43	0.6	39	0.6	48	0.8	43	0.7
Sacred	21	0.3	31	0.5	106	1.8	44	0.8
Children's	6	0.1	31	0.5	30	0.5	45	0.8
Latin American	23	0.4	24	0.4	31	0.5	89	1.5
International	11	0.2	17	0.3	20	0.3	13	0.2
Novelty	9	0.1	12	0.2	20	0.3	16	0.3
Religious	2	0.03	8	0.1	1	0.02	8	0.1
Folk	10	0.2	7	0.1	3	0.05	7	0.1
Spoken Word	22	0.3	2	0.02	3	0.05	1	0.02
Total	6,543		6,700		6,036		5,797	

LP's REVIEWED (By Type of Material)

TYPE	1963		1962		1961		1960		TYPE	1963		1962		1961		1960	
	No.	% of Total	No.	% of Total	No.	% of Total	No.	% of Total		No.	% of Total	No.	% of Total	No.	% of Total	No.	% of Total
Popular	1,490	40.4	1,370	37.5	932	31.8	1,141	36.7	Sacred	71	1.9	56	1.5	46	1.6	48	1.5
Classical	509	13.8	469	12.8	469	16.0	482	15.5	Christmas	42	1.1	48	1.3	34	1.2	39	1.3
Jazz	381	10.3	453	12.4	408	13.9	359	11.5	Polka	28	0.8	35	1.0	26	0.9	31	1.0
International	211	5.7	217	5.9	202	6.9	116	3.7	Low Price Classical	64	1.7	33	0.9	39	1.3	60	1.9
Country & Western	165	4.5	154	4.2	82	2.8	67	2.2	Rhythm & Blues	24	0.7	24	0.7	32	1.1	17	0.5
Spoken Word & Comedy	103	2.8	141	3.9	127	4.3	65	2.1	Semi-Classical	19	0.5	19	0.5	10	0.3	17	0.5
Folk	119	3.3	136	3.7	122	4.2	104	3.3	Saund	4	0.1	17	0.5	57	1.9	46	1.5
Low Price Pop	63	1.7	92	2.5	34	1.2	187	6.0	Band	10	0.3	13	0.4	4	0.07	19	0.4
Children's	37	1.0	88	2.4	46	1.6	69	2.2	Low Price Children's	92	2.5	11	0.3	26	0.9	11	0.4
Latin American	66	1.8	77	2.1	84	2.9	53	1.7	Documentary	1	0.03	5	0.1	11	0.4	0	0.0
Religious	67	1.8	64	1.8	50	1.7	67	2.2	Low Price Jazz	1	0.03	1	0.02	37	1.3	17	0.5
Specialty	43	1.2	60	1.6	13	0.4	52	1.7	Novelty	3	0.1	1	0.02	9	0.3	4	0.1
Spiritual	33	0.9	57	1.6	21	0.7	37	1.2	Macellaneous	40	1.1	14	0.4	8	0.3	5	0.2
Total	3,686		3,665		2,927		3,112		Total	3,686		3,665		2,927		3,112	

**ARCHIVE
PRODUCTION**

HISTORY OF MUSIC DIVISION OF THE DEUTSCHE GRAMMOPHON GESELLSCHAFT

*A Thousand Years
of Music on 200 Records
Continually Expanding
Encyclopaedia of
Recorded Music*



SUPREME QUALITY WORLD OVER



*Deutsche
Grammophon
Gesellschaft*



CELEBRATED INTERNATIONAL

Gianna d'Angelo
Inge Borkh
Grace Bumbry
Fiorenza Cossotto
Gloria Davy
Monique Haas
Gerty Herzog
Gundula Janowitz
Sena Jurinac
Erika Köth
Evelyn Lear
Pilar Lorengar
Nan Merriman
Martha Mödl
Leonic Rysanek
Renata Scotto
Irmgard Seefried
Maria Stader
Antonietta Stella
Rita Streich
Astrid Varnay
Stefania Woytowicz

Géza Anda
Karel Ancerl
Stefan Askenase
Ettore Bastianini
Rudolf Baumgartner
Carlo Bergonzi
Walter Berry
Karl Böhm
Kim Borg
Renato Capecchi
Boris Christoff
Jörg Demus
Dietrich Fischer Dieskau
Andor Foldes
Pierre Fournier
Ferenc Fricsay †
Josef Greindl
Friedrich Gulda
Ernst Haefliger
Hans Hotter
Eugen Jochum
Herbert von Karajan
Wilhelm Kempff
Waldemar Kmentt

Sándor Kónya
Rafael Kubelik
Ferdinand Leitner
Leopold Ludwig
Lorin Maazel
Enrico Mainardi
Igor Markevitch
Jewgenij Mrawinskij
David und Igor Oistrach
Bernhard Paumgartner
Gianni Poggi
Hermann Prey
Gianni Raimondi
Karl Richter
Svjatoslav Richter
Hans Schmidt-Isserstedt
Wolfgang Schneiderhan
Carl Seemann
Giuseppe di Stefano
Horst Stein
George Szell
Jess Thomas
Tamàs Vásàry
Antonino Votto

SUPREME QUALITY THE WORLD OVER

ARTISTS

Eberhard Wachter
Erik Werba
Wolfgang Windgassen
Nicanor Zabaleta

Amadeus String Quartet
Bamberg Symphony Orchestra
Bavarian Radio Symphony Orchestra
Berlin Philharmonic Orchestra
Camerata Academica Orchestra
of the Salzburg Mozarteum
Don Cossack Chorus Serge Jaroff
Festival Strings Lucerne
Lamoureux Orchestra, Paris
Leningrad Philharmonic Orchestra
Orchestra of La Scala Milan
Paris National Orchestra
Berlin Radio Symphony Orchestra
Regensburg Boys' Choir (Domspatzen)
Saxon State Orchestra, Dresden
Czech Philharmonic Orchestra, Prague
Vienna Singverein
Vienna Symphony Orchestra

WORLDWIDE AVAILABILITY TROUGH THESE AFFILIATES AND DISTRIBUTORS

NORTH AMERICA M-G-M Records, New York
Quality Records Ltd., Toronto

CENTRAL AMERICA Discos Universales S.A., Mexico
Siemens de Centro America Ltda., San José

SOUTH AMERICA Albatros S.A.C.I., Asunción, Paraguay
Casa Comercial Schwarz S.A., Guayaquil-Ecuador
Companhia Brasileira de Discos, Rio de Janeiro
"El Virrey" Ind. Musicales S.A., Lima
Johansson & Cia., La Paz, Bolivia
Philips Argentina S.A., Buenos Aires
Philips Chilena S.A., Santiago de Chile
Philips Colombiana S.A., Bogotá
Philips del Uruguay S.A., Montevideo
Siemens Venezolana S.A., Caracas

EUROPE Deutsche Grammophon (Great Britain) Ltd., London
Fonogram S.A., Madrid
Helladise, Athens
Jugoton, Zagreb
Nederlandsche Siemens Maatschappij N.V., Den Haag
Nordisk Polyphon A.S., Copenhagen
Philips Portuguesa S.A.R.L., Lissabon
Phonogram S.p.A., Milano
Polskie Nagrania, Warsaw
Polydor S.A., Paris
Polyphon Schallplatten-Gesellschaft m.b.H., Vienna
S.A. Siemens N.V., Bruxelles
S.A. Siemens, Luxembourg
Siemens-Elektrizitätserzeugnisse A.G., Zurich
Siemens Norge A.S., Oslo
Fintone Oy, Helsinki
Karusell Grammofon A/B, Solna, Sweden
Siemens-Schuckert (Ireland) Ltd., Dublin
Simko Ticaret ve Sanayi A.S., Istanbul

AFRICA Associated Sound (East Africa) Ltd., Nairobi
Gallo (Africa) Ltd., Johannesburg
Philips (Nigeria) Ltd., Lagos
Siemens Maroc S.A.R.L., Casablanca
Adolf Zagel, Luanda/Angola

MIDDLE EAST Alfi & Cohen, Teheran
A. Chahine & Fils, Damascus
Emile S. Khoury, Beyrouth
Siemens Afghanistan Ltd., Kabul

ASIA The Cycle & Carriage Co. (1926) Ltd., Singapore
Companion Music Corporation Ltd., Hong Kong
Nippon Grammophon Co., Ltd., Tokyo
Siemens Engineering & Manufacturing, Bombay
Siemens & Halske A.G., Djakarta

AUSTRALIA Philips Electrical Industries Pty. Ltd., Sydney

NEW ZEALAND Delta Trading Co., Ltd., Wellington
Philips Records (N.Z.) Ltd., Wellington



polydor

Top International Stars from the Polydor Roster

Lill Babs
Heidi Bachert
Tanya Day
Colette Dereal
Gina Dobra
Margot Eskens
Monika Grimm
Trude Herr
Kessler Twins
Lolita
Mina
Sachiko Nishida
Anna Silva
Laura Villa
Cherry Wainer
Hanne Wieder
Yovanna

Peter Alexander
Marcel Amont
Gus Backus
Fred Bertelmann
Will Brandes
René Carol
Hans Carste

Jacques Denjean
Sacha Distel
Kurt Edelhagen
Johannes Fehring
Freddy
Thomas Fritsch
Ladi Geisler
Max Greger
Erwin Halletz
Alfred Hause
Ted Herold
Paul Hörbiger
Sven Uwe Jenssen
Bert Kaempfert
René Kollo
Peter Kraus
Martin Lauer
Alberto de Luque
Franz Marszalek
Willi Millowitsch
Ken Morris
Carlos Otero
„Crazy Otto“
Gene Reed
Ivo Robic

Henri Salvador
Werner Scharfenberger
Willi Schneider
Tony Sheridan
Horst Wende
John William
Peter Wynne
Helmut Zacharias

The Bats
The Beatles
Quartetto Cetra
Les Compagnons de la Chanson
Los Espanoles
Geschwister Fahrnberger
The Giants
Alex Harvey and his Soulband
Friedel Hensch und die Cyprys
Mainzer Hofsänger
Medium-Terzett
The Meteors
Old Merry Tale Jazz Band
The Somebody's
The Spotnicks

LABELS
REPRESENTED IN
CONTINENTAL EUROPE

Brunswick

CORAL

M-G-M

**UNITED
ARTISTS**

Verve
Holland

Polydor
USA

Command

BRUNSWICK: Original Recording in America by Decca Records, Inc., New York, USA - CORAL: Original American Recording, licensed and trademark registered by Coral Records, Inc., New York, USA - M-G-M: Original American Recording, licensed and trademark registered by Metro-Goldwyn-Mayer, Inc. (M-G-M Records Division), New York, USA - COMMAND: Original American Recording, licensed and trademark registered by Grand Award Record Co., New York, USA - VERVE: Original American Recording, licensed and trademark registered by Metro-Goldwyn-Mayer, Inc. (Verve-Series), New York, USA - UNITED ARTISTS: Original American Recording, licensed and trademark registered by United Artists Records, Inc., New York, USA

ANNUAL U. S. RETAIL SALES

OF
PHONOGRAPHS,
RADIO & TV SETS
IN USE

SOURCE: Columbia Records Research Division
U. S. Dept. Commerce

PHONOGRAPHS	1950	1951	1952	1953	1954	1955	1956	1957	1958	1959	1960	1961	1962	1963	Est. 1964
TOTAL UNITS SOLD (millions)	—	—	1.2	1.6	2.7	3.0	4.1	4.9	4.1	4.6	4.6	4.0	4.8	5.0	5.0
% CHANGE FROM PREVIOUS YEAR	—	—	—	+13%	+67%	+12%	+36%	+19%	-16%	+12%	+4%	-13%	+20%	+4%	—
STEREO PHONO SALES (millions)	—	—	—	—	—	—	—	—	1.2	2.7	3.3	2.9	3.5	3.6	3.8
STEREO % OF ALL PHONO SALES	—	—	—	—	—	—	—	—	30%	62%	73%	76%	73%	72%	76%

RADIOS	1950	1951	1952	1953	1954	1955	1956	1957	1958	1959	1960	1961	1962	1963	1964
SETS IN USE (millions, including autos)	96	105	110	111	117	124	130	140	147	156	173	183	200	214	

TELEVISION SETS	1950	1951	1952	1953	1954	1955	1956	1957	1958	1959	1960	1961	1962	1963
SETS IN USE (millions)	10	16	21	27	32	37	42	46	49	53	56	58	60	62

TOTAL CONSUMER EXPENDITURES	1950	1951	1952	1953	1954	1955	1956	1957	1958	1959	1960	1961	1962	1963
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	\$4.0	Not Avail.

NUMBER OF RADIO STATIONS IN THE U. S.	1954	1955	1956	1957	1958	1959	1960	1961	1962	1963
AM STATIONS	2,669	2,824	3,008	3,195	3,326	3,398	3,539	3,619	3,924	4,035
FM STATIONS	552	540	530	537	578	688	815	841	869	923
FM-STEREO STATIONS	—	—	—	—	—	—	—	57	181	203

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, 1964, or whose product is listed in the Phonolog and Schwann catalogues.

A.A. Records (see Golden).
 AAA (Tri-A), 6290 Sunset Blvd., Suite 616. Hollywood 28, Calif. Tel.: (213) HO 9-5591. Pres.: George Jay.
 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 Gram-mofonpladeforlag), England (EMI), France (Ste. D'Applications Industrielles Plastiques), Germany (Philips Ton Gesellschaft MBH), Greece (Lambrouopoulos), Holland (Artone Gram-ophone), Hong Kong (Colonial Trading), Israel (Hed-Arzi), Italy (La Voce del Padrone), Jamaica (Paradisc), 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 (Karusell Grammofon A.B.), Uruguay (Philips del Uruguay S.A.), Venezuela (Siemens Venezolana S.A.), Yugoslavia (Radio Televizija Belgrad).
 ABS Records of Wilmington, Del., 2318 Lamotte St., Wilmington 2, Del. Tel.: (302) OL 5-4210. Pres.: Howard Rash.

A.F.O., P. O. Box 78191, Los Angeles 16, Calif. Tel.: (213) 933-2269. Pres.: Harold R. Battiste Jr.

A & M RECORDS

Singles—LP's

Labels—A & M, Almo

Artists: Herb Alpert, Tijuana Brass, Baja Marimba Band, Lucille Starr, The Canadian Sweethearts, George McCurn.

8255 Sunset Blvd., Suite 201
 Hollywood 46, Calif.
 Tel.: (213) 656-5330

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

Abel (see Laurie).
 Academy, 157 W. 57th St., New York 19, N. Y. Tel.: (212) LT 1-7490. Owner: Archie Levington.
 Accent, 6533 Hollywood Blvd., Hollywood 28, Calif. Tel.: (213) 469-1621. Pres.: Scott Seely.
 ADAIRE, 1036 Redbird Rd., Augusta 4, Ga. Tel.: (404) 736-3154. Contact: Mrs. Blanche Carter. (SEE ADVERTISEMENT)
 Adrian Assoc., 130 W. 42d St., New York 36, N. Y. Tel.: (212) PE 6-0936. Pres.: Michael Adrian.
 Aeolian-Skinner (see Riverside).
 Aertaun (see Jay-Gee).

AIR RECORDS

Pop, Country, Folk, Religious, etc.
 Also custom produce quality commercial and demonstration records—low cost subsidy plan; good singers—musical groups. Free radio promotion, proof of performances sent our customers. Send poem, leadsheet, disk or tape, free review. Good tapes for lease. Will split publishing.
 P. O. Box 833
 Miami, Fla. 33135

Air, P. O. Box 833, Riverside Sta., Miami 35, Fla. Pres.: Jack A. Curry.
 Alector, 367 W. 34th St., New York 1, N. Y. Tel.: (212) LO 3-2831. Pres.: Ted Starke.
 Alegre, 852 Westchester Ave., Bronx 59, N. Y. Tel.: (212) DA 9-4699. Pres.: Albert Santiago.
 Allegro, P. O. Box 11371, Los Angeles 11, Calif. Tel.: (213) FA 1-5654. Pres.: Dunlap J. Cawthron.
 Allied Rec. Sales, 2437 E. 57 St., Los Angeles 58, Calif. Tel.: (213) 582-0841. Pres.: Daken K. Broadhead.
 Alma, 18108 Parthenia St., Northridge, Calif. Tel.: (213) DI 5-2400. Pres.: Hugh Edwards.
 Alphalape, 55 Franklin, New York 13, N. Y. Tel.: (212) WA 5-3751. Pres.: Manuel E. Kopelman.
 Alta, 508 S. Main, Altus, Okla. Tel.: (405) HU 2-6275. Owner: Robert Jeter.
 Alto (see Atlas).
 Alvera, 5266 W. 2d St., Tulsa 27, Okla. Tel.: (918) LU 2-7852. Pres.: Al Clauser.
 Amadeo (see Apon).
 Amazon, 4523 S. Western Ave., Los Angeles, Calif. Tel.: AX 6-9742. Pres.: Herb Dixon.
 Ambassador, 461 8th Ave., New York 1, N. Y. Tel.: (212) LA 4-0600. Mgr.: Mark Friedman.
 Ambassador, 2990 W. Pico, Los Angeles 6, Calif.
 Amcan (see Canadian American).
 American Arts (see World Artists)
 Amo (see Encore).
 Amherst, 153 Walton Dr., Buffalo 26, N. Y. Tel.: (716) TF 9-1482. Pres.: John H. Warfel.
 Angel, 1750 N. Vine St., Hollywood 28, Calif. Tel.: (213) HO 2-6252. Cable: Caprecords. (N. Y. Add.: 317 W. 44 St. Tel.: (212) CI 5-3400.) Pres.: Alan W. Livingston; A&R: Robert Myers; Sales: Jack Cohen; Int'l: Gordon R. Fraser.
International representatives: The classical material released in the U. S. on the Angel label is released abroad on the following EMI labels: Britain (British Columbia, HMV), France (La Voix de Son Maitre, Pathe Marconi), Germany (Electrola), Italy (La Voce del Padrone). (See Capitol.)
 Angletone (see Atlas).
 Ansonia, 992 Columbus Ave., New York 25, N. Y. Tel.: (212) UN 5-2121. Pres.: Ralph Perez.
 Anthem (see Texas Sound Studios).
 Antler, 1055 North El Centro, Hollywood 28, Calif. Tel.: (213) HO 2-6051. Pres.: Norman Paul.
 Apache, 3320 Barham Blvd., Hollywood 28, Calif. Tel.: (213) HO 4-3653. Mgr.: Chic Matthews.
 Apco, P. O. Box 4396, Chicago 80, Ill. Pres.: Robert L. Jones.
 Apon, P. O. Box 131 Grand Central Station, 1541 1st Ave., New York, N. Y. Tel.: (212) YU 8-0450. Pres.: Andrej Poncic.
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Clark (see Nugget).
Classic Editions (see Music Minus One).
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Cleopatra (see Independent).
Clipper, 10 Baldwin Ave., Marion, N. C. Tel.: (704) 695-5804. Owner: Floyd Eugene Smith.
Cobra (see Epstein).
Coda (see Spanish Music Center).
Coed, 1619 Broadway, New York 19, N. Y. Tel.: (212) JU 2-3050. Pres.: George Paxton; A&R: Fred Weismantel; Sales: George Furness; Int'l: George Paxton. Label: Coed.
International representatives: Australia (EMI), Belgium (Fonior S. A.), Canada (London of Canada), Denmark (Nordisk Polyphon Akteselskab), France (Societe Francais du Son), Germany (Teldec Schallplatten GmbH), Holland (Hollandsche Decca), Italy (Decca Dischi Italia), Japan (King), New Zealand (His Master's Voice), South Africa (Gallo-Africa), Sweden (Telefunken Forsaljnings), Switzerland (Musikvertrieb).
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Coin, 3303 W. Ohio St., Midland, Tex. Tel.: (915) OX 4-1482. Mgr.: Steve Drummond.
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International representatives: Australia (Astro), Canada (Compo), Denmark (I.S. Dansk), England (Pye), France (Barclay), Germany (Ariola), Greece (Music-Box), Holland (Artone), Israel (Hataklit), Italy (Bluebell), Japan (Victor), Mexico (Disc-Importadora), New Zealand (Pye), Peru (Ind. Sono Radio), Philippines (Federal), Puerto Rico (Juan Martinez Vela), South Africa (Troubadour), Sweden (Sonet).
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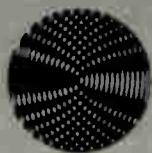
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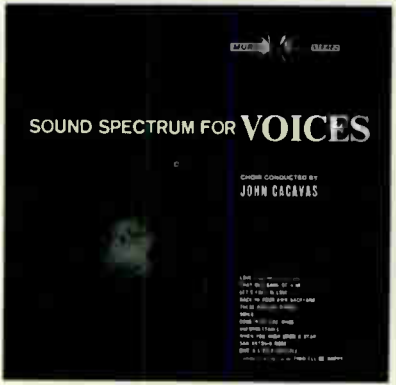
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Kandy, 334 Waterview, N. Muskegon, Mich. Pres.: Don Johnson.

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Laurie, 35 W. 45 St., New York 36, N. Y. Tel.: (212) JU 2-2975. Pres.: Robert M. Schwartz; A&R: Gene Schwartz; Sales: Eddie Mathews; Int'l: Robert Schwartz. Labels: Audicon, Calico, Laurie, Legrand, Rust, Providence.

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 Paramount (ASCAP), 1619 Broadway, New York 19, N. Y. Tel.: (213) CI 7-8262. Gen. Pro. Mgr.: Edward A. Wolpin.
 Patricia (BMI), 1631 Broadway, New York 19, N. Y. Tel.: (212) JU 2-4267.
 Pattern (ASCAP), 6515 Sunset Blvd., Hollywood 28, Calif. Tel.: (213) HO 6-2161.
 George Paxton (ASCAP), 1619 Broadway, New York 19, N. Y. Tel.: (212) JU 2-3050. Mgr.: George Furness.
 Pearl (BMI) 1619 Broadway, New York 19, N. Y. Tel.: (212) CI 6-1990.
 PEER (BMI), 1619 Broadway, New York 19, N. Y. Tel.: (212) 265-3910. Pro. Mgr.: Lucky Carle. (SEE ADVERTISEMENT)
 Pepamar (ASCAP), 488 Madison Ave., New York 22, N. Y. Tel.: (212) PL 9-4422.
 Perfection (BMI), 1429 Hawthorne St., Pittsburgh, Pa. Tel.: (412) 781-4557. Pres.: Edward J. Moschetti.
 Periscope (BMI), 23 Egremont Rd., Rm. 6, Brookline (Boston) 46, Mass. Tel.: (617) 566-3022. Pres.: Edward M. Hurvitz.
 Piccadilly (BMI), 135 W. 50 St., Rm. 1920, New York, N. Y. Tel.: (212) PL 7-7178.
 Pickwick (ASCAP), 322 W. 48 St., New York 36, N. Y. Tel.: (212) CI 5-1100. Pres.: Lou Levy.
 George Pincus & Sons (ASCAP), 1650 Broadway, New York 19, N. Y. Tel.: (212) CI 5-7272. Mgr.: Irwin Pincus.
 Pinebrook (BMI), 1650 Broadway, Rm. 403, New York 19, N. Y. Tel.: (212) JU 6-0240. Mgrs.: Spier & Webman.
 Pinelawn (BMI), 135 W. 50 St., Rm. 1920, New York, N. Y. Tel.: (212) PL 7-7178.
 Planetary (ASCAP), 1631 Broadway, New York 19, N. Y. Tel.: (212) JU 2-4267.
 Play (BMI), 1501 Broadway, New York 19, N. Y. Tel.: (212) LA 4-3983.
 Pleasant Music (ASCAP), 68 Mechanic St., New Rochelle, N. Y. Tel.: (914) NE 3-6059.
 Pleasant Ridge (BMI), P.O. Box 3961, Park Pl., Greenville, S. C. Sec./Treas.: Robert W. Edwards.
 Porgie (BMI), 1619 Broadway, New York 19, N. Y. Tel.: (212) CI 6-3864.
 Portland (BMI), P. O. Box 411, San Fernando, Calif. Tel.: (213) EM 9-6422. Nat'l Rep.: Mark Raymer.
 Portland (BMI), P. O. Box 928, Mehama, Ore.
 Post (ASCAP), 1556 N. La Brea Ave., Hollywood 28, Calif.
 Premier (BMI), 1650 Broadway, New York 19, N. Y. Tel.: (212) JU 6-5253. Gen. Mgr.: "Goldie" Goldmark.
 Premier Albums (BMI), 356 W. 40 St., New York 18, N. Y. Tel.: (212) WI 7-0982.
 Elvis Presley (BMI), 1619 Broadway, New York 19, N. Y. Tel.: (212) JU 6-0674. Mgr.: Freddy Bienstock.
 Pride (ASCAP), 230 W. 41 St., New York 36, N. Y. Tel.: (212) LW 4-0131. Vice-Pres.: Emery Deutsch.
 Princess (ASCAP), 1650 Broadway, Rm. 403, New York 19, N. Y. Tel.: (212) JU 6-0240. Mgr.: Spier & Webman.
 Print (ASCAP), 723 7th Ave., New York 19, N. Y. Tel.: (212) CI 5-7640. Contact: Paul Friedberger.
 Progressive (BMI), 1619 Broadway, New York 19, N. Y. Tel.: (212) JU 6-0674. Mgr.: Freddy Bienstock.
 Purchase (ASCAP), c/o Scepter, 254 W. 54 St., New York, N. Y. Tel.: (212) CI 5-2170.
 RTD (BMI), c/o Nick P. Cenci, 537 Dunn Dr., Pittsburgh 27, Pa. Tel.: (412) 881-1979.
 Fred Raphael (ASCAP), 6758 Colgate Ave., Los Angeles, Calif. Tel.: (213) OL 1-3250. Pres.: Fred Raphael.
 Rawson (BMI), 4712 S. Pennsylvania, Oklahoma City, Okla. Tel.: (405) MU 1-5113. Pres.: Dave J. Rawson.
 Raysler, 1650 Broadway, New York 19, N. Y. Tel.: (212) CI 6-3126. Prop.: Raymond A. Sterling.
 Rayven (BMI), 1650 Broadway, New York 19, N. Y. Tel.: (212) CO 5-0211. Mgr.: Duke Niles.
 Walter Reade/Sterling (ASCAP), 119 W. 57 St., New York 19, N. Y. Tel.: (212) CO 5-3600.
 Recherche (ASCAP), 1619 Broadway, New York, N. Y. Tel.: (212) CI 5-7960.
 Red Rock (BMI), 2232 Race St., Denver 5, Colo. Tel.: (303) DE 3-8086. Contact: James C. Scott, Sr.
 Regal (ASCAP), 1429 Hawthorne St., Pittsburgh 1, Pa. Tel.: (412) 781-4557. Pres.: Edward J. Moschetti.
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continued on page 84

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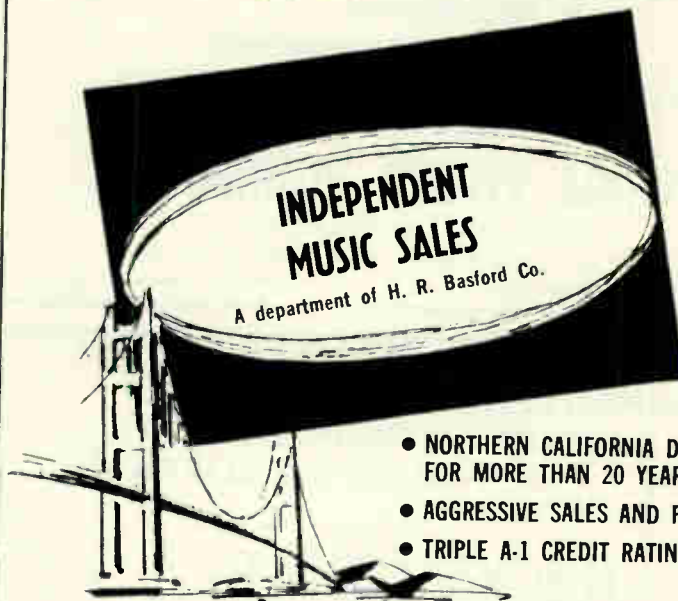
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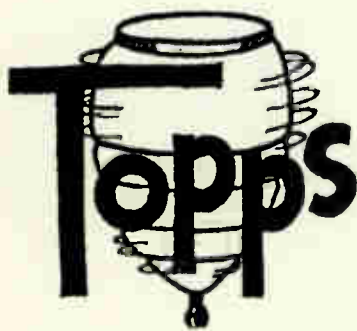
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DAVID ROSEN, 835 N. Broad St. Tel.: CE 2-6905.

Labels: ABC-Paramount, Argo, Big Top, Challenge, Command, Fleetwood, Golden, Grand Award, Impluse, Kapp, Living Language, Monument, Red Bird, Reprise, Sound Stage 7, Sure, Tangerine, Tuff, Valiant, Warner Bros., Westminster (SEE ADVERTISEMENT)

Raymond Rosen, Parkside Ave. at 51 St. Tel.: TR 8-2200. Mgr.: Paul Knowles.

Labels: Ava, Charter, London, London Int'l, MGM, Mercury, RCA Camden, RCA Victor, Ramrod, Richmond, Telefunken, Verve, Vesuvius, Wing.

UNIVERSAL, 919 N. Broad St. Tel.: CE 2-3333.
Mgr.: Leonard Radcliff.

Labels: Atco, Cadence, Coed, Contemporary, Crescendo, Del-Fi, Old Town, Original Sound, Pacific Jazz, Philles, Scepter, Smash, Wand. (SEE ADVERTISEMENT)

• PITTSBURGH (Area Code 412)

Capitol, 110 St. Joseph St. Tel.: 431-5803. Mgr.: Dennis Letzler.

Labels: Angel, Capitol.
Columbia, Porter Bldg., 6th & Grant. Tel.: 261-2844.

Sales Mgr.: James K. Winston.
Labels: Columbia, Epic, Okeh.

Decca, 1825 Blvd. of the Allies.
Labels: Decca, Listen & Learn, London.

East Coast, 633 Liberty Ave. Tel.: 281-6344. Mgr.: Nicholas Lomakin.

Labels: Commodore, Dictation Disc, Dootone, Fax, Golden Crest, K & H, Pacific Jazz, Russell Dance.

Fenway, 1601 5th Ave. Tel.: 391-3973. Pres.: Herbert Cohen.

Labels: Argo, Atlantic, Audio Fidelity, Cadence, Checker, Chess, Everest, Golden Crest, Golden World, Gordy, Guyden, Jay Jay, Kapp, Markie, Motown, Musicnote, Musicor, Old Town, Red Bird, Roulette, Scepter, Tamla, Time, 20th-Fox, United Artists, Wand.

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

Labels: Celebrity, Coed, Colpix, Cororet, Disneyland, Dolton, Double L, Dynamic, Fortune, Fraternity, Fury, Groove, GNP Crescendo, Liberty, Living Language, Marjon, May, RCA Camden, RCA Victor, RCA Victrola, Twinkle, Vista, Young Peoples Records.

King, 30 Pride St. Tel.: AT 1-3443. Mgr.: Lou Walker.

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

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

Labels: Arlen, Bluesville, Candlelight, Cortland, Crown, Don-EI, Excello, Fortune, Gina, Goldie, Goldisc, Junior, Kent, Lola, Musinote, Nashboro, Pan-World, Prestige, Ran-Dee, Relic, Success, Swingin', Twirl, V-Tone, Witch.

Bill Lawrence, 1409 5th Ave. Tel.: 471-1005. Mgr.: Dick Zimmer.

Labels: A & M, ABC-Paramount, After Hours, AGA, Alector, Apon, Aristophane, Bartone, Big Top, Briar, Caedmon, C.G., Chancellor, Classic Editions, Classic Jazz, Circa, Duna, Dunes, Duke, Dana, Dictation Disc, Ember, Eldo, Fleetwood, Glad-Hamp, Headline, Herald, Impulse, Joy, Jubilee, La Verse, Little Golden,

Monitor, Nina, Peacock, Prestige, Philips, Regina, Rendezvous, Sar, Seahorse, Shasta, Starday, Select, Stax, Summit, Surprise, Todd, Twirl, Tangerine, Vanguard, Wheeling.
Standard, 1705 5th Ave. Tel.: AT 1-8831. Mgr.: Lee Levine.
Labels: Atco, Challenge, Command, Era, Flip, Gateway, Grand Award, Hilltop, Imperial, Jamie, Laurie, Original Sound, Philles, Parkway, Phillips Int'l, Reprise, Smash, Swan, Vee Jay, Warner Bros.

RHODE ISLAND

• PROVIDENCE (Area Code 401)

Beacon, 725 Branch Ave. Tel.: UN 1-7500. Pres.: Milton Israeloff.
Labels: Buckingham, Camden, Crown, Coronet, Design, Grand Prix, Hilltop, Hurrah, Mercury Wing, Pickwick, Somerset, Zondervan.

TENNESSEE

• GALLATIN (Area Code 615)

Randy's Rec. Shop, 321 W. Main St. Tel.: 452-4696. Pres.: Gilbert Brown.

• KNOXVILLE (Area Code 615)

McClung Appliances, 310 Georgia St. Tel.: 524-1811. Mgr.: Albert Smith.
Labels: Groove, Peter Pan, RCA Camden, RCA Victor.

• MEMPHIS (Area Code 901)

Blackwood Bros., 209 N. Lauderdale. Tel.: JA 7-4349. Pres.: James Blackwood.
Labels: Audio Books, Capitol, Choice, Christian Faith, Comfort, Inspiration, RCA Victor, Sacred, Skylite, Word.

Columbia, 37 E. Carolina. Tel.: JA 5-7741. Sales Mgr.: Tom Croft.
Labels: Columbia, Epic, Okeh.

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

Labels: Audio Fidelity, All Star, Bagdad, Bartone, Blast, Blue Velvet, C & F, Celeste, Cata-mount, Clamike, Dingo, Douglas, Eugenia, Fernwood, Gospel, Gwenn, K-Ark, Kip, Lavette, Memphis, Mid-South, Progress, Prowlin, Prima, Puregold, Razorback, Rebel, Savoy, Sonja, Shell, Sleeper, Steso, Sonic, Surfer, Sol's, Salem, Teek, Tru-Sound, Vel. (SEE ADVERTISEMENT)

King, 1144 Union. Tel.: BR 5-3487. Pres.: Syd Nathan.
Labels: Bethlehem, Deluxe, Federal, 4 Star, King.

McDonald Bros., 994 S. Bellevue. Tel.: WH 8-2771. Mgr.: Charles Smith.
Labels: Colpix, Mercury, Monument, RCA Victor, Smash.

Music Sales, 1117 Union. Tel.: BR 6-1776. Mgr.: Leon McEmore.
Labels: ABC-Paramount, 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. Gen. Mgr.: Stanley Terry.

Labels: Atlantic, Crown, Dimension, Dolton, Duke, Era, Hilltop, Imperial, Kapp, Kent, Liberty, Musicor, Original Sound, Peacock, Reprice, Tollie, Warner Bros., United Artists, Young Peoples Records. (SEE ADVERTISEMENT)

Tri-State, 3635 Allandale. Tel.: 324-4640. Mgr.: Style Wooten.
Labels: Eugenia, Express, Jenny-Lynn, Memphis, STZ, Style, Taver, Tover, Zonia.

• NASHVILLE (Area Code 615)

Country Music Nashville, P. O. Box 701, Tel.: 255-3838. Pres.: R. Murray Nash.

Dot, 535 4th Ave., S. Tel.: 255-5451. Mgr.: Jim Wardlaw.
Labels: Dot, Hamilton.

Hermitage, 469 Chestnut St. Tel.: 244-1790. Mgr.: Mr. Hitchcock.

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

Labels: ABC-Paramount, Atco, Atlantic, Cameo, Circle, Cortland, Dade, Dial, Disneyland, Era, Excello, Fabor, Fantasy, Felsted, Fraternity, Galaxy, Garpax, Gaylord, Glenn, Hall-Way, Hi, Hi Fi, Hob, Instant, Jubilee, Jumbo, Kapp, Kent, Laurie, Lawn, LeCam, Legrand, Lemco, Lupine, Mercury, Minaret, MOC, Monument, Nashboro, One-Derful, Original Sound, Parkway, Petal, Philles, Philips, Rust, Sar, Scepter, Sims, Smash, Spokane, Specialty, SPQR, Starday, Stax, Sun, Swan, Vanguard, Vault, Vista, Volt, Wand, (Record Preview, Billboard Consumer Publication.)

Southern, 467 Chestnut St. Tel.: 254-1991. Pres.: Howard Allison.

Labels: A & M, AFO, Ace, Aertaun, Age, Alley, Alon, Amy, Argo, Arlen, Art Tone, Aertone, Battle, Blue Note, Brent, Briar, CJ, Canadian American, Carlton, Challenge, Chancellor, Checker, Check Mate, Chess, Chief, Choice, Cimarron, Coed, Colpix, Congress, Crusader, Del-Fi, Diamond, Dimension, Dolton, Donna, Deutsche Grammophon, Dooto, Dore, Duke, Ember, End, Everest, Fury, Gone, Gordy, Guayden, Harvey, Herald, Hickory, Mull, Infinity, Instant, Jamie, Joy, KC, Kip, Lennox, Liberty, Little Golden, Little Star, MGM, Mala, Motown, Newark, Newtime, Old Time, Peacock, Peter Pan, Phillip's Intl., Premium, Premore, Reprise, Ric, Riverside, Ron, Roulette, Savoy, Seg-Way, Sims, Songs of Faith, Spar, Stacy, Sue, Tamla, Tangerine, Time, Todd, 20th-Fox, USA, United Artists, Van Dan, Vee Jay.

TEXAS

• DALLAS (Area Code 214)

Adleta, 1914 Cedar Springs. Tel.: RI 1-3151. Mgr.: E. P. Miles.

Labels: Buena Vista, Disneyland, RCA Camden, RCA Victor.

Band K, 2512 Irving Blvd., Tel.: ME 7-1920. Labels: MGM, Verve (Record Preview, Billboard Consumer Magazine).

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Capitol, 4520 N. Central Expressway. Tel.: TA 6-3025. Mgr.: Marvin Beisel.
Labels: Angel, Capitol.
Columbia, 2603 Farrington. Tel.: ME 1-5680. Mgr.: Tom Cade.
Label: Columbia.
Decca, 139 Cole St. Tel.: RI 2-3739. Mgr.: C. E. McNabb.
Labels: Brunswick, Contemporary, Coral, Decca, Elektra, Good Time Jazz, Listen & Learn.
Dot, 1347 Chemical St. Tel.: 631-0630. Vice-Pres.: John P. Vescovo.
Labels: Dot, Hamilton.
King, 1632 Irving Blvd. Tel.: RI 8-2756. Pres.: Sydney Nathan.
Labels: Audio Lab, Bethlehem, Deluxe, Federal, 4-Star, King.

• EL PASO (Area Code 915)

M. B. Krupp, 311 S. Santa Fe. St. Tel.: 532-4961. Mgr.: M. B. Krupp.
Labels: Argo, Atco, Atlantic, Audio Fidelity, Big Top, Cameo, Checker, Chess, Colonial, Colpix, Del-Fi, Del Valle, Disneyland, Donna, Dootone, Dore, Duke, Ember, Era, Falcon, Fantasy, Fire, Fury, Gum, Guyden, Hickory, Hi Fi, Ideal, Imperial, Jamie, Joy, Jubilee, Landa, Laurie, Legrand, Tom Lehrer, May, Miami, Minit, Motown, Old Town, Parkway, Peacock, Project, Roulette, Sar, Scepter, Starday, Sue, Sun, Swan, Tamla, Wand, Yucca.
Sunland, 2227 Texas St. Tel.: KE 3-5901. Pres.: Wm. Shapiro.
Labels: ABC-Paramount, Artia, Audio Book, Audio Lab, Bethlehem, Boston, Bruno, Caedmon, Candle, Carlton, Chancellor, Children's Record Guild, Command, Cricket, Cub, Deluxe, Federal, Felsted, Folkways, 4 Star, Grand Award, Hi, Impulse, King, Lion, Living Language, Living Literature, London, MGM, Monitor, Monument, Musart, Original Sound, Parliament, Peerless, Peter Pan, Playtime, Rendezvous, Richmond, Rondo, Rondolette, SPQR, Seville, Shasta, Specialty, Telefunken, Vanguard, Young, Peoples Records.

• HOUSTON (Area Code 713)

Central Sales, 2104 Leeland. Tel.: CA 8-5255. Mgr.: George E. Jamail.
Labels: Allstar, Audio Book, Blue Note, Cabot, Coed, Dooto, Living Language, TNT, Young People Records.
H. W. Daily, 314 11 Ave. Tel.: UN 1-6868. Owners: Bud & Don Daily.
Labels: ABC-Paramount, A & M, Amy, Cadence, Cameo, Chancellor, Cobra, Command, GNP Crescendo, Dart, Del-Fi, Diamond, Dunes, End, Era, Excello, Fantasy, Felsted, Galaxy, Gremark, Guyden, Hickory, Imperial, Jamie, Jubilee, Kapp, Laurie, Le Cam, Legrand, London, Minit, Monogram, Musicor, Nashboro, Old Town, Parkway, Philles, Prestige, Roulette, Tanquerine, 20th-Fox, United Artists, Van, Vanguard, Vee Jay, Westminster.

Dixie, 3229 Mercer St.

King, 2000 Polk. Tel.: CA 8-7785. Mgr.: Paul Sheffield.
Labels: Audio Lab, Beltone, Bethlehem, Deluxe, Fairlane, Federal, 4-Star, Kem, King.

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

Labels: Atco, Atlantic, Argo, Aravel, AFO, American London, Audio Fidelity, Apollo, All Boy, Bellaire, Best, Chess, Checker, Crown, Colpix, Dimension, Duke, Enjoy, Ember, Everest, Folkings, Family, Fabor, Focus, Fury, Group, Goldband, Gordy, Garpax, Gospel, Hi, Herald, Hob, Kent, La Louisianne, Monument, Modern, Motown, Moonglow, Michele, Original Sound, Peacock, Project, Press, Reprise, Regent, Sue, Sun, Savoy, Specialty, SPQR, Swan, Stax,

Swallow, Symbol, Scepter, Sar, Sharp, Sims, Sound Stage 7, Teardrop, Tuff, Vault, Valiant, Tamla, Wand, Warner Bros., Word, Workshop Jazz.

J. A. Walsh, 4301 Gulf Freeway. Tel.: CA 3-4281. Mgr.: W. L. Whitehead.
Labels: RCA Camden, RCA Victor.

• PORT ARTHUR (Area Code 713)

Hurricane, 1812 Procter St. Tel.: YU 2-7121. Mgr.: Floyd J. Badaux.
Labels: Capa, Drum Boy, Ebony, Jay Jay, Kash, Nob, Pitch, Rosie, Spec, Rivoli, Spindletop, Twin Town, Tikva.

• SAN ANTONIO (Area Code 512)

Santone, 121 Navarro St. Tel.: CA 7-5181. Principal: Louis N. Jamart.
Perry Shankle, 1801 S. Flores. Tel.: CA 3-1801. Mgr.: J. J. Schneider.
Labels: Disneyland, Dolton, Fidelitone, Ideal, Liberty, Lyric, Pacific Jazz, Peerless, RCA Camden, RCA Mexicana, RCA Victor, Vista World Pacific.

• SAN BENITO (Area Code 512)

Rio Grande Music, 119 S. Sam Houston Blvd. Tel.: EX 9-1471. Pres.: Paco Betancourt.
Labels: Alfa, Bego, Cima, Coast, Colonial, Columbia-Mexican, Corono, Demarco, Dela, Fina, Gabe, Gilguero, Ideal, Lira, Musart, Miami, Maya, Nopal, Norteno, Oro, Peerless, Popular, RCA Victor, Renner, Rio, Rosina, Sombrero, Teardrop, Torero.

UTAH

• SALT LAKE CITY (Area Code 801)

Capitol, 219 E. Broadway S.
Labels: Angel, Capitol.
Cordova's Importers, 543 W. 3d N., P. O. Box 16065. Tel.: 355-0642. Owner: Carl Cordova.
Labels: Bronco, Colonial, Columbia-Mexican, Corona, Del Valle, Falcon, Ideal, Lira, Musart, Nopal, Norteno, Sombrero.
Great Western, 1544 S. Redwood Rd. Tel.: 486-0735. Owner: Peter Souvall.
Labels: Argo, A & M, Ascot, Checker, Chess, Colpix, Crest, Cricket, Cub, End, Era, Fabor, Disneyland, Gardena, Guyden, Hickory, Jamie, Jubilee, Laurie, Legrand, MGM, Old Town, Philips Int'l, Philles, Shasta, Sun, Swan, United Artists, Zen.
Huish, 2525 S. 8th West. Tel.: 486-7611. Mgr.: Ross Davis.
Labels: Cameo, Jazzland, Parkway, Philips, RCA Camden, RCA Victor, Vanguard, Riverside, Wonderland.

VIRGINIA

• RICHMOND (Area Code 703)

Allen, 3409 W. Leigh St. Tel.: EL 5-7896. Pres.: Milton Sinheimer.
Labels: Ambassador, Caedmon, Colpix, Crown, Fabor, Felsted, Folkways, 4-Phase, Glail-Hamp, Gopsel, Joy, London, Original Sound, Phillips Int'l, Pickwick, Regent, Richmond, Savoy, Somerset, Songs of Faith, Strand, Sun, Swan, Tangerine, Telefunken.
Goldberg-Tiller, 959 Myers. Tel.: EL 5-7401. Pres.: Leroy Goldberg.
Labels: Columbia, Epic, Okeh.

WASHINGTON

• SEATTLE (Area Code 206)

C & C, 1000 First Ave., S. Tel.: MU 2-7188. Pres.: Lou Laventhal.
Labels: Atlantic, Del-Fi, Dot, Jamie, Jubilee, Liberty, MGM, Roulette, Verve. (Record Preview, Billboard Consumer Publication.)
Capitol, 1920 Terry. Tel.: MA 3-1920. Mgr.: Marge Sires.
Labels: Angel, Capitol, Ludix.

continued on page 187

U. S. RECORD MANUFACTURERS

Continued from page 39

- Specialty, 8300 Santa Monica Blvd., Hollywood 69, Calif. Tel.: (213) 656-7711. Pres.: Arthur N. Rupe.
- Spicey (see Band Box).
- Spindletop, 1812 Procter St., Port Arthur 40, Tex. Tel.: (713) YU 2-7121. Owner: Floyd J. Badeaux.
- Spin-O-Rama (see Premier Albums)
- Spiral, 875 5 Ave., New York 21, N. Y. Tel.: (212) RE 7-3304. Vice-Pres.: Sol Abrams.
- Spivey, 65 Grand Ave., Brooklyn 5, N. Y. Owner: Victoria Spivey.
- Spokane (see Sceptor).
- Spoken Arts, 95 Valley Rd., New Rochelle, N. Y. Tel.: (914) NE 6-5482. Pres.: Arthur Luce Klein.
- Spoken Word, 10 E. 39 St., New York 16, N. Y. Tel.: (212) MU 3-1150. Vice-Pres.: S. N. Siegel.
- S.P.Q.R., 10 E. 40 St., New York, N. Y. Tel.: (212) MU 3-1172. Contact: Frank Guida, Pearl Frank.
- Springboard, 231B Coles Blvd., Norristown 1, Pa. Tel.: (215) 275-7420. Pres.: George Yahraes.
- Squalor, 6020 Normal, Chicago 21, Ill.
- Squire, 1631 Broadway, New York, N. Y. Tel.: (212) PL 7-9880. Pres.: Morris Levy.
- Standard, 163 W. 23 St., New York 11, N. Y. Tel.: (212) CH 2-0880.
- Stacy, 1918 Prairie Ave., Chicago 16, Ill. Tel.: (312) 225-6460. Mgr.: James K. Gaylord.
- Star, 4517 Wainwright Ave., Pittsburgh 27, Pa. Star (see Celtic).
- Star (see Contemporary).
- Star Artist Prod., 2403 Stewart Ave., Westbury 90, N. Y. Tel.: (516) ED 3-1993. Pres.: Ed Daniels.
- STARDAY, P.O. Box 115, Madison, Tenn. Tel.: (615) CA 8-2575. Pres.: Don Pierce; A&R: Tommy Hill; Sales & Int'l.: Martin Haerle. Label: Starday.
- International representatives:** Australia (Festival, Decca, W&G), Austria (Ariola, Metronome), Benelux (C. N. Rood, Dureco, Decca), Britain (Decca, London, Ember, EMI, Longhorn, Emerald, Oriole, Melodisc, Country Style), France (Arteco), Germany (Ariola, Metronome), Italy (Decca, Fonit-Cetra), Japan (King, Cosdel), New Zealand (Rank), Scandinavia (Dansk), South Africa (Trutone, Meteor, Decca), Spain (Ver-gara), Switzerland (Ariola, Metronome). (SEE ADVERTISEMENT)
- Stardisc, 10337 E. Beach St., Bellflower, Calif. Tel.: (213) TO 64-146. Owner: Mearl Ellison.
- Stardust (see Disk).
- Starfire (see Celtic).
- Starr Mount, 2080 Beach St., Winston Salem, N. C. Tel.: PA 4-5093. Pres.: Howard Martin.
- Stax, 926 E. McLemore, Memphis, Tenn. Tel.: (901) 946-1064. Pres.: Jim Stewart; Vice-Pres.: Estelle Axton; A&R: Steve Cropper. Labels: Stax, Volt (see Atlantic).
- Stella, 550 5th Ave., New York 36, N. Y. Tel.: (212) PL 7-6454. Pres.: Don S. Coine.
- Stellar, 550 5 Ave., New York, N. Y. Tel.: (212) PL 7-6454.
- Stereo (see Contemporary).
- Stereo Fidelity (see Miller International).
- Stereoddities, 259 S.W. 21st Terr., Fort Lauderdale, Fla. Tel.: (305) LU 1-7300. Pres.: Fletcher Smith; A&R: Janet P. Sneider. Labels: Art Sound, Bitoa, Duo, Fletcher Smith Studios, Living Record Library, Stereoddities.
- International representatives:** Canada (Arc Sound), Hawaii (Music Craft of Hawaii), Japan (Japan Sales), New Zealand (Allied International).
- Stereo-Sonic, 226 S. Wabash, Chicago 4, Ill. Tel.: (312) 922-0132. Pres.: Edw. S. Cody.
- Stinson, P. O. Box 3415, Granada Hills, Calif.
- Stop, 1820 Washington St., Boston 18, Mass. Tel.: (617) HI 2-3830. Owner: Fred Le Blanc.
- Strand, 905 N. Broad St., Philadelphia 23, Pa. Tel.: (215) CE 2-1272. Pres.: Sid Pastner.
- Streke (see Periscope).
- Style (see Style Rec. Prod.).
- Style Rec. Prod., 3635 Allandale, Memphis 11, Tenn. Tel.: (901) 324-4640. Pres.: Style Wooten.
- Sue, 265 W. 54 St., New York 19, N. Y. Tel.: (212) PL 7-2711. Pres.: Juggy Murray. Labels: Broadway, Crackerjack, Eastern, Sue, Symbol.
- Summit Sound Systems, 52 Pitman Ave., Ocean Grove, N. J. Tel.: (201) 775-4952. Pres.: William Jelley.
- Summy-Birchard, 1834 Ridge Ave., Evanston 4, Ill. Tel.: (312) 869-4700. Pres.: David K. Sengstack.
- Sun, 639 Madison Ave., Memphis, Tenn. Tel.: (901) 527-2614. Pres.: Sam Phillips.
- Sunny (see Heartbeat).
- Supreme, 304 S. Brand St., Glendale 9, Calif. Tel.: (213) CH 5-3340. Pres.: Paul Mickelson.
- Sure-Shot (see Duke).
- Surfside (see Hula).
- Suzanne, 2323 Market, San Francisco 14, Calif. Owner: Jim Seagrave.
- Swan, 8th & Fitzwater Sts., Philadelphia 45, Tel.: (215) MA 7-1500. Pres.: Anthony S. Mammarella; Sales: Bernard Binnick; Int'l.: Donald Singer. Labels: Lawn, Swan.
- International representatives:** Australia (EMI), Belgium (S.A. Gramophone N.V.), Canada (Quality), Chile (Corporacion De Radio De Chile), Denmark (I. S. Dansk Grammofonplaaeforlag), England (EMI) France (Les Industries Musicales), Germany (Electrola Gesellschaft MBH), Holland (N.V. Verkoop-Maatschappij, Bovema), India (Gramophone Co.), Italy (Compagnia General Del Disco), Israel (Mataklit), Japan (Toshiba Musical Ind.), New Zealand (His Master's Voice), Norway (A/S Nor-Disc), Portugal (Valentim de Carvalho Lda.), South America (EMI (South Africa) Pty.), Spain (Compagnia del Gramofono-Odeon S.A.E.), Sweden (Karuseell Grammofon Aktiebolag).
- Sweco Music, 250 W. 57 St., New York 19, N. Y. Tel.: (212) CI 7-4500. Pres.: Jack Gale.
- Swing (see Jubilee).
- Swingline (see Celtic).
- Sword & Shield, 1417 E. Abram, P. O. Box 211, Arlington, Tex. Tel.: (817) CR 5-4844. Pres.: Calvin Willis.
- Syse, 342 Madison Ave., New York 17, N. Y. Tel.: (212) YU 6-3045. Pres.: Sy Shaffer.
- Sylvania, 825 Madison Ave., New York 21, N. Y. Tel.: (212) 734-4000. Pres.: Peter C. Haffner.
- Symca, 825 Madison Ave., New York 21, N. Y. Tel.: (212) 734-4000. Pres.: Peter C. Haffner.
- TEK (see Goldband).
- T-Neck (see Atlantic).
- Tab, 1121 Market St., Galveston 50, Tex. Tel.: (713) 50 2-6581. Pres.: A. W. Marullo.
- Tag, 659 10 Ave., New York, N. Y.
- Take Ten, 360 N. Michigan Ave., Chicago 1, Ill. Tel.: (312) 346-0782. Pres.: David R. Hayes.
- Talking Machine (see Barbary Coast).
- Tally, 2605 Nile St., P. O. Box B42, Bakersfield, Calif. Tel.: (805) FA 3-9728. Owner: Charles (Fuzzy) Owen.
- Talmadge Prod. 826 7 Ave., New York, N. Y. Tel.: (212) CI 6-3775. Cable: ARTALMADGE. Pres.: Art Talmadge; Vice-Pres.: Pappy Daily. Label: Musicor.
- International representatives:** Africa (Trutone), Argentina (Surco Industrias Musicales), Australia (Australian Rec.), Belgium (Fonior), Brazil (Gravacoes Musidisc), Canada (Compo), Chile (Philips), Columbia (Discos Fuentes), Denmark (Nordisk Polyphon), England (EMI), Finland (Siemens Sähkö Oy), France (C.I.E. Phonographique), Germany (Deutsche Grammophon), Greece (Georgios Orphanidis), Holland (N.V. Phonogram), Hong Kong (Colonial Trading), Israel (Hed-Arzi), Italy (C.G.D.), Japan (Nippon Columbia), Lebanon (Cinema Empire), Mexico (Gamma S.A.), New Zealand (Allied Int'l), Norway (Proton), Peru (El Virrey), Philippines (Mareco), Spain (Hisvapox), Sweden (Svenska Siemens), Switzerland (Siemens Elektrizitaets), Uruguay (Editorial Antar), Venezuela (El Palacia de La Musica), West Indies (Federal Rec. Co. & International Rec. Co.).
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- Tanda (see Bob Jones Prod.).
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- Tar-get (see Kip).
- Target (see Alvera).
- Tateco, P. O. Box 68, Senatobia, Miss. Tel.: (601) 562-5311. Owner: Jimmy Martin.
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- Teiger Prod., P.O. Box 587, Hollywood 28, Calif. Tel.: (213) 340-6443. Pres.: E. Dale Gasteiger. Telefonken (see London).
- Telstars, 2209 Canyon Dr., Hollywood 28, Calif. Tel.: (213) HO 4-5462.
- Terry, 220 E. 102 St., New York 29, N. Y.
- Texas Plainsmen, Box 4831, Midland 2, Tex. Tel.: (915) OX 4-3756. Contact: Carl L. Echols Jr.
- Texas Sound Studios, 506 W. Hildebrand Ave., San Antonio 12, Tex. Tel.: (512) PE 3-1721. Mgr.: Jane Smith.
- 3 H's, 3333 San Marino St., Los Angeles 6, Calif. Tel.: (213) DU 3-7579. Henry Oakes.
- Three Key, Moultrie, Ga.
- Three Rivers, P. O. Box 9642, Pittsburgh 26, Pa. Tel.: (412) 563-3817. Pres.: Dan Laboon.
- 3 Sons, 926 Western Saving Fund Bldg., Philadelphia 7, Pa. Tel.: (215) PE 5-8292. Pres.: Lew Di Leo.
- Three Star Record Co., P.O. Box 6278, Bakersfield, Calif. Tel.: (805) 366-8920. Owner-Mgr.: Tommy Dee.
- Three Star Recording Co., 301 Edlerfield, Newark, Del. Tel.: (368) 1833. Pres.: Lee Stevenson.
- Tiare Tahiti, 6124 Selma Ave., Hollywood, Calif.
- Tic Toc (see Goldband).
- Tico (see Roulette).
- Tide, 2146 W. View St., Los Angeles 16, Calif.
- Tifco, 26 Golden Bldg., Tifton, Ga. Tel.: (912) 382-5477. Pres.: Jim Newton.
- Tikva, 1650 Broadway, New York 19, N.Y. Tel.: (212) JU 6-4934. Mgr.: Allen Jacobs.
- Timbre (see Galaxy).
- Time, 2 W. 45 St., New York 36, N.Y. Tel.: (212) OX 7-0757. Pres. & A&R: Bob Shad. Sales: Phil Picone. Int'l.: Bob Shad.
- Labels: Brent, Time.
- International representatives:** Argentina (Tonodisc), Australia (W & G), Britain (Oriole), Canada (Allied), France (Bel-Air, Barclay), Germany (Ariola), Italy (Ri-Fi), Japan (Nippon), Philippines (Cosdel).
- Times Square, 1104 6th Ave., New York 36, N.Y. Tel.: (212) BR 9-3458. Pres.: Irving Rose.
- Tip Top (see U.S.A.).
- Titan, 1951 Holmby Ave., Los Angeles 25, Calif. Tel.: (213) BR 0-3023. Pres.: George R. Brown.
- Toad, 261 E. 10, New York 9, N. Y.
- Token, 3303 W. Ohio Ave., Midland, Tex. Tel.: (915) OX 4-1482. Mgr.: Steve Drummond.
- Tollie (see Vee Jay).

Continued on page 85

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Geographical listings, by state and city, of U. S. One-Stops, showing executives and telephone numbers where available.

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• BIRMINGHAM (Area Code 205)

M & F, 1630 6 Ave. N., Tel.: 252-2311. Owner: Flip Flippone.

Music Center, 416 N. 19 St., Tel.: 786-5708. Mgr.: Virgil Lugar.

Victory Rec. Serv., 1028 1st Ave. N., Tel.: 324-9505. Mgr.: Joseph M. Vetrano.

• PRICHARD (Area Code 205)

Prichard Music & Appl., 122 Main St., Tel.: 452-3661.

ARIZONA

• PHOENIX (Area Code 602)

Ariz. M. B. Krupp, 2519 N. 16 St., Tel.: 252-4013. Mgr.: Margo Grover.

Flash Dist., 3121 E. McDowell, Tel.: 273-7346. Pres.: Joe English.

ARKANSAS

• LITTLE ROCK (Area Code 501)

Moses Melody, 505 Main St., Tel.: FR 5-0105. Pres.: Jim Moses.

CALIFORNIA

• EMERYVILLE (Area Code 415)

WESTERN, 1461 Park Ave., Tel.: 654-5110. Vice-Pres.: Ted Fullmer. (SEE ADVERTISEMENT)

• LOS ANGELES (Area Code 213)

Amco Music & Vending, 6403 E. Slauson Ave., Tel.: 386-2251.

Calif. Music, 2933 W. Pico Blvd., Tel.: 733-1196. Owner: Sam Ricklin.

Dale Rec. Serv., 2940 W. Pico Blvd., Tel.: 731-8731. Mgr.: Martin Shaw.

Luehagen, 2277 W. Pico Blvd., Tel.: DU 4-4134. Mgr.: Mary Solle.

Disc Mobile, 2567 W. Pico Blvd., Tel.: 389-3953.

Norty's, 436 N. Fairfax Ave., Tel.: WE 8-2758. Owner: Norton Beckman.

Op's 1 Stop, 2647 W. Pico Blvd., Tel.: RE 2-6737. Pres.: Dave Yates.

Sun State Dist., 2669 W. Pico Blvd., Tel.: 383-4137. Owner: Al Latuska.

• SACRAMENTO (Area Code 916)

Tower Records, 1518 Broadway, Tel.: GI 1-1315. Owner: R. Solomon.

• SAN BERNARDINO (Area Code 714)

Braviroff, Piano & Music, 1170 "E" St., Tel.: TU 9-8596. Owner: Harvey Braviroff.

• SAN DIEGO (Area Code 714)

Dial Sales, 1835 Fifth St., Tel.: 234-2203. Hit Line Record Sales, 3917 Polack St., Tel.: 222-3034. Owner: Frank M. Metzker.

Ratner Elec., 745 Broadway, Tel.: 234-3363

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Music Box One Stop, 1070 Howard St., Tel.: KI 2-0581. Mgr.: Don Bonifanti.

Nor Cal One Stop, 1175 Howard St. Tel.: MA 1-1837. Mgr.: Joyce Richardson.

Western, 224 6 St., Tel.: HE 1-3367. Mgr.: Bob Davenport.

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• DENVER (Area Code 303)

Mile Hi One Stop, 77 Klamath, Tel.: 255-2021. Pres.: Joe Oxman.

MOUNTAIN DIST., 3630 Downing St. Tel.: 222-8518. Owner: Peter J. Geritz. (SEE ADVERTISEMENT) Music Box, 1043 Broadway, Tel.: 623-8497.

• PUEBLO (Area Code 303)

Morton Record Co., 945 East Evans Ave., Tel.: 543-0928.

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Owner: Max Silverman.
Super Music City, 1245 9th St., N.W., Tel.: NO
7-1049. Mgr.: Phil Levine.

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• **HIALEAH (Area Code 305)**
Southern Rec. Serv., 1020 East 14th St., Tel.:
885-4625. Mgr.: Dave Shedd.

• **JACKSONVILLE (Area Code 305)**
Budisco One Stop, 60 Riverside Ave., Tel.: 355-6443.
Dixie Music One Stop, 115 West Monroe St., Tel.:
355-4941.

• **MIAMI (Area Code 305)**
Budisco One Stop, 236 N. W. 29th St., Tel.: 633-
6031. Mgr.: Raoul Shapiro.
Jet, 4928 N.W. 7th Ave., Tel.: 751-2473. Mgr.:
Fred Marron.
Ernest C. Reyer, 2815 S.W. 63 Ave., Tel.: MO 1-
1524. Owner: Ernest C. Reyer.
Southland Appl., 1664 N.W. 36 St., Tel.: 635-5621.
Sunshine State Rec. Dist., 8170 N.W. 36 Ave., Tel.:
696-4951. Co-Mgrs.: Charles Peters & Morty
Marks.

• **ORLANDO (Area Code 305)**
Southern Music Co., 503 West Central, Tel.: GA
3-5591.
Record Supply Co., 720 Franklin St., Tel.: 424-
6396.

• **ST. PETERSBURG (Area Code 813)**
Courts, P.O. Box 12856, Tel.: 862-6184. Pres.:
Johnnie Courts.

• **TAMPA (Area Code 813)**
Budisco Rec. Serv., 1723 Cypress, Tel.: 251-1205.
Mgr.: William L. Whitcomb.
Gallop Records, 1416 E. Broadway, Tel.: 247-1958.
Mgr.: Mrs. Gallopa.

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Pres.: Jack Geldbart.

Music Box, 1360 Spring St. N.W., Tel.: TR 5-0354.
Record Center, 2581 Piedmont Rd., N.E. Tel.: 231-
3336.

• **CLARKSVILLE (Area Code 404)**
Clarksville Record Sales, P. O. Box 198, Tel.: 754-
2517. Mgr.: Peter J. Roseffy.

• **DEMOREST (Area Code 404)**
Ralph's Radio Music, Hwy. 441, Box 117, Tel.: 723-
2854. Owner: Ralph Raper.

• **TIFTON (Area Code 912)**
Southeast Rec. Sales, 138 E. 5 St. Tel.: 382-
5204. Pres.: Gus P. Statiras.

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Pres.: T. H. Gorman.

All Rec., 3006 North Elston, Tel.: 478-4132.
BARNEY'S, 1144 S. Kedzie Ave., Tel.: NE 8-9053.
(SEE ADVERTISEMENT)

Little Al's, 3216 W. Lawrence Ave., Tel.: IR 8-
6114. Owner: Al Temaner.

Lormar Rec. Dist., 3214 W. Augusta, Tel.: BR 8-
8300.

Minett's Rec. Dist., 2029 S. Michigan Ave., Tel.:
VI 2-3131.

Music Box, 1301 W. 79 St., Tel.: AB 4-3600. Pres.:
J. J. O'Dwyer.

New Deal Rec. Dist., 1414 S. Michigan Ave., Tel.:
922-6245. Mgr.: Irv Rothblatt.

Pan American One Stop, 1344 S. Halsted St., Tel.:
SE 3-1530. Vice-Pres.: M. S. Frenkel.

PROFIT VENDORS, 3216 W. Lawrence, Tel.: 478-
1441. (SEE ADVERTISEMENT)

SINGER ONE STOP, 1812 W. Chicago Ave. Tel.: HU
6-7400. Pres.: Fred Sipiora. (SEE ADVERTISE-
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World Dist., 2017 S. Michigan, Tel.: 842-4307.

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C. C. Rec. Co. of Ind., 1312 N. Capital Ave., Tel.:
ME 2-7554. Owner: Charles Collier.

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Lieberman Iowa One Stop, 1406 E. Grand Ave.,
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Mars Sales, 1630 Locust, Tel.: 282-0429. Gen.
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Vine, 400 E. Broadway, Tel.: 582-2092. Pres.:
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Wax Works Rec. Shop, 320 Washington Ave., Tel.:
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• LAFAYETTE (Area Code 318)

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2-1575.

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United, 642 Baronne, Tel.: 524-3211.

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New England Rec., 212 Anderson St., Tel.: 774-5362.
Portland Rec., 84 W. Cove, Tel.: SP 2-6551. Pres.:
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Musical Sales, 104 N. Mt. Royal Ave., Tel.: VE
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New Deal, 1601 Guilford Ave., Tel.: 837-2774. Mgr.:
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One Stop Rec. Serv., 2566 Madison Ave.
Redisco, 1815 Guilford Ave., Tel.: NO 9 1515.
Mgr.: Oscar Buchman.
Stacy Rec. Dist., 2275 Riesertown Rd., Tel.: 669-8797.
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• **WOBURN (Area Code 617)**

One Stop, 30 Nashua St., Tel.: 933-6290.

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CONSOLIDATED, 13254 Linwood Ave., Tel.: TO 5-8666. Gen. Mgr.: Thomas Mutter. (SEE ADVERTISEMENT)

New Deal Rec. Serv., 15329 Livernois Ave., Tel.: 863-2225. Mgr.: Dave Lasker.

State Song Shop, 3419 Hastings, Tel.: PE 3-5299.

Whites Novelty Co., 8422 Linwood.

• **GRAND RAPIDS (Area Code 616)**

Record City, 41 S. Division, Tel.: GI 8-1921. Owner: Gordon Darrah.

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All Records, 127 N. 7th St., Tel.: FE 2-8026. Mgr.: Sandy Sanderson.

BROWN BROS., 2127 Washington Ave., N. Tel.: JA 2-6648. Mgr.: Ray Brown (SEE ADVERTISEMENT)

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- **NEWARK (Area Code 201)**
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Raymar Sales, 357 Lyons Ave., Tel.: WA 3-6333.
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Red Top, 261 S. Orange Ave., Tel.: MI 3-9807.
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Harpers, 97 N. Pearl St., Tel.: HE 4-2021. Owner:
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L & L Distributors, 30 N. 3d St., Tel.: HO 2-6508.
- **AMSTERDAM (Area Code 518)**
Almor & Co., 10 Leonard St., Tel.: VI 2-2500.
- **BINGHAMTON (Area Code 607)**
National Rec. Serv., 496 Chenango, Tel.: 723-8916.
Vice-Pres.: Sidney J. Fein.
One Stop Service, 109 Water St.
- **BUFFALO (Area Code 716)**
Buffalo One Stop, 959 Main St., Tel.: TT 2-0427.
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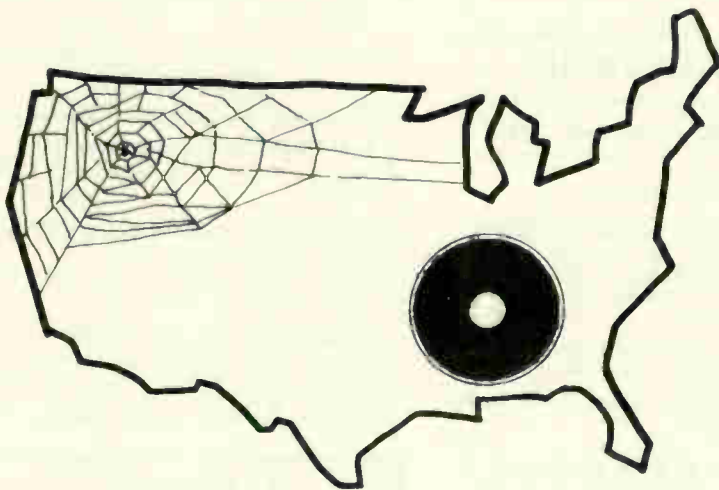
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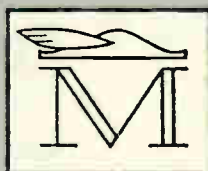
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West End (ASCAP), 1650 Broadway, New York 19, N. Y. Tel.: (212) JU 6-5253. Mgr.: "Goldie" Goldmark.
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Wildcat (BMI), 1619 Broadway, New York 19, N. Y. Tel.: (212) PL 7-4336.
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Kae Williams (BMI), 3214 W. York St., Philadelphia 32, Pa. Tel.: (215) BA 3-0766. Pres.: Kae Williams.
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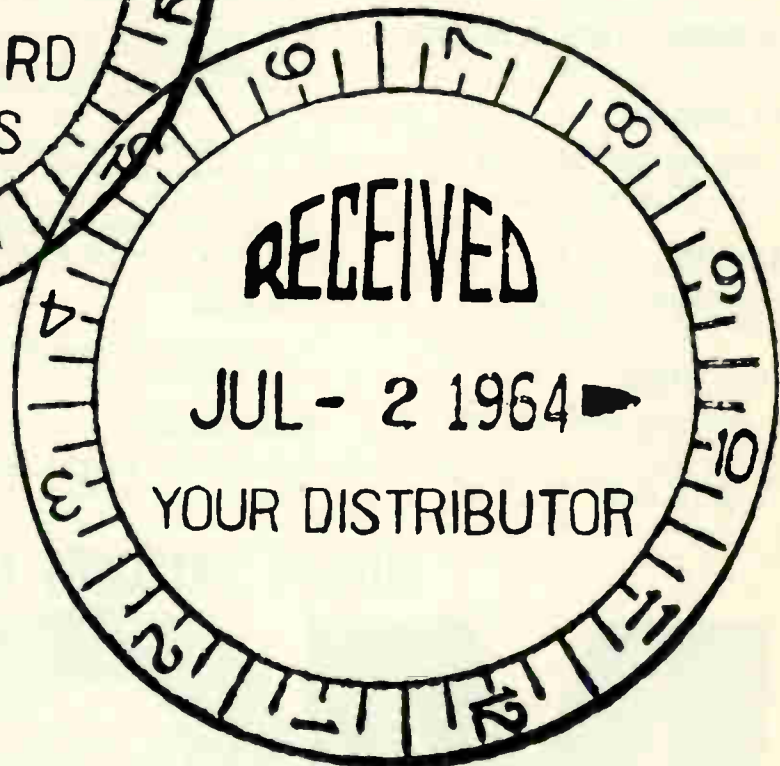
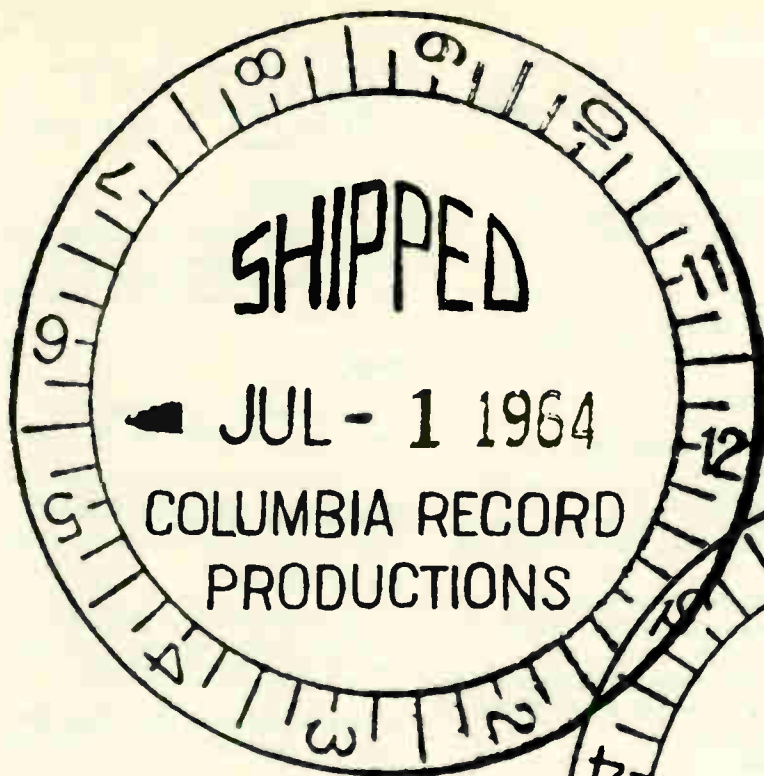
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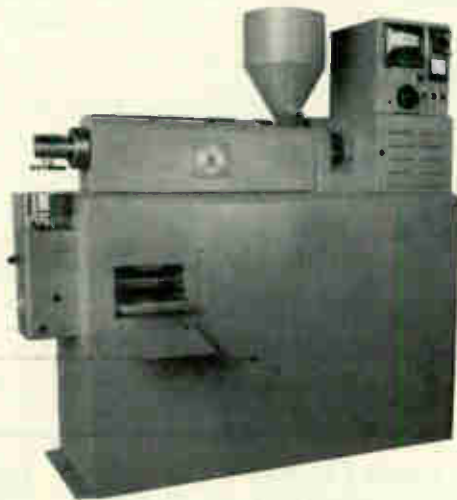


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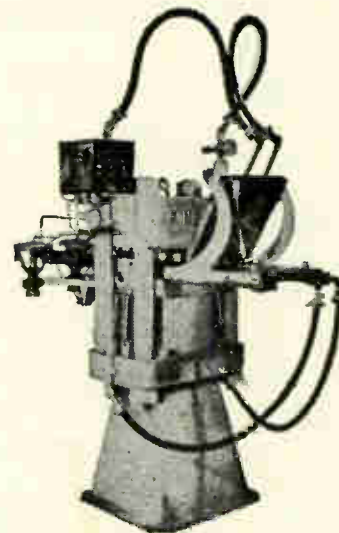
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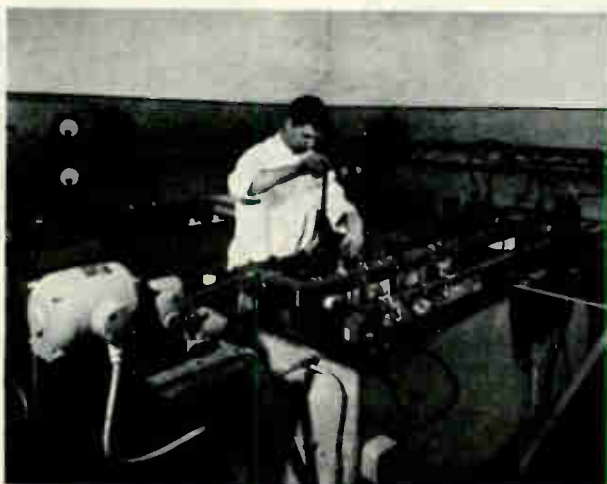
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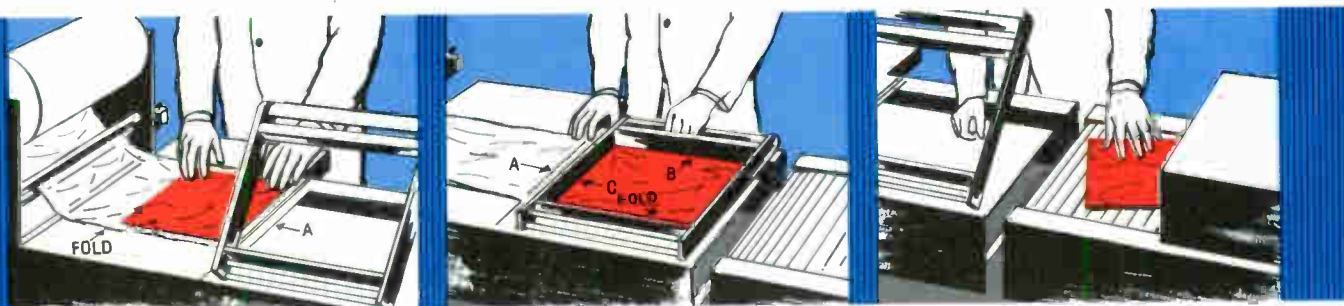
ECONOMY — Cost of Y-Film is low, labor-saving equipment for wrapping saves you additional dollars.

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1 The album is placed between centerfolded film. Side A is sealed simultaneously with previous package.

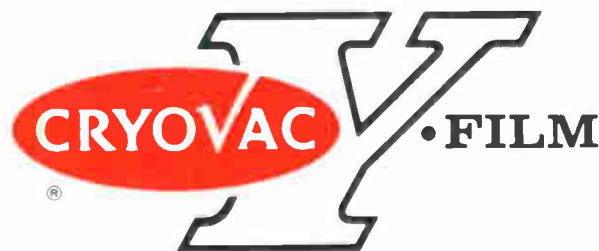
2 Thermal Impulse Sealing Unit cycles and seals remaining sides B, C, simultaneously sealing A of next package.

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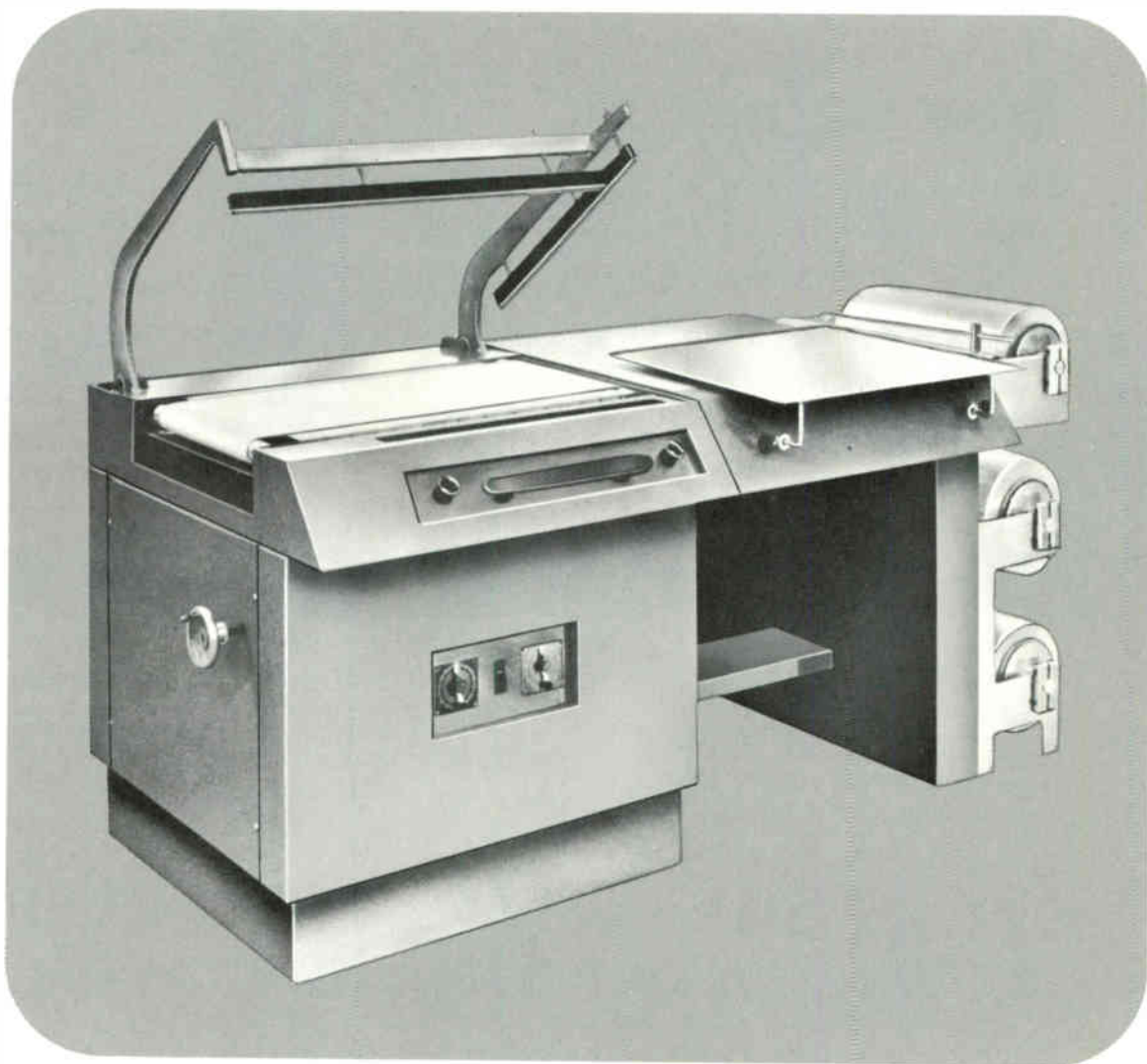
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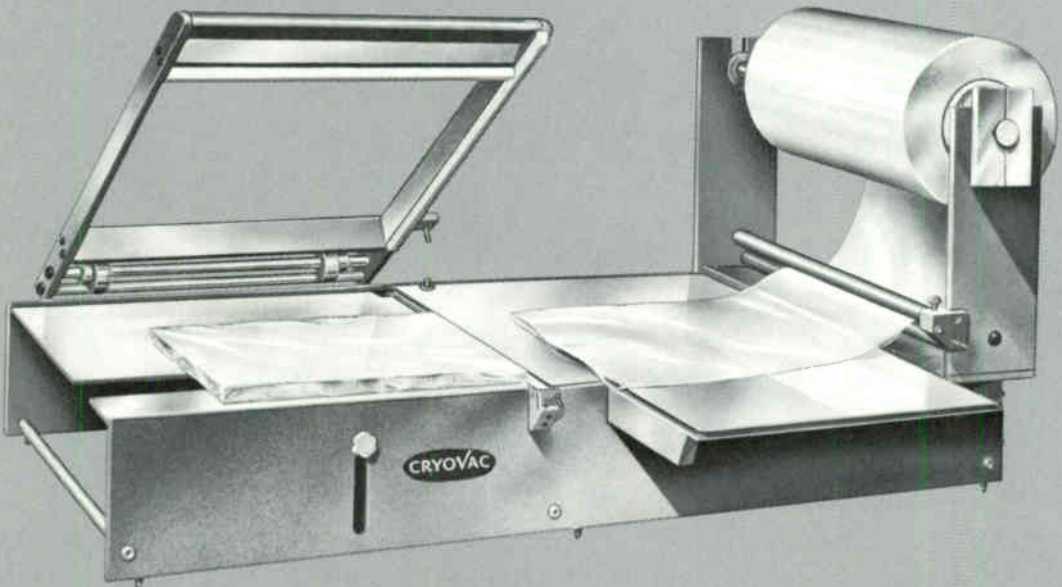
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OVER 800 PACKAGES PER HOUR.

AIR POWERED, FLEXIBLE, EASY TO OPERATE

- Features exclusive air-cooled sealing system (patents pending).
- Automatic package take-away conveyor system.
- Air-powered for higher production rates, uniform seals, minimum operator fatigue.
- Built-in Vacuum Scrap removal system.
- Sealing cycles controlled by synchronous timers.
- Available for hand or foot operation.

The Cryovac 7107 operates on 220 volts, single phase, 20 amps. It is installed in line with a Cryovac 6555-A Shrink Tunnel which requires 220 volt, 60 Cycle, 3 Phase, AC 4 Wire Circuit, 30 amps. The floor space required for the line is approximately 30 sq. ft.



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PORTABLE, LOW COST, EASY TO OPERATE.
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- **Equipped with brake to control film roll.**
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Electrical supply: 220 volt, 60 Cycle, Single Phase, AC. Controls: Synchronous timer control of heating cycle with built-in audible signal. Tunnel specifications same as tunnel shown with SA-1.



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SA-1's
ALREADY
IN USE

THE COMPLETELY AUTOMATIC

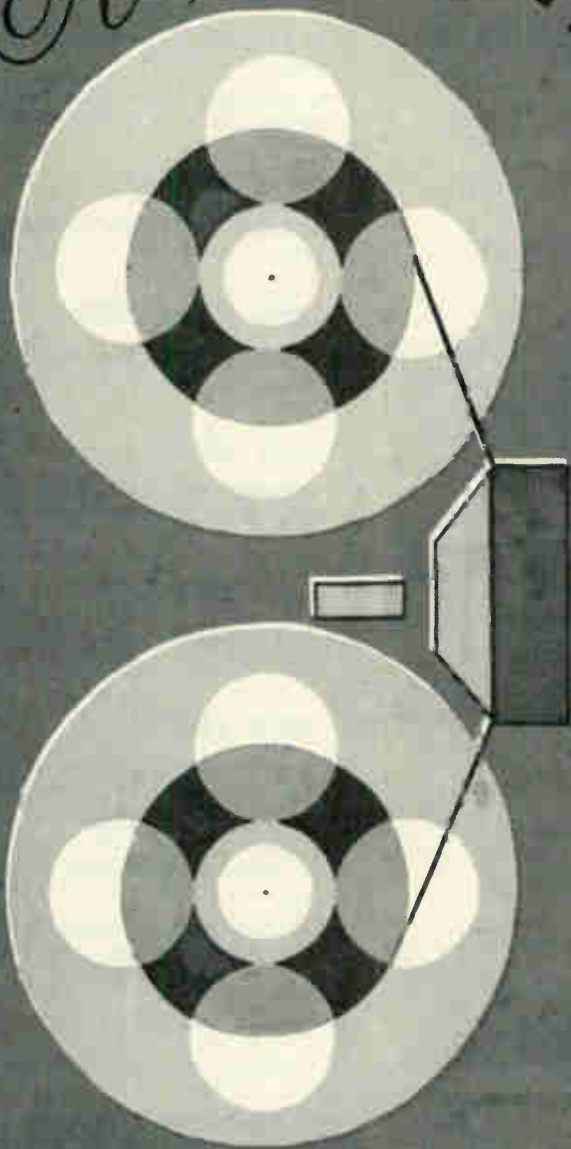
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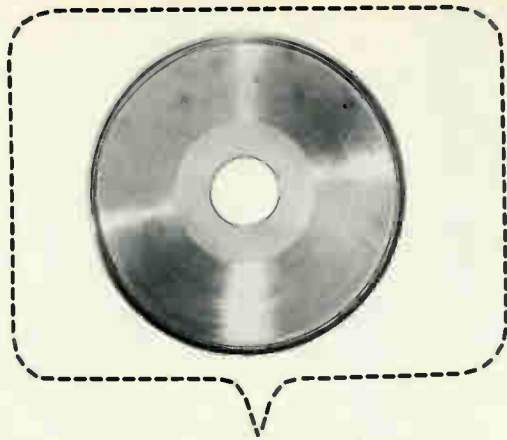


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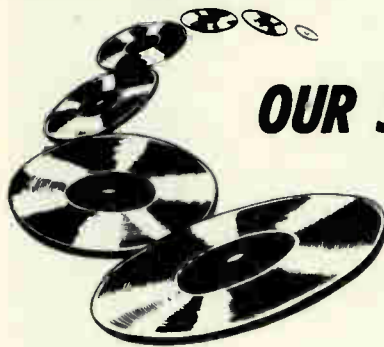


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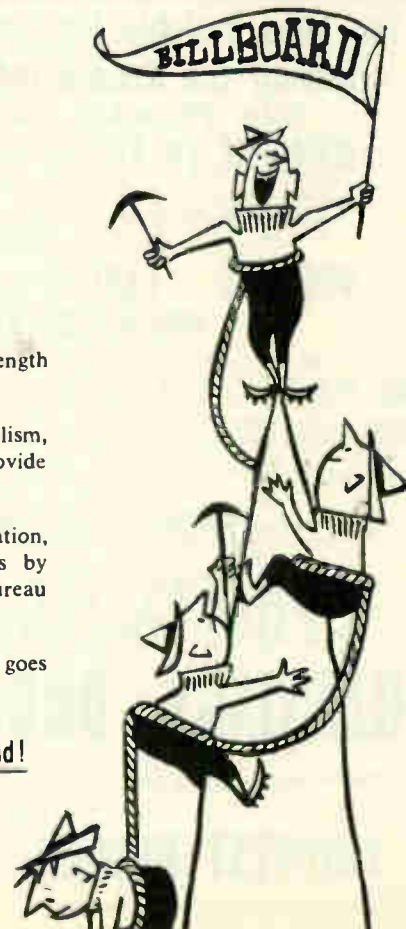
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- **CINCINNATI (Area Code 513)**
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- Rite Records Prod., 9745 Lockland Rd. Tel.: PO 1-8844.
- ROYAL PLASTICS, 1540 Brewster Ave. Tel.: 751-2211. (SEE ADVERTISEMENT)

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- **PHILADELPHIA (Area Code 215)**
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You Want Quality
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- **NASHVILLE (Area Code 615)**
Southern Envelope, P. O. Box 888.

TAPE DUPLICATION

CALIFORNIA

- **LOS ANGELES (Area Code 213)**
Alto Fonic, 1606 N. Highland Ave., Hollywood. Tel.: 466-9261.
American, 5280 W. Pico Blvd. Tel.: WE 7-3860.
CAPITOL, 1750 N. Vine St., Hollywood. Tel.: HO 2-6252. (SEE ADVERTISEMENT)
Cook, 3907 W. Slauson Ave. Tel.: AX 3-4646.
EMC Corp., 7000 Santa Monica Blvd., Hollywood. Tel.: HO 3-3282.
Magnetic, 7925 Santa Monica Blvd., Hollywood. Tel.: OL 4-6900.
RCA CUSTOM, 6363 Sunset Blvd., Hollywood. Tel.: HO 1-9171. (SEE ADVERTISEMENT)
Spectra-Sound, 6110 Santa Monica Blvd., Hollywood. Tel.: HO 2-6981.
Whitney, 1516 W. Glenoaks Blvd., Glendale. Tel.: 245-5668.

- **SAN FRANCISCO (Area Code 415)**
Sierra Sound, 1741 Alcatraz Ave., Berkeley. Tel.: 655-7636.

- **SAN MARCOS (Area Code 714)**
Record Broadcast, 237 S. Bent Ave. Tel.: 744-0633.

COLORADO

- **DENVER (Area Code 303)**
Delft, 5201 W. Mexico Ave. Tel.: 922-0356.

DISTRICT OF COLUMBIA

- **WASHINGTON (Area Code 202)**
Era Int'l., 1025 Connecticut Ave., N.W., Rm. 405, P. O. Box 2801. Tel.: 628-3750.
Planned Broadcast Serv., 7904 Lockney. Tel.: 439-4620.

FLORIDA

- **ST. PETERSBURG (Area Code 813)**
Galaxie Prod., P. O. Box 12842. Tel.: 544-0248.

ILLINOIS

- **CHICAGO (Area Code 312)**
Columbia, 630 N. McClurg Ct. Tel.: WH 4-6000.
International Recd'g., 5619 Division St. Tel.: 378-4848.
Musictapes, 30 N. Michigan Ave. Tel.: 782-1623.
RCA CUSTOM, 455 N. Lake Shore Dr. Tel.: WH 4-3215. (SEE ADVERTISEMENT)
Universal Recd'g., 46 E. Walton. Tel.: MI 2-6465.
- **GRANITE CITY (Area Code 618)**
KLS Program Serv., 3233 Fehling Rd. Tel.: TR 7-6172.

IOWA

- **COUNCIL BLUFFS (Area Code 712)**
Moss Recd'g Serv., 708 W. Broadway.

KENTUCKY

- **LOUISVILLE (Area Code 502)**
Tape Center, 223 W. Liberty, P. O. Box 1644. Tel.: JU 5-4789.

LOUISIANA

• **BATON ROUGE (Area Code 504)**
Marvel Pillar, 2961 Greenwood Dr., P. O. Box 247.
Tel.: 343-4743.

• **NEW ORLEANS (Area Code 504)**
Cosimo, 521 Gov. Nichols St. Tel.: 522-6281.

MARYLAND

• **BALTIMORE (Area Code 301)**
Recordings, Inc., 1130 E. Cold Spring Lane. Tel.:
433-0701.

MINNESOTA

• **ST. PAUL (Area Code 612)**
EMC Corp., 180 E. 6th St. Tel.: CA 7-7366.

MISSOURI

• **KANSAS CITY (Area Code 816)**
Fremerman, 3706 Broadway. Tel.: PL 3-6868.

MONTANA

• **HELENA (Area Code 406)**
Valtron, 305 Allen St. Tel.: 442-0734.

NEBRASKA

• **LINCOLN (Area Code 402)**
Williams Rec. Serv., 2650 N. 48 St. Tel.: 434-4745.

NEW HAMPSHIRE

• **KEENE (Area Code 603)**
Vanguard Prod., 16 Ridgewood Ave. Tel.: 352-4635.

NEW JERSEY

• **NORTHERN (Area Code 201)**
Ampex, 88 Llewellyn Ave., Bloomfield. Tel.: 748-
3300.
National Tape Serv., 1259 Highway 46, Parsippany.
Tel.: 335-0660.

NEW YORK

• **BUFFALO (Area Code 716)**
Howell, 2703 Delaware Ave. Tel.: 876-9800.

• **NEW YORK CITY (Area Code 212)**
Associated, 723 7th Ave. Tel.: CI 5-7640.
Audio Devices, 235 42 St. Tel.: 687-0800.
Livingston Audio Prod., 150 W. 54 St. Tel.: 265-
3520.
Olmsted, One E. 54 St. Tel.: PL 1-0890.
RCA CUSTOM, 155 E. 24 St. Tel.: MU 9-7200. (SEE
ADVERTISEMENT)

• **UTICA (Area Code 315)**
Kama, 814 Jay St. Tel.: 735-8544.

NORTH CAROLINA

• **CHARLOTTE (Area Code 704)**
Arthur Smith, 5457 Old Monroe. Tel.: 536-0424.

• **GREENSBORO (Area Code 919)**
Copeland Sound, P. O. Box 6104. Tel.: 275-0434.

OHIO

• **CLEVELAND (Area Code 216)**
WBKR Broadcast Serv., 1169 Sylvania Rd. Tel.:
382-0900.

• **COLUMBUS (Area Code 614)**
Magnetic Serv., 1670 W. First Ave. Tel.: 486-2469.

• **YOUNGSTOWN (Area Code 216)**
WAM, 10 Ellenwood. Tel.: 744-5819.

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- AMARILLO (Area Code 806)
Demand Rec. Org., 2027 S. Bonham St. Tel.: 356-4806.
- FORT WORTH (Area Code 817)
Oakridge, 2001 Elton Rd.
- HOUSTON (Area Code 713)
Valtron, 305 Allen St. Tel.: 442-0734.

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- LOS ANGELES (Area Code 213)
Cornuto, 2843 Effie St., Hollywood.
RCA CUSTOM, 6363 Sunset Blvd., Hollywood. Tel.: HO 1-9171. (SEE ADVERTISEMENT)

CONNECTICUT

- DANBURY (Area Code 203)
Reeves Soundcraft, Great Pasture Rd.

ILLINOIS

- CHICAGO (Area Code 312)
Musictapes, 30 N. Michigan Ave. Tel.: 782-1623.
- FREEPORT (Area Code 815)
Burgess Battery. Tel.: 232-2161.
- WAUKEGAN (Area Code 312)
Pfanstiehl, 104 Lake View Ave. Tel.: 623-1360.

INDIANA

- INDIANAPOLIS (Area Code 317)
RCA CUSTOM, 30th St. (SEE ADVERTISEMENT)

MINNESOTA

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

NEW JERSEY

- NORTHERN (Area Code 201)
Ampex, 88 Llewellyn Ave., Bloomfield. Tel.: 748-3300.
Celanese Plastic, 744 Broad St., Newark. Tel.: 642-6800.
Duotone, Locust St., Keyport. Tel.: 264-2200. (N. Y. Tel.: (212) DI 9-1389.)
Ferrodyamics, Lodi. Tel.: DI 2-7071.

NEW YORK

- NEW ROCHELLE (Area Code 914)
Technical, 240 North Ave. Tel.: BE 5-1000.
- NEW YORK CITY (Area Code 212)
Audio Devices, 235 E. 42 St.
Columbia, 444 Madison Ave. (See local distributor).
Fine-Tone Audio Prod., 711 20th Ave., Brooklyn. Tel.: CL 6-7876.
Triton Elect., 62-05 30th Ave., Woodside 77. Tel.: RA 1-7500.
United Indust., 715 4th Ave., Brooklyn. Tel.: 50 8-0657.

OHIO

- TOLEDO (Area Code 419)
Cosino Elect., 1941 Franklin Ave.

TRADE ASSOCIATIONS

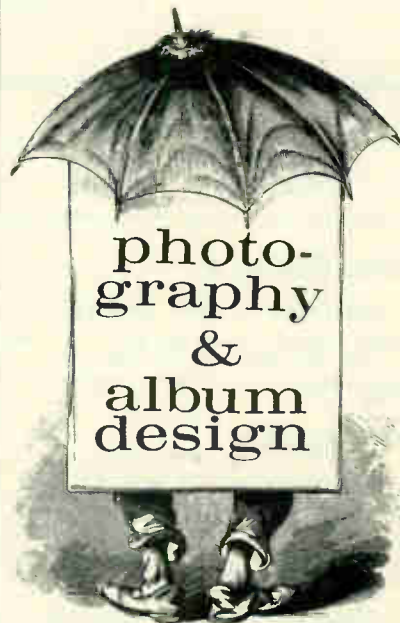
- American Guild of Authors and Composers (AGAC), 158 W. 55 St., New York 19, N. Y. Tel.: (212) PL 7-8833.
Membership: Any author or composer.
- American Record Merchants and Distributors Association (ARMADA), 663 5th Ave., New York 22, N. Y. Tel.: (212) PL 2-9666. Pres.: Amos Heilicher; Exec. Sec.: Edgar M. Jones.
Membership: Wholesale record distributors. Record manufacturers and others related to industry can join as associate members.
- Country Music Assn. (CMA), 801 16 Ave. S., Nashville 4, Tenn. Tel.: (615) 244-2840. Pres.: Tex Ritter.
Membership: All those interested in advancing the cause of country music.
- Institute of High Fidelity (IHF), 516 5th Ave., Rm. 1402, New York 36, N. Y. Tel.: (212) MU 2-5131. Pres.: Walter O. Stanton.
Membership: Manufacturers of high-fidelity components.

International Association of Independent Producers (IAIP), 1025 Connecticut Ave., N. W., Rm. 405, Washington 6, D. C. Tel.: (202) 628-3750. Exec. Sec.: H. Ralph Bowen.
Membership: Those producing independent films, records and tapes.
 Magnetic Recording Industry Assn. (MRIA), 110 N. Wacker Dr., Chicago, Ill. Tel.: (312) FI 6-6191. Pres.: W. Paradis.
Membership: Manufacturers of tape recording and playback equipment and producers of raw and prerecorded tape.
 Music Operators of America (MOA), 228 N. La Salle St., Chicago, Ill. Tel.: (312) RA 6-2810. Mng. Dir.: Frederick M. Granger Jr.
Membership: Coin-operated music and amusement machine 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 & Sciences (NARAS), Western Chapter: 1741 Ivar Ave., Hollywood 28. Tel.: (213) HO 5-2124. Eastern

Chapter: 21 W. 58 St., New York 19. Tel.: (212) PL 5-1535. Midwestern Chapter: 46 E. Walton St., Chicago 11. Tel.: (312) MI 2-6465.
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), One E. 57 St., New York 22, N. Y. Tel.: (212) MU 6-3778. 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.
 National Association of Retail Record Dealers (NARRD), 327 Jackson Ave., Jersey City, N. J. Tel.: (201) 432-3570. Pres.: Lou Shapiro.
Membership: Retail record dealers.

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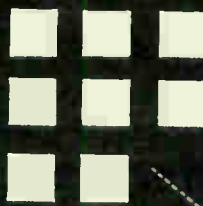
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In alphabetical sequence are:

- | | |
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| Browser Boxes | Cleaners, Cloths & Brushes |
| Carrying Cases | Needles |
| Catalog Services | Racks |
| Title Strips | |

BROWSER BOXES

CALIFORNIA

- **LOS ANGELES (Area Code 213)**
Christer Publishers, P. O. Box 4096, 299 Fashion Ave., Long Beach 12. Tel.: 424-5138.
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 618)**
Freedman Artcraft, P. O. Box 228. Tel.: 547-6501.

NEW JERSEY

- **NORTHERN (Area Code 201)**
Art-Phyl, 508 Frelinghuysen Ave., Newark. Tel.: N.Y. City (212) WO 4-2565.

NEW YORK

- **NEW YORK CITY (Area Code 212)**
FINE-TONE, 7111 20 Ave., Brooklyn. Tel.: CI 6-7876.
(SEE ADVERTISEMENT)
LE-BO, 33-59 Vernon Blvd., Long Island City 6, Tel.: RA 1-8504. (SEE ADVERTISEMENT)

CARRYING CASES

CALIFORNIA

- **LOS ANGELES (Area Code 213)**
Advance Paper Box, 1900 W. 62 St. Tel.: PL 1-4141.
Capitol Rec. 3117 San Fernando Rd. (See local distributor).

DELAWARE

- **SMYRNA (Area Code 302)**
General Metalcraft, Main St.

ILLINOIS

- **CHICAGO (Area Code 312)**
M. M. Cole, 823 S. Wabash Ave. Tel.: HA 7-6605.
Lyric-Replogle, 1901 N. Narragansett Ave. Tel.: NA 2-5500.
Seebro Prod., 2019 S. Michigan Ave. Tel.: VI 2-8221.
- **KANKAKEE (Area Code 815)**
AMBERG FILE & INDEX, 1625 E. Duane. Tel.: WE 3-3351. Contact: Bertrand Amberg. (SEE ADVERTISEMENT)

MASSACHUSETTS

- **LOWELL (Area Code 617)**
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Standard Plastic, 450 Oak Tree Ave., S. Plainfield.

NEW YORK

• NEW YORK CITY (Area Code 212)

Carol Ind., 335 Carroll St., Brooklyn.
Coast Mfg., 22-45 Pitkin Ave., Brooklyn. Tel.: HY 8-2330.
Columbia, 444 Madison Ave. Tel.: JA 1-4700. (See local distributor)
Deccafile, Decca Records, 445 Park Ave. Tel.: PL 2-1600.
FINE-TONE, 7111 20 Ave., Brooklyn. Tel.: CL 6-7876. (SEE ADVERTISEMENT)
Hillcraft, 244 5th Ave. Tel.: OR 9-1721.
LE-BO, 33-59 Vernon Blvd., Long Island City. Tel.: RA 1-8504. (SEE ADVERTISEMENT)

OHIO

• CANTON (Area Code 216)

Embro Mfg., 908 Lawrence Rd., N.E. Tel.: 455-7051.

PENNSYLVANIA

• PHILADELPHIA (Area Code 215)

H. Royer Smith Co., 10 & Walnut Sts. Tel.: WA 2-2023.

CATALOG SERVICES

CALIFORNIA

• LOS ANGELES (Area Code 213)

Phonolog, 2720 Beverly Blvd. Tel.: 385-4211.

• SAN FRANCISCO (Area Code 415)

COREY OF CALIFORNIA, 930 Linden Ave. Tel.: 761-0447. (SEE ADVERTISEMENT)

ILLINOIS

• MOUNT PROSPECT (Area Code 312)

One-Spot, 701 E. Prospect Ave. Tel.: 392-1720.

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.

CLEANERS, CLOTHS & BRUSHES

CALIFORNIA

• LOS ANGELES (Area Code 213)

Capitol Rec., 3117 San Fernando Rd. (See local distributor.)

ILLINOIS

• ADDISON (Area Code 312)

Jensen Ind., 301 Interstate Rd.

• CHICAGO (Area Code 312)

Paul Bennett, 230 E. Ohio St. Tel.: DE 7-4858.
M. M. Cole, 823 S. Wabash Ave. Tel.: HA 7-6605.
Seebro, 2019 S. Michigan Ave. Tel.: VI 2-8221.

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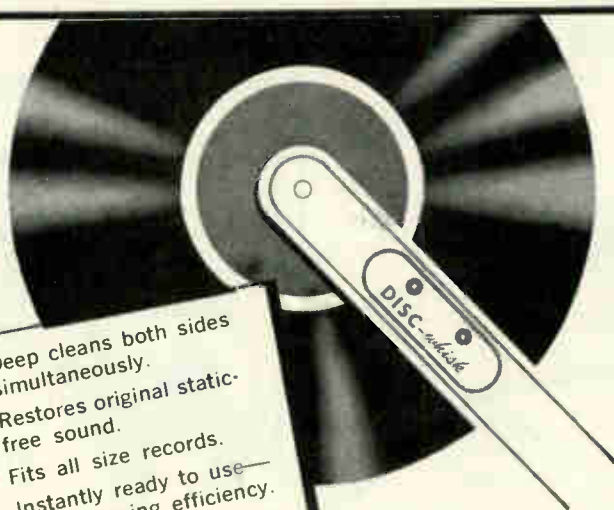
Billboard, International Subscription Dept.,
2160 Patterson Street, Cincinnati, Ohio, U.S.A. 45214

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NATIONALLY ADVERTISED RECORD CLEANER

- Deep cleans both sides simultaneously.
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- Instantly ready to use—100% cleaning efficiency.
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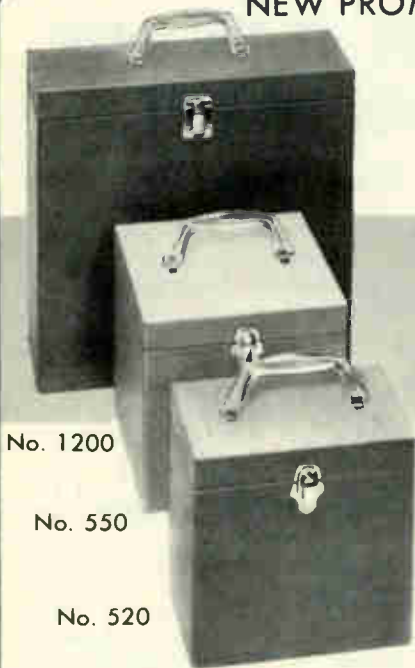
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COLORS: Burnt Orange, Willow Green, and Beige



No. 1200

No. 550

No. 520

No. 1200 12" Case—Holds 30 albums. Subject guides including labels for pops, country and western, blues, etc. Plastic handle and nickel trim. Sugg. Retail \$2.49

No. 550 7" Case—Holds 80 records or 11 tape boxes. Complete with cushion dividers, and gummed numbers. Plastic handle and nickel trim. Sugg. Retail \$2.00

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(Illinois cont.)

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Audiotex, 400 S. Wyman. Tel.: 968-9661.
- **WAUKEGAN (Area Code 312)**
Pfanstiehl, 104 Lake View Ave. Tel.: 623-1360.

MASSACHUSETTS

- **ATTLEBORO (Area Code 617)**
Transcriber, P. O. Box 478, County St. Tel.: CA 2-3525.

NEW JERSEY

- **NORTHERN (Area Code 201)**
Art-Phyl, 508 Frelinghuysen Ave., Newark. Tel.: N.Y. City (212) WO 4-2565.
Duotone, Locust St., Keyport. Tel.: 264-2200. (N.Y. Tel.: (212) DI 9-1389.)
WALCO AMERICAN, Junction of Rts. 3 & 46, Clifton. (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)**
Art & Industry, 11 W. 30 St. Tel.: WI 7-7979.
Columbia Rec., 444 Madison Ave. Tel.: HA 1-4700 (See local distributor).
Deccafile, Decca Rec., 445 Park Ave. Tel.: PL 2-1600.
FINE-TONE, 7111 20 Ave., Brooklyn. Tel.: CL 6-7876. (SEE ADVERTISEMENT)
Kirsch Music, 15-58 127 St., Flushing. Tel.: HI 5-7200.
LE-BO, 33-59 Vernon Blvd., Long Island City 6. Tel.: RA 1-8504. (SEE ADVERTISEMENT).
Lektrostat, 845 Edgewater Rd., Tel.: 323-7700.
Le Mire Prod., 204 W. 55 St. Tel.: CI 7-3818.
Olympia Mfg., 614 W. 51 St. Tel.: CI 7-5911.
Recoton, 46-23 Crane St., Long Island City 6. Tel.: EX 2-6442.
Robbins Ind., 15-58 127 St., Flushing.
- **TUCKAHOE (Area Code 914)**
Qualitone Ind., 17 Columbus Ave. Tel.: WO 1-5770.
- **WEST NYACK (Area Code 914)**
Cadie, 10 Virginia Ave. Tel.: N.Y. City (212) AU 6-4847.

OHIO

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

PENNSYLVANIA

- **PHILADELPHIA (Area Code 215)**
Lesco Dist., 17 S. 21 St. Tel.: LO 3-6127.

NEEDLES

CALIFORNIA

- **LOS ANGELES (Area Code 213)**
Capitol Rec. 3117 San Fernando Rd. (See local distributor).

ILLINOIS

- **ADDISON (Area Code 312)**
Jensen Ind., 301 Interstate Rd.
- **CHICAGO (Area Code 312)**
Admiral, 3800 W. Cortland.
Paul Bennett, 230 E. Ohio St. Tel.: DE 7-4858.
Fidelitone, 6415 N. Ravenswood Ave. Tel.: BR 4-0075.

Seebro, 2019 S. Michigan Ave. Tel.: VI 2-8221.
 Shepard Stern, 823 S. Wabash Ave. Tel.: MA
 7-6679.
 Zenith, 1900 N. Austin.

• **WAUKEGAN (Area Code 312)**
 Pfanstiehl, 104 Lake View Ave. Tel.: 623-1360.

MASSACHUSETTS

• **ATTLEBORO (Area Code 617)**
 Transcriber, P.O. Box 478, County St. Tel.: CA
 2-3525.

MICHIGAN

• **BUCHANAN (Area Code 616)**
 Electro-Voice, Cecil & Carroll Sts. Tel.: 695-6831.

NEW JERSEY

• **NORTHERN (Area Code 201)**
 Duotone, Locust St., Keyport. Tel.: 264-2200. (N.Y.)
 Tel.: (212) DI 9-1389.

WALCO AMERICAN, Junction of Rts. 3 & 46,
 Clifton. (SEE ADVERTISEMENT)

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 Tone-King, 358 Long Island Ave., Wyandanch. Tel.:
 MI 3-8333.

• **NEW YORK CITY (Area Code 212)**
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 Columbia Rec., 444 Madison Ave. Tel.: MA 1-4700.
 (See local distributor).
 Decafite, Decca Rec., 445 Park Ave. Tel.: PL 2-1600.
 FINE-TONE, 7111 20 Ave., Brooklyn. Tel.: CL
 6-7876. (SEE ADVERTISEMENT)
 LE-80, 33-59 Vernon Blvd., Long Island City 6.
 Tel.: RA 1-8504. (SEE ADVERTISEMENT).
 Olympia Mfg., 614 51 St. Tel.: CI 7-5911.
 Recoton, 46-23 Crane St., Long Island City 6.
 Tel.: EX 2-6442.

• **TUCKAHOE (Area Code 914)**
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Professional tone arm lift makes gentle arm control easy. Clips on any changer arm. Prevents groove-gouging fumbles. Helps accurate band selection. Practically weightless.



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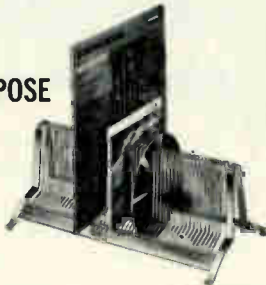
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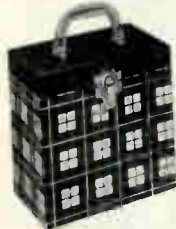
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- CONNEAUT (Area Code 216)
Astatic, Harbor & Jackson Sts. Tel.: 599-6916.

RACKS

CALIFORNIA

- LOS ANGELES (Area Code 213)
Custom Rec. Mfg., 5810 S. Normandie. Tel.: PL 0-3310.
Christar Publishers, P.O. Box 4096, 2900 Fashion Ave., Long Beach 12. Tel.: 424-5138.
Paramount Wire Prod., 5164 Alcoa Ave. Tel.: LU 9-5721.

ILLINOIS

- CHICAGO (Area Code 312)
LYRIC-REPLOGLE, 1901 N. Narragansett Ave. Tel.: NA 2-5500. (SEE ADVERTISEMENT)
Seebro Dist., 2019 S. Michigan Ave. Tel.: VI 2-8221.

- KANKAKEE (Area Code 815)
AMBERG FILE & INDEX, 1625 E. Duane. Tel.: WE 3-3351. (SEE ADVERTISEMENT)

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. City (212) WO 4-2565.

NEW YORK

- NEW YORK CITY (Area Code 212)
Art & Industry, 11 W. 30 St. Tel.: WI 7-7979.
FINE-TONE, 7111 20 Ave., Brooklyn. Tel.: CI 6-7876. (SEE ADVERTISEMENT)
LE-80, 33-59 Vernon Blvd., Long Island City 6. Tel.: RA 1-8504. (SEE ADVERTISEMENT).
Olympia Mfg., 614 W. 51 St. Tel.: CI 7-5911.

WASHINGTON

- SEATTLE (Area Code 206)
L & L Ent., Box 58, University Sta. Tel.: SU 4-5343.

TITLE STRIPS

CALIFORNIA

- LOS ANGELES (Area Code 213)
Apache Prod., 3320 Barham Blvd., Hollywood 28. Tel.: HO 4-3653.

NEW JERSEY

- NORTHERN (Area Code 201)
Art-Phyl, 508 Frelinghuysen Ave., Newark. Tel.: N.Y. City (212) WO 4-2565.
Hit Parade Prog. Serv., 102 Astor St., Newark. Tel.: 81 3-0222.
STERLING, 102 Astor St., Newark. Tel.: 81 3-0222. (N.Y.C. Tel.: (212) MU 2-7783). (SEE ADVERTISEMENT).

PENNSYLVANIA

- PITTSBURGH (Area Code 412)
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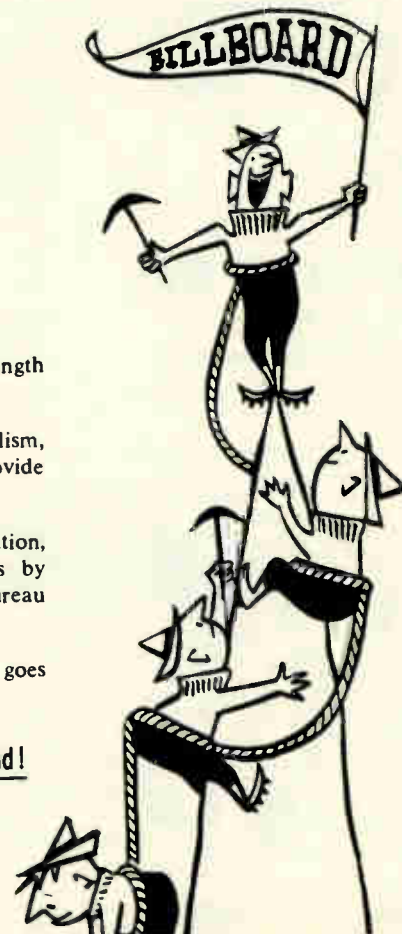
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Switzerland
Thailand
Trinidad & Tobago
Turkey
United Kingdom
Uruguay
U.S.S.R.
Venezuela
Viet Nam
Virgin Islands
Yugoslavia

ARGENTINA

Population: 22 million.
Per capita average income: \$100.
Record sales (at retail): \$8,000,000, down 10% from \$9 million in 1962.
Records imported from U. S.: None.
Origin of music on pop records: Domestic, 75% (1962: 60%); USA, 10% (1962: 20%); Other, 15% (1962: 20%).
Average retail price: LP's—\$5; EP's—\$1.90; Singles—\$1.
Record distribution system: Manufacturer to dealer.
Discounting: Occasional.
Record club sales: 1%.
Stereo sales: 3% of LP's of 1963.
Number of medium wave radio stations: 70.
Number of juke boxes: 1,000.
Television stations: 12.

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), Chantecler (Brazil).
Famous, Peru 151, Buenos Aires. Tel.: 23-5920. Cable: Famous. Gen. Mgr.: I. W. Morris; Sales, Mike Davis; Domestic Label, Ariel.
This company represents: ABC-Paramount (USA); Colpix (USA); Musidisc (Brazil); Ronnex-Tenny (Belgium).
Fermata, San Martin 640, Buenos Aires. Tel.: 31-9330-31-9377. Cable: Fermata Baires. President: Enrique Lebendiger & M. S. Brenner; Sales: Gerardo Grassi.
This company represents: Cameo-Parkway (USA); Secco (USA); Fermata (Brazil); Momo (Brazil); Rifi (Italy); Clan (Italy); Storyville (Denmark); Triola (Denmark).
Industrias Electricas y Musicales Odeon, Corrientes 485, Buenos Aires. Tel.: 49-6651-57. Cable: Odeon. Gen. Mgr.: Philip Brodie. Sales: Hector Rosso. A&R: Jose Rota y Fernando Lopez.
This company represents: Capitol (USA); Decca (USA); EMI (Britain); Liberty (USA); London (USA); Warner Bros. (USA); Musart (Mexico). Domestic label: Odeon, Odeon Pops.
H. y R.: Alberdi 157, Salta; top exec., H. Maluf.; Label: H. y R.
Fenix: Bouchard 644, Buenos Aires. Tel.: 32-6516. Top Exec.: J. Incio. Domestic label: Fenix.
Microfon, Lavalle 1759, Buenos Aires. Tel.: 49-6128. Pres.: Mario Kaminsky. Intl.: 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.: 42-1201-4307. Cable: Orfeo. Gen. Mgr.: Juan Truden. A&R: G. B. Lear. Sales: Douglas Taylor, Intl.: M. E. Davis.
This company represents: CBS Columbia (USA).

Phonogram: Cordoba 1351, Buenos Aires. Tel.: 44-0611. A&R: Americo Bellotto. Sales: Maximo Wyngaard.

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

RCA Victor Arg. Paroissien 3960, Buenos Aires. Tel.: 70-4171. Cable: Victor. Sales: Adolfo Pio. Labels: RCA Victor, Vik, X, Camden.

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

Sicamericana, Jose E. Uriburu 40. Pres., Nestor Selasco. Vice-pres., Luis Calvo. Labels: Music Hall, Ritmo.

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

Surco, Tucuman 439, Buenos Aires. Tel.: 32-0123. Pres.: Enrique Irriberri; Sales: Atilio Suva. Labels: Opus, Calesita.

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

Tonodisc, 15 de noviembre 1287, Buenos Aires. Tel.: 23-7724. Pres., Jorge Cesar Esperon.

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

Stentor, Sarmiento 2546, Buenos Aires. Label Domestic: Stentor.

R.M., Belgrano 1666, Buenos Aires. President: Ricardo Mejia. Domestic label: R.M.

R.K.M., Lavalle 2016. Tel.: 46-3835. President: Juan Kallay.

This company represents: Amadio (Germany).

● music publishers

Edami, Lavalle 1494, Buenos Aires. Tel.: 40-8853. Mgr.: Albert Martinez.
Fermata Internacional, San Martin 640, Buenos Aires. Tel.: 31-9330, 9377. Mgr., Mauricio Brenner.
Julio Korn SRL, Moreno 2034. Tel.: 47-6141 and 47-3622. Mgr.: Ricardo Korn.
Lagos, Talcahuano 638, Buenos Aires. Mgr.: G. Lagos.
Neumann, Maipu 235, Buenos Aires. Tel.: 46-5343. Mgr.: Carlos Di Liscia.
Select, Callao 420. Mgr.: Oscar Rubinstein.
Smart, Santa Fe 1552. Tel.: 44-5796. Mgr.: Romiglio Giacompol.
Tempo, Callao 182, Buenos Aires. Mgr.: A. Anorato.
Ricordi Americana, Cangallo 1570, Buenos Aires.
Editorial Perrotti, Cavallos 1110, Buenos Aires.
Editorial Pirovano, Pasco 1267, Buenos Aires.
Gaucho, J. B. Alberdi 3743, Buenos Aires.
Sprint Music, Lavalle 560, Buenos Aires. Tel.: 32-8936. Mgr.: Jose Russo.

● supplies & services

PRESSING PLANTS

CBS Columbia Records, Victor Martinez 1824, Buenos Aires.
H. y R. Maluf, Francisco Bilbao 2248. Tel.: 63-6534, Buenos Aires.

RCA Victor, Paroissien 3960. Tel.: 70-4171, Buenos Aires.

Galvadis, 11 de Setiembre 481, Ciudadela. Phonogress, Perito Moreno 235, Temperley.

TRADE ORGANIZATIONS

Asociacion de Directores de Orquesta.
Asociacion del Profesorado Orquestal (APO).
Sindicato de Musicos.

RECORDING STUDIOS

Ion, Hipolito Irigoyen 2512, Buenos Aires.
San Martin, Tucuman 451, Buenos Aires.
Constelacion, Belgrano 1666.
CBS Columbia, Paraguay 1583, Buenos Aires.
Odeon, Corrientes 485, Buenos Aires.
Music Hall, Uriburu 40, Buenos Aires.

AUSTRALIA

Population: 11 million.
Record Sales, 1964 (at retail before tax): \$17.2, up from \$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, 1963: 460,000 LP's.
Stereo sales: 15% of all LP's in 1964, up from 10% in 1963.
Domestic record production, 9 months ending Mar. 1964 (comparable 1963 figures in parentheses): Singles—3,084,752 (1963—2,697,261); 10-inch LP's, 38,610 (1963—55,391); 12-inch LP's, 3,083,678 (1963—2,710,234). Total: 7,044,045 (1963—total, 6,148,265). Stereo total—1,078,007 (1963 total—754,437).

Discounting: Occasional.

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

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, Warner Bros., United Artists, Kapp, Kapp Medallion, Epic, Pacific, Chess, Hickory, Sue, Palette, Roulette, Checker, Argo.
Carinia Company, Daking House, Rawson Place, Sydney. Tel.: 2113193. Mgr.: M. Kulakowski. Labels: Carinia, Ricordi, Telefunken.
This company represents: Apon (USA), Artone (Holland), B & F Budapest (USA), C. N. Rood (Holland), Colonial (USA), Dana (USA), Design (USA), Hurrh (USA), Grand Prix (USA), Jugoton (Yugoslavia), Monitor (USA), Nina (USA), Olympic (USA), Request (USA), Fiesta (USA), Ricordi (Italy), RTB (Yugoslavia), Standard (USA), Telefunken (West Germany), Telestar (West Germany), Turicaphon (Switzerland), Universe (USA), Urania (USA).

INTERNATIONAL DIRECTORY

(Australia cont.)

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

This company represents: Ace of Clubs, Adaire, Alan Kelley, Alladin, Alley, All Boy, Allwood, Amy, Angel, Antler, Apache, Arlen, Auburn, Avanti, Bandstand, Bat, Beacon, Bell, Beltona, Best, Big Top, Blackhawk, Bobbin, Buckley, Cadence, Cadelte, Cameo, Cannon, Capitol, Carlton, Century, Challenge, Chairman, Charter, Coed, Collier, Columbia (Eng.) Cotton Town Jubilee, Cover, Colonial, Contemporary, Constellation, Contact, Crescendo, Courtney, Dale, Decca (Eng.) Delaware Valley, Del-Fi, Delyse, Dial, Diamond, Discmoda, Disneyland, D-L, Do-Ray-Me, Dot, Dunes, Ebb Tied, Eclipse, Edit, Era, Eric, Everest, Exello, Fantasy, Felsted, Fire, Fury, Garpax, Garrett, Gentus, G.N.P. Gold Town, Good Time Jazz, Gordy, Gramercy, Gulf, Gusto, Hamilton, Harmon, Hart-Vann, Hi, Highlane, Imperial, In, Jackpot, Jamco, Judo, Kama, Keith, Lancer, Lawn, Le Grand, Le Monde, Liberty, London, Logo, Louis, Ludix, Lyco, Mala, Martay, Maxx, Melody, Metro, Metronome (Swedish), MGM, Monument, Monogram, Motown, Nashboro, Neale, Odeon, One-derful, Parkway, Parlophone, Pathe, Pen, Philles, Pike, Plaza, Post, Premiere, President, Press, Ray, Regina, Rendezvous, R.G.E. Romac, Romulus, Santo, Sar, Scarlet, Scepter, Sea-Horn, Seville, Shar-Dee, Shell, Spark, Splash, S.P.Q.R., Stage, Stan, Starfire, Sultan, Sun, Sunland, Swan, Soul, Tamla, Tahoe, Take Ten, Talent, Tarwee, Tilt, Titanic, Toshiba (Japan), Unison, Unical, Unity, Viscount, Vocalion, Wand, Warrior, Wedge, Whippet, Workshop, X.Y.Z., Zeida.

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

This company represents: ABC-Paramount, A.&M., Atlantic, Brunswick, Coral, Concert-Disc, Command, Decca (American), Ember, Festival,

Grand Award, Jay Gee, King, Laurie, Leedon, Moonglow, Rust, Saga, 20th Century-Fox, Vee Jay, Vox, Westminster.

Natl. Instruments, 104B Rocky Point Rd., Ramsgate. C. A. Pearce, Durham House, 842 Hay St., Perth. C. A. Pearce, 70 Brown 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), Zodiac (N.Z.).

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

This company represents: Astor, Audio Fidelity, Colpix, Crown Records, Hi-Fi, Pye, Reprise, Twin Hits, Vanguard, Verve.

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

This company represents: Camden (USA), RCA (USA), Victrola, Vik (USA).

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

Talent City, 58 Lothlan 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, GGD, Diaphon, Embassy, Fonit, Gem, Hi-Fi, Jazzline, Minstrel, Magnasound, Music Minus One, Oriole, Spoken Arts, Stereo-Fidelity, Somerset, Time, Vis.

Viking, Musical Industries Pty. Limited, 416 George St., Sydney. Cable: Viking. Mng. Dir.: James Staples; Sales: Bill Silvester; 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), PPH (USA), Quality (Canada), Rood (Holland), Tahiti (Tahiti), Tartan (Canada), Vega (France), Waverly (Scotland).

George Watson, 149 Swanston St., Melbourne. Wattle Recordings, 1 Arundel St., Glebe, Sydney. World Record Club, 330 Flinders Lane, Melbourne.

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. EMI, 301 Castlereagh St., Sydney. Festival Records, 223 Harris St., Pyrmont. Gale Sound Studios, 576 Hay St., Perth. Harmony House, 177 George St., Sydney. Sonic & Television Engineers, 233 Rundle St., Adelaide. W. & G. STUDIOS, 185 A'Beckett St., Melbourne.

AUSTRIA

Population: 7 million.
Per capita income: \$100 to \$250 annually.
Number of record players in homes: 400,000.
Records sold in 1963: Total value at wholesale—135 million schillings. (1962: 120 million schillings.)
Number of records sold by size: 7-inch singles, 35.1%; 7-inch EP's, 15.2%; 10-inch LP's, 7.2%; 12-inch LP's, 42.5%.
Records imported from U. S. (factory value): 1963—\$25,500; 1962—\$21,500; 1961—\$12,800.
Imports from other nations: 2.8 million records, value \$3.25 million, about same as 1961 and 1962.
Average retail prices: Austrian prices are equal in Mono or Stereo. 12-inch LP's, 150 Austrian schillings (\$6); 10-inch LP's, 105 Austrian schillings (\$4); 7-inch EP's 55 Austrian schillings (\$2.20); Singles, 33 Austrian schillings (\$1.25).
Record club sales: 12% of all sales, as in 1962. (1961—15%).
Stereo sales: 33% of all sales, up 11% since 1962.
Medium wave radio: Oesterreichischer Rundfunk, with main studio at Architekturstasse 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

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Konzerthaus, Vienna III, Austria

*Recording credits with Columbia, Vanguard, Philips, Deutsche Grammophon and many more.

● music publishers

J. Albert & Son, 137-9 King St., Sydney. Tel.: BW. 2142. Mng. Dir.: A. Albert.

Accolade Music Co. Pty. Limited, 91 Grace Avenue, Forresterville, N.S.W.

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.

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, Festival Bldg., Harris St., Pyrmont, Sydney. Leeds Music, 324 Pitt St., Sydney. Tel.: 61-6088. Mng. Dir.: J. Argent.

Nicholson's, 416 George St., Sydney. Tel.: 25-1641. Mng. Dir.: B. Grant.

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.

Woomera, 185 A'Beckett St., Melbourne. Tel.: 34-3651. Mng. Dir.: R. Gillespie.

Wallaby Music, Pty. Ltd., 68-70 Clarence St., Sydney, Mng. Dir.: Ernest Lashmar.

● supplies & services

IMPORTERS & EXPORTERS

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

MUSIC LICENSING ORGANIZATIONS

Australasian Performing Right Assn., 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.

● record manufacturers

Amadeo, 17 Untere Donaustasse, Vienna 2. Tel.: 24-35-98. Cable: Amadeodisc. Gen. Mgr. & Pres.: Dr. Heinrich Haerdtl, Sales & Int'l: Stephan Friedberg.

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

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

Ariola, 5 Rotenturmstrasse, Vienna 1. Tel.: 63-55-97. Austrian rep.: Diplkm. Egmon Lueftener.

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

Columbia, 2 Fuehrichgasse, Vienna 1. Tel.: 52-88-09. Pres.: T. V. Raymond; Austrian rep.: Diplkm. Ernst Schmickl.

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.: 52-99-55. Austrian rep.: Helmut Bischof.

This company represents: Baroness, Blue Note, Clan, Ducium, Mode, Pop, Osca, Sonet, Storyville, Saba, Tempo, Triola, Vogue.

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

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

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

Musica, 3 Neustiftgasse, Vienna 7. Tel.: 44-76-86. Pres.: Dir. Rudolph Friedmann.

This company represents: Argo, Barclay, Bel-Air, Decca, Festival, Funckler, London, RCA, Telefunken, Warner Bros., Vega.

Musik Produktion Sued, 20 Lothringerstrasse, Vienna 3. Tel.: 575423. Pres. Int'l: Gerhard Mendelson.

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

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

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

Polyphon, 27 Mariahilferstrasse, Vienna 6. Tel.: 56-36-06. Pres.: Gerhard Gebhart; Austrian rep. for Polydor: Erich Lehgezek. Austrian rep. for Philips: Wolfgang Arming.

This company represents: (labels under the banner of the DGG): Brunswick, Cantate, Command, Coral, DGG (Deutsche Grammophon Gesellschaft), Heliodor, Literarisches Archiv, MGM, Polydor, United Artists, Verve. (Labels under the Philips banner): ABC-Paramount, Bluesville, Audio-Fidelity, Caedmon, Fontana, Interdisc. (Interdisc includes the following labels here): Good-Time-Jazz, Jazzland, Moodsville, Pacific-Jazz, Riverside, Swingsville, Vee Jay, World-Pacific, Mercury, Philips.

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

This company represents: Cabaret, Preiser, Lebendiges, Unikum, Favorit, Vox, Scala, Eterna, Lyrichord, Harmonia, Mundi.

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

Scheiderbauer Studios, 88 Dornbacherstrasse, Vienna 17. Tel.: 66-31-34. Pres.: Dr. Heinz Scheiderbauer.

SYMPHONIA (Vienna Symphony Orchestra Recording Corp.), Konzerthaus, Vienna 3. (SEE ADVERTISEMENT)

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

This company represents: Westminster.

● music publishers

Aberbach-Wien, 12 Seilergasse, Vienna 1.
Aibl Josef, 6 Karlsplatz, Vienna 1.
Artis, 6 Zwerngasse, Vienna 17.
A Tempo, 10 Lindengasse, Vienna 7.
Austro-Mondia, 12 Seilergasse, Vienna 1.
Bayrische Buchhandlung, 4 Theatergasse, Salzburg.
Bosworth, 2 Dr. Karl-Lueger-Platz, Vienna 1.
Central, 45 Mariahilferstrasse, Vienna 6.
Chodel, 18 Hackhofergasse, Vienna 19.
Christ, Franz, 124 Schoenbrunnerstrasse, Vienna 5.
Cranz, Albin, 99 Mariahilferstrasse, Vienna 6.
Da Capo, 11 Mahlerstrasse, Vienna 1.
Francis Day, 11 Mahlerstrasse, Vienna 1.
Deutscher Volksgesangsvereins, 42 Reindorfgasse, Vienna 15. Prop.: Ludwig Krenn.
Doblinger Ludwig, 10 Dorotheergasse, Vienna 1.
Doerr Josef, 152 Wiedner Hauptstrasse, Vienna 5.
Domino, 25 Hergergasse, Vienna 3.
Eberle, 12 Seilergasse, Vienna 1.
Eola, 23 Belvederegasse, Vienna 4.
Europaischer Verlag, 1 Pramergergasse, Vienna 9.
Fortissimo, 4 Margarethenplatz, Vienna 5.
Gerlach & Wiedling, 17 Luftbadgasse, Vienna 6.
Glocken-Verlag, 16* Theobaldgasse, Vienna 6.
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Gross, Johann, 37 Maria-Theresien-Strasse, Innsbruck, Tyrol.
Harasta, Vinzenz, 150 Mariahilferstrasse, Vienna 15.
Haslinger, Carl, 11 Tuchlauben, Vienna 1.
Hasslwanger, Richard, 6 A Steinbruchweg, Innsbruck, Tyrol.
Haydn-Mozart-Presse, 6 Karlsplatz, Vienna 1.
Helbling, 1 Boznerplatz, Innsbruck, Tyrol.
Hochmuth, Josef, 12 Seilergasse, Vienna 1.
Hofmeister-Figaro, 12 Seilergasse, Vienna 1.
Hofrichter, Wenzel, 17 Zelinkagasse, Graz/Andritz, Styria.
Hollriegel, Eduard, 10 Siegmund Hafnergasse, Salzburg, Salzburg.
Imperial, 1 Gluckgasse, Vienna 1.
Johnny, 1 Gluckgasse, Vienna 1.
Jungbrunnen, 17 Schuhmeier Platz, Vienna 16.
Kaerntner-Heimat-Verlag, 15 Bahnhofstrasse, Klagenfurt, Carinthia.
Kaiser, 14 Windmuehlgasse, Vienna 9.
Kliment, Johann, 15 Kolingasse, Vienna 9.
Kosmos, 8 Neulerchenfelder Strasse, Vienna 17.
Kramer, 18 Wiedner Haupt Str, Vienna 4.
Krenn, Ludwig, 42 Reindorfgasse, Vienna 14.
Kulm, Carl, 4 Krugerstrasse, Vienna 1.
Maass, Otto, 91 Mariahilferstr, Vienna 6.
Marathon, 4 Boesendorferstrasse, Vienna 1.
Mayer, 109 Ottakringer Strasse, Vienna 16. Tel.: 66:23-34. Prop.: Edea Margaritella.
Mayrische Buchhandlung, Theatergasse 4, Salzburg.
Metropol, 43 Lindengasse, Vienna 7.
Metrotan, 12 Seilergasse, Vienna 1.
Montana-Austria, 12 Seilergasse, Vienna 1.
Mozart, 18 Sigmund Hafnergasse, Salzburg.

Musikverlag V. Hladky, Bronnbadgasse 13, Osterreich, Vienna 9.

Musikwissenschaftlicher Verlag, 1-11 Marokkanergasse, Vienna 3.

Oesterreichischer Arbeiter Saengerbund, 38 Gymnasiumstrasse, Vienna 18.

Oesterreichischer Bundesverlag, 5 Schwarzenberg Strasse, Vienna 1.

Papageno, 6 Linke Wienzeile, Vienna 6.

Pero, Hans, 6 Baeckerstrasse, Vienna 1.

Phoebus, 17 Mollardgasse, Vienna 6.

Robitschek, Adolf, 2 Breunerstrasse, Vienna 1.

Rubato, 18 Hollandstrasse, Vienna 2.

Scheibl, Friedrich, 7 Pulverturmstrasse, Vienna 9.

Schneider, Hermann, 1 Gluckgasse, Vienna 1.

Solisten, 43 Alserstrasse, Vienna 8.

Southern, 12 Seilergasse, Vienna 1.

Stanberg, 93 Gumpendorferstrasse, Vienna 6.

Stanberg, 12 Joanneum Ring, Graz Styria.

Styria, 1 Lobkowitz-Platz, Vienna 1.

Sued-Ost, 13/11 Burgergasse Graz/Styria.

Thalia, 48 Schoenbrunnerstrasse, Vienna 5.

Triangel, 24 Woinowitsch Gasse, Vienna 13.

Triola, 51 Kohlgasse, Vienna 5.

Tyrolija-Verlags-Anstalt, 15 Maria Theresien Str., Innsbruck/Tyrol.

Universal, 6 Karlsplatz, Vienna 1.

Vamo, 4 Fischerstiege, Vienna 1.

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Vienna, 1 Gluckgasse, Vienna 1.

Volkunst, 14 Windmuehlgasse, Vienna 6.

Weiberger, Josef, 11 Mahlerstrasse, Vienna 1.

Weltmusik, 12 Seilergasse, Vienna 1.

Weselka, Ludmilla, 55 Mariahilferstrasse, Vienna 6.

Wewerka, 10 Lindengasse, Vienna 7.

Wiener-Arion, 124 Schoenbrunner Strasse, Vienna 5.

Wiener-Boheme, 12 Seilergasse, Vienna 1.

Wiener-Dreiklang, 35 Pfeilgasse, Vienna 8.

Wiener-Operetten, 6 Karlsplatz, Vienna 1.

Wiener-Verlags-Anstalt, 12 Johannesgasse, Vienna 1.

Worall, Josef, 45 Mariahilferstr., Vienna 6.

Zeta, 8 Krugerstrasse, Vienna 1.

● supplies & services

IMPORTERS & EXPORTERS

Amadeo, 17 Untere Donaustrasse, Vienna 2.
Aristide, J. Arie, 7 A Wolfersberggasse, Vienna 14.
Arlett, Johann, 15 Kirchengasse, Vienna 7.
Audio Haus, 20 Lothringerstrasse, Vienna 3. Rep.: George W. Hamilton.
Boehm, Alfred, Chemie-Obernberg am Inn, Upper Austria.
Burkl, A., 32 Reiserstrasse, Vienna 1.
Hi-Fi, 29 Kaerntnerstrasse, Vienna 1.
Musikhaus Dreiviertel, 12 Seilergasse, Vienna 1.
Preiser, Otto G., 9 Fischerstiege, Vienna 1.
Yank Records, Schonbrunnerstrade, 174, Vienna 12. Tel.: 54-07-320.

MUSIC LICENSING ORGANIZATIONS

Austro-Mechana (Gesellschaft fuer Mechanische Urheberrechte), 2 Ungargasse, Vienna 3.
A.K.M. (Staatl. genehmigte Gesellschaft der Autoren, Komponisten, Musikverleger) 8 Baumannstrasse, Vienna 3.

RECORDING & TAPE DUP. STUDIOS

Austrophon Studio, Konzerthaus, Vienna 3.
Buchelt Ton Studio, 113 Mariahilferstrasse, Vienna 6.
Holly Felix, Ing., 13 Bartensteingasse, Vienna 1.
Musik-Produktion-Sued, Konzerthaus, Vienna 3.
Opera Studio, 297 Linzerstrasse, Vienna 14.
Rex Royal, 4 Margartenplatz, Vienna 5.
Scheiderbauer, Dr. Heinz, 88 Dornbacherstrasse, Vienna 17.
Symphonia, 20 Lothringerstrasse, Vienna 3.
Tonstudio-Kaerntner-Strasse, 51 Kaerntner Strasse, Vienna 1.
Veritas, 26 Singerstrasse, Vienna 1.

TRADE ORGANIZATIONS

A.O.M. (Arbeitsgemeinschaft Oesterr. Musikverleger), 8 Baumannstrasse, Vienna 3.
IGNM. (Int'l Gesellschaft fuer Neue Musik), 6 Cbere Bahngasse, Vienna 3.

BAHAMAS

Population: Approx. 150,000
Records imported from U. S. (factory value): 1963—\$87,500; 1962—\$75,200; 1961—\$52,200; 1960—\$52,500.

● record manufacturers

Bahama Records, P.O. Box 942, Nassau
Caribbean Folk Music, Ltd., P. O. Box 174, Nassau.
Pres.: Tom Jacobs.
U.C. P.O. Box 1671, Nassau

● supplies & services

IMPORTERS

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

BELGIUM

Population: 9,200,000.

Records sold domestically in 1963: \$10,500,000 (retail price), up 16.5% from 9 million in 1962. Average retail price: LP's—\$4; EP's—\$2; singles—\$1.20.

Records imported from U.S.A. (factory value): 1963—228,500 (45 rpm, \$24,000; 33 rpm, \$204,500) 1962—160,000 (45 rpm, \$37,000; 33 rpm, \$123,000).

Stereo records sold: 102,949.

Number of medium-wave stations: 6.

Number of television stations: 2.

Number of juke boxes: 24,764.

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

Number of record clubs: 4. Jan Torfs

● record manufacturers

Anvers Radio, 10 place de l'Yser, Brussels 1. Tel.: 18-74-08. Top exec: Goldschmidt; Sales: Genty. This company distributes: ABC-Paramount (USA), Command (USA), Concert Colonne (France), Ducretet Thomson (France), Elite (Switzerland), Ember (England), Grand Award (USA), Impulse (USA), Period (USA), Ricordi (Italy), Ricordi (France), Tangerine (USA), Telefunken (Germany), Telesar (Germany).



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(Belgium cont.)

Barclay Belge, 31 Rue du Lombard, Brussels.
Brauer, 30 rue St. Christophe, Brussels 1. Tel.: 129375. Top exec.: Mme. Brauer.
This company represents: Carish, Hebra, Meteor, Mi-Re, N.M.C., Sandra.
Cobedi, 32 rue St. Christophe, Brussels 1. Tel.: 11-20-61. Cable: Cobedi. Top exec.: Fernand Jansens. A. & R.: Frans Verbeeck. Sales: Mme Jansens.
This company represents: Newton, Olympia.
Disques Artone Fonoplaten sprl, 142 rue Joseph II straat—Brussels 4. Tel.: (02) 35.20.74. Top exec.: Mme Robiefroid; Sales: J. Tyberghein. Labels: Artone, Cadence, Cameo Parkway, Colpix, Funckler, Motown, Palette, Pythia, Reprise, Versailles, Westminster.
This company represents: Argo, Pop (USA), Artone (Holland), Cadence (USA), Cameo Parkway (USA), Checker (USA), Chess (USA), Colpix (USA), Congress (USA), Dimension (USA), Eastern (USA), Funckler (USA), Gordy (USA), Hickory (USA), Joy (USA), Melody (USA), Motown (USA), Palette (Belgium), Prima (USA), Pythia (Holland), Reprise (USA), Select (USA), Soul (USA), Sue (USA), Symbol (USA), Tamla (USA), Versailles (France), V.I.P. (USA), Westminster (USA).
Disques CBS, Centre International Rogier 309-311, Brussels. Tel.: 187502. Telex: 222169. Sales Mgr.: Pascal Robiefroid. Labels: All USA, International and Domestic product is released on the CBS label, a division of Columbia Broadcasting System, Inc.
Discobel, 31 rue le Lombard, Brussels 1. Tel.: 13-3945. Top exec.: Van de Walle.
This company represents: Ariola, Baccarola, Discostar, Erato, Eurodisc, Imperial, Orphee, Pacific, Prestige, Roulette, S.M. Studio, Sonet, Sep, Storyville, Varieties.
Discolivret, 4a Quai du Commerce, Brussels 1. Tel.: 177678. Top exec.: Mme. Ginsbergen.
This company represents: Aides, Disneyland, Jericho, Lumen, Supraphon, Vista.

Discofrade, 88 rue Gallait, Brussels 3. Tel.: 161640. Cable: Discopress. Top exec.: Ir. Braunstein. A & R: Robert R. Poulet.
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. Stanley Robins (asst. gen. mgr.). Sales: Emile Garin. A&R: Jeff De Boeck.
This company represents: Angel, Capitol, Columbia, Electrola, Encore, Epic, Gloria, His Master's Voice, Liberty, Parlophone, Pathe, Odeon, Stateside, Trianon, Voix de son Maitre, Bartok, Charlin.
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: Amadeo, President, RCA Camden, RCA Victor, Victrola, Vik. (SEE ADVERTISEMENT)
Intervox Prod's. Booms Steenweg 376, Wilryk. Tel.: Antwerp 388600. Mr. Van Ryment.
Leman & Gorle, 52 Avenue N.D. de Lourdes, Brussels 9. Tel.: 27-33-72. Top exec.: Pierre Gorle.
This company represents: Alpha, Argo, (Classics), Belter, Boite a Musique, Cantate, Critere, Discophiles Francais, Emerald, L'Oiseau Lyre.
Moonglow, 17 Goudbloemstraat, Antwerp. Tel.: 32-99-90. Top exec.: Van de Steen (Belgium) and R. J. Van Hoogten (outside of Belgium).
Polygram, 37 rue d'Anderlecht, Brussels 1. Tel.: 13-44-44. Top exec.: P. Lebbink, A. & R.: H. Van Barren. Sales: Jacques De Vos.
This company represents: Arvee, Audio Fidelity, Baffle, Beat, Bluesville, Caedmon, Cynus, Fontana, Goodtime, Jazz, Hi-Fi, Jazzland, J.V.B. Gospels, Mercury, Off-Beat, Pacific Jazz, Pergola, Phillips, Pop Side, Riverside, Smash, Swingsville, Washington, Wonderland, World Pacific, Yet.
Ronnex, 179, rue de Flandre, Brussels 1. Tel.: 17-79-89. Cable: Ronnexcord. Top exec.: Albert Van Hoogton.
This company represents: Combo, Embassy, Pye (England), Globe (Belgium), Oriole (England), Ronnex, Teeny, Tempo.
Schott Freres, 30, rue St. Jean, Brussels 1. Tel.: 12-39-80. Top exec.: J. J. Junne.
This company represents: Angelicum Dischi, Barenreiter Musicaphon, Blue Note Records, Christophorus, Classics Edition, C.N.D., Commodore Records, Concert Disc, Crown, Directional Sound, Eterna, Everest, Folkways, Harmonia Mundi (Germany), Harmonia Mundi (France), Jazz Tone, 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 Diest, Aarschot. Tel.: 016.669.99. Pres.: Jules Nijs.
This company represents: Show, Can-Am., P.P.X. Ent., Delta, (Engl. Holland) C.G.D., Italdisc, Jubilee, Josie Port, Kip, Nob, Oriole, Pickwick, Quality, Sonat, Sicomericana, Viking, World, Ring, Cash.
Siemens, 116 chaussee de Charleroi, Brussels 6. Tel.: 37.31.00, 38.60.80. Top exec.: Holzappel.
This company represents: Archiv, Brunswick, Coral, Deutsche Grammophon, Heliodor, MGM, Polydor, Verve.
SOBEDI, Societe Belge Du Disque, 20 Blvd. Lemonnier, Brussels. Tel.: 13-13-07. (SEE ADVERTISEMENT)
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).
Tenny Records (see Ronnex)
Vogue, 35 Blvd. Barthelemy, Brussels 1. Tel.: 11.79.73. Top exec.: Roger Khavesian. Sales: Roger Meylemans.
This company represents: Collection, Chat Boite, 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, Rendez-vous (USA), Stereo (USA), Swing, Tempo (England), Vogue, Vogue Counterpoint, Vogue International, Vogue Promotion, Vogue, Pye, Warner Bros., Whippet (USA), Scepter, Kapp, Wand, Laurie.

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Belinda-Dolff, 155 Blvd., Ansapach, Brussels. Tel.: 118313. Edgard Plumart.
Charles Bens, 43 Avenue de la Couronne, Brussels. Tel.: 493378. Gen. Mgr.: Robert Bosmans.
H. Brauer, 30 Rue St. Christophe, Brussels 30. Tel.: 129375.
Class, 17 Goudbloemstraat, Antwerp. Tel.: (03)329990. R. J. Van Hoogten.
Fonior, 24 quai des Charbonnages, Brussels. Tel.: 254010. A&R: A. Palmans. (SEE ADVERTISEMENT)
Francis Day, 25 place Saint Gery, Brussels. Tel.: 124170. Mme. Dulieu.
Fonogram, 20 bd. Maurice Lemonnier, Brussels. Tel.: 131306. Fernand Jansens.
Globe, 175 rue de Flandre, Brussels. Tel.: 177989. A. Van Hoogten.
Intervox, Boomse Steenweg 376, Wilryk. Tel.: Antwerp 388600. Mr. Van Rymenant.
JEAN KLUGER, Galeries des Centre, Bloc 3, Apt. 339, Brussels. Tel.: 129238. (SEE ADVERTISEMENT)
Moderny-Celtic, 97 rue de la Marliere, Mouscron. Tel.: (056)31539. De Keukeleire.
P.P.P., 1. Maurice Lemonnierlaan, Brussels. Tel.: 114743. Peter Plum.
PETER PLUM PUBLICATIONS, 18 Rue des Teinturiers, Brussels 1. Tel.: 11.47.43. (SEE ADVERTISEMENT)
Primavera, 1 Blvd. M. Lemeunier, Brussels. Tel.: 133789. 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. Pierre Pletinckx. A&R: Georges Legrand.
WORLD, 13 rue de la Madeleine, Brussels. Tel.: 115120. (SEE ADVERTISEMENT)

● supplies & services

PRESSING PLANTS, IMPORTERS & EXPORTERS

Discopress, 88 rue Gallait, Brussels.
Fabeldis, 8 rue Sainte Marie, Brussels 8.
SOBEDI, 20 Blvd. M. Lemonnier, Brussels. (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., 228 rue T. Verhaegen, Brussels 6. Tel.: 38.43.14. Natl. Pres.: Henri De Vroey. Gen. Dir.: Omer de Munck.

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BERMUDA

Population: 50,000.

Records imported from U. S. (factory value): 1963—\$165,000; 1962—\$152,700; 1961—\$150,000; 1960—\$158,000.

● record manufacturer and importer

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

BOLIVIA

Population: Approx. 3.5 million

Records imported from U. S. (factory value): 1963—\$17,900; 1962—\$10,700; 1961—\$19,400; 1960—\$30,900.

● 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: 70,967,185.

Per capita income: \$270.36 annually.

Record sales: 1963—LP's 3.5 million (value: \$10.5 million). 1962—3.3 million (value \$8.3 million). Singles: 1963—3 million (value \$2.1 million). 1962—5 million (value \$2.4 million). Compact 33 has replaced EP's. 1.93 million (value \$1,833,500). 1962—400,000 (value \$241,000).

Records imported from USA: No official data available.

Origin of music on Pop records: Domestic—50%; USA—15%; other foreign imports—35%.

Discounting: Occasional.

Stereo sales: 18% of LP's.

Number of medium wave radio stations: 730.

Short wave radio stations: 54.

Number of juke boxes: None. (However, a new company has recently announced its intention to enter the field.)

Number of television stations: 27.

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 da Silva. Labels: CBS, Entre.

This company represents: CBS (Intl.), Epic (USA), Harmony (USA), Hispavox (Spain), Okeh (USA), Orfeo (Argentina), Sona Radio (Peru). International representatives: Argentina (Orfeo), Japan (Nippon), Peru (Sona), Spain (Hispavox), USA (Columbia).

Chantecler, Rua Aurora 1011, Sao Paulo. 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: Armando Pittigliani; Sales: Dalmo Santos. Labels: Philips, Polydor, D.D.G., Fonit, Decca.

This company represents: ABC-Paramount (USA), DGG (Germany), Fonit (Italy), Fontana (USA), Imperial (USA), Mercury (USA), Philips (Holland), Polydor (Germany), Roulette (USA).

International representatives: Argentina (Philips), Bolivia (Philips), Chile (Philips), Colombia (Philips, Fonoton), France (Philips, Polydor), Germany (Philips, DGG), Holland (Philips), Italy (Fonti), Japan (Nippon, Victor), Mexico (Peerless), Peru (El Virrey), Portugal (Philips), Venezuela (Siemens), Uruguay (Philips), USA (Decca, Imperial, ABC-Paramount, 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.: Brailio Boinauti. Labels: Continental, Sertanejo, Caboclo, Musicolor, Disquinho.

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

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

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

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

International representatives: Argentina (Famous), Colombia (Sonolux), Mexico (Disco Cisne), Peru (Transmundos), Venezuela (Venezolana).

Imperial do Brazil, Av. Rio Branco 99, Rio de Janeiro. Tel.: 238050. Mgrs. Andre Midani, Luis Amaral.

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INTERNATIONAL DIRECTORY

(Brazil cont.)

- 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.: Milton Miranda; Sales: Oswaldo Gurgoni; Intl.: Jose de Sa. Labels: Angel, Capitol, London, Odeon, Orion, Reprise, Warner Bros. This company represents: Capitol (USA), EMI (England), Decca (England), London (USA), 20th Century Fox (USA), Carisch (Italy), Monument (USA), Musart (Mexico), Discodoma (Venezuela), Pathe Marconi (France), Warner Bros. (USA).
- 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 di 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.
- RCA Eletronica Brasileira, Av. Ipiranga 1097, Sao Paulo. Tel.: 35-0178. Cable: Radiointer. Pres. Douglas Reid; A.&R.: Paulo Rocco; Sales: Charles August Nobili. Labels: Fermata, Pawal, RCA Victor, RGE. This company represents: RCA (Int'l.), Liberty (USA).
- 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), Mexico (Orfeon), USA (Dot), Venezuela (Sonodisco).
- Rozenblit, P.O. Box 783, Recife, Brazil. Cable Mocambodiscos. Top exec: Jose Rozenblit; Sales: Isaac & Adolfo Rozenblit. A&R: Henrique Maeen. Intl.: Kurt Sondermann. Label: Mocambo.
- Som Industria e Comercio, Av. Rio Branco 47, 2 Andar, Rio de Janeiro. Tel.: 42-8021. Cable: Somdiscos. Gen. Mgr.: Emilio Vitale; Sales: Josefa Teotonia de Brito Neto. Labels: Copacabana, Som, Sabia, Saci. This company represents: 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 Itapetininga 255, Sao Paulo.
- Viuva Guerreiro, Rua Sete de Setembro 169, Rio de Janeiro. Tel.: 43-3070. Mgr.: Fileto Moura.

- Ilha Bela, Rua Barao de Itapetininga 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.: Estevo Mangione.
- Maua, Rua Visconde Inhauma 134, Rio de Janeiro. 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.: Romiglio 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 Cardoso 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.
- Chantefleur 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.

BRITISH GUIANA

Population: 500,000.
Records imported from U. S. (factory value): 1963—\$27,500; 1962—\$24,700; 1961—\$3,300; 1960—\$2,800.

• record manufacturers

British Guiana, 128 Regent St., Lacytown Georgetown, Demarara.

BULGARIA

Population: 8 million.
Records sold, 1963: Approximately 2,000,000 domestically.
Breakdown by speeds: 78 rpm-18%; 33 rpm-70%; 45 rpm-12%.
Stereo: Less than 1%.
Import-export data: Not available.

• record manufacturers

Radioprom, Chajduska Poljana 2, Sofia.

• supplies & services

PRESSING PLANT

Balkanton, Sofia—UL. Haiduska Poljana 2. Tel.: 55451.

BURMA

Population: 21 milion.
Records imported from U. S. (factory value): 1963—\$10,500; 1962—\$7,400; 1961—\$2,600; 1960—\$3,900.

• supplies & services

PRESSING PLANT

Neonlite Mfg. & Trading, P. O. Box 1023, Rangoon.

CANADA

Population: (July, 1963) Approx. 18.6 million.
Per capita income: Gross national product per capita 1963—\$2,276.
Personal income per capita 1963: \$1,656.
Record player sales: 1963—186,175; 1962—205,306; 1961—176,194.
Combination record player-radio sales: 1963—109,680; 1962—102,456; 1961—83,551.
Record sales 1963 of domestic product: Monaural—10.1 million (up 8.6%); LP's—9.3 million (up 14%); stereophonic LP's—1963—3.1 million (up 14.8%); all types 7" 9.9 million (up 5.3%); 1962—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): 1963—1.8 million; 1962—\$1.5 million; 1961—\$1.7 million.

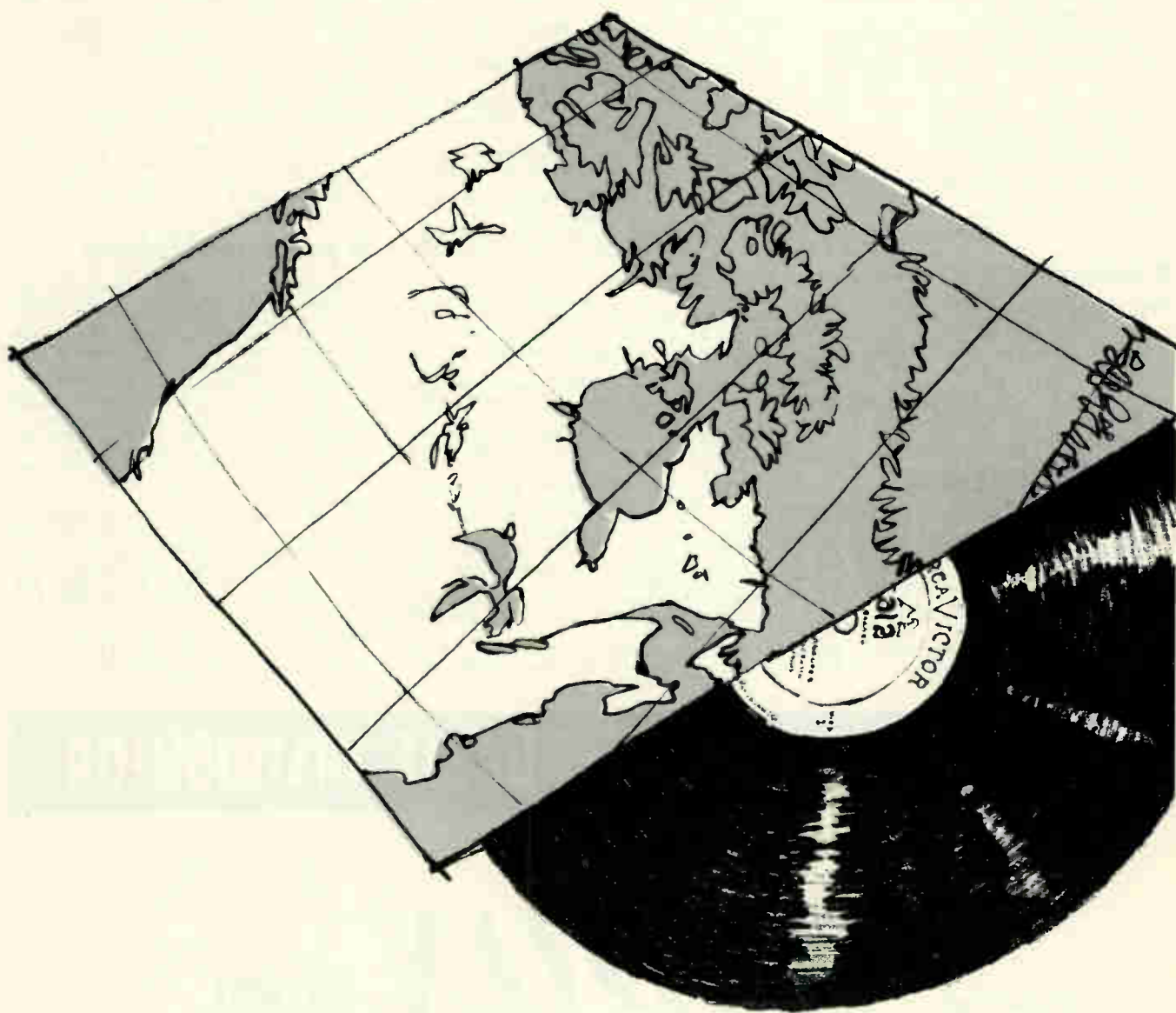
Records exported to U. S. (factory value): 1963—40,700 (value \$25,400); 1961—75,400 (value \$40,500); 1960—88,000 (value \$46,500).

Records imported from all others: 1963—504,000 (value \$597,000); 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.



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INTERNATIONAL DIRECTORY

(Canada cont.)

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. Also, manufacturer to wholesaler to sub-distributor to dealer.

Ruth Childs

● record manufacturers

Allied, 5963 Monkland Ave., Montreal, Que. Tel.: 486-1186. Sam Gesser, Pres.

Aragon Enterprises, 2166 W. 4th Ave., Vancouver 9, B. C. Tel.: 736-0374. Al Reusch, Mging Dir.

Arc Sound, 20 Cranfield Rd., Toronto 16, Ont. Tel.: 751-1613. Phil G. Anderson, Pres.

Ed. Archambault, Inc.: 500 St. Catherine St., East Montreal. Tel.: VI 9-6201. Rosaire Archambault, Co-Prop.

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. Clair Low, Pres.

CAPITOL RECORDS OF CANADA, 635 Queen St., E., Toronto 8, Ont. Tel.: HO 1-0391. Geoffrey F. Racine, exec. V.-P. (SEE ADVERTISEMENT)

Chateau, 1356 Eglinton W., Toronto 10, Ont. Tel.: RU 7-0281. E. Kassner, Gen. Mgr.

Columbia Records of Canada, 1121 Leslie St., Don Mills, Ont. Tel.: HI 7-3311. R. Pampe, V.-P & Mging Dir.

COMPO, 2377 Remembrance Rd., Lachine, Que. Tel.: 637-2561. R. A. Chislett, V.-P. & Gen. Mgr. (SEE ADVERTISEMENT)

EMC, Evans Music Corp., 309 Grosvenor, Montreal, Que. Tel.: 937-4707.

Encore, P. O. Box 818, Sta. B, Montreal, Que. Tel.: VI 9-8356 Hyman Seifert, Gen. Mgr.

Fonorama, 990 Jean Talon West, Montreal, Que. Tel.: CR 9-0640. C. C. Schmidt, Pres.

Gaiety Record Prod., 232 Lincoln St., Port Arthur, Ontario. Tel.: (807) 3456298. Pres., Don Grasley.

Hallmark, 81 Grenville St., Toronto 5, Ont. Tel.: 924-0731. D. M. Sanderson, Pres.

Laurentien, P. O. Box 23, Sta. B, Montreal 2, Que. Tel.: 866-9090. Colin C. Kerr, Pres.

LONDON RECORDS OF CANADA, 100 Richmond St., East. Tel.: Em. 6-5841. F. C. Jamieson, Gen. Mgr. (SEE ADVERTISEMENT)

Modern Album of Canada, 1244 Dufferin St., Toronto 4, Ont. Tel.: LE 4-7951. R. A. Froehlig, Pres.

Phonodisc, 355 King St. W., Toronto, Ont. Tel.: EM 6-8744. D. A. McKim, Pres.

QUALITY RECORDS, 380 Birchmont Rd., Scarborough, Ont. Tel.: OX 8-5311. George L. Keane, V.-P. & Mging. Dir. (SEE ADVERTISEMENT)

RCA VICTOR, 1001 Lenoir St., Montreal 30, Que. Tel.: WE 37551. Len Headley, Gen. Mgr., Records. (SEE ADVERTISEMENT)

RCA VICTOR, Hannibal St., Smith Falls, Ont. Tel.: 283-4010. J. P. Suppler, Plant Mgr. (SEE ADVERTISEMENT)

RCA VICTOR, 1450 Cattlefield, Toronto 15, Ont. Tel.: RO 2-7311. Jack Feeney, Record Mgr. (SEE ADVERTISEMENT)

Rodeo Records, Ltd., 4824 Cote des Neiges Rd., Montreal 26. Tel.: (514) 731-0889. Pres.: George Taylor.

Rusticana, 7656 Henri Julien, Montreal, Que. Tel.: 272-5906. Roger Miron, Gen. Mgr.

Harold S. Smith, Associates, 110 St. Clair Ave., West, Toronto. Tel.: 924-4314.

SPARTON OF CANADA, 100 Elm St., London, Ont. Tel.: 455-6320. G. A. Holmes, Pres. (SEE ADVERTISEMENT)

SPARTON OF CANADA, 57 Ingram Dr., Toronto 15, Ont. Tel.: CR 7-7441. W. R. Knight, Mgr. (SEE ADVERTISEMENT)

SPARTON OF CANADA, 200 Bates Rd., Town De Mount Royal, Que. Tel.: Regent 9-1995. (SEE ADVERTISEMENT)

Stone Records, 37 Colborne St., East, Oshawa, Ont. Tel.: 416-723-9404. Bob Stone, Pres. Labels: Stone, Henry Productions.

Subsidy Records, 138 Chatham St., Brantford, Ontario. Tel.: 519-753-8787. Mng. Dir., Robt. Thomson.

Tamarac, 1435 Yonge St., Toronto. Tel.: 924-1334. Pres.: Stan Klees.

Tartan, 218 North Algoma St., Port Arthur, Ont. Tel.: DI 5-5504. H. D. Hurdon, Pres.

TRANS CANADA, 189 Rockland Rd., Montreal 16, Que. Tel.: RE 1-8571. Jean-Paul Rickner, Pres. (SEE ADVERTISEMENT)

Trans World, 3725 Clark St., Montreal, Que. Tel.: 288-1745. Arthur Young, Pres.

Universal, 1244 Dufferin St., Toronto 4, Ont. Tel.: LE 7-2551. T. D. Prince, Pres.

Upton, 736 Notre Dame W., Montreal 3, Que. Tel.: UN 6-1765. P. M. Levee, Pres.

R. Zurba, 1113 Leslie St., Don Mills, Ont. Tel.: HI 7-3311. R. R. Pampe, Mng. Dir.

● music publishers

Ed Archambault, Inc.: 500 St. Catherine St., East, Montreal. Tel.: VI 9-6201. Rosaire Archambault, Co-Prop.

Banff, 4824 Cote des Neiges Rd., Montreal, Que. Tel.: 731-0889. Pres.: George Taylor.

Bravo, 58 Advance Rd., Toronto 18, Ont. Tel.: 239-2361. Johnny Lombardi, Pres.

Ray Brown Music, P. O. Box 335, Sta. F, Toronto, Ont. Tel.: WA 5-8331. Ray Brown, Pres.

Canadian Music Sales, 1261 Bay St., Toronto, Ont. Tel.: 239-2361. T. St. Clair Low, Pres.

Chappell, 14 Birch Ave., Toronto 7, Ont. Tel.: 922-2159. C. C. Devereux, Mgr.

Jaspar (See Rodeo, Ltd.).

Leeds Music (Canada), 215 Victoria St., Toronto 2, Ont. Tel.: EM 2-1403. Bailey Bird, Mgr. Dir.

Rodeo, 4825 Cote des Neiges Rd., Montreal 26, Que. Tel.: (514) 731-0889. Pres., George Taylor.

Andre Roussel, 6 Wellington St., S. (301), Sherbrooke, Que. Tel.: 5696314. Gen. Mgr., R. M. Marois.

Rusticana, 7656 Henri Julien, Montreal, Que. Tel.: 272-5906. Roger Miron, Gen. Mgr.

Southern, 1405 Bishop St., Montreal. Tel.: AV. 8-9410. Matt Heft, Mgr.

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Gordon V. Thompson, 32 Alcorn Ave., Toronto 7, Ont. Tel.: WA 3-7329. G. V. Thompson, Pres.
TRANS CANADA, 189 Rockland Rd., Montreal 16, Que. Tel.: RE 1-8571. Jean-Paul Rickner, Pres. (SEE ADVERTISEMENT)
Whaley, Royce & Co., Ltd., 310 Yonge St., Toronto. Tel.: 416-362-6778. Pres., Ed. G. Hough.

● distributors

Alberta

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Acklands, 216 12 Ave. SW., Tel.: AM 29197. Mgr.: Arnold Palmer.
Labels: Apex, Ascot, Brunswick, Cadence, Caedmon, Challenge, Colpix, Coral, Decca, Diamond, Everest, Forum, GNP, Crescendo, May, Musicor, Palette, Point, Roulette, Tico, United Artists, Valiant, Vee Jay, Vocalion, Warner Bros.
RCA VICTOR, 4120 6 St. S.E. (SEE ADVERTISEMENT)
Taylor, Pearson & Carson, Box 70. Tel.: 269-2521.
Trans World, 83 Jack Circle, Chateauguay, Que. Tel.: 514-691-9766. Pres., Arthur Young.
Wilson Elec. Supply, 1024 10 Ave. S. W.

● EDMONTON (Area Code 403)

Acklands, 10304 108th St. Tel.: 429-1311. Mgr.: Arnold Palmer.
Labels: Decca Division: Decca, Coral, Brunswick, Vocalion, Apex Division: Cadence, Carnaval, Challenge Caedmon, Colpix, Crescendo, Everest, Point, Roulette, United Artists, Vee Jay, Warner Bros.
Van Dusen Bros., 10528 123 St. Tel.: HU 89996. Pres.: Wes Van Dusen.
Labels: Capitol, Angel, Pathe, Parlophone, Odeon, Living Language, Living Literature, Young Peoples Records.

British Columbia

● BURNABY (Area Code 604)

Alco Music, 3970 E. Hastings St.
Texal, 3166 Lake City Way, Burnaby 2. Tel.: Cy 86471. Pres. & Mgr.: H. W. Jones.
Labels: Acadia, Ace of Clubs, Aragon, Argo,

Atco, Atlantic, Banff, Beltona, Carlton, Celtic, Citadel, Clock, Coda, Dolton, Durium, Era, Felsted, Hi, Imperial, Jamie, L'Oiseau Lyre, Liberty, London, London Continental, Melbourne, Monument, Philips, Fress, Richmond, Rodeo, Seville, Stax, Sun, Tamla, Telefunken, Venus. (See Texal Vancouver)

● SUMMERLAND

Killick Photography, Box 430 W. Tel.: 494-3706.

● VANCOUVER (Area Code 604)

Aragon, 2166 W. 4 Ave. Tel.: 736-0374. Pres.: Al Reusch.
Labels: ABC-Paramount, Avoca, Bartone, B&F, Cantate, Christian Faith, Command, Contemporary, Conversa-Phone, Cook, Dyer-Bennet, Elektra, Fantasy, Fiesta, Folkways, 49th State, Golden Crest, Good Time Jazz, Grand Award, Hazam, Hi Fi Record, Impulse, Life, Music Minus One, Pacific Jazz, Pye, Reprise, Saga, Spartan, Starday, Stinson, Tartan, Time, Tradition, Urania, Wallis, Westminster, Whitehall, World Pacific.
B. C. Record Serv., 328 Moyne Dr. Tel.: 985-3010.
Dance Craft, 455 W. Broadway. Tel.: TR 9-2822. Top Exec.: Lloyd & Donnie Wooden.
Labels: Aqua, Balance, Belco, Belmar, Benz, Best, Blue Star, Bogan, Dance Party, Dash, Family Sq., Flip, Folk Dancer, Folkcraft, Fun and Frolic, Golden Squares, Grenn, J. Bar, Jewel, Kalox, Keeno, Kismet, Longhorn, Lore, Lightning, MacGregor, Magic, Mayflower, Old Timer, Russel, Sets in Order, Silver Spur, Square L, Lloyd Shaw, Sunny Hills, Tahoe, Top-Western, Western Jubilee, Windsor.
Emerson Sales, 2150 W. 4 Ave. Tel.: 733-3525. Mgr.: D. Short. **Labels:** Arc, Bravo, Canadian America, Colonial, Dublin, Golden, Kent, Prestige, Riverside, Somerset, Sonador, Standard, Stereoditties, Universe.
Johnston Appliances, 5239 Victoria Dr. Tel.: FA 53261. Mgr.: Pat Van Kleek.
Labels: Decca Division: Decca, Coral, Brunswick, Vocalion, Caedmon. Apex: Cadence, Carnaval, Challenge, Colpix, Crescendo, Everest, Point, Roulette, United Artists, Vee Jay, Warner Bros.
Matthew W. Lindfors, 1922 W. 1 Ave.

Pacific Electronics, 1641 W. 2nd Ave. Tel.: RE 1-8131. Gen. Mgr.: Geo. D. McRae.
Labels: Audio Fidelity, Audio Lab, Bethlehem, Caprice, Congress, Del Fi, Delta, Donna, End, Gone, Gordy, Joy, Kapp, King, Lennox, Motown, Old Town, Regency, Regis, Select, Sue, Tamla, Trans Atlas.
RCA VICTOR, 2876 Rupert St. (SEE ADVERTISEMENT)
Select Music Co., 2717 Main St. Tel.: 876-9291. Pres.: W. Van Dusen.
Labels: Capitol, Rockola.
Taylor Pearson & Carson, 1006 Richard St. Tel.: MU 1-7531.
Texal, 2372 W. 4 Ave. (See Texal, Burnaby).
Vanhorne Elec. Supply, 550 Cambre St. Tel.: MU 4-3321.

● VICTORIA (Area Code 604)

F. J. Martens, 1296 Montrose St. Tel.: 383-3432.

Manitoba

● WINNIPEG (Area Code 204)

Canadian Amer. Rec., 310 Confederate Life Bldg. Tel.: 947-0296.
Electrical Supplies, 312 William Ave. Tel.: WH 3-8491. Mgr.: Bright. **Labels:** Angel, Capitol, Pathe, Parlophone, Odeon, Living Language, Walco Accessories.
Laurel Record Dist. P. O. Box 1021. Tel.: SU 3-0436.
Phonodisc, 4th St. Tel.: 942-2251.
QUALITY RECORDS, Galt Bldg. Tel.: WH 3-6563. (SEE ADVERTISEMENT)
Thomas Rathwell, 575 Roseberry St. Tel.: Sp 4-4561. Pres.: Thomas Rathwell.
Labels: Apex, Brunswick, Cadence, Caedmon, Carnaval, Challenge, Colpix, Coral, Crescendo, Decca, Diamond, Everest, Forum, Listen and Learn, Palette, Point, Roost, Roulette, Tico, United Artists, Valiant, Vee Jay, Warner Bros.

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R. Carter, 88 Humphrey St. Tel.: 384-7687.
T. Eaton, 260 Department St. Tel.: 382-6511.

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(Canada cont.)

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• AMHERST (Area Code 667)

Canadian Assemblies, Station St. Tel.: 667-3309.
Mng. Dir.: W. S. A. Daley.

Labels: Barry, Cameo, Chancellor, Checker, Chess, Deutsche Grammophon, Dimension, Dot, Jubilee, Laurie, Mercury, MGM, Parkway, Philips, Quality Records, Reo, Twentieth Fox, Twirl, Verve.

Waldale, Station St.: Tel.: 667-3308. Pres.: W. S. A. Daley.

Labels: Decca Division: Brunswick, Caedmon, Coral, Decca, Vocalion. Apex Division: Apex, Apex Francais, Cadence, Carnival, Colpix, Crescendo, Forum, Point, Roost, Tico, Roulette, United Artists, Vee Jay.

• HALIFAX (Area Code 902)

RCA VICTOR, 49-51 Commission St. Tel.: 455-7247.
(SEE ADVERTISEMENT)

Ontario

• DON MILLS (Area Code 416)

COLUMBIA RECORDS, 1113 Leslie St. Tel.: HI 4-6551. Mng. Dir.: R. R. Pampe.

Labels: Barclay, Columbia, Epic, Harmony, Perfect. (SEE ADVERTISEMENT)

H & H Distr. Co., 24 Habitant Dr., Weston, Dir., Hal A. Hill. Tel.: 249-0726.

Labels: Jazz Line, Delmark, Fred Miles, Arhoolie, Old Timey, Jazzology, GHB, Icon, 90th Fl., Piedmont, Southland, Spivey and Vulcan.

QUALITY RECORDS, Ltd., 380 Birchmount Rd., Scarborough. Tel.: OX 2-5311. (SEE ADVERTISEMENT)

Subsidy Records, 138 Chatham St., Brantford. Tel.: 519-753-8787. Robt. Thomson.

R. Zurba, 1113 Leslie St.

• LONDON (Area Code 519)

Musicana Records, 492 Hills St.
SPARTON OF CANADA, 100 Elm St. Tel.: 455-6320.
(SEE ADVERTISEMENT)

• OTTAWA (Area Code 613)

Sherman Enterprises, 29 Bayswater. Tel.: 729-1421.

• SAULT ST. MARIE (Area Code 705)

Jack F. Woolrich, 134 Gore St. Tel.: AL 3-1381.

• SCARBOROUGH (Area Code 416)

Arc Sound, 20 Cranfield Rd. Tel.: AM 7-1155.
Pres.: Phil Anderson.

Labels: Arc, Golden, Kent, Somerset, Sonodor, Stereo Fidelity, Stereodiddies.
Eldon Industries, 1312 Lawrence Ave., East. Tel.: 447-8536.

QUALITY RECORDS, 380 Birchmount Rd., Tel.: OX 8-5511. V. Pre. & Mgr.: George L. Keane.
(SEE ADVERTISEMENT)

• TORONTO (Area Code 416)

Acme, 42 Lombard St. Tel.: EM 8-9141.

Apex Records, 76 Colville Rd. Tel.: 207-4725. Mgr.: George Offer.

Labels: Decca Div.: Decca, Coral, Brunswick, Vocalion, Caedmon. Apex Div.: Cadence, Carnival, Challenge, Colpix, Crescendo, Everest, Point, Roulette, United Artists, Vee Jay, Warner Bros.

Barrel Music Sales, 600 Bay St.

Canadian Music Sales, 58 Advance Rd., Toronto 18. Tel.: 239-2361. Pres.: T. St. Clair Low.

Labels: Alma, Alto, Apon, Atlas, Bartone, Beaver, Blue Star, Boston, Bravo, Bruno, Budapest, Cabot, Cetra, Colonial, Collectors' Guild, Distinguished, Dominion, Dublin, Dyer-Bennet, Educo, Folkcraft, 49th State, Hazam, Lloyd Shaw, MacGregor, Old Timer, Qualiton, Sets in Order, Standard, Stinson, Sunny Hills, Tom Lehrer, Tradition.

CAPITOL RECORDS OF CANADA, 635 Queen St. Tel.: HO 10391. Exec. Vice-Pres.: Geoffrey F. Racine.

Labels: Angel, Capitol, Parlophone, Odeon. (SEE ADVERTISEMENT)

Chevrier Record Sales, 2411 Dundas St., W. Tel.: 535-9616.

COLUMBIA RECORD DISTRIBUTORS, 1113 Leslie St. Tel.: 444-6651. Branch Mgr.: Richard Zurba.
Labels: Barclay, Columbia, Epic, Harmony, Okeh. (SEE ADVERTISEMENT)

Continental Record Co., 1244 Caledonia Rd. Tel.: 537-2551. Gen. Mgr.: T. D. Prince.

Labels: Continental, Maple Leaf, Masterseal, Palace, Remington, Webster Library of World's Greatest Music.

Evangelical Publishers, 241 Yonge St. Tel.: 363-6391. Pres.: A. J. Stewart.

Labels: Alma records (Christian Faith Label), John T. Benson (Hymntime & Heart Warming Labels), Corner Stone, Crown V, RCA Victor, Sacred, Supreme.

MacKay Record Distributors, 100 Richmond St. Tel.: EM 6-5841. Gen. Mgr.: Max J. Zimmerman.

Labels: All Boy, Argo, Atco, Arcadia, Aragon, Ara Mac, Atlantic, Ace of Clubs, Banff, Beltona, Broadway Shows, Carlton, Citadel, Click, Co-Ed, Coda, Continental, Dolton, Duke, Durium, Era, Era Children, Eric, Felsted, Garpix, George, Guyden, Hi, Imperial, International, Jamie, Keith, Liberty Premier, Liberty Special, London Group, London, Louis, Lu-Pine, L'Oiseau Lyre, Melbourne, Milestone, Minit, Mirrosonic, Mobile Fidelity, Monument, Mountain, Peacock, Philips, President, Press, Richmond, Rodeo, Robbee, Running Bear, Rusticana, Satellite, Serie Francaise, Seville, Shell, Showcase, S.P.Q.R., Stax, Sun, Telefunken, Terrace, Venus.

Morris Distributing Co., 2100 Avenue Rd. Tel.: HU 5-6372. Owner: M. Pearlstone.

Labels: Carib, Contemporary, Dootone, Fax, Fantasy, Jazzland, Montilla, Offbeat, Riverside, World Pacific, Washington.

Phenodisc, 355 King St., W. Tel.: 366-8744. Pres.: Don McKim.

Labels: Audio Fidelity, Caprice, Congress, Del-Fi, Donna, Gordy, Jay Jay, Joy, Kapp, King, Motown, Old Town, Sue, Tamla.

Raleigh Record Sales: 108 Wellington St., West. Tel.: EM 4-1015. Pres.: D. Robert Pugh.

Labels: Avoca, Fiesta, Fleetwood, Hallmark, Murril, Raleigh, Sales & Motivation, Tartan, Wallis Original.

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Labels: Tamarac, Franklees, Bigland.

Gordon V. Thompson, 32 Alcorn Ave. Tel.: WA 3-7329 Pres.: Gordon V. Thompson.

Quebec

• FABREVILLE

James Corbett, 3831 Michel St., Box 308. Tel.: 635-2848.

• LACHINE (Area Code 514)

COMPO CO., 2377 Remembrance St. Tel.: 637-2561. V. P. & Gen. Mgr.: R. A. Chislett.
Labels: Decca: Decca, Coral, Brunswick, Vocalion, Caedmon. Apex: Cadence, Carnival, Challenge, Colpix, Crescendo, Everest, Point, Roulette, United Artists, Vee Jay, Warner Bros. (SEE ADVERTISEMENT)

Jacques Lanctot, 317 13 Ave.

• MONTREAL (Area Code 514)

Adanac Music, 189 Rockland. Tel.: 781-8571.
Allied Records, 8500 Del Meade. Tel.: 744-5823.
Ed Archambault, Inc.: 500 St. Catherine St., East, Montreal, P. Q. Tel.: VI 9-6201. Rosaire Archambault, Co-Proprietor.
Labels: Select-Alouette-Philips (France)—Studio S.M. (France), Assimil language courses (France), Ades (France), Vega (France), Festival (France), Ducretet Thomson (France), Discophiles Farncais (France), Lumen (France), Chant du Monde (France), Jericho (France), Pacific (France), La Boite a Musique (France), Unidisc (France), L'Encyclopedia Sonore (France).
Banff Records (See Rodeo, Ltd.).
Bouthillier Musique, 6405 rue St. Hubert. Tel.: 277-7115. Owner: Maurice Bouthillier.
Labels: Blue Star, Bogen Players, Folkcraft, Folkdancer, Grenn, Israel, Kismet.
Carnup Records (See Rodeo, Ltd.).
Celtic Records (See Rodeo, Ltd.).

COLUMBIA RECORDS, 5680 Pare St. Tel.: 731-3958. Bus. Mgr.: John Williams.

Labels: Barclay, Columbia, Epic, Harmony, Okeh. (SEE ADVERTISEMENT)

Erpol Music, 116 St. Catherine St., W. Tel.: B61-3106. Pres.: Ernest Pollak.

Labels: Amadeo (Austria), Austroton, Bartok, C. N. Rood (Holland), Composer Serie, La Comedie Francaise, Dimsa, Elite (Switzerland), Eterna, Fidelity Sound Recordings, Italdisc (Italy), Kabarett (Vienna), Maya, Orfeon, Period, Rainbow, R-E-B, Renaissance, Rococo, Scala, Stradivari.

A. Hugh Joseph, 225 Chomey. Tel.: 932-6250

Les Disques Fontaine (See Rodeo, Ltd.).

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LONDON RECORDS OF CANADA, 190 Grapeline St. Tel.: 631-2061. Gen. Mgr.: F. C. Jamieson.

Labels: Atco, Atlantic, Coed, Dolton, Duke, Era, Guyden, Hi, Imperial, Jamie, Liberty, Marsh, Monile Fidelity, Monogram, Monument, Peacock, Philles, Sun. (SEE ADVERTISEMENT)

Melbourne Records (See Rodeo, Ltd.).

Musimart of Canada, 901 Bleury St. Tel.: 861-2856. Pres.: George E. Erlick.

Labels: Alector, Arka, Artia, Asco, Bach Guild, Baroque, Betty White Dance Instruction, Blue Note, Carousel, Copley, Conversaphone Language Courses, Dana Desto, Diplomat, Europa, Everest, Experiences Anonymes, Guest Star, Hear How, Horizon, Living Language Courses, Living Literature Sets, Living Method Courses, Lyrichord, Magic Violins, Melodia, MK, Monitor, Nina, Parliament, Pergola, Peter Pan, Pierrot, Playtime, Quarante-Cinq, Request, Rivoli, Spoken Arts, The Spoken Word, St./and, Supradidac, Supraphon, Tikva, Vanguard, Vox, Young Peoples.

James A. Ogilvys, P. O. Box 99, Sta. H, Beaconsfield Ave.

Phonodisc, 4640 Decarie Ave.

Rack Sales, 1445 Van Horne.

RCA VICTOR, 1001 Lenoir St. (SEE ADVERTISEMENT)

R. M. P. Record Sales, 183 Bates Rd. (304). Tel.: RE 9-5662. Pres.: L. Faludi.

Labels: Continental, Continental Maple Leaf, Masterseal, Palace Stereo Continental.

Rodeo Records, Ltd., 4824 Cote des Neiges Rd. Tel.: 731-0889. Pres.: George Taylor

Rusticana, 7656 Henri Julien.

SPARTON OF CANADA, 200 Bates Rd (SEE ADVERTISEMENT)

TRANS-CANADA RECORD, 189 Rockland Rd. Tel.: 731-8571. Pres.: Jean Paul Rickner.

Labels: Adanac, Arc Sound, Design, Franco, Murah, Metro, Mode, Somerset, Teen Life, Trans Canada, Vogue. (SEE ADVERTISEMENT)

Trans World, 3725 Clark St. Tel.: 288-1745.

• OUTREMONT (Area Code 514)

Pocket Books of Canada, 90 Bates Rd. Tel.: 739-6365.

• RIMOUSKI (Area Code 418)

Wilfred Owellet & Fils, 151 Rue St. Germain. Tel.: 723-3354. Pres.: Jean Quellet.
Labels: RCA Victor.

Saskatchewan

• REGINA (Area Code 306)

Record Service of Sask., 826 Victoria Ave. Tel.: LA 7-4280. Pres.: Ronald Grennan.

• SASKATOON (Area Code 306)

A. A. Murphy & Sons, 2506 Dewdney. Tel.: 568-1333. Pres.: W. A. Murphy.
Label: RCA Victor.

• one-stops

Musique Service Music, 2361 Rosemount Blvd., Montreal, Que. Tel.: (514) 729-3271. Rene Girard, V. P.

Subsidy, 138 Chatham St. Tel.: 519-758-8787, Brantford, Ont.

• rack jobbers

Fireco Sales, Ltd., 33 Racine Rd., Rexdale, Ont. Tel.: Cherry 4-6481. Pres.: J. H. Firestone.
Record Buyer: Barney Ryan.

R.M.P. Sales, Ltd., 183 Bates Rd. (304). Pres.: L. Faludi.

Jack Slumkoski, 257 Avenue Rd., Kingston, Ont. Tel.: (613) 548-4105 Owner: Jack Slumkoski.

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Acoustic Architectural, 4044 Ontario St. E, Mont-
real, Que. Tel.: 731-0422.
Aragon Enterprises, 2166 W. 4th Ave., Vancouver
9, B. C.
Dollard Recording, 394 Notre Dame Ave., Winnipeg
2, Man.
Dominion Broadcasting, 12 Shuter St., Toronto 1,
Ont.
Edward Production, 5271 Western Ave. Tel.:
488-2545, Montreal, Que.
Hallmark Recording, 81 Grenville St., Toronto 5,
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Laurentien, P. O. Box 23, Sta. B, Montreal 2, Que.
Precision Sound Recording Studio, 1202 Bishop St.
Tel.: 861-6103.
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Toronto, Ont. (SEE ADVERTISEMENT)
Zelony, 90 Main St., W., Coaticook, Que.

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ARC Sound, 20 Cranfield Rd., Scarboro, Ont.
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(SEE ADVERTISEMENT)
Continental Co., 1244 Dufferin St., Toronto, Ont.
Laurentien, P. O. Box 23, Sta. B, Montreal 2, Que.
Precision, Raleigh Ave., Scarborough, Ont.
QUALITY RECORDS OF CANADA, 380 Birchmount Rd.,
Scarborough, Ont. (SEE ADVERTISEMENT)
RCA VICTOR CO., Smiths Fall, Ont. (SEE ADVER-
TISEMENT)
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erine St. W., Montreal, Que.
Musicians Guild of Montreal, 1440 St. Catherine
St. W., Montreal, Que.

CHILE

Population: 7.5 million.

Per capita income: \$300 annually.

Record sales, 1963: \$6,000,000 (approx.).

Records imported from U. S. A.: 1963 (no record);
1962, \$34,800; 1961, \$24,700; 1960, \$5,800.

Radio Stations: 180 medium wave.

Television stations: 2 (non-commercial).

Record players: 400,000 approx.

Juke boxes: 2,500 (est.).

Stereo Sales: 20% of LP's.

Retail record prices: Up 90% from 1963.

Important regulations: Record importation is abso-
lutely forbidden, and all records sold are
pressed locally on license from the originating
company.

Ricardo Garcia

● record manufacturers

RCA de Chile—Matias Cousino 150, casilla 1407,
Santiago. Tel.: 381124. Gerente Discos. Hector
Urbina A&R Int'l: Hernan Aravena.
Labels: CRC, RCA.

This company represents: Caife (Ecuador), Disc
Jockey (Argentina), Fermata (Argentina), Ducret-
et Thomson (Francia), Fonit (Italia), Hispavox
(Spain), Music Hall (Argentina), Onix (Ecuador),
Sonolux (Colombia), Telefunken (Germany), RCA
various).

Industrias Electricas y Musicales Odeon—Com-
pania 2045, casilla 186 D, Santiago. Tel.:
392071. Cable: Turntable Pres. & Sales: En-
rique Epple; A&R: 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).

Goluboff—Miraflores 119, Stgo. Tel.: 381952.
Cable: Godav. Pres. & Int'l: Diego Goluboff,
A&R; Mauricio Alvarez. Sales: Manuel Gonzalez.
Label: Goluboff.

This company represents: Columbia (USA), Lib-
erty (USA), Sono Radio (Peru), Reprise (USA),
Verve (USA), Ricordi (Italy).

Philips—Chilena, S. A. Ave., Santa Maria, 0760
Casilla 2687 Stgo. Tel.: 35081. Cable: Phil-
chasi. Gerente discos: M. Brakema. A&R: Saul
San Martin. Sales: Alejandro Navarro. Int'l:
Hernan Serrano. Label: Philips.

This company represents: Archiv (Germany),
DGG (Germany), Mercury (USA), MGM (USA),
Polydor (Germany), Peerless (Mexico), Philips
(Various), Seeco (USA), United Artists (USA).

Caracol, Matias Cousino 150, 6º piso. Director:
Antonio Contreras.

Demon, Estado 215, oficina 804, Santiago. Director:
Camilo Fernandez.



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Mongo, Estado 215, oficina 804, Santiago. Director: Edmundo Ortuzar y Ricardo Garcia.
Orpal, Irrazaval 3349, casilla 6117, Santiago. Pres: Carlos Patino.
This company represents: Folksway (USA), Micron (Argentina).
The label (Orpal) is dedicated to special records such as modern jazz, documentary and others.

PRESSING PLANTS

Goluboff, Miraflores 112, Santiago.
I. E. M. Odeon, Compania 2045, Santiago.
RCA, Avda Vicuna Mackenna 3333, Santiago.

● music publishers

Fermata, Los Alpes 916, Santiago.
Southern Music Int. (Alfredo Burgos) Los Lirios 273, Santiago.

COLOMBIA

Population: 13.8 million.

Records imported from U. S.: Official statistics not available for 1963. However, New York sources estimate an increase over last year of 25% or about \$20,000. 1962—\$16,600; 1961—\$49,700; 1960—\$37,200.

Records sold at retail before taxes: 1963, down 20% from 1961 sales.

● 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: Alegrée (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: Feru (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. 8 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: 1,325,155.

Records imported from U. S. (factory value): 1963—\$41,100; 1962—\$33,900; 1961—\$27,500; 1960—\$36,300.

● record manufacturers

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.

CYPRUS

Population: 550,500.

● record manufacturers

Chris I. Peppos, P. O. Box 783, C.B.S. Capt., Nicosia.

CZECHOSLOVAKIA

Population: 13.9 million.

Records imported from U. S. (factory value): 1963—Import data not available; 1962—\$8,600; 1961—\$2,000; 1960—\$600.

Records exported to U. S. (factory value): 1963—Export data not available. 1962—19,700 (value \$26,800); 1961—8,300 (value \$9,700); 1960—6,600 (value \$8,500).

● record manufacturers

Gramofonove Zavody, Balackeho 1, Prague 1. Tel.: 24-02-51. Label: Supraphon.

● music publishers

State Publishing House of Music, N.E. Palackeho 1, (Statni Hudebni Vydavatelstvi, n.p.) Prague 1. Tel.: 24-92-51. Label: Supraphon.

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.

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RECORDS UNDER THE NEW LABEL
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NEW STYLES
NEW ARTISTS

INDICA

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WITH THE MUSIC
OF CENTRAL AMERICA

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P. O. BOX 1645 SAN JOSE, COSTA RICA

SERVICES

- RECORDING STUDIO
- MASTERING (M&S)
- PLATING
- PRESSING
- LABELING
- PACKAGING
- MARKETING

(Continued)

DENMARK

Population: 4,650,000.
Per capita income: \$1,800.
Number of homes with record players: 600,000.
Records sold: 1963—\$3.7 million; 1962—\$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 850.
Stereo sale: 15% of total; 40% of LP sale.
Important regulations: 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.: Mi-
 nerva 7650. Mng. Dir.: Karl Emil Knudsen; A&R:
 Gustav Winckler; Sales & Intl.: Per Sorensen.
 Labels: Sonet, Mascot, Storyville, Life.
This company represents: Blue Note, Chancellor,
 Colpix, Ecco, Eliit, Gazell, Folkways, Le Jazz,
 Cool, Argo, Chess, Checker, Palette, Sue,
 Dimension, Scan-Disc, Old Town, Symbol, Vega,
 Roulette, Savoy, Sonet,
**Karusell Grammofon, 39 Dortheavej, Copenhagen,
 N. V. Tel.:** Tago 8505.
 Mng. Dir.: K. E. Knudsen; Sales & Intl.: Per
 Sorensen. Labels: Joker, Karusell.
This company represents: AB-Paramount, Cameo-
 Parkway, Impulse, Joker, Karusell, Reprise, Top
 Rank, Swe-disc, Vee Jay.
Metronome, Vibevej 31, Copenhagen NV. Tel.: Aegir
 8112. Cable: Metronome. Gen. Mgr., Sales &
 Intl.: Bent Fabricius-Bjerre; A&R: Jorgen Ing-
 mann. Labels: Metronome.
This company represents: Atlantic (USA), Atco
 USA, Cadence (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: Austraton & Elite (Ger-
 many), C.G.D. (Italy), Pye (England), California
 (USA), Dot (USA), Hickory (USA), Kapp (USA),
 Triola.
**Hede Nielsen, Grundtvigsvej 10A, Copenhagen V.
 Tel.:** EV 4120. Cable: Henigram. Gen. Mgr.,
 A&R, Sales, Intl.: Eliith Henriksen. Labels: RCA.
This company represents: Arena, 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: Bruno Henriksen.
 Labels: Polyphon, Polydor, Philips, Fontana.
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 (Ger-
 many), Fontana (Holland), Heliodor (Germany),
 Interdisc (USA), London (USA), L'oiseau Lyre
 (France), Mercury (USA), Philips (Holland), Poly-
 dor (Germany), Sonora (Sweden), United Artists
 (USA), Verve (USA), Audio Fidelity (USA).
International representatives: Associates and
 branches of Philips, Fontana, Decca, DGG and
 sub-labels.

**Skandinavisk/Grammophon, Hoffdingsvei 18, Co-
 penhagen, Valby. Tel.:** 30-67-11. Cable: Gram-
 mophon. 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), Co-
 lumbia (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.

● **music publishers**

Decapo, Pilestraede 2, Copenhagen K. Tel.: CE 4549.
 H. Andersen & H. Jensen.
**DFG Music, Raadhustraede 3 A, Copenhagen K.
 Wilhelm Hansen, Gothersgade 9, Copenhagen K.
 Tel.:** MI 7888. A. Spliid.
Moerks, 247 Vesterport, Copenhagen V. Tel.: PA
 5000. K. Moerk.
Multitone, Pilstraede 2, Copenhagen K. Tel.: MI 868.
 H. Jensen.
**Musikproduktion Winckler, Dortheavej 30, Copen-
 hagen NV. Tel.:** TA 2282. G. Winckler.
**Imudico, Colbjornsensgade 19, Copenhagen V.
 Tel.:** HI 5625. A. Kleinert.

● **supplies & services**

MUSIC LICENSING ORGANIZATIONS
**GRAMEX (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, Copen-
 hagen. Tel.:** TR 3660. Pres.: S.U. Wilson;
 Mng. Dir.: K. Nielsen.

POLYETHYLENE BAGS

Norlip, Prinsessegade, 29A Copenhagen 8. Pres.:
 H. S. Philipsen.

PRESSING PLANTS

**Skandinavisk Bakelite, Proevensvej 35, Copenhagen
 Vanl. Tel.:** 70-15-21.
**Skandinavisk Grammophon, Hoffingsvej 18, Copen-
 hagen. Tel.:** 30-67-11.
Plastica, Dortheavej 1, Copenhagen NV. Tel.:
 Aegir 9680.

RECORDING STUDIOS

Metronome Studios, Vibevej 31, Copenhagen, Tel.:
 Aegir 8112. Birger Svan.
Polyphon, Emdrupvej 115, Copenhagen. Tel.:
 692522.
**Skandinavisk Grammophon, A/S, Hoffingsvej 18,
 Copenhagen. Tel.:** 306711. A. J. Poole.
Tono, Dortheavej 1, Copenhagen. Tel.: Aegir 9680.

TRADE ORGANIZATIONS

**Den Danske Gruppe af Grammofonindustriens Inter-
 nationale Federation, Sankt Anna Plads 11,
 Copenhagen K. Tel.:** Cen. 4401. Mng. Dir.:
 Otto Lassen.

DOMINICAN REPUBLIC

Population: 2.9 million.
Capital City: Santo Domingo.
 This country, with one of the lowest per capita
 incomes in the Caribbean area, pays about the
 highest price registered for records anywhere: \$6
 to \$6.50 for LP's and \$1.50 to \$1.75 for singles.
 This is due, in part, to the high customs duties
 on imported records. Figures for 1963 are not
 available, but in 1962 they imported from the
 U. S. \$70,500 in records.

● **dealers & importers**

**Julio Tonos, P. O. Box 364, Santa Domingo.
 Discoteca Mozart, El Conde No. 106, Santo Domingo.
 Bartolo Primero, Ave. Mella 156, Santo Domingo.
 Discolandia, J. T. Valdez No. 47, Santo Domingo.
 Discos Amaro, P. O. Box 1270, Santo Domingo.
 Persio C. Dominguez, Jose Contreras 28, Santo
 Domingo.
 La Guarachita, Rhadames Aracena, El Conde 108,
 Santo Domingo.
 Orto, P. O. Box 180, Santo Domingo.**

● **music publishers**

**Peer International, Manuel Troncoso, Representative,
 P. O. Box 180, Santo Domingo.**

PRESSING PLANTS

**Fabrica Dominicana de Discos, Santo Domingo.
 Octavio Vargas Gil, Santo Domingo.
 Distribuidora Nacional de Discos, Santo Domingo.**

ECUADOR

Population: 4.2 million approx.
Records imported from U. S. (factory value): 1963—
 \$5,100; 1962—\$5,700; 1961—\$5,900; 1960—
 \$17,000.

● **record manufacturers**

**C.A. Industrial Fonografica Equatoriana, Reina Vic-
 toria 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 Equatoriana, Apartado 3885,
 Guayaquil.
 Industrial Fonografica Equatoriana CAIFE, P. O.
 Box 84, Quito.**

EGYPT

Population: 25.5 million.
Records imported from U. S. (factory value): 1963—
 Import-Export data not available. 1962—\$2,100;
 1961—none; 1960—\$900.

● **record manufacturers**

**Michael Yacoumopoulos, P. O. Box 1904, Alexan-
 dria, Tel.:** 30934. Cable: Yalos.

THE
 INTERNATIONAL
 INFLUENCE
 OF BILLBOARD
 GROWS
 AND
 GROWS

EIRE

Population: 2.8 million.
Per capita income: 1963, \$750 annually.
Records imported from U. S. (factory value): 1963—\$70,500; 1962—\$60,500; 1961—\$42,000; 1960—\$29,300.
Average retail price: LP's—\$4.50; EP's—\$1.40; Singles—90c
Discounting: Occasional.
Record club sales: 11%, up from 1962.
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—Telefís Eireann.
Number of juke boxes: Approximately 550.
Type of record distribution system: Generally manufacturer to wholesaler to dealer.
Ken Stewart.

● record manufacturers

Electric & Musical Industries (Ireland), Ltd., 23 Lr. Dominick St., Dublin 1. Tel.: Dublin 46108/9. Dir.: H. D. Christmas.

● distributors

Gramophone Co., Ferrybank, Waterford. Tel: Waterford 4196. Mgr.: Thomas Boylan.

● music publishers

Pigott & Co., Music Warehouse, 112 Grafton St., Dublin 2. Tel.: 73161. Mng. Dir., J. G. Lyons, St. Patrick St., Cork. Tel.: 20592. Mgr.: C. O. Marchant.

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., West, Dublin 1.
Pye (Ireland) Dundrum, Dublin
Siemens-Schuckert (Ireland) Ltd., 49 Middle Abbey St., Dublin.
Solomon & Peres, 2 Dame Lane, Dublin

PRESSING PLANTS

Gramophone Co., Ferrybank, Waterford

RECORDING & TAPE DUP. STUDIOS

An Comhlacht Taifeadadh, 2 & 26 Upper Mount St., Dublin 2. Tel.: 63330.
Eamon Andrews Studios, 4 Henry St., Dublin. Tel.: 49191. Mng. Dir., Fred O'Donovan.
Peter Hunt Rec. Studios, 130 St. Stephen's Green, Dublin.
Rex Roberts Studios, 8 Appian Way, Ranelagh 4, Dublin.
Silverpine Studios, Bray, Co. Wicklow.
Stapleton Studios, Merrion Ct., Merrion Rowe, Dublin

EL SALVADOR

Population: 2.5 million.
Records imported from U. S. (factory value): 1963—\$137,500; 1962—\$130,400; 1961—\$67,100; 1960 \$63,600.

● 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. 22B, San Salvador.

ENGLAND

(See United Kingdom)

FINLAND

Population: 4.5 million approx.
Record sales 1963 retail before tax \$1.51 million down from: 1962, \$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.
Discophon, Takomontie 3, Helsinki. Tel.: 451627. Top Exec.: Bengt G. Liljeröth; 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. Nashville, Blue Note.
Flintone, Iso Roobertinkatu 29-31, Helsinki. Tel.: 15 533, Cable: Fintone, Telex: 12 465. Top Exec. & A&R Henrik Denffer; Sales: Reijo Heimonen, Eric Forsman.
This company represents: ABC-Paramount (USA), Archiv (Germany), Command (USA), Cameo (USA), Coral (USA), DGG (Germany), Heliodor (Germany), Impulse (USA), Primula, Karusell (Sweden), Mercury (Holland), Riverside (Holland), Swe-Disc (Sweden), United Artists (USA), Polydor (Germany), Verve (USA), Vee Jay (USA), Westminster (USA).
Levytuku, Fredrikinkatu 45, Helsinki. Tel.: 59581. Top Exec.: N. E. Sarrikko. Labels: Triola, Manhattan, Broadway.
This company represents: Manu, Triola.

Musik Fazer, Aleksanterinkatu 11, Helsinki. Tel.: 10-751. Cable: Musikfazer. Mng. Dir.: Roger Lindberg; A&R: Toivokarki; 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), Joker (Sweden), Metronome (Denmark, Sweden), Prestige (Denmark, Sweden), Snurr (Sweden).
International representatives: Sweden (Metronome).

Pohjoismainen Sahko, 14, Vuorikatu, Helsinki. Tel.: 12651. Matti Piha; Sales: Martti Auvineu.
This company represents: Parlophone, Columbia, Odeon, Finlandia, Ember, Gloria, Encore, Elite Sp., Blue Master, Regal, Pathe-Marconi, Le chant de Monde, Fennica, MGM, Savoy, Dimsa, Maya, Orfeon.

Sahkolikkeiden, 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 Orvoma; A&R: Jaakko Salo; Sales: Paavo Einio; Intl.: Antti Einio. Label: Scandia.
This company represents: Argo, Chess, Checker, Clan, Durium, Discophon, Everest, Fidelity, Hispa-Vox, Megafon, Suga, Scan-Disc, Baronet, Bel Air, Belter, Big Top, Candid, Chancellor, Colpix Debut, Gazell Kapp, Knappupp, Monitor, New Jazz, Period, Reprise, Roulette, Sonet, Storyville.
International representatives: Sweden (Metronome).

Sonet, Hietalahdenranta 11A, Helsinki.

R. E. Westerlund, N. Esplanadgatan 37, Helsinki. Tel.: 10396. Cable: Pianowesterlund. Mng. Dir.: Robert Westerlund; A&R: Eino Virtaneu; Sales & Intl.: Toivo Pelhoveu. Label His Master's Voice.

This company represents: Capitol (USA), HMV (Britain), Liberty (USA), Stateside (Britain), Warner Bros. (USA).

● music publishers

Commandiittiyhtio Libito, Fredrikinkatu 32 A 14, Helsinki.
Finndisc, Simonkatu 10B, Helsinki. Tel.: 644877. Dir.: Rolf Kronqvist.
Levysavel, Vuorikatu 14, Helsinki. Tel.: 12651, Maritti Piha.
Levytuku, 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.: 642005. Harry Orvoma.
Soitin ja Nuotti, Pohjois Esplanaadinkatu 27, Helsinki.
R. E. Westerlund, M. Esplanadgatan, 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.
Levytuku, Fredrikintau 45, Helsinki.
Musik Fazer, Aleksanterinkatu 11, Helsinki. Tel.: 10751. Mng. Dir.: Roger Lindberg.
Nor-Disc, Hietalahdenranta 11 A, Helsinki.
Pohjoismainen Sahko-oy, Vuorikatu 14, Helsinki.
Scandia-Musiikki, Hietalahdenranta 11 A, Helsinki.
Sahkolikkeiden, Takomontie 3, Helsinki.
Siemens Sahko, Mikonkatu 8, Helsinki.
R. E. Westerlund, N. Esplauadgatan, Helsinki.

● MUSIC LICENSING ORGANIZATION

Saveltajain Tekijainoikeustoimisto Teosto r.y., Hietaniemenkatu 2, Helsinki.

● RECORDING STUDIOS

Elektrovox (Akkuteollisuus), Neitsytpolku 1, Helsinki.
Filmi-aani, Film Sound Ltd. Annanakatu 16, Helsinki.
Levytuku, Kirjatyontekijank 10, Helsinki. (Also Tape duplication, record distribution, independent record production from offices at Fredrikinkatu 45A, Helsinki.)

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through consistent advertisements in Billboard's budget-priced

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Billboard Classified Mart
165 W. 46th St., N. Y., N. Y. 10036

INTERNATIONAL DIRECTORY

(Finland cont.)

Scandia, Sturenk 4, Helsinki.
Aanitoisto, Mechelinink. 19b, Helsinki.
Westerlund, Sturenk. 4, Helsinki.

• TRADE ORGANIZATIONS

Suomen Musiikkikauppiassliitto ry, Museokatu, 19 B 21, Helsinki.
Suomen Musiikkialan Vahittaikauppiattien Liitto, Tampereen Soitinkauppa, Tampere.
Suomen Soitinalan Tuottajien liitto (aanilevyjaosto), Aleksanterinkatu 36, Helsinki.

FORMOSA

Population: 10.3 million.
Records imported from U. S. (factory value): 1963—
Import-Export data not available. 1962—\$1,439;
1961—\$7,800; 1960—\$1,700.

• 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 P'in Chuan Rd., Lu Kang Chen,
Changhwa Hsien.
Queen, 70 Fue Teh S. Rd., Sanchung Chen, Taipei
Hsien.

FRANCE

Population: 48 million.
Record sales 1963: (retail before tax) \$30 million.
Record production 1963-64: Up 10% over 1962. 12-
inch LP's—9.5 million (1962—8 million); EP's
and Singles—25 million (Up from 22.5 million
in 1962); 10-inch LP's—4 million (same as 1962-
61). Total production, 1963—38.5 million (Up
from 35 million in 1962).
Average retail price: Singles—\$1; EP's—\$2 and \$3;
10-inch LP's—\$3.20 to \$5.20; 12-inch LP's—\$5 to
\$6.40.
Discounting: occasional.
Record club sales: 7% of all sales.
Stereo sales: 3% of all LP's.
Records buyers: 74% are under 25 years of age.
Important regulations: 33% tax added to manufac-
turer's price. (Import duties vary.)

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BOT. 71-94

Record distribution system: Manufacturer to dealer.
Small manufacturers usually use major distribu-
tion organizations.
Record players: Up 10%. There are an estimated
4.5 million record players in French homes.
Classical record sales: 35% of all sales. Pop records
sales generally run up to 60%.
Dealers and Manufacturers: 4,000 dealers. 20 mfrs.
Juke boxes: About 18,000.
Sales areas: 40% of all record buyers are located
in the Greater Paris area.
Sales periods: October, November, December. Im-
portant sales other months. Sales are relative to
the titles.
Radio stations: 10 (State controlled).
Television stations: 10 (Paris, Lille, Lyon, Stras-
bourg, Marseille, Nancy, Toulouse, Rennes, Pri-
vate and Bordeaux.

Henri Grandjean Gerard

• record manufacturers

Allegro Elite, 20 Bis Rue Louis Philippe, Neuilly-
Sur-Seine. Tel.: MAI 96.24.
Anthologie Sonore, 42 Rue de Paradis, Paris 10.
Tel.: TAI 93.20.
BAM, 133 Blvd. Raspail, Paris 6. Tel.: LIT 16.12.
Levi Alvarez.
Barclay, 143 Av. de Neuilly, Neuilly (Seine). Tel.:
SAB 60.30. Cable: Barclaydisc. Pres. & Dir.:
Eddie Barclay. A&R: Barclay & Jean Fernandez.
Sales & Int'l.: Jacques Souplet. Label: Barclay.
This company represents: Hispavox (Spain),
Big-Top (USA), United Artists (USA), Chess,
Checker (USA), Argo (USA), Cameo-Parkway
(USA), Colpix & Sue (USA), Supraphon (Czech-
oslovakia), Verve (USA).
BEL-AIR RECORDS (Compagnie Phonographique Int'l),
7-9 Rue Traversiere, Coubevoie (Seine). Pres.:
Mme. Nicole Barclay. A&R: P. Spiers. Int'l.:
Jean-Louis Ginibre.
This company represents: (Exclusive distribution
in France). Atlantic (USA), Time (USA), 20th
Century-Fox (USA). (SEE ADVERTISEMENT)
Century (Records), 13 Rue des Francs-Tireurs, La
Courneuve (Seine), Paris. Tel.: FLA 27.71.
Pres.: Julien Pierlot. A&R & Int'l.: Lucien Phil-
lippe.
CBS-DISAVES, 42 Rue de Paradis, Paris 10.
Tel.: TAI 93.20. Cable: Berntaylor. Pres. &
Dir.: Bernard L. Taylor. Label: CBS Versailles,
Odeon.
This company represents: CBS (Worldwide),
Odeon (Worldwide), Parolophone (Worldwide),
Blue Note (USA).
Chant du Monde, 32 Rue Beaujon, Paris 8. Tel.:
WAG 67.73.
Decca, 25 Rue Beaujon, Paris 8. Tel.: WAG 1901.
Cable: Deccadisc. Pres. & Dir.: Henri Froment.
A&R: Evans H. de Rieux. Sales & Int'l.: Claude
Gagnieres. Labels: Decca, Cid.
This company represents: Decca (Britain, Lon-
don) (USA).
Diapason-Microsillon, 61 Rue La Fontaine, Paris 16.
Tel.: MIR 58.50.
DISCO-FRANCE, 180 Rue La Fayette, Paris 10 NOR
95-34; Bot. 71-94. (SEE ADVERTISEMENT)
Disques A.D.E.S., 141 Rue Lafayette, Paris 10. Tel.:
TRU 72.92.
Erato, 60 Chaussee D'Antin, Paris 9. Tel.: TRI
78.71. Cable: Costerat.
FESTIVAL, 3 Rue de Gramont, Paris 2. Tel.: RIC
96.10. Dir.: P. G. Duprat. (SEE ADVERTISE-
MENT)
Holiday-Hohner, 19-21 Rue Van Loo, Paris 16. Tel.:
224 (BAC) 63.60 M. Coulon.
Lumen, 3 Rue Garanciere, Paris 6. Tel.: MED 29.30.
Bloud Gay.
O.C.D. (Office Catholique du Disque), 31 Rue de
Fleurus, Paris 6. Tel.: LIT 49.95. Roger Payen.
Labels: Unidisc, Pastorale et Musique.
Oiseau Lyre, 122 Rue de Grenelle, Paris 7. Tel.:
INV: 88 67.
Pacific-Orphee, 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 Valou-
siere; Int'l.: J. J. Timmel. Labels: Pathe, La
Voix de son Maitre, Columbia, Dubretet-Thom-
son, Les Discophiles Francais.
This company represents: Ace (USA), A & M
(USA), Apache (USA), Antar (Uruguay), Arvee
(USA), Amy (USA), Arlen (USA), Bell (USA),
Capitol (USA), Chatahochee (USA), Chex (USA),
Choctaw (USA), Command (USA), Cotton Town
(USA), Commodore (USA), Diamond (USA), Dis-
comoda (Venezuela), DRA (USA), Ember (G-B),
EMI (G-B), Epic (USA), Fraternity (USA), Fury

(USA), Garett (USA), Genius (USA), Harmon
(USA), Hit (USA), Jamco (USA), Jubilee (USA),
Lawn (USA), Legrand (USA), SPQR (USA), Le-
monde (USA), Liberty (USA), Mack IV (USA),
M & H (USA), Mala (USA), Musart (Mexico),
Tamlam-Motown-Gordy (USA), One-Derful (USA),
Premere (USA), Prestige (USA), Ray (USA), Re-
gina (USA), Rendez-Vous (USA), Rood (Holland),
Sims (USA), Sonet (Sweden), Strand (USA), Sun-
land (USA), Swan (USA), Telefunken (Germany),
Titanic (USA), Toshiba (Japan), Unity (USA),
United Record (USA), Viscount (USA), Zeida
(Columbia), Regent (USA), Okeh (USA), Select
(Canada), New-Jazz (USA).

Philips, 6-8 Rue Jenner, Paris 13. Tel.: POR 75-28.
Cable: Phildisc. Pres.: Georges Meyerstein.
A&R: Louis Hazen. 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). Cyenus, Critere.

Polydor, 2 Rue Cavallotti, Paris B. Tel.: LAB 05 39.
Cable: Polydisc. Pres.: Marcel Frange; A&R
Wolfgang Zimmerman; Sales: Walter Lederer;
Int'l.: Bernard de Bosson. Label: Polydor.

This company represents: Archiv (Germany),
D.G.G. (Germany), Heliodor (Germany), Lit-
terarisches Archiv (Germany), Polydor (Germany),
Decca (USA), Coral (USA), Imperial (USA), MGM
(USA), Westminster (USA), Peerless (Mexico).

President, 30 Rue Pierre Semard, Paris 9. Tel.:
TRU 60 56. Ted Moura.

RCA, 52, Ave. Hoche. Paris 8. Tel.: WAG 33 60.
Cable: Areadisc. Pres.: Henri Froment. A&R:
Jacques Bedos, Guy Lafarge, D. Filipacchi.
Sales: J. Buche. Label: RCA.
This company represents: RCA exclusively.

Ricordi, 3 Rue Roquepine, Paris 8. Tel.: ANJ
69 30. Audi.

R.O.G., 7 Rue St. Lazare, Paris 9. Tel.: B78-76-96.
Sales: A. Roger. Int'l.: M. d'Anella.

Sinfonia, 68 Av. Des Champs Elysees, Paris 8.
Tel.: ELY 53 60. J. F. Lion.

Teppaz, 170 Blvd. de La Croix Rousse, Lyon. Tel.:
28-56-75.

Typic, 13 Rue de l'Echiquier, Paris 10. Tel.: PRO
39 15. Julio Garzon.

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.: 752-7300. Cable: Vogdisc. Pres.:
Leon Cabat; A&R: Jacques Wolfsohn. Labels:
Vogue, Mode, Pop, Jazz Selection, Swing,
Contrepoint, Collection, Sydney Bechet.

This company represents: Elektra (USA), Gene
Norman (USA), Laurie (USA), Peacock (USA),
Reprise (USA), Warner Bros. (USA), Durium
(Italy), Saar (Italy), Discos (Mexico), Jugaton
(Jugoslavia), Kultura (Hungary), Kapp (USA),
Roulette (USA), Scepter (USA), Pye (England),
Orfeon (Venezuela).

• 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.

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Eddie Barclay, 2 Ave. De Messine, Paris. Tel.: LAB 06-03. Philippe Boutet.
 Paul Beuscher, 27 Blvd. Beaumarchais, Paris, Bastille. Tel.: TUR 18.98. Rene Desmarly .
 Caravelle, 153 de Neuilly, Neuilly-Sur-Seine. Tel.: MAI 38-37. Maruani.
 Chappell, 4 Rue D'Argenson 4, Paris. Tel ANJ 56-05. G Roquiere.
 Continental, 17 Rue Monsigny, Paris 2. Tel.: 742-67-83. Marc Fontenoy.
 D.M.F.-Imperia, 8 Rue Caumartin, Paris. Tel.: RIC 51-81. Sacha Distel.
 Marcel d'Anella, 7 Rue St., Lazare, Paris 4. Tel.: 878-76-96.
 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.
 Francis-Day, S. A., 5 Ave. de l'Opera, Paris. Tel.: OPE 37-37. Jack Denton.
 France Vedette, 44 Rue Du Colisee, Paris. Tel.: BAL 69-84.
 Fenrch Music, 124 Rue La Boetie, Paris. Tel.: BAL 80-30. Georges Garvarentz.
 Gaste, 5 Rue Bois De Boulogne; Paris. Tel.: POI 53-53. Loulou Gaste.
 Garzon, 13 Rue de l'Echiquier, Paris 10. Tel.: PRO 39-15. Garzon.
 Plante, 35 Blvd. Malesherbes, 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 Marne, St. Maur, Seine. Tel.: GRA 34-21. Francis Lemarque.
 Manhattan Music, 2 Ave. de Messine, Paris 8. Mng. Div.: M. Boutet.
 Metropolitaines, 3 Rue Rossini, Paris. Tel.: PRO 21-78. Ribert.
 Micro, 14 Rue Washington, Paris. Tel.: BAL 43-03. Lebleu.
 Pathe-Marconi, 22 Ave. de la Grande Armee, Paris. Tel.: GAL 29-94. M. 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. Labels: Rigolo, Salvador.
 Salvat-Pigalle, 87 Rue La Boetie, Paris 8. Tel.: ELY 76-54. Salvat.
 SEMI "Meridian Label," 5 Rue Lincoln, Paris. Tel.: ELY 06-33. M. Marbot.
 Tropicales, 28 Rue Poissonniere, Paris. Tel.: TRI 90-76. Rudi Revil.
 Tutti, 46 Rue Lafitte, 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

PRESSING & PLATING PLANTS

Century (Records), 13 Rue Des Francs-Tireurs, La Courneuve (Seine), Paris. Tel.: FLA 27-71.
 Decca, 26 Rue Beaujon, Paris 8.
 Pathe Marconi, Rue Emile Pathe, 2 (Seine et Oise).
 Philips, 6-8 Rue Jenner, Paris 13.
 SAIP-Verga, 49 Ave. Hoche, Paris 8.
 Vogue, 84 Rue Maurice Grandcoing, Villetaneuse, Seine. Tel.: 752-73-00.

RECORDING & TAPE DUP. STUDIOS

BARCLAY-HOCKE, 9 Ave. Hoche, Paris 8.
 Century (Records), 13 Rue Des Francs-Tieurs, La Courneuve (Seine), Paris. Tel.: FLA 27-71.
 Pres.: Julien Pierlot; A&R & Int'l: Lucien Phillippe.
 Comedie des Champs Elysees (Enregistrements sonore), 15 Ave. Montaigne, Paris 8.
 Diffusion Magnetique Sonore, 15 Rue Saussier-Leroy, Paris 17.
 EUROPASONOR, 15 Rue Charcot, Paris 13. (SEE ADVERTISEMENT)
 Europ-Union, 5 Rue Montholon, Paris 9.



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 Intersonor, 55 Rue de la Croix Nivert, Paris 15.
 Lucien Sergent Pere, 34 Rue du Colisee, Paris 8.
 Marignan, 15 Rue Forest, Paris 18.
 Pathe Marconi, Rue de Sevres, Boulogne (Seine).
 Polydor S. A., 44 Rue des Dames, Paris 17.
 Poste Parisien, 116 bis, Ave. des Champs Elysees,
 Paris 8.
 Phonographique Philips, 94 Bd. Auguste Blanqui,
 Paris 13.
 Societe Industrielle de Sonorisation (S.I.S.), 22, Av.
 de la Pte-de-Champerret, Paris 17. 10, Rue du
 Chateau LA GARENNE-COLOMBES. Mr. J. Guevel,
 Pres. Mr. M. Brunet, Mgr. Tel.: GAL 96-11;
 CHA 63-89.
 Skudio d'Enregistrement de Montmartre, 19 Rue
 Burcq, Paris 18.
 Studios des Victoires, 50 Rue Croix des Petits
 Champs, Paris 1.
 Voigrave, Steinway Hall, 6 Rue de Lisbonne, Paris 8.

EUROPEAN REPRESENTATIVES OF U. S. RECORD COMPANIES

Norman Land, European Administrator, United-Artists
 Records, 25 Rue D'Astorg, Paris BE. Tel.: ANJ
 48-35.
 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
 8. Tel.: WAG 81-93.

MUSIC LICENSING ORGANIZATIONS

B.I.E.M. (Bureau International De L'Edition Me-
 canique), 28 Rue Ballu, Paris 9.
 S.A.C.E.M. (Societe des Auteurs, Compositeurs et
 Editeurs de Musique), 10 Rue Chaptal, Paris 9.
 Tel.: PIG 85-25.
 S.D.R.M. (Societe pour l'Administration du Droit
 de Reproduction Mecanique des Auteurs Com-
 positeurs et Editeurs de Musique), 28 Rue Ballu,
 Paris 9.

GERMANY, EAST

Population (East Germany): 17.1 million.

● record manufacturers

Deutsche Schallplatten, Taubenstr. 4-6, Berlin W.B.
 Label: Eterna.

● music publishers

Lied der Zeit, Berlin, W.B.
 Peters, Leipzig.

● importer-exporter

Deutscher Buch Import und Export, Leipzig C 1.

GERMANY, WEST

Population: 57.3 million.

Per capita income: \$181 monthly.

Homes with record players: (Est.) 7 million.

Record sales 1963: 12-inch LP's—7.8 million (1962—
 5.7 million); 1963: 10-inch LP's—1.9 million
 (1962—2.1 million); 1963: EP's—8.4 million (1962
 —9.2 million); 1963: Singles—24.2 million (1962
 30.4 million).

Records imported in 1963: 12-inch LP's—950,000
 (1962—340,000); 1963—10-inch LP's—1,000,000
 (1962—110,000); 1963—EP's—430,000 (1962—
 300,000); 1963—Singles—280,000 (1962—34,000).

Records exported in 1963: 12-inch LP's—4.1 million
 (1962—2.9 million); 1963—10-inch LP's—300,000
 (1962—400,000); 1963—EP's—2 million (1962—
 1.9 million); 1963—Singles—4.5 million (1962—
 5.1 million).

Stereo sales: 1963—9.5% of LP's (1962—5.9%).

Percentage record sales of pop. music: 86.5% of
 all records (53.8% of 12-inch LP's).

Average retail price: 12-inch LP's—\$4.50; 10-inch
 LP's—\$3.75; EP's—\$2.00; Singles—\$1.19. Low
 price Labels, 71c.

Record club sales: 13.2% of all sales.

Discounting: Occasional.

Retail record dealers: About 7,000.

Medium wave radio stations: 14.

FM stations: 12.

Television stations: 9.

Number of juke boxes: About 60,000.

Record distributing system: From manufacturer to
 dealer through own distribution organization.
 Also, from manufacturer to wholesaler to dealer.

Important regulations: Duty value—13.2% of list
 price. When imported from 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. Christian Toersleff

● record manufacturers

ARIOLA-EURODISC GmbH, Eurodisc-Produktion GmbH,
 Friedrichsdorfer Str. 75 483 Gutersloh. Tel.:
 3427. Cable: Ariola Gutersloh. Dir.: Herbert
 Mulhaupt, Rudolf Engleder, Dr. Werner Vogel-
 sang; A&R: F. Ganss, F. Schmidt-Norden; Sales:
 Friedrich Schmidt; Intl.: Wolfgang Zimmerhansl.
 Labels: Ariola, Athena, Eurodisc, Baccarola.
 (SEE ADVERTISEMENT)

The company represents: Cameo-Parkway (USA),
 Fonit-Cetra (Italy), Embassy (Britain), Kapp
 (USA), King (Japan), Laurie (USA), Negram
 Holland), Oriole (Britain), Reprise (USA), Scandia
 (Finland), Starday (USA), Time (USA), World
 Record Club (Britain).

International representatives: Argentina (RCA Victor),
 Australia (W&G), Austria (Ariola), Belgium (Dis-
 cobel), Canada (Canadian Music Sales), France
 (Vega), Holland (Negram), Israel (Russcol), Italy
 (Fonit-Cetra), Japan (King), Mexico (RCA Victor),
 Scandinavia (Metronome), South Africa (Teal),
 Spain (Almapres, Circulo de Lectores), Switzer-
 land (Musikvertrieb), United Kingdom (Oriole,
 World Record Club), USA (Kapp, Fiesta), Vene-
 zuela (El Palacio de la Musica).

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Gerd Böttcher DECCA

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Ronny TELEFUNKEN

Egerländer TELEFUNKEN

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(Germany cont.)

Austroton Schallplattenvertrieb GmbH. Hinter der Schönen Aussicht 3-5 Frankfurt/Main. Tel.: 287054.

Baerenreiter, Kassel-Wilhelmshöhe, Heinrich Schuetz-Allee 35. Tel.: 30011. Pres.: Dr. Karl Voetterle.
CBS Schallplatten GmbH, Palmengartenstrasse 4, Frankfurt/Main 6. Tel.: 77 08 61. Cable: Colrecords. Mng. Dir.: Bernhard Mikulski; A.&R.: Rolf F. Wittman; Sales: Hans-Georg Baum; Intl.: Winfried Merkle. Labels: CBS, Linda, Carina, Accuret.

This company represents: Artone (Holland), Blue Note (USA), Cadence (Holland), Candid (USA), Funckler (Holland), Palette (Belgium), Roulette (USA).

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 Austroton, 254 Diepholz, Hanover. Tel.: Diepholz 344.

DEUTSCHE GRAMMOPHON GESELLSCHAFT, Harvestehuder Weg 1-4, Hamburg 13. Tel.: 44 14 21. Cable: Grammophon. Dirs.: Walter Betcke, Helmut Haertel, Hans-Werner Steinbausen, Willem Langenberg; A.&R.: Otto Gerdes, Heinz Voigt. Sales: 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 Grammophon), Liban (Maison Succes), Luxembourg (Siemens), Morocco (Siemens), Mexico (Discos Universales), Netherlands (Siemens), New Zealand (Philips), Norway (Siemens), Peru (El Virrey), Portugal (Philips), Malaysia (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.

Deutsche Vogue, Gross Koeningdorf 6, Cologne. 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).

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Pl. 7-No. 8, Madrid
Tel. 248 74 87

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mbH, München 15, Sonnenstrasse 20, Tel. 55 26 21

At the moment 5 feature films in production.

RECORD RETAIL SHOPS

INTERNATIONAL DIRECTORY

(Germany cont.)

Zimmermann, Wilhelm, Musikverlag, Woehlerstr. 10, Frankfurt/Main. Edith Zimmermann. Tel.: 72 24 47.

● supplies & services

IMPORTERS & EXPORTERS

ARIOLA, Friedrichsdorferstr. 75, Gutersloh. (SEE ADVERTISEMENT)

Automaten-Service, Yorckstr. 53 a, Karlsruhe 75. CBS, Palmengartenstr. 4, Frankfurt/Main.

DEUTSCHE GRAMMOPHON GESELLSCHAFT, Harvestehuber Weg 1-4, Hamburg 13. SEE ADVERTISEMENT

Deutsche Romva, Neuhauser Str. 16, Munich.

Deutsche Vogue, Sophienstr. 44, Frankfurt/Main.

Electrola, Maarweg 149, Cologne-Braunsfeld.

Jupiter, Ralph Maria Siegel, Am Biederstein 7, Munich.

Kubon & Sagner, Schliessfach 68, Munich 34.

Paul Lazare, Muhlendam 41, Hamburg 22. Tel.: 225866.

Metronome, Heidenkampsweg 76 b, Hamburg 1.

Philips, Monckebergstr. 7, Hamburg 1.

Platten-Busse Dr. K. H. Busse, Sonnenstr. 19, Munich 15.

Polydor, 5 Rothbaumchusssee, Hamburg 13.

Radio Markuse, Schillestr. 18, Frankfurt/Main.

Radio-Simons, Eigelstein 58, Cologne.

Reco, Jahnstr. 62, Ecke Oederweg, Frankfurt/Main.

Schallplatten-Zentrale, Cg. Rossner, Wolfgangstr. 10, Tel.: 552621. Munich 15.

777, L. B. de Jonge, 102B Moerserstr., Krefeld-Traar W. Tel.: 23501.

Starlet, Tonstudio Caston, Liebigstr. 10 a, Munich 22. Stellina, 7 Am Biederstein, Munich. Ralph Maria Siegel.

TELDEC "Telefunken-Decca" Schallplatten G.m.b.H., Heussweg 25, Hamburg 19. (SEE ADVERTISEMENT)

TRADE ORGANIZATIONS

Automatenverband Niedersachen 1, Alte Dohrener Str. Hannover 12.

Automaten-Verband Rheinland-Pfalz, 153, Kaiserstr. Karlsruhe.

Automaten-Verband des Sarlandes, Bliesmuhle, Neunkirchen.

Bayerischer Automaten-Verband, 34, Neuhauser Str. Munich 2.

Berliner Automaten-Verband (BAV), 11, Briener Str., Berlin-Wilmersdorf.

Bundesverband der Phonographischen Wirtschaft Museumstr. 31, Hamburg-Altona.

Deutscher Automaten-Groshandels-Verband 3, Groose Backerstr. Hamburg 1.

Deutscher Automaten-Verband (DAV), 6-B, Kaiser-Wilhelm-Ring, Cologne.

Deutscher Komponisten Verband, Legardstr. 2B, Berlin 3B, Schlachtensee.

Deutscher Musikalien-Wirtschaftsverband 1, Dreieck, Bonn.

Deutscher Musikverleger-Verband 1, Dreieck, Bonn. Deutsche Orkestervereinigung in der DAG, 61, Hans-Sachsstr., Dusseldorf 4.

Deutscher Sangerbund, 68 Burgmuer, Cologne.

Fachverband Phontechnik im ZVEI (Zentralverband der Elektrotechnischen Industrie, 26, Tornquis. Hamburg 19.

Gemeinschaft Deutscher Musikverbände, 1, Dreieck, Bonn.

Landesverband Baden-Wuerttemberg des Automaten-Aufstellgewerbes, 6, Knoedelstr., Stuttgart-Ost. Musikalische Jugend Deutschlands, 16, Neuhauserstr., Munich 2.

Nordwestdeutscher Automaten-Verband, 76, Sogestr., Ecke Wall Bremen.

Verband des Automaten-Gewerbes Schleswig-Holstein, 88/90 Holstenstr., Kiel.

Verband der Deutschen, Automaten Industrie E.V. (VDAI), 199 Aachener Str., Cologne-Lindenthal.

Verband Hessischer Automaten-Aufsteller, 7, Gluckstr. Frankfurt/Main.

Verband des Norddeutschen Automaten-Gewerbes, 58, Ahrensburger Str., Hamburg Wandsbeck.

Vereinigung der Musikveranstalter, 110, 34 Pempelforfer Str., Duesseldorf. Tel.: 358434.

Zentralverband der Elektrotechnischen Industrie, 19 Stressemannallee, Frankfurt/Main.

Zentralverband der Organisationen des Deutschen Automaten-Aufstellgewerbes (ZOA), 6-8, Kaiser-Wilhelm-Ring, Cologne.

RECORDING STUDIOS

ARIOLA-EURODISC, 38 Kathener Str., Berlin 61. Tel.: 181413. (SEE ADVERTISEMENT)

Allach Studio, Weinstr. 6, Munich 2.

Rolf Bayer, 46 Markgrovinger Str., Ludwigsburg-Eglesheim.

Bavaria-Studio, Munich-Geiselgasteig.

Ton-Bild Technik, Bleichstr. 155, Bielefeld. Breuel-Film, Kirchenallee 57 (Klockmannhaus), Hamburg.

Caston Tonstudio, Liebigstr. 10A, Munich 22.

DEUTSCHE GRAMMOPHON GESELLSCHAFT, 164 Podbielskistrade, Hanover 3. (SEE ADVERTISEMENT)

Electrola-Studios, Maarweg 149, Cologne-Braunsfeld.

Esplanade-Festsale Tonstudio, Bellevuestr., Berlin.

Ernst Etzel Ateliers, Schweinheimerstr. 98, Aschaffenburg.

Europa Studio, Goethestr. 5, Stuttgart N. Tel.: 29161.

Frankfurt Tonstudio, Zeppelinallee 38, Frankfurt/Main.

FTM-Produktion, Sandweier, Baden-Baden. Tel.: 73001.

FTM-Produktion, Sandweier, Baden-Baden.

Hadeko Sound Studio, graf Landsbergstr. 2-4, Neuss/Rhein. Tel.: 221400.

Hamburger Tonstudio Friedrich-Ebert-Halle, Postweg, Hamburg-Harburg.

Hamburger Werbenzentrale Krugmann & Amberg, Poststr. 36, Hamburg 36.

Interradio, Bottgerstr. 15, Hamburg 13.

"Ito" Institut fur Tontechnik, Bundesplatz 4, Berlin-Wilmersdorf.

H. Jansen & Co., Sudwest-Ton-Studio, Charlottenplatz 17, Stuttgart 5.

Paul Lazare, Mulendam 41, Hamburg 22. Tel.: 225866.

Kurt Linnebach Film und Funkstudio, Kepler Str. 18, Munich 27.

Meistersaal Tonstudio, Kothener Str., Berlin. Messehalle Tonstudio, Messesstr., Cologne.

Walter Nennig, Toningenieur, Gross Bleichen 31, Hamburg 36.

Robert Nettekoven & Co., Wolfsengstr. 41, Frankfurt/Main.

Robert Nettekoven, Eschenheimer Landstr. 33, Frankfurt/Main.

Real-Film-Hamburg, Tonndorfer Hauptstr., Hamburg-Wandsbek.

Riva-Studios, Munich-Unterschwaige. Hans Schneider S.B.B., P.O. Box 1248, Baden-Baden 2.

777-Studio, Im Kirling 9, Rheinhausen-Hochemerich.

Siemensville Tonstudio, Gartnerst. 25-32, Berlin-Lankwitz.

Stellina, Suddeutsches Telemusik und Tonstudio, Am Biederstein 7, Munich 23.

Teldec-Studio-Berlin, Finkensteinallee 38-40, Berlin-Lichterfelde.

TELDEC-STUDIO-HAMBURG, Osterstr. 124, Hamburg 19. (SEE ADVERTISEMENT)

TELDEC-STUDIO-MUNICH, AEG-House, Am Steubenplatz, Munich. (SEE ADVERTISEMENT)

Tempo-Studios, Rotwandstr. 16, Grosshesselohe/Munich. Tel.: 794266.

Thienhaus & Loos, Elbchausee 499, Hamburg-Blankenese. Tel.: 863269.

Tonbild-Werbung, Rosenbuschstr. 6, Munich 22.

UFA-Studios, Victoriastr. 13-18, Berlin.

Villa Berg Tonstudio, Stuttgart.

MUSIC LICENSING ASSOCIATIONS

GEMA-Gesellschaft fur Musikalische Auffuhrungs und Mechanische Vervielfaltigungsrechte, Munich 2, Herzog-Wilhelm-Strabe 28 and Berlin 30, Bayreuther Str. 37-38.

Gesellschaft zur Verwertung von Leistungsschutzrechten mbH Spichernstr. 55, Cologne.

PRESSING PLANTS

Berliner Schallplatten-Fabrik, Metrophon, Konigsallee 41, Berlin-Grunewald.

Deutsche Grammophon Podbielskistrade, 164 Hanover 3. CA 750: 3012 Hanover-Langenhagen.

Electrola, Maarweg 149, Cologne-Braunsfeld.

Jazztone Society, Gruneburgweg 9, Frankfurt/Main P. P. Kelen, Hohenzollernring 38, Cologne.

Pallas, Postfach 186, Diepholz.

Saalandische Kondensatoren-Fabrik, Provinzialstr. 19, Brebach uber Saarbrucken.

Saniphon-Heilton, Mommsenstr. B, Berlin-Charlottenburg 4.

Sonopress, Eickhoffstr. 12, Gutersloh.

Special Record, Rotwand Str. 16, Grosshesselohe, Munich.

Stahl, Kern, Kahles & Co., Michelstad/Odenwald. TELDEC, Niedernstr., Nortorf. (SEE ADVERTISEMENT)

Terra-Ton, Postfach 4b, Dusseldorf-Buderrich.

GREECE

Population: 8.5 million.

Records sold 1963: 1.7 million; 1962-1.9 million locally produced singles, down from 2 million in 1961.

Records imported from U. S. (factory value): 1963-\$5,000; 1962-\$6,000; 1961-\$4,400; 1960-\$4,400.

● record manufacturers

Columbia Graphophone of Greece, P. O. Box 287, Athens. Tel.: 880-371. Cable: Colgraph. Dir. & Mgr.: Robert Mackenzie.

This company represents: CBS Paramount.

Greek Phonograph Record House, 3 Platia Colocotroni, Athens. Tel.: 231-533. Cable: Georph. Prop., Georgios Ophanidis. Labels: RCA Victor, local and Intl.

This company represents: Carisch (Italy), Everest (USA), Fonit (Italy), Galleria Del Corso (Italy), Juke Box (USA), Sirofos (Greece), Pathe (France), RCA Victor (USA), Reprise (USA), Telefunken (Germany).

Helladisc, Hermes 8, Athens. Tel.: 238 291. Cable: Helladisc. Mng. Dir.: Nikolas Antipapas. Labels: Philips, Fidelity, Polydor.

This company represents: Atco (USA), Atlantic (USA), Audio Fidelity (USA), Barclay (France), Cameo-Parkway (USA), Deutsche Grammophon (Germany), Fontana (Holland), Heliodor (Germany), Kapp (USA), Mercury (USA), Moonglow (Belgium), Philips (Holland), Riverside (USA), Roulette (USA), United Artists (USA), Coral (USA), Smash (USA), Jolly (Italy), Scepter (USA), Wand (USA), Archiv (Germany). International representatives: Philips & Deutsche.

International representatives: Germany (Philips, Metronome, Ariola), Holland (Philips, Fontana), USA (Philips, Mercury, Monitor, Fiesta).

Icaros, 4 Stadiou St., Athens.

This company represents: Kapp (USA).

AUGUST SEITH

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INTERNATIONAL DIRECTORY

(Greece cont.)

Lambropoulos Bros., Stadiou and Eolou St., 99, Athens.
This company represents: ABC-Paramount (USA), Impulse (USA).
Melody Records, 4 Spartis Street, Platea Amerikis, 11 Aristidou, Athens. Tel.: 227329-843230.
Pres.: Anthony Plomaritis & Evans Plomaritis. Labels: Melody, Athens, Popular.
Music-Box, Rue Nikis 2, Athens 126. Tel.: 21-574. Cable: Thoms. Top Exec.: Martin Th. Gesar.
This company represents: Chancellor (USA).
Philips Hellenique, P. O. Box 153, Athens.
Polydisc, 7 Stadiou St., Athens.
Yannas & Navrogordato, Rongoti 5, Thessaloniki.

● music publishers

Icaros, 4 Stadiou St., Athens.

● supplies & services

MUSIC LICENSING ORGANIZATION

Societe Anon. Hellenique pour la Protection de la Propriete Intellectuelle. (AEPI), 7 Botassi St., Athens. Mgr.: C. Macris. Tel.: 610.322.

GUATEMALA

Population: 3.6 million.

Records imported from U. S. (factory value): 1963 (no official statistics available). Estimate—about \$50,000 worth of records imported in 1963. 1962—\$72,700; 1961—\$94,700; 1960—\$109,300.

● record manufacturers

St. Manuel Antonio Catalan, Casa Diane 6A Ave. 15-35, Guatemala.

● music publishers

Hits Musicales, 4a Ave. No. 16-02, Zona 1, Guatemala.
Musical, Ing. M.G. Wunderlich, 13 Calle 9-62, Zona 1, Guatemala.

● supplies & services

DISTRIBUTORS

Distribuidora Electro Musical, 7a Ave. No. 20-06, Zona 1, Guatemala.

IMPORTERS

Senor Haroldo Castillo, 6a Ave. 12-15, Zona 1, Guatemala.
Distribuidora Electro Musical, 7a Ave. No. 20-06, Zona 1, Guatemala.
Hits Musicales, 4a Ave. No. 16-02, Zona 1, Guatemala.
Instrumentos Musicales, Apartado No. 345, Guatemala.
M.A. Mena, Almacen Philco, 11 Calle 6-38, Zona 1, Guatemala.
Musical, Ing. M.G. Wunderlich, 13 Calle 9-62, Zona 1, Guatemala.
Salvador Avelar G "Casa Avelar," 18 C.P. No. 3-60, Zona 1, Guatemala.

HAITI

Population: 2.7 million.

Number of homes with record players: 4 to 5 thousand

Record sales of domestic product 1963: LP's 10,000 at \$50,000 retail Singles and Ep's not produced domestically.

Records imported from U. S. (Factory Value): 1963—64—\$37,000; 1962—\$24,800; 1961—\$18,400; 1960—\$14,200.

Number of records imported from all others: 10,000.
Origin of music on pop records: Domestic—17%; U. S.—40%; Foreign—43%.

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.

● record manufacturers

Anson Music Center, 62 Rue Pavee, Port-au-Prince.
Owner-Mgr.: Joe Anson.
La Maison du Disque, Rue du Magasin de l'Etat, Port-au-Prince.

● supplies & services

IMPORTER & EXPORTER

Anson Music Center, 62 Rue Pavee, Port-au-Prince.

RECORDING STUDIO

Radio Haiti, Ave. J. J. Dessalines, Port-au-Prince.

HONDURAS

Population: 2.5 million.

Records imported from U. S. (factory value): 1963—\$21,200; 1962—\$16,400; 1961—\$10,700; 1960—\$16,800.

● 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.

HONG KONG

Population: 3.75 million.

Records imported from U. S. (factory value): 1963—\$333,147; 1962—\$351,400; 1961—\$330,700.

Record imports from all sources (factory value): 1963—approx. \$679,270; 1962—approx. \$700,000.

Record sales, 1962: about 14% from 1961, with stereo sales up about 35%. 1963: about 7% up from 1962 with stereo sales up about 5%.

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), Parkway (USA), United Artists (USA).
International representatives: Diamond Music Company (Singapore).

Diamond Music, Queen's Theater Bldg., Central Hong Kong. Tel.: 25745, 33370. Mng. Dir.: R. A. da Silva.

EMI, 305 Chartered Bank Building, Hong Kong. Tel.: 31271. Cable: Emitron. Mng. Dir.: E. Insley; A&R: Miriam Wang and Vic Cristobal; Sales & Intl.: K. F. Bruce. Labels: Angel, Columbia, Parlophone, Pathe.

This company represents: Capitol (USA), Columbia (Britain), 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), Malaysia (Borneo Co.), Philippines (Dyna), Thailand (Kamal Sukosol), USA (Capitol).

● music publishers

EMI, 305 Chartered Bank Bldg., Hong Kong. Tel.: 31272. K. F. Bruce.

● supplies & services

IMPORTER & EXPORTER

Costel (H.K.) Ltd, L-22 Man Yee Bldg., Lower Ground Floor, H.K. Managing Director: T. K. Whang.

This company represents: RCA Italiana, Atlantic, Atco, Aristocrat, Argo, Big Top, Candid, Carlton, Seco, Roulette, Reprise, Durin, Everest, Vee Jay, Vox, Westminster and Jubilee. It is affiliated to Costel (Japan) and Costel (Philippines).

Diamond Music, Queen's Theater Bldg., Central Hong Kong.

EMI, 305 Chartered Bank Bldg., Hong Kong. Gibb, Livingston & Co. Ltd, 11th Fl. Hang Seng Bank Bldg. Hong Kong (PO Box 55) Tel.: 29411. Mgr. W. J. Rodger; Asst. Mgr. J. L. DeSousa. Also: distributors for RCA Victor.)

Jardine, Matheson and Co., Jardine House, Hong Kong.

Moutrie and Co., Alexandra House, Hong Kong. Orbit Records. Room 414-416, 9 Ice House Street, Hong Kong. Tel.: 31488. Cable: Orbitdisc.

This company represents: Pye and Colpix. They have also set up as promoters. Manager: Igo Fisher; Promotional Manager: Gery Scott.

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: 10,105,000.

Per capita income: \$89 monthly, industrial worker; \$133.50 monthly, miners.

Number of homes with record players: Approximately 170,000

Records sold 1963, domestic production: LP's 368,500, 12 inch—243,000, 10 inch—125,500. Total value LP sales—\$856,800, down 7.8% from 1962. EP's—612,400 value \$675,500 down 21.9% from 1962. 45 rpm singles 220,500, value \$186,800, down 3.21% from 1962. Record Postcards—347,500, value \$180,700, down 21.78% from 1962. Total: 1,201,400 records, down 15.7% from 1962. Total retail value—records plus postcards—\$1,889,800, down 14.3% from 1962.

Record export sales, 1963: LP's 99,780, 12 inch—61,350, 10 inch—38,430, down 34.8% from 1962; EP's 211,700, up 5.8% from 1962; 45 rpm singles 60,300, up 85% from 1962; Record Postcards 152,300, up 60% from 1962. Export value not released.

Records imported from U. S.: around \$500, same as 1962. Imports from all other countries, around 300,000, 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: None.

Record clubs: Under consideration by the Hungarian Musical Fund.

Stereo: 1% of sold LPs.

INTERNATIONAL DIRECTORY

(Hungary cont.)

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 7bc 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. Best occasion for 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

"Diskos" Aleksandrovac, Belgrade.

Magyar Hanglemeggyarto Vallalat, Semmelweisutca 1-3, Budapest V. Tel.: 187-990, ext., 189. Label, Qualiton. Dir.: Jenő Fehervari.

● 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, Nepkozartsasagutja 21, Budapest VI
Magyar Konyv Kereskedelmi Vallalat, Gorkijfasor 45, Budapest VII.
Radio es Villamastomegikk Nagykereskedelmi Vallalat, Nepkozartsasagutja 53, Budapest VI.
Qualiton Records, P. O. Box 149, Budapest 62.

MUSIC LICENSING ORGANIZATION

Szerzoi Jogvedo Hivatal, Nyarutca 6, Budapest VII. Hungarian Bureau for the Protection of Authors' and Artists' Rights. Tel.: 187-057. Cable: ARTISJUS.

PRESSING PLANTS

Kabel es Muanyaggyar, Fehervariut 120, Budapest XI.

RECORDING & TAPE DUP. STUDIO

Magyar Hanglemeggyarto Vallalat, Studio, Rottenbillerutca 47, Budapest VII.

ICELAND

Population: 175,000.

Records imported from U. S. (factory value): 1963—\$2,950; 1962—\$2,709; 1961—\$2,200; 1960—\$900.

● record manufacturers

Falkinn H/F, Laugavegur 24, Reykjavik. Mng. Dir.: H. V. Olafsson. Cable: Falkinn.
Hjodfaeraverzlun Sigridar, Helgadolttur-Vesturveri, Reykjavik.
Islentkir Tonay, the Icelandic Rec. Co., 40 Drangey, Laugaug 58. Tel.: 13311.
Verzlunin Dragey, Laugaveg 58, Reykjavik.

● music publishers

Verzlunin Drangey, Laugaveg 58, Reykjavik. Oy R. E. Westerlund, Pohjoinen.

INDIA

Population: 400 million approx.

Records exported (units) 1963 (no record)

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: Jabbenment. Gen. Mgr., M. George; A&R: M. Sen; Asst. Mgr.: Bhaskar Menon.

INDONESIA

Population: 90 million.

Records imported from U. S. (factory value): 1963—Import-export data not available; 1962—\$500; 1961—\$17,500; 1960—\$18,100.

● record manufacturers

Dimita Moulding, Bandung 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.: Oetoyo Soemowidjojo.

Republic Manufacturing, Tanah Pasir (Gedong Pandjang), P. O. Box 605/Dak, Djakarta. Tel.: 23432. Cable: Remaco. Dir.: Raden Mohamad Moestari.

● music publisher

Indonesian Music Co., 78 Tjikini Raya, Djakarta.

● supplies & services

IMPORTERS & EXPORTERS

The Borneo Co., P. O. Box 141, Kuching, Sarawak, Borneo.

PRESSING PLANTS

Dimita Moulding Industries, Bandung 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: 20.3 million.

Records imported from U. S. (factory value): 1963—\$6,100; 1962—\$5,700; 1961—\$8,900; 1960—\$13,700.

● supplies & services

PRESSING PLANTS

Musical Gramophone Record, Ave. Lalezar, Teheran. Taraneh, 47B Naderi Ave., Teheran.

ISRAEL

Population: Approx. 2.6 million.

Records sold, 1962: Total 460,000 of which 350,000 locally produced and 110,000 imported.

Records imported from U. S. (factory value): 1963-64—\$12,700; 1962—9,300; 1961—\$5,300; 1960—\$8,800.

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: 122,550 (or 19% of families).

Stereo sales: Negligible.

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.: B6542. Dir. & A&R & Int'l: Natfaly Alsheich; Sales: Jaques Alsheich. Labels: Israphon, Israelectra, Liferaton.

Makolit, 15 Hamanor St., Tel Aviv. Tel.: B1694. Dir., Sales & Int'l: Daniel Antanir; A&R: Sh. Peer. Labels: Makolit, Carlophon, 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 Lefarbout, 93 Arlozorov St., Tel Aviv. Tel.: 221398.

Edition "Negen," 63 Allenby Rd., Tel Aviv. Tel.: 233625. Mgr.: Yoez Schreiber.

Subar, 1 Ani Ma'amin St., Ramat Hasharon. Tel.: 931323. Dir.: Dr. O. Bar-Efan.

● supplies & services

IMPORTERS & EXPORTERS

Eastronics (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 Herzl 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: 50,250,000.

Per capita income, 1963: \$750 annually.

Record sales in 1963: No official statistics available, but best estimates show an increase of 15% in sales over 1962. (About 25 million records sold, including 2 million exported.) Of these, 75% were 45 rpm singles; 5% EP's, and 20% LP's.

Records imported from abroad: About 1 million.

Average retail price: 12-inch LP's—\$4.80; 7 and 10-inch LP's, from \$1.60 to \$3.50. EP's—\$1.25 to \$1.75. Singles—72c to \$1.20.

Total retail sales in 1963: \$30.3 million.

Discounting: 10% to 20%.

Record club sales: Limited to 5%.

Stereo LP sales: 15% increase in classical music records.

Record distributing system: Principally from manufacturer to dealer.

Radio stations: RAI (State owned) 3 programs.

Television stations: RAI-TV (State owned) 2 channels.

Number of juke boxes: About 16,000.

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 Garian 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-CELANTANO, PIAFFI, Pattari 7, Milan. Tel.: 861480.

Mr. Celentano. (SEE ADVERTISEMENT)

CGD INTERNATIONALE, Galleria del Corso 4, Milan.

Tel.: 794841; Cable, Comgedisc. Director: Joe Giannini; A.&R.: Gianfranco Intra. Intl.: Hylda Corazza.

This company represents: Ascot (USA), Bel Air (France), Cameo (USA), Carlton (USA), Derby (Italy), Everest (USA), Festival (France), Hickory (USA), MGM (USA), Palette (USA), Charlie Parker (USA), Reprise (USA), 20th Century-Fox (USA), United Artists (USA), Verve (USA).

This company handles foreign distribution of the following Italian lines: Acquario, CGD, GC, Jukebox, Sugarmusic. (SEE ADVERTISEMENT)

International representatives: Algeria (Festival), Argentina (Music Hall), Australia (Minstrel), Austria (Italia Schallplatten), Belgium (Show), Canada (Bravo), Denmark (Morks Musikorlag), Ethiopia (Central Music House), France (Festival), Germany (Italia Schallplatten), Greece (Free), Holland (Show), Iceland (Morks), Israel (Subar), Japan (King), Leichteinstein (Italia Schallplatten), Mexico (Gamma), Morocco (Festival), Norway (Morks), New Zealand (Minstrel), Portugal (Triunfo), South Africa (Meteor), Spain (Hispavox), Turkey (Melody), Switzerland (Jacklin), Uruguay (Antar), USA (London), Venezuela (Venevox), Yugoslavia (Radio Televizija Beograd). (SEE ADVERTISEMENT)

Compagnia Generale Del Disco, Galleria del Corso 4, Milan. Tel.: 794841. Cable: Comgedisc.

Dir.: Franco Crepax. A&R: Franco Monaldi.

California Song, Via Paolo da Cannobio 5, Milan. Tel.: 867.615. Mr. Cariaggi.

Carisch Spa, via General Fara 39, Milan. Tel.: 650.741, Mr. Robbiani.

Carosello C.E.M.E.D. srl, via Beccaria 5, Milan. Tel.: 794.746, Mr. Gramitto.

Daunia, Via Rome 256, Naples.

Decca Dischi Italia, Via Brisa 3, Milan. Tel.: 891848.

Cable: Deccital; Mgr.: Romano Bacchini; A&R., Paolo Tosi. Sales: Paolo Moresco. Labels: Decca, London, London-Dot, Oiseau Lyre, Telefunken. This company represents: Argo (Britain), All Boy (USA), Big Top (USA), Challenge (USA), Coed (USA), Decca (Britain, France, Germany), Del Fi (USA), Dot (USA), Dunes (USA), Felsted (USA), Faber (USA), Garpax (USA), Guyden, Hi (USA), Hollywood (USA), Jamie (USA), Kapp (USA), Monogram (USA), Monument (USA), Oiseau Lyre (France, Britain), President (USA), Press (USA), Seville (USA), Speciality (USA), Starday (USA), Sun (USA), Telefunken (Germany), Terrace (USA), Vego (France).

Discografica Italiana, Via Plana 45, Milan. Tel.: 391536.

Durium, Passaggio degli Osii 2, Milan. Tel.: 873,494.

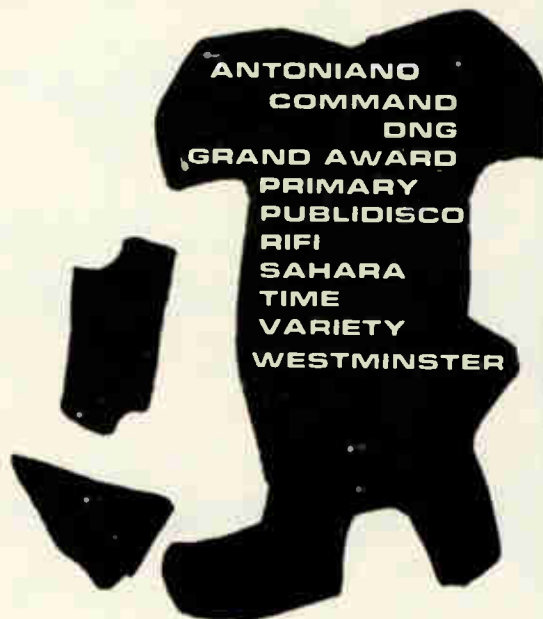
Cable: Durium. Pres.: Krikor Mintangian. A.&R.: Lello Ajroldi & Giampiero Scussel; Intl.: Elisabel Mintangian. Labels: Durium, Circus, Royal Durium Marche Estere.

International representatives: Argentina (Microfon), Australia (Phonovox), Austria (Turicaphon), Belgium (Vogue), Brazil (Fermata), Canada (London), Chile (Philips), 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. Trinitade) Philippines (Cosdel), South Africa (Gallo), Spain (Fabrica de Disco), Sweden (Sonet), Switzerland (Vogue), Turkey (Zuhul & Yeni Valvis), Uruguay (Philips), USA (London), Yugoslavia (Jugoton), Motown, Gordy, Tamla, Jazz Workshop, Melody.

Discangelicum srl, Piazza S. Angelo 2, Milan. Tel.: 654.610. Mr. All'Orto.

Editrice Italiana Audiovisivi srl, via Apli 9, Rome. Tel.: 859.201. Mr. Romano.

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INTERNATIONAL DIRECTORY

(Italy cont.)

Fonocrom Italiana, via Martiri della Libertà, Bellano (Como). Mr. Grossi.

Fonotecnica, via Leopardi 25, Milan. Tel.: 872.882. Mr. Braga.

Euterpe, Via Fico 5, 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 Minoretta; 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 (Rood), Israel (Med-Arzi), Japan (King), Libya (Martinez), Malta (Electrostore), Norway (Nor-Disc), Portugal (De Figueiredo), Malaysia (Isaac), Spain (Vergara), Sweden (Cupol), Switzerland (Electromusic), Turkey (Melody), USA (Chambers), Venezuela (Venevox).

Galleria Del Corso, Galleria Del Corso 4, Milan. Tel.: 794841. Cable: Galdecò. 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), Ehtiopia (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 Mafalon; A.&R.: Vittorio Buffoli, 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.

Instituto Internazionale del Disco Spa, via Guo Foscolo 4, Milan. Tel.: 808.814. Mr. Guadagnino.

Italmusica, Corso Genova 22, Milan. Tel.: 254.641. Mr. Pignini.

Juke Box Ed. Fon., Galleria del Corso 2, Milan. Tel.: 780.762. Mr. C. A. Rossi.

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).

Leonsolco, via Mario Pagano 61, Milan. Tel.: 437.197. Mr. Maietti, P.ta Pattari I, Milan. Tel.: 802.796. Mr. Marietti.

Milano Record Co., M.R.C. SpA, via S. Francesco d'Assisi 10, Milan. Tel.: 857.714. Dr. Galloffi.

Meazzi, Via Fiatti 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 S.P.A., via Benadir 14, Milan. Tel.: 283 431, Cable: Cominfon. Mng. Dir.: Manlio Baron; Dir.: Helmut Riechhof; Sales: Dolores Martelli, Luigi Negro.

This company represents: Archiv (Germany), Audio Fidelity (USA), Caravel (Italy), Coral (USA), DGG (Germany), Edibi (Italy), Fontana (Holland), King Univ. (Italy), Jaguar (Italy), Melodicon (Italy), Mercury (USA), Philips (Holland), Polydor (Germany), Riverside (USA).

Phonotype Record, via De Marinis 4, Naples. Tel.: 22.964. Mr. Esposito.

Produzione NR, Galleria del Corso 2, Milan. Mr. Ricordi. Tel.: 799.778.

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).

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 Rotonda.

This company represents: CBS (USA), Disques Ricordi (France), Mezhdunarodnaja Kniga (USSR), Roulette (USA), Tico (USA), Westminster (USA).

International representatives: Argentina (CBS), Australia (Carinia), Austria (Turicaphon), Brazil (Cassio Muniz), Colombia (Emilio Fortou), Cyprus (Melody), Egypt (Melody), France (Disques Ricordi), Germany (Turicaphon), Greece (Melody), Holland (Basart), Japan (King), Lebanon (Melody), Mexico (CBS), Paraguay (CBS), Peru (Sono), Portugal (Vergara), Spain (Vergara), Switzerland (Turicaphon), Syria (Melody), Turkey (Melodi), Uruguay (CBS), Venezuela (Venevox).

RI-FI, Corso Buenos Aires 77, Milan. Tel.: 2042117. Cable: Rifircord. Pres. Gian Piero Rossi; Mng. Dir.: Giovanni Battista Ansoldi; A&R: Giodano Bruno Martelli; Sales: G. Termignoni; Intl.: G. Velona. Labels: Ri-Fi, Variety, Publidisco.

This company represents: Antoniano, Primary, Brent (USA), Command (USA), Cannon (Britain), Specialty (USA), Grand Award (USA), Shad (USA), Time (USA), Westminster (USA), Whitehall (USA).

International representatives: Australia (Minstrel), Austria (D.G.G.), Canada (Bravo & Kos-

mos), Denmark (Scandisc), Egypt ('Societe' Libanaise (Du Disque S. A.), Finland (Scandisc), Germany, (D.G.G.) Greece, (Melody) Holland, (D.G.G.) Japan, (Philips) Jugoslavia, (Jugoton) Lebanon, (Societe Libanaise du Disque S.A.) Lybia, (Martinez) Norway, (Scandisc) Portugal (Belter) Spain, (Belter) Sweden, (Scandis), Switzerland, (Oversea) Turkey, (Melody) USA, (Vesuvius) Venezuela (Ronde de Venezuela, S.A.). SEE ADVERTISEMENT

SAAR, Viale Di Porte Vercellina 14, Milan. Tel.: 483058. Cable: Saamilano. Mng. Dir.: Walter Guertler; A.&R.: E. Leoni & G. Libano; Sales: Sergio Balloni; Intl.: Giuseppe de Giola. Labels: Jolly, Music, Stella.

This company represents: Atlanta (USA), Folkways (USA), Vogue (France), Warner Bros. (USA). Vogue (France), Everest & ConcertDisc (USA).

International representatives: Argentina (Fermata), Australia (Magnetic), Belgium (Vogue), France (Vogue), Germany (Vogue), Greece (DGG), Halladisc, Holland (Dureco), Japan (King), Switzerland (Jecklin), USA (Vesuvius), Yugoslavia (Diskos), Canada (Ital.), Malta (Electro), Lebanon (Haddad), Libya (Martinez), England (Rare), Sweden (Sonet), Turkey (Senses), Spain (Zafiro).

Sabrina, via Mario Pagano 61, Milano. Tel.: 432.952. Mr. Rosettani.

Trevisan Combo Record SpA, Corso Europa 16, Milan. Tel.: 799.158. Mr. Trevisan.

Vis Radio, Corso Re Umberto 1° 132, Naples. Tel.: 322.705. Mr. Scoppa.

Voce del Padrone (Columbia Marconiphone), Via Domenichino 14, Milan. Tel.: 434041. Cable: Viciem. 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, 116 Corso Europa, Milan. Tel.: 790073. Dir.: Angelo Ephrikan.

Ariston, P.ta Pattari 2, Milan. Tel.: 865368. 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.

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- 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.
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- Girl, Via Palestrina 2, Milan. Mr. Bottoni.
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- Gruppo Ricordi, 2 Galleria del Corso, Milan. Mr. Rapatti.
- Guerrini, Galleria Del Corso 2, Milan. Tel.: 780103. Mr. Guerrini.
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- Italmusica, Corso Genova 22, Milan. Tel.: 854641. Mr. Pigini.
- Italian Yank, P.tta Pattari 7, Milan. Tel.: 861480. Mr. Celentano.
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- Karim, Galleria Del Corso 2, Milan. Tel.: 791043. Mr. Arduino.
- Kramer, Galleria Del Corso 4, Milan. Tel.: 700187. Mr. Kramer.
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- 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.tte Pattari 1, Milan. Tel.: 802796. Mr. Mieiiti.
- 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, Rome 123 Via del Corso.
- Metron, Via F Baracchini 2, Milan. Tel.: 875733. Mr. Speriani.
- Minstrel, Via Cerretti 32, Rome. Tel.: 626946. Mr. Fabor.
- Nazionale, Corso Vittorio Emanuele 30, Milan. Tel.: 793769. Mr. Gili.
- New York Music, Casella Postale 1157, Milan. Mr. Gabetto.
- Nido, Lungotevere Flaminio 16, Rome. Mr. Rondinella.
- Pattacchini, Barco, Reggio Emilia. Mr. Pattacchini.
- Pierrot, Via Spartaco 27, Milan. Tel.: 540498.
- Radiofimusica, Via Pontina Km. 23, Rome. Tel.: 6773.
- 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.
- Redi, Galleria Del Corso 2, Milan. Tel.: 782029.
- Roram, Galleria Del Corso 2, Milan. Tel.: 705231. Mr. Concina.
- Rossi C. A., Galleria Del Corso. Tel.: 795353. C. A. Rossi.
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- Sidet, P.tta Pattari 4, Milan. Tel.: 861165. Mr. Daniele.
- Stella Romana, Corso Vittorio Emanuele 22, Milan. Tel.: 793765.
- Southern Music, Piazzeta Pattari 2, Milan. Tel.: 896709. Mr. Carisch.
- Stop, Galleria Del Corso 4, Milan. Tel.: 792391. Mr. Fiammenghi.
- Suzy, Via Piatti 4, Milan. Tel.: 896851. Meazzi Bros.
- Tigre, Piazza Medaglie 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, Via Cupa Cajafa 36, Naples. Tel.: 386184. 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.
- Messenger Musicali, Galleria Del Corso 4, Milan.
- Orlandini, Dischi, Piazza Soziggiallo 110, Genoa. Tel.: 296866.
- Ronchini, Via Longhi 6, Parma
- Wagner, Ludwig, Via Duca d'Aosta 82, Bolzano. Tel.: 33435.

PRESSING PLANTS

- Ambrosio Ing., Via Brasile 9, Limito, Milan.
- Bellu' Fraterrri, Via Stefano per Seregno 14, Seregno, Milan.
- Calyppo, 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 Liberta, Bellano, Como.
- Fonotecnica, Via Leopardi 25, Milan.
- Industria Fonografica Italiana, Via Bordighera 6, Milan.

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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 Tiburtina Km. 12, Rome.
Rialto, Via Mazzini 8, Verona.
RI-FI, Via Durazzo 2, Milan. (SEE ADVERTISEMENT)
S.A.A.R., Via Gramsci 20, Pero, Milan.
Sonograf, Via Mantova 10, Milan.
The Red Record, Pero, Milan.

MUSIC LICENSING ORGANIZATIONS

Sandro Fumagalli, Via Besano 2, Milan. Tel.: 790040.
Editori Indipendenti, Via Besana 2, Milan.
International Music, Via Torino 49, Milan.
S.E.D.R.I.M. (B.I.E.M.), Via Bordonni 32, Milan.
S.I.A.E., Via E. Gianfurco 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 Nicolade Cesarini 3 A, Rome.
Fonit-Cetra, Via Bertola 3, Turin.
Fonolux, Piazza Cinecitta, Rome.
Fonorama Di C. A. Rossi, Via Barletta 11, Milan.
Fonotecnica, Via Leopardi 25, Milan.
International Recording Spa, Via Urbana 172, Rome
S. Mr. C. Balbo.
La Voce Del Padrone-Columbia Marconiphone, Via S. Eufemia 25, Milan.
Meazzi, Via Piatti 6, Milan.
Messaggerie 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.
Ricordi G. & C., Piazza del Cinquecento 1, Milan.
SAAR, Via Gramsci 20, Pero, Milan. Tel.: 483.058.
Servizi RegISTRAZIONI Sonore, Via S. RadeGonda 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.

JAMAICA

Population: 1.9 million.

Records imported from U. S. (factory value): 1963-64—\$77,500; 1962—\$58,400; 1961—\$46,600; 1960—\$52,400.

● **record manufacturers**

Caribbean Recording, 1 Geffrad 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 Geffrad Place, Kingston
Federal, 220 Foreshore Rd., Kingston.
West Indies, 13 Bell Rd., Industrial Estate, Kingston.

JAPAN

Population: 100 million.

Per capita income: \$458 annually.

Number of record players in use: 7.8 million.

Record production in 1963: (Official statistics. Phonograph Record Assn.) LP's 6,605,825 or \$4,888,514 (factory value), EP's 1,969,719 or \$1,195,650 (factory value), Singles 37,263,835 or \$20,253,647 (factory value), 78 rpm 25,153 or \$12,492. Total 45,865,532 records \$26,350.30 (factory value).

Record imported from abroad: 1963—\$1,648,966; 1962—\$578,000; 1961—\$250,200; 1960—\$202,300 (factory value).

Records exported abroad: 1963—506,413 (factory value \$336,597); 1962—180,600 (factory value \$84,700); 1961—75,100 (factory value \$75,600); 1960—82,900 (factory value \$72,900).

Government tax on records to consumer: 10%.

Average retail price: LP's, \$4.20; EP's, \$1.50; Singles, \$1.00.

Discounting: Increasing.

Record club sales: Increasing.

Stereo production in 1963: 8,334,158 records records (14% up from 1962) (factory value \$5,605,656).

Number of radio stations: 196.

Number of TV stations: 124.

Number of juke boxes: About 7,000.

Record distribution: Mostly direct to dealer from plant with limited number of jobbers.

Import regulation: Free import permitted as of October 1, 1962. J. Fukunishi.

● **record manufacturers**

King Record Company, 440 Ocho 6-Chome, Arakawaku, Tokyo. Tel.: (891)-7171. Cable: Kingrecord, Tokyo. Pres. & A&R: K. Machijiri; Sales: M. Suzuki; Int'l: M. Maruyama.
This company represents: ABC-Paramount (USA), Command (USA), Coral (USA), London (Britain), Telefunken (Germany), Vanguard (USA), Westminster (USA), The Seven Seas (Japan) consisting of Artone (Holland), Arborada (Portugal), Ariola (Germany), Caprice (USA), Cadence (USA), CGD (Italy), Cetra (Italy), Compagnie Phonographique Francaise (France), Discomoda (Venezuela), Disk Jockey (Argentina), Festival (Australia), Gurtler (Italy), Jolly (Italy), Metronome (Sweden), Music Hall (Argentina), Miazzi (Italy), (Belgium), Ricordi (Italy), Storyville (Sweden) and Waikiki (USA).
Nippon Columbia, 125 Minatocho, Kawasaki. Tel.: (4)-2111. Cable: Nipponola. Pres. T. Seya. A&R: J. Imahori. Sales: K. Terajima. Int'l: H. Terajima.
This company represents: Audio Fidelity (USA), CBS (USA), Choreo (USA), Disneyland (USA), Epic (USA), MGM (USA), Pye (Britain), Supraphon (Czechoslovakia), Time (USA), Verve (USA), and Columbia International consisting of Amadeo (Austria), Europaischer Operaklub (Germany), Diplomat (USA), Mahalo (USA), Palette (Belgium), Stereo Fidelity (USA), Somersset (USA).
Nippon Grammophon, 57 Aoyama Kitamachi 6-Chome, Minatoku, Tokyo. Tel.: (401)-4131. Cable: Gramocord Tokyo. Pres: S. Izawa; A&R: H. Hino; Sales: M. Tachikawa; Int'l: G. H. Helligardt.
This company represents: Archiv (Germany), Deutsche Grammophon (Germany), Hi-Fi (USA), Karousel (Sweden), Microphon (Argentina), Phonograms (Argentina and Italy), Prosadis (France), Vogue (France), and Polydor which involves Ansonia (USA), Fiesta (USA), Inter Bas (Argentina), Peerless (Mexico), Palacio (Venezuela), Sound of Hawaii (USA).
Nippon Crown, 1 Tamachi 7-Chome, Akasaka, Minatoku, Tokyo. Tel.: (503)-8941/5. Pres.: K. Arita; Sales: S. Ito; A&R: N. Saito; Int'l: T. Kamei.
This company represents: Crown (Japan) only.
Nippon Westminster, Shirakawa 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: Nitchku Tokyo. Rep. J. Takagi.

This company represents: United Artists (USA), Stereo Fidelity (USA), and Diplomat (USA) which are pressed by Nippon Columbia.

Shinsekai Record Co. Saiwai Bldg., 3 Uchisaiwaicho 2-Chome, Chiyodaku, Tokyo. Tel.: (591)-0968. Cable: Shinsekai Tokyo. Pres.: K. Hoashi; Int'l: Y. Tanabe.

This company represents: Muza (Poland), Supraphon (Czechoslovakia).

Teichiku Record, Tsukiji Kaikan, 4 Tsukiji 4-Chome, Chuoku, Tokyo. Tel.: (542)-3715. 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 (Rumania), Blue Bell (Italy), Miazzi (Italy), Request (USA), Ronnex (Belgium, World (Australia)).

Toshiba Record, 30 Akasaka Tameike, Minatoku, Tokyo. Tel.: (481)-1111. Cable: Toshibamusical Tokyo. Chairman, M.Kuno; A&R: N. Ishizaka; Int'l: K. Uyeno; Sales: T. Sakai.

This company represents: Angel (USA), Capitol (USA), Kapp (USA), Liberty (USA), Odeon (UK), Stateside (USA), Warner Bros. (USA).

Victor Co. of Japan, 1 Honcho 4-Chome, Nihombashi, Chuoku, Tokyo. Tel.: (241)-7811. Cable: Vic Tokyo. Pres.: H. Momose; A&R: K. Matsuoka; Sales: H. Yamaguchi (1st Dept.), T. Nomura (2nd Dept.), I. Iino (3rd Dept.); Int'l: T. Yagisawa.

This company represents: Atlantic (USA), Big Top (USA), Camden (USA), Colpix (USA), Cameo (USA), Candid (USA), Dot (USA), Fontana (Holland), Imperial (USA), Philips (Holland), Mercury (USA), Smash (USA), Prestige (USA), Parkway (USA), Roulette (USA), Tico (USA), Roost (USA), Gone & End (USA), Reprise (USA), Riverside (USA), Jazzland (USA), Wonderland (USA), Washington (USA), Top Side & Off Beat (USA), 20th Century-Fox (USA), RCA (USA), Seeco (USA), Victrola (USA), Vox (USA), Vee Jay (USA), World Pacific (USA), and Globe (Japan) which consists of Aristocrat (USA), Avenue (USA), Conquest (USA), Cuca (USA), Chess (USA), Carlton (USA), Bornand (USA), Bandbox (USA), Duke (USA), Dart (USA), Durium (Italy), Everest (USA), Ember (USA), Folkway (USA), Fleetwood (USA), Fraternity (USA), Hickory (USA), Joy (USA), Jay-Gee (USA), Motown (USA), Rae-Cox (USA), Sue (USA), Sidet (Philippines), Scepter (USA), Villar (USA).

● music publishers

Aberbach Tokyo, 3M Bldg., 1 Akasaka Omotecho 3-Chome, Minatoku, Tokyo. Tel.: (402)-4204. Pres.: T. Ishikawa.

Akabosni Ongaku, 1 Shin-Ogawamachi 1-Chome, Shinjiku, Tokyo. Tel.: (301)-2809. Pres.: T. Akaboshi.

Far East Music, 288 Hyakunincho 3-Chome, Shinjiku, Tokyo. Tel.: Unknown. Pres.: S. Ochiai.

Hakubi Gakugeisha, 507 Shimo-Meguro 3-Chome, Meguro, 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.

Easterr 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, Shinjiku, Tokyo. Tel.: (351)-7791. 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.

KK Hi Maker, Keion So., 5 Shimomeguro 1-Chome, Meguro, Tokyo. Tel.: (271)-4755. Pres.: M. Debuchi.

Ongaku No Tomo, 30 Kagurazaka, 6-Chome, Shinjiku, Tokyo. Tel.: (268)-6151/5. Pres.: S. Meguro.

Overseas Music, 26 Higashi-Gokencho, Shinjiku, 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 Suidochou, Bunkyo, Tokyo. Tel.: (351)-9107. Pres.: M. Horie.

Suisei Sha, 30 Kagurazaka 6-Chome, Shinjiku, Tokyo. Tel.: (268)-6151/5. Pres.: S. Meguro.

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 Oden 1-Chome, Shibuyaku, Tokyo. Tel.: (403)-0363. Pres.: T. Nagashima.

Toa Ongaku, 30 Kagurazaka 6-Chome, Shinjiku, Tokyo. Tel.: (268)-6151/5. Pres.: S. Meguro.

Tokyo Gakufu, 81 Kameidochou 2-Chome, Kotoku, Tokyo. Tel.: (681)-9719. Pres.: S. Miyagawa.

Tokyo Ongaku Shoin, 48 Denyenchou 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.: K. Kato.

Toshiba Ongaku, 1 Sannencho, Chiyodaku, Tokyo. Tel.: (581)-0321/3. Pres.: N. Ishizaka.

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.

Zenon Gakufu, 25 Higashi-Gokencho, Shinjiku, Tokyo. Tel.: (269)-0121. Pres.: T. Shimada.

● supplies & services

MUSIC LICENSING ORGANIZATIONS

French Copyright Office (BIEM agent), 2 Kyobashi 2-Chome, Chuoku, Tokyo.

Mrs. Folster & Associates, 1 Yurakucho 1-Chome, Chiyodaku, Tokyo.

JASRAC (Japanese Society of Rights of Authors & Composers, agents for ASCAP, BMI, Fox and others), 30 Akasaka Tameikecho, Minatoku, Tokyo. Tel.: (481)-8681.

Suiseisha (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 Gramphon, 57 Aoyama Kitamachi 6-Chome, Akasaka, Minatoku, Tokyo.

Teichiku, 148 Hijitsukacho, Nara.

Toshiba Record, 30 Akasaka Tameikecho, Minatoku, 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.

Hikokan, 3 Tamuracho 1-Chome, Shiba, Minatoku, Tokyo.

Kojimachi, 2 Hirakawacho 1-Chome, Kojimachi, Chiyodaku, 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): 1963—\$3,500; 1962—\$2,600; 1961—\$7,600; 1960—\$800.

● 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: 23.5 million.

Records imported from U. S. (factory value): 1963—\$15,000; 1962—\$15,100; 1961—\$12,600; 1960—\$4,400.

● record manufacturers

Dong-Ah Records, 40 2d St., Kwangbok-Dong, Pusan.

● supplies & services

PRESSING PLANTS

Oasis Record Co., 133, 2-Ka, Taeyong-Ro, Chung Ku, Seoul.

Yung Chang Industrial Co., 99 Ta-Dong, Chung-Ku, Seoul.

LEBANON

Population: 2 million.

Records imported from U. S. (factory value): 1963—\$15,500; 1962—\$7,500; 1961—\$16,200; 1960—\$24,400.

● record manufacturers

Philips Liban, Rue Verdun, B.P. 670, Beirut.

MALAYSIA

Population: 10,000,000.

Overall income: \$860,000,000.

Per capita: \$200 annually (average).

Records imported from U. S. (factory value): 1963—'64—Import-export figures not available as yet due to newly formed federation and inclusion of Singapore. 1962—\$320,500; 1961—\$416,200; 1960—\$277,750 (combined figures).

● record manufacturers

Decca Records, Boon Sien Bldg., 15 Pitt St., Kuala Lumpur.

Hup Hup, 61 Bukit Bintang, Kuala Lumpur. Tel.: 87809. NG Lian Chin. This company represents CBS in Singapore.

The Borneo Co., P. O. Box 89B, Singapore.

Gramophone Co., 302 Orchard Rd., Singapore 9.

● supplies & services

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: Isaacno. Mgr.: C. A. Lelah.

Diamond Music Co., 35 Jalan Lada Putsh, Mt. Elizabeth, Singapore.

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.

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.

Rediffusion (Singapore), Ltd., 182, Clemenceau Ave., USA. Tel.: 25011. Mgr.: J. Snowden.

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INTERNATIONAL DIRECTORY

(Continued)

MALI REPUBLIC

Population: 4.5 million.
 Export-Import data not available.

● **record manufacturers**

N/Dardisc, 15 Ave. Jean Jaures, Dakar, Senegal.
 Sopotofon, 15 Ave. Jean Jaures, Dakar, Senegal.

MEXICO

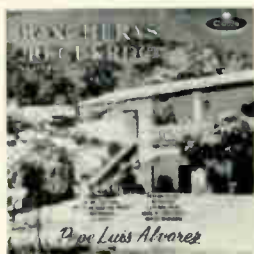
Population: 36 million.
 Per capita income: \$255 annually.
 Number of homes with record players: About 400,000, up from 300,000 in 1962.
 Records sold, 1963 (domestic production at wholesale): LP's—\$7.5 million (over 15% up from 1962). EP's \$600,000 (20% up from 1962). Singles—\$2.5 million (20% down from 1962). Total: About \$10.6 million (up from \$10 million in 1962).
 Records imported from U. S. (factory value): 1963—\$350,000; 1962—\$384,500.
 Records exported to U. S.: 1963—350,000 units (factory value \$240,000, down from \$254,000 in 1962).
 Origin of music on pop records: Domestic—75%; U. S.—15%; others—10%.
 Average retail prices: LP's—\$4; EP's—\$1.20; Singles—72c.
 Discounting: 15% to 22% is common, the same as in 1962 (up from 10% in 1961).
 Record club and package sales: 20% (in value of total sales (up from 15% in 1962).

Stereo: 10% of LP's, down from 15% in 1961. (1963 Classical: up 30%).
 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 record.

Otto Mayer-Serra

● **record manufacturers**

Belart, Calle Alemania 14, Mexico 21, D.F. Tel.: 49-32-22. Mgr.: Andre Toffel.
 CBS, San Bartolo Naulcalpan, Estado de Mexico. Tel.: 27-61-54. Cable: Colcord. Vice-Pres. & Gen. Mgr.: Armando de Llano; Com. Mgr.: Luis Baston; A&R: Felipe Valdez Leal. Sales: Luis Bejarano. Labels: CBS, Harmony, Okhe.
 This company represents: Columbia (USA) and all CBS affiliates; Montilla (USA).
 International representatives: Columbia (USA) and CBS affiliates.
 CIA, Importadora de Discos, Tenayuca 475-F, Mexico 13, D. F. Tel.: 24-46-79. Mgr.: Gabriel Mendoza; A&R: Francisco Corchado. Labels: Decca, AudioMex.
 This company represents: Decca (USA).
 CO-RO BAHIA DE PERULA 80, Mexico 17, D.F. Gen. Mgr. & Int.: Federico Rojas. Labels: Co-Ro, Lyra, Corito. (SEE ADVERTISEMENT)
 Discos Tizoc (formerly Disco Importadora), Division del Norte 31, Mexico 12, D.F. (P. O. Box 11620, Mexico 11, D.F.). Tel.: 43-72-41. Vice-Pres.: Mario Freidberg; A&R: M. Angel Sarralde. Label: Tizoc.
 This company represents: Challenge (USA), Colpix (USA), Counterpoint (USA), Disc Jockey Argentina, Elektra (USA), Everest (USA), Fantasy (USA), Fermata (Argentina, Brazil), Folkways (USA), Fuentes (Colombia), GNP (USA), Hi-Fi (USA), Pacific Jazz (USA), W&G (Australia), World Pacific (USA).
 International representatives: Argentina (Disc Jockey), Colombia (Fuentes), New Zealand (Viking).



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Discos Peerless, 201 Mariano Escobedo, Mexico 17, D.F. Tel.: 45-72-15. Gen. Mgr.: Fritz Ulrich.

Discos Universales (DUSA), Tiber 58, Mexico 5, D.F. Tel.: 11-72-42. Cable: Grammophon. Gen. Mgr.: Constantín Th. Metaxas. Sales: Fritz Hentschel and Guillermo Buerckle. Labels: Polydor, Philips.

This company represents: Archiv (Germany), DGG (Germany), Fontana (Holland), Mercury (USA), Philips (Holland), Polydor (Germany), Riverside (USA) Verve (USA).

International representatives: Via Polydor and Philips.

Gamma, Ejercito Nacional, 167, Mexico 5, D.F. (P. O. Box 7762, Mexico 1, D.F.). Tel.: 45-79-88. Mng. Dir.: J. Manuel Vidal Zapater; Asst. Gen. Mgr.: Tomas Munoz. Label: Gamma.

This company represents: ABC-Paramount (USA), Alvorada (Portugal), Buenavista (USA), Cadence (USA), Cameo-Parkway (USA), Canadian-American (Canada), CGD (Italy), Chancellor (USA), Disneyland (USA), Ducretet-Thompson (France), Erato (France), Festival (France), Hispavox (Spain), Iberofon (Spain), Imperial (USA), Laurie (USA), Le Chant du Monde (France), Metronome (Denmark), MK (USSR), Music Hall (Argentina), Roulette (USA), Supraphon (Czechoslovakia), United Artists (USA), Vanguard (USA), Vega (France), Vogue (France), Zafiro (Spain).

International representative: Via Hispavox (Spain) and its affiliates.

Orfeon-Video Vox (formerly Discos Mexicanos), Av. Universidad 1273, Mexico 12, D.F. Tel.: 24-25-00. Cable: Dismexsa. Pres.: Rogelio Azcarraga; Ind. Dir.: Alejandro Siegrist; Sales: Jorge Audiffred; Int'l: Anibal Conde. Labels: Orfeon, Dimsa, Maya, Ariel.

This company represents: Columbia (Spain), King (Japan), RGE (Brazil), Somerset (USA), Westminster (USA) Whitehall (USA).

International representatives: Argentina (Sicamericana), Brazil (RGE), Colombia (Sonolux), Ecuador (Emporio Musical), France (Vogue), Italy (Saar), Japan (King), Spain (Zafiro), USA (Ansonia, Crest Sales, Pan American, Puchito), Venezuela (Antor).

Pan Americana, Av. Cuiffahuac 2327, Mexico 16, D.F. Tel.: 27-00-20. Cable: Musart. Pres.: Eduardo L. Baptista; A&R: Guillermo Acosta. Sales: Jose Luengo. Label: Musart.

This company represents: Angel (USA), Capitol (USA), EMI and affiliates, Liberty (USA), Reprise (USA), Warner Bros. (USA).

International representatives: Argentina (Odeon), Brazil (Odeon), Chile (Odeon), Colombia (Cobiscos), Ecuador (Ifesa), Japan (Toshiba), Peru (Empsa), USA (Capitol), Venezuela (La Discoteca).

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: Bruno Vogt; Int'l: Konrad Mierendorff. Labels: Peerless, Echo.

This company represents: Del Norte (USA), Falcon (USA), London (USA), Richmond (USA), Seeco (USA), Telefunken (Germany), Vox (USA).

International representatives: Bolivia (Herme), Chile (Philips), Colombia (Fuentes), Ecuador (Ifesa), Japan (Nippon), Paraguay (Antar), Peru (Virrey), Puerto Rico (P.R. Records, Uruguay (Antar), Venezuela (Palacio de la Musica).

RCA Victor Mexicana, Av. Cuiffahuac 2519, Mexico 16, D.F. Tel.: 27-60-20. Cable: Radiointer. Pres.: Bernard T. Ness; Sales: David Crump; A&R: Mariano Rivera. Labels: RCA Victor, Camden, Victrola.

This company represents: Ariola (Germany), Atlantic (USA), Dot (USA), RCA affiliates.

International representatives: Via RCA International.

Velvet, Palma 315-115/6. Mexico 1, D.F. Tel.: 12-36-64. Mgr.: Fulgencio Cruz.

● music publishers

Brambila Musical Mexico, Av. Cuiffahuac 2305, Mexico 17, D. F. 27-66-67. Mgr.: Rogelio Brambila.

Compas, Insurgentes Sur 300-303, Mexico 7, D. F. Tel.: 14-90-35. Mgr.: Jesus Martinez Ross.

Editorial Mexicana de Musica Internacional (EMMI), Dr. Valenzuela 10, Mexico 7, D. F. Tel.: 12-62-39. Mgr.: Mario Alvarez.

Fermata Mexicana, Division del Norte 31, Mexico 12, D.F. Tel.: 43-72-40. Mgr.: Mario Freidberg.

Grever International, Londres 179, Mexico 6, D. F. Tel.: 14-18-28. Mgr.: Teodoro A. Dehesa.

Hnos. Marquez, Av. Chapultepec 43, Mexico 1, D. F. Tel.: 12-02-28. Mgr.: Ramon Carrillo.

Mexicanas de Musica, Av. Juarez 18-206, Mexico 1, D. F. Tel.: 21-58-55. Mgr.: Rodolfo Halffter.

Mexicomusic, Division del Norte 31, Mexico 12, D.F. Tel.: 43-72-40. Mgr.: Mario Freidberg.

Mundo Musical, Praga, 31, Mexico 6, D.F. Tel.: 25-10-42. Mgr.: Jose Vaca Flores.

Promotora Hispano-Americana de Musica (PHAM), Dr. Valenzuela 10, Mexico 7, D. F. Tel.: 12-96-50.

Ricordi de Mexico, P. de la Reforma 481-A, Mexico 5, D. F. Tel.: 25-57-22. Mgr.: Mario Balestrini.

Teocali, Division del Norte 31, Mexico 12, D.F. Tel.: 43-72-40. Mgr.: Mario Freidberg.

Trebol, Rio de la Loza 84-105, Mexico 13, D. F. Tel.: 12-63-66. Mgr.: Jose Martin Hernandez.

● supplies & services

IMPORTERS & EXPORTERS

Exportadora Centroamericana, Av. Juarez 127-40B, Mexico 1, D. F.

Intercambio Mercantil, Marsella 68, Mexico 6, D. F.

RECORDING STUDIOS AND TAPE DUPLICATION

Discos CBS, San Bartolo Naucalpan, Estado de Mexico. Tel.: 27.61.54.

Pan Americana de Discos, Apartado 3, Tacuba, Mexico 17, D. F.

Peerless de Mexico, Apartado 1657, Mexico 1, D. F.

RCA Victor Mexicana, Ave. Cuiffahuac 2519, Mexico 16, D. F.

MUSIC LICENSING ORGANIZATIONS

Sociedad de Autores y Compositores de Mexico, Ponciano Arriaga 17, Mexico 1, D. F. Tel.: 46-91-67. Gen. Dir.: Carlos Gomez Barrera.

PRESSING PLANTS

CBS, San Bartolo Naucalpan, Estado de Mexico.

Co-Ro, Bahia de Prula, 80, Mexico 17, D.F.

Gamma, Apartado 7762, Mexico 1, D.F.

Orfeon-Video Vox, Av. Universidad 1273, Mexico 12, D.F.

Pan Americana de Discos, Apartado 3, Tacuba, Mexico D.F.

Peerless, Apartado 1657, Mexico 1, D.F.

RCA Victor Mexicana, Apartado 28570, Mexico 16, D.F.

MOROCCO

Population: 12 million.

Records imported from U. S. (factory value): 1963—No record; 1961—\$500; 1960—none.

● record manufacturers

Baidaphon Marocco, 7B Blvd. de Marseille, Casablanca.

● supplies & services

IMPORTERS

Atlas Distributing, 31 rue de Charnes, Cacablanca.

NETHERLANDS

Population: 12:5 million.

Per capita income: \$680 annually. Per ratepayer: \$1,620.

Records sold 1963 at retail before taxes: \$9.8 million, up from \$9.57 million in 1962 (of ficial figures, Dutch National Industry Group).

Records imported from U. S. (factory value): 1963—\$199,700; 1962—\$168,400; 1961—\$226,800; 1960—\$407,900.

Records imported from all nations: \$4.5 million, up 28% from 1962.

Average retail price: LP's: \$5; EP's: \$1.75; single: \$1.

Discounting: None.

Record club sales: 1% of all records, same as in 1962.

Stereo sales: 19% of all LP's, up from 7% in 1962.

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—B.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, B-10 Kruisstraat, Haarlem. Tel.: 02500-17476. Cable: Artone. Pres., Owners & Int'l: Bill C. Slinger; Head Dom. Mfg.: Casper D. Slinger, Sales; John J. Vis., Mgr. Labels: Artone, Artydor, Bella Musica, Buena Vista, Canadian American, Candid, Caprice, Carina, CBS, Check Mate, Checker, Chess, Cimarron, Congress, Crackerjack, Fast, Funckler, Gee, Joy, Palette, Pythia, Ronnex, Smash, Sue, Tell, Tico, Tivoli, Tono, Tuff.

This company represents: ABC-Paramount (USA), AFO (USA), Cadence (USA), Cameo-Parkway (USA), Chancellor (USA), Colpix (USA), Columbia-CBS (USA), Hickory (USA), Impulse (USA), Motown (USA), Reprise (USA), and Roulette (USA).

Barclay Netherlands, 104 Singel, Amsterdam. Label: Barclay.

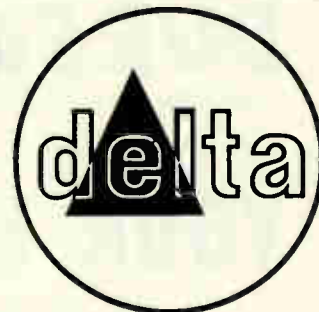
This company represents: Hispavox, Erato.

BASART, 11 Leidsegracht, Amsterdam. Tel.: 020-222626. Cable: Editoras. Gen. Mgr.: Hans Ch. Gomperts; A&R & Int'l: Guus Jansen Jr.; Sales: Frans Basart. Label: Basart.

This company represents: A.J.G.S., Amiga, Ark, Barenreiter (Germany), Camerata, Christophorus (Germany), Cottas Musikseminar, Delysee, Eterna, Europhon, Folkways (USA) Kniga, Leger des Heils, Majestic, Mandolino, Masterseal, Melodisc, Pallas-Diepholz, Oriole (Britain), Osca, Palace, Pickwick, Remington, Ricordi,

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- Own distribution:



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Amsterd Veerkade 22, THE HAGUE, Holland

INTERNATIONAL DIRECTORY

(Netherlands cont.)

Rondolette, St. Joris, Tops, Vox (USA, Britain, France), Walt Disney & Whitehall. (SEE ADVERTISEMENT)

BOVEMA, L. C., 49 Bronsteeweg, Heemstede. Tel.: 02500-38855. Pres.: G. M. Oord.
This company represents: Angel, Atlantic (USA), Capitol (USA), Coed, C.U.B., Columbia & His Master's Voice (Britain), Gloria, Imperial (USA), Jupiter, Keen, Laurie, Legrand, Liberty (USA), Lion, Metro Jazz, Music Minus One (MMO), Pathe (France), Pret, Regal, Scepter, Stateside, Studio S.M., Vee Jay, World Production. (SEE ADVERTISEMENT)

H.v.d. Brink, 109 Burgwal, Haarlem. Tel.: 02500-21088/21580/61419.
This company represents: Benelux, Glorieklanken, Nigram, Teledisc.

Cinerec Supraphon Holland, 14 Vaartweg, Hilversum. Tel.: 02950-15353.
This company represents: Qualiton, Supraphon.

C.B.S. Benilus, B-10 Kruisstraat, Haarlem, Holland. Tel.: 17476. Mng. Dir.: B. C. Slinger; Asst. Mng. Dir.: S. D. Slinger. Label: All USA, Int'l and Dom. released on CBS label. (A Division of Columbia Broadcasting System, Inc.)

DELTA, 22 Amsterdamse Veerkade, The Hague. Tel.: 070-601517. Dir., A&R, Sales, Int'l: Marinus J. Duisterhof & Hans I. Kellerman. Label: Delta. This company represents: Adventure, Cash, Circus, Clan, Design, Durium (Italy), Hebra, Helia, Newtone (Belgium), Orbis Lexikon, Oriole (Britain), Osca (Germany), Olympia, Royal, Silver Dollar, Smash, Sonet (Sweden), Titanus.
International representatives: Sonet (Scandinavian), Newtone (Belgium), Moonglow (Belgium). (SEE ADVERTISEMENT)

DURECO, 21 Beursstraat, Amsterdam. Tel.: 020-242288. Cable: Recmus. Pres. & A&R: J. Maasen; A&R: B. R. Maasen; Sales: Ch. P. Noordendorp. Labels: Cid, Omega, Metronome, Te Deum, Telstar, Jolly, Vega.
This company represents: Barclay (France), Hed Arzi (Israel), Hispavox (Spain), Omega (Belgium, France), Philharmonic, Prestige, Saga, Simon, Stella, Starday (USA), Vega (France), Wonderland.
International representatives: Omega (Belgium), Metronome (Germany & Scandinavia). (SEE ADVERTISEMENT)

Europese Fono Club, 262 Singel, Amsterdam. Tel.: 020-238728.

Glorieklanken, Postbus 3033 (P. O. Box), Rotterdam.

Handelsonderneming "Hajaco," Louise de Colignystraat 97, The Hague. Tel.: 070-183786.

Hosat Im-En Export Mij, 50 Suezkade, The Hague. Tel.: 070-33099B.
This company represents: Antologie Sonore, Belter, BAM, Berofon, Chant du Monde, Cor, Ennour, Experience Anonymes, Lumen, Lieber der Welt, Lyrichord, Montilla, Musica Sacra, Musique de tous les temps, Palladium, Pax, Radiodiffusion d'outre-mer, Torero, Typic, Ricordi, Valois, Waverley & Zafiro.

Holland South American Trading, B5 Mauritskade, The Hague. Tel.: 070-183786.

Inelco-Holland L.C., 201 Arent Janszoon Ernststraat, Amsterdam Z. Tel.: 020-421722. Cable:

Intellect. Mng. Dir.: W. Brandtsteder; A&R & Int'l: C. Koelman; Sales: J. Beutler. Label: RCA.
This company represents: Amadeo (Austria), Elite Special (Switzerland), President (France), RCA Victor (USA).

M. Isler, 9 Rijnstraat, Amsterdam Z. Tel.: 020-710614.

C. V. Klein's Handelmaatschappij, Vijzelstraat 27-35, Amsterdam. Tel.: 020-236762. Pres.: C. Klein.
Millrec, 52 Nieuwe Keizersgracht, Amsterdam. Tel.: 020-947604.
MMP Productions, Groot Hertoginnelaan 160, The Hague. Tel.: 020-604257. Pres.: W. Bink.

B. Munnikendam's Groothandel L.C., 18-19 Kromme Waal, Amsterdam. Tel.: 020-248994. Pres.: B. Munnikendam.
This company represents: Ansonia (USA), Baronet (USA), Bluenote (USA), Classic Club (Britain), Comedie Francaise (USA), Counterpoint (USA & Britain), Delta (Britain), Elektra (USA), Embassy (USA), Ember (Britain), Opos (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, 12 Paulus Potterstraat, Amsterdam. Tel.: 020-734911.

Negram, 22 Amsterdamse Veerkade, The Hague. Tel.: 070-184612. Pres.: Robert Oeges.
This company represents: Ariola, Baccarola, Contrepoint, Eurodisc, Kapp, Mode Disques, Pop, Vogue.

Philips Phonographic Industries, Gerrit v. d. Veenlaan 4, Baarn. Tel.: 02954-3551. Pres.: Y. W. A. Langenberg.

L.C. Phonogram, 170-172 Singel, Amsterdam. Tel.: 020-245588. Cable: Phonogram A'dam. Mng. Dir.: J. Haslinghuis; A&R & Int'l: Nico Boer; Sales: R. H. Klaassen.
This company represents: Abbott, Ace of Clubs, Aristocrat, Audio Fidelity, Argo, Bally, Bellona, Bethlehem, Bigtop, Caedmon, Calico, Carlton, Chalence Records, Contemporary, Critere, Crown, Cycnus, Dot, End, Era, Essex, Decca, Faber, Felsted, Flair, Fontana, Gallantone, Good Time Jazz, Hamilton, Jannie & Gouden, Jazzland, Kem, Media, Modern, L'Oiseau Lyre, London, Mercury, Off Beat, Pacific Jazz, Palda, Philips, Regina, Riverside, Somerset, Speciality, Sun, Swan, Todd, Trek, United Artists, World Pacific.

C. N. R. (Rood), 40 Gevers Deynootplein, Scheveningen. Tel.: 070-559500. Cable: Cener, The Hague. Mng.: H. van Zeeland & G.v.d. Meent; A&R: Addy Kleynveld; Sales: Pierre van Ostad; Int'l: Wim den Daas. Label: CNR, Telefunken.
This company represents: Artist, Cantate (Germany), Cetra (Italy), Debut, Delahay, Discostar, Ducrete Thompson (France), Embassy, Festival (France), Harmonia Mundi (France), Joker, Jubilate, Karussell (Sweden), MMP; Moonglow, Muzia, Oriole, Piccadilly, Primula, Pye/Nixa (Britain), Realm, Sonet (Denmark), Storyville (Denmark), Telefunken (Germany), Swe-Disc, Top Rank, Triola (Denmark), Victory (Belgium), 777 (Germany).
International representatives: Discotrade (Belgium), Pathe Marconi (France), Teldec (Germany), Fonit (Italy), Dans Grammofoonplade Forlag (Scandinavia), Vergara (Spain).

Rigatone, 5 B Robijnstraat, Breda. Tel.: 01600-40176/34174. Label: Rigatone.

M. Stibbe, 222 Amstel, Amsterdam. Tel.: 020-241260. Cable: Turntable. Pres.: H. Stibbe.
This company represents: Alpha, Del-Air (France), Discophiles Francais, Erato (France), Eurovox, Odeon (Germany), Parlophone (Britain), Savoy, Simbo, Trianon.

Ned. Siemens Mij L. C., 38-39 Huygenspark, The Hague. Tel.: 070-183850. Cable: Siemens-Haag. Dir.: G. P. Vrugt; Sales: W. J. Hemerik; Int'l: Drs. 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), Verve (USA).

Q. J. van Trig L. C., 16 Alb. Perkstraat, Hilversum. Tel.: 02950-42483. Pres.: H. Schippers. Label: Hohner, Holiday.

● music publishers

Aberbach-Holland N.V. Vermeerstraat 29, Amsterdam-Z. Tel.: 727354.

Accorda Musica, Weissenbrucnstraat 43, Amsterdam. Tel.: 020-157038. Pres.: G. E. den Boer.

Accordea Uitgeverij, Besterdstraat 19, Tilburg.

W. Alphenaar, Kruisweg 49, Haarlem. Tel.: 02500-11532.

Alfona "Symphony House," Vondelstraat 90, Amsterdam. Tel.: 020-186324. Pres.: W. B. van Vught.

Anagon, Bronsteeweg 49, Heemstede. Tel.: 02500-80417.

Annie Bank, Vondelstraat 13, Amsterdam. Tel.: 020-85483.

L. C. Arsis, Swalmerstraat 32, Roermond. Tel.: 04750-2624.

Atlantic, Waverstraat 7B, Amsterdam. Tel.: 020-736104. Pres.: Chr. Th. Back.

Baronie Music Breda, Verbeetenstraat B1 c, Breda.

BASART, L. C., Leidsegracht 11, Amsterdam. Tel.: 020-222626. Haarlem: 02500-41767. Pres.: H. Ch. Gomperts. Sub. holding companies include Aberbach-Concern, Accent-Music; Allegretto Music; G. Alsbach & Co.; Anglo-Continental Music; Ars Polona; Astra Music; Bella Musica L.C.; Capitol Music; Campbell Connelly; Centraal Music/Langerak Serie; Continental Music; Cosmopolitan Music; Dekeling & Swart; Delta Music; Dreiklang-Dreimasken-Verlag; A. Dreissen Harmonie & Franfare; Dutchess Music (Pia Beck); Editions A. v.d. Kleyn; Essex/How Richmond; v. Esso & CO L.C.; Fonds Albersen & Co.; Fonds Feike Asma; Fonds Ph. Hakkert Jr.; Fonds Kessels Harmonie & Fanfare; Fonds A. Malando; Fonds J. Philip Kruseman; Fonds H. Rahr Anno 1837; Fonds J. H. Speenhof; Goodman/Basart L. C.; Gramac Music; Jac. Mils-Holland L. C.; Maestro Music; Magnet Verlag; Mondial Music; Music Smith; Musiccomp. Kralingen-Ode Vaal; Operettefonds; J. J. Lispe; Peter Schaeffers/Basart L. C.; Pickwick Music Podium Music; Progressive Music; Rhythme Music; Scala Editions; Supertune; United Artists; World Hits.
All the subsidiary holding companies have the same telephone number. (SEE ADVERTISE-
MENT)

Belinda, Joh. Vermeerstraat 29, Amsterdam-Z. Tel.: 727354. Pres.: Mr. E. van Zoeren.

Benelux Music, Nieuwstraat 17, Weert. Tel.: 04950-2620. Pres.: Johnny Hoes.

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in The Netherlands

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in

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- W. Bergmann, Koningstraat 19, Arnhem. Tel.: 08300-23014.
 W. Bergmans, Heuvelstraat 109, Tilburg. Tel.: 04250-26412.
 Broekmans & Van Poppel, Van Baerlestraat 94, Amsterdam. Tel.: 020-796575.
 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 Cuypstraat 23, Amersfoort.
 Nieuwe Muziekhandel, Leidsestraat 50, Amsterdam. Tel.: 020-23721.
 W. C. J. De Ruiter Jr., Hillelaan 42, Rotterdam. Tel.: 010-73069.
 "De Toorts," Afdeling Grafische Industrie, Nijverheidweg 1, Haarlem. Tel.: 02500-15238. Pres.: Mr. W. J. Engel.
 Muziekgravure Diligentia, Stationsstraat 11, Maasland. Tel.: 01899-2613.
 Muziekuitgave Dreissen, 11 Leidsegracht, Amsterdam.
 L. Duwaer, Blijdensteinlaan 3, Hilversum.

EDITIONS ALTONA

Symphony House—Vondelstraat 90—AMSTERDAM-W.
 Phone (020)—1863 24/186325
 Editions CLIMAX—LUMINA—NOVA—RADAR
 PALACE MUSIC HOLLAND
 Director: Wim van Vught

- A. v.d. Schaaf, Parkweg 165, Enschede. Tel.: 05420-7545.
 Festa Uitgeverij, Torenstraat 34, Winschoten. Tel.: 05970-3184. Pres.: Mr. E. W. Hekman.
 Francis Day Muziekuitgevers L. C., Amstel 52, Amsterdam. Tel.: 020-238800.
 G. A. Goldschmeding Piano—En Orgelhandel L. C., Raadhuisstrat 48-50, Amsterdam. Tel.: 020-221404.
 Gemengd Koor Uitgave, P. C. Hooftweg 18, Hilversum. Tel.: 02950-47016.
 Globe, Voetiuslaan 30-1, Arnhem.
 Goosen & Swagerman, Vughtsterstraat 17, 's-Hertogenbosch. Tel.: 04100-31431.
 Harmonia Uitgave, Roeljesweg 23, Hilversum. Tel.: 02950-14318.
 Hees, Choorstraat 1-3, Delft. Tel.: 01730-24183.
 Heinrichshofen-Edition, Raamgracht 10, Amsterdam. Tel.: 020-246933.
 Willem Hesper, Da Costakade 35 hs, Amsterdam. Tel.: 020-23721.
 J. Hofman, Tuinbouwstraat 59, Groningen.
 Holland Music (Han Dunk) So. Music Holland, Singel 500, Amsterdam-C. Tel.: 020-231163.
 "In De Bloekfluit," Oudegracht 305, Utrecht.
 M. Isler, Rijnstraat 9, Amsterdam Zuid. Tel.: 020-710614.
 Joh de Heer & Zn, L. C. Handelmij, Jensusstraat 56, Rotterdam. Tel.: 010-241871.
 Vitgeverij Jongeneel, Gouwe 33, Gouda. Tel.: 01820-2726.
 Klooster & Kiebert, Mient 22, Alkmaar. Tel.: 02200-2853.
 Klaverskribo, Ringdijk, Slikkerveer. Tel.: 01896-2339. Prop.: C. Pot.
 Kon. Bond van Chr. Zang & Oratorium Verenigingen, De Perponcherstraat 104, The Hague. Tel.: 070-606619.
 Konea, Jensusstraat 54, Rotterdam, 11.
 Koninklijke Van Gorcum & Comp. L. C., Brink 10, Assen. Tel.: 05920-2541. Pres.: Dr. H. J. Prakke.
 F. C. P. Kools, Pieter Pauwstraat 12, Amsterdam.
 Krips-Music, Thorbeckelaan 71, The Hague. Tel.: 070-330550.
 Kuns 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. Hooftweg 18, Hilversum. Tel.: 02950-47016.
 Michael Jary—Production, Weteringschans 35, Amsterdam. Tel.: 020-64664.
 Melodia, Amstel 52, Amsterdam. Tel.: 020-238800. Pres.: Mr. C. Smit Jr.
 Metro-Music, Bern, Zweerkade 18, Amsterdam. Tel.: 020-723116. Pres.: Mrs. C. A. J. Antoni-Schoonenburg.
 Mevrouw De Weduwe Odilla Dreissen-Driesen, Parsifalstraat 21, The Hague. Tel.: 070-396494.

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Distributors (National)	\$9	\$15	\$25	\$9
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- Minimum size sold is 1/2", approximately 35 words; 1" 70 words.
- All rates are for EACH insertion. PAYMENT MUST BE IN ADVANCE!
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 Andre de Vekey, European Director, 15 Hanover Square, W. 1, England.

Molen Music Holland, Vermeerstraat 29, Amsterdam-Z. Tel.: 020-121427.

Molenaar's Muziek Centr., Zuideinde 1B, Wormerveer. Tel.: 02980-82013.

Muziek Voor, Frans Halslaan 8, Loosdrecht.

M. van Leest, Wilhelminaplein 4, Eindhoven. Tel.: 04900-22366.

Mix Music, Vermeerstraat 29, Amsterdam-Z. Tel.: 727354. Mgr.: E. van Zoeren.

Henri Moesmans, 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.

Progressive-Holland N.V., Amsterdam-Z. Tel.: 727354. E. Van Zoeren.

Ars Nova, Oostsingel 92, Goe.

Odeon, Obrechtstraat 15, The Hague. Tel.: 070-325373.

Ofte van Vaal, De Genestetstraat 9, Capelle aan de IJssel. Tel.: 01804-3359.

F. Pijlman, Iste Helmerstraat 94, Amsterdam. Tel.: 020-722827.

J. Poeltuyn, Deurloostraat 18, Amsterdam. Tel.: 020-722827.

H. A. Poort "Polyphonia," Voorstreek 6, Leeuwarden. Tel.: 05100-23905.

J. Portengen, Kruisstraat 8-10, Haarlem. Tel.: 02500-12277.

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.: 020-238800.

C.W.H. Snoek "Lyra," Zijl 4 B, Rotterdam. Tel.: 010-115119.

Speciaal Reprografische Onderneming, Nieuwe Molstraat 12, The Hague. Tel.: 070-182053. Pres.: A.J.J. Paap.

S. Spiero, Hertogin Johannastraat 69, 's-Hertogenbosch. Tel.: 04100-36318.

Steenbergen-Bakker Uitgeverij, Sinjeur Semeynsstraat 63, Amsterdam. Tel.: 020-120319.

Stichting Donemus, Jacob Obrechtstraat 51, Amsterdam. Tel.: 020-722432.

Stichting "Kozeza," Kamp 74, Amersfoort.

Stichting Zingende Stemmen, Iste Jacob van Campenstraat 59, Amsterdam.

Jav. C. Stolwijk, Jansstraat 6, Haarlem. Tel.: 02500-12251.

Studio v.d. Rhee, Hugo Molenaarstraat 16 b, Rotterdam. Tel.: 010-38168. Pres.: Mr. J.W. v.d. Rhee.

Sunrise Muziek, Joh. Vermeerstraat 29, Amsterdam. Tel.: 727354. Mgr.: E. Van Zoeren.

Lion J. Swaab, Joh. Huizingalaan 165, Amsterdam-W. Tel.: 020-151957.

Tierloff Muziekcentrale, Markt 92, Roosendaal. Tel.: 01650-4551.

Tonical, Kerkstraat 59", Amsterdam.

Trio-Music, Singel 262, Amsterdam. Tel.: 020-238728.

Van Domburg, 2e Constantijn Huygensstraat 83, Amsterdam. Tel.: 020-84623.

G.J. Van Driesten, Schermalaan 4, Rotterdam. Tel.: 010-50520.

Van Mouw L.C., Molenpad 15-17, Amsterdam.

Van Rosmalen & Zon, Roosendaalseweg 18, Velp. Tel.: 08302-3457.

Van 't Hoens Periodieke Pers, 's-Gravendijkwal 165 b, Rotterdam. Tel.: 010-52427.

Vita Nuova (Daan van Teeselius), Van Broekhuysenstraat 7, Nijmegen. Tel.: 08800-23076.

Universal Songs, 801, A.J. Ernststraat, Amsterdam-Z. Tel.: 421722 Gen. Mgr.: Pierre-Jean Goemaere. A&R: Koelman.

Victoria, Vermeerstraat 29, Amsterdam-Z. Tel.: 727354.

J.A.H. Wagenaar, Dodegracht 107-109, Utrecht. Tel.: 030-10777.

Wed. J.R. Van Rossum, Korte Minnebroederstraat 1-3, Utrecht.

Geerttruida van Vladderracken, Loosdrechtseweg B 29, Hilversum. Tel.: 02950-17296.

J.C. Willemsen, Langestraat 72, Amersfoort. Tel.: 03490-6225.

Wolter Harrink & Creighton, Noord Houderingelaan 20, Bilthoven.

"X.Y.Z." Muziekuitgeverij, Wilmesparkweg 49, Amsterdam. Tel.: 020-729390.

G.J. Zuylen, Willemsparkweg 49, Amsterdam. Tel.: 020-729390.

● supplies & services

IMPORTERS & EXPORTERS

Artone Gramophone, Kruisstraat 8 - 10, Haarlem. Basart, Houtmankade 20, Amsterdam.

BOVEMA Gramophonehouse, Bronsteeuw 49, Heemstede. (SEE ADVERTISEMENT)

CBS Records, Kruisstraat B - 10, Haarlem.

Cinerec Supraphon-Holland, Vaartweg 14, Hilversum.

DELTA Records, Korte Prinsengracht 48, Amsterdam. (SEE ADVERTISEMENT)

Dutch Record Import Club, Postbus 1769, Amsterdam. Mgr.: C. G. Hundepod.

DURECO, Beursstraat 21, Amsterdam. (SEE ADVERTISEMENT)

Europese Fonoclub, Singel 262, Amsterdam.

H. v.d. Brink, Postbus 626, Haarlem.

Holland South America Trading, Mauritskade 85, The Hague.

Inelco-Holland N.V., A.J. Ernststraat 801, Amsterdam.

Muzikale Meesterwerken Serie (MMS), Paulus Poterstraat 12, Amsterdam.

Negram, Amsterdamse Veerkade 22, The Hague.

Nederlandsche Siemens Mij N.V., Huygenspark 38-39, The Hague.

Philips' Phonographic Industries, Gerrit v.d. Veenlaan 4, Baarn.

L.C. Phonogram, Singel 170-172, Amsterdam.

Rigatone, Robijnstraat 5 b, Breda.

C.N.R. (Rood), Gevers Deynootplein 40, Scheveningen.

M. Stibbe & Co. L.C., Amstel 222, Amsterdam.

M. Isler, Rijnstraat 9, Amsterdam.

I.F.O. (Int'l Rec. & Label Imp.), Middenweg 39, Amsterdam. Peter van Rensen.

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.: Mr. 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, Kriststraat 8-10, Haarlem.

BOVEMA L.C., Bleekersvaartweg 45, Heemstede. (SEE ADVERTISEMENT)

Fugram Works, Noorderduinweg 54, Zandvoort.

Galvanic Works, Nassastraat 12, Haarlem.

Philips' Phonographic Industries, Gerrit v.d. Veenlaan 4, Baarn.

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.

NETHERLANDS WEST INDIES

Population: 200,000, Dutch.

This market includes the Dutch islands of Curacao and Aruba located in the Caribbean and nearby to Venezuela. Dutch, English, Spanish and Papiamentu (a unique blend of four languages) are spoken in these lovely islands. Therefore the taste in recorded music can also be quite varied. In 1963 the imports from U. S. on records were \$72,300 at factory value. Figures for 1964 were not available at this writing.

● supplies & services

DEALERS AND IMPORTERS

Benar Sales Corp., P. O. Box 600, Curacao, N. A. (also juke operators & dealers.)

Angel H. Job, P. O. Box 367, Curacao, N. A.

Chez Gomez, Bredestraat 33A, Curacao, N. A.

Music & Sport Store, P. O. Box 462, Curacao, N. A.

Boekhandel Salas, P. O. Box 44, Curacao, N. A.

A. R. Capello, Bredestraat 35, Curacao, N. A.

Valen Gift Shop, Main Street, Aruba, N. A.

Neme Import-Export Co., P. O. Box 11, Aruba, N. A.

RADIO STATIONS

Radio Curon, Curacao; Radio Caribe, Curacao; Radio Hoyer, Curacao; Radio Kelmboom, Aruba; Radio Voz di Aruba, Albert M. Arends, Prop. P. O. Box 19, Aruba.

Note: A big promotion, in connection with the recent decision of the U. S. Government to expand exports, will no doubt improve importation of records by the Netherlands Antilles. The Government of the Commonwealth of Puerto Rico (less than two hours by plane to Aruba-Curacao) is also planning a number of ways to greatly facilitate exports from Puerto Rico to both Aruba and Curacao.

Many of the products, records included, produced by Government sponsored factories in Puerto Rico, find easy markets in the Netherlands Antilles.

NEW ZEALAND

Population: 2.5 million.

Record sales 1963—same as 1962: \$3.25 million at retail before taxes, up from \$3.1 million in 1961.

Records imported from U. S. (factory value): 1963—\$22,500; 1962—\$20,200; 1961—\$27,000; 1960—\$26,900.

Domestic record production: 1963—Singles & EP's: 2 million; LP's: 1.5 million. 1960—Singles & EP's: 1.9 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: None.

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, Genesis, Gene Norman Presents, Gold-Tone, Guaranteed, Gulf, Guyden, 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, Speciality, Stan, Sue, Swan, Tilt, Trend, Trey, Todd, Unison, Vanguard, Viscount, Vault, Warner Bros., Warrior, Worldwide, XYZ.

La Gloria, B5 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).

Philips, 181-195 Wakefield St., Wellington. Tel.: 57-250. Cable: Argenta. Mng. Dir.: D. Hudig; 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 Co. of N. Z., 377 Oxford St., Levin, N. Z. Tel.: 5879. Dir.: & Intl., W. L. Clark. Sales: C. J. Clark.

Sacred Records, 564 Oxford St., Levin. Tel.: 1423. Mng. Dir. & Sales & Intl.: P. R. Harris.

Spin-O-Rama, P. O. Box 175, Christchurch.

Top Rank, Box 909B, New Market, Auckland.

Viking Record, 31 Harris St., Wellington, Box 1431. Tel.: 43-888. Cable: Viking. Mng. Dir. & Intl.: Murrlock Riley; A&R: Ron W. Dalton; Sales: Peter Caitness.

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: Fivestor. Label: 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.

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 Recording Studios, 377 Oxford St., Levin.
Lotus Recording Studio, Box 3418, Wellington.
Mascot Recording Studios, Pacific Bldg., Wellesley St., Auckland.

Viking Record Co., Elliot St., Wellington.

RECORD CLUB

World Record Club, Farish St., Wellington.

NICARAGUA

Population: Approx. 1.5 million.
Records imported from U. S. (factory value): 1963—\$32,700; 1962—\$30,100; 1961—\$26,200; 1960—\$23,800.

• supplies & services

IMPORTERS

Elias Argenal HI, 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: Approx. 35 million.
Records imported from U. S. (factory value): 1963—\$5,100; 1962—\$4,000; 1961—\$2,800; 1960—\$2,200.

• 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

Population: 1,250,000.
Per capita income: \$750 annually.
Records imported from U. S.: None.
Discounting: None.
Records sold, 1963: 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, Waverley.
International representatives: Britain (Decca, Canada (London Records), USA (London Records). (SEE ADVERTISEMENT)

• supplies & services

Symphola Co., Ltd., 14-18 Adelaide St., Belfast 2. Mng. dir., R. Gordon-Smith; sales mgr., A. E. McCormick.

NORWAY

Population: 3,680,000.
Per capita income: \$703 (per household, \$2,520).
Number of homes with record players: 300,000.
Records sold, 1963: \$1.72 million at manufacturers' price; \$2.7 million at retail price (including 11.11% tax). In 1962 the values were \$1.8 million at manufacturers' price, \$2.7 at retail price. The reason for the changes are a higher retail price on the single records, which is 50 per cent of the sales (in value). The 1963 sales were divided approximately: Domestic product, 65%; U. S. imports, 5%; all others, 30%.

Origin of music on pop records: Domestic, 25%; U. S., 20%; all other foreign, 55%.

Average retail price: 12-inch LP, \$4.50; 10-inch LP, \$3.10; EP, \$1.85, singles, \$1.15 (all prices including 11.11% purchase tax).

Discounting: Rare.
Record Clubs: \$170,000 on top of above mentioned sales (retail price).

Stereo: 17% (of value), up from 16% in 1961.

Important regulations: Retail sales tax 11.11%. Imports duties 22c (n. Kr. 1.50) on two pounds (one kilo)—within EFTA 9c (n.Kr. 0.60) on two pounds. Music licensing: Under BIEM contract.

Percentage of sales (of value): Singles, 50%, all EP; 20%, all LP (also mono, stereo, 10", 12"); 30%. This is down for all categories except 12" mono & stereo.

—Espen Eriksen

• record manufacturers

Ansgar Forlag, Mollergaten 26, Oslo. Tel.: 42-07-47. Dir.: Mr. Torgussen.

Arne Bendiksen A/S (Egil Monn Iversen) Malerhaugveien 20, Etterstad, Oslo. Tel.: 67-67-90. Cable: Bendiksmusic, Dir., Arne Bendiksen. Label: 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).

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(Members of the International Federation of the Phonographic Industry)

INTERNATIONAL DIRECTORY

(Norway cont.)

Tempo Schallplatten (Germany), Triola (Denmark, Sweden), Vogue (France), Warner Bros. (USA), Sean-Disc (Sweden).

International representatives: Denmark (Triola), Sweden (Triola), USA (Warner Bros.).

Jorg-Fr. Ellertsen, Jernbanetorget 4, Oslo 1. Tel.: 41-26-09. Dir. Intl.: Jorg-Fr Ellertsen, A&R Ivar Thorstensen. Labels: Troll, Kristne, Touer. 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.

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).

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).

Eurotron A. S., 5 Prinsengate, Oslo 1. Labels: Design, Grand Prix, Coronet, Bel Air, Austroton, Elite Special, Vogue.

MANU, Tollbodgaten, Oslo. Tel.: 42-72-12. Dir.: Per Gunnar Jensen. Labels: Manu, Emanuel. (SEE ADVERTISEMENT)

Nera, Gramophone Dept., Pilestredet 75 C, Oslo. Tel.: 46-19-50. Cable: Gramophone Dept., Muisa. Dir.: Eilif Meyer; A&R & Int'l: John Johansson. 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: Monmusic. 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: Nograko. Dir.: Odd Knudsen. Labels: Harmoni, Barneplaten.

This company represents: Embassy (G.B.), Music Minus One (USA).

Norsk Phonogram, Sorkedalsveien 6, Oslo 3. Tel.: 46-38-90. Cable: Phonogram. Dir. & Int'l: Haakon Tveten; A&R: Rolv Wesenlund; Sales: Egil Gordon Klerck. Labels: Philips, Fontana.

This company represents: CBS (USA), Fontana (Holland), Mercury (USA), Philips (Holland), Riverside (USA), Sonora (Sweden), A.F. (USA).

Siemens Norge, Rosenkrantzgaten 11, Oslo. Tel.: 33 78 80. Cable: Siemens. Dir. & Int'l: Sverre Dahl; Sales, Odd Loken. Labels: Decca, Polydor.

This company represents: Ace of Clubs (Britain), Ace of Hearts (USA), Argo (Britain), Archiv (Germany), Bellfona (Britain), Brunswick (USA), Command (USA), Coral (USA), Decca (Germany, Sweden, Britain), Deutsche Grammophon Gesellschaft (Germany), Heliodor, Literarisches Archiv (Germany), London (USA), Oiseau Lyre (France), Polydor (Norway, Germany, Sweden), Polyphon (Denmark), United Artists (USA), Verve (Germany).

● music publishers

Arne Bendiksen A/S (Egil Monn Iversen), Malerhaugveien 20, Etterstad, Oslo. Tel.: 67 67 90. Musikk-Huset, A/S Karl Johansgate 45, Oslo. Tel.: 67 67 90.

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. Musikk-Huset, A/S Karl Johansgate 45, Oslo. Tel.: 42 17 42 17 03. S. Kielland.

Norsk Komponistforenings Internasjonale Musikkbyra, Klingenberggaten 5, Oslo. Tel.: 42 18 08. R. Kierulf.

Norsk Musikforlag, Carl Johansgate 39, Oslo. Tel.: 41 05 74. Backer Groendahl.

● supplies & services

MUSIC LICENSING ORGANIZATIONS

Tono, Norske Komponistforenings Internasjonale Musikkbyra, Klingenberggaten 5, Oslo. Tel.: 42 18 08. Dir.: R. Kierulf.

PRESSING PLANTS

Norsk Grammofonkompani, 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 Grammofonkompani, Wergelandsveien 1, Oslo. Norsk Phonogram, A/S Box 5325, Oslo.

TRADE ORGANIZATIONS

Grammofonplategrossistene Forening, disponent Peer Johnsen (record wholesalers' organization), Brodrene Johnsen, N. Slottsgate 11, Oslo. Tel.: 42 09 93. Norges Musikkhandlerforbund (record dealers' organization), Meltzergate 4, Oslo. Tel.: 56-22-95. Dir., Per Oldeman Isaksen.

PAKISTAN

Population: 93.8 million.
Records imported from U. S. (factory value): 1963—No record; 1962—\$15,200; 1961—\$1,000; 1960—\$5,000.

● 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: Approx. 1 million.
Records imported from U. S. (factory value): 1963—\$140,300; 1962—\$147,100; 1961—\$158,100; 1960—\$127,700.

● 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 Central 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: Approx. 1,750,000.
Records imported from U. S. (factory value): 1963—\$2,200; 1962—\$2,000; 1961—none; 1960—\$2,500.

● music publishers

Fermata, Estrella 151 altos, Asuncion.

PERU

Population: 11 million.
Per capita income: \$150.
Number of homes with record players: 200,000.
Records sold, 1963: 78 rpm—700,000; 45 rpm—750,000; EP's—15,000; LP's—200,000.
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 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 (Fonora Radio 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; Intl.: 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 (IEMPSA) 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.

(Continued)

PHILIPPINES

Population: 30.2 million.
Per capita income: \$130.
Domestic Record Production, 1963: (No available data from the Bureau of Census & Statistics, as of date).
Records imported from U. S. (factory value): 1963—\$8,314.
Imports from all other (wholesale value): \$16,772.
Origin of music on pop records: Domestic—30%; U. S.—60%; other foreign—10%.
Average retail price: LP's—\$3.60; EP's—\$1.25; singles—50c.
Discounting: Rare.
Record Club: None.
Stereo sales: 43% of in 1963, up from 41% in 1962.
Important regulations: Percentage tax on records: 30% (Sec. 185, subsection G., Internal Revenue code).
*Present rate of exchange—3.9125 to \$1.
Luis Ma. Trinidad

● record manufacturers

Dyna Products, 135 2d Ave., cor. D. Aquino St., Grace Park, Caloocan City. Tel.: No. 4-64-23. Cable: Dyyro. Pres.: Abert Tan; Vice-Pres.: James G. Dy; Gen. Mgr.: Tan Huy Bin; Int'l: Albert Tan & James G. Dy. Label: Dyna.
Label represented: Parlophone (USA), ABC-Paramount (USA), Cadence (USA), Cameo-Parkway (USA), Chancellor (USA), Dotlon (USA), Dyna (Philippines), Gordy (USA), Hickory (USA), Liberty (USA), Motown (USA), Sue (USA), Tamla (USA).
Filipinas Record Corp., 131 Del Monte Ave., Quezon City. Tel.: No. 6-27-60. Cable: Filreco. Pres. & Sales: Manuel Villar.
Label represented: RCA Victor.
Cosdel, Philippines, Inc., Suites 234-238, Republic Supermarket Bldg., Maailan, Philippines. Tel.: No. 3-52-07.

Labels represented: Reprise (USA), Roulette (USA), Raina (USA), Gee (USA), Tico (USA), Seeco (USA), Dawn (USA), Folkways (USA), Vee Jay (USA), Ace (USA), Scepter (USA), Bigtop (USA), Roost (USA), Vox (USA), Durium (USA), Candid (USA), Horizon (USA), World Pacific (USA), Chess (USA), Checker (USA), Bluesville (USA), Swingsville (USA), Moodsville (USA), Time (USA), Prestige (USA), Globe (USA), Admiral (USA), Galant (USA), Ardent (USA), Cash (USA), Argo (USA), Arcede (USA), Flat-Git-It (USA), Lee USA Rhythm (USA), K & H (USA).

Mareco, Inc., 131 Del Monte Ave., Quezon City. Tel.: No. 7-87-94. Cable: Vilmareco. Gen. Mgr. & Int'l: Luis Villar. Sales: Paz Villar. Labels: Villar, Mabuhay.

Labels represented: Columbia (USA), Ascot (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), 20th Century-Fox (USA).

Manila Importing (MICO), 667 Sales St., Quiapo, Manila. Tel.: No. 3-82-48 & 3-69-30. Cable: Mico, Mgr., A&R & Int'l: Eusebio Contreras. Sales: Eelna Macaraeg. Label: Mico.

Label represented: Artone (Holland), Atlantic (USA), Barclay (France), Capitol (USA), Imperial (USA), Melromone (Denmark), Musart (Mexico), Panart (Cuba).

Super record—252 Escolta St., Manila. Tel.: No. 3-85-83. Cable: Super. Gen. Mgr. & Int'l: Sian Yok Cheng. A&R & Sales: Ignacio Jose. A&R & Sales: Ignacio Jose.

Labels represented: Mercury (USA), Smash (USA).

● music publishers

Lobregat Music Store, 434 Platerias St., Quiapo, Manila.

Ideal Music Store, 442 P. Gomez St., Manila.
Jacinto Music & Piano Supply, 78 Echaque St., Manila.

Mareco, 131 Del Monte Ave., Quezon City.
Pioneer Song Lyrics, 1629 Soler St., Sta. Cruz, Manila.

● supplies & services

PRESSING PLANTS

Dyna Products, 135 2nd Ave., cor. D. Aquino St., Grace Park, Caloocan City.
Hidcor, 234-238 Republic Super Market Bldg., Manila.
Mareco, 131 Del Monte Ave., Quezon City.
Mico, 667 Sales St., Manila.
Super, 252 Escolta, Manila.

POLAND

Population: 30 million.
Records imported from U. S. (factory value): 1963—\$11,200; 1962—\$9,100; 1961—\$3,800; 1960—\$1,500.
Records exported to U. S. (factory value): 1963—23,100 (value \$14,700); 1962—21,900 (value \$14,000); 1961—2,800 (value \$2,800); 1960—5,000 (value \$4,000).

● record manufacturers

Polskie Nagrania, Długa 5, Warsaw. Dir.: Mr. Kruk. Labels: Muza, Pronit.

● music publisher

Polskie Wydawnictwa Muzyczne, Krakow, A-1 Krasinskiez II. Tel.: 252-10. Dir., Tad. Ochlewski.

● importer-exporter

Ars Polona, Krakowski Przedmiescie 7, Warsaw. Tel.: 264841. Record Music Dir.: Mr. Brachmanski.

PORTUGAL

Population: 9 million.
Records imported from U. S. (factory value): (No record for 1963.) 1962—\$2,900; 1961—\$25,800; 1960—\$26,900.

● 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 & Sales: J. Faicisa. Label: Philips.

This company represents: Archiv (Germany), Audio Fidelity (USA), Brunswick (USA), Coral (USA), Critere (France), Cynus (France), DGG (Germany), Fontana (World-Wide), Jolly (Italy), Mercury (USA), Music (Italy), Octave (USA), Pacific (USA), Peerless (Mexico), Philips (World wide), Polydor (Germany & France), Riverside (USA), Sinter (Brazil), Scepter (USA), Stella (Italy).

International representatives: Associates and branches of Philips.

Radio Triunfo Lda., Praca do Municipio, 309 Porto. Tel.: 31445. Labels: Alvorada, Melodia.

This company represents: Atlantic (France), Barclay (France), Bel-Air (France), Beller (Spain), Chantecler (Brazil), CBS (Worldwide), Carisch (Italy), Carioca (Brazil), CGD (Italy), Copacabana (Brazil), Ducretet-Thomson (France), Erato (France), Festival (France), Hickory (USA), Hispavox (Spain), King Records Co. (Japan), Vega (France), Venevox (Venezuela), Gamma, S.A. (Mexico), United Artists (USA).

Telectra Empress Technica, Rua Rodrigo de Fonseca 103, Lisbon.

Valentim de Carvalho, Rua Nova do Almada 97, Lisbon. Gen. Mgr., Rui Valentine de Carvalho; (A&R) pocal Domingues; Sales, Julio Cunha.

● music publishers

Costa Pinto, Rue Conde Arnosa, 3, Cascias
Edicoes Musicais Triunfo, Praca do Municipio 309, Porto. Tel.: 31445.

S.E.C.T.P., 111 Avenida Duque, De Loule 1, Lisbon
Valentim de Carualko Lda, Rue Nova Do, Almada 97, Lisbon.

● supplies & services

PRESSING PLANTS

Radio Triunfo, Ltd., Praca do Municipio 309, Porto.

IMPORTERS & EXPORTERS

Philips Portuguesa, Rua Joaquim Antonio de Aguiar 66, Lisbon 1.
Radio Triunfo, Ltd., Praca do Municipio 309, Porto.

PUERTO RICO

Population: 2.6 million.
Per capita income: \$810 annually.
Percentage of homes with record players: 75%.
*Records imported from U. S. (factory value): 1963—\$1,322,686; 1962—\$1,187,786; 1961—\$613,303; 1960—\$679,508.
Records imported from all others: 1963—\$37,445; 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: Has taken a big jump during the past two years. The influx of Stateside discount stores opening branches in Puerto Rico has accounted for much of this increase.
Record club sales: Estimated at 10% of all sales. As these records arrive here thru regular U.S.A. parcel post direct to club members, it is impossible to have exact statistics at this end on how many records are purchased and received by Puerto Rican buyers during the year.
Stereo: 20% of all LP's sold. An increase trend is noticed.
Record sales by types: Latin American music outsells all others 5 to 1.
Commercial radio stations: 35 plus 2 government stations and U. S. Armed Forces stations.
Television Stations: 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

Balseiro, P. O. Box 4805, San Juan, Tel.: 785-2072. Pres.: J. R. Balseiro.
Coleccion De Oro, 2020 Espana St., Santurce, Tel.: 722-3441. Pres.: A. Contreras.
Fragoso, P. O. Box 2774, San Juan, Tel.: 723-0505. Pres.: Lino Fragoso.
Gema, W. D., 27 Ext. Los Angeles, Isla Verde, Tel.: 791-1262. Pres.: Rafael Alvares Guedes.
Guarani, 419 Antartica St., Puerto Nuevo, Tel.: 782-6438. Pres.: Jose Ramos.
Marilu, 2020 Espana St., Santurce, Tel.: 722-3441. Pres.: Antonio Contreras.
Dilo, 655 Ponce de Leon Ave., Hato Rey, Tel.: 766-5118. Pres.: Mark Conly.
Jenny, 113 Ext. Los Angeles, Isla Verde, Tel.: 791-1604. Pres.: A. L. Pizarro.
Marvela, P. O. Box 2027, San Juan, Tel.: 722-5171. Pres.: J. C. Julia.
Riney, Calle Caceres 308 Urb Valencia, Rio Piedras, Tel.: 767-6381 Pres.: Ney Rivera.
Rico-Vox, 607 Lloveras St., Santurce, Tel.: 724-0486. Pres.: B. Heger.
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.
USI, 150 Labra St., Santurce, Tel.: 724-0757. Pres.: J. Usich.
Jitazo, 604 Cerra St., Santurce. Pres.: J. Montanez.
Alhambra, P. O. Box 292, San Juan. Pres.: Arturo Somohano.
Canomar, P. O. Box 1283, Bayamon, P.R. Pres.: P. Marcano.

RECORD DISTRIBUTORS & FACTORY REPRESENTATIVES

Antonio Contreras, 2020 Espana St., Santurce.
This company represents: Alegre, Dot, Seeco, Tropical, Bronjo, Panart, Crown, Christian Faith. Distribuidora Nacional, 1677 Ponce de Leon, Santurce.

This company represents: Kubaney, Musart, Miami, Fuentes, Discuba, Nuria, Maype, Modiner, Puchito & CBS Columbia (singles).

INTERNATIONAL DIRECTORY

(Puerto Rico cont.)

Fortaleza Distributors, P. O. Box 612, Bayamon.
This company represents: Time, Audio Fidelity, Jubilee, Soma, Dimension, Coed, Dawn and many single labels.

Island Records, 607 Lloveras St., Santurce.
This company represents: ABC-Paramount, Atco, Atlantic, Big Top, Cameo, Dunes, Hispa-Vox, Liberty, Parkway, Rico-Vox.

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), Kapp.

Mariel Distributors, 155 Condado St., Santurce.
This company represents: Remo, Paraiso, Suaritos, Carviel.

Splendid, Inc., P. O. Box 456B, San Juan.
This company represents: RCA Victor, Cook.

Distribuidora San Juan, 604 Cerra St., Santurce.
This company represents: Jitazo, Santo Centro.

• music publishers

Bazar Andreu, 157 Tetuan St., San Juan.
Giusti, 202 Fortaleza St., San Juan.
Instituto de Cultura de P.R., San Juan.
Musica Isern 1814 Ponce de Leon, Santurce.

RACK JOBBERS

Allied Wholesale Co., 655 Ponce de Leon, Hato Rey.
Pres.: Mark Conty.

Island Records, 607 Lloveras St., Santurce. Pres.: Bernardo Herger.

Southern Records, P. O. Box 8607, Santurce. Pres.: Ernesto Herger.

Santiago Miranda, MD 13B Caparra Terrace, Puerto Rico.

• supplies & services

• 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.

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.
Soni-Lab Corp, WUNO Bldg., Caguas Rd., Rio Piedras.
Pres.: Francis B. Porter.

MUSIC LICENSING ASSOCIATIONS

ASCAP, 1105 Ponce de Leon Ave., Santurce.

TRADE ORGANIZATIONS

Peer International, 609 Condado, Santurce.
Music Associates, 1705 Leiza St., Santurce.
Federation of Musicians, Local 46B, AFM, 255 Canal St., Santurce.

RHODESIA & NYASALAND

Population: Approx. 8 million.
Records imported from U. S. (factory value): 1963—\$6,200; 1962—\$5,500; 1961—\$6,200; 1960—\$9,200.

• record manufacturers

Associated Sound, Burton Rd., Light Industrial Sites, Bulawayo, So. Rhodesia.

SOUTH AFRICA

Population: 16.6 million, including 11.6 million Africans, 3 million whites, 1.7 million colored, 600,000 Asiatics.
Per capita income: 1963/64: \$1,250 for whites. (\$300 for non-whites.)
Records imported: (USA) 1963—\$61,000; 1962—\$77,800; 1961—\$55,200; 1960—\$146,900.
Record Sales: 1963—\$15 million, total retail value before tax (a 15% increase over 1962).
Average retail price: LP's—\$5.15; EP's—\$2.00; singles—.95; rpm's—.75.
Record club sales: 500,000 records sold in 1963, valued at \$2.4 million.
Number of radio stations: 1. South African Broadcasting Corp. (4 programs).
Television stations: None.

RECORD MANUFACTURERS & DISTRIBUTORS

EMI, 32 Steele St., Steeledale, Johannesburg. Tel.: 869-2661. Cable: Soundbox. Dir. & Gen. Mgr.: J. A. Bailes; 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. Dir. & Int'l: Alexander Delmont. 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: Meteorisc. Mng. Dir.: R. R. Moskovitz; Sales: Louis Gordon. Labels: Meteor, Kristal, Saffier, Big Beat, Jazz.
This company represents: Candid (USA), Musidisc (Brazil).

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), PXP (USA), RCA (USA), Reprise (USA).
International representatives: Central African Federation (E.R.M.I. Limited), Republic of South Africa (Teal).

Troubadour Records, Ltd., 3-5 Browning St., Johannesburg. Tel.: 24-9157. Cable: Troubadour. Dir. & Sales: Israel Katz. Labels: 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 Combrink.

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.

Musipub. Co. of Africa, 161 President St., Johannesburg. Tel.: 23-2111. Dir.: A. Delmont.

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.: Lynn 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.
Teal, 124 President St., Johannesburg.
Troubadour, 3-5 Browning St., Johannesburg.
Trutone, P. O. Box 9299, Johannesburg.

PRESSING PLANTS

Gallo, 161 President St., Johannesburg.
South African Broadcasting, P. O. Box 8606, Johannesburg.
Troubadour Records, Ltd., 3-5 Browning St., Johannesburg.
Trutone, P. O. Box 9299, Johannesburg.

RECORDING STUDIOS

E.M.I., Polliacks Bldg., Troye & President St., Johannesburg.
Gallo, 161 President St., Johannesburg.
Troubadour, 3-5 Browning 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.

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.

SPAIN

Population: 31.5 million.
Per capita income: \$350 annually.
Record sales in 1963: \$3.6 million at \$4.2 million (retail before taxes). Up 3% from 1962.
Records imported from USA (factory value): 1963—\$19,350; 1962—\$15,700; 1961—\$4,200; 1960—\$10,400.
Homes with record players: About 570,000.
Average retail price: 12-inch LP's, \$4; 10-inch LP's, \$3.25; EP's, \$1.25; Singles, .70.
Discounting: 25%.
Stereo sales: Approx. 7%.
Sales areas: 60% of sales areas in the vicinity of Madrid, Barcelona, San Sebastian, Malaga, Valencia, Seville and Majorca.
Medium wave radio stations: About 100.
Television stations: 2—Madrid and Barcelona, with relays to the rest of the continent.

Raul Matas

• record manufacturers

BELTER, 136 Bruch, Barcelona 6. Tel.: 248-17-53. Cable: Belterdisc. Exec. Mgr.: Jose Ramon Baltalla Altayo; A&R & Int'l.: Joaquin Alfonso Navas;

TOP SPANISH LABEL

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JOSE GRECO
SARITA MONTIEL
MONNA BELL
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CLAUDIA
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INTERNATIONAL DIRECTORY

(Spain cont.)

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), Prosadis (France), Ri-Fi (Italy), Typic (France), ACM (GB), Vox (USA & France).

International representatives: Benelux (Artone), France (Pacific), Germany (Metronome), Maroco (Somidex), Portugal (Triunfo), Sweden (Metronome), Switzerland (Vogue), Venezuela (Ser-fait). (SEE ADVERTISEMENT)

CANCIONES DEL MUNDO

Carmen 20
Tel.: 221 64 50
Madrid 13 (Spain)
Cable: Canciones

Director: Augusto Alguero

Carrillon, Alfonso Rodriguez Santamaria 28, Madrid. Mgr.: Mr. Kraus.

Columbia, Libertad 24, Madrid 4. Tel.: 221-10-95. Cable: Discolumbia. Sales: Francisco Florez; Intl: Mariano Jimenez. Labels: Columbia, Alhambra, Iberia.

This company represents: Barclay (France), Decca (Britain and France), Durium (Italy), Fonior (Belgium), London (USA).

International representatives: Europe (British Decca), USA (London), Venezuela (Venevox), Mexico (OrFeon-Videvox), Argentina (RCA Victor).

Discophon, Calle Valencia 288, Barcelona 7. Tel.: 217-50-99. Cable: Discophon. 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), Vee Jay (USA), Versailles (France).

Expinter Limitada, Zurbano 67, Madrid. Mgr.: Mr. Cabrera.

Fonograficas, Tamarit 72, Barcelona, Jose Rodrigues.

Fonogram, Av. De America y Hernandez Tejada, Madrid 17. Tel.: 2-67-42-00. Cable: Fonogram. Mng. Dir.: J. Sampedro; A&R: R. F. de Latorre. 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 Meliodor (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: France Records (France), Venezuela (Ronde de Venezuela).

HISPAVOX, Cartagena 62-64, Madrid 2. Tel.: 256-57-00. Cable: Vox. Gen. Mgr. & Sales: Luis Vidal Zapator; A&R: Roberto Pla & Enrique M. Carea; Intl.: Luis Calvo.

This company represents: ABC-Paramount (USA), Amadeo (Austria), Ansonia (USA), Cameo-Parkway (USA), Compagnia Generale (Italy), Columbia (USA), Disneyland (USA), Erato (France), Festival (France), Le Chant du Monde (France), Discophiles Francais (France), Moonglow (Belgium), Sicomercan (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), USA (Columbia), Venezuela (Discoteca). (SEE ADVERTISEMENT)

Marfer, Espertos 11, Madrid. Tel.: 2318046. E. Fernandez, A. Martinez. Label: Marfer.

This company represents: Chantecler (Brazil), Italmusica (Italy), Principe (Argentina), Pacific, Orphee (France), Polar Music (Sweden).

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), Discomoda (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.

Fax, Vallehermoso 38, Madrid. Mgr.: Mr. Boeta. Philips, Po Delicias 65, Madrid. Mgr.: Mr. Sampedro. RCA ESPANOLA, S.A., Torre De Madrid, Madrid. Tel.: 2484913. Gen. Mgr.: Guillermo Caram; A&R: Alfonso Gallego; Imp.-Exp., Francisco Rivera.

This company represents: RCA Victor (USA), Victrola (USA), Vik (USA), Warners (USA), GNP (USA), Telefunken (Germany), Pye (England), Disc-Jockey (Argentina). (SEE ADVERTISEMENT)

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), Driole (Britain), Ricordi (Italy), Studio S.M. (France), Time (USA).



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Cables: Belterdisc

Zafiro, Campomanes 10, Madrid 13. Tel.: 2-41-50-04.
Chmn.: Luis Segi-Vela; 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), Mon-
tilla (USA), Music-Jolly (Italy), Toreador (USA).

• music publishers

Aberbach, Carmen 20, Madrid.
Antonio Barta, Hortaleza 18, Madrid.
AOC de Ediciones Fono, Tamarit 72, Barcelona.
Arlequin Editions, 217 Sonora Aragon, Barcelona.
Armonico-Clipper's, Rambla Cataluna 10, Barcelona.
Canciones Del Mundo, Carmen 20, Madrid.
Conciones Frances-Day, Carmen 20, Madrid.
Columbia, Montseny 12, Barcelona.
Editorial Musical Ibero Americana, Diputacion 337,
Barcelona.
Ediciones Musicales, c/o Mayor, 27, Madrid.
Ediciones Musicales Hispavox, S.A. c/o Santo
Domingo 11. Tel.: 248-6057. Madrid 13.
Gramofono-Odeon, Urgel 234, Barcelona.
Hispania, Jose Antonio 31, Madrid.
Hispavox, Cuesta de Santo Domingo 11, Madrid.
Musica de Hoy, Cuesta de Santo Domingo 11, Ma-
drid.
Musicales Iris, Consejo de Ciento 193, Barcelona.
Musicales Sirius, Apartado Correos 792, Barcelona.
Pax Discoteca Popular, Vallehermoso 38, Madrid.
Quiroga, Alcala 70, Madrid.
Redola, Torre de Madrid, Madrid.
Robert Mellin Iberica, Carmen 20, Madrid.
S.G.A.E., Fernando VI, 4, Madrid.
Southern Music Espanola, Diputacion 337, P. O.
Box 5219, Barcelona. Tel.: 225 6197.
Teclado, Andres Borrego 5, Madrid.
Union Musical Espanola, Carrera de San Jeronimo
26, Madrid.
Universal Jazz, Chinchilla 7, Madrid.

• supplies & services

TRADE ORGANIZATIONS

Sinfonola, Camino Valderribas (Puente Vallecas),
Madrid.

RECORDING STUDIOS

BELTER, Gomis 1, Barcelona 6.
Fonopolis, Ibiza 52, Madrid.
Fonopolis, Antonio Aris 7, Madrid 9. Tel.: 2739701.
Mus. Dir.: F. Moreno Torroba Jr.
Fonogram, Avda. de America, Madrid.
Odeon, Urgel 234, Barcelona.
Columbia, General Zumalacarrregui 3, San Sebastian.
Hispavox, Cartagena 64, Madrid.
Philips, Po, Delicias 65, Madrid.
RCA Avda. de America y Hernandez Tejada, Madrid.

PRESSING PLANTS

Fonogram, Avda. de America, Madrid.
Fonopolis, Ibiza 52, Madrid.
Belter, Bruch 136-138, Barcelona.
Cranvox, Jovellanos 3, Madrid.
S.E.L.E.Z., Jose Antonio 324, Barcelona.
Odeon, Urgel 234, Barcelona.
Columbia, General Zumalacarrregui 3, San Sebastian.
Hispavox, Cartagena 64, Madrid.
Philips, Po, Delicias 65, Madrid.
RCA Avda. de America y Hernandez Tejada, Madrid.

RECORD CLUB

Circvla de Lectores, S.A. (Int'l), Calle Padilla 327,
Barcelona 13. Tel.: 236-14-00. Rec. Div.:
N.E., Varenholz. Label: "Orlador."

TAPE DUPLICATION

Fonopolis, Ibiza 52, Madrid.
Celada, Avda America 22, Madrid.
Adams, Sagasta 23, Madrid.
Dyrasa, Jose Antonio 55, Madrid.
Sonomax, Santo Domingo 11, Madrid.

JACKET MANUFACTURERS

Graficas Aragon, Martin de Vargas 14, Madrid.
Graficas Martin, Antonio Lopez 166, Madrid.

LABEL MANUFACTURERS

A.L.G., Madrid.
Bosch, Barcelona.
Columbia, General Zumalacarrregui 3, San Sebastian.
Graficas Espejo, Tomas Breton 51, Madrid.
Huacograbado Imago, San Bernardo 25 y 26, Madrid.
L.I.M., Mallorca 117, Barcelona.
Pentacrom, Madrid.

Philips Iberica, Pº Delicias 65, Madrid.
Pueche, Madrid.
Quintilla y Cardona, Barcelona.
Topografiahostench, Barcelona.

MATERIALS MILLING PLANTS

Elimo-Quimica, Paris 136, Barcelona.

MUSIC LICENSING ORGANIZATIONS

Sociedad General Autores Espana, Fernando VI, 4,
Madrid.

SWEDEN

Population: 8 million.

Number of homes with record players: 850,000.

Record sales, 1963 (at retail): \$10 million up from
\$8.5 million in 1961, \$8.8 million in 1960.

Unit sales, 1963: 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 mil-
lion 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.

Cupol, Katarina Bangata 17, Stockholm So. Tel.:
233055. Cable: Cupol. Pres.: Helge Roundqvist.
Labels: Cupol, Palette, Nashville, Toni.

This company represents: Big Top (USA), Cetra
(Italy), Tono (Denmark), Triola (Finland),
Crescendo (USA), Embassy (England), MMO
(USA), Oriole (England), Palette (Belgium), Time
(USA), Vega (France).

Fortuna Forlags, Kungsgatan 56, Stockholm. Tel.:
200697. Pres.: Henry Fox.

Fralsningsarmens Handelsavdelning, Ostermalmsgaten
79, Stockholm. Tel.: 631700. Pres.: Harry
Flöby.

Forlaget Filadelfia, Surbrunnsgatan 42, Stockholm.
Tel.: 349380. Pres.: Sven Lindahl.

Electra, Ankdammsgatan 5, Solna, P. O. Box 150,
Solna. Tel.: 820480. Cable: Tefunk. Pres.:
Sixten Eriksson; A&R: Carl-Erik Hjelm. Labels:
RCA, Decca, Barben, Swedish Society, Discophil,
Sagoton, Telefunken, Warner Bros., Telestar.

This company represents: Brunswick (USA),
Camden (Britain), Felsted (Britain), London (Bri-
tain), RCA (USA), Telefunken, (Germany).

Ibra Radio AB, Sveavagen 34, Stockholm. Tel.:
240130. Pres.: Hans Carlsson.

Jazz Records, Nynasvagen 333, Eskede. Tel.:
392988. Pres.: Gunnar Lindqvist.

Karusell, Framnasbacken 4B, Solna. Tel.: 272670.
Cable: Karusell. A&R: Simon Brehm; Sales
Mgr. Eric Nyholm.

This company represents: Abner, Ace, APT,
Arcade, Archiv Produktion, Cameo Parkway,
Carlton, CNA, Command, Commodore, Coral,
DG (Deutsche Grammophon), Embassy, Encore,
Fabor, Fargo, Fonit, Heliodor, Impluse, Joker,
Karusell, LeGrand, Musicor, Oriole, Polydor,
PPX, Primula, Record, Reprise, Scandia, Swan,
Swedish, Tangerine, United Artists, Vault, Vee
Jay, Verve, Westminster, Whitehall.

Kaskad, Solvagen B, Stockholm. Tel.: 44 40 87.
Pres.: Lennart Broberg.

Knappupp, Kungsgatan 19, Stockholm. Tel.:
240720. Cable: Ralvopo. Pres.: Felix Alvo.

This company represents: Bella Musica (Italy),
California (USA), Dot (USA), Kapp (USA).
Labels: Knappupp, Triola, Megafon.

LDR, Agatan 57, Linkoping. Tel.: 41410. Pres.:
Ingemar Lind-Sven Wass.

Megafon, AB, Gotobergsgraten 28, Goteberg C. Tel.:
031-206096. Pres.: Lars-Gunnar Andersson.

Metronome Records, Storongsvagen, Stockholm. Tel.:
610616. Cable: Metrorec. Pres.: Mats Bjerke;
A&R: Anders Burman; Sales & Int'l: Borje
Ekberg. Labels: Metronome, Snurrskivan.

This company represents: Atco (USA), Atlantic
(USA), Barclay (France), Cadence (USA), New
Jazz (USA), Prestige (USA).

International representative: Germany (Metro-
nome).

Morgonstjarnans Forlag, Kungsholmsgatan 20, Stock-
holm. 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-
Columbia (USA), Golden Guinea (Britain), Jazz-
land (USA), Mercury (USA), Pye (Britain),
Riverside (USA).

Scan-Disc, Grevturegatan 38, Stockholm. Tel.: 67
99 14. Pres.: Ronald Sjogren.

Skandinaviska Grammafön, Sandhammsgatan 39,
Stockholm No. Tel.: 670960. Cable: Grammo-
phon. Pres.: Anders Holmstedt; A&R: Ivan
Nordstrom. Labels: Odeon, HMV, Columbia.

This company represents: Capitol (USA), Liberty
(USA), MGM (USA), Parlophone (Britain), Pathe
(France), Stateside (USA), Blue Note (USA),
Electrola (Germany), Ember (England).

SONET RECORDS, Artemisgatan 24, Stockholm.
Tel.: 679540. Cable: Scandicord. Pres.: Gunnar
Bergstrom; A&R: Sven Lindholm; Intl. Dag
Haggvist. Labels: Sonet, Storyville, Gazell,
Argo, Chess, Checker (USA), Discophon (Spain),
Joy & Sue (USA), Moonlight (Belgium) Show,
Delta (Holland).

This company represents: Bel Air (France), Col-
pix (USA), Roulette (USA). (SEE ADVERTISE-
MENT)

Svenska Missionsforbundets Forlag, Tegnerg 8,
Stockholm. Tel.: 34 96 80. Pres.: Jan-Eric
Wikstrom.

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.:
(0412) 11450. Pres.: Urban Lasson.

Willfox, Holbergsgatan 95, Stockholm. Tel.: 87 40
24. Pres.: Henry Fox & Bo All.

LEADING
PUBLISHING
HOUSE

Box 27053,
Stockholm 27,
Sweden.

EDITION
ODEON
STOCKHOLM

INTERNATIONAL DIRECTORY

(Sweden cont.)

● music publishers

Ahlins Musikforlag AB, Kungsholmsgatan 20, Stockholm. Tel.: 51 62 52. Pres.: Ernfrid Ahlin.
Andersons Musikforlag AB, Sodra Forstadsgratan 6, Malmo. Tel.: (040) 23659. Pres.: Aka Andersson.
Barton (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 Anderson.
Broadway Music (see Bens).
Cedarwood (see Belinda).
Hans Busch, Farkostvagen 8, Lidingo 1. Tel.: 65 12 30. Pres.: Hans Busch.
Dominion AB (see Multitone).
Edition City (see Belinda).
Edition Liberty AB, P. O. Box 150, Solna 1. Tel.: 820480. Pres.: Sixten Eriksson.
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, Sandhamnsgatan 39, Stockholm. Tel.: 67 20 40. Mgr.: Ivan Nordstrom. (SEE ADVERTISEMENT)
Edition Sylvain (see Ehrlingforlagen).
Ehrling & Lofvnholm, Pipersgat 29, Stockholm. Tel.: 54 19 00.
Ehrlingforlagen, Linnegatan 9-11, Stockholm. Tel.: 62 05 30. Pres.: Thore Ehrling.
Europaproduktion (see Belinda).
Edition City (see Belinda).
Filadelfia AB, Rorstrandsgatan 5, Stockholm. Tel.: 34 93 80. Mgr.: Sven Lindahl.
Gehrmans Musikforlag AB, Vasgatan 46, Stockholm. Tel.: 10 09 52. Pres.: Lennart Bagger-Sjoberg.
Gronstedts Musik, Borgaragarn 4, Stockholm. Tel.: 69 22 07. Pres.: Karl Gronstedt.
Karin Musik (see Multitone).
Kejving Musik AB, Bastugatan 45, Stockholm. Tel.: 417100. Pres.: Walter Kejving.

Kultiforlaget. (See Melodiforlaget).
Lani Music AB, Hantverkargatan 62, Stockholm. Tel.: 53 53 00. Pres.: Yngve Stoor.
Lois (see Belinda).
Modern Music AB, Valhallavagen 16 V. Stockholm O. Tel.: 30 20 36. Pres.: Felix Stahl.
Robert Mellin (see Belinda).
Melodiforlaget, Kanslersvagen 37, Enskede. Tel.: 491515. Pres.: Rune Edwin Gnestadius.
Morgonstjarnans (see Ahlins).
Mozart Edition (see Edition Lunden).
Multitone AB, Storangsvagen 27, Stockholm. Tel.: 61 13 16. Pres.: B. Goran Edling.
Musik AB, Westin & Co., Hornsgatan 94, Stockholm. Tel.: 68 02 00. Pres.: Rune Orbelius.
Musikforlaget Essex AB. Pres.: Christian Sylvan (see Reuter & Reuter).
Nils-Georgs Musik (see Ehrlingforlagen).
Nordiska Musikforlaget AB, Pipersg 29, Stockholm. Tel.: 54 19 00. Pres.: Leif Kronlund.
Polar Music, AB Music Publishers and Record Production. Presidents: Bengt Bernhag and Stig Anderson.
Palace Music (Sweden), AB Pres.: Stig Anderson.
Progressive (see Multitone).
Reuter & Reuter Forlags AB, Regeringsgatan 45 Stockholm C. Tel.: 23 49 85. Pres.: Lennart Reuterskiold.
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. Pro. Mgr.: Rune Ofwerman.
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).
Aaron Schroeder Musikforlag (see Bens Music AB).
Stockholms Musikproduktion, Drottninggatan 55, Stockholm. Tel.: 216997. Pres.: Felix Stahl.
Succemelodier (see Stockholms Musikpr.)
Sweden Music. Pres.: Stig Anderson.
A. B. Wessman & Pettersson, Bakhandel, Visby. Tel.: 101 11. Pres.: Hans Pettersson.

● supplies & services

PRESSING PLANTS

Alpha, Esplanaden 10, Sundbyberg.
Champion Radio, Rorstrandsgatan 37, Stockholm VA.
Record, Norrbackagatan 1, Stockholm VA.
Svensk Grammofonindustri, Bro.

RECORDING STUDIOS

Metronome Studio, Karlbergsvag 57, Stockholm.
Europa Film, Annedalsvagen 29, Sundbyberg.
Studio Noro, Rorstrandsgatan 29, Stockholm.
Sveriges Gram. Dept. 1, Box 955, Stockholm 1.

TRADE ORGANIZATIONS

Grammofonleverantoreernas Forening, Regeringsgatan 8, Stockholm 16.

SWITZERLAND

Population: 5,608,000.

Record sales in 1963: 12-inch mono LP's—\$4.10, 12-inch stereo LP's—\$5.47, 12-inch classical mono LP's—\$6.28, 12-inch classical stereo LP's—\$6.86, EP's—\$1.75, singles—\$1.10.

Records imported from USA: \$222,806.

Total market: \$8.2 million retail in 1963. 90% are imported from other countries, mainly the Common Market.

Origin of pop record music: Domestic—2%; USA—42%; European (Common Market)—56%.

Stereo record sales: 15% of all records (5% increase in classical music).

Discounting: None.

Record club sales: Not included in above figures. Estimate—5%.

Important regulations: 5.4% tax on wholesale price, plus 8% for SUIVA (mechanical copyright royalties)—both added to retail price.

Jecklin & Co. Zurich

Switzerland's leading Music-Company

Record Distributors

for COLUMBIA - ANGEL - EPIC -
ODEON - PARLOPHONE - PATHE -
ATLANTIC - COMPAGNIA
GENERALE DEL DISCO - CONTEM-
PORARY - FOLKWAYS - JOLLY -
KAPP - METRONOME - MUSICA
SACRA - VOX

Record Retailers

(3 retail departments)

Hi-Fi - Stereo - TV

Retailers and distributors
(J. B. Lansing)

Electronic Organs

Lowrey & Baldwin

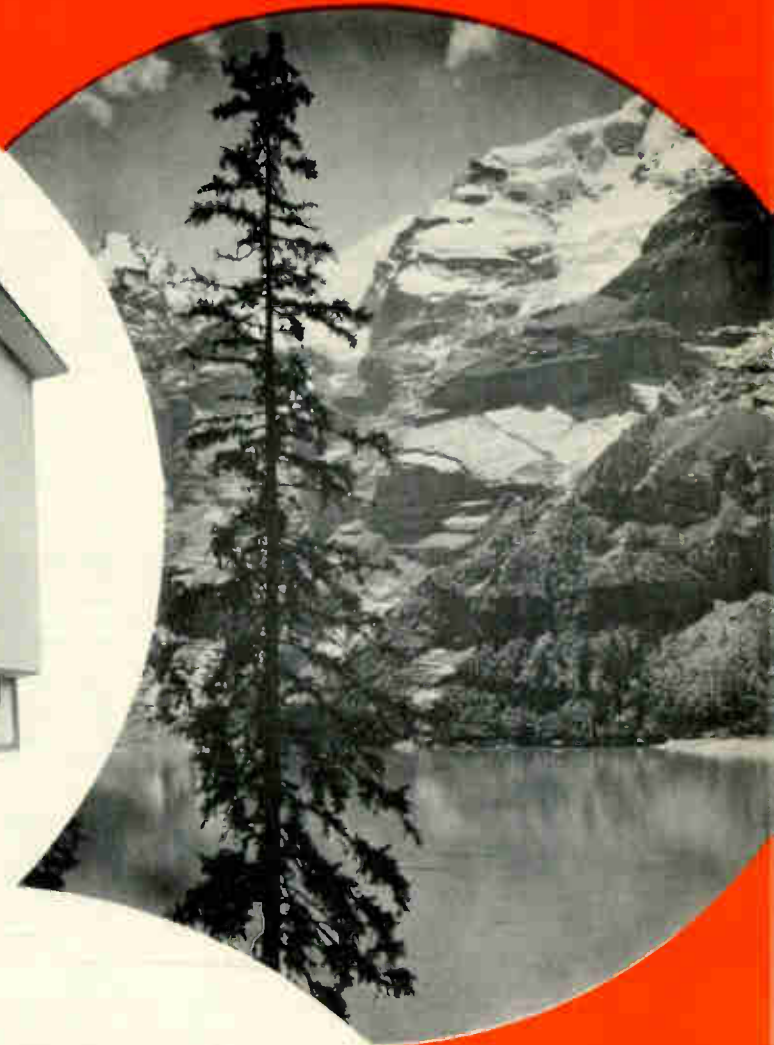
Pianos and String Instruments

Steinway - Bösendorfer - Bechstein -
Knight a.o.

Music Publishing

Classical: Universal Edition
Pop: Intervox AG (all European
countries)

Jecklin & Co., Rämistrasse 42,
Zürich 1/24, Switzerland



In Switzerland

The centre of the Record Industry is

MUSIKVERTRIEB AG Zurich

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ELITE-SPECIAL
FESTIVAL
HED-ARZI
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VEGA
RICORDI

**BADENERSTRASSE 555
ZURICH (SWITZERLAND)**

Telephone: 051/54.97.54

Cable: Musikvertrieb Zurich

INTERNATIONAL DIRECTORY

(Sweden cont.)

● record manufacturers

Disques Office, 188 Rue Pierre Aebly, 1700 Fribourg.
This company represents: ADES-Petit Menestral (France), Acropole (Greece), Angelicum, America (Musidisc), Alpha (USA), BAM (France), Discophiles Francais (France), Lumen (France), Pleiade (France), Pacific (USA), President (USA), Orphee, Supraphon, Supradidac, Versailles (France).

Electromusic A.G., Nauenstrasse 71, 4000 Basel 2.
Tel.: (061) 349250.

This company represents: Artone (Holland), Alpha, Excelsius, Cetra (USA), Copacabana, Ember, Juke Box (USA), Newton (USA), Omega (Switzerland), Saef, Sabrina (Belgium), 777 (Germany), Tivoli (Denmark), Tell Records (Switzerland), Tempo (USA).

Finsterwald & Cantacuzene, 70 Avenue des Alpes, 1820 Montreux. Tel.: (021) 624555.

This company represents: Adventure (USA), Arlequin (USA), Belter (Spain), Cam-Durium (Italy), Canadian-American (USA), Carosello (Italy), Chancellor (USA), Circus, Cochon d'Inde (France), Contrepoint (France), Debut (France), Dixieland (USA), Jubilee (USA), Dounia (Italy), Durium (Italy), Erato (France), Everest (USA), Fiori Musicali (Italy), Gazell (France), Gene Norman (USA), Golden Guinea (England), Jardin des Arts (France), Jazz Collector (France), Jazz Selection (France), Kangourou (France), King Jazz (England), Majestic (England), Mode (France), Nixa (France), Orfeon, Pastorale et Musique (France), Piccadilly (England), Pinquin (France), Pop (USA), Pye (England), Reprise (USA), Roulette (USA), Royal (England), Somerset (England), Sonet (Sweden), Sprint, Storyville (Sweden), Studio SM, Super Majestic (England), Swing (USA), Teddy (England), Tempo (USA), Tico (USA), Titanus, Tono (Denmark), Triomphe Du Disque (France), Typic, Uni-disc, Valois (France), Vogue (France).

Hug & Co., Lindenhofstrasse 16, 4000 Basel. Tel.: (061) 351077.

This company represents: Angel (USA), Bartok, Electrola (Germany), Encore (France), His Master's Voice (HMV), (Germany), Jupiter (England), L'Encyclopedie Sonore, Liberty (USA), Star, Trianon.

Interdisc: Via Parimill (P. O. Box 48), Lugano. Tel.: 32093. Mgrs.: Alan Bates & Ron Kass.

JECKLIN & CO., Raemistrasse 42, 8024 Zurich 1/24.
Tel.: (051) 243941.

This company represents: Columbia (USA), Angel (USA), Atlantic (USA), Atco (USA), Carisch (Belgium), Choir, Celson, Candid, Caramba (Italy), Commodore, Compagnia Generale del Disco (Italy), Contemporary, Derby (USA), Die Prominente, Stimme (Germany), Directional, Encore (France), Epic *(USA), Favorit, Gloria, Imperial (USA), Odeon (USA), *Parlophon, Pathe (France), Regal (England), Stateside (USA), Favorit, Folkways (USA), Gloria, Golden 12 (Germany), Good Time Jazz (USA), Imperial (USA), International Italia (Italy), Jazztone, Mercury (USA), Jolly (Italy), Kapp (USA), Lebendiges Wort (Germany), Metronome (France), Minivox, Musica Mundi (Italy), Musica Sacra (Italy), New Jazz, Odeon (USA), Parlophon, Pathe (France), Patmos, Prestige (USA), Regal (England), Society for Forgotten Music (USA), Stateside (USA), Supertone, Wel-melodie. (SEE ADVERTISEMENT)

Lay John: Bundesstrasse 13, 6000 Lucerne.

This company represents: Blue Bell (USA), Casino, Crown (USA), Grenn (USA), Fonola (Italy), Hockey, Karim (Italy), Mandolino (Italy), Maxim (France), Melody, Musica et Littera (Italy), Orchestrola, Polar (Sweden), Red Record, Regent (USA), Riviera, Savoy (England), Sharp, Starlet, Vedette (France), World-Wide.

Liber & Ligrist (Overseas Records), B154 Oberglatt ZH.

This company represents: Clan Cienentano (Italy), Delta (England), Embassy (England), Fidelio (Italy), IPM, Italmusica (Italy), Jaguar (Italy), Maietti, Overseas (Switzerland), Palette (USA), Panorama, Pig, Primary, Ri-Fi (Italy), Sir, Togo, Variety, Zephyr (USA).

Mercury: 6 Quai du Mon-Blanc, Geneva. Tel.: 328710. Cable: Merrecord. Dir. Int'l, Brice Somers.

MUSIKVERTRIEB A.G.: Badenerstrasse 555, 8040 Zurich. Tel.: (051) 549754. Cable: Musikvertrieb. Pres.: M. A. Rosengarten. Saes: L. Schmucki.
This company represents: Ace of Clubs (USA), Ariola (Germany), Argo (Europe), Atlas, Baccarola (Italy), Barclay (France), Baronet, Bel-Air (France), Camden (USA), Capitol (USA), Carina (Italy), Cinevox (France), Colpix (USA), Club, Crown (USA), Decca (England), Ducretet-Thomson (France), Elite Special (Germany), Eurodisc (Germany), Felsted (USA), Festival (France), Funkler, Galleria del Corso (Italy), Hed Arzi (Israel), Hispavox (Spain), London (England), L'Oiseau Lyre (France), Polaris, RCA (USA), RCA Victor (USA), RCA Vik (USA), Ricordi (Italy), Seeco (USA), Telefunken (Germany), Telestas, Triola (Denmark), Tropical, Tavola, Rotonda, Twist (USA), Vega (USA), Warner Bros. (USA). (SEE ADVERTISEMENT)

Phonag Schallplatten A.G.: Stadthausstrasse 69, 8400 Winterthur. Tel.: (052) 66231.

This company represents: Amadeo (Germany), Blue Note (USA), CBS (USA), Phonag (Switzerland), Primavera (Belgium), Vanguard (USA).

Philips A.G.: Edenstrasse 20, 8000 Zurich 2. Tel.: (051) 258610. Cable: Argenta. Gen. Mgr.: Dr. J. J. Schwenter; Sales: A. Duchable. Labels: Philips, Fontana, Mercury, Caedmon, Orpheus, Pergola.

This company represents: Audio-Fidelity (USA), Battle (USA), Bluesville (USA), Caedmon (USA), Caravel (Italy), Criterie (France), Fidelity (USA), Fontana, Jazzland (USA), Mercury (USA), Melodicon, Moodsville (USA), Olympia, Orpheus, Pacific Jazz (USA), Pergola (France), Jaguar (Italy), King Universal (Italy), Philips (USA), Riverside (USA), Swingsville (USA), Vee Jay (USA), World Pacific (USA).

Pick A.G.: Brunnenstrasse 26, Zurich 10/49.
Mng. Dir: Anton Peterer; A&R: Jane Peterer.
RCA Overseas, S.A., 14 Rue Mont-Blanc, Geneva. Pres.: F. Baumberger. Label: RCA.

Siemens, E.A.G., Lowenstrasse 35, 8000 Zurich 1.
Tel.: (051) 253600.

This company represents: Adono (Italy), Archiv (Germany), Brunswick (USA), Cadence (USA), Command (USA), Coral (USA), D.G.G. (Germany), Duniaphon (Germany), Fonit (Italy), Helidor (Germany), MGM (USA), Italdisc (Italy), Poly-

dor (Germany), Tip (USA), United Artists (USA), Verve (USA).

Turicaphon A.G., 8611 Riedikon/Uster ZH. Tel.: (051) 874311. Dir.: Hans Oesfreicher Jr. Label: Elite Special.

This company represents: Asmahan, Elite Special, Ricordi, Triola, Phonocolor.
Vogue S.A., 70 Avenue des Alpes, 1820 Montreux. Tel.: (021) 624555. (See Finsterwald & Cantacuzene listings).

● music publishers

Alpina Aberbach GmbH, Ramistrasse 42, 8000 Zurich 1. Tel.: 243941, c/o Hans Jecklin.

Edition Annabella, Weidstrasse 11, Uster. Tel. 873072.

Willy Bestgen, P. O. Box 25, 7270 Davos 2. Tel.: 35438.

Cadenza Edition, 8, Rue de Husse, 1200 Geneva. Tel.: 255955.

EDITION CODA, Brunnenwiesenstrasse 26, 8049 Zurich 10/49. Tel.: 567060. Gen. Mgr.: Anton Peterer. (SEE ADVERTISEMENT)

Edifo SA, Badenerstrasse 332, 8000 Zurich 4. Tel.: 546477.

Flora GmbH, Weidstrasse 11, 8610 Uster. Tel.: 873072.

Helbing & Co., Hauptpostfach 617, 8604 Wolketswil/Zurich. Tel.: 864393.

Impact, Via delle Scuole 10, Cassarate. Tel.: 32094, Dir.: Ron Kass.

Interton, Sweierstrasse 35, 8000 Zurich 4. Tel.: 278385.

Edition Melodie, Brunnenwiesenstrasse 26, 8049 Zurich 10/49. Tel.: 567060.

Mondia Music, B Rue de Husse, 1200 Geneva. Tel.: 255955.

MUSIKVERTRIEB A.G., Badenerstrasse 555, 8040 Zurich. (SEE ADVERTISEMENT)

Musikus GmbH, Weidstrasse 11, 8610 Uster. Tel.: 873072.

Sidem, B Rus de Husse, 1200 Geneva. Tel.: 255955. Mgr.: Heinz Liechti.

Southern Music A.G., Hauptpostfach 617, 8000 Zurich. Tel.: 423138. Mr. Brunner.

Turicaphon A.G., 8611 Riedikon b. Uster. Tel.: 874311.

Walter Wild, Aehrenweg 11, 8056 Zurich 56. Tel.: 484566.

● supplies & services

PRESSING PLANTS

Turicaphon A.G., Schweizer Schallplattenfabrik, 8611 Riedikon/Uster. Tel.: 874311. Tel.: 52 645.

RECORDING STUDIOS

Tonstudio Hug & Co., Fusslistrasse 4, 8000 Zurich 1.
Alfred Lussi, Disco-Ton, Wettsteinallee 21, 4000 Basel.

Max Lussi, Tonstudio, Leimenstrasse 76, 4000 Basel.
Studio d'Enregistrement de Disques B.V.M., 32 Rue de St. Jean, 1200 Geneva.

W. A. Wettler, Bachtelstrasse 16, 8304 Wallisellen.

MUSIC LICENSING ORGANIZATION

SUISA (Societe Suisse des Auteurs et Editeurs), General Guisan Quai 38, 8027 Zurich 27. Tel.: 257700.

THAILAND

Population: 21.6 million.

Records imported from U. S. (factory value): 1963—\$120,700; 1962—\$131,100; 1961—\$102,300; 1960—\$73,200.

● 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

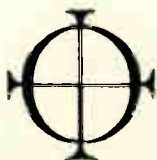
IMPORTERS & EXPORTERS

Kamol Sukosol, P. O. Box 178, Bangkok.
Ngekchuan, P. O. Box 405, Bangkok.

continued on page 187

SWITZERLAND'S TOP MUSIC PUBLISHERS

in 1964 again:



EDITION
CODA

Postfach 260

Zurich 49, Switzerland

Cables: Codamusic Zurich

INTERNATIONAL DIRECTORY

(continued)

TURKEY

Population: 27 million.

Records imported from U. S. (factory value): 1963—\$10,200; 1962—\$8,800; 1961—\$22,100; 1960—\$6,800.

● record manufacturers

Gramofon Limited Sirketi, Halkali Caddesi B5, Yesilkoy, Istanbul. Tel.: 73 89 76. Cable: Gramoturk. Mng. Dir.: L. A. Collins. Labels: EMI, His Master's Voice, Columbia, Odeon, Pathe, Capitol. Mng. Dir.: Alan A. Campbell.

This company represents: Capitol (USA), Columbia (Britain), HMV (Britain), Pathe (France), Parlophone (Britain), Stateside (Britain), Warner Bros. (USA).

International Representative: EMI (Internationally).

Melodi, Istiklal Caddesi, Saka Selim Sokak 7, Istanbul. Tel.: 44-26-36. Pres.: Kayihan Caglayan; Sales: Salim Kabar; Int'l: Nuran Ucu. Labels: RCA, Decca (London), Atlantic, Cetra, Liberty, Ri-Fi, Ricordi, Dot.

● supplies & services

PRESSING PLANTS

Melodi, Istiklal Caddesi, Saka Selim Sokak 7, Istanbul. Tel.: 44-26-36.

UNITED KINGDOM

Population: 53,675,000 (including England, Scotland, Wales, Ulster).

Per capita income: \$1,500 annually, before taxes.

Number of homes with record players: 7.6 million.

Records sold domestically: 1963—85,454,000; 1962—65.3 million, up 3% from 1962. 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): 1963—\$267,100; 1962—\$245,200; 1961—\$271,100; 1960—\$219,800.

Records exported to U. S. (factory value): 1963—\$1,560,000; 1962—4.2 million (value \$2.4 million); 1961—4.2 million (value \$2.6 million); 1960—3.1 million (value \$1.9 million).

Records manufactured for domestic and export sale: 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; EP's—\$1.36; Singles—94c.

Discounting: Rare.

Record club sales: 5% of all sales.

Stereo sales: 21% of LP's.

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 slated 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: Three main services, all 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: 20,000 (est.).

Type of record distributor system: Mainly manufacturer-to-wholesales-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—16¾%; from other countries—33½%.

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.

Chris Hutchins

● record manufacturers

Alpha, Ltd. 30 Harrington Rd. London S. W. 7, Tel.: Ken. 1602 (also) Abbey St. Eynsham, Oxford. Mng. Dir.: H. F. Mudd.

Cannon (see Crossbow).

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 Hall, Introduction to Music, Pop Parade.

Crossbow Records, Ltd., 47 Dean St., London W. 1. Tel: REG 7451. Cable: Ayceemusic. Mgr. Dir., A&R, Sales & Int'l.: Allan Crawford. Labels: Cannon, Crossbow, Carnival Acclaim, Flair, Rocket, Sabre.

International representatives: Various in Australia, Denmark, Finland, Italy, New Zealand, Norway, Sweden, U.S.

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5, Avenue de L'Opera, 1 ER

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FRANKFURT/MAIN
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INTERNATIONAL DIRECTORY

(United Kingdom cont.)

DECCA, 9 Albert Embankment, London S.E. 1. Tel.: REL B111. Cable: Reccord. Chmn.: Sir Edward Lewis. A&R: John Clashaw, Dick Rowe; Sales: S. A. Beecher-Stevens; Int'l: Hilary Watson. Labels: Ace of Clubs, Argo, Beltone, Decca, Vocation.

This company represents: Ace of Hearts (USA), Brunswick (USA), Camden (USA), Coral (USA), Durium (Italy), Good Time Jazz (USA), Kapp (USA), L'Osieu 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; Vifhaldas 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), Guatamala (London), Holland (Hollandsche Decca), Honduras (London), Hong Kong (Moutrie & Co.), Iran (Alfi & Cohen), Iraq (Leon 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 Borneo (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 (Colombia), 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: M. Philippott. Labels: Delta, Edgmont, 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).

DELYSE, 25 Marylebone Rd., London N.W. 1. Tel.: HUN 4266. Mng. Dir. & A&R: Isabella M. Wallich; Sales & Int'l: R. C. Young. Labels: Delyse, Envoy.

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), Holland (Bovema). (SEE ADVERTISEMENT)

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), Polydor (Germany). (SEE ADVERTISEMENT)

Dobell's Jazz Record Shop, 77 Charing Cross Rd., London W. C. 2. Tel.: GER 4197. Mng. Dir.: D. A. Dobell.

Ember Records (Int'l.), Ltd., 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; Sales: J. L. Horton; Int'l: B. Hayes.

International representatives: Aden (Bhicajee Cowasjee), Arabian Gulf (Mannai Trading Co.), Australia, Belgium (Anvers Radio), British West Indies (Cook-Caribbean), Canary Islands (Don Domingo Garcia Gonzalez), Canada (Dominion Records; Cyprus (Melcons Co.), Eire (Solomon & Peres), France (Pathe Marconi), Germany (Electrola; H. Marcuse, Ghana (Kwasi Prempeh), Gibraltar (S. Teuma), Holland (Bovema), Israel (Israel Music Centre), Italy (La Voce del Padrone), Jamaica (Stanley Motta), Japan (Cosdel), Lebanon (R. Philoppe Ets de Musique), Luxembourg (Anvers Radio), Malta (Anthony D'Amato), New Zealand (Peak Records), Pakistan (Gramophone Co. of Pakistan), 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), Switzerland (Electromusic), Tanganyika (Mahmoods Radio Service), Turkey (Gramophon Limited Sirketi),

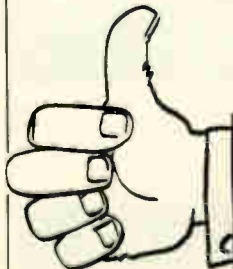
EMI RECORDS, LTD., EMI House, 20 Manchester Square, London W. 1. Tel.: HUN 4488. Cable: Emirecord, Wesdo, London. Mng. Dir.: L. G. Wood; Dep. Mng. Dir. G. N. Bridge; A&R: Norman Newell, George Martin, Norrie Paramor, Wally Ridley; Sales: L. Smith; Int'l: A. M. Smith. Labels: His Master's Voice, Columbia, Parlophone, Regal Zonophone, Encore, Stateside, MGM, Liberty, United Artists, Verve.

This company represents: Am-Par (USA), Amy-Mala (USA), Buenavista Ascot (USA), Canadian-American (USA), Capitol (USA), Disneyland, Diamond (USA), Dolton (USA), Epic (USA), Festival (Australia), Forum (USA), Fraternity (USA), Imperial (USA), Impulse (USA), Laurie (USA), Legrand (USA), Metronome (Denmark), Musicor (USA), Okeh (USA), Prestige, Rendezvous (USA), Roost (USA), Roulette (USA), Sonet (Sweden), Storyville (Denmark), Swann (USA), Tamla-Mo-

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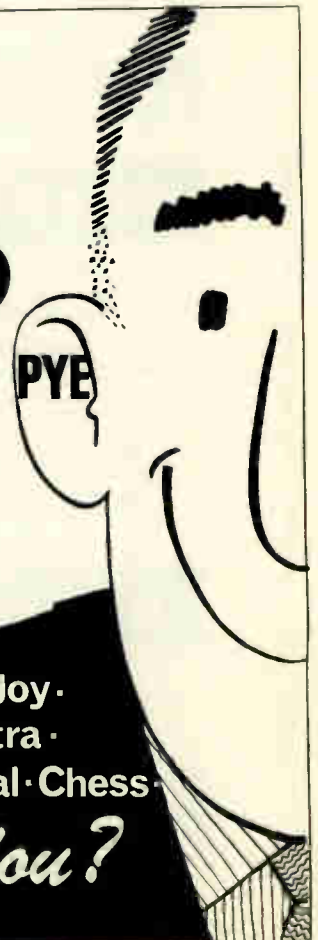


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International representatives: All major territories principally through EMI subsidiary companies. (SEE ADVERTISEMENT)

Esquire, 76 Bedford Court Mansions, Bedford Ave., London W.C. 1. Tel.: MUS 1810. Top Exec.: Greta Krahrmer; A&R: Carlo Krahrmer. 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 Recordings, 296 Vauxhall Bridge Rd., London S.W. Tel.: VIC 0132. Gen. Mgr.: A. Hogbin.

Hohner Concessionaires, 11 Farrington Rd., London E.C. 1. Tel.: HOL 3056.

Island, 108 Cambridge Rd., London N.W. 6. Tel.: KIL 1921/3. Cable: Ackee. Mng. Dir. & Int'l Christopher Blackwell; A&R: Blackwell; Sales: D. Betteridge; National Recordings (Trinidad), Surprise & Sue (USA), Telco (Trinidad).

International representatives: Jamaica (Black Swan), Trinidad (National, Telco).

Geo. Jeffrey, 68 Craighall Rd., Edinburgh 6. Tel.: GRA 3685. Mng. Dir. & Int'l: T. B. Laing, A&R P. Kear; Sales: M. Linton. Label: Waverly. **This company represents:** Crest (Australia).

International representatives: Canada (Canadian Music Sales & Quality), Gaelic (USA).

Jupiter, 140 Kensington Church St., London W. B. Tel.: Bay 9531. Top Exec.: V. C. Clinton-Baddeley & T. W. Southam.

This company represents: Pleiade (France).

International representatives: Australia (Bernard Robnson), Belgium (Audivox), France (Pleiade), Germany (Polygoette), Holland (Audivox), Italy (Audiovisivi), New Zealand (Delta), South Africa (Recorded Music Specialists), USA (Folkways).

Leomark, 33 Old Broad St., London E.C. 2. Dir. & A&R & Int'l: F. W. Bradshaw; Sec'y & Gen. Mgr.: Derek Thackrey.

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. Label: Herald.

Melodisc, 12 Earlham 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, Kalypso, 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; Exec. Dir. & Int'l: G. I. Shestopal; UK Sales: W. Sparksman; A&R: Reg Warburton. Labels: Oriole, Time-Oriole, Oriole-Eurodisc, Realm.

This company represents: Savoy (USA), Time (USA), Ariola (Germany), Cetra (Italy).

International representatives: Australia (W&G), Austria (Ariola), Belgium (Ronnex), Canada (London), Denmark (Tono), Finland (Karusell), Germany (Ariola), Israel (Makolit), Italy (CGD, Fonit), Japan (Nippon Columbia), New Zealand (Peak), Norway (Norsk, Nor-Disc), Rhodesia (Meteor, Trutone), South Africa (Meteor, Trutone), Spain (Circulo de Lectores), Sweden (Cupol, Karusell, Swedisc), Switzerland (Ariola), USA (London), Venezuela (Ronde). (SEE ADVERTISEMENT)

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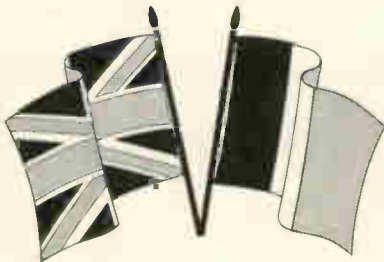
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Solar, 102 Geary Rd., London, N.W. Tel.: GLA 6236. Dir.: Jeff Smith, Robin Leigh. Labels: Solar-Scroll.
Summerside, 1-3 Sedley Pl., Oxford St., London W. 1. Tel.: MAY 0419, Mng. Dir.: Vivian L. Bartlett.

IMPORTERS & EXPORTERS

British Transcription Service, 36 North Road, Broadwell, Coleford, Gloucestershire.
Campion, 5 Barton Sq., Manchester 2.
Celebrity, 25 High St., Mersham, Surrey.
Collets, 70 New Oxford St., London W. C. 1.
DECCA, 9 Albert Embankment, London S.E. 1.
Delyse, 25 Marylebone Rd., London N. W. 1.
Deutsche Grammophon (G. B.), Ltd., 12/13 Rathbone Pl., London, W. 1. Tel.: LAN 8156.
EMI, 20 Manchester Sq., London W. 1. (SEE ADVERTISEMENT)
Esquire, 76 Bedford Court Mansions, Bedford Ave., London W. C. 1.
Holly Prod's, 4 Hazel Way, Fetcham Leatherhead, Surrey. Tel.: Bookham 4496. Pres. Johnny C. Beecher.
Hohner Concessionaires, 11 Farringdon Rd., London E. C. 1. Tel.: HOL 3056 Exp. Mgr.: R. Haller.
Ilford Music Shop, 25 Ilford Lane, Ilford, Essex.
Kruger Enterprises, 12 Great Newport St., London W. C. 2.
Melodisc, 12 Earham St., London W. C. 2.
ORIOLE, 104 New Bond St., London, W. 1. (SEE ADVERTISEMENT)
W. Paxton, 36-38 Dean St., London W. 1.

Philips, Stanhope House, Stanhope Pl., London W. 2.
Pickering and Inglis, 229 Bothwell St., Glasgow, Scotland.
PYE Records, Ltd., 132 Western Rd. Mitcham, Surrey. (SEE ADVERTISEMENT)
Rare, 5/7 Barton Sq., Manchester 2. Tel.: Deansgate 7344. Mng. Dir.: I. T. Wilson.
Record Imports, 27 Prchester Rd., London W. 2.
Saga, 127 Kensal Rd., London W. 10.
Ronnie Scott Club, 39 Gerard St., London W. 1. Selection, Greenford, Middlesex.
A. Soloway, Cudworth St., London E. 1.
Sound Stories, 6/8 Old Bond St., London W. 1.
Topic, 27 Nassington Rd., London, N.W. 3.
Transatlantic, 72 Heath St., London, N.W. 3.
Thorpe & Porter, Ltd., 39 Upper Brook St., London, W. 1. Mng. Dir.: P. D. Kravitz.
Vistula, 164 Old Brompton Rd., London, S.W. 5.
Vogue, 113/115 Fulham Rd., London S. W. 3.
David Yaskiel, 96 George St., London, W. 1. Tel.: HUN 2232.

PRESSING PLANTS

Allied Records, 127 Kensal Rd., London W. 10.
BRITISH HOMOPHONE, Excelsior Works, Rollins St., London S. E. 15. (SEE ADVERTISEMENT)
DECCA, New Malden, Surrey. (SEE ADVERTISEMENT)
Electric & Musical Industries, Hayes, Middlesex.
ORIOLE, Buckinghamshire. (SEE ADVERTISEMENT)
Philips, Walthamstow Ave., London E. 4.
Qualiton, Pontfardawe, Swansea, Glamorgan, Wales.
Transcription Manufacturing & Recording, James' Estate, Western Rd., Mitcham, Surrey.

RECORDING STUDIOS

Advison, 83 New Bond St., London W. 1.
Central Sound Studio, 6 Denmark St., London W. C. 2.
Craighill Studios, 68 Craighill Rd., Edinburgh 6.
CTS Studios, 49 Kensington Gardens, London W. 2.
DECCA, 9 Albert Embankment, London, S.E. 1. (SEE ADVERTISEMENT)
EMI, 3 Abbey Rd., London, N.W. 8. (SEE ADVERTISEMENT)
I.B.C. Sound Rec., 35 Portland Pl., London, W. 1.
Lansdowne Recording Studios, Lansdowne House, Lansdowne Rd., London W. 11.
Levy's Sound Studios, 104 New Bond St., London, W. 1.

Magnetograph Recording, Hanway St., London W. 1.
M.M.B. Sound, 13 Milestone Rd., London S. E. 19.
Olympic Sound Studios, Carton Hall, Carton St., London W. 1.
ORIOLE, 104 New Bond St., London W. 1. (SEE ADVERTISEMENT)
Philips, Stanhope House, Stanhope Pl., London W. 2.
PYE Records, Ltd., ATV House, Great Cumberland Pl., London, W. 1.
Rank Organization, Pinewood Studios, Iver Heath, Bucks.
Recorded Sound, 27 Bryanston Sq., London W. 1.
Regent Sound, 4 Denmark St., London W. C. 2.
RGM Sound, 304 Holloway Rd., London N. 7.
Sound News Productions, 10 Clifford St., London W. 1.
Star Sound Studios, Rodmarton Mews, Blandford St., London W. 1.
Tape Rec. Hire, 10 Clifford St. Reg. 2544, London, W. 1.
Universal Programmes Corp., 35 Portland Pl., London, W. 1.

MUSIC LICENSING ORGANIZATIONS

British Copyright Protection Ass'n, Ltd., 22/23 Little Portland St., London, W. 1.
British Joint Copyright Council, 29/33 Berners St. Tel.: LAN 3864, London, W. 1.
Mechanical Copyright Protection Society, 380 Streatham High Rd., London S.W. 16. Tel.: STR 3181, Adm.: B. W. Pratt.
Mechanical Rights Society, 380 Streatham High Rd., London S. W. 16. Tel.: STR 3181, Adm. B. W. Pratt.
Performing Rights Society, 29/33 Berners St., London W. 1. Tel.: LAN 3864.

TRADE ORGANIZATIONS

Amusement Trades Assn., 70 Walton Rd., East Molesey, Surrey.
Assn. of Musical Instrument Industries, 49 Twyford Ave., London N. 2. Tel.: TUD 4011.
Assn. of Professional Recording Studios, 34a Arterberry Rd., London S. W. 20.
British Federation of Banjoists, Mandolinists & Guitarists, 89/92 Rockester Row, London S.W. 1. Tel.: VIC 5376. Pres.: Philip J. Bone.

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"OLIVER"

Forthcoming new production

LONDON—SEPTEMBER, 1964

"MAGGIE MAY"

Starring
RACHEL ROBERTS

APOLLO MUSIC LTD., 164 Shaftesbury Avenue, London W.C. 2

British Institute of Recorded Sound, 38 Russell Sq., London W. C. 1.

British Phonographic Industry, Burlington House, Burlington Rd., New Malden, Surrey.

Gramophon Record Retailers Assn., 1 Peckham Park Rd., London S.E. 15. Tel.: New Cross 3849.

Independent Record Industry, c/o 123 Kensal Rd., London W. 10.

International Federation of the Phonographic Industry, 123 Pall Mall, London S. W. 1.

Joint Consultative Committee, 29 Catherine Pl., Buckingham Gate, London S. W. 1.

Music Directors' Assn., 88 Rochester Row, London S. W. 1.

Musicians' Union, 29 Catherine Pl., Buckingham Gate, London S. W. 1.

Music Publishers' Assn., 73 Mortimer St., London W. 1.

Music Trades Assn., 78 Honor Oak Park, London S. E. 23.

National Music Council, 2 Manchester Sq., London W. 1.

Phonograph Operators' Assn., 76b Rochester Row, London S. W. 1.

Piano Manufacturers' Assn., 49 Twyford Ave., London N. 2. Tel.: TUD 4011.

Pianoforte Publ. Ass'n., 26 Upper Brook St., London W. 1.

Songwriters' Guild of Great Britain, 32 Shaftesbury Ave., London W. 1. Tel.: GER 155 Vic Knight.

URUGUAY

Population: 3 million.

Average monthly income: \$150 (for office workers).

Records sold in 1963: (No official statistics available.) Trade official estimate is that over 100,000 record players were sold in the past two years, of which 70,000 were three-speed.

Average price: Stereo LP's—\$3.60; Mono LP's—\$3; Singles (33 and 78 r.p.m.)—.65; 33 (doubles)—\$1 to \$1.10.

Record sales: Classical music up 7%.

Record clubs: None.

Type of distribution: Manufacturer to retailer, with a 30% mark-up.

Radio stations: Montevideo—13 long-wave, 8 long and short-wave.

Television stations: 4 channels—out of Montevideo. Alberto Maravi

• record manufacturers

Clave I.E.M.P.S.A., Maldonado 1049, Montevideo. Tel.: 985837. Top exec.: Leon Jurburg. Label: Clave.

This company represents: Barclay (France), Continental (Brazil), CGD (Italy), Discomoda (Venezuela), Decca (France), London (Britain, USA), Marvela (Puerto Rico), Monitor (USA), Panart (USA, Miami), Seeco (USA).

International representatives: Brazil (Continental), France (Barclay, Decca), Italy (CGD), Puerto Rico (Marvela), USA (London, Monitor, Panart, Seeco).

Editorial Antar, Republica 1613, Montevideo. Tel.: 406300. Cable: Antar. Pres.: Carlos R. Valarino; Sales: Angel Lisanti; Int'l: Walter Mandacén. Label: Antar.

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FAST, QUALITY SERVICE AT ECONOMY PRICES

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Rollins Street, London S.E. 15, England
Telephone: London, NEWcross 2080
Telegraphic Address: Homochord, London S.E. 15

This company represents: Copacabana (Brazil), Cetra (Italy), Distex (Argentina), Disc-Jockey (Argentina), Ducretet-Thomson (France), Hispavox (Spain), H&R (Argentina), 20th Century-Fox (USA), Les Discophiles (France), Peerless (Mexico), Pallette (Belgium), RGE (Brazil), Serenata (Argentina), Telefunken (Germany), United Artists (USA), Vox (USA), Vanguard (USA).

International representatives: Argentina (Distex, Disc-Jockey, H&R, Serenata), Belgium (Pallette), Brazil (R&E, Copacabana), France (Ducretet-Thomson, Les Discophiles Francais), Germany (Telefunken), Italy (Cetra), Mexico (Peerless), Spain (Hispavox), USA (20th Century-Fox, United Artists, Vox, Vanguard).

Edward Radio, Colonia 1380, Montevideo. Tel.: 91833. Pres.: Oscar Musetti; Int'l: Segundo Fernandez.

This company represents: Chantecler (Brazil), Rosicler (Brazil).

International representatives: Brazil (Chantecler, Rosicler).

Palacio De La Musica, 18 de Julio 1100, Montevideo. Tel.: 80113. Cable: Palacio de la Musica. Pres.: Ricardo Gioscia; Sales: Ricardo Gioscia Jr.; Int'l: Americo Albano. Label: Orfeo, Odeon.

This company represents: Angel (USA), Decca (USA), Capitol (USA), Liberty (USA), Odeon (Brazil, Chile, Peru), Musart (Mexico), Warner Bros. (USA).

International representatives: Argentina (Odeon), Brazil (Odeon), Chile (Odeon), Mexico (Musart), Peru (Odeon), USA (Angel, Decca, Liberty, Capitol, Warner Bros.).

Philips Uruguay, Uruguay 1287-5 Piso, Montevideo. Tel.: 95641. Cable: Philips. Top exec.: Enrique Lazzano.

This company represents: ABC-Paramount (USA), Ansonia (USA), Archiv (Germany), DGG (Germany), Mercury (USA), MGM (USA), Polydor (Germany), Philips (Holland), Tico (USA).

International representatives: Argentina, Brazil, Chile (Philips), Germany (DGG, Polydor, Archiv), Holland (Philips), USA (ABC-Paramount, Mercury, MGM, Tico, Ansonia).

Praos, 18 de Julio 1080, Montevideo. Tel.: 95034. Cable: Casa Praos. Top exec.: Eduardo Miranda. Label: Gold Laut.

This company represents: Dot (USA), Gema (USA, Miami), Musidisc (Brazil), Music Hall (Argentina), Orfeon (Mexico), Reprise (USA).

International representatives: Argentina (Music Hall), Brazil (Musidisc), Mexico (Orfeon), USA (Dot, Reprise).

SIWEG (RCA Victor), Convencion 1424, Montevideo. Tel.: 982224. Top Exec.: Jorge Errazquin. Label: RCA Victor.

This company represents: Fermata (Argentina), RCA Camden (USA), RCA Victor (USA), VIK (Argentina), "X" (Argentina).

International representatives: Argentina ("X", VIK, Fermata), USA (RCA Victor, RCA Camden). (SEE ADVERTISEMENT)

Sondor, S. A. Nicaragua 1473, Montevideo. Tel.: 27530. Cable: Sondor. Pres.: Enrique Abal Salvo; A&R: Pablo Echevarria. Label: Sondor.

This company represents: (CBS) Columbia (USA), Sonoradio (Peru).

International representatives: Peru (Sono Radio), USA (Columbia).

Tonodisc, Constituyentes 1903, Montevideo. Tel.: 401169. Pres.: Jorge Esperson; A&R: Nestor Paez. Label: Tonodisc.

This company represents: Grand Award (USA), Hickory (USA), Jubilee (USA), Kapp (USA), Time (USA), Tonodisc (Argentina), Trans Atlas (USA), Westminster (USA).

International representatives: Argentina (Tonodisc), USA (Grand Award, Hickory, Jubilee, Kapp, Trans Atlas, Westminster).

• music publishers

Campos (Palacio de la Musica), 18 de Julio 1100, Montevideo. Tel.: 80113. Ricardo Gioscia.

Edami (branch of Southern and Peer), Juan Jackson 1401, Montevideo. Tel.: 401540. Gladys Alvarez de Mancusso.

Discoteca, S.A., Ibleuy 1275, Escl, Manteyldeo. Tel.: 985-832. Mgr. Dir.: Leon Jarburg.

• supplies & services

PRESSING PLANTS

APSA (RCA Victor), Av. Italia 4230, Montevideo. Tel.: 593015.

Editorial Antar, Republica 1613, Montevideo. Tel.: 406300.

FIMASA (Palacio de la Musica), Nueva York 1176, Montevideo. Tel.: 96074.

Sondor, Rio Branco 1536, Montevideo. Tel.: 92670.

MUSIC LICENSING ORGANIZATIONS

Asociacion General de Autores del Uruguay (AGADU), Canelones 1330, Montevideo. Tel.: 83188. Gen. Dir.: Luis Alberto Zeballos.

U.S.S.R.

Population: 220 million.

Records imported from U. S. (factory value): 1963—\$18,200, classics and jazz, instrumentals; 1961—\$1,700; 1960—\$1,500.

Records exported to U. S. (factory value): 1963—16,200 (value \$16,000); 1962—18,600 (value \$18,100); 1961—59,200 (value \$42,800); 1960—31,300 (value \$31,600).

• record manufacturers

V/O Mezhdunarodnaya Kniga, Moscow 200. Tel.: 4-10-22. Cable: Mezhnkiga. Label: MK.

VENEZUELA

Population: 8.5 million.

Per capita income: \$150 monthly.

Discounting: Approx. 25% at retail.

Stereo sales: About 10% of LP's.

Distribution system: manufacturer to dealer.

Radio Stations: 85.

TV Stations: 4.

Juke boxes: 15,000.

Record Clubs: None.

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.

Clemente Vargas Jr.

• record manufacturers

Aluvenca, C.A. Edificio Vega, Rio A Pte. Soublette, Caracas. Cable "VEGASA." Tel.: 416367. Gen. mgr.: Julio Brillenburg; Sales: Cesar Tena; A&R: Alvaro Rodriguez. Labels: Vega, Time. This company represents: Time (USA).

Distribuidora Nacional de Discos SA., P. D. Box 8535, Caracas. Tel.: 422019. Cable: Disnadisco. Gen. mgr.: Jose Pages. A&R: Porfirio Jimenez. Sales: Gumersindo Miranda. Int'l: Gumersindo Miranda. Label: Velvet.

This company represents: Audio Fidelity (USA), Kubaney (USA), Lyra (Colombia), Gema (USA), Dorado (Colombia).

International representatives: Velvet (Mexico, Colombia, Peru), Spain (Cubalegre), USA (Kubaney).

Discos Sonus, P. O. Box 6556, Caracas. Cable: Sonus. Tel.: 412011. Gen. mgr.: Jose Rodriguez. A&R: Johnny Quiros. Sales: Santiago Herrera. Int'l: Johnny Quiros. Label: Sonus.

This company represents: Marvela (Puerto Rico), RGE (Brazil), Chanteclair (Brazil), Disk Jockey (Argentina), Mag (Peru).

International representatives: Puerto Rico-USA (Marvela), Central America (Indica), Argentina (Disk Jockey), Colombia (Fuentes), Peru (Virrey), Brazil (Sonus), Mexico (Velvet).

Fabrica Venezolana de Discos, C.A. (Favedica), P. O. Box 3402, Caracas. Tel.: 24178. Gen. Mgr.: Caesar Roldan; A&R: Carlos Guerra; Sales: Juan M. Lugo; Int'l: Benito Vietez. Labels: Discomoda.

This company represents: EMI. Labels: Odeon (Europe) Argentina, Brazil, Chile, Peru; Angel (USA), Capitol (USA), Warner Bros. (USA), Cameo Parkway (USA), Music Hall (Brazil), Musidisc (Brazil).

International representatives: European countries through EMI International Argentina, Brazil and Chile (Odeon), Peru (Iemisa), Colombia (Posada), Central America (Indica), Ecuador (Onix), Mexico (Peerless), Eeuu (Capitol).

INTERNATIONAL DIRECTORY

(Venezuela cont.)

Fonograma SA, Av. Paez Qta. Arib, El Paraiso. Cable: Fonograma. Tel.: 415357. Gen. Mgr.: C. Esparagosa; A&R: Billo Frometa; Sales: Luis Barrois; Int'l: Gloria Baez. Labels: Fonograma-Billo.

This company represents: Kapp (USA), Tropical (Colombia), Nielser (Brazil).

International representatives: Colombia (Tropical), USA: Miami Records.

Hermanos Antor (Continental de Discos), Piedras a Pte. Restaurador, Ed. Yorako. Cable: Contidisco. Tel.: 417706. Gen. Mgr.: Jose Antor; A&R: Juan Antor; Sales: P. Vidal Sanchez; Int'l: Jose Antor. Labels: Souvenir, Continental.

This company represents: Orfeon (Mexico), Liberty (USA), Puchito (USA), Canadian American (USA), Zafiro (Spain).

International representatives: USA (Liberty), Mexico (Orfeon), Spain (Zafiro).

Ladiscoteca, C. A., Ave. El Paseo 19, Los Rosales, Caracas. Cable: Discoteca. P. O. Box 7811. Gen. Mgr.: W. Ricken; Sales: O. Gonzales. Label: Erna.

This company represents: CBS (USA, Argentina, Brazil, Mexico), Dot (USA), Musart (Mexico), Gamma (Mexico), Hispavox (Spain), Plaza (Brazil).

Palacio de la Musica, S.A., Apartado Postal 3637, Caracas. Cable: Ramusica. Tel.: 428826. Gen. Mgr.: Ernesto Aue; A&R: Miguel Angel Pina; Sales: Arlindo Silva; Int'l: Ernesto Aue. Label: Palacio.

This company represents: Colpix (USA), Imperial (USA), Seeco (USA), UA (USA), 20th Century-Fox (USA), Ricovox (Puerto Rico), Falcon (USA), Peerless (Mexico), London International (UK), Daro (Colombia), Copacabana (Brazil), Ariola (Germany), Rapsodia (Portugal).

International representatives: Mexico (Peerless), USA (Ricovox), all other world markets: Polydor.

Panart de Venezuela, S.A., P.O. Box 9258. Cable: Recave. Gen. Mgr.: Ramon Sabat. A&R: Rene Castro Vega. Sales: Hilario Velis. Int'l: Ramon Sabat. Label: Panart.

This company represents: Panart (USA), Meazzi (Italy), Chancellor (USA).

International representatives: Colombia (Fuentes), USA (Panart).

Roberto Gomez y Segura S R L (Discos Fuentes), Miranda a Maderero Ed, Caracas, Local B, Caracas. Cable: Robogomer. Tel.: 415291. Gen. Mgr.: R. Gomez; A&R: A. Segura. Int'l: Roberto Gomez. Label: Robogomer.

This company represents: Fuentes (Colombia), Carrizal (Colombia).

International representatives: Colombia (Fuentes), USA (Fuentes).

Ronde de Venezuela, S.A., P. O. Box 4766, Caracas. Cable: Rondesa. Tel.: 412578. Gen. Mgr.: Stan W. Steinhaus; A&R: Anibal Abreu; Sales: E. Fajardo; Int'l: S. W. Steinhaus. Labels: Ronde, Mara, Encore.

This company represents: Reprise (USA), Everest (USA), Pickwick Int'l (USA), Marpar (Uruguay), Discofonia (Argentina), Belart (Mexico), Oriole-Embassy (UK), Carvalho-Lisboa (Portugal), Fonopolis (Spain), Clan (Italy), Rifi (Italy), Patheparconi (France), Bel Air (France), Le Chant Du Monde (France), Teledisc-Dalara (Italy).

International representatives: USA (Panart), Colombia (Fuentes), Brazil (Sonus), Mexico (Belart), Italy (Rifi), France (Le Chant Du Monde), UK (Oriole).

RCA de Venezuela, S.A., P.O. Box 11275, Caracas. Cable: Radiointer. Tel.: 339721. Gen. Mgr.: Ruben D. Villasmil; A&R: Arnoldo Nali; Sales: A. Mayorca; Int'l: Ruben Dario Villasmil. Label: RCA.

This company represents (and is represented by): RCA International.

Siemens de Venezuela, S.A., P. O. Box 3316, Caracas. Cable: Siemens. Tel.: 348531. Gen. Mgr.: Henry Alex; A&R: Claudio Behrens; Sales: C. Behrens. Int'l: Henry Alex. Label: Polydor.

This company represents: Philips International, MGM-Verve (USA), ABC-Paramount (USA), Mercury (USA), Polydor (International) is represented in all world markets by Polydor.

Venevox (Industria Nacional del Sonido, C.A.), P. O. Box 5141, Caracas. Cable: Electronic. Tel.: 348272. Gen. Mgr.: Charles Biederman; A&R: G. Pocovi; Sales: Pierre Casanova; Int'l: Guillermo Pocovi. Labels: Venevox-Diversion.

This company represents: Montilla (USA), Colombia Espanola (Spain), Barclay (France), Ducretet-Thomson (France), Ricordi (Italy), CGD (Italy), Sonoradio (Peru), Alvorada (Portugal), Supraphon (Czechoslovakia), Vox (USA), Onix (Ecuador) is represented internationally by Puerto Rico Records. USA (Remorecords).

• music publishers

Editora de Musica Venezolana Internacional (EVM), P. O. Box 8542, Caracas. Cable: Edivemus. Tel.: 417819.

Ediciones Musicales Venezolanas, C.A. (EDMUVECA), P. O. Box 8561. Cable: Edmuveca. Tel.: 410800, Caracas.

• supplies & services

PRESSING PLANTS

Favedica, P. O. Box 3402, Caracas.
Grabaciones De America, S.A. (GRAMSA), P. O. Box 6813, Caracas.

Grabciones Antor, S.A. Cale Baruta No. 60, El Valee, Caracas.

Venevox, C.A. Apartado Postal 5141, Caracas, Caracas. Cable: Electronica.

C A Venezolana De Grabaciones, Rio a Pte. Soublette, No. 1, P. O. Box 8569, Caracas. Cable: Cavega.

RECORDING STUDIOS

Vega, C.A., P. O. Box 8569, Caracas. Cable: Cavega.

Fidelis, C.A., Calle Branger 12, Los Rosales, Caracas. Cable: Branger.

Estudios Larrain. Cable Larran, Ed. "Van" Torre Oeste Piso 10, Av. A. Bello, Caracas.

Caraballo Gramko, C.A. Ed. El Parque, Local 2, El Paraiso.

VIET NAM

Population: 29.2 million.

Records imported from U. S. (factory value): 1963—Import-Export data not available. 1962—\$20,700; 1961—\$21,400; 1960—\$29,700.

• supplies & services

PRESSING PLANTS

Asia Disques, 626 Ham Tu Quay, Cholon.

Xuong To Van Ngoc, 49 Pasteru St., Saigon.

VIRGIN ISLANDS

Population: 32,500 approx. St. Thomas-St. Croix-St. John. Capital: Charlotte Amalie, St. Thomas.

RECORD DEALERS

Calypso Shop, Frederiksted, St. Croix.

Creeque's Record Shop, Charlotte Amalie, St. Thomas.

Music Box, Company St., Christianstad, St. Croix.

Paperbook Gallery, Charlotte Amalie, St. Thomas.

Pueblo Supermarket Record Shop. (Concession operated by J. Martinez Vela, Inc., of San Juan, Puerto Rico.)

Spenceley's Record Shop, Charlotte Amalie, St. Thomas.

Tony's Record Shop, 1 Regjerings Gade, Charlotte Amalie, St. Thomas. Prop. Antonio J. Benvenutti.

RECORD WHOLESALERS

Conrad, Ltd., St. Thomas-St. Croix.

JUKE BOX REPRESENTATIVES

Bush International (AMI), St. Thomas.

Borinquen Music (Wurlitzer), St. Thomas.

RADIO STATIONS

WBNB, St. Thomas; WSTA, St. Thomas; WIVI, St. Croix.

TELEVISION STATIONS

WITV, St. Thomas; WEND, St. Thomas.

YUGOSLAVIA

Population: 16.9 million.

Number of homes with record players: Approx. 450,000.

Records sold: 1963—3 million approximately, 40% single, 40% EP's, 20% LP's. Production in 1964 scheduled to increase sharply to meet unfilled demands, but no statistics are as yet available.

Records exported to U. S. (factory value): 1962—500 (value \$300); 1961—1,500 (value \$2,500); 1960—2,200 (value \$2,200).

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

Jugoton Records, Pokupska Str., Dubrava, Zagreb, Yugoslavia, P. O. Box 4, Dubrava. Tel.: 644-341, 644-729, 644-522. Cable: Jugoton Zagreb; Dir.: Kopun Slavko; Sales Mgr.: Pintaric Ignac; Export Mgr.: Korbar Nikola; Label: Jugoton.

This company represents: Amadeo (Austria), Brunswick (USA via DGG, Germany), Broadway (USA via Italdisc, Italy), Coral (USA via DGG, Germany), Cameo-Parkway (USA via CGD, Italy), Carish (via Exportrama, Italy), Clan (via Durium, Italy), Copacabana (via Sabrina, Italy), Decca (England), DGG (Germany), Durium (Italy), Elite (via Turicaphon AG, Switz.), Fonit (via Exportrama, Italy), Italdisc (Italy), Juke Box (via CGD, Italy), London (via Decca, England), Polydor (via DGG, Germany), Phonorama (via Sabrina, Italy), Primary (via Exportrama, Italy), RCA (via Teldec, Germany), Ronnex (Belgium), Ri-Fi (via Exportrama, Italy), Ricordi (Italy), Sabrina (Italy), Telefunken (via Teldec, Germany), Triola (via Turicaphon AG, Switz.), 20th Century Fox (via CGD, Italy), United Artists (via CGD, Italy), Verve (USA, via MGM, USA), MGM (USA), Moonglow (USA), Vogue (France).

International representatives: Australia (Carinia), Canada (Comet), Italy (Durium, Sabrina), Switzerland (Turicaphon AG), Sweden (Metronome), France (Vogue), 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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RECORD DISTRIBUTORS

(Washington)

Continued from page 68

CRAIG CORP., INDEPENDENT RECORD SALES DIV.

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CRAIG, 1021 E. Pine. Tel.: EA 4-3939. Mgr.: Jim Fuscaloo.

Label: Columbia. (SEE ADVERTISEMENT)

Decca, 3131 Western Ave. Tel.: AT 4-8060. Mgr.: Robert Gardner.

Labels: Brunswick, Coral, Decca, Listen & Learn.

Fidelity Elec., 5301 Shilshole Ave., N.W. Tel.: SU 4-9100. Vice-Pres.: W. J. Tollis.

Labels: Artia-Parliament, Blue Note, Cameo-Parkway, 49th State, Jazzland, Kapp, Living Language, Offbeat, Pageant, Philips, RCA Camden, RCA Victor, Riverside, Vox, Wonderland.

HUFFINE, 3131 Western Ave. Tel.: AT 4-8633. Pres.: Andy Huffine.

Labels: Amy, Audio Fidelity, Cabot, Carlton, Coed, Colpix, Dauntless, Dimension, Europa, Fiesta, GNP Crescendo, Golden Crest, Gordy, Half & Half, Hickory, Joy, Mahalo, Mala, May, Monitor, Motown, Music Minus One, Norman, Select, Shasta, Stacy, Tamla, Universe, Vee Jay, Westminster, Workshop Jazz. (SEE ADVERTISEMENT)

Independent Rec. Sales, 1021 E. Pine. Tel.: EA 4-3939. Mgr.: Jerry Dennon.

Labels: Annette, A & M, Almo Int'l, Amazon, Arlen, Audio Recording, Arc, Apollo, Bamboo, Circa, Chart, Charter, Congress, Counterpoint, Dart, Dore, Epic, Everest, Ember, Era, Fraternity, Fabor, FM, Gregmark, Glad-Hamp, Gardena, Hall, Hall-Way, Herald, Instant Language, Jerden, Kay-Bee, Kash, LeCam, Marc, Monogram, Okeh, Original Sound, One-Derful Panorama, Prestige, Philles, Phil Spector, Pip, Pacific Jazz, Regina, Request, Sims, Specialty, Simon Says, Sutton, Scepter, Spokane, Tri-Disc, Teardrop, Wand, World Pacific, Unical.

King, 172 Denny Way. Tel.: MA 3-2021. Mgr.: Russ Bolick.

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

Music Dist., 1000 First Ave., S. Tel.: MU 2-7188. Pres.: Stan Sulman.

Labels: Cadence, Contemporary, Command, Folkways, Mercury, Smash, United Artists, Vanguard.

Stanley, 1000 First Ave., S. Tel.: MU 2-7188. Pres.: Stan Jaffe.

Labels: ABC-Paramount, Atco, Canadian American, Disneyland, Fantasy, London, Reprise, Warner Bros.

WISCONSIN

• MADISON (Area Code 608)

Tell Music, 1017 Jonathon Dr. Tel.: 257-4667. Pres.: Rolf V. Voegelin.

Labels: A & M, Challenge, Constellation, Crestview, Crusader, Disneyland, Elektra, Epic, Fidelity Sound, Golden World, Golden, Hickory, Jay Jay, Norman, Pleasant Peasant, Pacific Jazz, Reprise, Simon Says, Soma, Tradition, Valiant, Vista, Warner Bros., World Pacific. (Record Preview, Billboard Consumer Publication.)

• MILWAUKEE (Area Code 414)

Beckerman, 423 N. 3d St. Tel.: BR 1-1739. Pres.: Harry Beckerman.

Labels: Amy, Artia, Audio Fidelity, Canadian American, Colpix, Cortland, Donn, Dimension, Dooto, Ermine, Europa, Everest, Fiesta, Garrett, Horizon, Josie, Jubilee, Lodestar Polkas, Mala, Parliament, Scepter, Stereoditties, Tollie, Vee Jay, Wand.

Capitol, P. O. Box 3656.

Labels: Angel, Capitol.

Morley Murphy, 5151 W. State St. Tel.: GL 3-7200. Vice-Pres.: S. L. Stiles.

Label: Columbia.

Musical Isle, 2429 W. Fond du Lac. Tel.: CO 4-4940. Pres.: James Tiedjens.

Labels: Ambassador, Crown, Disneyland, Golden, Hamilton, Mercury, Pickwick, Premiere, RCA Camden, Strand, Wing.

JOHN O'BRIEN, 2830 W. Vliet St. Tel.: DI 4-3560. Pres.: John O'Brien.

Labels: Ascot, AFO, Argo, Atlantic, Blast, Blue Note, Cadence, Cadet, Carlton, Checker, Chess, Contempo, Cimarron, GNP Crescendo, Cumberland, Del-Fi, Dictation Disc, Ember, End, Enjoy, Fabor, Fantasy, Fontana, Galaxy, Gee, Gordy, Hi Fi, Herald, Hollywood, Jamie, Joy, Kandy, Lenox, Life, Mala, Montel Motown, Musicor, Old Town, Original Sound, Philles, Philips, Pip, Polkaland, Prestige, Roost, Roulette, Select, Sims, Smash, Sound Stage 7, Specialty, Starday, Stax, Sue, Symbol, Tamla, Tico, Time, United Artist. (SEE ADVERTISEMENT)

Taylor Electric, 4080 N. Port Washington Rd. Tel.: WO 4-4321. Pres.: J. A. Taylor.

Label: RCA Victor.

Volume Rec. Sales, 2830 Vliet St. Tel.: DI 4-3560. Pres.: John O'Brien.

Labels: Childcraft, Dyno, Eurotone International, Mercury Wing.

INTERNATIONAL DIRECTORY

(Thailand)

Continued from page 174

PRESSING PLANTS

Virulhathakich, 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 & TOBAGO

Population: 1 million.

Records imported from U. S. (factory value): 1963—\$53,250; 1962—\$51,700; 1961—\$51,800; 1960—\$63,500.

• 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, B 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.

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Advertiser	Page	Advertiser	Page	Advertiser	Page	Advertiser	Page
A-1 Record Sales	75	Crescendo	30	Independent Music Sales	49	Custom Record Sales	4th Cover
A&L Distributors, Inc.	65	Cryovac	103, 108	Indica, Costa Rica	137	RCA Victor Co., Ltd., Canada	131
A&M Records	26	D J Record Sales	77	Inelco Belgium, S.A.	14	RCA, Espanola, Madrid	170
A&R Recording, Inc.	109	D.M. Sales Co.	47	International Consolidated	91	RGM Sound	178
Rudolf Slezak Aberback	148	Dale Enterprises	57	International Export Agencies	83	RSVP (Jerry Simon)	98, 99
Adaire Records	36	Dance Along Records	37	George Jay	97	Record Distrib.	54
Adrian Associates	117	Davilla Records	36	Joy Jay Records	36	Record Mdsq.	48
Air Records	26	Davis Sales Co.	50	Jecklin & Co.	172	Record Sales	50
Allentown Records	86	Decca Custom Pressing	117	Juke Box	126	Recordings, Inc.	95
Allied Record Sales	48	Decco Record, Ltd.	11	Kay Records	114	Relic Rack	75
All State Dist. Co.	55	Delta	161	Koy Bank Recordings	102	Replagle Globes	122
All-State	60	Delta Dist.	62	Keysor Chemical	101	Request Records, Inc.	31
Alpha	46	Delta Rec. Dist., Inc.	56	Keystone Dist.	50	Rifi Records	153
AM-Bat Records, Inc.	76	Delyse Records	183	Jeon Kluger Pub. Co.	129	David Rosen	65
Amberg File & Index	120	Deutsche Grammophon	21, 22, 23, 24	Laredy Record Dist.	60	Royal Plastics	102
American Record Pressing	115	Disco France	140	Le Mac Corp.	50	S.F. Audio Rec.	33
Andrews Nunnery Envelope & Paper Corp.	114	Discobel	129	Le-Bo Products	118	Salient Export Agencies	84
Apex-Martin Record Sales	59	Discos Belter	170	Stanley Lewis Rec. Dist.	62	Schony's One Stop	75
Apex Wholesalers, Inc.	61	Dixie & Southland Distributing Co.	52	London Records of Canada, Ltd.	132	Albert Schultz, Inc.	84
Apollo Music	184	Downtown Rec. Dist.	67	M.S. Distrib. Co.	54	H. Schunke & Co.	62
Ariola Eurodisc GMBH	145	Dumont Record Dist.	57	Magnetic Services	111	Schwartz Bros., Inc.	51
Art Record Sales	27	Dureco-Dutch Record Co.	162	Manu, Oslo	165	August Seith	150
Audio Matrix & Audiomatic	92, 93	East-West Trading Co.	83	Mark Records	34	Service One Stop	74
Audio Records of Arizona	112	Edition Coda	174	Marnell Dist. Co., Inc.	66	SESAC, INC.	17
Audiomusica	160	Edition Montana	144	Martin & Snyder One Stop	73	Shaw Plating	117
AVA Records	27	Edition Odeo	171	Melody Sales Co.	49	Ralph Maria Siegel	147
Barney's One Stop	71	Editions Altona	163	Merco	79	Silver Plastics, Inc.	116
Bart, Lionel	184	EMI Records, Ltd.	6 & 7	Merit Music Dist.	58	Singer One Stop	71
Basart	162	Elektra Records	34	MGM Pressing Division	90	Sobedi	125
Bel Air	177	Eltron Export Co.	84	Miami Record	115	Solar Records	183
Bendiksen, Arne	187	Emerald Records, Ltd.	139, 165	Midwest Rec. Pressing	114	Henry J. Sommers	45
Best Way Prod.	94	David Eskin Int'l Sales	83	Monument Records	12, 13	Sonet Grammophone	158
Beta	63	Europa Sonor Studios	141	Morton Record Co.	78	Sonic Recording Products	115
Bovema	9	Family Records	29	Mountain Dist.	70	Sound of Nashville	116
British Homophone	185	Family Records Corp.	78	Muro Records	33	South Eastern Records Mfg. Co.	30
Bronstein, Don	117	Festival	50	Hans Gerig Musikverlage	146	Southern Music	41
Brown Bros., Inc.	73	Festival Record Dist.	142	Gerig Musikverlage	146	Southern Music Publishers	184
Budd Productions	100	Fidelity Electric	116	Musikvertrieb	173	Southern Plastics	116
Burlington Music Co., Ltd.	180	Fiesta Records	35	Music City Album Co.	101	Spartan of Canada	134
Busse Musik	149	Finebilt	96, 97	Musica e Dischi	156	Stans Record Service	72
C&C Dist. Co.	48	Finetone Audio Products	121	Music Merchants	58	Starday	28
CGD International	157	Florida Rec. Dist.	51	N.Y. Record Dist.	81	Starlite Agency	182
Cadet Distributing Co., Inc.	58	Fabaldi's Fonior (Fabeldis)	128	National Record Library	35	Star Title Strip	37, 76, 81
California Music Dist.	47	Falkways Records	37	Nu Top Records	37	Steadman One Stop	74
California Rec. Dist.	50	Francis, Day & Hunter, Ltd.	175	John O'Brien Dist., Inc.	68	Sterling Title Strip	39, 74
Canciones Del Mundo	170	Freddie & the Dreamers	181	One Stop Services, Inc.	116	Summit Dist.	53
Capa Records	39	Garmisa Dist.	54	Original One Stop Service	73	Sun Plastics Co., Inc.	114
Capitol Custom		Garrod & Lofthouse, Ltd.	180	Oriale Record	145	Superior Record Sales	62
Capitol Int'l		Gate City Record Service Co.	71	Panart Recording Corp.	39	Symphonia	124
Capitol Records of Canada, Ltd.	136	General Dist.	56	Paramount Record Mfg. Co.	93	Teiger Records	69
Capitol Records (USA)		Georgia Rec. Dist.	52	Pat's One Stop	77	Teldec	143
Gatefold Spread		Julie Godsey	100	Peer International	41	Tono	138
Cavendish Music Co.	183	Godwin Rec. Dist.	53	Pet Record Sales	48	Topps Record Dist. Co., Inc.	52
Centaur Rec.	39	Gold State Rec. Dist., Inc.	81	Peter Plum Publications	126	Town Hall Record One Stop	74
Chattahoochie	29	Goldband Records	36	Pharaoh Records	38	Trans Canada Records	136
Chips Distributing Co.	64	Happiness Music Corp.	42	Pic-a-Tune, Inc.	44, 78	Transglobal	88
Clan Celentano	154-155	Hector Record Distributors	61	Phono Log	119	United Record	112
Columbia	89, 110	Hilltop Rec.	112	Plastic Products	110	United Recording	113
Columbia Rec. Dist., Ltd.	136	Hispovox Co.	169	Pri-Mox	99	Universal Record Dist. Corp.	67
Compo Company, Ltd.	135	Hitsville	49	Print-a-Tune	44	Walco-Link	121
Concertone Songs, Inc.	43	Arthur Howes	179	Profit Vendors	71	Wakefield	94
Consolidated One Stop	72	Huffine Dist. Co.	68	Progress Record Dist., Inc.	67	Wendy Dist.	60
Coro S.A.	160	Ed Hurvitz Music Promotions	100	Pye Records	176	World Artist Rec.	32
Cory of California	120			Quality Records, Ltd.	133	World Music	127
Craig Corp.	187			Queen City Album	111	Marty Wax Promotions	99
						Western One Stop	70
						Edward R. White, Inc.	115
						Win Records	74

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1. MORE THAN HALF THE COPIES MAKE CUSTOMERS OUT OF READERS

(Dealer survey shows that actually 52% of all copies used by dealers produced one or more LP purchases directly traceable to Record Preview. Of the customers who bought LP's right out of Record Preview: 37% actually brought back Record Preview with their purchase marked off; 47% made specific reference to Record Preview in selecting their purchases; 16% brought or mailed back the special order form bound into each copy.)

2. 7 OUT OF 10 DEALERS LIKE RECORD PREVIEW

(Dealer reaction to Record Preview added up this way: 70% were pleased with Record Preview and its content; 13% were not pleased; 17% were "undecided.")

3. CUSTOMER REACTION IS UNANIMOUSLY FAVORABLE

(Almost half of the consumers who were exposed to Record Preview took time out to comment on it: comments were 100% favorable, according to dealers—with not a single dissenting vote being registered.)

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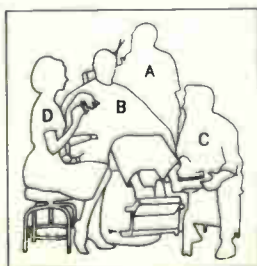
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